

First Quarter 2019

Market Report Hamptons + North Fork

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Harris
Stevens**



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Based Upon Data Available as of April 12, 2019

Data Highlights: First Quarter 2019

The First Quarter of 2019 experienced declines in sales across all price ranges, with the exception of the \$500,000 - \$1M category, where there was a slight rise (from 98 in 1Q18 to 101 in 1Q19).

The total number of 1Q19 South Fork sales slipped **16.9%** compared to 1Q18 (276 in 2019 vs. 332 in 2018), and the total dollar volume dropped **19.5%** to \$542,416,446.

The 1Q average sales price in the Hamptons dipped **3.1%** to \$1,965,277 while the median price increased **7.7%** to \$1,187,500.



On the South Fork, East of the Canal, **71%** of sales in 1Q19 were under \$2 Million, and West of the Canal that figure was **88%**.

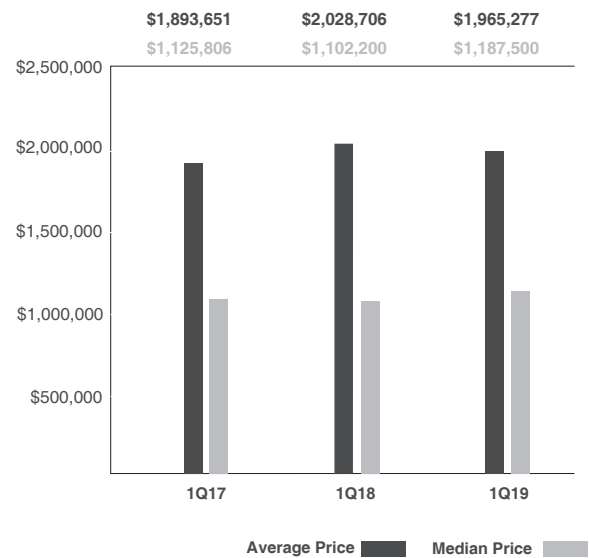
There were **18** sales **over \$5M** in the First Quarter of 2019 (down slightly from 20 in 1Q18), 4 of which were over \$10M (compared to 6 in the previous year).

The number of sales on the North Fork declined **24.8%** to 79 in 1Q19. Total dollar volume dipped **8.8%** to \$57,490,885.

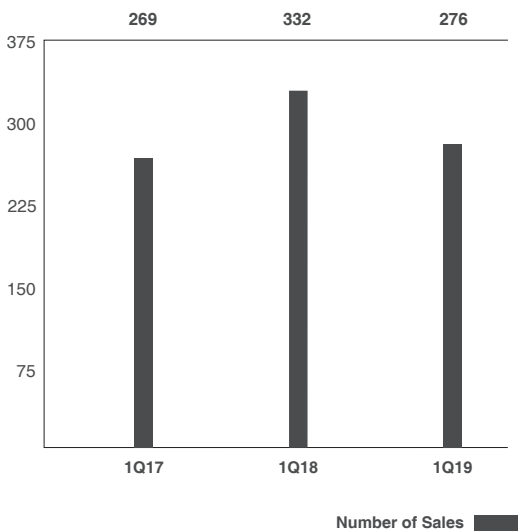
With significantly fewer sales under \$750K (55 in 1Q19 vs. 83 in 1Q18), the average North Fork sales price increased **21.3%** to \$727,733 and the median price rose **10.6%** to \$530,000.

