

First Quarter 2018

Market Report Hamptons + North Fork

**Brown
Harris
Stevens**



BHS PARTNERING
WORLDWIDE

LUXURY
PORTFOLIO
INTERNATIONAL

Leading
REAL ESTATE COMPANIES
OF THE WORLD

Data Highlights: First Quarter 2018

The total number of 1Q18 South Fork sales climbed **+23.4%** compared to 1Q17 (332 in 2018 vs. 269 in 2017), and the total dollar volume rose +32.2% to \$673,530,318.

The average sales price in the Hamptons rose **+7.1%** to \$2,028,706 while the median price dropped 2.1% to \$1,102,200.

There were **28 sales** over \$5M in the Hamptons in 1Q18, 6 of which were above \$10M.

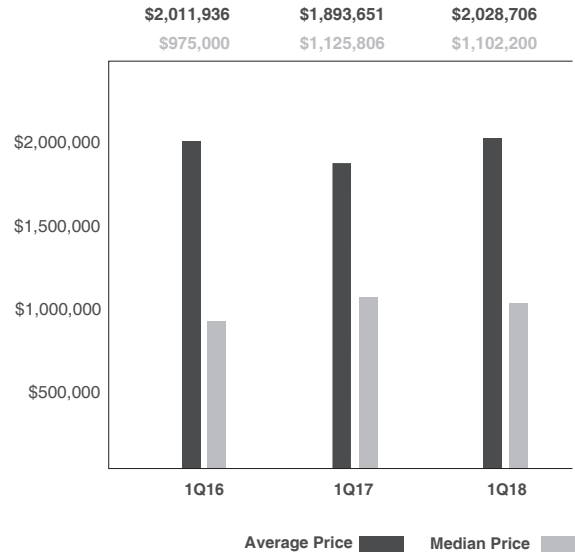


Although the sales over \$5M constituted **8.4%** of the total number of sales, they accounted for 37% of the total dollar volume.

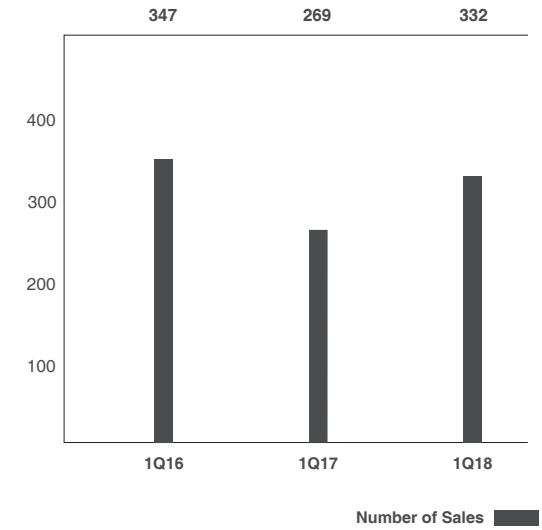
The number of sales on the North Fork increased **+2.6%** to 130 in 1Q18, while total dollar volume rose +23% to \$75,137,174.

