

An aerial photograph of a coastal property. In the upper left, there are several houses and a golf course. A large, modern building with a brown roof is situated in the center, surrounded by dense green trees. A winding path leads from the building towards the beach. The beach is wide and sandy, with waves breaking on the shore. The water is a deep blue-green color.

Third Quarter 2020
Residential Market Report

Hamptons & North Fork

Halstead is now
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.



BHSD 870291

3Q 2020

Residential Market Report



BHSID 871006

3Q 2020

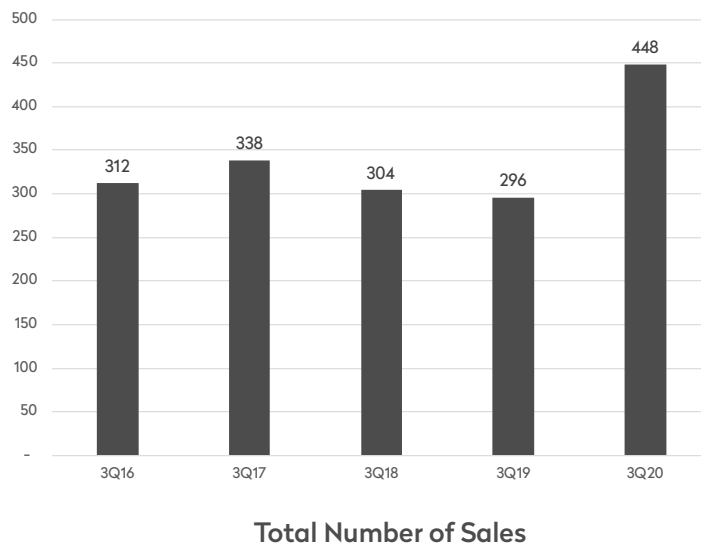
Hamptons

Increased Demand Leads to Record Sales

Fueled in part by concerns related to the Covid-19 pandemic, an increased demand for primary and secondary homes on the East End resulted in a surge of Third Quarter sales, driving up the Total Dollar Volume an unprecedented 101.5% to over \$973M from \$483M in the Third Quarter of 2019.

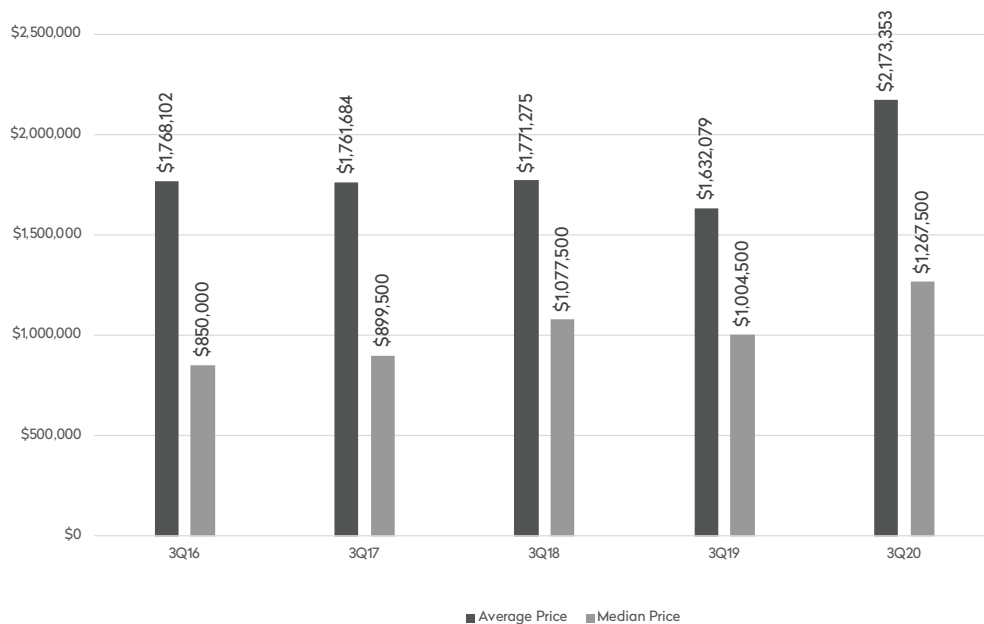
Rising by an impressive 51.4%, sales of single-family homes in the Hamptons totalled 448 in 3Q20, the highest number of third quarter sales in 5 years.

As restrictions on in-person showings eased, the pent-up demand for housing from the Second Quarter resulted in a seller's market. Reflecting this, the average and median prices both rose significantly in the Third Quarter of 2020 as compared to 3Q19.



Average and Median Sales Prices Rise

Sales prices in the Hamptons averaged \$2,173,353 during 3Q20, an increase of 33.2% from 3Q19, while the median price - which measures the middle of the market - jumped 26.2% to \$1,267,500.



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 October 16, 2020, 3Q20 data is preliminary and subject to revision in future reports.

