

HAMPTONS 3Q 2021 HOME SALES REPORT

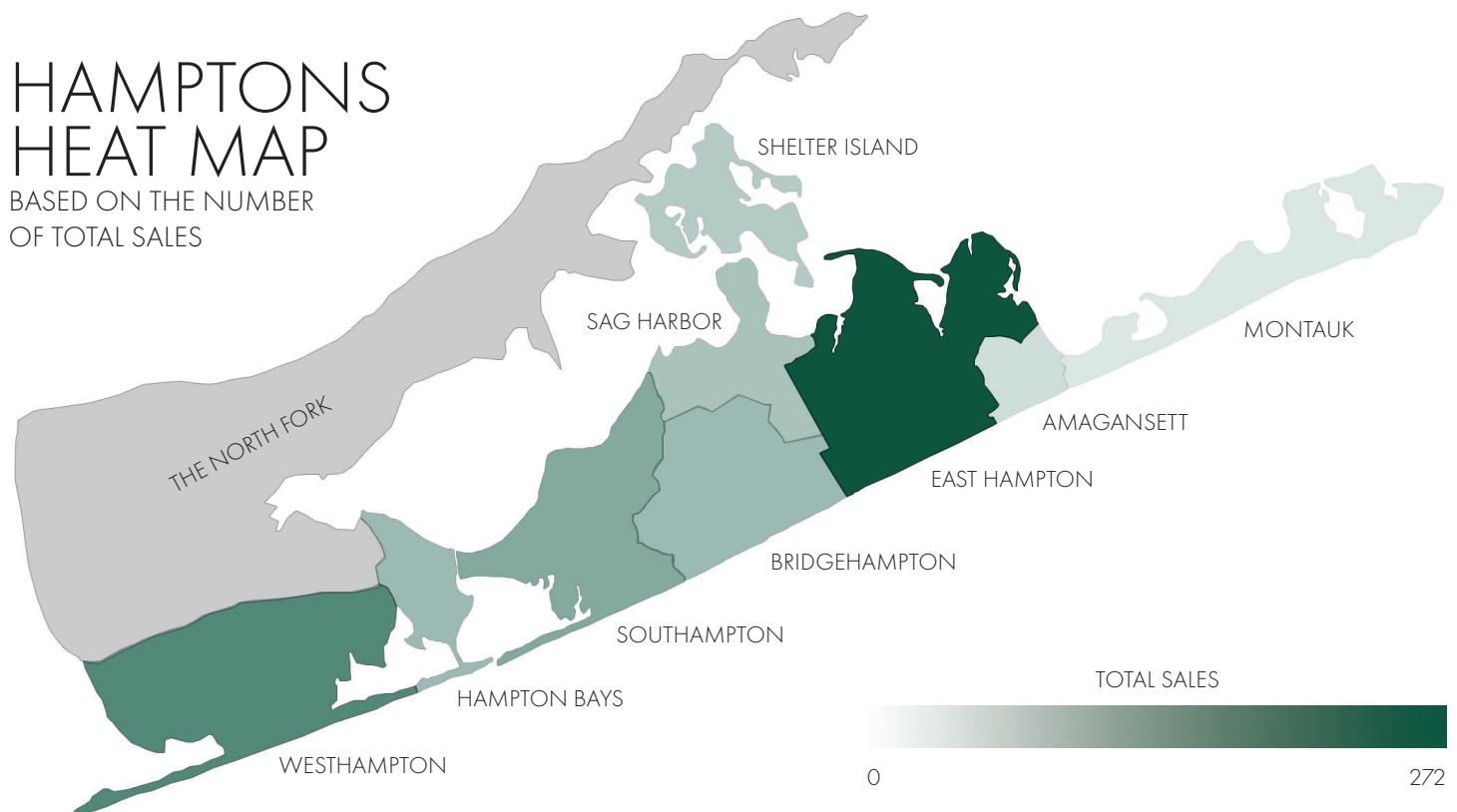
"I just love statistics — they're boldly factual and tell the story with utter accuracy! The 3rd Q Home Sales Report stats do just that! One year ago, we were in the belly of the beast. Initially, COVID-19 created a rental frenzy the likes of which we've never seen and may never see again. Then by summer 2020, the realization that this virus was not going away too soon led us to a powerful sales market like no other. Fast forward 12 months and the stats show us a sales market that settled into its own. The number of home sales in 10 of 12 markets monitored by Town & Country Real Estate fell — the other 2 were flat. Same with Total Home Sales Volume — 10 out of 12 dropped accordingly and the remaining 2 markets floated up less than 3%. But the big news of this report lies in the Median Home Sales Price. All 12 individual markets realized gains. Not just an ordinary increase but a statistical leap. Two markets more than doubled in Median Home Sales Price. Keep in mind that doesn't mean the price of the same home doubled. While there was a palpable increase in values, the Median Home Sales Price shows us not only were homes trading at higher prices but more expensive homes were also selling at greater numbers. Looking at All Hamptons and the housing market activity for 3Q 2021 becomes clear. While the Number of Home Sales slid down significantly the Median Homes Sales Price rose by nearly the same percentage."

