

HAMPTONS YEAR END 2020 HOME SALES REPORT

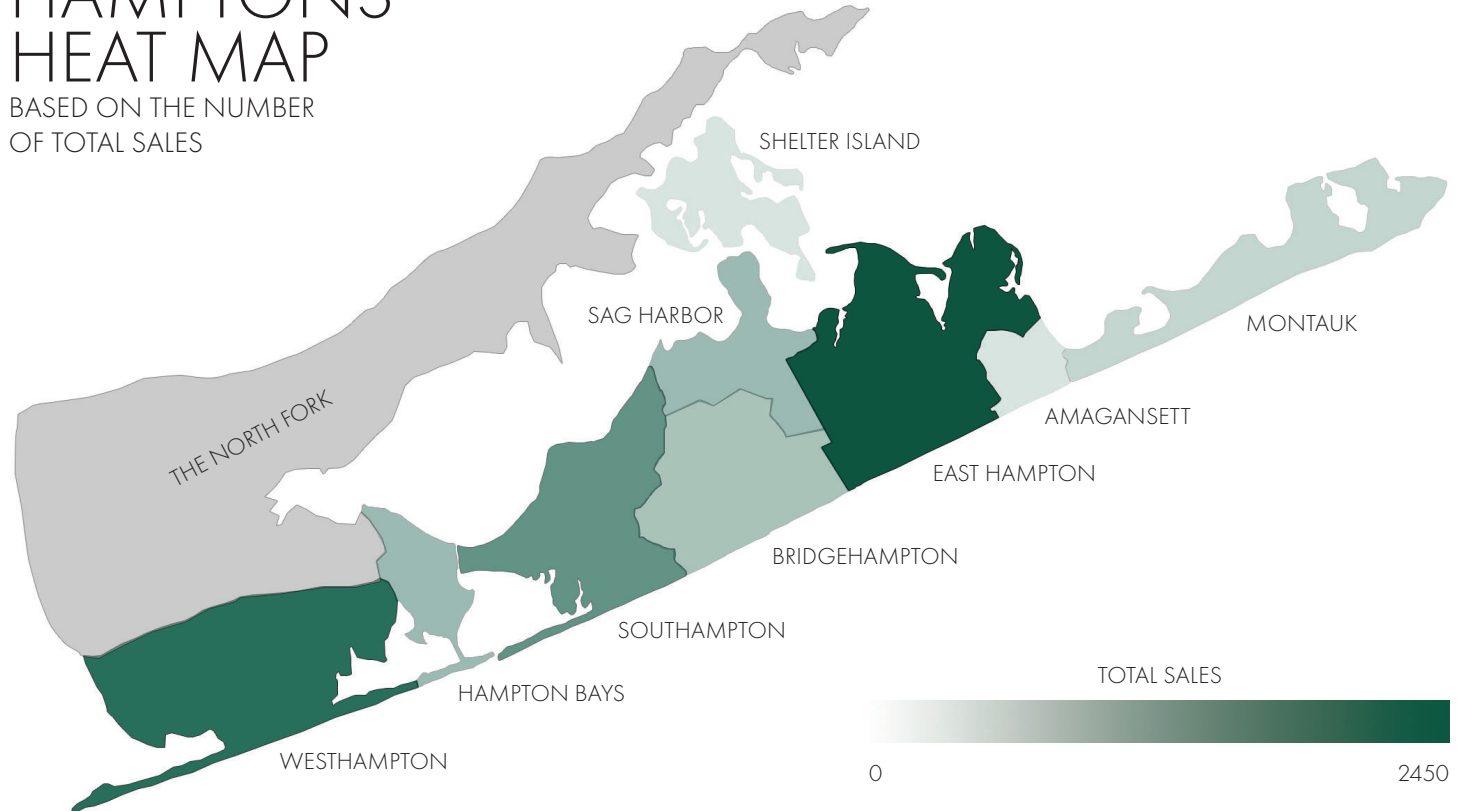
"2020 will go down as the most unusual year for East End Real Estate. After nearly 3 months in lockdown, sales activity rushed in like a full moon high tide surge. While there are several Market Reports published, the Town & Country Reports are the most granular. We examine 12 specific markets within our Hamptons market and monitor three different criteria. All 12 markets had gains in the Number of Home Sales as well as Total Home Sales Volume. In fact, 5 out of 12 markets more than doubled their Total Home Sales Volume in 2020 vs 2019. Looking at ALL Hampton Markets Combined and the year of 2020 comes clearly into focus. 2,450 homes traded hands (+47% year over year) and the price category that experienced the greatest increase in activity was over \$2M. Let's dive in!"

