

# HAMPTONS 2Q 2021 HOME SALES REPORT

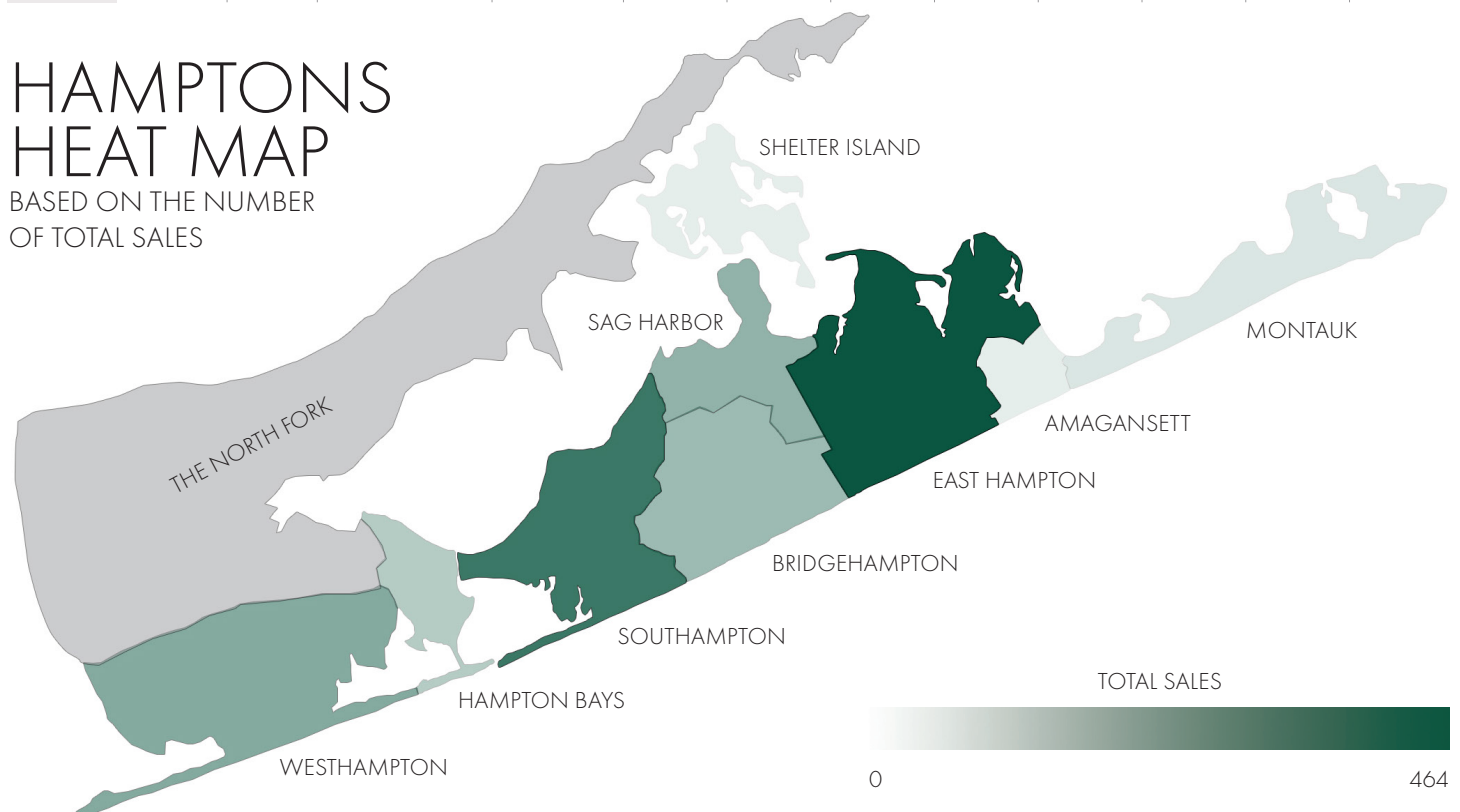
"Town & Country Real Estate's ad campaign "Catch The Wave" was directed to sellers identifying the best sellers' market this veteran broker has seen in my 37 years. Well, suffice to say the COVID-wave of 2020 peaked in February/March of 2021. The multimillion-dollar question: Is there a swell rising on its heels and how big and strong will it be? This Q2 Home Sales Report and our Mid-Year Report both will show growth upon growth. While 2020 was a banner year for East End real estate, the first half of 2021 is proving to be even better! Since all real estate reports are technically stats in the rearview mirror, the rest of the year will be marked by the O&As (offer and acceptance) and contracts signed. This is obviously due to the time it takes for sales to be negotiated, go to contract, close and then get recorded. Active agents will attest to a gradual closing of the frenetic market that consumed 2020 and the beginning of 2021. Looking at All Hamptons Markets Combined for the second quarter of 2021 and the market speaks clear-ly. All three criteria monitored by Town & Country saw significant increases. The Number of Home Sales were up 45%, Total Home Sales Volume shot up 77%, Median Home Sales Price rose 32%. The only red spot was home sales under \$500K which is becoming increasingly more difficult to find. Let's dive deep into these stats for a look back at closed deals. Nearly every hamlet monitored by Town & Country saw an increase in the Number of Home Sales."

