

2017

HAMPTONS + NORTH FORK
MARKET REPORT

FOURTH QUARTER

BROWN HARRIS STEVENS Established 1873



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Based Upon Data Available as of January 19, 2018.

DATA HIGHLIGHTS: FOURTH QUARTER 2017

Cover Property: Sag Harbor Village. BrownHarrisStevens.com. WEB# 49381

The total number of 4Q17 South Fork sales increased an impressive **+26.8%** compared to 4Q16 (397 in 2017 vs. 313 in 2016), and the total dollar volume rose **+35.6%** to \$780,401,680.

The average sales price in the Hamptons rose 6.9% to **\$1,965,747** while the median price dipped 1.7% to \$1,042,000.



North Haven Waterfront Community Estate. BrownHarrisStevens.com WEB# 53231



Sensational East Hampton Home. BrownHarrisStevens.com WEB# 41489

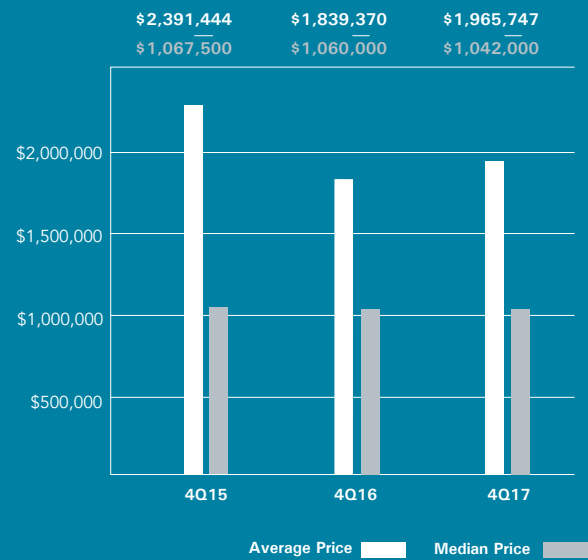
There were 31 sales over **\$5M** in the Hamptons in 4Q17, 7 of which were above \$10M.

41.5% of sales east of the Shinnecock Canal, and 72.8% of sales west of the Canal were under **\$1,000,000**.

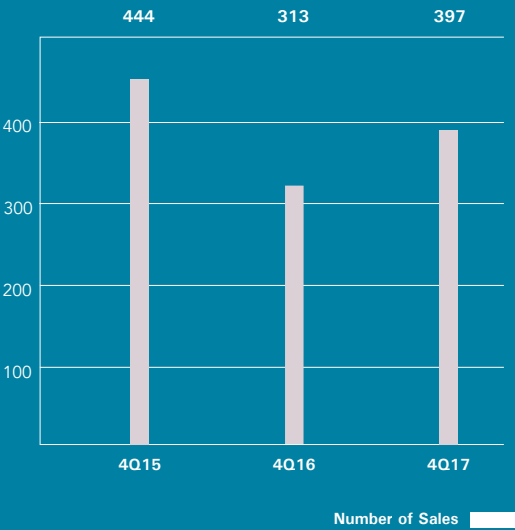
The number of sales on the North Fork jumped **28.5%** to 185 in 4Q17, while total dollar volume rose **+15%** to \$96,656,903.