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

| THE HAMPTONS ALL MARKETS COMBINED | | # OF HOME SALES | TOTAL HOME SALES VOLUME | MEDIAN HOME SALES PRICE | # SALES UNDER \$500K | # SALES \$500K - \$999K | # SALES \$1M - \$1.99M | # SALES \$2M - \$3.49M | # SALES \$3.5M - \$4.99M | # SALES \$5M - \$9.99M | # SALES \$10M - \$19.99M | # SALES \$20M+ |
|--------------------------------------|--------|-----------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|------------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|-------------------|
| | 2020 | 2,450 | 5,787,371,421 | 1,355,000 | 162 | 770 | 703 | 426 | 180 | 139 | 53 | 17 |
| | CHANGE | +47% | +82.30% | +35.67% | -19% | +20% | +67% | +101% | +117% | +93% | +96% | +89% |
| | 2019 | 1,670 | 3,174,647,740 | 998,750 | 201 | 644 | 422 | 212 | 83 | 72 | 27 | 9 |

HAMPTONS HEAT MAP

BASED ON THE NUMBER
OF TOTAL SALES



To view all reports visit: <https://www.townandcountryhamptons.com/market-reports>

All information is deemed reliable and correct. Information is subject to errors, omissions and withdrawal without prior notice. (Source: The Real Estate Report Inc.)



