

HAMPTONS 4Q 2021 HOME SALES REPORT

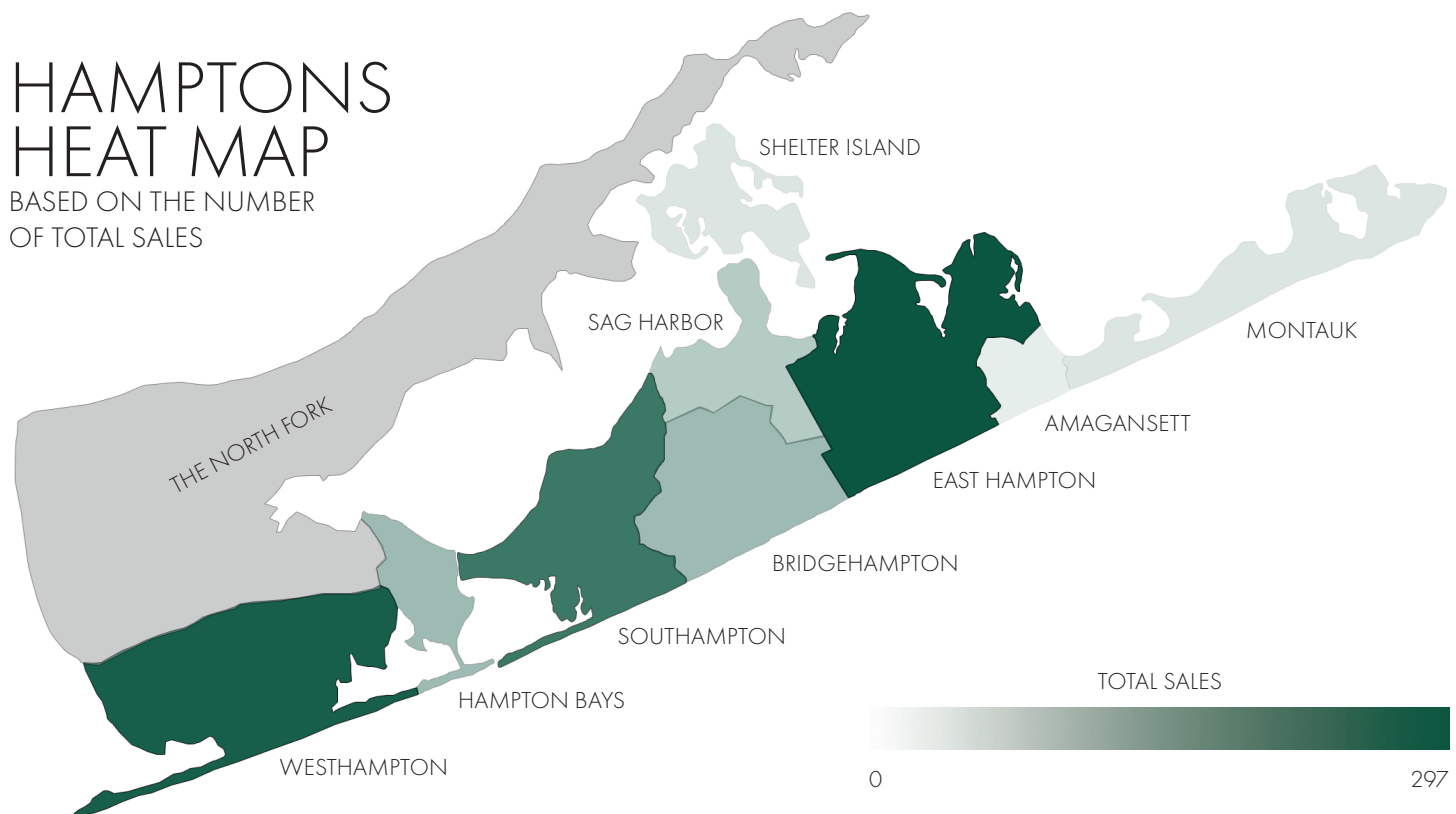
"It doesn't happen often, but occasionally the statistics shock ME! This is one of those times. Internally Town & Country Real Estate had one of our best quarters in Q4 2021 -- but the over-all market statistics show a completely different story -- one that requires closer scrutiny. The last three months of 2021 was radically different from the same period in 2020. In fact, all 12 individual markets monitored by Town & Country were in the RED for the Total Number of Home Sales as well as Total Home Sales Volume. Let's factor in that the last three quarters of 2020 were like a feeding frenzy -- especially Q4 2020. That said, there still leaves much to be explained when you see only 297 homes trade hands 4Q 2021 vs 608 homes in 4Q 2020, a drop of over -50%. Total Home Sales Volume sank -41% year over year from \$1.5B to \$902M. Let's examine some individual markets for more insight. Looking at All Hamptons Markets Combined the home sales activity for the last three months of 2021 becomes clear. There were half as many homes changing hands and -41% less Total Home Sales Volume but the Median Home Sales Price rose 10%. If you look closely at the eight price ranges monitored by Town & Country you see a significant shift to higher priced homes. The price range with the most home sales was the \$1 - 1.99M with 84 deals closing in the quarter. The -78% fewer home sales under \$500K is certainly not indicative of less demand, but rather entirely due to lack of inventory. Is this an indicator of the trend in front of us? Time will tell."