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+
	2Q 2021	464	1,373,837,197	1,750,000	13	106	154	107	31	35	11	7
	CHANGE	+45%	+77.17%	+32.08%	-46%	+4%	+64%	+102%	+72%	+119%	+38%	+75%
	2Q 2020	319	775,443,510	1,325,000	24	102	94	53	18	16	8	4

## 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

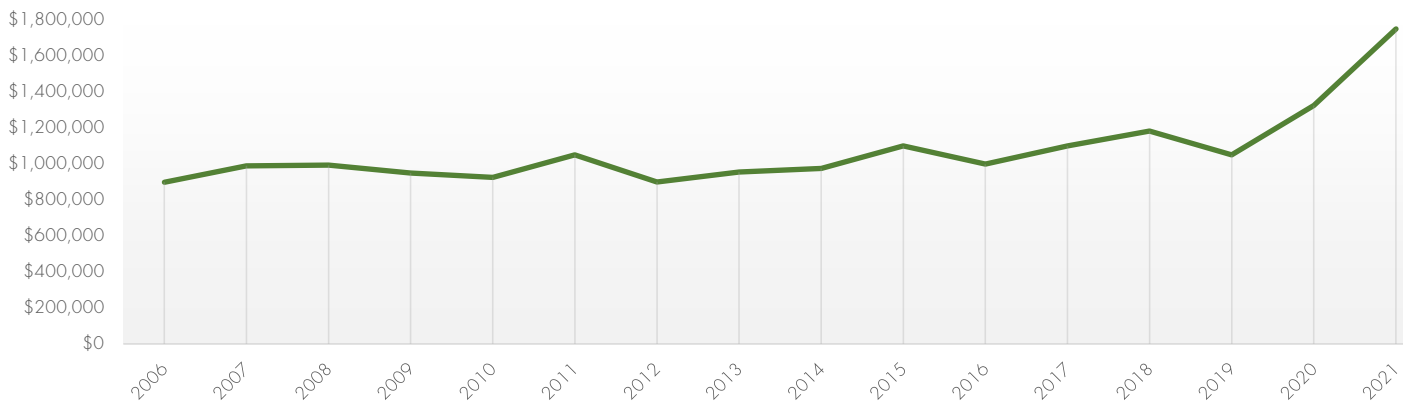
MATTITUCK

GREENPORT

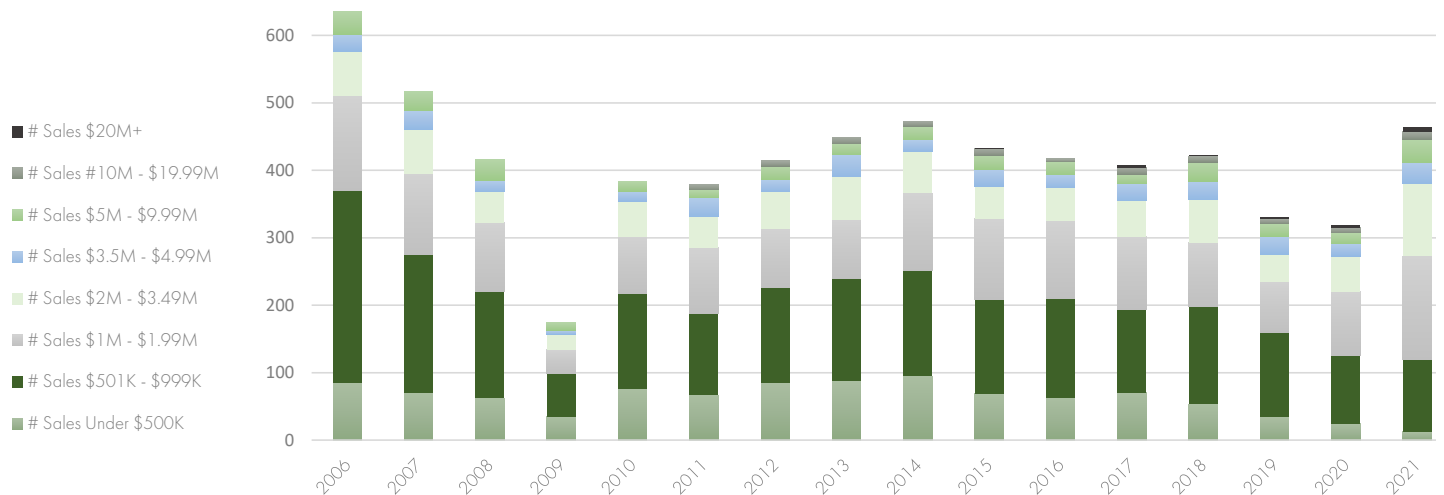
TOWNANDCOUNTRYHAMPTONS.COM

# HAMPTONS 2Q 2021 HOME SALES REPORT

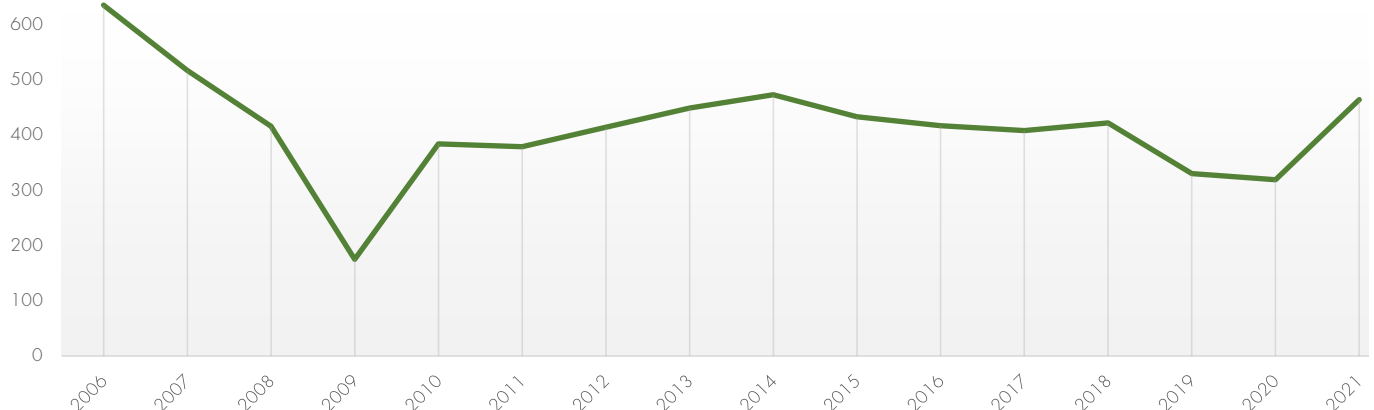
## MEDIAN HOME SALES PRICE



## SALES TRENDS



## TOTAL # OF HOME 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.)



# HAMPTONS 2Q 2021 HOME SALES REPORT



\$11,500,000  
Web# 879906

## THE END

"Montauk rode the wave with fanfare! Nearly 90% more homes traded hands which resulted in a 133% increase in Total Home Sales Volume. And, an amazing 45% increase in Median Home Sales Price up from \$1,055,000 to \$1,525,000 year-to-year. Amagansett was the only market that topped Montauk's impressive jump in Median Home Sales Price with over 50% increase 2020 to 2021 going up from \$1,925,000 to \$2,900,000."