The Hamptons

Average and Median Sale Price

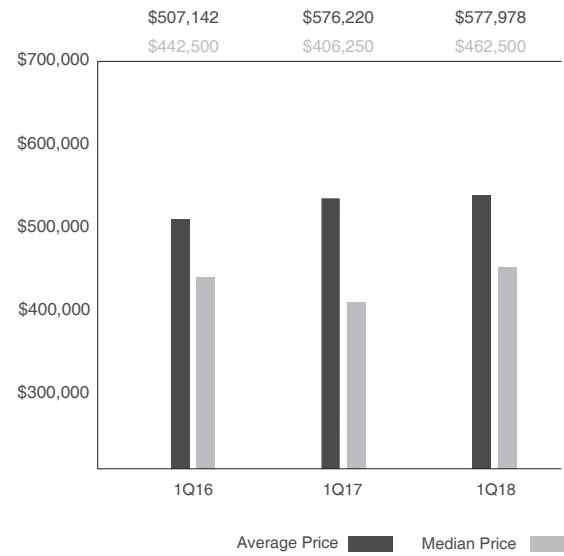


Number of Sales

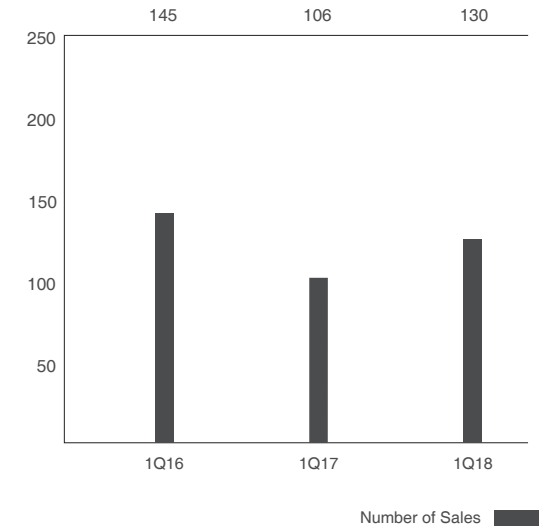


North Fork

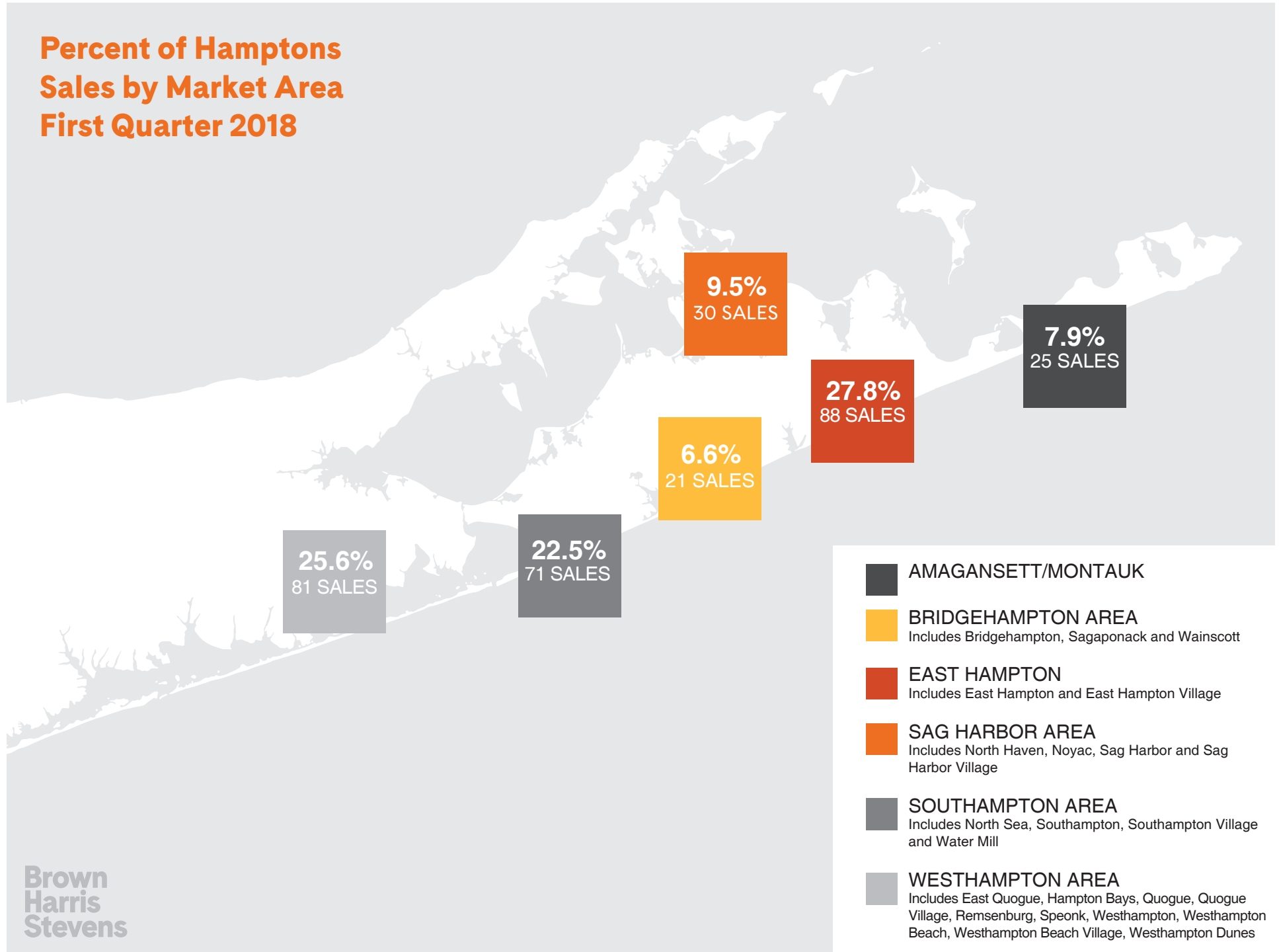
Average and Median Sale Price



Number of Sales



Percent of Hamptons Sales by Market Area First Quarter 2018



South Fork Single-Family Homes

East Hampton Village experienced an impressive **+375%** increase in total dollar volume, with 10 sales in 1Q18 compared to 5 sales in 1Q17.