THE HAMPTONS

AVERAGE AND MEDIAN SALE PRICE

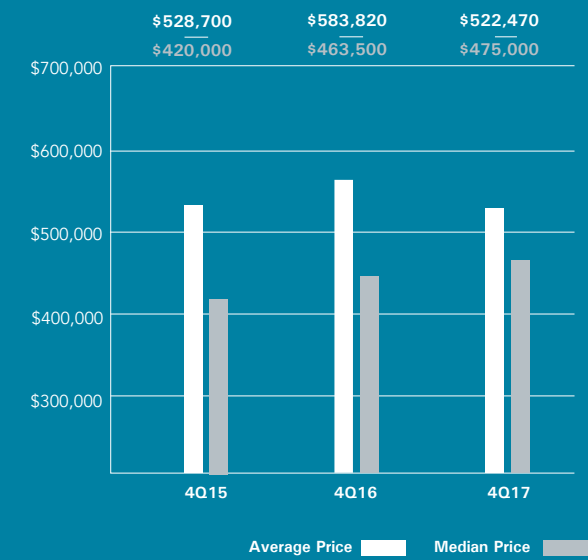


NUMBER OF SALES

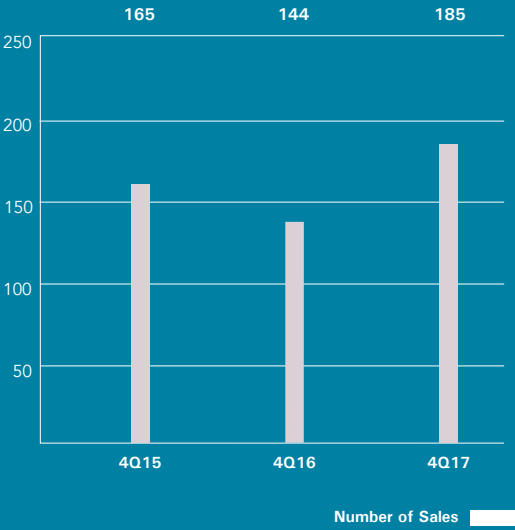


NORTH FORK

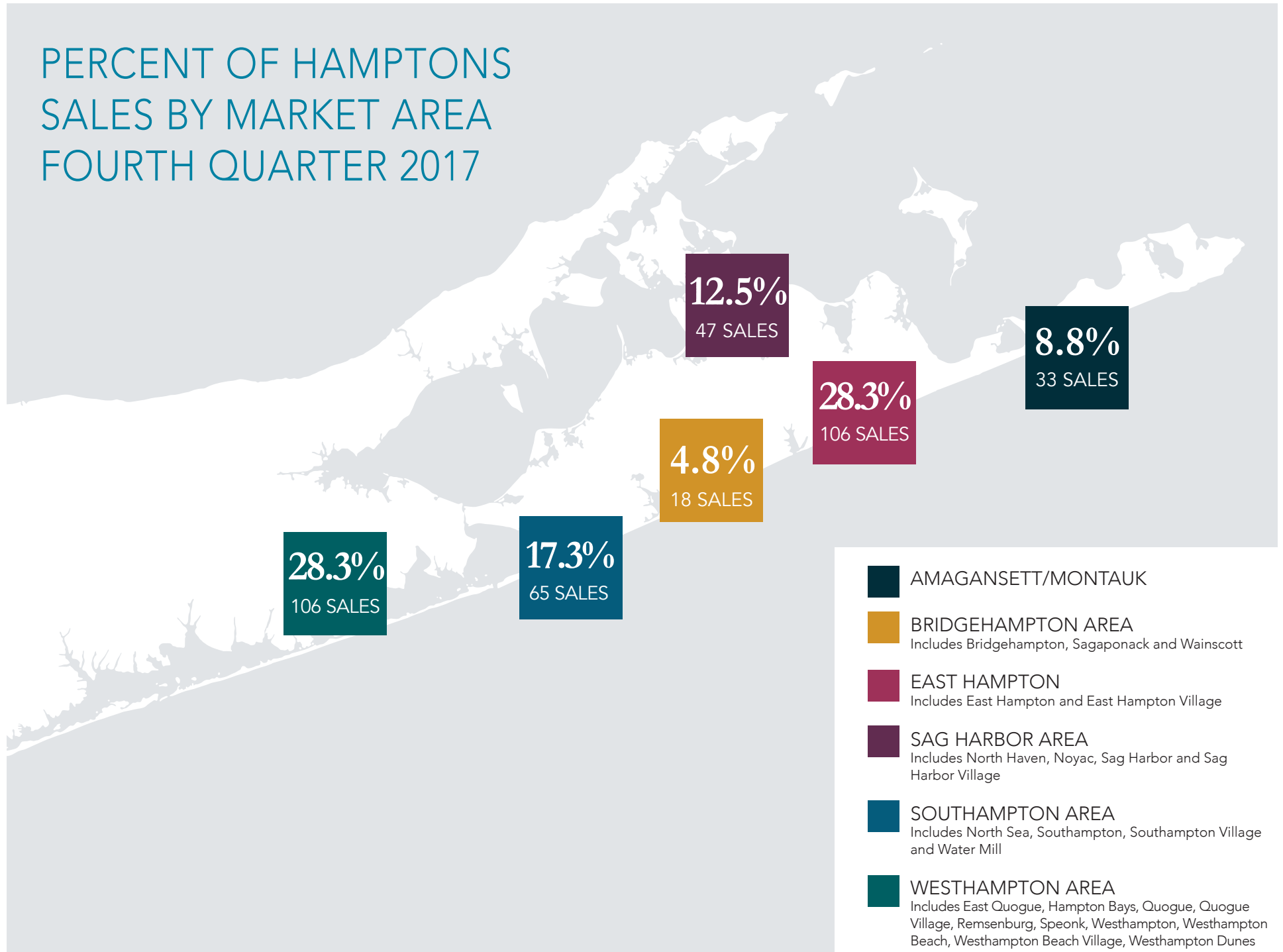
AVERAGE AND MEDIAN SALE PRICE



NUMBER OF SALES



PERCENT OF HAMPTONS SALES BY MARKET AREA FOURTH QUARTER 2017



SOUTH FORK SINGLE-FAMILY HOMES

The East Hampton Area and the Westhampton Area each achieved the highest number of sales in 4Q17 with 106 in each area.

