

# HAMPTONS 1Q 2021 HOME SALES REPORT

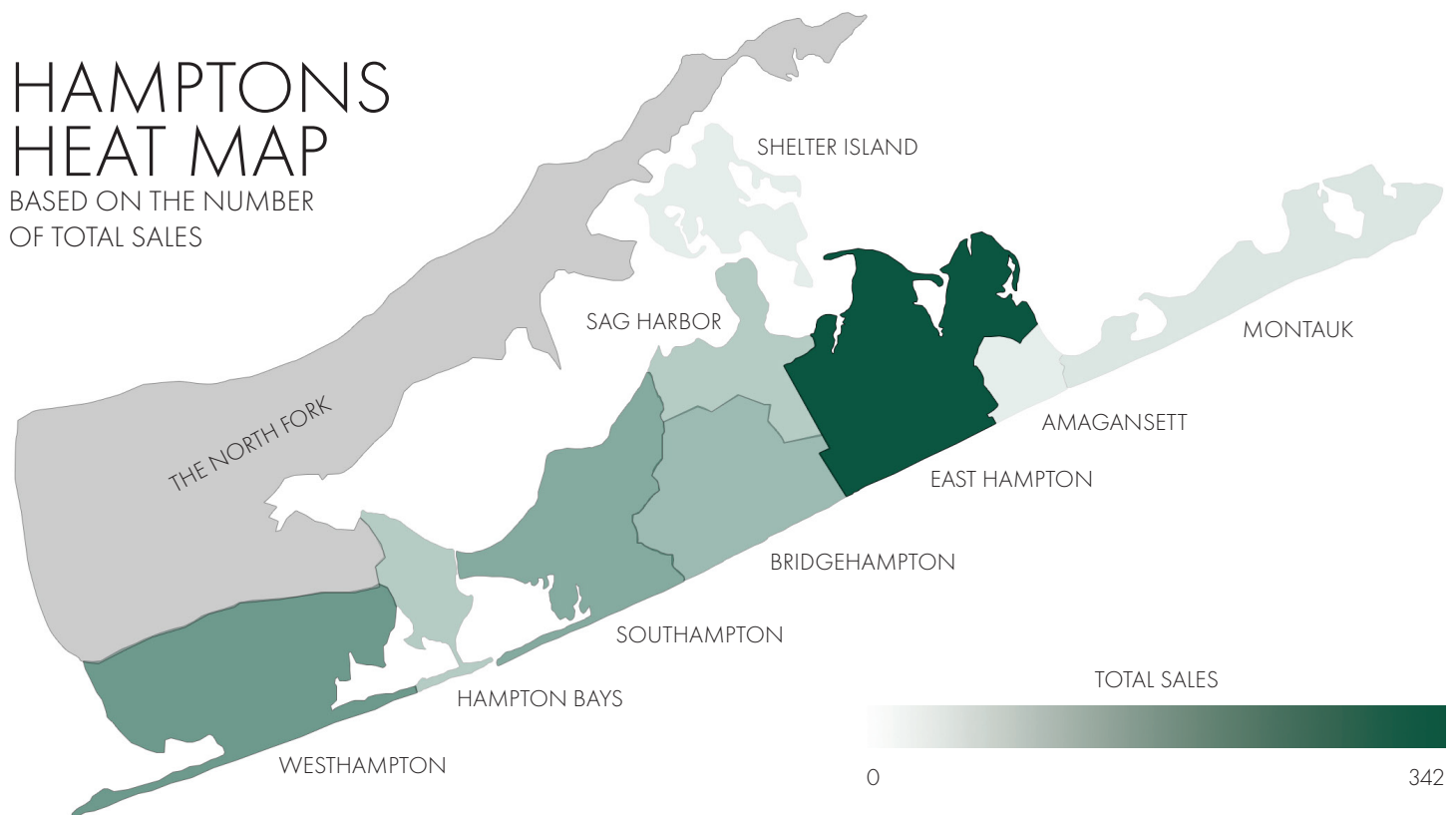
"Keeping in mind all real estate reports are, what I call, a look in the rearview mirror, in so far as the statistics are based on contracts signed 60-90 days prior to recording. That said, this report, does not reflect the affect the pandemic initially had on our home sales as March 2020 was the start of the shutdown. Looking at All Hamptons Markets Combined and several statistics jump off the page. While the Median Home Sales Price rose to \$1,412,500, the price range of \$2M-\$3.49M more than doubled with 76 transfers. The other colossal movement was in the \$10M-\$19.99M price range which tanked 90% (from 10 down to 1). But fret not, the rest of this year will make up for that!"