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+ |
|--------------------------------------|---------|-----------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|------------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|-------------------|
| | 4Q 2021 | 297 | 901,849,546 | 1,700,000 | 6 | 80 | 84 | 61 | 28 | 23 | 12 | 3 |
| | CHANGE | -51% | -40.84% | +9.68% | -78% | -49% | -58% | -48% | -46% | -34% | -14% | - |
| | 4Q 2020 | 608 | 1,524,549,746 | 1,550,000 | 27 | 158 | 202 | 117 | 52 | 35 | 14 | 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

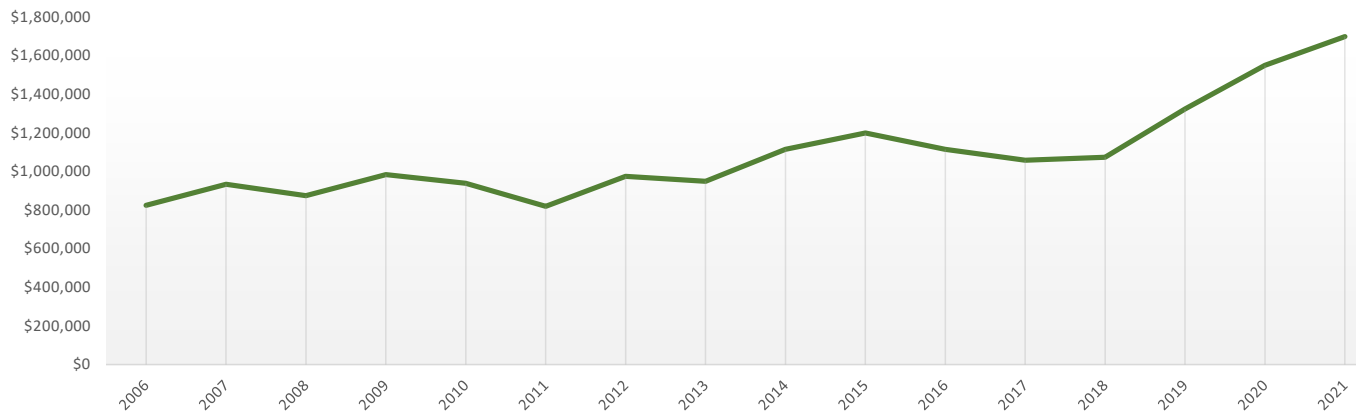
MATTITUCK