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+
	2Q 2021	17	39,037,777	1,525,000	-	3	10	2	1	-	1	-
	CHANGE	+89%	+133.34%	+44.55%	-	-25%	+400%	+100%	-50%	-	-	-
	2Q 2020	9	16,730,000	1,055,000	-	4	2	1	2	-	-	-
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+
	2Q 2021	16	73,847,500	2,900,000	-	-	2	9	2	1	2	-
	CHANGE	+60%	+74.46%	+50.65%	-	-	-60%	+350%	+100%	-	-	-100%
	2Q 2020	10	42,330,000	1,925,000	-	-	5	2	1	1	-	1

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

TOWNANDCOUNTRYHAMPTONS.COM



# HAMPTONS 2Q 2021 HOME SALES REPORT



\$2,675,000  
Web# 877635

## EAST HAMPTON

"The market with the greatest Total Home Sales Volume was East Hampton Area, which includes Wainscott, at \$327,000,000. That figure was a count of 109 home sales -- a total that beat out all other markets. East Hampton Village closed 3 less home sales in the price range of \$5-\$9.99M and 1 less in the \$10-\$19.99M. The lack of closings at that level resulted in a drop in Median Home Sales Price of 37.43% or \$5,150,000 to \$3,222,500."

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+
	2Q 2021	109	326,773,836	1,651,000	-	24	44	31	5	2	1	2
	CHANGE	+47%	+178.03%	+35.05%	-	-14%	+52%	+138%	+67%	+100%	-	-
	2Q 2020	74	117,529,875	1,222,500	-	28	29	13	3	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+
	2Q 2021	18	76,184,000	3,222,500	-	-	4	6	7	-	-	1
	CHANGE	+80%	-9.84%	-37.43%	-	-100%	+100%	+500%	+600%	-100%	-100%	-
	2Q 2020	10	84,500,000	5,150,000	-	1	2	1	1	3	1	1

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

TOWNANDCOUNTRYHAMPTONS.COM



# HAMPTONS 2Q 2021 HOME SALES REPORT



## SOUTHAMPTON

"Southampton Area, which includes North Sea, had an impressive Q2 of 2021 with 77% more homes changing hands and a 140% jump in Total Home Sales Volume. Slide your eyes to the price categories and you see the activity with a 90% increase in Number of Home Sales in \$1-\$1.99M and 100% increase in \$2-\$3.49M. There were also 3 more sales where there were zero last year. One of the Hamptons Crown Jewels, Southampton Village, experienced 93% more Home Sales, 14 to 27 year-to-year, and a 77% leap in Total Home Sales Volume but a dip in Median Home Sales Price by nearly 24% from \$3,825,000 in 2020 to \$2,925,000 in 2021. A closer look at the raw data shows the fewer home sales last year moved the needle. Yet the jewel showed its power with three of the seven home sales \$20M+ for the quarter."

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+
	2Q 2021	53	86,565,999	1,150,000	-	21	19	10	2	1	-	-
	CHANGE	+77%	+139.88%	+12.30%	-100%	+75%	+90%	+100%	-	-	-	-
	2Q 2020	30	36,086,500	1,024,000	3	12	10	5	-	-	-	-

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+
	2Q 2021	27	193,328,901	2,925,000	1	2	5	9	1	4	2	3
	CHANGE	+93%	+76.90%	-23.53%	-	+100%	+400%	+80%	-50%	+300%	-33%	+200%
	2Q 2020	14	109,290,000	3,825,000	-	1	1	5	2	1	3	1

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

TOWNANDCOUNTRYHAMPTONS.COM

# HAMPTONS 2Q 2021 HOME SALES REPORT



## BRIDGEHAMPTON & SHELTER ISLAND

"Bridgehampton, which includes Water Mill and Sagaponack, blew away the competition with a Median Home Sales Price of \$4,100,000. The Total Home Sales Volume doubled with a 55% increase in the Number of Home Sales. It's important to point out 4 of the 11 home sales in the \$10-\$19.99M category were in Bridgehampton. Shelter Island really spread her wings with 67% more homes selling from 9 in 2020 to 15 in 2021 and nearly 60% in Total Home Sales Volume up from \$14,400,000 in 2020 to \$23,000,000 in 2021. The bulk of these trades were in the \$1-\$1.99M category. There were no home sales \$3.5M or higher either year."