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+
	1Q 2021	342	793,551,755	1,412,500	13	105	100	76	23	21	1	3
	CHANGE	+40%	+25.51%	+13.00%	-50%	+33%	+67%	+105%	+44%	+62%	-90%	-
	1Q 2020	244	632,257,397	1,250,000	26	79	60	37	16	13	10	3

## 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

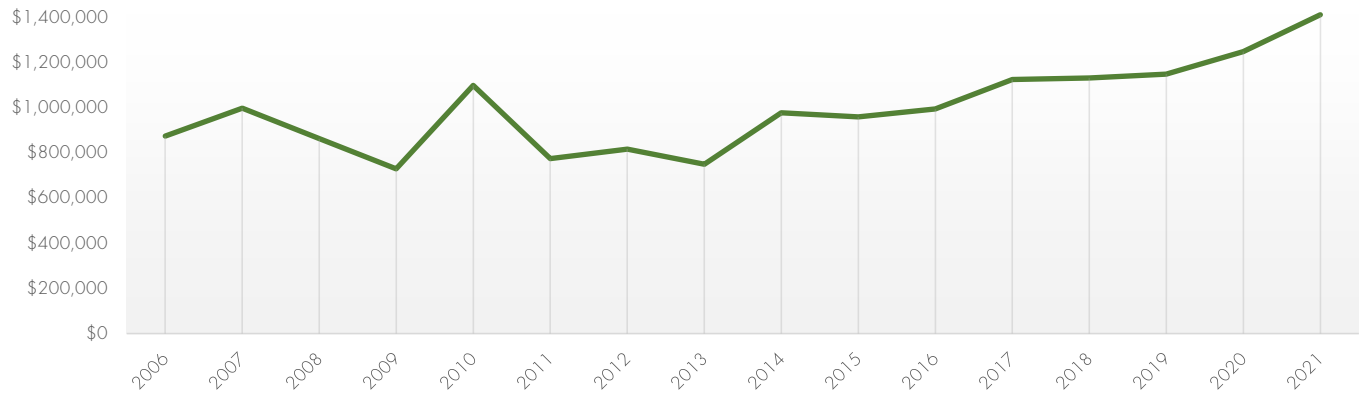
MATTITUCK

GREENPORT

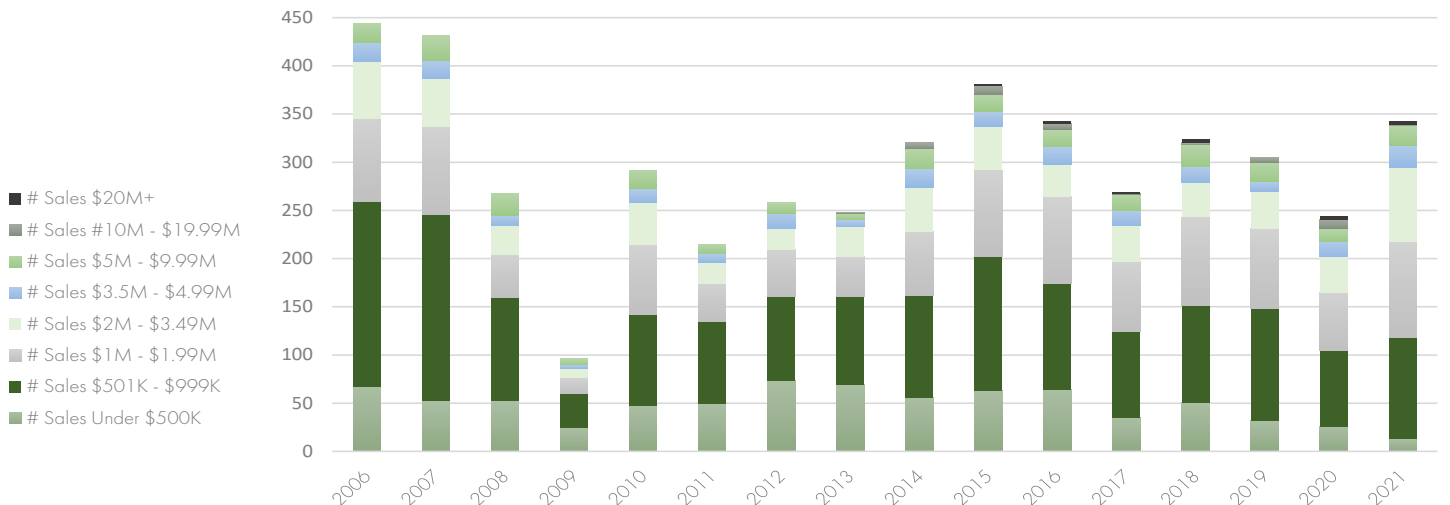
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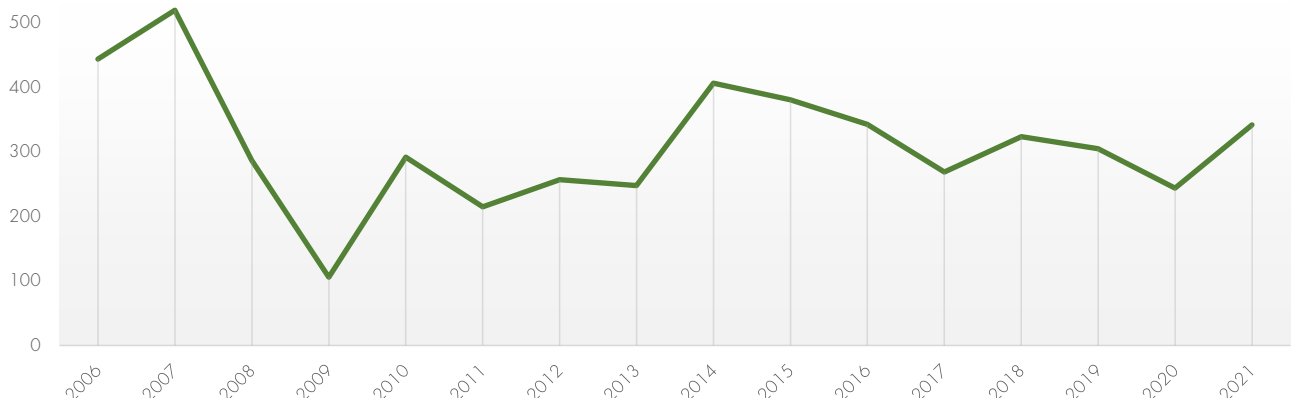
## MEDIAN HOME SALES PRICE



