

**Year End 2020
Residential Market Report**

Hamptons & North Fork

Brown Harris Stevens

Brown Harris Stevens

Stronger Together!

With Halstead and Brown Harris Stevens coming together, the new Brown Harris Stevens is now the largest privately held real estate firm in the Northeast and in the Top 10 Firms in the US with over **\$9 billion** in sales volume in 2019 alone. We now have **2,500** agents in **55** offices across key markets in New York City, Connecticut, the Hamptons, New Jersey, Hudson Valley, and South Florida. We are everywhere our clients want to be.

We are here to serve you, and Brown Harris Stevens has never been stronger. We look forward to working together.



BHSID 874508

Year End 2020
**Residential
Market Report**



Year End 2020

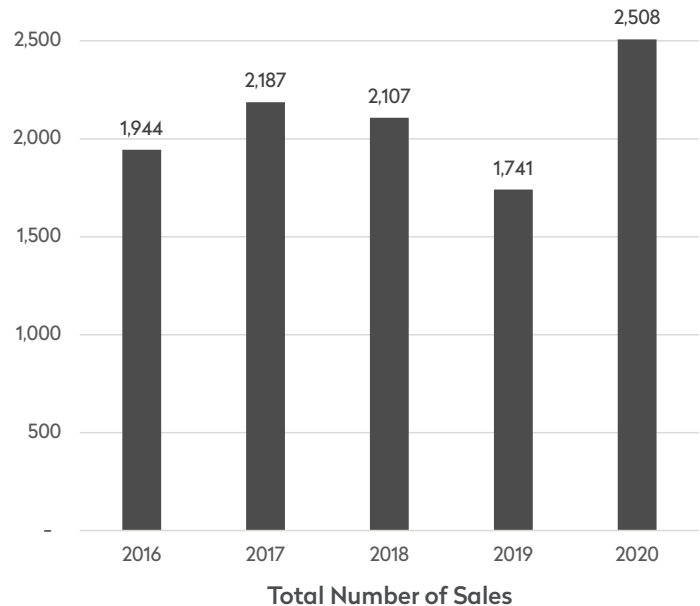
Hamptons

A Year of Record Sales and Prices

This year's unprecedented surge in sales across the East End continued throughout the Fourth Quarter, leading to a year end record number of sales and prices. The Total Dollar Volume for 2020 soared 79% as compared to 2019, with an historic high of \$5.89 Billion, crushing the previous record of \$4.42B set in 2014.

The Total Number of Sales in the Hamptons increased 44.1%, with 2,508 sales in 2020, compared to 1,741 in 2019. This represents the highest number of yearly sales in 15 years.

As a result of the increased demand and limited inventory, the average and median prices both achieved record highs in 2020.



+79%

Dollar Volume
2020 vs. 2019

+24.2%

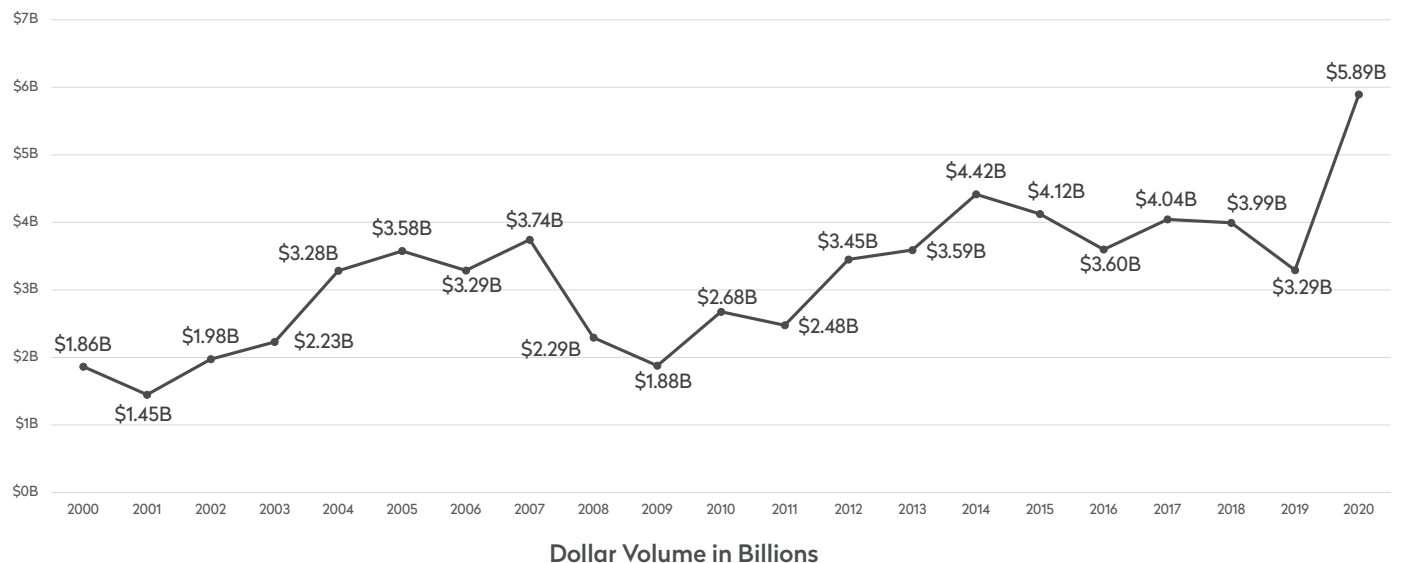
Average Sold Price
2020 vs. 2019

+44.1%

Number of Sales
2020 vs. 2019

Historic Achievement in Total Dollar Volume

Increases in both the number of sales and in the average closing price led to an all-time record for Total Dollar Volume, which skyrocketed from \$3.29 Billion in 2019 to \$5.89 Billion in 2020, an unprecedented rise of 79%.



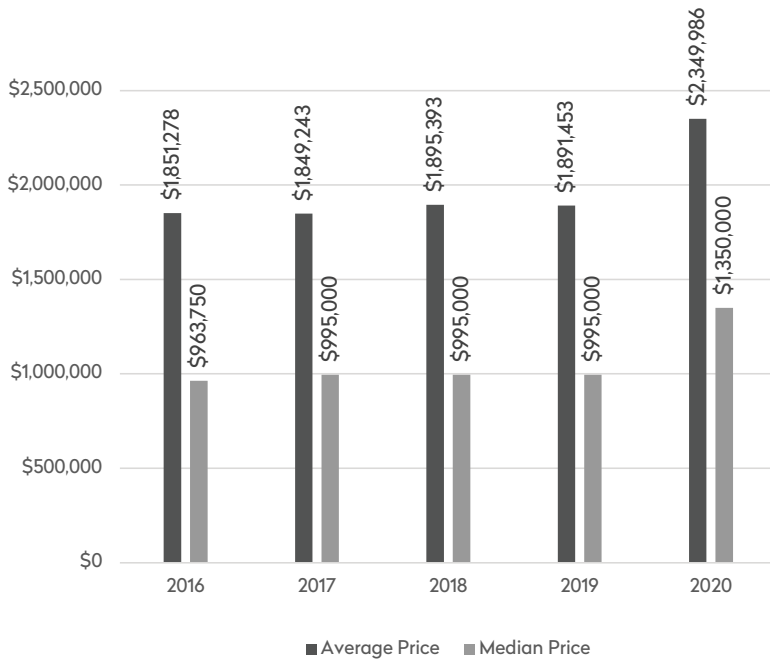
Data for this report is sourced from The Real Estate Report Inc. and references single-family residential real estate transactions. Based upon data available as of January 22, 2021. 2020 data is preliminary and subject to revision in future reports.