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+
	2Q 2021	51	268,945,800	4,100,000	-	3	7	11	7	18	4	1
	CHANGE	+55%	+102.94%	+38.98%	-	-25%	-13%	+22%	+40%	+260%	+300%	-
	2Q 2020	33	132,527,000	2,950,000	-	4	8	9	5	5	1	1

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+
	2Q 2021	15	22,765,000	1,400,000	-	2	11	2	-	-	-	-
	CHANGE	+67%	+58.56%	+12.00%	-	-50%	+450%	-33%	-	-	-	-
	2Q 2020	9	14,357,500	1,250,000	-	4	2	3	-	-	-	-

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

TOWNANDCOUNTRYHAMPTONS.COM



# HAMPTONS 2Q 2021 HOME SALES REPORT



\$3,000,000  
Web# 871264

## SAG HARBOR

"Sag Harbor Area, which includes Noyack and North Haven, remained somewhat level 2020 to 2021. In Q2, there were 2 more home sales year-to-year. The dip in Median Home Sales Price and Total Home Sales Volume were due to the lack of trades in the \$3.5-4.99M and \$5-9.99M categories where there were 2 home sales in each category last year and none this year. Sag Harbor Village was the cherry on the cake with a whopping 400% increase in the Total Number of Home Sales. This beautiful waterfront village also took home the ribbon for the greatest increase in Total Home Sales Volume -- an amazing 578%. Keep in mind these are statistical figures based on year-to-year changes. Sag Harbor Village's 578% increase resulted in Total Home Sales Volume of \$92,000,000."

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+
	2Q 2021	27	51,333,436	1,370,000	-	7	12	7	-	-	1	-
	CHANGE	+8%	-18.06%	-7.12%	-	+40%	+20%	+40%	-100%	-100%	-	-
	2Q 2020	25	62,644,195	1,475,000	-	5	10	5	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+
	2Q 2021	30	92,236,500	2,675,000	-	1	10	12	3	4	-	-
	CHANGE	+400%	+577.73%	+10.32%	-	-	+900%	+300%	+200%	-	-	-
	2Q 2020	6	13,609,585	2,424,795	-	1	1	3	1	-	-	-

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

TOWNANDCOUNTRYHAMPTONS.COM



\$19,975,000  
Web# 878040

## WEST OF THE CANAL

"Westhampton, which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quogue, remained on par 2020 to 2021 Q2. Other than the \$10-\$19.99M category, which fell from 2 sales in 2020 to zero in 2021, this beautiful hamlet by the sea saw significant increases in sales over \$2M. Hampton Bays homes experienced a price jump in the Median Home Sales Price category from \$600,000 to \$740,000 or 23.3% higher."

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

WESTHAMPTON INCLUDES REMSENBURG, WESTHAMPTON BEACH, EAST QUOGUE, QUOGUE, QUIOGUE	# 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+
	2Q 2021	66	113,757,693	1,196,944	4	24	22	8	3	5	-
	CHANGE	+6%	-4.94%	+17.06%	-60%	+14%	+16%	+33%	+200%	+67%	-100%
	2Q 2020	62	119,674,856	1,022,500	10	21	19	6	1	3	2

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+
	2Q 2021	35	29,060,755	740,000	8	19	8	-	-	-	-
	CHANGE	-5%	+11.07%	+23.33%	-27%	-10%	+60%	-	-	-	-
	2Q 2020	37	26,163,999	600,000	11	21	5	-	-	-	-

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

TOWNANDCOUNTRYHAMPTONS.COM