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+
	3Q 2021	272	845,996,242	1,757,500	6	71	75	63	18	28	9	2
	CHANGE	-39%	-12.92%	+37.84%	-70%	-53%	-44%	-16%	-36%	+8%	+29%	-33%
	3Q 2020	444	971,495,261	1,275,000	20	151	134	75	28	26	7	3

HAMPTONS HEAT MAP

BASED ON THE NUMBER
OF TOTAL SALES



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

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SOUTHAMPTON

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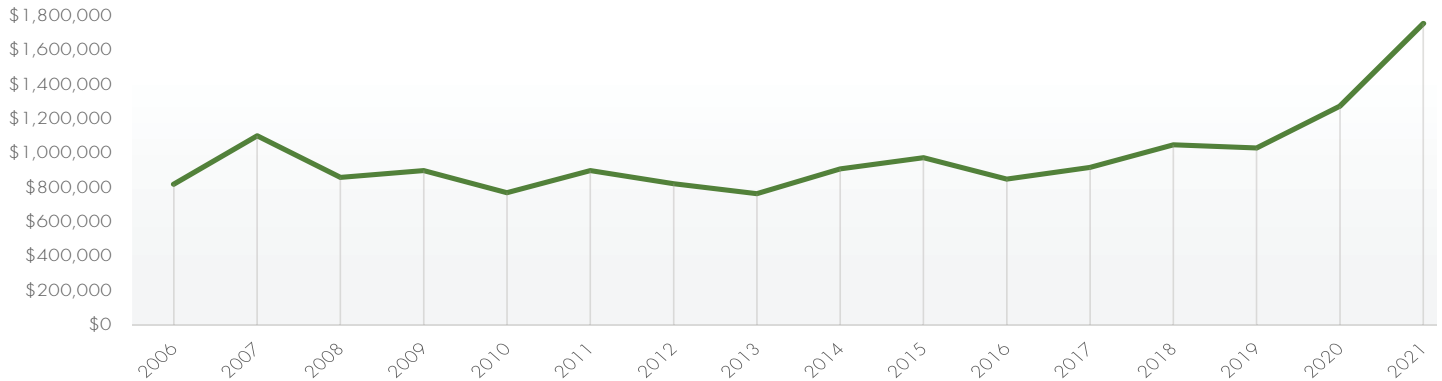
MATTITUCK