Amagansett

	Average Price	Median Price	Sales
1Q16	\$1,800,000	\$2,270,702	17
1Q17	\$2,475,000	\$2,950,909	11
1Q18	\$2,012,500	\$2,815,571	14

East Hampton

	Average Price	Median Price	Sales
1Q16	\$853,750	\$1,147,384	78
1Q17	\$917,500	\$1,270,879	68
1Q18	\$971,703	\$1,156,338	76

East Quogue

	Average Price	Median Price	Sales
1Q16	\$610,500	\$666,366	9
1Q17	\$553,000	\$615,938	16
1Q18	\$455,000	\$722,600	15

Montauk

	Average Price	Median Price	Sales
1Q16	\$984,650	\$1,616,692	12
1Q17	\$925,000	\$1,726,823	13
1Q18	\$995,000	\$2,114,591	11

Bridgehampton

	Average Price	Median Price	Sales
1Q16	\$1,935,000	\$2,715,273	16
1Q17	\$2,956,750	\$2,817,550	10
1Q18	\$2,850,000	\$4,514,138	19

East Hampton Village

	Average Price	Median Price	Sales
1Q16	\$2,400,000	\$11,840,583	9
1Q17	\$3,000,000	\$3,354,400	5
1Q18	\$7,625,000	\$7,965,000	10

Hampton Bays

	Average Price	Median Price	Sales
1Q16	\$405,000	\$493,660	33
1Q17	\$515,250	\$598,604	20
1Q18	\$450,000	\$484,056	33

North Haven

	Average Price	Median Price	Sales
1Q16	\$3,250,000	\$4,048,750	4
1Q17	\$2,550,000	\$3,475,000	5
1Q18	\$1,989,438	\$1,880,563	6

South Fork Single-Family Homes

Out of the 24 towns surveyed on the South Fork, Southampton had the largest number of sales in 1Q18, with 40 - an increase of **42.9%** over the same time last year.

Quogue Village

	Average Price	Median Price	Sales
1Q16	\$1,982,500	\$3,113,667	12
1Q17	\$2,275,000	\$1,906,643	7
1Q18	\$2,162,500	\$3,291,667	6

Sag Harbor

	Average Price	Median Price	Sales
1Q16	\$950,000	\$1,267,353	17
1Q17	\$1,550,000	\$1,794,716	15
1Q18	\$1,154,000	\$1,165,286	14

Sagaponack

	Average Price	Median Price	Sales
1Q16	\$5,425,000	\$7,041,320	6
1Q17	\$6,281,500	\$6,281,500	2
1Q18	\$7,937,500	\$7,937,500	2

Southampton

	Average Price	Median Price	Sales
1Q16	\$735,000	\$1,636,284	39
1Q17	\$1,089,000	\$1,408,107	28
1Q18	\$1,232,500	\$1,412,563	40

Remsenburg

	Average Price	Median Price	Sales
1Q16	\$1,144,750	\$1,087,000	6
1Q17	\$882,500	\$923,063	8
1Q18	\$994,500	\$1,864,563	4

Sag Harbor Village

	Average Price	Median Price	Sales
1Q16	\$1,275,000	\$1,889,500	16
1Q17	\$1,675,000	\$2,484,875	8
1Q18	\$1,237,500	\$1,438,150	10

Shelter Island

	Average Price	Median Price	Sales
1Q16	\$875,000	\$1,074,941	17
1Q17	\$755,000	\$1,641,876	9
1Q18	\$997,000	\$1,023,982	8

Southampton Village

	Average Price	Median Price	Sales
1Q16	\$2,000,000	\$3,042,112	13
1Q17	\$3,750,000	\$5,889,654	13
1Q18	\$1,612,500	\$4,550,813	16

South Fork Single-Family Homes

Wainscott

	Average Price	Median Price	Sales
1Q16	\$2,805,000	\$5,267,500	4
1Q17	\$0	\$0	0
1Q18	\$4,602,500	\$4,602,500	2

Water Mill

	Average Price	Median Price	Sales
1Q16	\$3,400,000	\$6,058,500	8
1Q17	\$3,017,500	\$4,427,700	10
1Q18	\$3,200,000	\$4,338,580	15

Westhampton

	Average Price	Median Price	Sales
1Q16	\$748,750	\$837,188	8
1Q17	\$1,017,500	\$1,251,667	12
1Q18	\$850,000	\$1,098,778	9