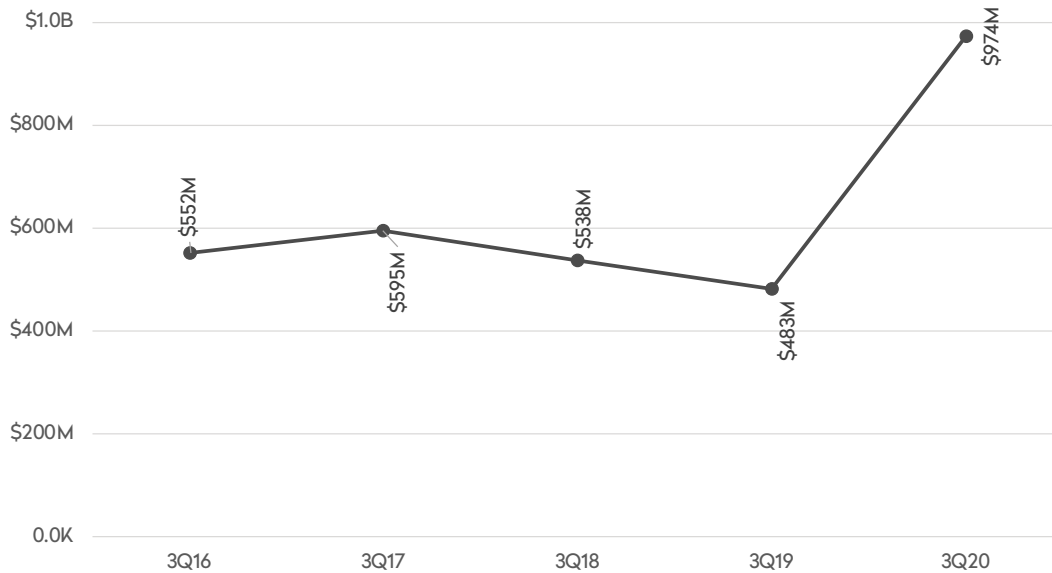
3Q 2020

Hamptons

Dollar Volume

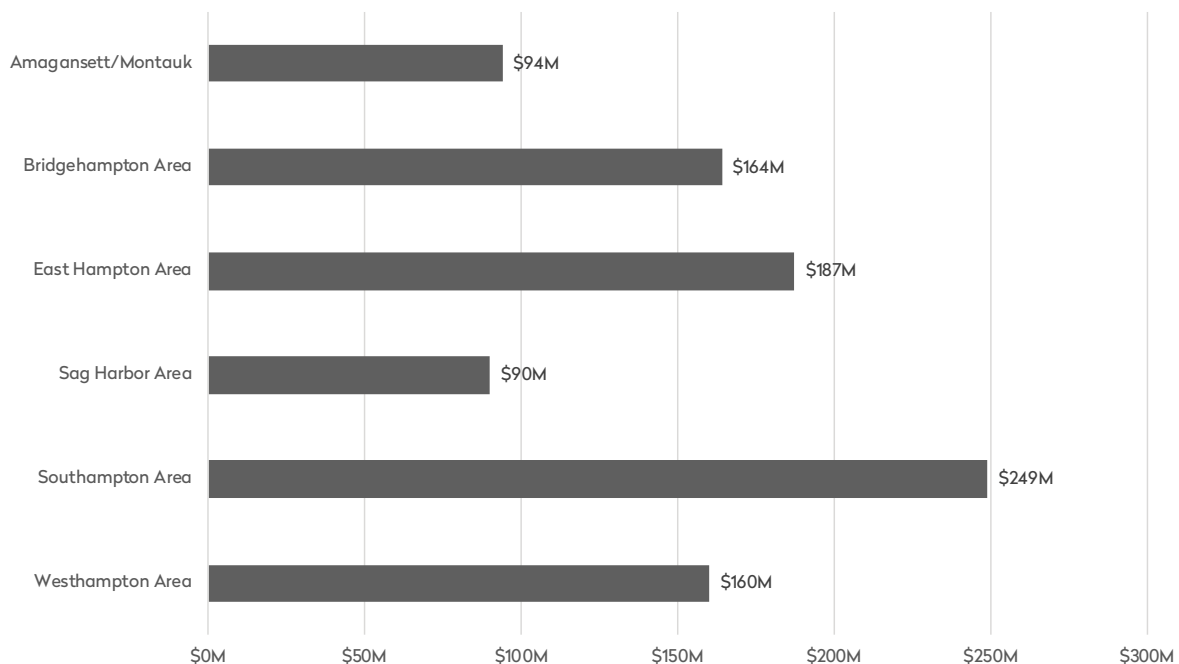
Total Dollar Volume - Long Term Trends 2016-2020

Increases in the number of sales and in the average sales price fueled a dramatic rise in total dollar volume, surging 101.5% to \$973,662,261 in 3Q20 from \$483,095,362 in 3Q19.



3Q20 Dollar Volume by Area

In general, dollar volume by area in 3Q20 was in direct proportion to the number of sales in each region, with two exceptions: Bridgehampton accounted for 6.1% of the total number of sales and 17.4% of dollar volume at \$164M, while the Westhampton area had 27.3% of total transactions and yielded 17% of the dollar volume at \$160M.