GREENPORT

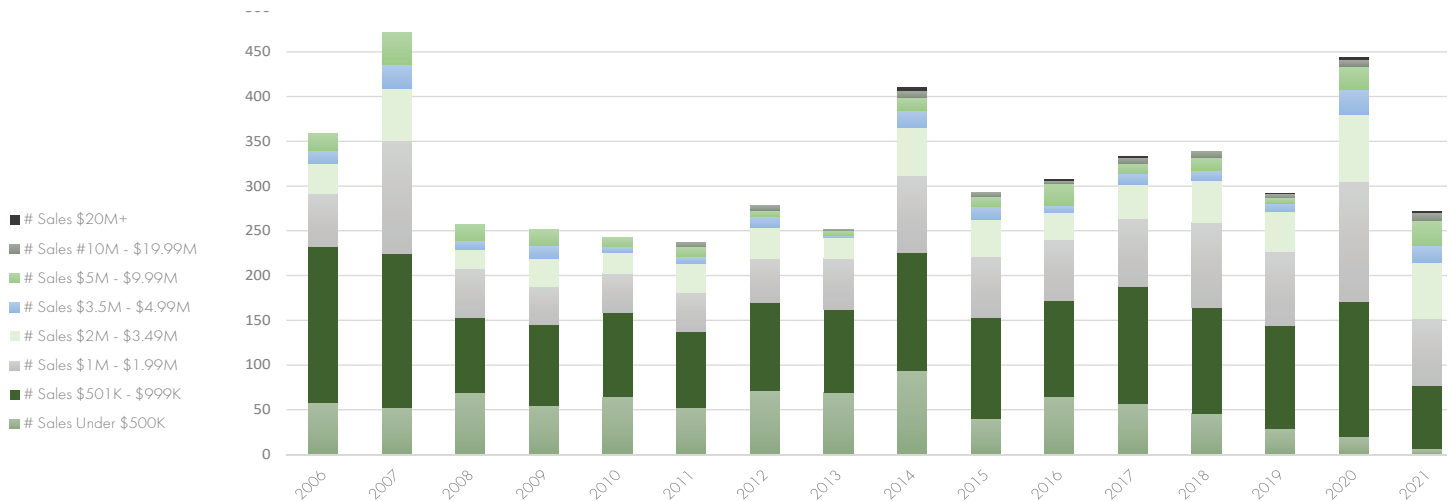
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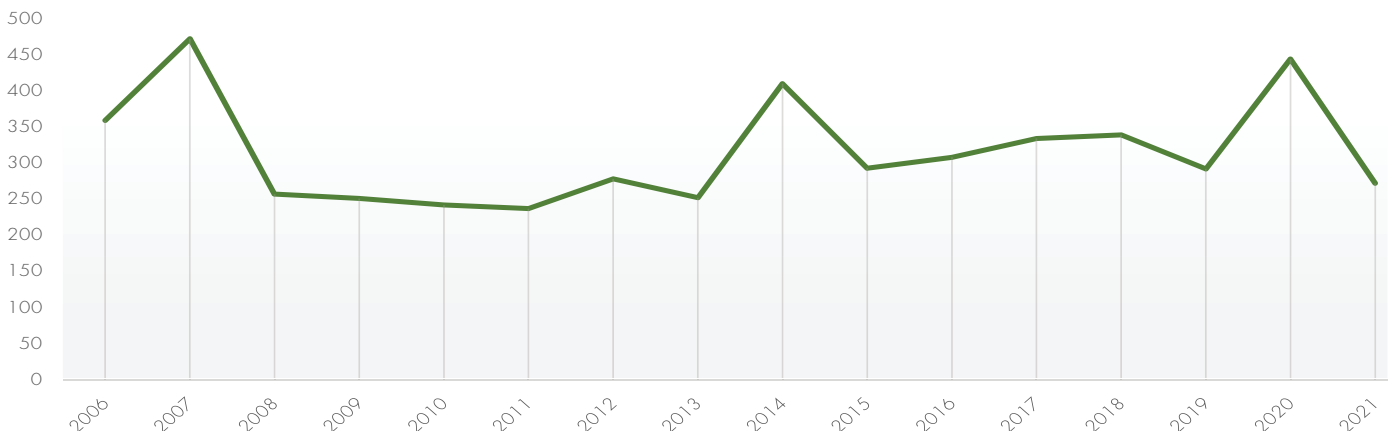
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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THE END

"Montauk experienced the greatest statistical drop in Number of Home Sales down -65% from 26 in 3Q 2020 to only 9 in 3Q 2021; the Median Home Sales Price rose 40%. The Median Homes Sales Price in Amagansett was relatively flat but the Number of Home Sales dipped -38% and the Total Homes Sales Volume was also down -23%."

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+
	3Q 2021	9	21,325,000	1,790,000	-	2	3	2	2	-	-	-
	CHANGE	-65%	-54.57%	+40.39%	-100%	-67%	-79%	-	+100%	-100%	-	-
	3Q 2020	26	46,943,250	1,275,000	1	6	14	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+
	3Q 2021	10	36,194,500	2,576,000	-	1	3	2	1	3	-	-
	CHANGE	-38%	-23.33%	+5.14%	-	-50%	-25%	-67%	-50%	+50%	-	-
	3Q 2020	16	47,207,500	2,450,000	-	2	4	6	2	2	-	-

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EAST HAMPTON

"In East Hampton Village, the Median Home Sales Price increased more than any other market at 114.3%, up from \$2.1M in 3Q 2020 to \$4.5M in 3Q 2021. The Median Homes Sales Price in the East Hampton Area, which includes Wainscott, saw a 41% increase yet the Number of Home Sales dipped -28%."