AMAGANSETT

	Average Price	Median Price	Sales
4Q15	\$2,575,000	\$2,767,643	14
4Q16	\$1,957,248	\$2,910,433	13
4Q17	\$1,467,500	\$3,535,601	12

BRIDGEHAMPTON

	Average Price	Median Price	Sales
4Q15	\$3,600,000	\$5,788,106	33
4Q16	\$3,125,000	\$4,798,575	8
4Q17	\$2,082,500	\$2,629,883	12

EAST HAMPTON

	Average Price	Median Price	Sales
4Q15	\$850,000	\$1,427,069	89
4Q16	\$846,500	\$1,054,679	49
4Q17	\$875,000	\$1,282,690	87

EAST HAMPTON VILLAGE

	Average Price	Median Price	Sales
4Q15	\$3,897,500	\$8,836,429	14
4Q16	\$2,200,000	\$3,239,286	7
4Q17	\$4,000,000	\$4,550,491	14

EAST QUOGUE

	Average Price	Median Price	Sales
4Q15	\$590,000	\$751,760	20
4Q16	\$581,500	\$689,970	18
4Q17	\$634,250	\$721,771	24

HAMPTON BAYS

	Average Price	Median Price	Sales
4Q15	\$388,750	\$463,964	42
4Q16	\$439,900	\$506,056	37
4Q17	\$500,000	\$662,956	41

MONTAUK

	Average Price	Median Price	Sales
4Q15	\$975,000	\$1,840,905	21
4Q16	\$1,315,000	\$1,716,467	15
4Q17	\$1,225,000	\$1,691,929	21

NORTH HAVEN

	Average Price	Median Price	Sales
4Q15	\$1,500,000	\$1,845,007	7
4Q16	\$5,750,000	\$6,050,000	3
4Q17	\$1,161,750	\$1,529,583	6

SOUTH FORK SINGLE-FAMILY HOMES

The Southampton Area achieved the highest dollar volume of all the areas covered in this report at **\$225M**, accounting for 30.4% of the total dollar volume on the South Fork.

QUOGUE VILLAGE

	Average Price	Median Price	Sales
4Q15	\$1,850,000	\$2,408,611	9
4Q16	\$1,530,000	\$2,634,611	9
4Q17	\$1,575,000	\$2,728,214	7

REMSENBURG

	Average Price	Median Price	Sales
4Q15	\$1,005,500	\$1,172,000	6
4Q16	\$1,092,500	\$2,064,583	6
4Q17	\$680,000	\$662,317	6

SAG HARBOR

	Average Price	Median Price	Sales
4Q15	\$1,450,000	\$1,264,786	21
4Q16	\$1,040,000	\$1,248,657	18
4Q17	\$1,395,000	\$1,488,997	27

SAG HARBOR VILLAGE

	Average Price	Median Price	Sales
4Q15	\$1,155,000	\$1,682,861	18
4Q16	\$1,475,000	\$1,632,550	14
4Q17	\$1,162,500	\$1,356,821	14

SAGAPONACK

	Average Price	Median Price	Sales
4Q15	\$5,625,000	\$6,605,833	6
4Q16	\$1,060,000	\$941,934	3
4Q17	\$5,875,000	\$6,108,333	6

SHELTER ISLAND

	Average Price	Median Price	Sales
4Q15	\$820,361	\$1,175,219	21
4Q16	\$1,672,500	\$2,106,908	12
4Q17	\$925,000	\$1,950,100	19

SOUTHAMPTON

	Average Price	Median Price	Sales
4Q15	\$810,000	\$1,364,017	32
4Q16	\$1,227,500	\$1,512,713	30
4Q17	\$1,150,000	\$1,400,801	31

SOUTHAMPTON VILLAGE

	Average Price	Median Price	Sales
4Q15	\$2,800,000	\$4,850,845	29
4Q16	\$3,430,000	\$4,257,106	21
4Q17	\$4,292,500	\$6,610,859	22

SOUTH FORK SINGLE-FAMILY HOMES

Although the numbers of sales only increased from 3 in 4Q16 to 6 in 4Q17, Sagaponack saw the largest increase in dollar volume, with a rise of **+1,197%** to \$36,650,000.

WAINSCOTT

	Average Price	Median Price	Sales
4Q15	\$3,030,000	\$3,095,000	4
4Q16	\$7,220,000	\$7,006,667	3
4Q17	\$2,127,500	\$1,989,500	5

WATER MILL

	Average Price	Median Price	Sales
4Q15	\$3,850,000	\$4,253,732	22
4Q16	\$3,001,250	\$3,883,018	13
4Q17	\$3,067,500	\$3,048,333	12

WESTHAMPTON

	Average Price	Median Price	Sales
4Q15	\$740,000	\$1,150,985	11
4Q16	\$710,000	\$664,520	11
4Q17	\$600,000	\$956,389	9

WESTHAMPTON BEACH

	Average Price	Median Price	Sales
4Q15	\$725,000	\$1,222,892	7
4Q16	\$555,000	\$759,643	7
4Q17	\$1,700,000	\$1,920,772	9

WESTHAMPTON BEACH VILLAGE

	Average Price	Median Price	Sales
4Q15	\$1,335,000	\$2,301,374	12
4Q16	\$983,750	\$1,484,649	10
4Q17	\$1,500,000	\$1,700,000	7