GREENPORT

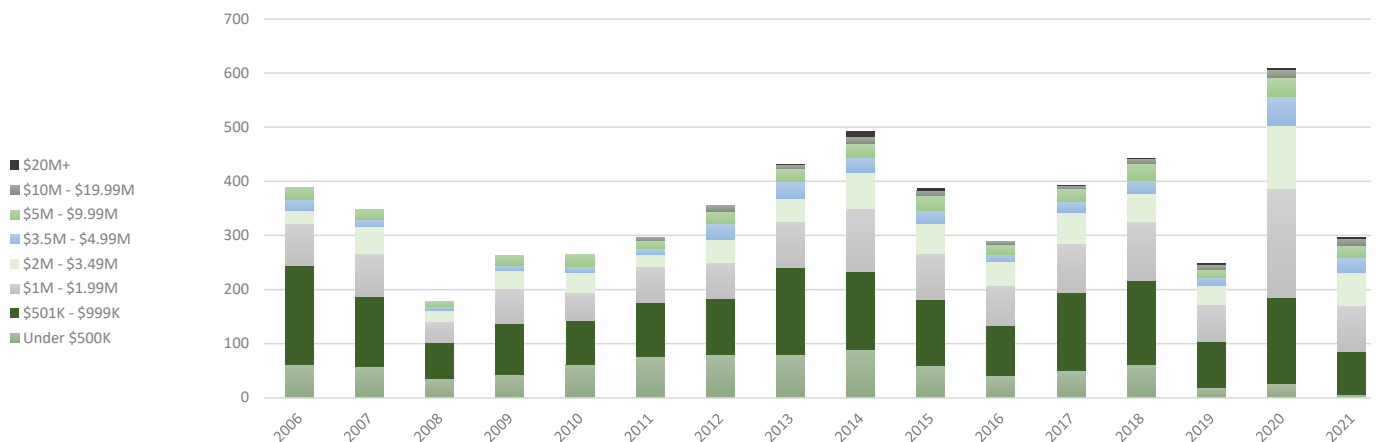
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HAMPTONS 4Q 2021 HOME SALES REPORT

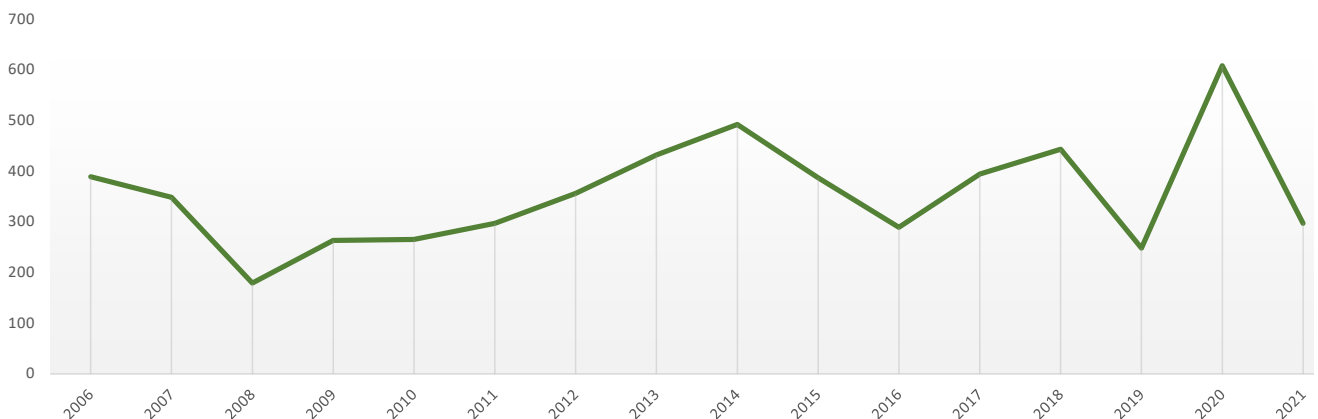
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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\$12,995,000
Web# 879906

THE END

"Montauk closed -48% fewer home sales with 17 for 4Q yet the Median Home Sales Price pushed up to \$1.875M. In Amagansett, the Median Home Sales Price made a 29% statistical jump to \$3,887,500, the 4th highest after our 3 crown jewels! Additionally, one of the three home sales \$20M+ closed in Amagansett."