Year End 2020

Hamptons

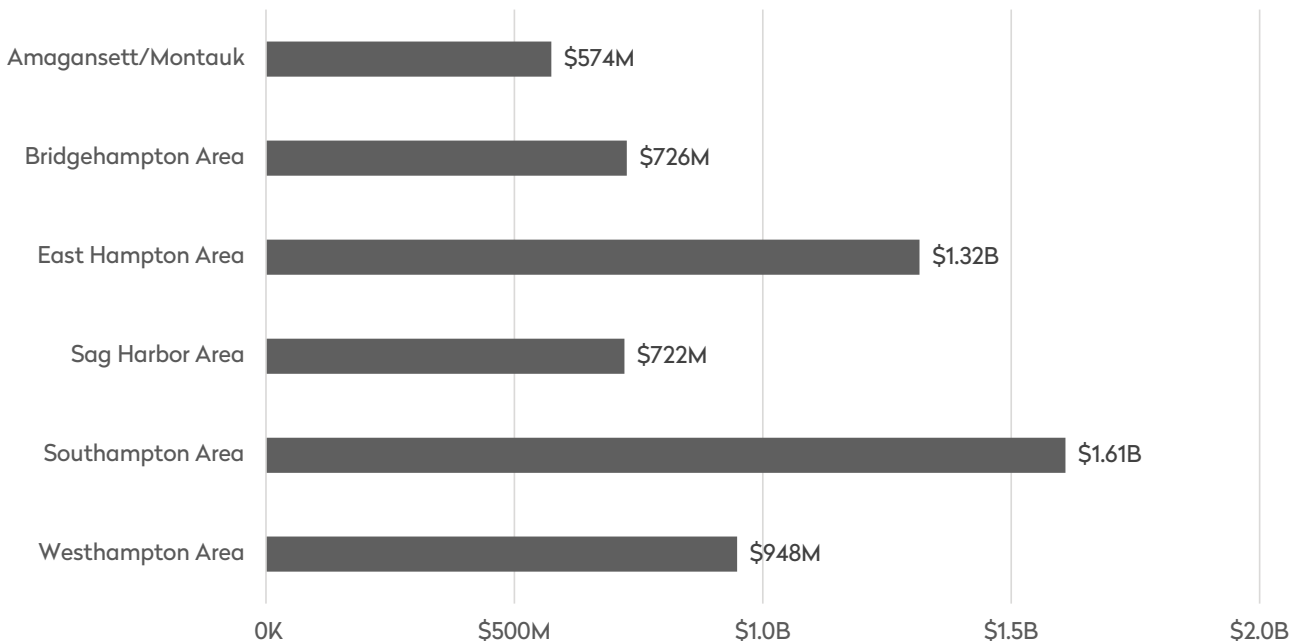
Average and Median Sales Prices Reach Record Numbers

Sales prices in the Hamptons averaged \$2,349,986 during 2020, an increase of 24.2% from 2019, and an all-time high for year-end average price. The median price - which measures the middle of the market - jumped 35.7% to \$1,350,000, also a record high and the first time the year-end median price broke the million dollar threshold.



2020 Dollar Volume by Area

In general, dollar volume by area in 2020 was in direct proportion to the number of sales in each region, with two exceptions: Bridgehampton accounted for 5.7% of the total number of sales and 12.3% of dollar volume, while the Westhampton area had 27.9% of total transactions and yielded 16.1% of the dollar volume.