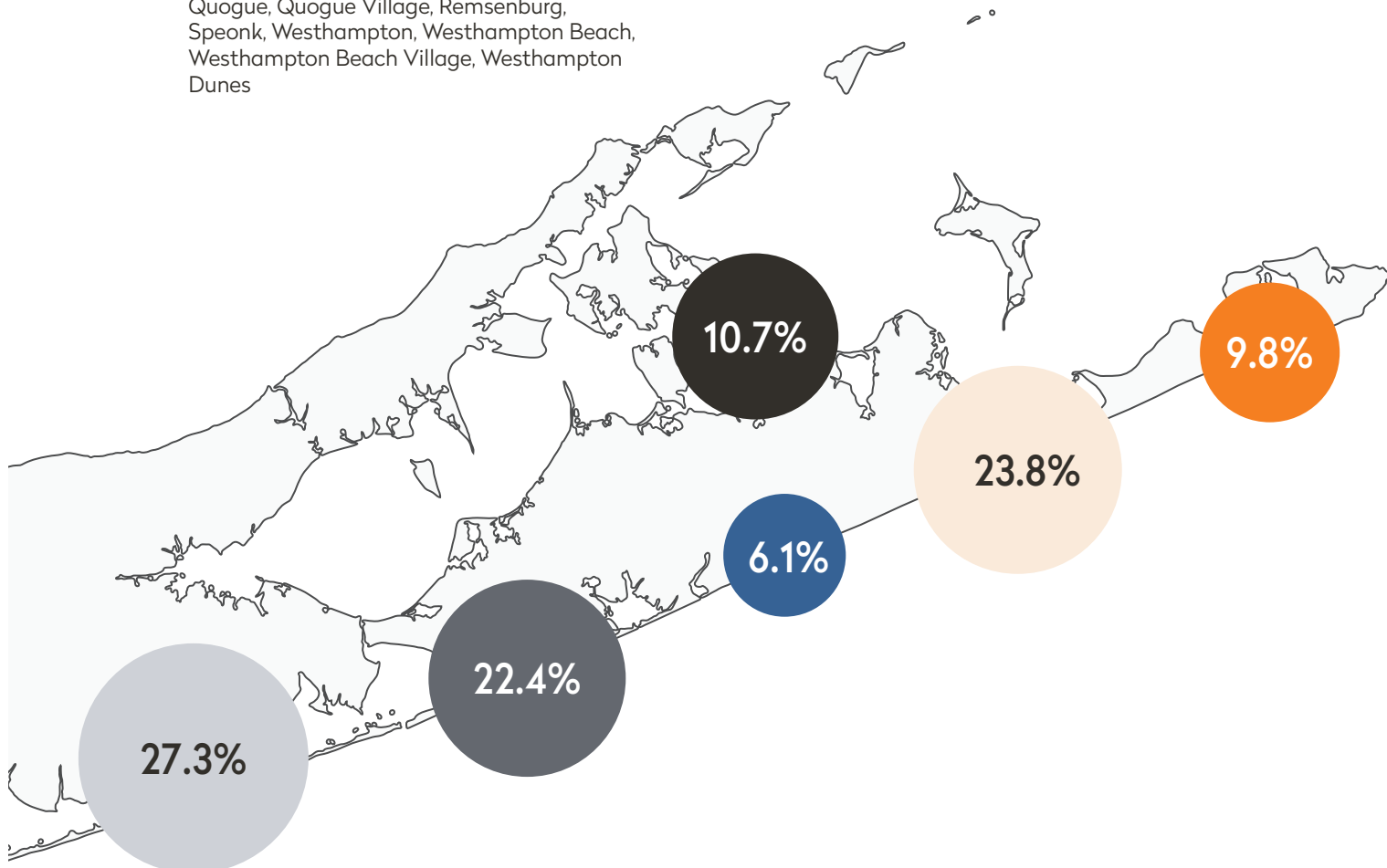


3Q 2020

Hamptons

Percentage of Sales by Area

- Amagansett/Montauk**
- East Hampton**
Includes East Hampton and East Hampton Village
- Bridgehampton Area**
Includes Bridgehampton, Sagaponack and Wainscott
- Sag Harbor Area**
Includes North Haven, Noyac, Sag Harbor, and Sag Harbor Village
- Southampton Area**
Includes North Sea, Southampton, Southampton Village and Water Mill
- Westhampton Area**
Includes East Quogue, Hampton Bays, Quogue, Quogue Village, Remsenburg, Speonk, Westhampton, Westhampton Beach, Westhampton Beach Village, Westhampton Dunes



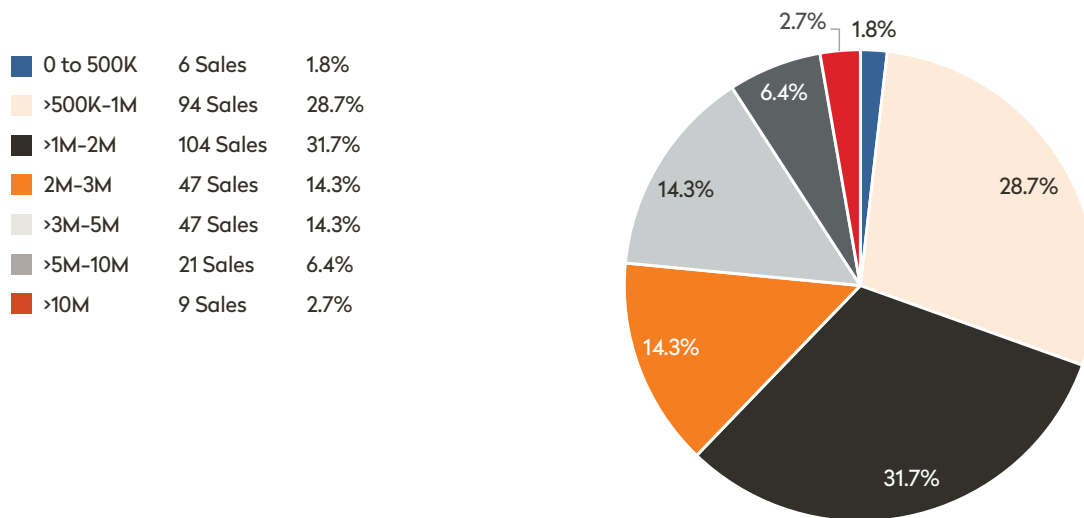
3Q 2020

Hamptons

Percentage of Sales by Price

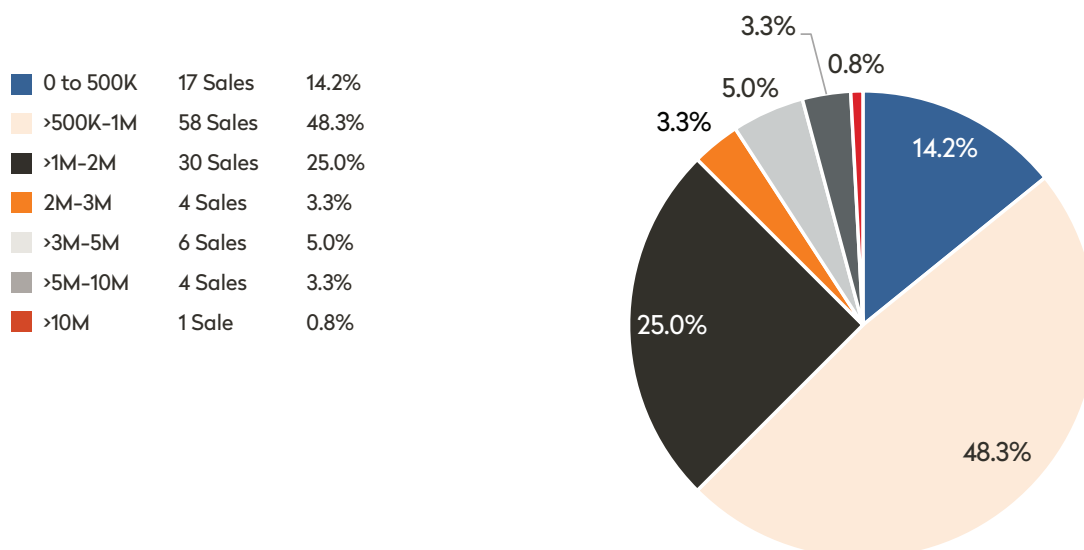
Hamptons East of the Shinnecock Canal

The single largest category of sales in the eastern part of the Hamptons was the \$1 million to \$2 million range, with 104 sales in 3Q20, accounting for 31.7% of transactions, closely followed by the \$500,000 to \$1 million range, with 28.7% of sales at 94 transactions.