EAST HAMPTON

BRIDGEHAMPTON

SOUTHAMPTON

WESTHAMPTON BEACH

MONTAUK

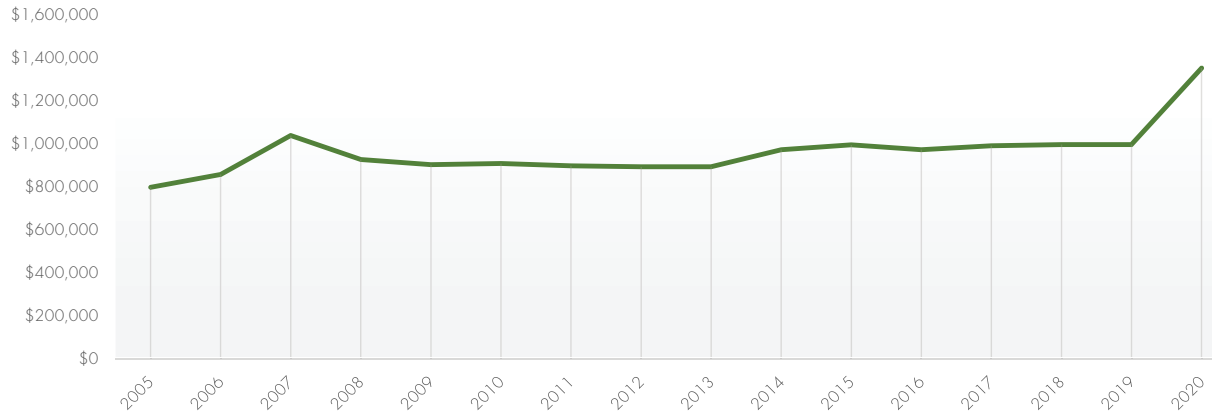
MATTITUCK

GREENPORT

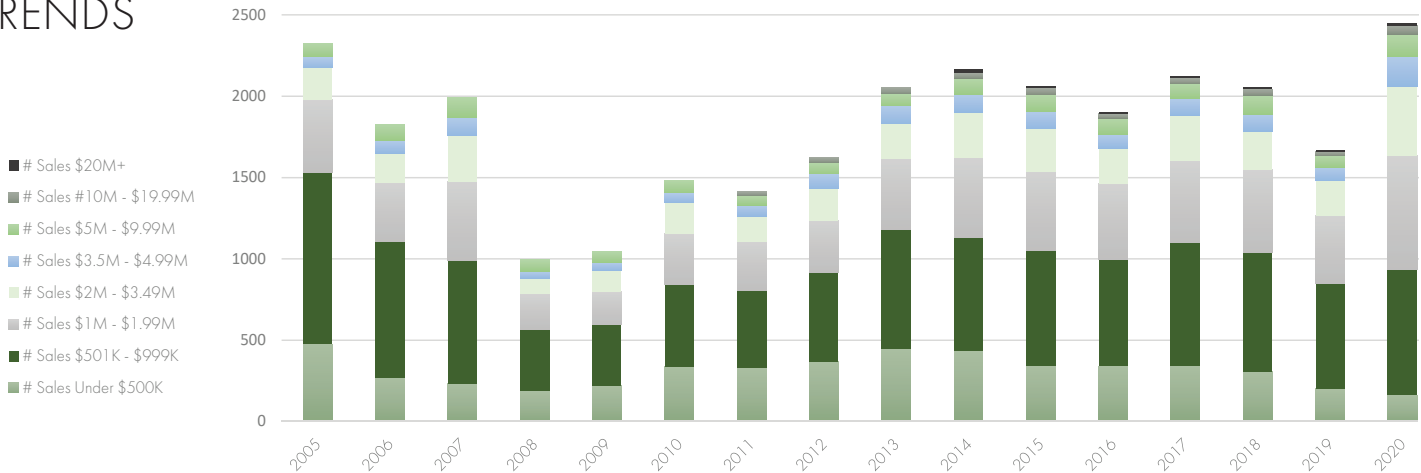
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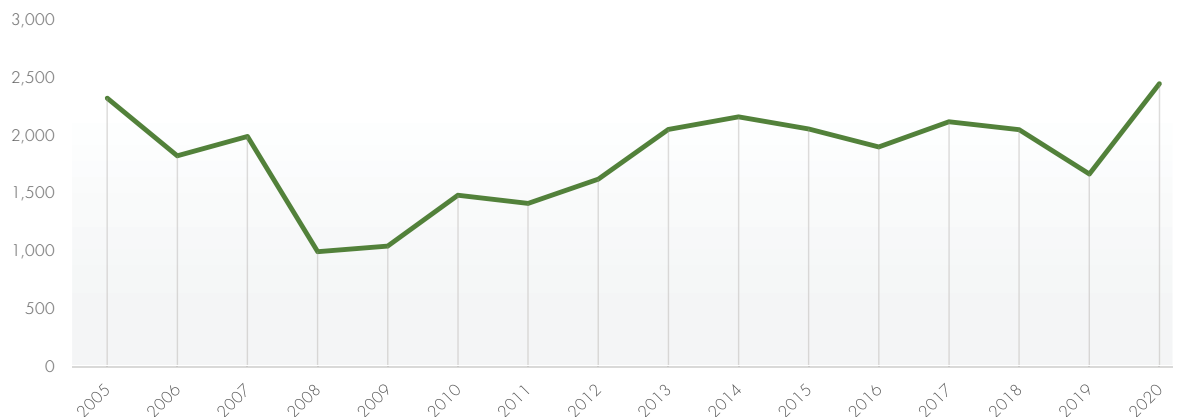
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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THE END

"Montauk experienced a 200% increase in the Number of Home Sales \$2-\$3.49M, from 9 in 2019 to 27 in 2020. But there was only 1 sale in Montauk over \$10M. Amagansett closed 88% more Home Sales for 2020 vs 2019. That percent increase was tied only by Southampton Village."

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

| MONTAUK | | # OF HOME SALES | TOTAL HOME SALES VOLUME | MEDIAN HOME SALES PRICE | # SALES UNDER \$500K | # SALES \$500K - \$999K | # SALES \$1M - \$1.99M | # SALES \$2M - \$3.49M | # SALES \$3.5M - \$4.99M | # SALES \$5M - \$9.99M | # SALES \$10M - \$19.99M | # SALES \$20M+ |
|---------|--------|-----------------|-------------------------|-------------------------|----------------------|-------------------------|------------------------|------------------------|--------------------------|------------------------|--------------------------|----------------|
| | 2020 | 121 | 234,222,160 | 1,450,000 | 3 | 29 | 49 | 27 | 8 | 4 | 1 | - |
| | CHANGE | +44% | +23.80% | +2.47% | - | +4% | +40% | +200% | +60% | +33% | -75% | - |
| | 2019 | 84 | 189,190,178 | 1,415,000 | - | 28 | 35 | 9 | 5 | 3 | 4 | - |