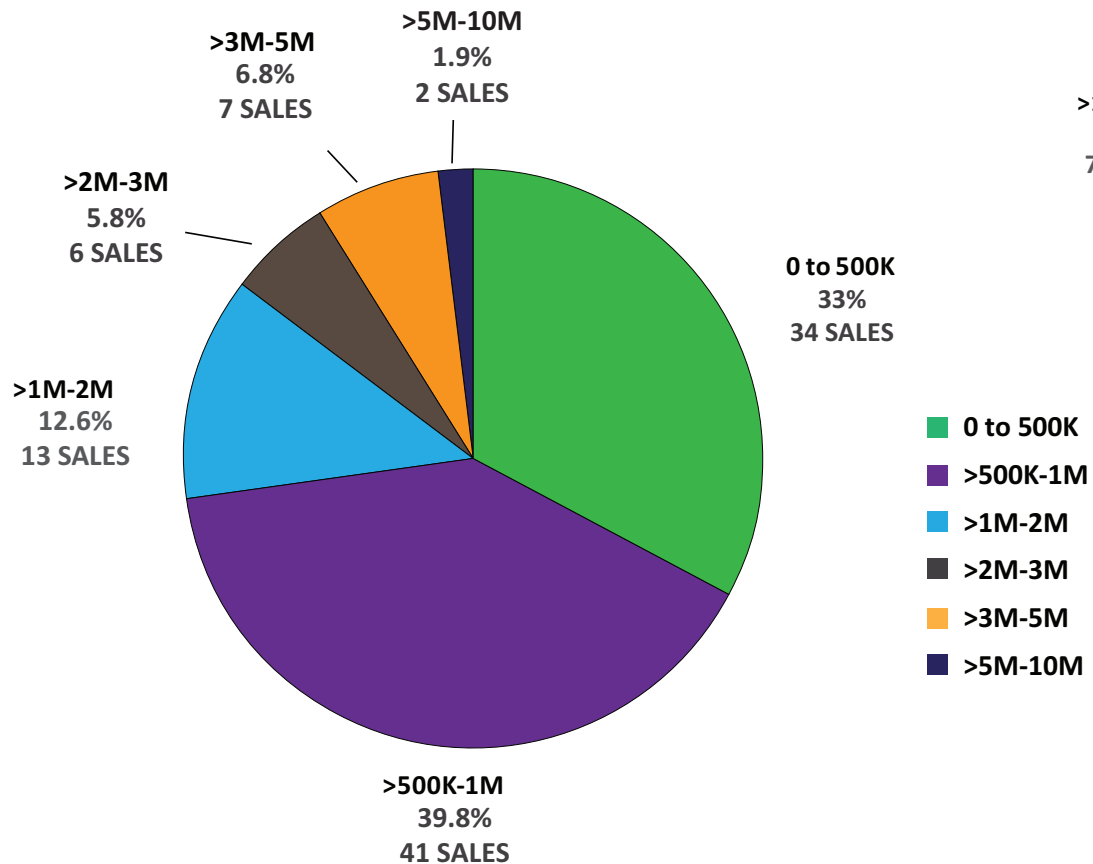
WESTHAMPTON DUNES

	Average Price	Median Price	Sales
4Q15	\$3,300,000	\$3,300,000	1
4Q16	\$2,460,000	\$2,460,000	2
4Q17	\$3,450,000	\$3,625,000	3