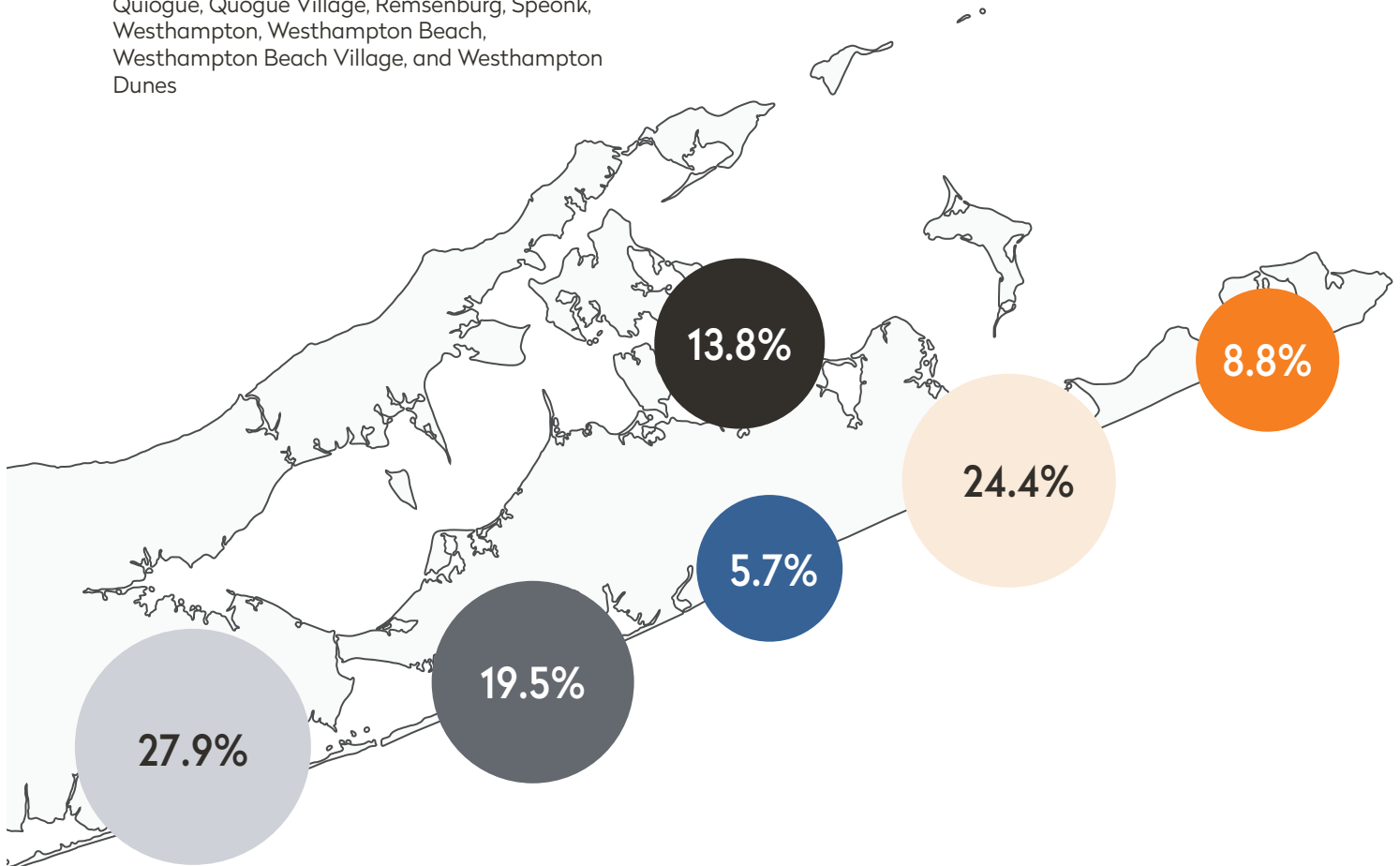


Year End 2020

Hamptons

Number of Sales by Area

- Amagansett/Montauk - 220 Sales**
- East Hampton - 613 Sales**
Includes East Hampton and East Hampton Village
- Bridgehampton Area - 142 Sales**
Includes Bridgehampton, Sagaponack and Wainscott
- Sag Harbor Area - 345 Sales**
Includes North Haven, Noyac, Sag Harbor, Sag Harbor Village, and Shelter Island
- Southampton Area- 489 Sales**
Includes North Sea, Southampton, Southampton Village and Water Mill
- Westhampton Area- 699 Sales**
Includes East Quogue, Eastport, Hampton Bays, Quogue, Quogue Village, Remsenburg, Speonk, Westhampton, Westhampton Beach, Westhampton Beach Village, and Westhampton Dunes



Year End 2020

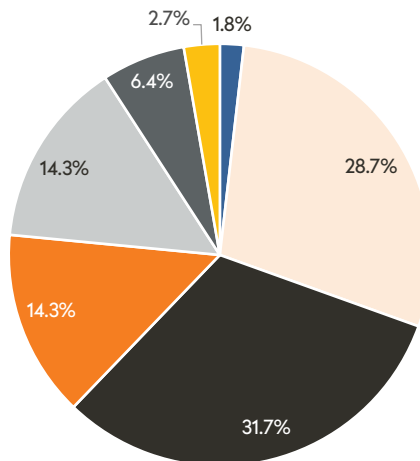
Hamptons

Percentage of Sales by Price

Hamptons East of the Shinnecock Canal

The single largest category of sales in the eastern part of the Hamptons was the \$1 million to \$2 million range, with 568 sales in 2020, accounting for 31.1% of transactions, closely followed by the \$500,000 to \$1 million range, with 27% of sales at 493 transactions.

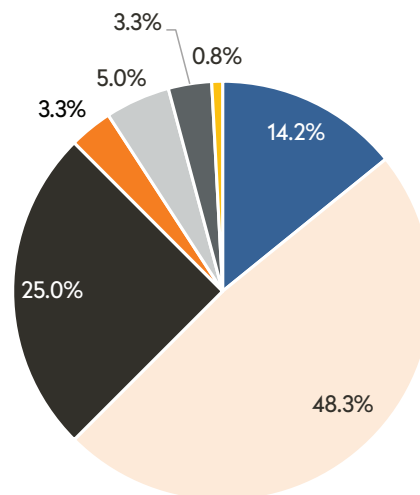
0 to 500K	56 Sales	3.1%
>500K-1M	493 Sales	27%
>1M-2M	568 Sales	31.1%
2M-3M	275 Sales	15.1%
>3M-5M	244 Sales	13.4%
>5M-10M	121 Sales	6.6%
>10M	67 Sales	3.7%



Hamptons West of the Shinnecock Canal

With a higher availability of more moderately priced houses, the Hamptons west of the Shinnecock Canal saw the majority of sales under \$1 million, with 42.7% of all sales in the \$500K to \$1M category. The next largest range, between \$1 and \$2 million, accounted for 23.2% of all closings west of the Canal.

0 to 500K	122 Sales	17.8%
>500K-1M	292 Sales	42.7%
>1M-2M	159 Sales	23.2%
2M-3M	45 Sales	6.6%
>3M-5M	45 Sales	6.6%
>5M-10M	17 Sales	2.5%
>10M	4 Sale	0.6%