| AMAGANSETT | | # OF HOME SALES | TOTAL HOME SALES VOLUME | MEDIAN HOME SALES PRICE | # SALES UNDER \$500K | # SALES \$500K - \$999K | # SALES \$1M - \$1.99M | # SALES \$2M - \$3.49M | # SALES \$3.5M - \$4.99M | # SALES \$5M - \$9.99M | # SALES \$10M - \$19.99M | # SALES \$20M+ |
|------------|--------|-----------------|-------------------------|-------------------------|----------------------|-------------------------|------------------------|------------------------|--------------------------|------------------------|--------------------------|----------------|
| | 2020 | 96 | 334,781,005 | 2,675,000 | - | 6 | 27 | 27 | 17 | 17 | 1 | 1 |
| | CHANGE | +88% | +113.91% | +17.58% | - | -33% | +93% | +200% | +70% | +113% | - | - |
| | 2019 | 51 | 156,503,263 | 2,275,000 | - | 9 | 14 | 9 | 10 | 8 | 1 | - |

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EAST HAMPTON

"Our Crown Jewel, East Hampton Village logged the highest Median Homes Sales Price for the year at \$3,297,500. Impressive, but note that it was 6% lower than 2019 Median Homes Sales Price of \$3,513,213-- the highest for that year as well. East Hampton Area (which includes Wainscott) closed 530 Home Sales for the year 2020 -- the most of any hamlet."

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| EAST HAMPTON AREA INCLUDES WAINSCOTT | | # OF HOME SALES | TOTAL HOME SALES VOLUME | MEDIAN HOME SALES PRICE | # SALES UNDER \$500K | # SALES \$500K - \$999K | # SALES \$1M - \$1.99M | # SALES \$2M - \$3.49M | # SALES \$3.5M - \$4.99M | # SALES \$5M - \$9.99M | # SALES \$10M - \$19.99M | # SALES \$20M+ |
|-----------------------------------------|--------|-----------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|------------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|-------------------|
| | 2020 | 530 | 838,886,427 | 1,189,500 | 25 | 203 | 185 | 80 | 25 | 10 | 2 | - |
| | CHANGE | +66% | +93.28% | +19.55% | +9% | +42% | +65% | +176% | +525% | +67% | - | - |
| | 2019 | 319 | 434,031,833 | 995,000 | 23 | 143 | 112 | 29 | 4 | 6 | 2 | - |

| EAST HAMPTON VILLAGE | | # OF HOME SALES | TOTAL HOME SALES VOLUME | MEDIAN HOME SALES PRICE | # SALES UNDER \$500K | # SALES \$500K - \$999K | # SALES \$1M - \$1.99M | # SALES \$2M - \$3.49M | # SALES \$3.5M - \$4.99M | # SALES \$5M - \$9.99M | # SALES \$10M - \$19.99M | # SALES \$20M+ |
|-------------------------|--------|-----------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|------------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|-------------------|
| | 2020 | 72 | 455,629,443 | 3,297,500 | - | 5 | 10 | 22 | 10 | 14 | 7 | 4 |
| | CHANGE | +71% | +108.20% | -6.14% | - | +25% | +67% | +100% | +25% | +75% | +133% | +100% |
| | 2019 | 42 | 218,845,425 | 3,513,213 | - | 4 | 6 | 11 | 8 | 8 | 3 | 2 |

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SOUTHAMPTON

"Another of our Crown Jewels Southampton Village, had the greatest increase in Total Home Sales Volume year over year, +132%! Slide your sights down the 8 price categories monitored by T&C and you will see why. Nearly half of all sales over \$20M were in Southampton Village. Southampton Area (which includes North Sea) saw nearly half of all sales under a million dollars with closings on 124 homes."

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

| SOUTHAMPTON AREA INCLUDES NORTH SEA | | # OF HOME SALES | TOTAL HOME SALES VOLUME | MEDIAN HOME SALES PRICE | # SALES UNDER \$500K | # SALES \$500K - \$999K | # SALES \$1M - \$1.99M | # SALES \$2M - \$3.49M | # SALES \$3.5M - \$4.99M | # SALES \$5M - \$9.99M | # SALES \$10M - \$19.99M | # SALES \$20M+ |
|----------------------------------------|--------|-----------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|------------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|-------------------|
| | 2020 | 254 | 375,477,582 | 1,050,000 | 12 | 112 | 68 | 49 | 10 | 3 | - | - |
| | CHANGE | +46% | +59.52% | +20.07% | -25% | +29% | +89% | +81% | +67% | +50% | - | - |
| | 2019 | 174 | 235,382,796 | 874,500 | 16 | 87 | 36 | 27 | 6 | 2 | - | - |