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+
	3Q 2021	68	145,060,997	1,575,000	-	19	25	16	3	4	1	-
	CHANGE	-28%	+2.93%	+41.26%	-100%	-54%	-31%	+45%	+50%	+33%	-	-
	3Q 2020	95	140,929,476	1,115,000	2	41	36	11	2	3	-	-

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+
	3Q 2021	7	37,120,000	4,500,000	-	1	1	1	1	2	1	-
	CHANGE	-	-19.42%	+114.29%	-	-	-50%	-	-	-	-	-100%
	3Q 2020	7	46,065,000	2,100,000	-	1	2	1	1	-	1	1

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SOUTHAMPTON

"In Southampton Village, the Median Home Sales Price went up 110%, more than double from \$2,437,500 in 3Q 2020 to \$5,125,000 in 3Q 2021, which is the highest Median Home Sales Price for 3Q 2021. The Southampton Area, which includes North Sea, sold -50% fewer homes yet the Median Home Sales Price rocketed up 74% - all due to fewer sales under \$1M and more over \$3.5M."

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+
	3Q 2021	24	52,377,000	2,022,500	-	4	8	9	1	2	-	-
	CHANGE	-50%	-33.63%	+73.98%	-	-81%	-43%	-25%	-	+100%	-	-
	3Q 2020	48	78,922,000	1,162,500	-	21	14	12	-	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+
	3Q 2021	12	64,260,000	5,125,000	-	-	2	2	2	5	1	-
	CHANGE	-56%	-22.24%	+110.26%	-	-100%	-71%	-67%	-78%	+67%	-	-
	3Q 2020	27	82,643,780	2,437,500	-	2	7	6	9	3	-	-

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\$13,950,000
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BRIDGEHAMPTON & SHELTER ISLAND

"Bridgehampton, which includes Water Mill and Sagaponack, posted both of the home sales in the \$20M+ price range for 3Q 2021. They were \$25M for 25 Quimby Lane and the \$105M sale of the original Ford Estate in Fordune on 42 oceanfront acres - one of the most magnificent estates in all the Hamptons. And although Bridgehampton had -51% fewer transfers the Median Home Sales price went up 32%. Shelter Island was flat at 15 homes changing hands yet the Number of Home Sales \$2M-\$3.49M doubled!"

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+
	3Q 2021	23	252,402,500	4,300,000	-	-	3	5	4	5	4	2
	CHANGE	-51%	+0.15%	+32.31%	-	-	-70%	-69%	-43%	-29%	-20%	-
	3Q 2020	47	252,020,000	3,250,000	-	-	10	16	7	7	5	2
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+
	3Q 2021	15	25,057,000	1,350,000	-	7	2	6	-	-	-	-
	CHANGE	-	-5.72%	+31.71%	-	-	-50%	+100%	-	-100%	-	-
	3Q 2020	15	26,576,116	1,025,000	-	7	4	3	-	1	-	-

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SAG HARBOR

"Sag Harbor Village sold 6 less homes for a -30% year-to-year but the Median Home Sales Price shot up 46%. The Sag Harbor Area, which includes Noyack and North Haven, saw Total Home Sales Volume remain fairly level yet -42% fewer homes sold. All while the Median Home Sales Price rose 25%."

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+
	3Q 2021	15	45,896,000	1,450,000	-	3	6	2	-	3	1	-
	CHANGE	-42%	-3.87%	+24.73%	-100%	-63%	-14%	-50%	-100%	+200%	-	-
	3Q 2020	26	47,741,500	1,162,500	3	8	7	4	3	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+
	3Q 2021	14	34,121,889	2,572,500	-	-	5	7	2	-	-	-
	CHANGE	-30%	-19.22%	+45.75%	-	-100%	-17%	+17%	-	-100%	-	-
	3Q 2020	20	42,239,999	1,765,000	-	5	6	6	2	1	-	-

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WEST OF THE CANAL

"In Westhampton Beach, which includes Remsenburg, Westhampton Beach, East Quogue, Quogue and Quogue, the Number of Home Sales fell -39% which resulted in a decrease of -13% in Total Home Sales Volume yet the Median Home Sales price rose 25%. Total Home Sales Volume in Hampton Bays sank -36.4% while the Median Home Sales Price rose nearly 22%."

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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+
	3Q 2021	51	112,669,356	1,390,000	4	16	13	11	2	4	1	-
	CHANGE	-32%	-13.01%	+24.94%	-	-45%	-54%	+38%	-	-20%	-	-
	3Q 2020	75	129,512,640	1,112,500	4	29	28	8	-	5	1	-

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+
	3Q 2021	24	19,512,000	747,500	2	18	4	-	-	-	-	-
	CHANGE	-43%	-36.43%	+21.64%	-80%	-38%	+100%	-	-100%	-	-	-
	3Q 2020	42	30,694,000	614,500	10	29	2	-	1	-	-	-

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