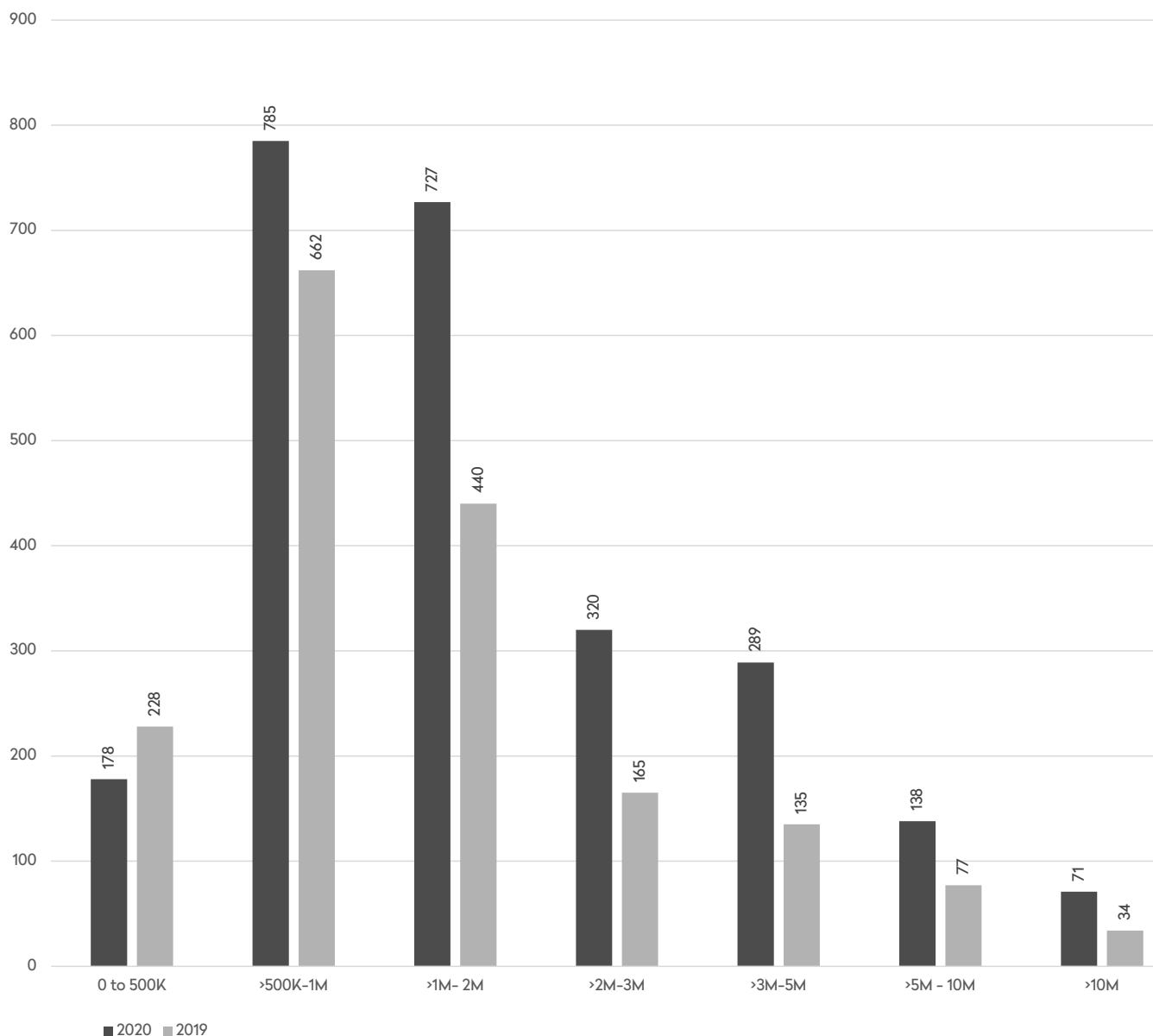


Year End 2020

Hamptons

South Fork Sales by Price: 2020 vs. 2019

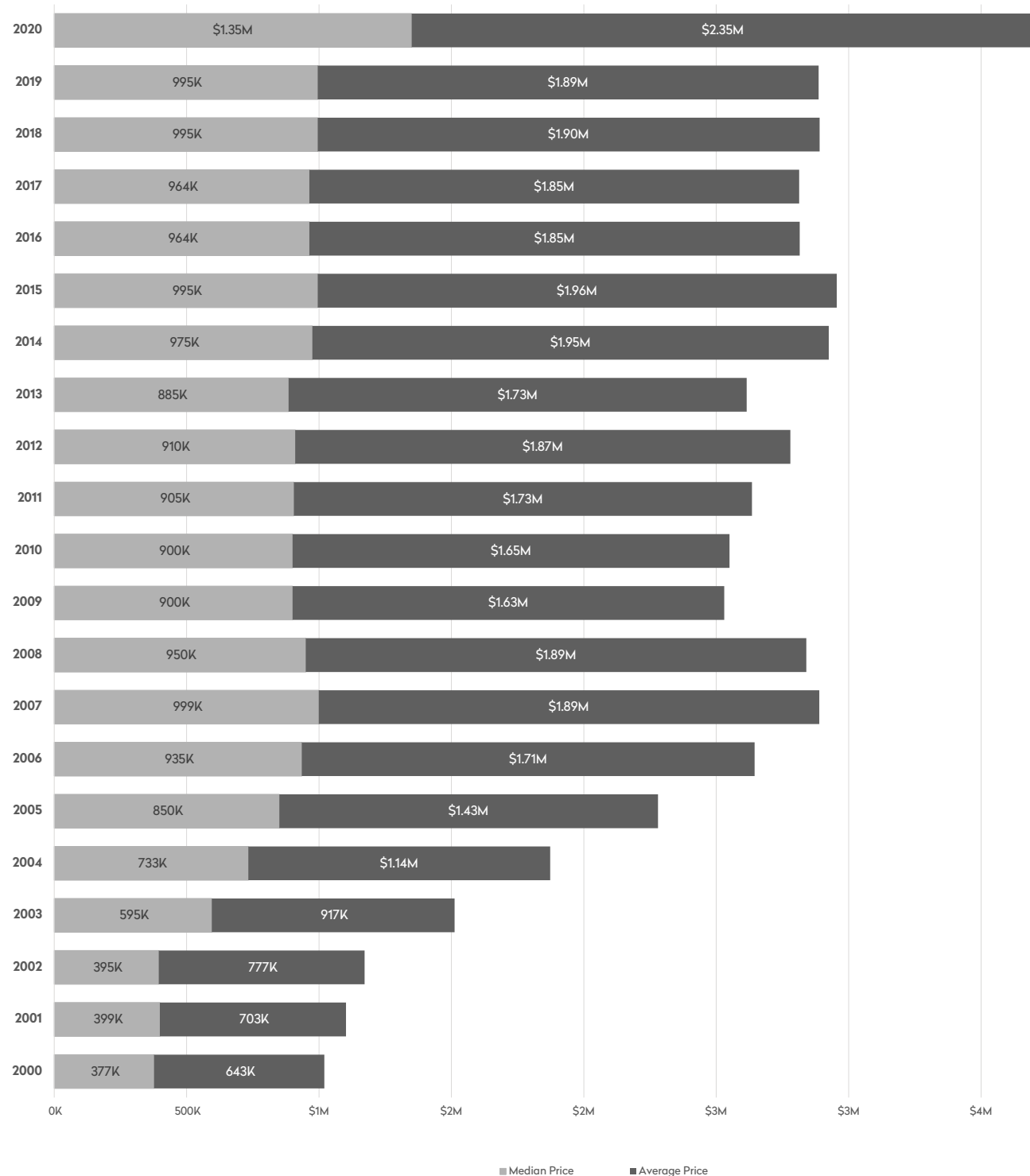
Looking at the entire Hamptons area, east and west of the Shinnecock Canal, all price range categories experienced increases in 2020 except for under \$500,000, reflecting the ever-dwindling inventory for this price category. Particularly affecting the total dollar volume, the high-end of the market saw significant upticks in sales. The over \$10M category experienced an impressive rise from 34 to 71 sales, accounting for 22.3% of the total dollar volume in 2020.