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 in the under \$1 million range, with nearly half – 48.3% – of all sales in the \$500K to \$1M category. The next largest range, between one and two million, accounted for 25% of all closings west of the Canal.

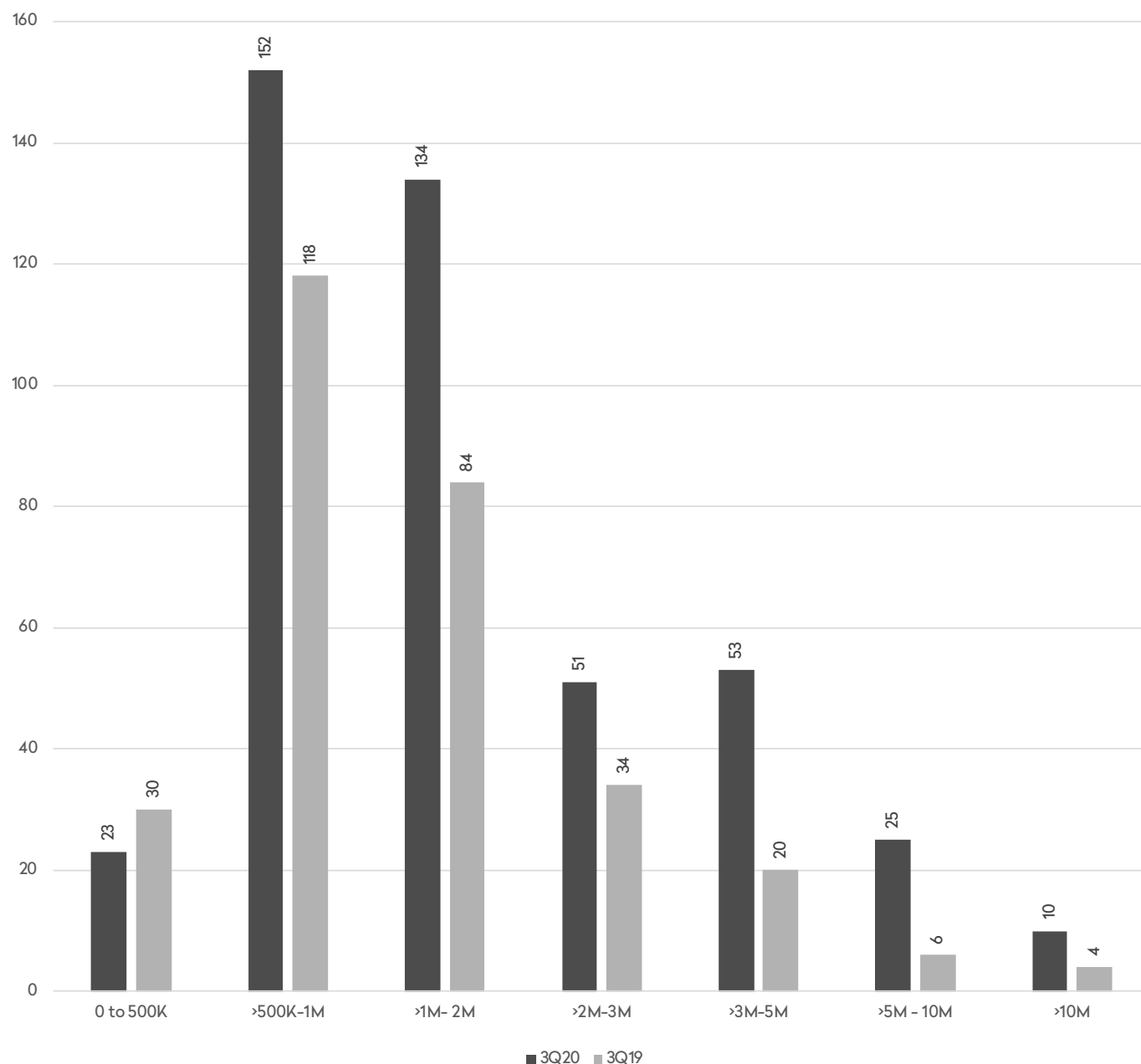


3Q 2020

Hamptons

Number of All South Fork Sales by Price: 3Q20 vs. 3Q19

Looking at the entire South Fork, all price range categories except for under \$500,000 experienced increases in the Third quarter of 2020 compared to the same time period last year. Particularly affecting the total dollar volume, the high-end of the market saw the largest comparative increases. For example, the \$5M - \$10M range saw the largest proportional sales increase - from 6 to 25, with a jump in dollar volume of 261%. The over \$10M category experienced a rise from 4 to 10 sales, with a subsequent dollar volume increase of 158%.