Westhampton Beach

	Average Price	Median Price	Sales
1Q16	\$654,489	\$1,017,088	6
1Q17	\$1,317,500	\$1,317,500	2
1Q18	\$900,000	\$823,000	5

Westhampton Beach Village

	Average Price	Median Price	Sales
1Q16	\$915,000	\$1,612,773	11
1Q17	\$995,000	\$1,588,429	7
1Q18	\$985,000	\$1,635,143	7

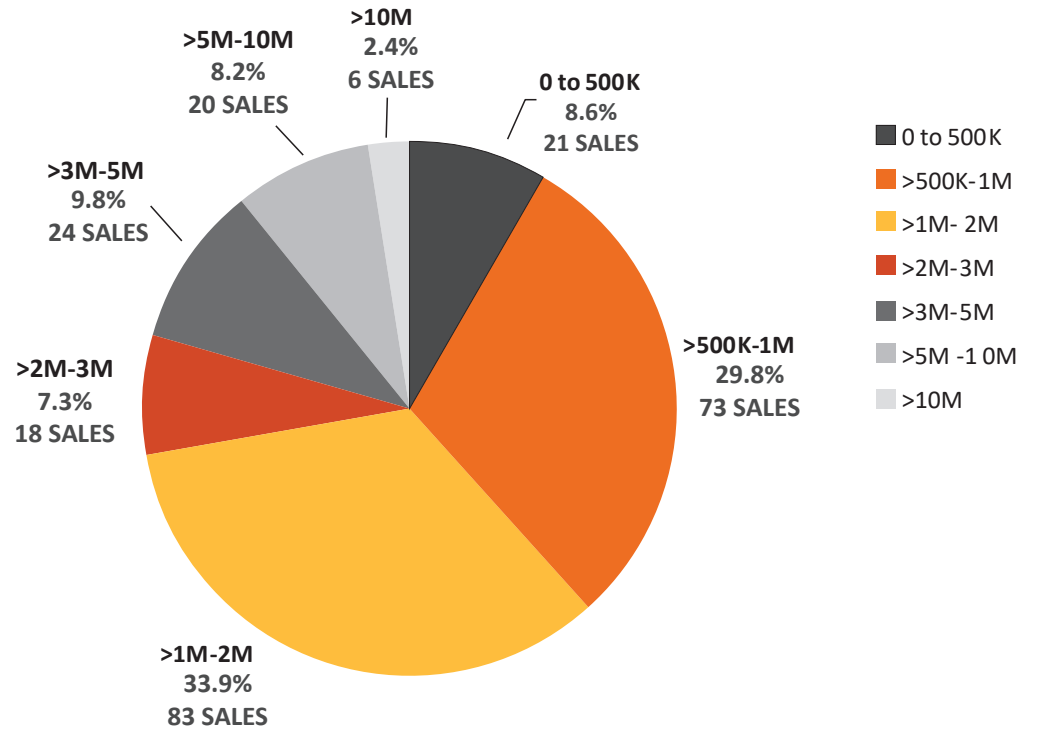
Westhampton Dunes

	Average Price	Median Price	Sales
1Q16	\$0	\$0	0
1Q17	\$0	\$0	0
1Q18	\$2,396,000	\$2,396,000	2