## SALES TRENDS



## TOTAL # OF HOME SALES



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## THE END

"In Montauk, both the Total Home Sales Volume and Median Home Sales Price rose greater than 55% with only an 8% increase in the Number of Home Sales. Glancing over at the 8 different price ranges monitored by Town & Country and you note a 500% increase in the Number of Home Sales in the \$2M-\$3.49M price range. That certainly moves the needle. Amagansett real-ized a 42% drop in Median Home Sales Price, obviously due to less home sales at the higher end. When we consider the 8 different price ranges monitored by Town & Country you see a 67% drop in home sales in the \$3.5M-\$4.99M range."

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+
	1Q 2021	14	37,249,500	2,111,250	-	2	4	6	1	1	-	-
	CHANGE	+8%	+55.59%	+57.56%	-100%	-33%	-43%	+500%	-	-	-	-
	1Q 2020	13	23,940,888	1,340,000	1	3	7	1	-	1	-	-
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+
	1Q 2021	10	34,325,000	2,037,500	-	1	4	2	1	2	-	-
	CHANGE	+11%	+4.00%	-41.79%	-	-	+33%	+100%	-67%	-	-	-
	1Q 2020	9	33,005,000	3,500,000	-	-	3	1	3	2	-	-

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## EAST HAMPTON

"The East Hampton Area, which includes Wainscott, closed the greatest Number of Home Sales at 81 home sales in the first three months of 2021. More than a 53% increase from the prior year. Nine of the twelve markets within the Hamptons saw their Total Home Sales Volume swell. In fact, three markets logged in more than 100% year over year increase, with East Hampton Village taking home the crown at 173% greater Total Home Sales Volume. East Hampton Village also scored Top Producer with a Median Homes Sale price of \$3,850,000."

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

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+
	1Q 2021	81	137,931,000	1,300,000	-	27	31	19	2	2	-	-
	CHANGE	+53%	+105.61%	+42.86%	-100%	+13%	+72%	+375%	+100%	+100%	-	-
	1Q 2020	53	67,085,052	910,000	5	24	18	4	1	1	-	-

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+
	1Q 2021	13	102,643,767	3,850,000	-	2	3	1	3	3	-	1
	CHANGE	+63%	+172.63%	+5.12%	-	-	-	-75%	+200%	+50%	-100%	-
	1Q 2020	8	37,650,018	3,662,509	-	-	-	4	1	2	1	-

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## SOUTHAMPTON

"The Southampton Area, which includes North Sea, experienced a considerable uptick in higher priced homes. Notably, there were two sales \$5M-\$9.99M in 2021 where there were none the prior year. There was also a 200% increase in home sales in the \$1M-\$1.99M price range -- from 4 in 2020 up to 12 in 2021. This increase in higher end home sales is reflected in the increase in Median Home Sales Price (+75%) and Total Home Sales Volume (+72%). Southampton Village had declines of 59% in Total Home Sales Volume and 72% for Median Home Sales Price. Back in the first quarter 2020, Southampton Village broke a record with a Median Home Sales Price of \$7M, but even taking that off the table, the Village ordinarily scores a Median Home Sales Price in step with East Hampton Village and Bridgehampton, which includes Water Mill and Sagaponack, both of which were well over \$3M."