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+ |
|------------|---------|-----------------|-------------------------|-------------------------|----------------------|-------------------------|------------------------|------------------------|--------------------------|------------------------|--------------------------|----------------|
| | 4Q 2021 | 17 | 48,401,500 | 1,875,000 | 1 | - | 9 | 4 | - | 2 | 1 | - |
| | CHANGE | -48% | -29.94% | +17.19% | - | -100% | -25% | -56% | -100% | - | - | - |
| | 4Q 2020 | 33 | 69,082,000 | 1,600,000 | - | 8 | 12 | 9 | 3 | - | 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+ |
| | 4Q 2021 | 10 | 93,310,000 | 3,887,500 | - | - | 2 | 3 | - | 3 | 1 | 1 |
| | CHANGE | -66% | -1.01% | +29.37% | - | -100% | -75% | -70% | -100% | -50% | - | - |
| | 4Q 2020 | 29 | 94,259,505 | 3,005,005 | - | 1 | 8 | 10 | 4 | 6 | - | - |

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EAST HAMPTON

"East Hampton Village, one of our crown jewels, had -83% fewer Home Sales from 24 in 2020 down to 4 in 2021, which in turn resulted in an -86% drop in Total Home Sales Volume. Both statistics were the worst of all markets, all while East Hampton Village had the greatest positive change in Median Home Sales Price up 53% from \$3,297,500 4Q 2020 to \$5,037,500 4Q 2021. A clear sign that East Hampton Village is becoming more and more challenging to enter. East Hampton Area, which includes Wainscott, closed the most home sales with 62 closings as of report time."

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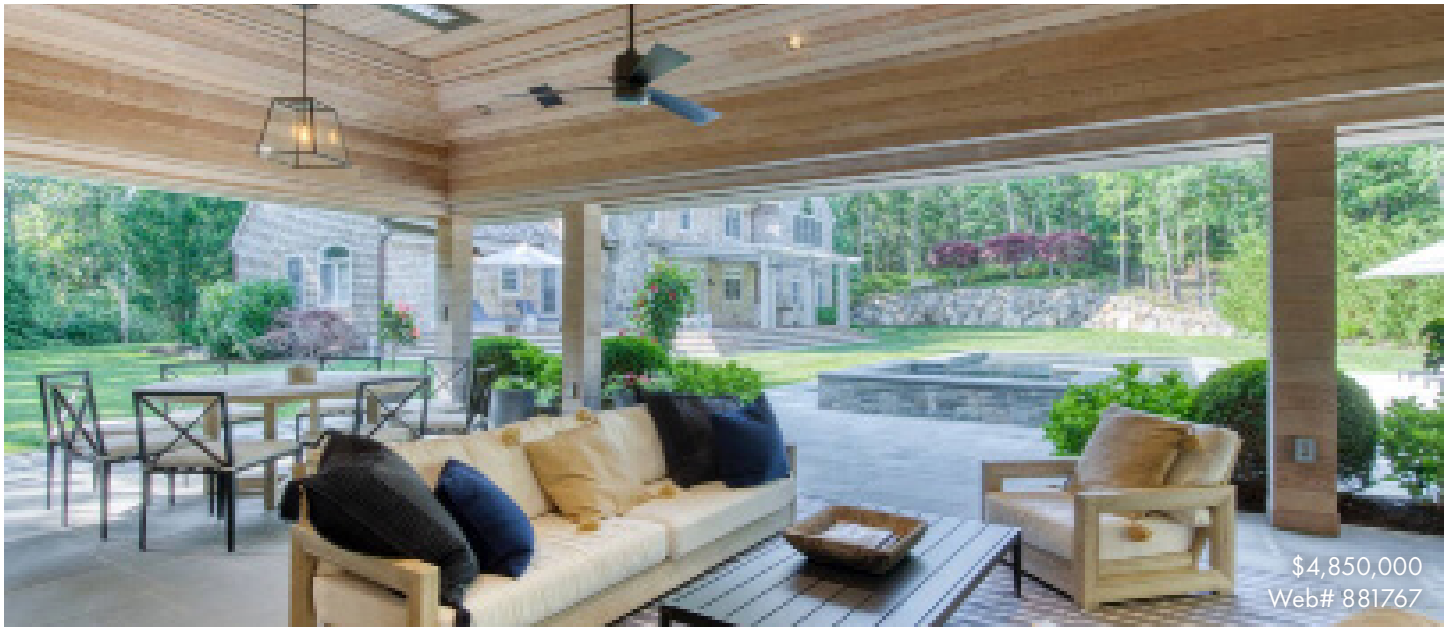
| EAST HAMPTON AREA INCLUDES WAINSCOTT | | # OF HOME SALES | TOTAL HOME SALES VOLUME | MEDIAN HOME SALES PRICE | # SALES UNDER \$500K | # SALES \$500K - \$999K | # SALES \$1M - \$1.99M | # SALES \$2M - \$3.49M | # SALES \$3.5M - \$4.99M | # SALES \$5M - \$9.99M | # SALES \$10M - \$19.99M | # SALES \$20M+ |
|---|---------|-----------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|------------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|-------------------|
| | 4Q 2021 | 62 | 166,123,747 | 1,537,000 | 1 | 16 | 25 | 12 | 4 | 3 | - | 1 |
| | CHANGE | -47% | -12.94% | +10.58% | -80% | -56% | -49% | -48% | +100% | - | - | - |
| | 4Q 2020 | 118 | 190,820,453 | 1,390,000 | 5 | 36 | 49 | 23 | 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+ |
|-------------------------|---------|-----------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|------------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|-------------------|
| | 4Q 2021 | 4 | 23,625,000 | 5,037,500 | - | - | 1 | 1 | - | 1 | 1 | - |
| | CHANGE | -83% | -85.62% | +52.77% | - | -100% | -67% | -89% | -100% | -67% | -67% | -100% |
| | 4Q 2020 | 24 | 164,335,925 | 3,297,500 | - | 1 | 3 | 9 | 4 | 3 | 3 | 1 |