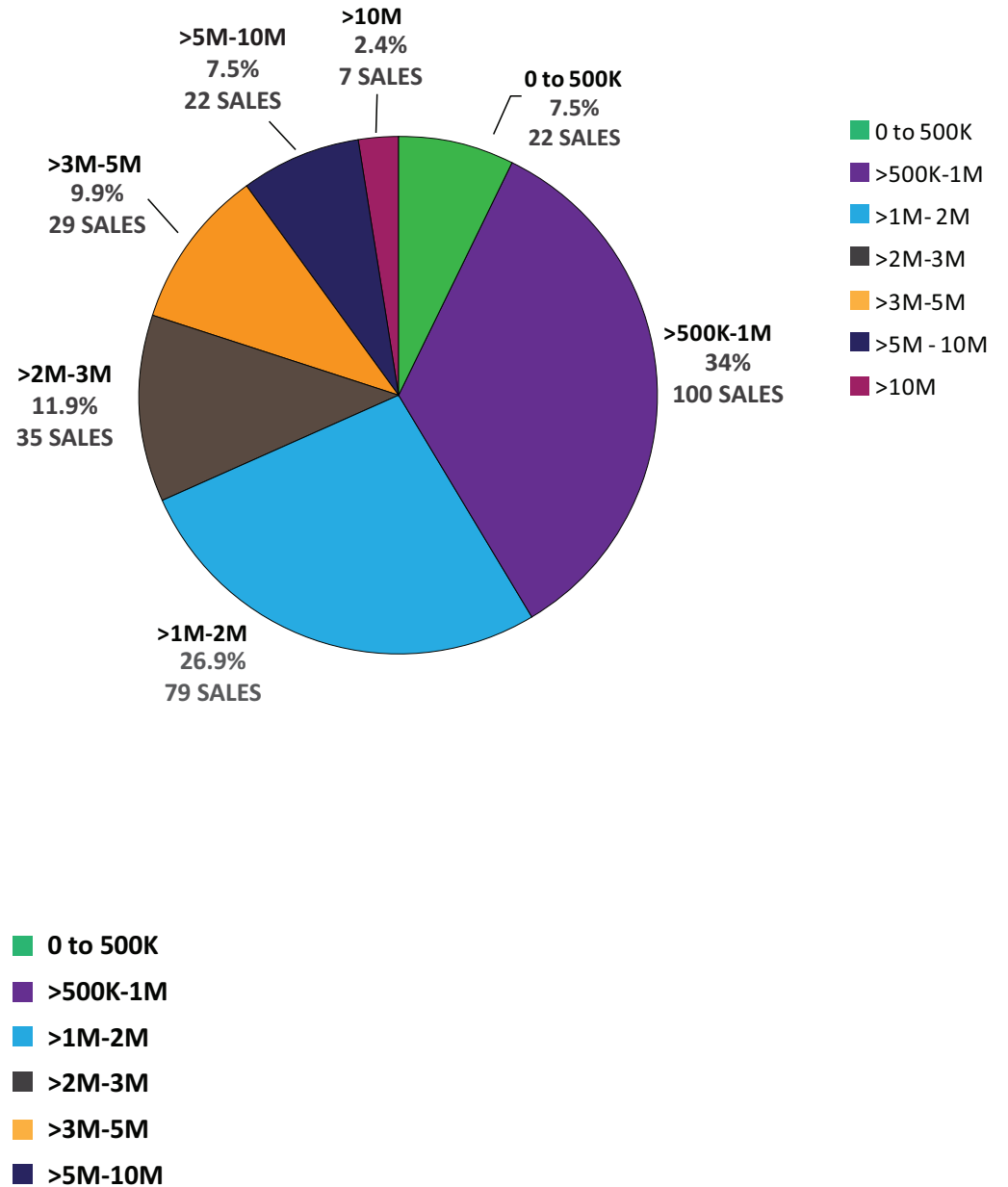
PERCENT OF HAMPTONS SALES BY PRICE

FOURTH QUARTER 2017

HAMPTONS WEST OF THE SHINNECOCK CANAL

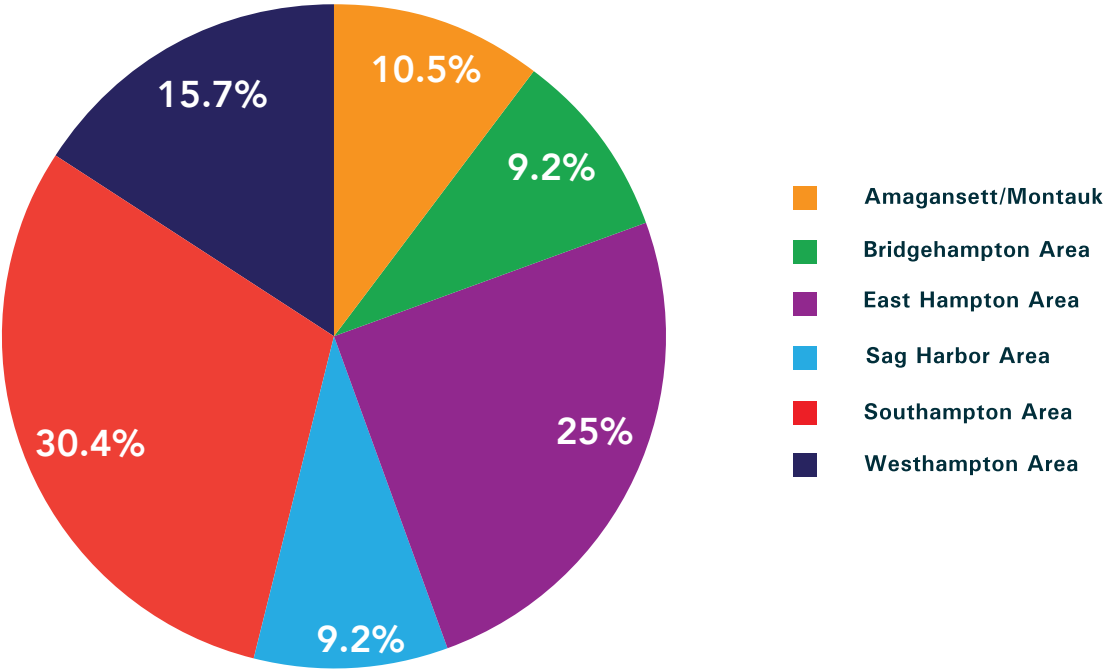
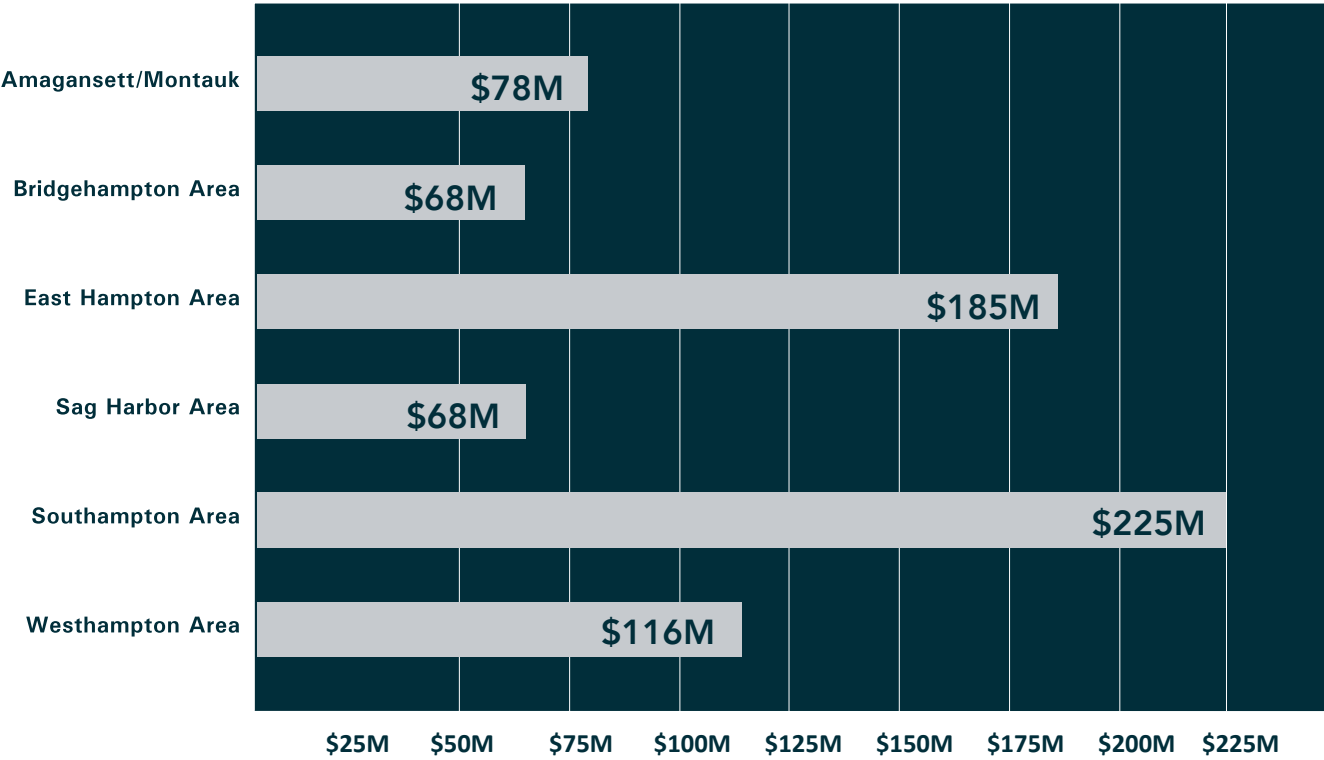


HAMPTONS EAST OF THE SHINNECOCK CANAL