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+
	1Q 2021	32	62,586,658	1,498,125	1	9	12	6	2	2	-	-
	CHANGE	+23%	+72.27%	+74.96%	-50%	-31%	+200%	-	+100%	-	-	-
	1Q 2020	26	36,331,300	856,250	2	13	4	6	1	-	-	-

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+
	1Q 2021	18	58,976,250	1,963,125	1	2	6	5	1	2	-	1
	CHANGE	+64%	-58.82%	-71.96%	-	-	+500%	+67%	-	+100%	-100%	-67%
	1Q 2020	11	143,211,960	7,000,000	1	-	1	3	-	1	2	3

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# HAMPTONS 1Q 2021 HOME SALES REPORT



\$15,950,000  
Web# 873656

## BRIDGEHAMPTON & SHELTER ISLAND

"Bridgehampton, which includes Water Mill and Sagaponack, saw a whopping \$168,155,188 trade hands in home sales — impressive. Shelter Island closed 11 deals in the first quarter of 2021, 57% more than the same time period in 2020. But the Total Home Sales Volume dipped 13.4% and the Median Home Sales Price decreased 3%. There were no sales \$3.5M and up for the entire quarter on Shelter Island."

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

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+
	1Q 2021	37	168,155,188	3,500,000	-	1	4	13	10	7	1	1
	CHANGE	+61%	+30.57%	-1.27%	-	-	-20%	+160%	+233%	+75%	-80%	-
	1Q 2020	23	128,785,690	3,545,000	-	1	5	5	3	4	5	-
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+
	1Q 2021	11	14,656,250	795,000	-	7	1	3	-	-	-	-
	CHANGE	+57%	-13.44%	-2.93%	-	+75%	-	+200%	-	-	-100%	-
	1Q 2020	7	16,932,500	819,000	-	4	1	1	-	-	1	-

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## SAG HARBOR

"Nearly every market monitored by Town & Country saw an increase in the Number of Home Sales, except the Sag Harbor Area, which includes Noyack and North Haven, which was flat at 21. Sag Harbor Village, on the other hand, had the greatest statistical increase at 71% comparing Q1 2020 to Q1 2021."

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

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+
	1Q 2021	21	47,994,049	1,835,000	-	6	5	7	1	2	-	-
	CHANGE	-	-1.75%	+46.80%	-	-14%	-44%	+250%	-	-	-100%	-
	1Q 2020	21	48,846,992	1,250,000	-	7	9	2	-	2	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+
	1Q 2021	12	29,193,000	2,349,000	-	-	4	7	1	-	-	-
	CHANGE	+71%	+118.32%	+40.24%	-	-100%	+100%	+250%	-	-	-	-
	1Q 2020	7	13,371,679	1,675,000	-	2	2	2	1	-	-	-

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\$19,975,000  
Web# 878040

## WEST OF THE CANAL

"Westhampton, which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quogue, had a 50% increase in the Number of Home Sales for the first three months of 2021 compared with the same time period 2020. In addition, there was a 17% bump up in Total Home Sales Volume to just over \$75.5M. Hampton Bays saw increases in all three criteria monitored by Town & Country. With a 27% increase in the Number of Home Sales, 32% in Total Home Sales Volume, and a 30% jump in Median Home Sales Price the area west of the canal is enjoying a nice uptick along with the other Hamptons markets."

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+
	1Q 2021	60	75,524,393	985,000	3	28	21	7	1	-	-
	CHANGE	+50%	+16.71%	-18.38%	-40%	+115%	+110%	-	-80%	-	-
	1Q 2020	40	64,709,041	1,206,780	5	13	10	7	5	-	-

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+
	1Q 2021	33	24,316,700	667,500	8	20	5	-	-	-	-
	CHANGE	+27%	+32.25%	+30.24%	-33%	+67%	-	-100%	-100%	-	-
	1Q 2020	26	18,387,277	512,500	12	12	-	1	1	-	-

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