Long-Term Trends 2000 - 2020

Hamptons Average and Median Prices

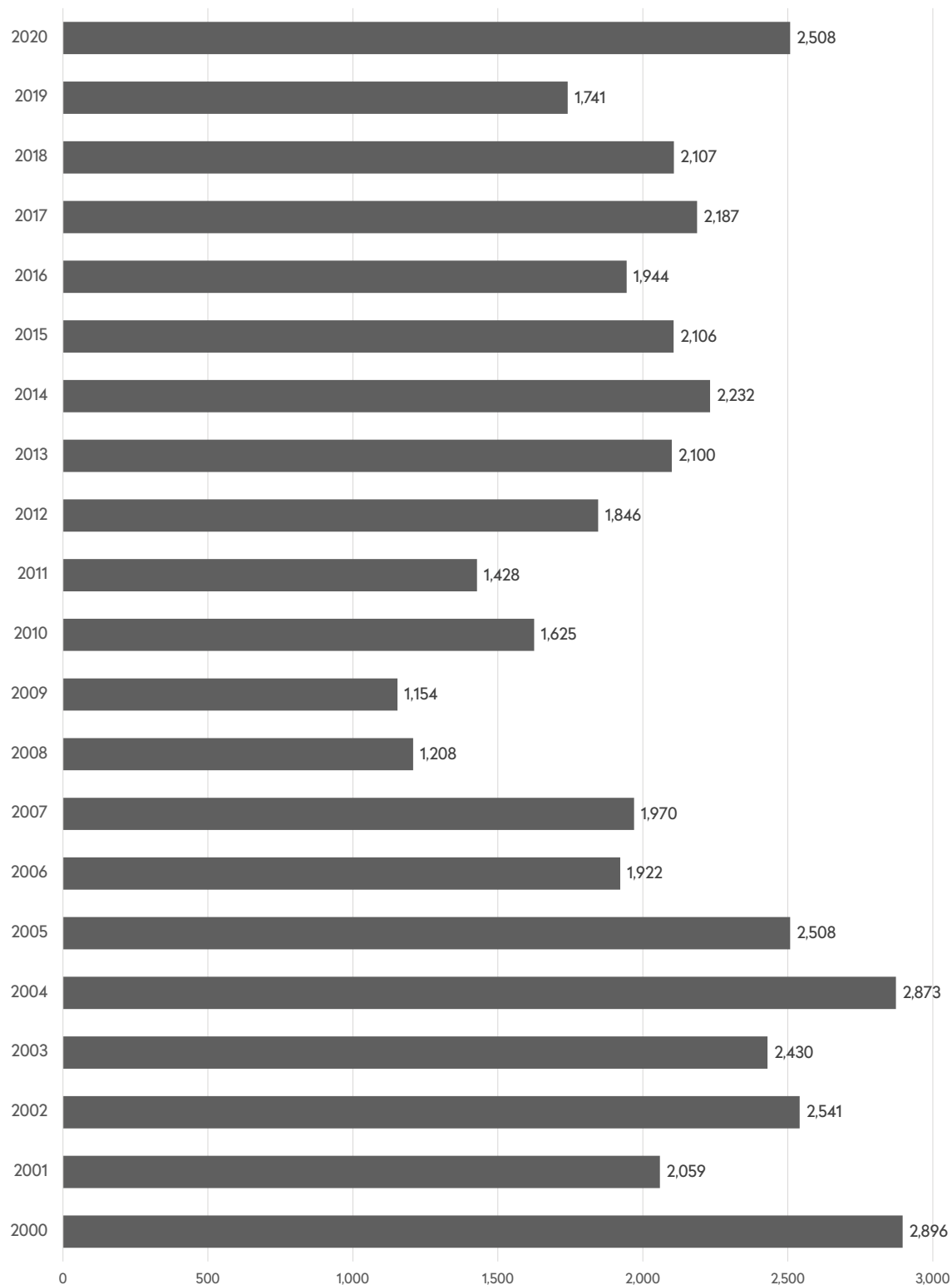
Sales prices in the Hamptons averaged \$2,349,986 during 2020, an increase of 24.2% from 2019, and an all-time high for year-end average price. The median price - which measures the middle of the market - jumped 35.7% to \$1,350,000, also a record high and the first time the year-end median price broke the million dollar threshold.



Long-Term Trends 2000 - 2020

Hamptons Total Number of Sales

The Total Number of Sales in the Hamptons increased 44.1% compared to 2019, with 2,508 sales in 2020, the highest number of yearly sales in 15 years.



Year End 2020

Hamptons

Single-Family Homes - East of the Shinnecock Canal

Amagansett

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$2,150,000	\$3,547,660	79	4	6	26	14	12	14	3
2019	\$2,550,000	\$3,522,059	55	0	9	13	7	14	10	2
2020	\$2,675,000	\$3,487,302	96	0	6	29	17	25	17	2

Bridgehampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$2,850,000	\$4,075,524	69	4	3	20	9	18	9	6
2019	\$2,911,600	\$4,802,828	59	1	5	14	13	11	11	4
2020	\$2,985,000	\$4,766,869	91	0	8	25	13	24	12	9

East Hampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$965,000	\$1,274,478	391	38	173	124	34	19	3	0
2019	\$975,000	\$1,234,221	307	23	142	109	21	8	4	0
2020	\$1,125,000	\$1,450,206	495	26	198	177	57	31	6	0

East Hampton Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$4,878,750	\$5,949,406	62	1	6	4	5	16	23	7
2019	\$3,513,213	\$5,296,714	44	0	4	7	7	12	8	6
2020	\$3,297,500	\$6,274,047	74	0	5	11	17	16	14	11

Montauk

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$1,200,000	\$2,040,737	87	1	35	29	8	7	6	1
2019	\$1,402,500	\$2,221,223	86	1	29	36	7	6	5	2
2020	\$1,450,000	\$1,929,259	124	3	30	51	25	10	4	1

Year End 2020

Hamptons

Single-Family Homes - East of the Shinnecock Canal

North Haven

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$1,987,500	\$2,515,072	26	0	3	11	5	4	2	1
2019	\$2,600,000	\$3,874,671	19	0	0	7	3	5	3	1
2020	\$2,350,000	\$3,642,160	47	0	8	11	9	11	3	5

Sag Harbor

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$995,000	\$1,397,384	101	9	44	30	8	7	3	0
2019	\$967,500	\$1,340,325	96	8	44	28	11	4	1	0
2020	\$1,325,000	\$1,675,889	131	6	41	53	14	13	4	0

Sag Harbor Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$1,377,000	\$1,915,558	78	0	26	26	13	8	5	0
2019	\$1,600,000	\$1,965,814	66	1	16	23	17	7	2	0
2020	\$1,995,000	\$2,335,156	69	0	13	24	10	18	4	0

Sagaponack

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$4,950,000	\$5,897,307	35	0	6	8	0	4	8	9
2019	\$4,000,000	\$5,679,700	35	0	1	8	3	9	8	6
2020	\$4,330,000	\$5,729,722	51	0	3	12	2	14	11	9

Shelter Island

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$997,000	\$1,140,361	46	2	23	19	2	0	0	0
2019	\$950,000	\$1,277,447	67	6	30	23	4	3	1	0
2020	\$1,125,000	\$1,731,163	98	4	41	29	14	5	4	1

Year End 2020

Hamptons

Single-Family Homes - East of the Shinnecock Canal

Southampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$890,000	\$1,274,484	237	35	105	62	19	10	5	1
2019	\$874,000	\$1,341,656	181	17	90	39	23	10	2	0
2020	\$1,050,000	\$1,485,304	255	13	111	69	41	18	3	0

Southampton Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$2,300,000	\$4,060,763	89	4	15	24	7	18	12	9
2019	\$2,620,000	\$5,056,800	71	4	9	14	13	13	9	9
2020	\$3,050,000	\$6,363,956	132	2	7	30	27	30	14	22