The Hamptons

Average and Median Sale Price

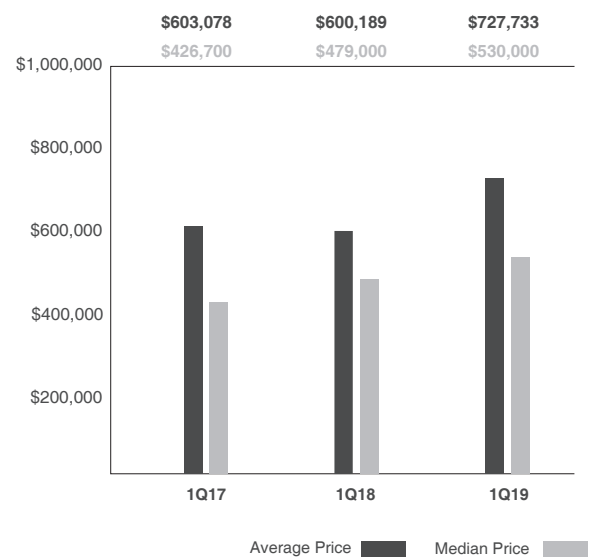


Number of Sales

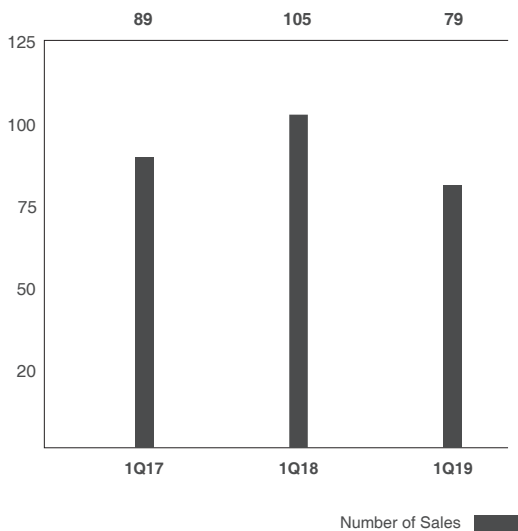


North Fork

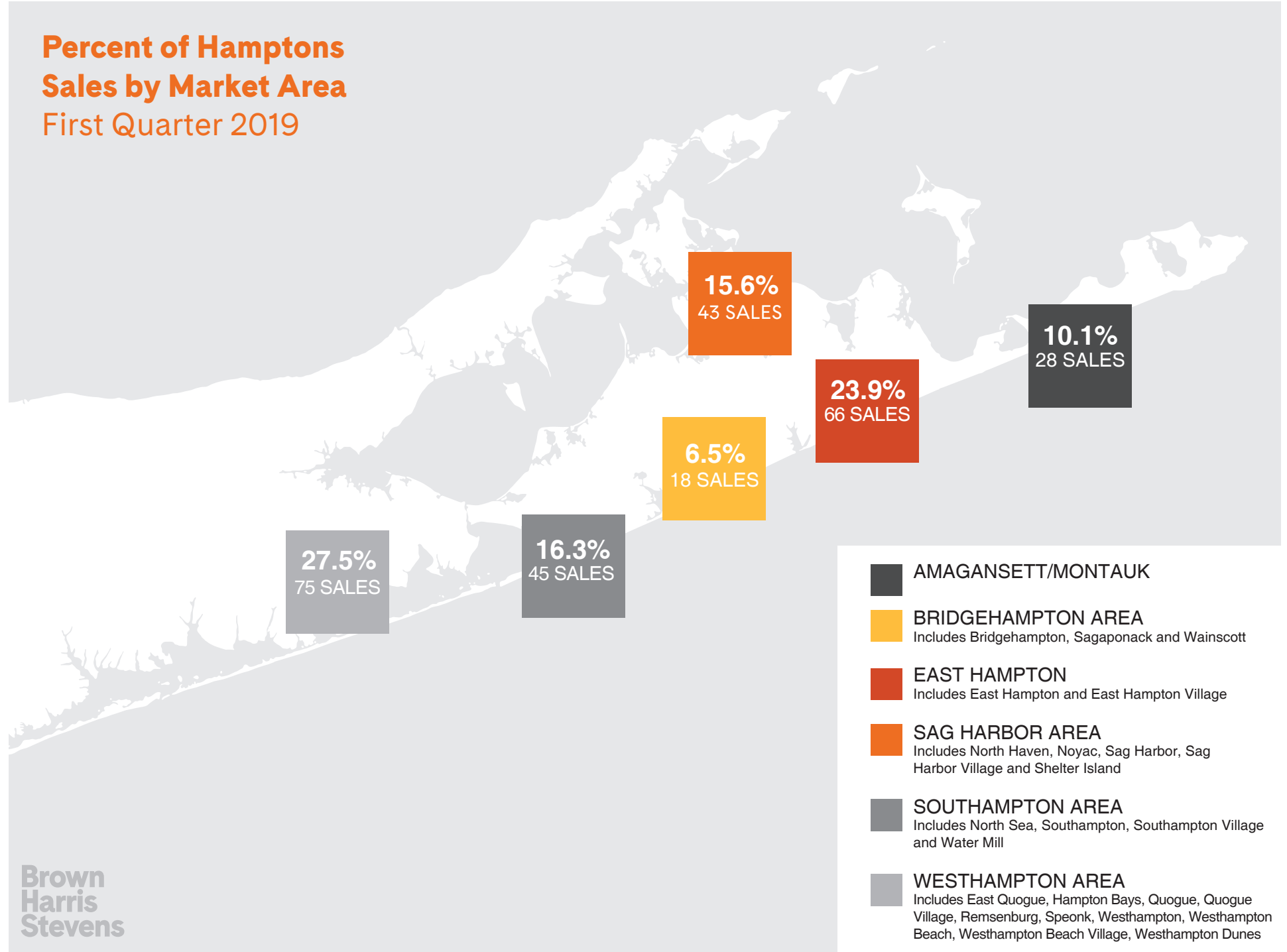
Average and Median Sale Price



Number of Sales



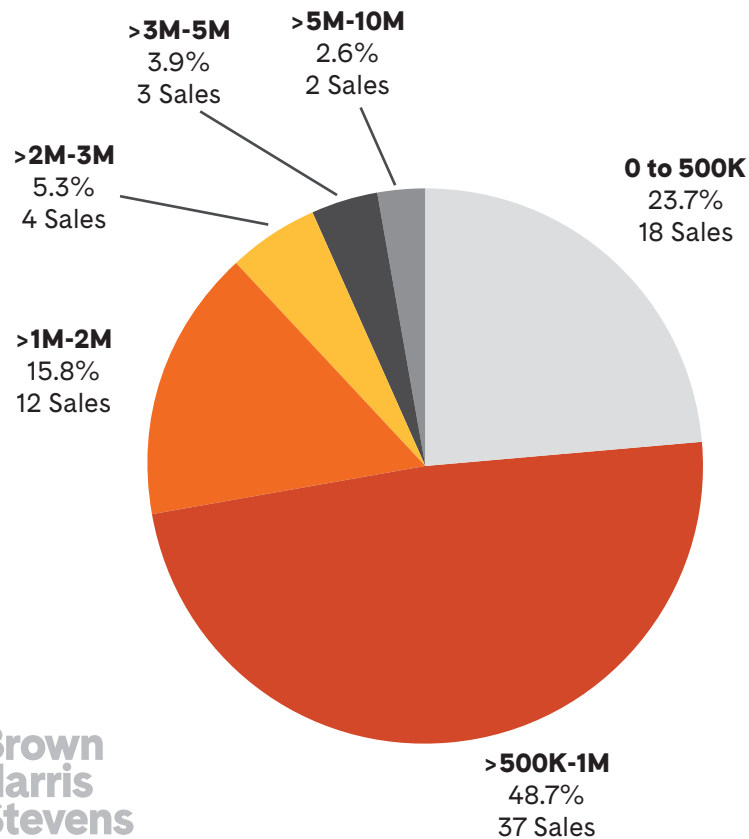
Percent of Hamptons Sales by Market Area First Quarter 2019