3Q 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
3Q18	\$5,250,000	\$5,120,833	6	0	0	2	0	0	3	1
3Q19	\$1,500,000	\$3,857,143	7	0	2	2	0	1	1	1
3Q20	\$2,450,000	\$2,950,469	16	0	2	4	3	5	2	0

Bridgehampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q18	\$2,237,500	\$2,438,736	11	1	1	3	1	4	1	0
3Q19	\$2,062,500	\$3,686,667	12	0	2	4	2	2	1	1
3Q20	\$3,100,000	\$4,166,026	19	0	0	7	2	7	1	2

East Hampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q18	\$1,045,500	\$1,215,599	48	6	17	17	7	1	0	0
3Q19	\$960,000	\$1,047,044	53	3	28	19	2	1	0	0
3Q20	\$1,078,750	\$1,468,581	92	2	41	34	8	4	3	0

East Hampton Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q18	\$4,150,000	\$5,820,688	8	0	0	0	2	3	2	1
3Q19	\$3,000,000	\$4,628,889	9	0	1	1	3	3	0	1
3Q20	\$2,100,000	\$6,580,714	7	0	1	2	1	1	0	2

Montauk

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q18	\$917,500	\$1,263,500	14	1	7	5	0	0	1	0
3Q19	\$1,500,000	\$2,219,917	12	0	4	4	3	0	1	0
3Q20	\$1,275,000	\$1,805,510	26	1	6	14	2	1	2	0

3Q 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
3Q18	\$2,262,500	\$2,262,500	2	0	0	1	0	1	0	0
3Q19	\$7,190,000	\$7,190,000	1	0	0	0	0	0	1	0
3Q20	\$1,880,000	\$2,033,500	6	0	2	1	1	2	0	0

Sag Harbor

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q18	\$972,500	\$1,511,291	20	1	9	7	1	0	2	0
3Q19	\$1,310,000	\$1,483,730	22	2	8	6	4	2	0	0
3Q20	\$1,133,250	\$1,777,025	20	3	6	6	1	3	1	0

Sag Harbor Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q18	\$1,650,000	\$1,716,125	11	0	3	4	4	0	0	0
3Q19	\$1,650,000	\$1,728,672	11	0	1	6	3	1	0	0
3Q20	\$1,765,000	\$2,112,000	20	0	5	6	3	5	1	0

Sagaponack

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q18	\$8,350,000	\$8,286,792	6	0	0	2	0	0	1	3
3Q19	\$0	\$0	0	0	0	0	0	0	0	0
3Q20	\$12,000,000	\$12,142,857	7	0	0	0	0	2	1	4

Shelter Island

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q18	\$1,270,000	\$1,351,571	7	0	3	3	1	0	0	0
3Q19	\$775,000	\$1,238,227	11	1	5	4	0	1	0	0
3Q20	\$1,025,000	\$1,771,741	15	0	7	4	3	0	1	0

3Q 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
3Q18	\$860,000	\$1,122,239	36	4	16	13	2	1	0	0
3Q19	\$999,000	\$1,435,450	37	1	18	9	7	2	0	0
3Q20	\$1,162,500	\$1,644,208	48	0	21	14	9	3	1	0

Southampton Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q18	\$1,495,000	\$2,385,288	13	0	3	6	1	2	1	0
3Q19	\$1,675,000	\$1,901,667	12	0	3	4	3	2	0	0
3Q20	\$2,437,500	\$3,060,881	27	0	2	7	6	9	3	0

Wainscott

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q18	\$1,235,000	\$1,256,875	4	0	2	2	0	0	0	0
3Q19	\$1,232,500	\$2,843,600	10	0	3	4	1	0	1	1
3Q20	\$1,510,000	\$1,940,000	3	0	0	2	1	0	0	0

Water Mill

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q18	\$2,425,000	\$3,190,313	16	0	0	5	6	3	2	0
3Q19	\$2,100,000	\$2,641,614	11	0	2	3	3	2	1	0
3Q20	\$3,125,000	\$4,184,071	21	0	0	3	7	5	5	1

3Q 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
3Q18	\$403,000	\$403,000	2	2	0	0	0	0	0	0
3Q19	\$413,000	\$541,167	3	2	1	0	0	0	0	0
3Q20	\$647,500	\$647,500	2	0	2	0	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
3Q18	\$850,000	\$1,078,421	19	2	10	6	0	1	0	0
3Q19	\$725,000	\$763,702	17	5	9	3	0	0	0	0
3Q20	\$795,000	\$920,195	20	1	13	6	0	0	0	0

Hampton Bays

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q18	\$505,000	\$685,375	43	21	19	0	2	1	0	0
3Q19	\$538,750	\$584,928	32	12	17	3	0	0	0	0
3Q20	\$614,500	\$730,810	42	12	27	2	0	1	0	0

Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q18	\$994,000	\$994,000	2	1	0	1	0	0	0	0
3Q19	\$520,000	\$520,000	1	0	1	0	0	0	0	0
3Q20	\$996,000	\$1,013,625	4	1	1	2	0	0	0	0

Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q18	\$1,732,500	\$2,134,167	6	0	1	2	1	2	0	0
3Q19	\$1,851,000	\$1,615,244	5	0	2	1	2	0	0	0
3Q20	\$2,200,000	\$2,744,116	9	0	1	3	1	3	1	0

3Q 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
3Q18	\$970,000	\$1,006,857	7	0	4	3	0	0	0	0
3Q19	\$862,500	\$1,406,256	6	0	4	1	0	1	0	0
3Q20	\$1,700,000	\$1,532,588	16	0	5	8	3	0	0	0

Speonk

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q18	\$522,077	\$522,077	2	1	1	0	0	0	0	0
3Q19	\$600,000	\$600,000	1	0	1	0	0	0	0	0
3Q20	\$436,000	\$436,000	2	1	1	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
3Q18	\$849,500	\$1,093,958	8	2	3	2	1	0	0	0
3Q19	\$912,500	\$1,204,414	14	3	5	5	0	1	0	0
3Q20	\$955,000	\$1,007,650	12	0	7	5	0	0	0	0