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HAMPTONS 4Q 2021 HOME SALES REPORT



SOUTHAMPTON

"In Southampton Village, another one of our crown jewels, the Median Home Sales Price hit the highest value at \$6,000,000...making Southampton Village even more challenging to enter. The Southampton Area, which includes North Sea, was the only hamlet that experienced a dip in the Median Home Sales Price with a -13.5% decrease from \$1.15M in 2020 to \$995,000 in 2021."

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| 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+ |
|--|---------|-----------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|------------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|-------------------|
| | 4Q 2021 | 21 | 27,635,960 | 995,000 | 1 | 10 | 5 | 5 | - | - | - | - |
| | CHANGE | -64% | -70.05% | -13.48% | -67% | -57% | -74% | -38% | -100% | -100% | - | - |
| | 4Q 2020 | 59 | 92,265,975 | 1,150,000 | 3 | 23 | 19 | 8 | 5 | 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+ |
|------------------------|---------|-----------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|------------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|-------------------|
| | 4Q 2021 | 13 | 91,491,000 | 6,000,000 | - | 1 | 2 | 2 | 1 | 4 | 3 | - |
| | CHANGE | -55% | -52.80% | +50.94% | - | - | -67% | -60% | -88% | +33% | -50% | -100% |
| | 4Q 2020 | 29 | 193,840,000 | 3,975,000 | - | - | 6 | 5 | 8 | 3 | 6 | 1 |

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EAST HAMPTON

BRIDGEHAMPTON

SOUTHAMPTON

WESTHAMPTON BEACH

MONTAUK

MATTITUCK

GREENPORT

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HAMPTONS 4Q 2021 HOME SALES REPORT



\$28,000,000
Web# 883042

BRIDGEHAMPTON & SHELTER ISLAND

"Bridgehampton, which includes Water Mill and Sagaponack, the final of our crown jewels, took in the greatest Total Home Sales Volume of nearly \$195M, impressive yes, but -27% less than 4Q 2020 when the Bridgehampton Total Home Sales Volume hit \$266.6M. Shelter Island closed -55% less deals with a Median Home Sales Price of \$1.8M, 21% greater year-over-year."