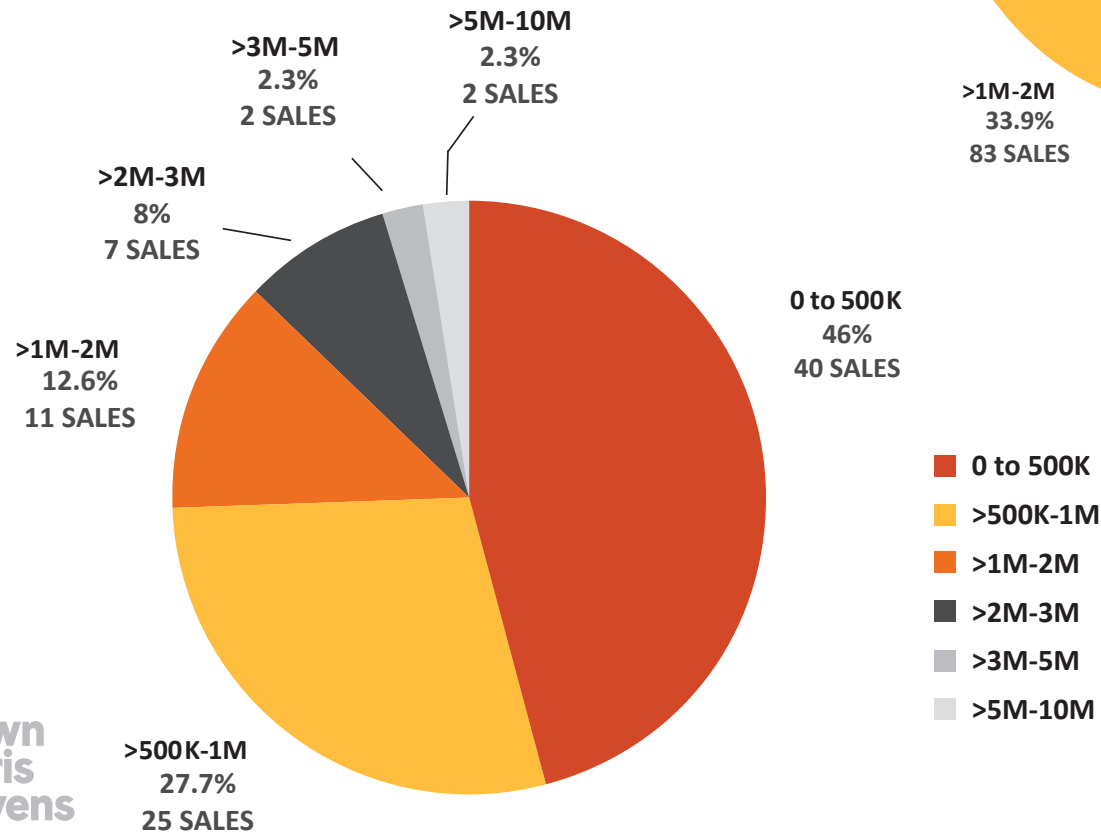
Percent of Hamptons Sales by Price

First Quarter 2018

Hamptons East of the Shinnecock Canal