HAMPTONS DOLLAR VOLUME BY AREA

FOURTH QUARTER 2017



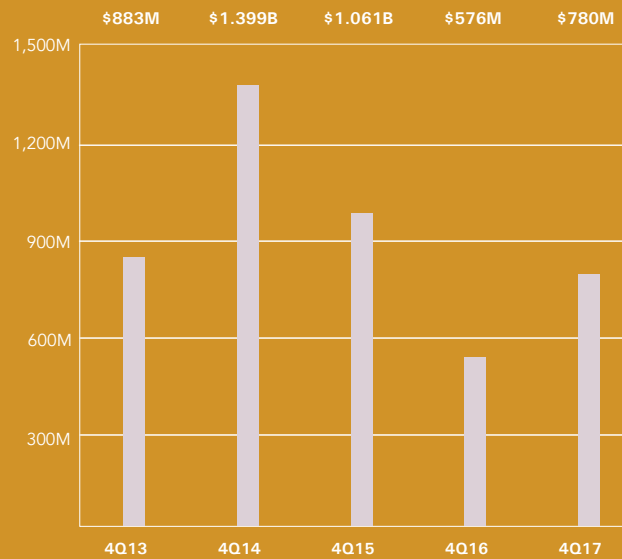
LONG-TERM TRENDS 2013 - 2017

4TH QUARTER TOTAL DOLLAR VOLUME



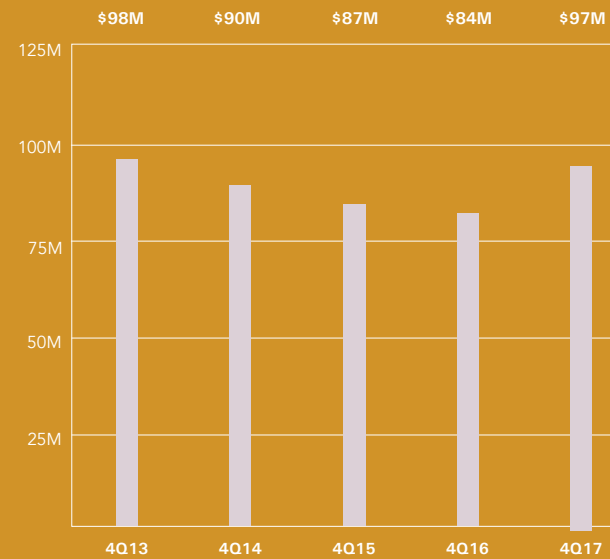
Sag Harbor Village Waterfront. BrownHarrisStevens.com WEB# 11795