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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+ |
|---|---------|-----------------|-------------------------|-------------------------|----------------------|-------------------------|------------------------|------------------------|--------------------------|------------------------|--------------------------|----------------|
| | 4Q 2021 | 32 | 194,623,725 | 4,488,500 | - | 2 | 4 | 6 | 6 | 7 | 6 | 1 |
| | CHANGE | -40% | -26.99% | +38.11% | - | -33% | -71% | -54% | -14% | -42% | +100% | - |
| | 4Q 2020 | 53 | 266,574,115 | 3,250,000 | - | 3 | 14 | 13 | 7 | 12 | 3 | 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+ |
| | 4Q 2021 | 15 | 35,927,831 | 1,800,000 | - | 3 | 5 | 4 | 2 | 1 | - | - |
| | CHANGE | -55% | -48.18% | +21.46% | - | -70% | -58% | -33% | -33% | -50% | - | - |
| | 4Q 2020 | 33 | 69,327,500 | 1,482,000 | - | 10 | 12 | 6 | 3 | 2 | - | - |
| | | | | | | | | | | | | |

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HAMPTONS 4Q 2021 HOME SALES REPORT



\$1,725,000
Web# 885475

SAG HARBOR

"Sag Harbor Area, which includes Noyack and North Haven, followed suit with other markets with Total Number of Home Sales and Total Home Sales Volume down -45% each, yet a 9% increase in Median Home Sales Price to \$1,777,500. Sag Harbor Village closed only 5 home sales, -58% less than 2020 same quarter. On the upside, the Median Home Sales Price shot up 30% to \$2M."

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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+ |
|--|---------|-----------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|------------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|-------------------|
| | 4Q 2021 | 24 | 51,256,412 | 1,777,500 | - | 4 | 9 | 6 | 5 | - | - | - |
| | CHANGE | -45% | -45.58% | +9.38% | -100% | -64% | -47% | -40% | +25% | - | -100% | - |
| | 4Q 2020 | 44 | 94,190,740 | 1,625,000 | 1 | 11 | 17 | 10 | 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+ |
| | 4Q 2021 | 5 | 11,728,000 | 2,000,000 | - | - | 2 | 2 | 1 | - | - | - |
| | CHANGE | -58% | -59.50% | +30.12% | - | -100% | -71% | - | - | -100% | - | - |
| | 4Q 2020 | 12 | 28,959,000 | 1,537,000 | - | 1 | 7 | 2 | 1 | 1 | - | - |

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SOUTHAMPTON

WESTHAMPTON BEACH

MONTAUK

MATTITUCK

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HAMPTONS 4Q 2021 HOME SALES REPORT



WEST OF THE CANAL

"Hampton Bays has the most affordable Median Home Sales Price at \$757,500, 11.4% higher year-to-year. In my opinion the price has nowhere to go but up! Westhampton, which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quogue, similarly closed -49% fewer home sales with 60 closings. "

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+ |
|--|-----------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|------------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|-------------------|
| | 4Q 2021 | 60 | 126,999,341 | 1,685,000 | 2 | 18 | 14 | 16 | 8 | 2 | - |
| | CHANGE | -49% | -41.14% | +11.40% | -67% | -40% | -70% | -20% | -27% | -50% | - |
| | 4Q 2020 | 118 | 215,754,883 | 1,512,500 | 6 | 30 | 47 | 20 | 11 | 4 | - |

| 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+ |
|--------------|-----------------------|-------------------------------|-------------------------------|----------------------------|-------------------------------|------------------------------|------------------------------|--------------------------------|------------------------------|--------------------------------|-------------------|
| | 4Q 2021 | 34 | 30,727,030 | 757,500 | 1 | 26 | 6 | - | 1 | - | - |
| | CHANGE | -39% | -31.93% | +11.40% | -92% | -24% | -25% | -100% | - | - | - |
| | 4Q 2020 | 56 | 45,139,650 | 680,000 | 12 | 34 | 8 | 2 | - | - | - |

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