Westhampton Beach

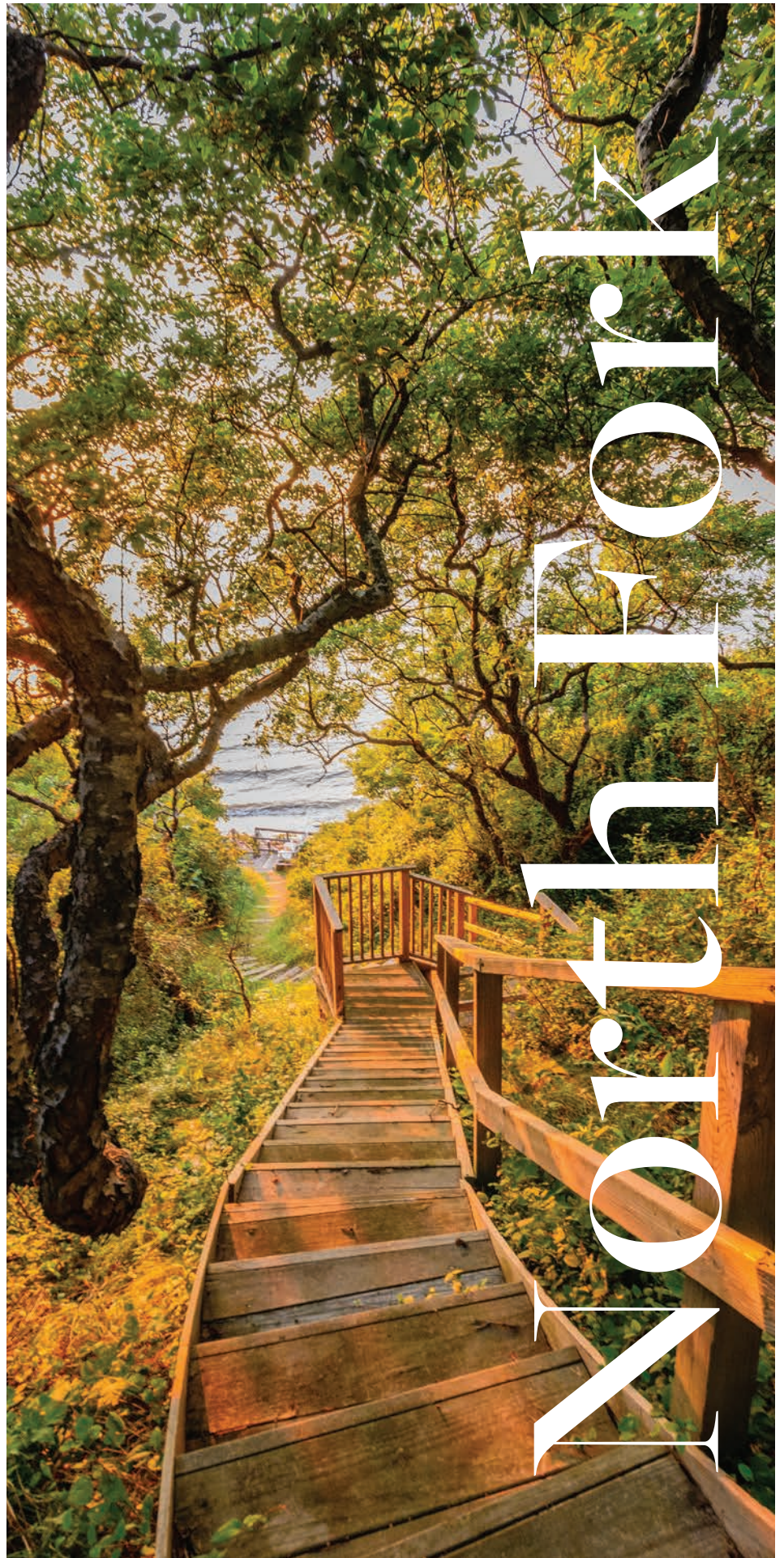
	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q18	\$1,796,283	\$3,091,757	10	1	2	3	1	1	1	1
3Q19	\$1,350,000	\$1,625,000	7	1	1	3	1	1	0	0
3Q20	\$1,500,000	\$3,015,364	11	2	2	4	0	0	2	1

Westhampton Dunes

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q18	\$1,650,000	\$1,566,667	3	0	0	3	0	0	0	0
3Q19	\$1,487,500	\$1,487,500	2	0	0	2	0	0	0	0
3Q20	\$3,475,000	\$4,191,667	3	0	0	0	0	2	1	0