Wainscott

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$1,750,000	\$3,229,111	27	0	6	12	2	1	5	1
2019	\$1,337,500	\$2,369,706	17	0	3	9	3	0	1	1
2020	\$2,100,000	\$3,030,632	44	0	7	15	8	8	4	2

Water Mill

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$2,800,000	\$3,645,553	93	1	7	21	24	26	11	3
2019	\$2,125,000	\$3,377,664	70	1	8	21	12	16	9	3
2020	\$2,750,000	\$3,823,116	102	0	5	29	21	21	21	5

Year End 2020

Hamptons

Single-Family Homes - West of the Shinnecock Canal

Eastport

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$410,000	\$420,902	15	12	3	0	0	0	0	0
2019	\$444,000	\$517,336	12	8	3	1	0	0	0	0
2020	\$508,000	\$527,429	7	3	3	1	0	0	0	0

East Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$650,000	\$890,199	123	33	64	21	2	2	0	1
2019	\$647,275	\$733,337	100	21	64	15	0	0	0	0
2020	\$760,000	\$1,081,297	107	23	50	29	1	2	1	1

Hampton Bays

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$475,000	\$579,019	283	160	108	10	3	1	1	0
2019	\$520,000	\$601,508	239	107	119	9	2	2	0	0
2020	\$610,000	\$698,389	255	80	147	24	2	2	0	0

Quiogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$647,500	\$998,577	16	5	5	5	0	1	0	0
2019	\$740,000	\$1,286,818	11	3	4	3	0	1	0	0
2020	\$1,228,250	\$1,782,621	20	1	7	6	4	1	1	0

Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$1,687,500	\$2,557,646	48	1	8	20	7	8	3	1
2019	\$1,487,000	\$1,969,301	36	0	7	17	6	5	1	0
2020	\$2,375,000	\$3,243,586	63	0	10	16	11	16	8	2

Year End 2020

Hamptons

Single-Family Homes - West of the Shinnecock Canal

Remsenburg

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$881,000	\$1,035,369	41	4	25	10	1	0	1	0
2019	\$797,500	\$1,148,845	36	2	25	5	1	3	0	0
2020	\$1,300,000	\$1,363,566	67	3	26	30	7	1	0	0

Speonk

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$462,077	\$503,382	14	8	6	0	0	0	0	0
2019	\$467,250	\$457,214	7	5	2	0	0	0	0	0
2020	\$515,000	\$545,231	13	5	8	0	0	0	0	0

Westhampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$850,000	\$1,088,406	75	12	37	18	5	3	0	0
2019	\$800,000	\$1,053,067	58	14	25	16	0	2	1	0
2020	\$1,024,500	\$1,231,219	68	7	27	27	5	1	1	0

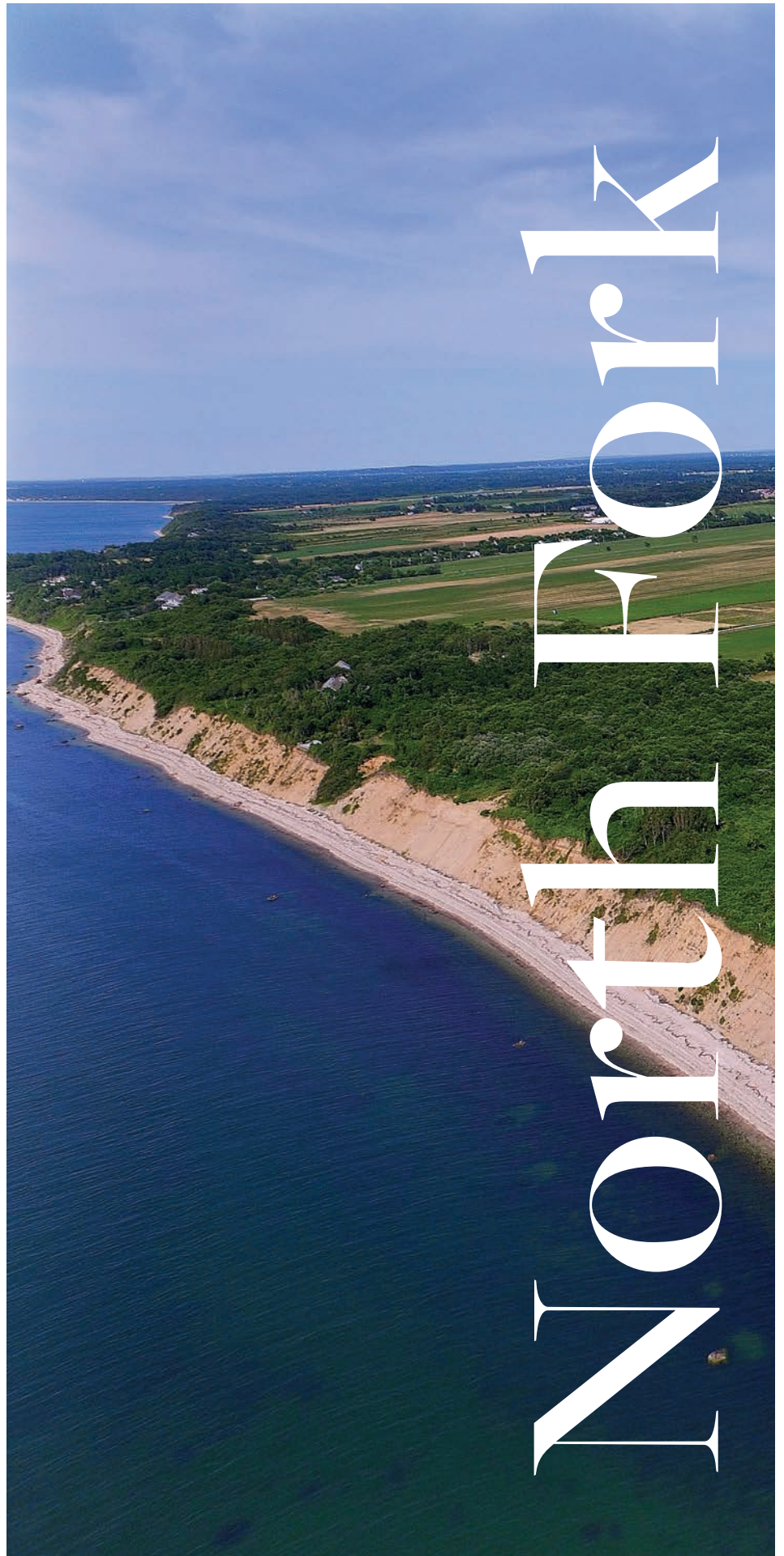
Westhampton Beach

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$1,037,450	\$1,820,080	60	7	23	17	3	5	4	1
2019	\$1,030,000	\$1,397,432	60	6	23	18	10	2	1	0
2020	\$1,525,000	\$2,101,687	85	2	24	28	10	17	3	1