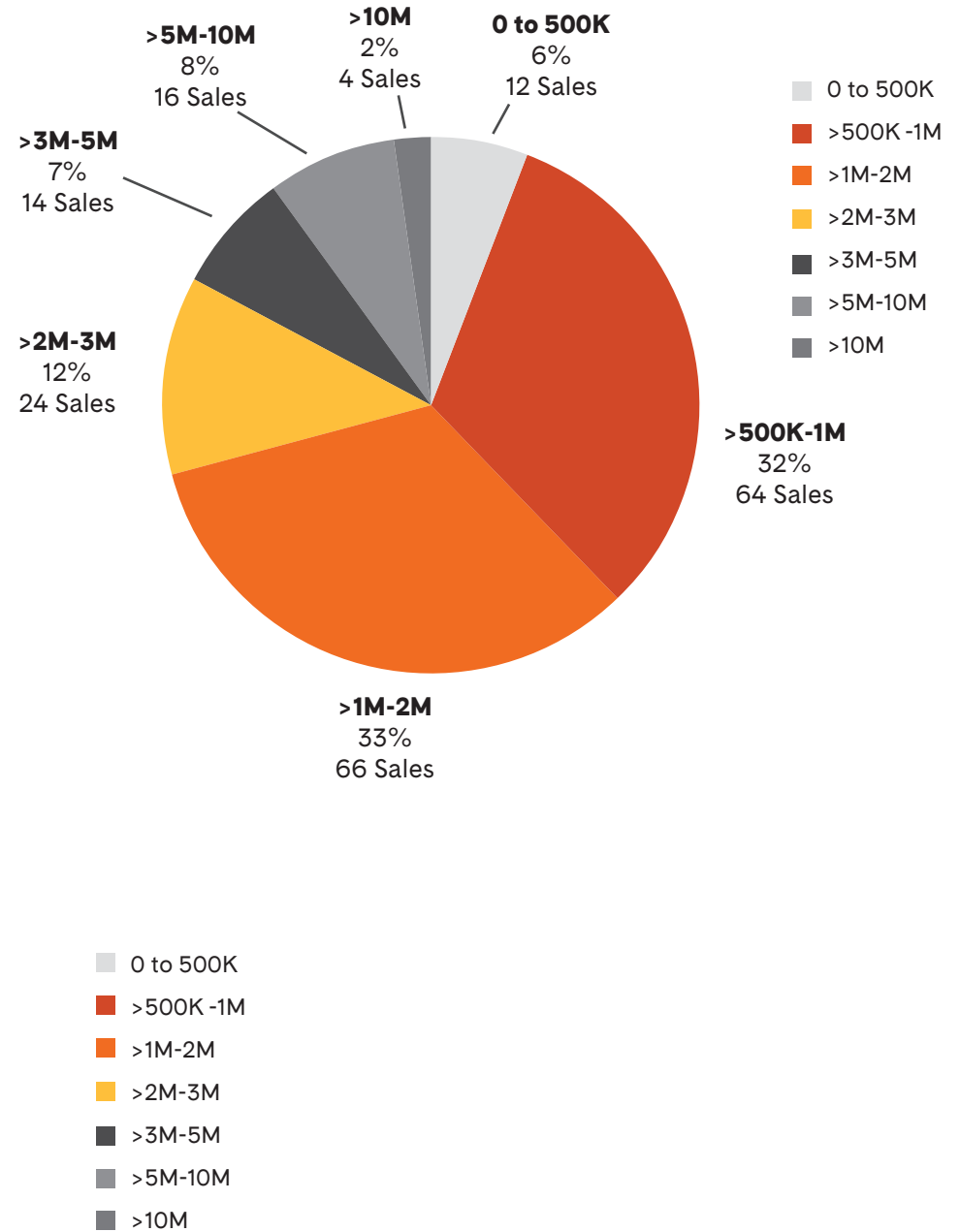
Percent of Hamptons Sales by Price

First Quarter 2019

Hamptons West of the Shinnecock Canal

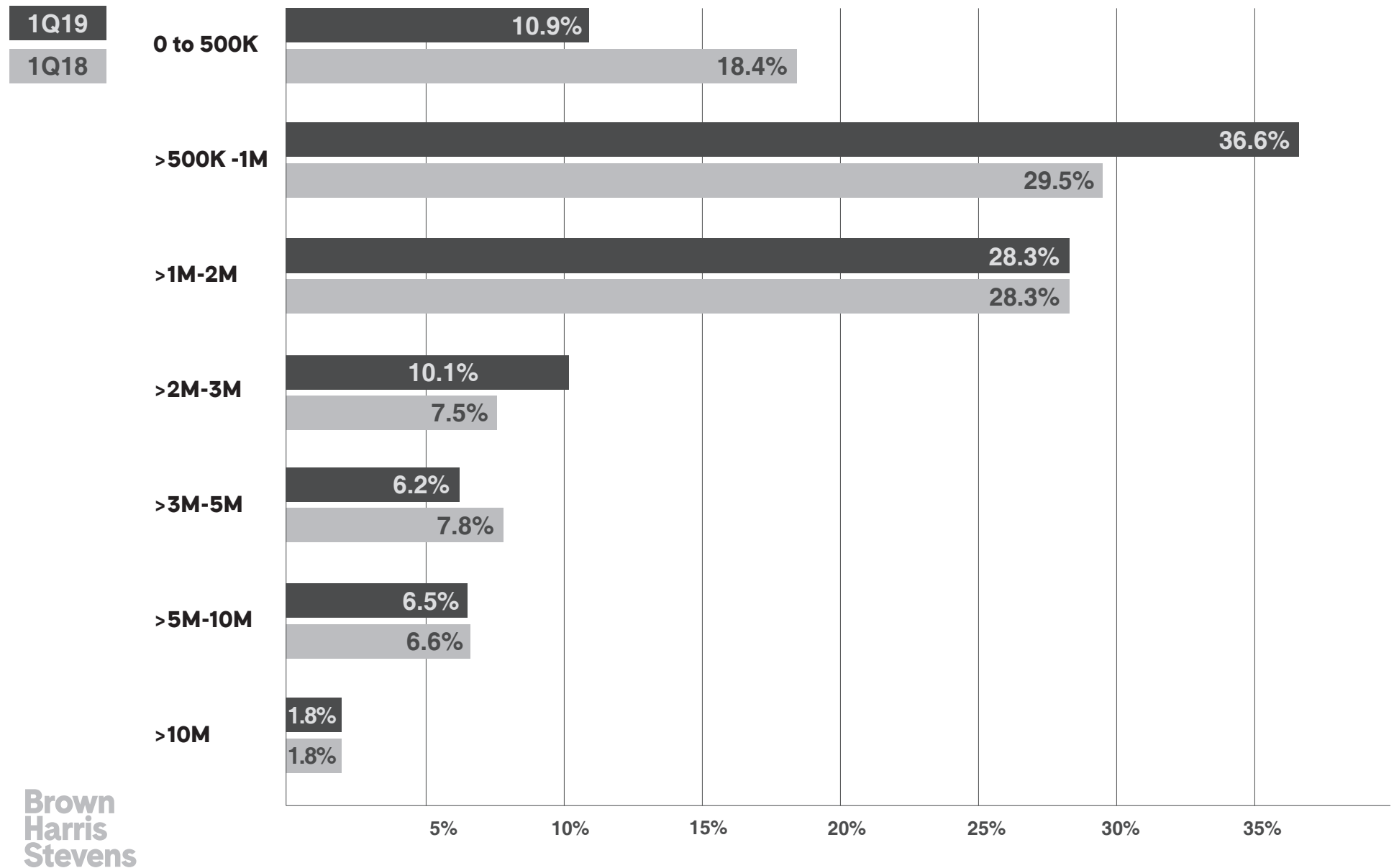


Hamptons East of the Shinnecock Canal



Percent of Hamptons Sales by Price: Year-to-Year

First Quarter Comparison: 1Q19 Vs. 1Q18



South Fork 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
1Q17	\$2,475,000	\$2,950,909	11	0	1	4	3	1	2	0
1Q18	\$2,150,000	\$3,021,000	13	1	1	4	1	3	3	0
1Q19	\$2,337,500	\$2,726,111	9	0	1	2	2	4	0	0

Bridgehampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q17	\$2,956,750	\$2,817,550	10	0	2	2	1	5	0	0
1Q18	\$2,850,000	\$4,514,138	19	1	1	5	3	3	5	1
1Q19	\$2,911,600	\$3,611,418	11	0	2	2	2	3	2	0

East Hampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q17	\$917,500	\$1,270,879	68	11	24	24	5	3	1	0
1Q18	\$958,405	\$1,143,203	77	8	34	30	1	4	0	0
1Q19	\$1,318,385	\$1,386,292	55	3	20	27	4	0	1	0

East Hampton Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q17	\$3,000,000	\$3,354,400	5	0	0	1	2	1	1	0
1Q18	\$7,625,000	\$7,965,000	10	0	2	0	0	1	5	2
1Q19	\$4,115,000	\$6,901,500	10	0	1	1	3	0	2	3

Montauk

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q17	\$925,000	\$1,726,823	13	0	7	3	1	1	1	0
1Q18	\$995,000	\$2,114,591	11	0	6	2	1	1	1	0
1Q19	\$1,427,000	\$2,607,605	19	0	6	9	0	1	3	0

South Fork 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
1Q17	\$2,550,000	\$3,475,000	5	0	1	1	1	1	1	0
1Q18	\$1,989,438	\$1,880,563	6	0	0	3	3	0	0	0
1Q19	\$3,100,000	\$4,000,000	3	0	0	1	0	1	1	0

Sag Harbor

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q17	\$1,550,000	\$1,794,716	15	2	3	6	2	1	1	0
1Q18	\$1,154,000	\$1,165,286	14	1	5	8	0	0	0	0
1Q19	\$1,012,500	\$1,584,291	18	1	8	6	2	0	1	0

Sag Harbor Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q17	\$1,675,000	\$2,484,875	8	0	1	5	0	1	1	0
1Q18	\$1,237,500	\$1,438,150	10	0	3	6	0	1	0	0
1Q19	\$1,375,500	\$1,572,669	12	1	4	3	3	1	0	0

Sagaponack

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q17	\$6,281,500	\$6,281,500	2	0	0	0	1	0	1	0
1Q18	\$7,937,500	\$7,937,500	2	0	0	0	0	0	1	1
1Q19	\$5,700,000	\$5,960,714	7	0	0	2	0	1	3	1

Shelter Island

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q17	\$755,000	\$1,641,876	9	0	7	1	0	0	1	0
1Q18	\$997,000	\$1,023,982	8	0	5	3	0	0	0	0
1Q19	\$862,000	\$1,177,668	10	2	4	3	0	1	0	0

South Fork 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
1Q17	\$1,089,000	\$1,408,107	28	3	10	6	6	3	0	0
1Q18	\$1,232,500	\$1,412,563	40	6	12	14	5	2	1	0
1Q19	\$845,000	\$1,122,973	30	3	16	7	4	0	0	0

Southampton Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q17	\$3,750,000	\$5,889,654	13	0	1	2	1	5	3	1
1Q18	\$1,612,500	\$4,550,813	16	2	3	4	1	2	3	1
1Q19	\$2,620,000	\$2,903,600	5	2	0	0	2	0	1	0

Wainscott

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q17	\$0	\$0	0	0	0	0	0	0	0	0
1Q18	\$4,602,500	\$4,602,500	2	0	0	1	0	0	1	0
1Q19	\$1,475,000	\$1,475,000	1	0	0	1	0	0	0	0

Water Mill

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q17	\$3,017,500	\$4,427,700	10	0	1	3	1	1	3	1
1Q18	\$3,200,000	\$4,338,580	15	0	1	3	3	7	0	1
1Q19	\$2,700,000	\$3,110,225	10	0	2	2	2	2	2	0

South Fork 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
1Q17	\$0	\$0	0	0	0	0	0	0	0	0
1Q18	\$460,000	\$455,438	8	5	3	0	0	0	0	0
1Q19	\$475,000	\$475,000	1	1	0	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
1Q17	\$553,000	\$615,938	16	7	7	2	0	0	0	0
1Q18	\$455,000	\$722,600	15	8	4	2	1	0	0	0
1Q19	\$699,000	\$739,171	14	2	10	2	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
1Q17	\$515,250	\$598,604	20	10	7	3	0	0	0	0
1Q18	\$450,000	\$484,056	33	24	8	1	0	0	0	0
1Q19	\$500,000	\$570,009	23	12	10	1	0	0	0	0

Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q17	\$1,317,500	\$1,317,500	2	0	1	1	0	0	0	0
1Q18	\$845,000	\$803,750	4	1	1	2	0	0	0	0
1Q19	\$1,850,000	\$2,530,000	3	0	1	1	0	1	0	0

Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q17	\$2,275,000	\$1,906,643	7	0	2	1	4	0	0	0
1Q18	\$2,162,500	\$3,291,667	6	0	0	2	2	1	1	0
1Q19	\$2,103,750	\$2,464,125	4	0	0	2	1	1	0	0

South Fork 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
1Q17	\$882,500	\$923,063	8	1	5	2	0	0	0	0
1Q18	\$994,500	\$1,864,563	4	1	1	1	0	0	1	0
1Q19	\$947,500	\$1,113,900	10	1	6	2	1	0	0	0