| SOUTHAMPTON VILLAGE | | # OF HOME SALES | TOTAL HOME SALES VOLUME | MEDIAN HOME SALES PRICE | # SALES UNDER \$500K | # SALES \$500K - \$999K | # SALES \$1M - \$1.99M | # SALES \$2M - \$3.49M | # SALES \$3.5M - \$4.99M | # SALES \$5M - \$9.99M | # SALES \$10M - \$19.99M | # SALES \$20M+ |
|------------------------|--------|-----------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|------------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|-------------------|
| | 2020 | 130 | 827,782,235 | 2,925,000 | 2 | 7 | 29 | 31 | 26 | 13 | 14 | 8 |
| | CHANGE | +88% | +132.14% | +6.36% | -50% | -22% | +164% | +72% | +225% | +30% | +180% | +100% |
| | 2019 | 69 | 356,580,275 | 2,750,000 | 4 | 9 | 11 | 18 | 8 | 10 | 5 | 4 |

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HAMPTONS YEAR END 2020 HOME SALES REPORT



\$19,000,000
Web# 861569

BRIDGE & SHELTER ISLAND

"Bridgehampton (which includes Water Mill and Sagaponack) closed over a billion dollars in 2020 -- the highest of any market. There were 19 Home Sales \$10-\$19.99, a 73% increase from 2019 which pushes the Total Home Sales Volume up. The Total Home Sales Volume on Shelter Island more than doubled 2020 compared to 2019. The highest Home Sale was 44 Gardiners Bay Dr back in January for \$10,178,500."

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| BRIDGEHAMPTON INCLUDES WATER MILL & SAGAPONACK | | # OF HOME SALES | TOTAL HOME SALES VOLUME | MEDIAN HOME SALES PRICE | # SALES UNDER \$500K | # SALES \$500K - \$999K | # SALES \$1M - \$1.99M | # SALES \$2M - \$3.49M | # SALES \$3.5M - \$4.99M | # SALES \$5M - \$9.99M | # SALES \$10M - \$19.99M | # SALES \$20M+ |
|------------------------------------------------------|--------|-----------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|------------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|-------------------|
| | 2020 | 239 | 1,104,981,792 | 3,150,000 | - | 13 | 65 | 57 | 35 | 46 | 19 | 4 |
| | CHANGE | +52% | +61.93% | +8.62% | -100% | -13% | +55% | +46% | +67% | +84% | +73% | +33% |
| | 2019 | 157 | 682,386,829 | 2,900,000 | 1 | 15 | 42 | 39 | 21 | 25 | 11 | 3 |

| SHELTER ISLAND | | # OF HOME SALES | TOTAL HOME SALES VOLUME | MEDIAN HOME SALES PRICE | # SALES UNDER \$500K | # SALES \$500K - \$999K | # SALES \$1M - \$1.99M | # SALES \$2M - \$3.49M | # SALES \$3.5M - \$4.99M | # SALES \$5M - \$9.99M | # SALES \$10M - \$19.99M | # SALES \$20M+ |
|----------------|--------|-----------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|------------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|-------------------|
| | 2020 | 98 | 169,654,003 | 1,125,000 | 3 | 42 | 29 | 16 | 3 | 4 | 1 | - |
| | CHANGE | +51% | +101.10% | +18.42% | -40% | +45% | +26% | +300% | - | +300% | - | - |
| | 2019 | 65 | 84,363,978 | 950,000 | 5 | 29 | 23 | 4 | 3 | 1 | - | - |

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HAMPTONS YEAR END 2020 HOME SALES REPORT



\$2,550,000
Web# 874588

SAG HARBOR

"Sag Harbor area (which includes Noyack and North Haven) experienced a 400% increase in Home Sales \$10-\$19.99M! Undoubtedly, that helped push the increase in Total Home Sales Volume to +87%. In Sag Harbor Village, the Number of Home Sales in the \$3.5-\$4.99M and \$5-\$9.99M doubled year over year."