3Q 2020

**Residential
Market Report**



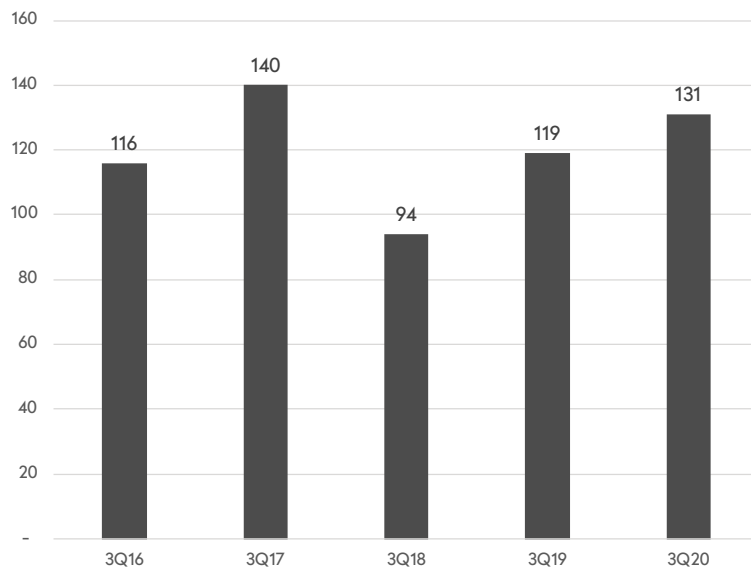
3Q 2020

North Fork

A Rebounding Market

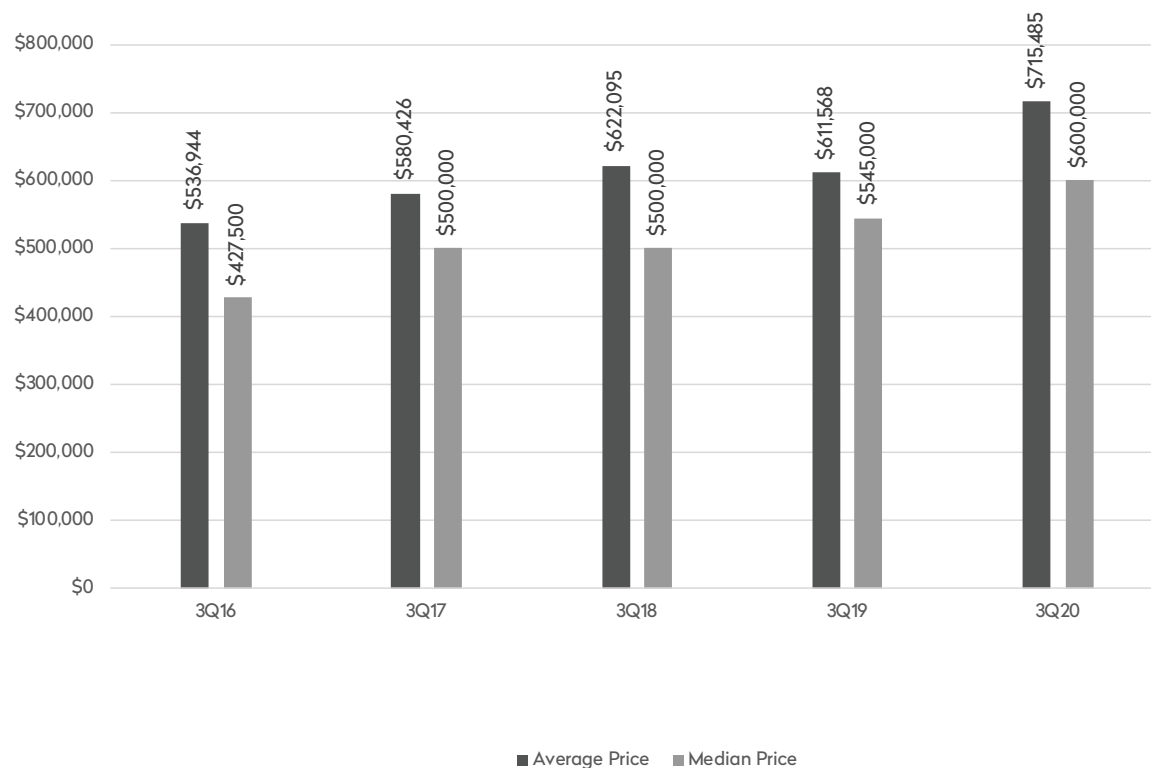
After a decline in sales during the Second Quarter and the height of Covid-19 restrictions, the return to in-person showings resulted in a strong Third Quarter for the North Fork.

The number of single-family home sales rose 10.1%, from 119 sales in 3Q19 to 131 in 3Q20.



Average and Median Sales Prices

The average sales price on the North Fork also increased, rising 17% to \$715,485 - the highest Third Quarter average price in over 5 years. Similarly, the median price - measuring the middle of the market - increased 10% compared to 3Q19, to \$600,000.