Speonk

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q17	\$0	\$0	0	0	0	0	0	0	0	0
1Q18	\$0	\$0	0	0	0	0	0	0	0	0
1Q19	\$0	\$0	0	0	0	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
1Q17	\$985,000	\$1,213,182	11	0	6	4	1	0	0	0
1Q18	\$874,500	\$1,078,900	10	2	5	1	2	0	0	0
1Q19	\$815,000	\$916,120	7	1	4	2	0	0	0	0

Westhampton Beach Village

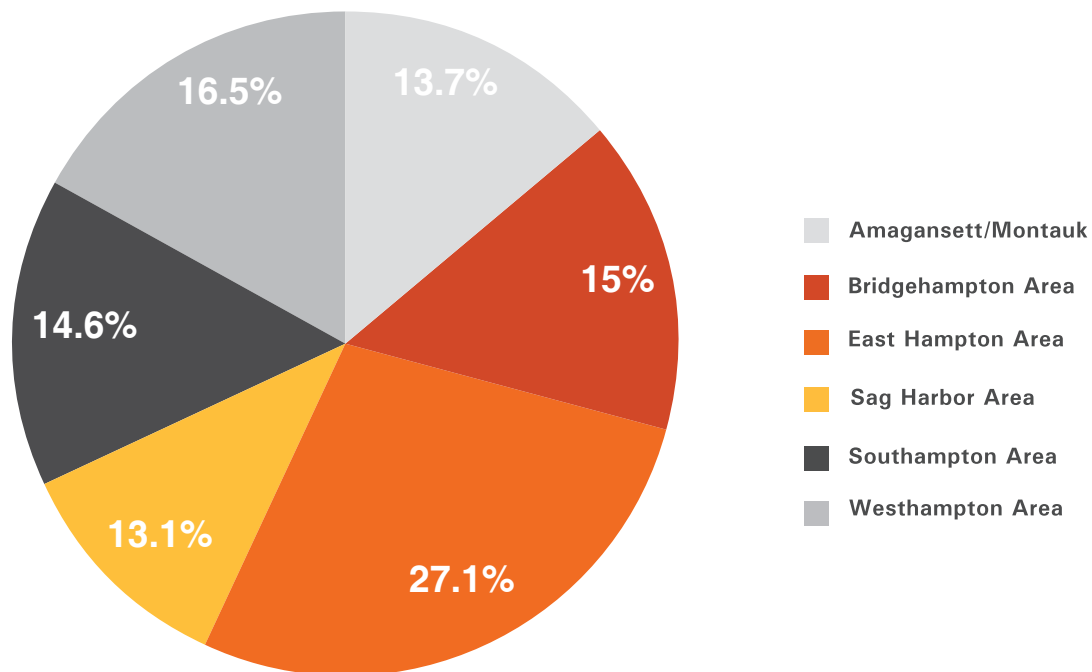
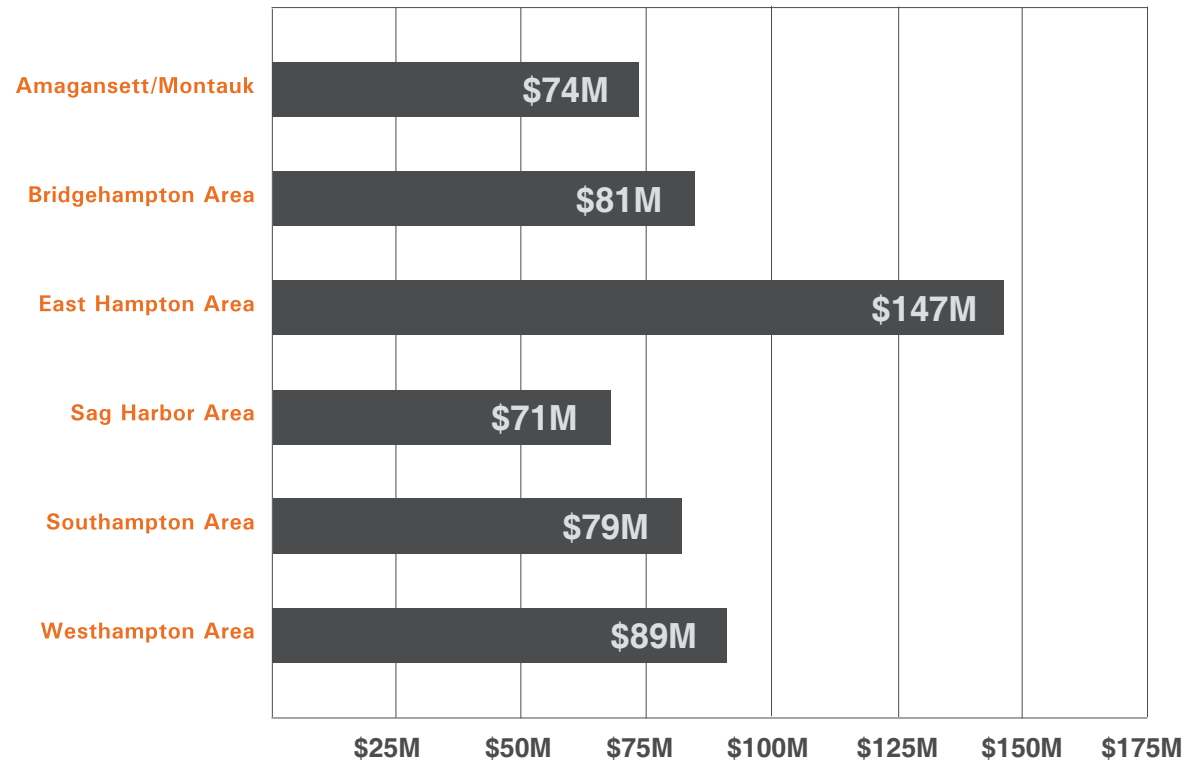
	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q17	\$1,200,000	\$1,599,250	8	1	3	2	0	2	0	0
1Q18	\$985,000	\$1,635,143	7	1	3	1	1	1	0	0
1Q19	\$1,375,000	\$2,195,927	14	1	6	2	2	1	2	0