HAMPTONS TOTAL DOLLAR VOLUME



Dollar Volume (Millions)

NORTH FORK TOTAL DOLLAR VOLUME



Dollar Volume (Millions)

NORTH FORK SINGLE-FAMILY HOMES

The average sales price for 4Q17 on the North Fork dipped **-10.5%** compared to 4Q16, to \$522,470, while the median price inched up 2.5% to \$475,000.

The North Fork experienced a rise in the total number of sales, from 144 in 4Q16 to 185 in 4Q17, for an increase of **+28.5%**.

AQUEBOGUE

	Average Price	Median Price	Sales
4Q15	\$360,000	\$395,031	13
4Q16	\$385,000	\$426,742	11
4Q17	\$383,000	\$394,394	8

BAITING HOLLOW

	Average Price	Median Price	Sales
4Q15	\$369,997	\$344,916	6
4Q16	\$432,500	\$400,938	4
4Q17	\$480,000	\$505,849	7

CUTCHOGUE

	Average Price	Median Price	Sales
4Q15	\$597,000	\$648,864	11
4Q16	\$606,250	\$647,306	18
4Q17	\$515,250	\$581,922	10

EAST MARION

	Average Price	Median Price	Sales
4Q15	\$654,500	\$817,900	5
4Q16	\$585,000	\$732,857	7
4Q17	\$465,000	\$701,667	3

GREENPORT

	Average Price	Median Price	Sales
4Q15	\$420,000	\$451,722	9
4Q16	\$375,000	\$399,098	7
4Q17	\$641,250	\$646,667	6

GREENPORT VILLAGE

	Average Price	Median Price	Sales
4Q15	\$525,000	\$516,001	7
4Q16	\$683,500	\$654,250	4
4Q17	\$484,000	\$465,400	5

JAMESPORT

	Average Price	Median Price	Sales
4Q15	\$429,500	\$429,500	2
4Q16	\$533,500	\$554,750	4
4Q17	\$480,000	\$440,389	9

LAUREL

	Average Price	Median Price	Sales
4Q15	\$427,000	\$793,500	5
4Q16	\$599,905	\$710,802	6
4Q17	\$627,500	\$659,833	3

NORTH FORK SINGLE-FAMILY HOMES

MANORVILLE

	Average Price	Median Price	Sales
4Q15	\$320,000	\$320,000	1
4Q16	\$0	\$0	0
4Q17	\$368,000	\$368,000	1

MATTITUCK

	Average Price	Median Price	Sales
4Q15	\$641,396	\$569,857	7
4Q16	\$600,000	\$829,700	10
4Q17	\$610,000	\$807,952	16

NEW SUFFOLK

	Average Price	Median Price	Sales
4Q15	\$995,000	\$995,000	1
4Q16	\$0	\$0	0
4Q17	\$615,000	\$615,000	1

ORIENT

	Average Price	Median Price	Sales
4Q15	\$677,500	\$833,405	11
4Q16	\$1,270,000	\$1,177,800	5
4Q17	\$737,500	\$713,321	6

PECONIC

	Average Price	Median Price	Sales
4Q15	\$420,000	\$420,000	1
4Q16	\$780,000	\$780,000	1
4Q17	\$682,500	\$682,500	4

RIVERHEAD

	Average Price	Median Price	Sales
4Q15	\$252,500	\$345,696	27
4Q16	\$310,000	\$387,574	17
4Q17	\$277,500	\$310,554	40