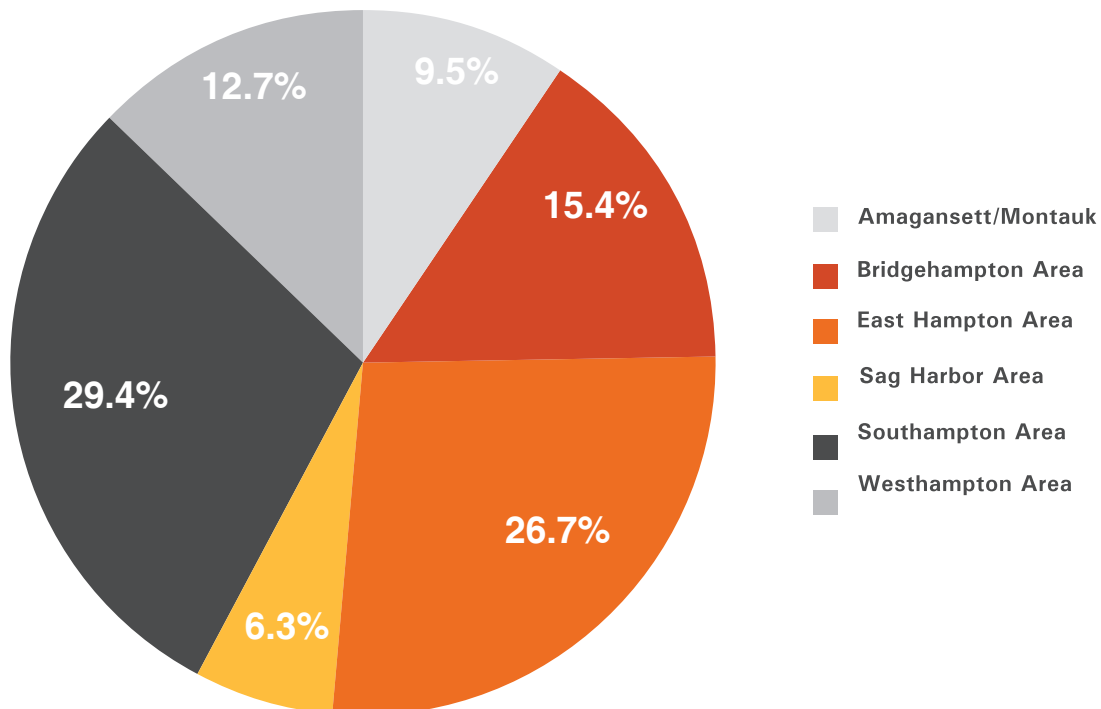
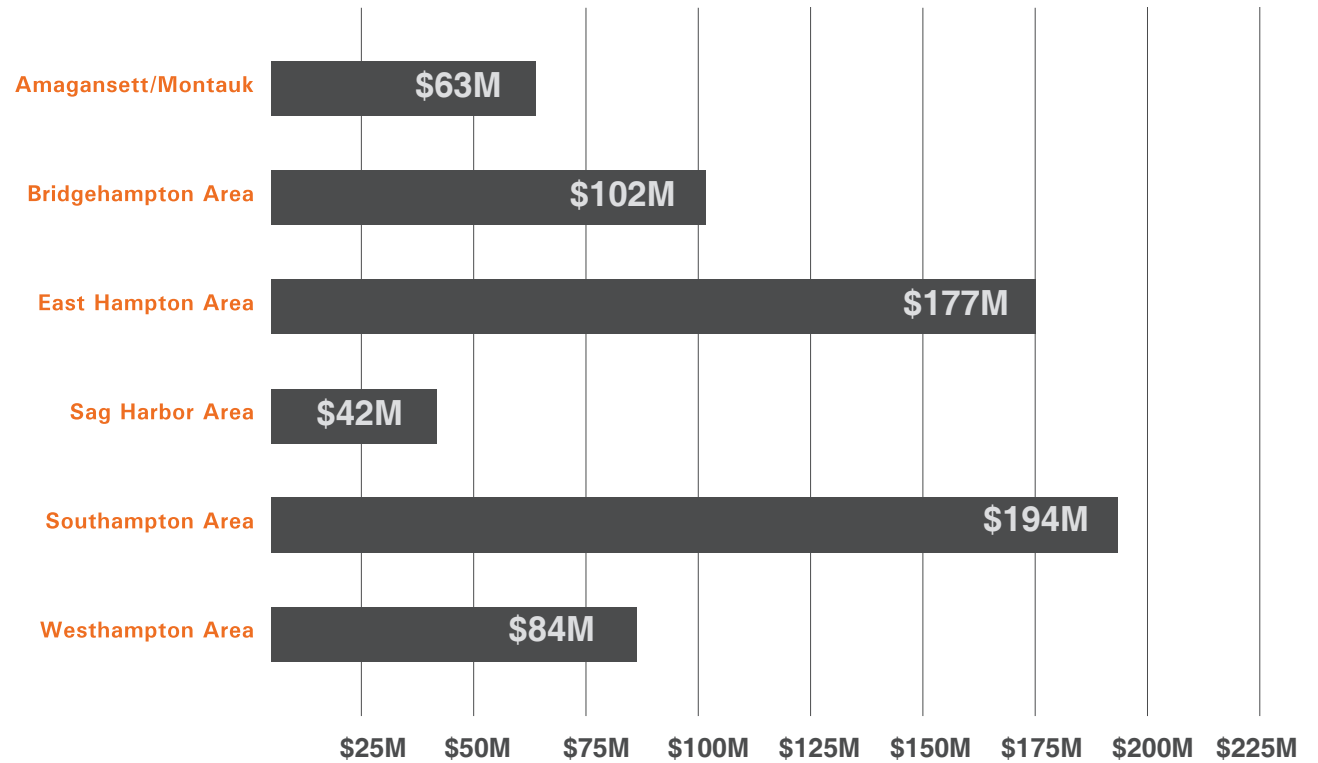
Hamptons West of the Shinnecock Canal