Westhampton Dunes

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q17	\$0	\$0	0	0	0	0	0	0	0	0
1Q18	\$2,396,000	\$2,396,000	2	0	0	1	1	0	0	0
1Q19	\$0	\$0	0	0	0	0	0	0	0	0

Dollar Volume by Area

First Quarter 2019

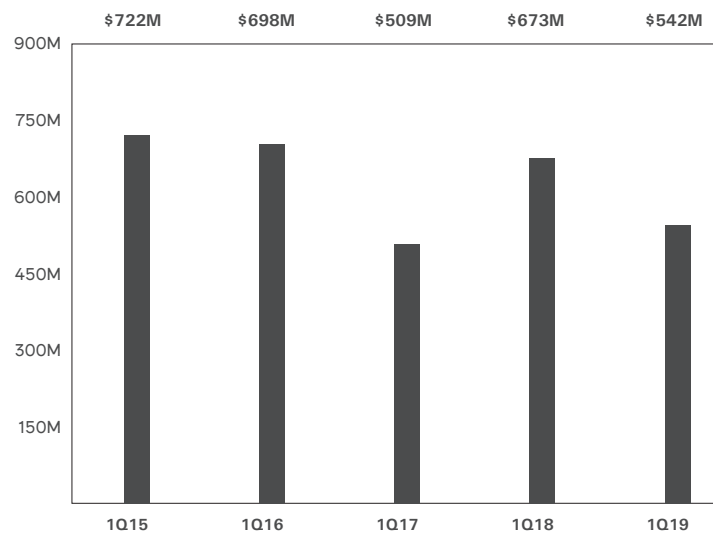


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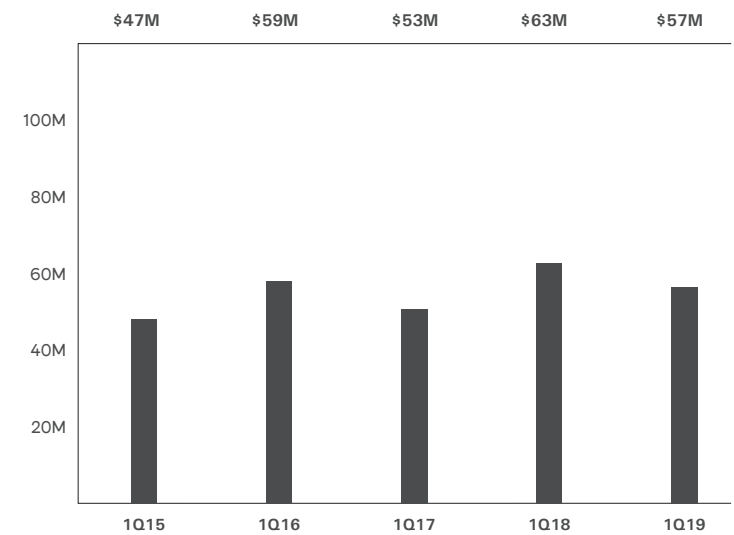
Long-Term Trends 2015 - 2019 1st Quarter Total Dollar Volume