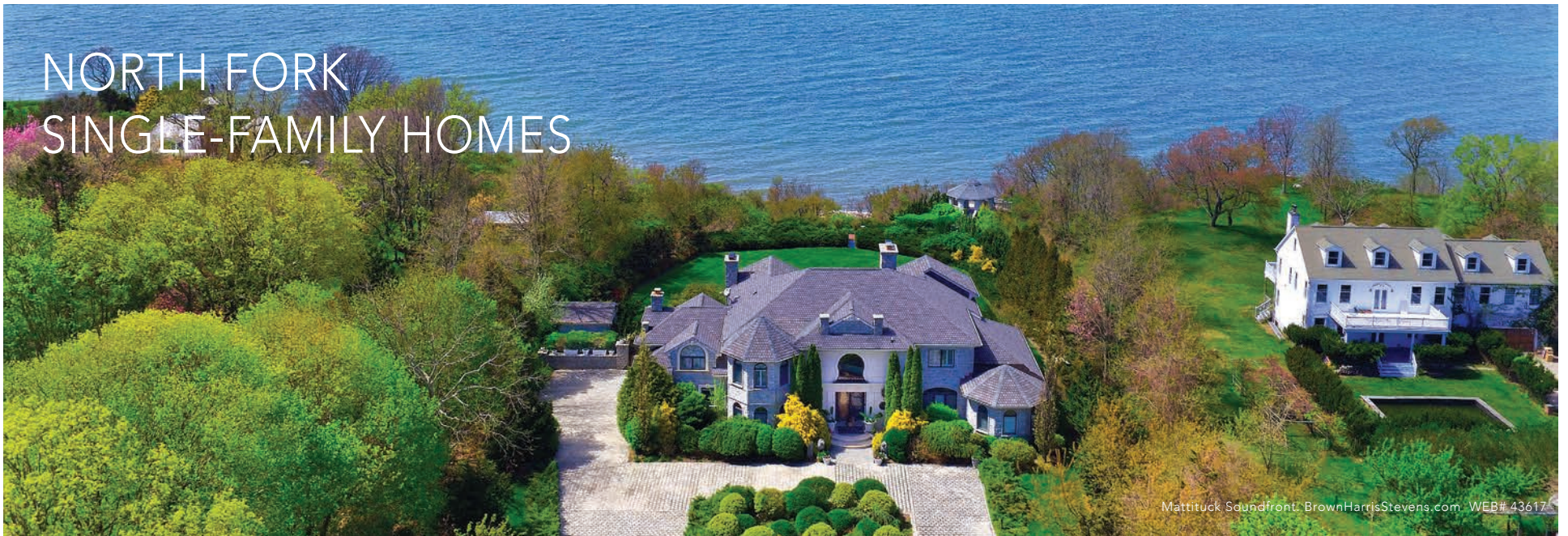
SOUTH JAMESPORT

	Average Price	Median Price	Sales
4Q15	\$860,000	\$860,000	1
4Q16	\$550,000	\$550,000	1
4Q17	\$590,000	\$495,833	3

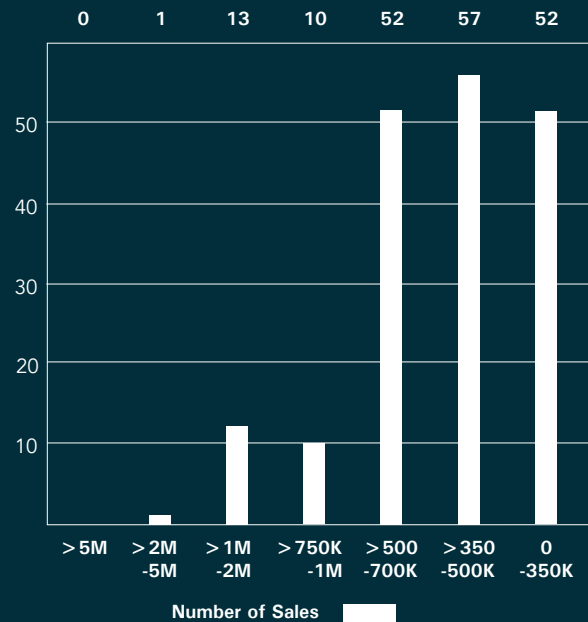
SOUTHOLD

	Average Price	Median Price	Sales
4Q15	\$481,250	\$632,775	40
4Q16	\$570,000	\$742,357	21
4Q17	\$534,000	\$718,138	29

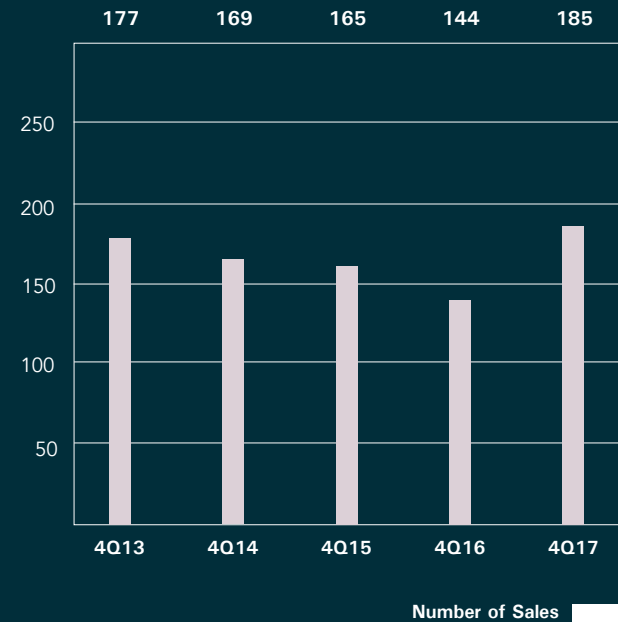
NORTH FORK SINGLE-FAMILY HOMES



FOURTH QUARTER 2017 PRICE BREAKDOWN



NUMBER OF SALES: FIVE-YEAR COMPARISON



BROWN HARRIS STEVENS Established 1873

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