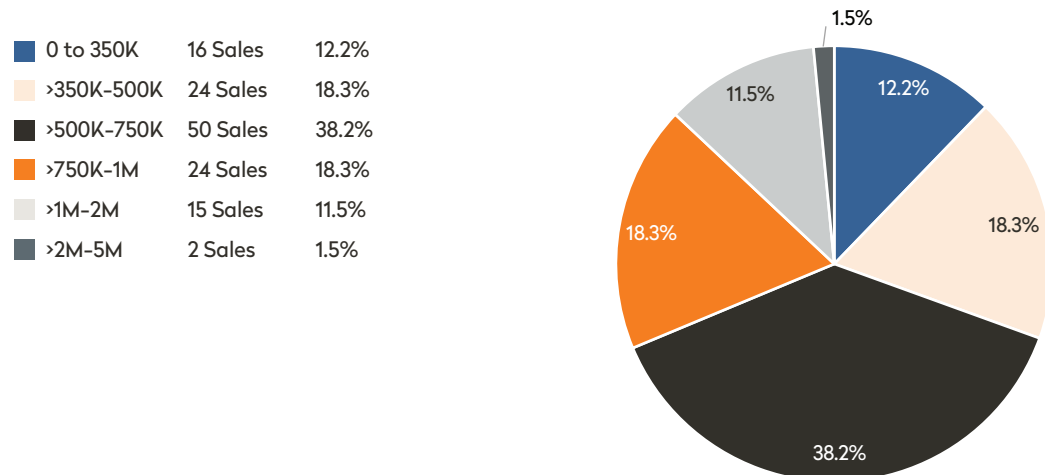


3Q 2020

North Fork

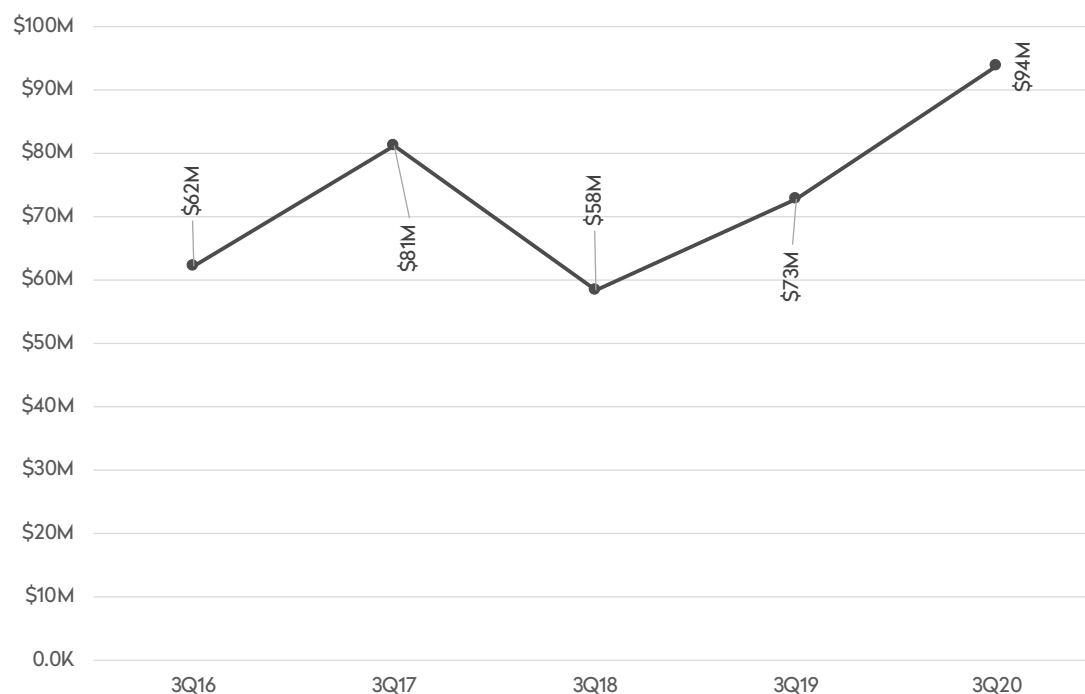
Percentage of Sales by Price

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 38.2% of total transactions in 3Q20. The \$750K - \$1M range experienced the largest proportional increase, with 24 sales accounting for 18.3% of 3Q20 closings, compared to 12 sales and 10.1% in 3Q19.



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 28.8% to \$93,728,477, compared to \$ 72,776,609 in 3Q19.



3Q 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
3Q18	\$510,500	\$764,625	4	1	1	1	0	1	0	0
3Q19	\$498,500	\$500,721	6	0	3	3	0	0	0	0
3Q20	\$640,000	\$674,500	11	0	3	6	1	1	0	0

Cutchogue

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q18	\$595,000	\$804,351	11	1	4	3	1	1	1	0
3Q19	\$769,000	\$842,364	11	0	0	5	3	3	0	0
3Q20	\$662,000	\$926,250	12	2	1	4	1	3	1	0

East Marion

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q18	\$510,000	\$510,000	1	0	0	1	0	0	0	0
3Q19	\$557,500	\$718,750	4	1	0	2	0	1	0	0
3Q20	\$642,500	\$653,167	6	0	2	3	1	0	0	0

Greenport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q18	\$656,563	\$1,093,281	4	0	1	2	0	0	1	0
3Q19	\$579,500	\$579,833	6	1	1	3	1	0	0	0
3Q20	\$595,000	\$719,000	5	1	0	2	1	1	0	0

Greenport Village

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q18	\$565,619	\$593,309	4	0	2	1	1	0	0	0
3Q19	\$725,000	\$665,750	4	1	0	1	2	0	0	0
3Q20	\$715,000	\$726,111	9	0	1	5	3	0	0	0

3Q 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
3Q18	\$527,500	\$648,909	6	0	2	3	0	1	0	0
3Q19	\$450,000	\$424,536	7	1	3	3	0	0	0	0
3Q20	\$480,000	\$480,000	2	0	1	1	0	0	0	0

Laurel

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q18	\$544,000	\$548,793	6	0	2	3	1	0	0	0
3Q19	\$0	\$0	0	0	0	0	0	0	0	0
3Q20	\$625,000	\$578,200	5	1	0	3	1	0	0	0

Mattituck

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q18	\$580,000	\$582,857	7	3	0	2	2	0	0	0
3Q19	\$570,000	\$670,646	12	2	3	3	2	2	0	0
3Q20	\$595,000	\$733,290	25	1	8	9	5	1	1	0

New Suffolk

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q18	\$995,000	\$995,000	1	0	0	0	1	0	0	0
3Q19	\$1,375,000	\$1,375,000	1	0	0	0	0	1	0	0
3Q20	\$1,300,000	\$1,300,000	1	0	0	0	0	1	0	0

Orient

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q18	\$717,500	\$717,500	2	0	0	1	1	0	0	0
3Q19	\$654,500	\$783,500	4	0	0	3	0	1	0	0
3Q20	\$595,500	\$660,250	4	0	1	2	1	0	0	0

3Q 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
3Q18	\$1,010,000	\$1,010,000	2	0	0	0	1	1	0	0
3Q19	\$368,500	\$368,500	2	1	1	0	0	0	0	0
3Q20	\$848,250	\$931,583	6	0	0	2	3	1	0	0

Riverhead

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q18	\$302,000	\$358,211	30	19	7	3	0	1	0	0
3Q19	\$397,500	\$443,688	36	15	13	5	1	2	0	0
3Q20	\$390,000	\$429,228	26	11	7	6	1	1	0	0

South Jamesport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q18	\$0	\$0	0	0	0	0	0	0	0	0
3Q19	\$0	\$0	0	0	0	0	0	0	0	0
3Q20	\$0	\$0	0	0	0	0	0	0	0	0

Southold

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q18	\$559,000	\$803,232	16	1	4	8	2	0	1	0
3Q19	\$609,500	\$740,423	26	2	6	11	3	3	1	0
3Q20	\$835,000	\$961,647	19	0	0	7	6	6	0	0

Third Quarter 2020 Residential Market Report

East Hampton

27 Main Street
East Hampton, NY 11937
631.324.6400

Bridgehampton

2408 Main Street
Bridgehampton, NY 11932
631.537.2727

Sag Harbor

96 Main Street
Sag Harbor, NY 11963
631.725.2250

Southampton

31 Main Street
Southampton, NY 11968
631.287.4900

Westhampton Beach

70 Main Street
Westhampton, NY 11978
631.288.5500

North Fork

13105 Main Road
Mattituck, NY 11952
631.477.0551

Halstead is now Brown Harris Stevens

East Hampton

2 Newtown Lane
East Hampton, NY 11937
631.324.6100

Contact Us

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