**Brown
Harris
Stevens**

Dollar Volume by Area

First Quarter 2018



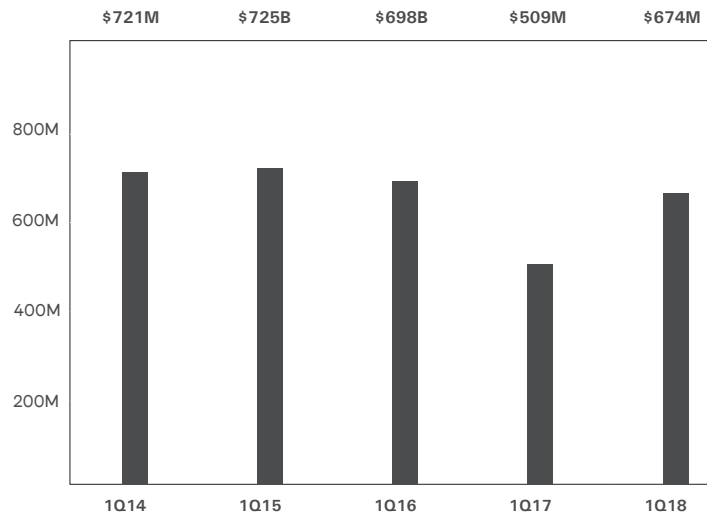
**Brown
Harris
Stevens**

Long-Term Trends 2013 - 2017 1st Quarter Total Dollar Volume



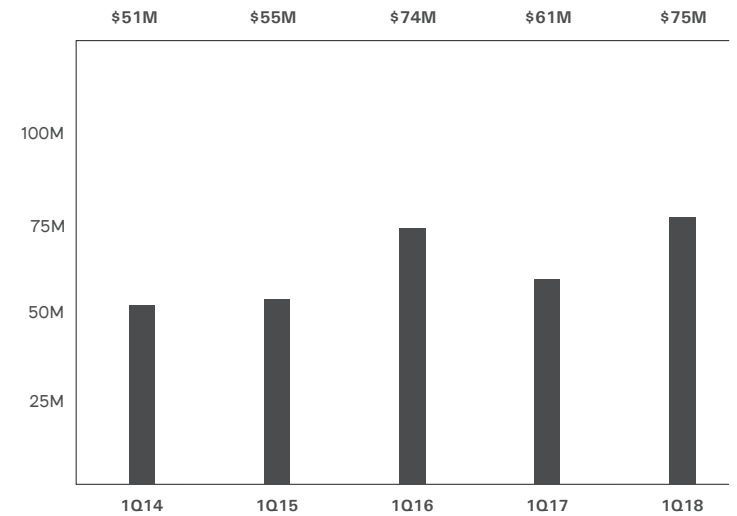
Shelter Island Waterfront. WEB# 55264

Hamptons total dollar volume



Dollar Volume (Millions)

North Fork total dollar volume



Dollar Volume (Millions)

North Fork Single-Family Homes

Aquebogue

	Average Price	Median Price	Sales
1Q16	\$205,000	\$397,167	3
1Q17	\$488,500	\$653,000	4
1Q18	\$347,000	\$379,750	4

Cutchogue

	Average Price	Median Price	Sales
1Q16	\$627,750	\$611,886	15
1Q17	\$587,500	\$602,188	8
1Q18	\$612,500	\$617,311	9

Greenport

	Average Price	Median Price	Sales
1Q16	\$460,000	\$564,063	8
1Q17	\$467,600	\$613,975	7
1Q18	\$660,000	\$768,000	5

Jamesport

	Average Price	Median Price	Sales
1Q16	\$626,750	\$691,913	4
1Q17	\$397,500	\$425,500	5
1Q18	\$495,000	\$474,667	6

Baiting Hollow

	Average Price	Median Price	Sales
1Q16	\$375,000	\$383,333	3
1Q17	\$476,500	\$485,250	4
1Q18	\$477,450	\$521,494	6

East Marion

	Average Price	Median Price	Sales
1Q16	\$628,000	\$671,000	3
1Q17	\$642,000	\$642,000	2
1Q18	\$575,000	\$777,000	3

Greenport Village

	Average Price	Median Price	Sales
1Q16	\$430,000	\$517,000	5
1Q17	\$470,000	\$475,670	10
1Q18	\$598,750	\$701,083	6

Laurel

	Average Price	Median Price	Sales
1Q16	\$380,000	\$478,333	3
1Q17	\$565,500	\$565,500	2
1Q18	\$762,500	\$785,833	3

North Fork Single-Family Homes

Manorville

	Average Price	Median Price	Sales
1Q16	\$0	\$0	0
1Q17	\$0	\$0	0
1Q18	\$0	\$0	0

New Suffolk

	Average Price	Median Price	Sales
1Q16	\$352,000	\$352,000	1
1Q17	\$360,000	\$360,000	1
1Q18	\$964,000	\$964,000	2

Peconic

	Average Price	Median Price	Sales
1Q16	\$762,450	\$762,450	2
1Q17	\$0	\$0	0
1Q18	\$700,000	\$699,980	5

South Jamesport

	Average Price	Median Price	Sales
1Q16	\$390,000	\$390,000	1
1Q17	\$0	\$0	0
1Q18	\$497,500	\$497,500	2

Mattituck

	Average Price	Median Price	Sales
1Q16	\$445,000	\$644,815	15
1Q17	\$492,450	\$950,490	10
1Q18	\$438,000	\$447,212	13

Orient

	Average Price	Median Price	Sales
1Q16	\$787,000	\$683,667	3
1Q17	\$519,500	\$676,100	5
1Q18	\$1,475,000	\$1,602,857	7

Riverhead

	Average Price	Median Price	Sales
1Q16	\$250,000	\$354,975	29
1Q17	\$270,000	\$460,589	21
1Q18	\$312,000	\$322,161	28