Westhampton Dunes

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2018	\$1,846,000	\$2,012,875	12	0	0	8	3	1	0	0
2019	\$1,900,000	\$2,234,722	9	0	0	5	2	2	0	0
2020	\$3,387,500	\$3,552,111	14	0	0	1	5	5	3	0

Year End 2020
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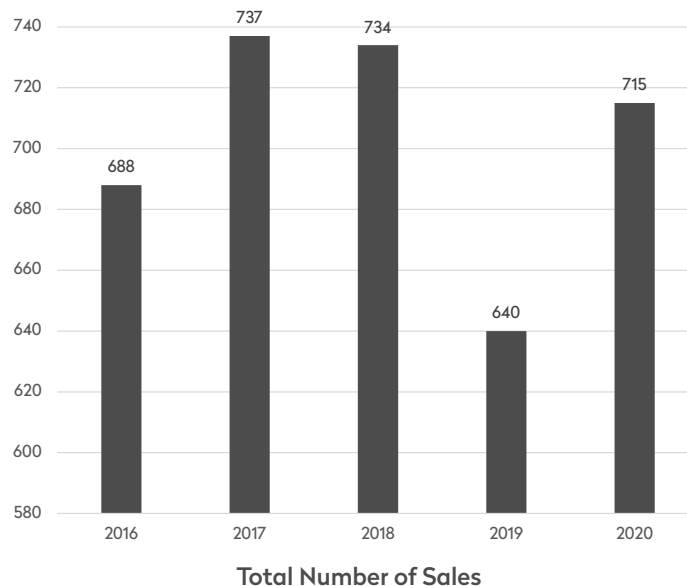
Year End 2020

North Fork

A Banner Year on the North Fork

Despite a significant decline in sales during the Second Quarter, amid the height of Covid-19 restrictions, the North Fork rebounded strongly in the 3rd and 4th Quarters, ending 2020 with year-over-year increases in the number of sales, dollar volume and the average and median prices.

The number of single-family home sales on the North Fork rose 11.7%, from 640 sales in 2019 to 715 in 2020.



+28.2%

Dollar Volume
2020 vs. 2019

+14.7%

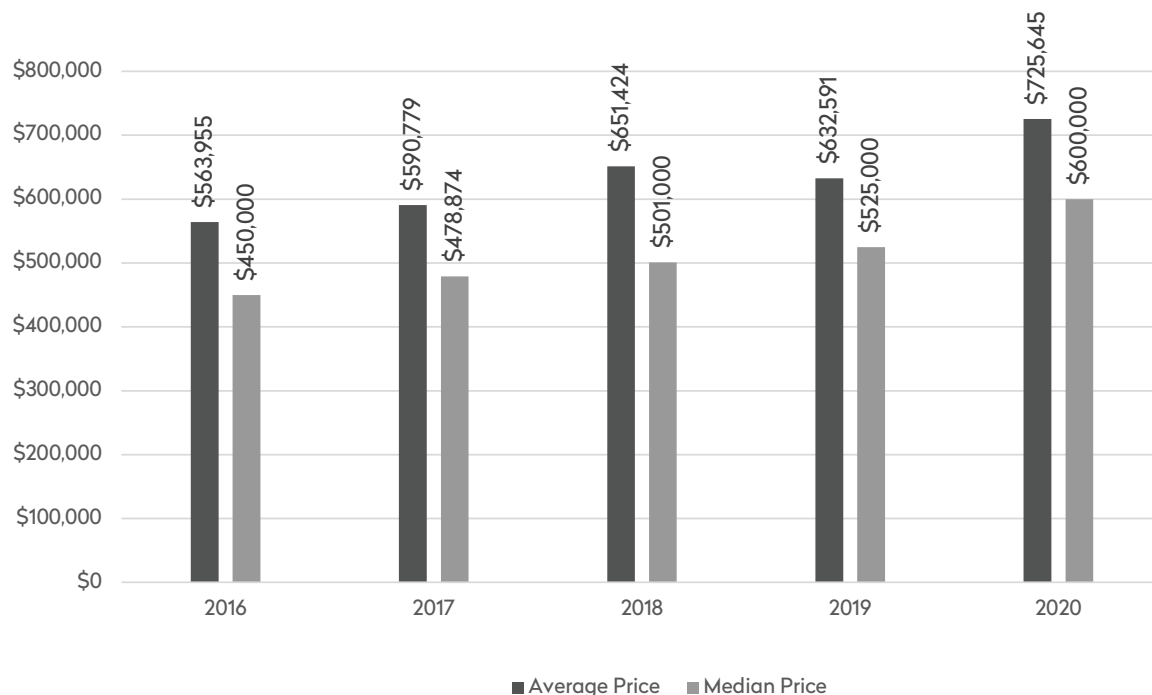
Average Sold Price
2020 vs. 2019

+11.7%

Number of Sales
2020 vs. 2019

Average and Median Sales Prices

The average sales price on the North Fork increased 14.7% to \$725,645 – the highest Year End average price achieved to date. Similarly, the median price – measuring the middle of the market – increased 14.3% compared to 2019, to \$600,000, also a record high.