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| SAG HARBOR AREA INCLUDES NOYACK & NORTH HAVEN | | # OF HOME SALES | TOTAL HOME SALES VOLUME | MEDIAN HOME SALES PRICE | # SALES UNDER \$500K | # SALES \$500K - \$999K | # SALES \$1M - \$1.99M | # SALES \$2M - \$3.49M | # SALES \$3.5M - \$4.99M | # SALES \$5M - \$9.99M | # SALES \$10M - \$19.99M | # SALES \$20M+ |
|--------------------------------------------------|--------|-----------------|-------------------------|-------------------------|----------------------|-------------------------|------------------------|------------------------|--------------------------|------------------------|--------------------------|----------------|
| | 2020 | 174 | 376,442,926 | 1,400,800 | 5 | 49 | 63 | 36 | 10 | 6 | 5 | - |
| | CHANGE | +53% | +86.88% | +15.29% | -38% | +14% | +80% | +89% | +150% | +50% | +400% | - |
| | 2019 | 114 | 201,434,922 | 1,215,000 | 8 | 43 | 35 | 19 | 4 | 4 | 1 | - |

| SAG HARBOR VILLAGE | | # OF HOME SALES | TOTAL HOME SALES VOLUME | MEDIAN HOME SALES PRICE | # SALES UNDER \$500K | # SALES \$500K - \$999K | # SALES \$1M - \$1.99M | # SALES \$2M - \$3.49M | # SALES \$3.5M - \$4.99M | # SALES \$5M - \$9.99M | # SALES \$10M - \$19.99M | # SALES \$20M+ |
|--------------------|--------|-----------------|-------------------------|-------------------------|----------------------|-------------------------|------------------------|------------------------|--------------------------|------------------------|--------------------------|----------------|
| | 2020 | 68 | 159,426,788 | 1,995,000 | - | 13 | 23 | 19 | 9 | 4 | - | - |
| | CHANGE | +5% | +25.78% | +28.71% | -100% | -19% | - | - | +125% | +100% | - | - |
| | 2019 | 65 | 126,748,219 | 1,550,000 | 1 | 16 | 23 | 19 | 4 | 2 | - | - |

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EAST HAMPTON

BRIDGEHAMPTON

SOUTHAMPTON

WESTHAMPTON BEACH

MONTAUK

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HAMPTONS YEAR END 2020 HOME SALES REPORT



\$6,250,000
Web# 874742

WEST OF THE CANAL

"Westhampton Beach (which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quogue) Median Homes Sales Price shot up 47.7%, the greatest statistical increase, to \$1,220,000. Hampton Bays is the only hamlet monitored by Town & Country where the Median Homes Sales Price is still under \$1M. In fact, it's only \$610K. How long will that last?"

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

| WESTHAMPTON INCLUDES REMSENBURG, WESTHAMPTON BEACH, EAST QUOGUE, QUOGUE, QUOGUE | # OF HOME SALES | TOTAL HOME SALES VOLUME | MEDIAN HOME SALES PRICE | # SALES UNDER \$500K | # SALES \$500K - \$999K | # SALES \$1M - \$1.99M | # SALES \$2M - \$3.49M | # SALES \$3.5M - \$4.99M | # SALES \$5M - \$9.99M | # SALES \$10M - \$19.99M | # SALES \$20M+ | |
|------------------------------------------------------------------------------------------|-----------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|------------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|-------------------|---|
| | 2020 | 417 | 735,046,881 | 1,220,000 | 36 | 144 | 132 | 58 | 26 | 18 | 3 | - |
| | CHANGE | +40% | +110.72% | +47.70% | -18% | +2% | +74% | +123% | +225% | +500% | - | - |
| | 2019 | 298 | 348,833,812 | 826,000 | 44 | 141 | 76 | 26 | 8 | 3 | - | - |

| HAMPTON BAYS | | # OF HOME SALES | TOTAL HOME SALES VOLUME | MEDIAN HOME SALES PRICE | # SALES UNDER \$500K | # SALES \$500K - \$999K | # SALES \$1M - \$1.99M | # SALES \$2M - \$3.49M | # SALES \$3.5M - \$4.99M | # SALES \$5M - \$9.99M | # SALES \$10M - \$19.99M | # SALES \$20M+ |
|--------------|--------|-----------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|------------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|-------------------|
| | 2020 | 251 | 175,040,179 | 610,000 | 76 | 147 | 23 | 4 | 1 | - | - | - |
| | CHANGE | +8% | +24.72% | +17.08% | -23% | +23% | +156% | +100% | -50% | - | - | - |
| | 2019 | 232 | 140,346,210 | 521,000 | 99 | 120 | 9 | 2 | 2 | - | - | - |

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