Southold

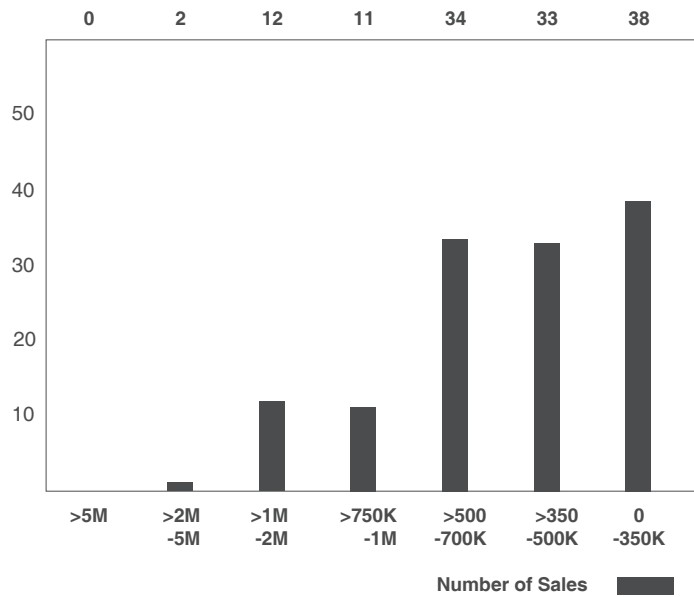
	Average Price	Median Price	Sales
1Q16	\$490,000	\$569,400	25
1Q17	\$490,000	\$682,333	17
1Q18	\$656,250	\$657,075	12

North Fork Single-Family Homes

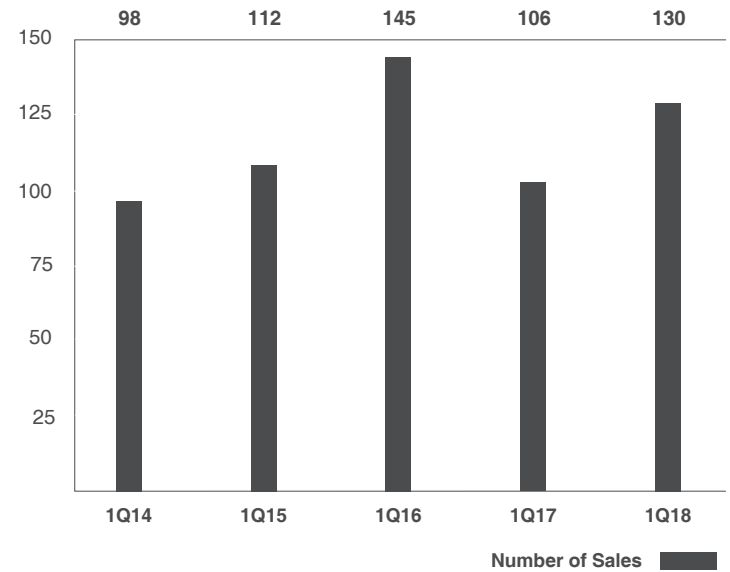


For this report North Fork Area consists of Aquebogue, Baiting Hollow, Calverton, Cutchogue, East Marion, Greenport, Greenport Village, Jamesport, Laurel, Manorville, Mattituck, New Suffolk, Orient, Peconic, Riverhead, South Jamesport, Southold, Wading River

FIRST QUARTER 2018 PRICE BREAKDOWN



NUMBER OF SALES: FIVE-YEAR COMPARISON



Peter M. Turino

President
Brown Harris Stevens of the Hamptons
631.903.6115
pturino@bhshamptons.com

Christopher J. Burnside

Partner
Brown Harris Stevens of the Hamptons
631.537.4320
cburnside@bhshamptons.com

Aspasia G. Comnas

Executive Managing Director
Brown Harris Stevens of the Hamptons
631.537.4321
acomnas@bhshamptons.com

Robert Nelson

Senior Managing Director
Brown Harris Stevens of the Hamptons
631.204.2431
Rnelson@bhshamptons.com



Westhampton Beach
70 Main Street
Westhampton, New York 11978
631.288.5500

Southampton
24 Main Street
Southampton, New York 11968
631.287.4900

Bridgehampton
2408 Main Street
Bridgehampton, New York 11932
631.537.2727

Sag Harbor
133 Main Street
Sag Harbor, New York 11963
631.725.2250

East Hampton
27 Main Street
East Hampton, New York 11937
631.324.6400

NEW YORK CITY
HAMPTONS
PALM BEACH
MIAMI
WORLDWIDE