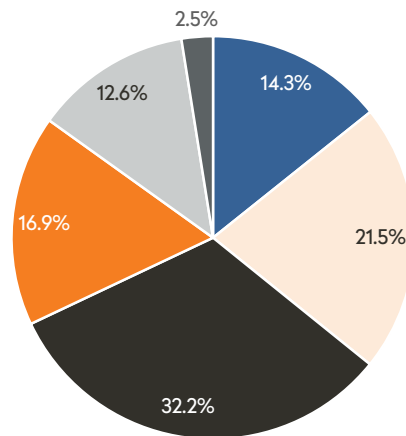


North Fork

Percentage of Sales by Price

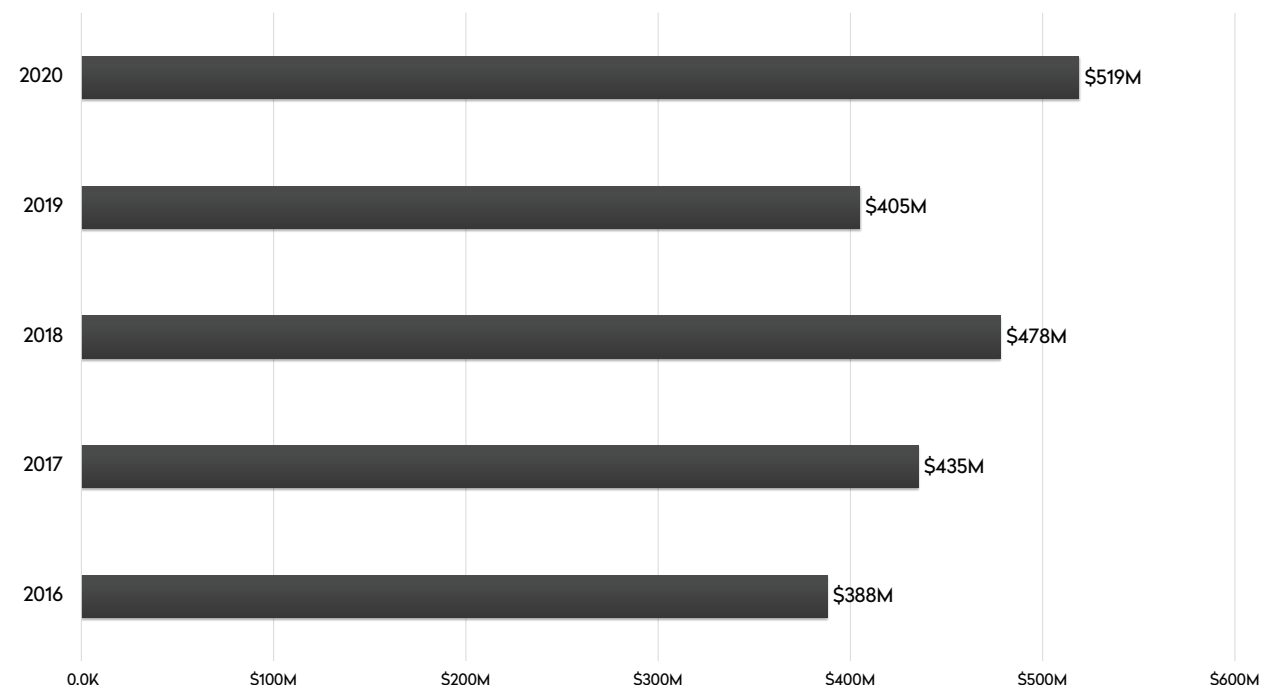
With nearly all sales on the North Fork under \$2 million, the price range with the most sales was the \$500,000 to \$750,000 category, responsible for 32.2% of total transactions in 2020. The lower end of the market (0 to 350K and >350K - 500K) were the only two price ranges to record fewer sales in 2020 than in 2019. The >1M - 2M range experienced the largest proportional increase, with 90 sales in 2020 compared to 59 sales 2019.

0 to 350K	102 Sales	14.3%
>350K-500K	154 Sales	21.5%
>500K-750K	230 Sales	32.2%
>750K-1M	121 Sales	16.9%
>1M-2M	90 Sales	12.6%
>2M-5M	18 Sales	2.5%



Total Dollar Volume

Reflecting the increases in both the average sales price and the total number of sales, the North Fork total dollar volume jumped 28.2% to \$519 Million, compared to \$405 Million in 2019, establishing another record for the year.



Year End 2020

North Fork

Single-Family Homes

Aquebogue

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2018	\$442,000	\$519,163	41	13	11	11	3	3	0	0
2019	\$446,500	\$502,813	39	4	22	9	3	1	0	0
2020	\$490,000	\$555,120	51	5	22	18	3	3	0	0

Cutchogue

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2018	\$691,500	\$886,979	82	5	16	26	21	9	4	1
2019	\$725,000	\$825,724	63	2	5	27	17	10	2	0
2020	\$755,000	\$949,933	69	6	5	23	19	11	5	0

East Marion

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2018	\$647,500	\$1,053,276	24	3	4	8	5	1	2	1
2019	\$577,500	\$782,246	22	2	2	10	5	2	1	0
2020	\$692,000	\$706,017	30	2	8	9	6	5	0	0

Greenport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2018	\$576,563	\$687,531	36	3	9	17	4	2	1	0
2019	\$608,000	\$705,086	43	6	9	16	5	6	1	0
2020	\$650,000	\$811,295	37	4	3	15	6	8	1	0

Greenport Village

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2018	\$615,000	\$704,576	23	0	8	8	3	4	0	0
2019	\$705,000	\$682,457	24	4	3	7	8	2	0	0
2020	\$659,000	\$707,334	31	2	5	16	6	1	1	0

Year End 2020

North Fork

Single-Family Homes

Jamesport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2018	\$474,500	\$547,286	44	11	12	15	2	4	0	0
2019	\$500,000	\$589,910	28	4	11	8	2	3	0	0
2020	\$488,500	\$502,389	18	3	6	8	1	0	0	0

Laurel

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2018	\$544,000	\$631,567	26	6	5	8	4	3	0	0
2019	\$532,738	\$725,416	15	3	4	4	1	3	0	0
2020	\$655,000	\$767,345	24	3	7	4	5	4	1	0

Mattituck

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2018	\$539,000	\$635,544	77	11	24	24	10	7	1	0
2019	\$562,500	\$685,845	70	5	24	24	9	6	2	0
2020	\$606,625	\$782,380	94	4	22	38	14	12	4	0

New Suffolk

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2018	\$972,500	\$1,078,188	8	0	0	3	2	2	1	0
2019	\$940,000	\$1,463,818	7	0	2	0	2	1	2	0
2020	\$998,250	\$1,126,500	6	0	0	0	4	2	0	0

Orient

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2018	\$1,138,250	\$1,228,568	22	0	1	6	4	8	3	0
2019	\$747,000	\$1,012,917	24	0	3	10	2	7	2	0
2020	\$960,000	\$1,052,520	27	0	1	6	12	6	2	0

Year End 2020

North Fork

Single-Family Homes

Peconic

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2018	\$753,000	\$873,968	19	2	2	5	6	3	1	0
2019	\$550,000	\$553,000	11	4	1	3	2	1	0	0
2020	\$700,000	\$859,556	25	1	4	8	4	8	0	0

Riverhead

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2018	\$328,270	\$414,785	196	112	59	18	3	2	1	1
2019	\$340,000	\$393,791	174	92	47	23	8	4	0	0
2020	\$389,500	\$417,830	150	66	48	29	5	2	0	0

South Jamesport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2018	\$650,000	\$629,000	5	1	1	1	1	1	0	0
2019	\$437,000	\$486,188	8	1	6	0	1	0	0	0
2020	\$540,000	\$643,000	5	0	1	3	1	0	0	0

Southold

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2018	\$563,000	\$700,395	131	12	36	50	18	11	4	0
2019	\$596,500	\$721,998	112	4	31	44	18	13	2	0
2020	\$728,000	\$866,862	148	6	22	53	35	28	4	0

Year End 2020 Residential Market Report

East Hampton

27 Main Street
East Hampton, NY 11937
631.324.6400

East Hampton

2 Newtown Lane
East Hampton, NY 11937
631.324.6100

Bridgehampton

2408 Main Street
Bridgehampton, NY 11932
631.537.2727

Southampton

31 Main Street
Southampton, NY 11968
631.287.4900

Sag Harbor

96 Main Street
Sag Harbor, NY 11963
631.725.2250

Westhampton Beach

70 Main Street
Westhampton, NY 11978
631.288.5500

North Fork

13105 Main Road
Mattituck, NY 11952
631.477.0551

Contact Us

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