Hamptons total dollar volume



North Fork total dollar volume

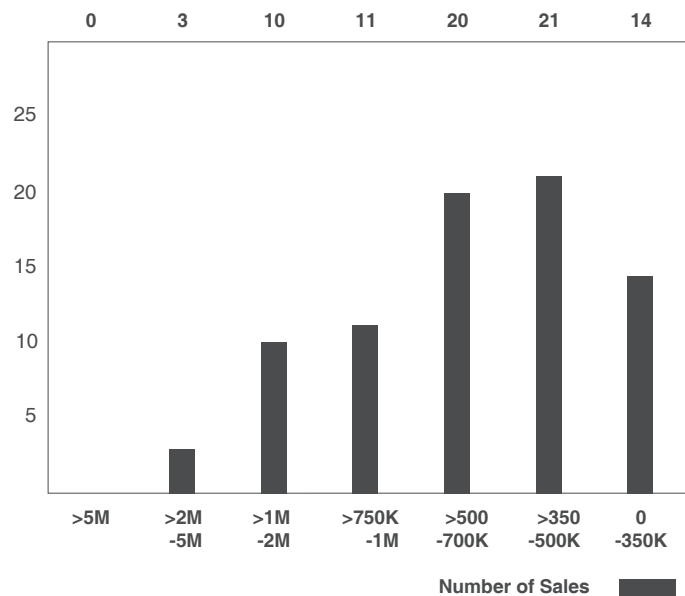


North Fork Single-Family Homes

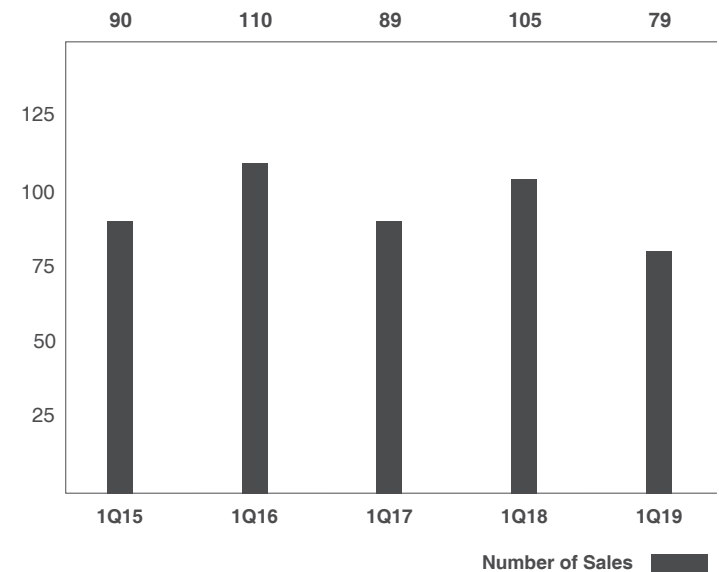


For this report North Fork Area consists of Aquebogue, Cutchogue, East Marion, Greenport, Greenport Village, Jamesport, Laurel, Mattituck, New Suffolk, Orient, Peconic, Riverhead, South Jamesport, Southold

FIRST QUARTER 2019 PRICE BREAKDOWN



NUMBER OF SALES: FIVE-YEAR COMPARISON



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
1Q17	\$377,000	\$597,400	5	1	2	1	0	1	0	0
1Q18	\$473,500	\$503,500	4	2	0	2	0	0	0	0
1Q19	\$532,500	\$509,498	6	1	2	3	0	0	0	0

Cutchogue

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q17	\$587,500	\$602,188	8	2	1	3	1	1	0	0
1Q18	\$612,500	\$617,311	9	1	1	4	3	0	0	0
1Q19	\$653,250	\$883,008	12	1	0	7	1	2	1	0

East Marion

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q17	\$642,000	\$642,000	2	0	0	2	0	0	0	0
1Q18	\$575,000	\$777,000	3	0	1	1	0	1	0	0
1Q19	\$480,000	\$480,000	1	0	1	0	0	0	0	0

Greenport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q17	\$467,600	\$613,975	7	1	3	1	1	1	0	0
1Q18	\$660,000	\$768,000	5	1	0	3	0	1	0	0
1Q19	\$830,000	\$830,357	7	0	2	1	2	2	0	0

Greenport Village

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q17	\$470,000	\$475,670	10	2	5	3	0	0	0	0
1Q18	\$598,750	\$701,083	6	0	1	4	0	1	0	0
1Q19	\$685,000	\$630,000	3	0	1	2	0	0	0	0

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
1Q17	\$397,500	\$425,500	5	2	2	1	0	0	0	0
1Q18	\$495,000	\$474,667	6	2	1	3	0	0	0	0
1Q19	\$545,000	\$558,685	5	1	1	2	1	0	0	0

Laurel

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q17	\$565,500	\$565,500	2	1	0	0	1	0	0	0
1Q18	\$762,500	\$785,833	3	0	1	0	1	1	0	0
1Q19	\$1,022,500	\$1,022,500	2	1	0	0	0	1	0	0

Mattituck

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q17	\$492,450	\$950,490	10	3	2	1	0	3	1	0
1Q18	\$438,000	\$447,212	13	5	4	3	1	0	0	0
1Q19	\$832,500	\$895,375	4	0	1	1	1	1	0	0

New Suffolk

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q17	\$360,000	\$360,000	1	0	1	0	0	0	0	0
1Q18	\$964,000	\$964,000	2	0	0	1	0	1	0	0
1Q19	\$1,893,000	\$1,893,000	2	0	1	0	0	0	1	0

Orient

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q17	\$519,500	\$676,100	5	1	1	1	1	1	0	0
1Q18	\$1,475,000	\$1,602,857	7	0	0	1	0	4	2	0
1Q19	\$1,017,000	\$1,244,833	6	0	0	1	2	2	1	0

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
1Q17	\$0	\$0	0	0	0	0	0	0	0	0
1Q18	\$700,000	\$699,980	5	1	0	3	0	1	0	0
1Q19	\$251,000	\$251,000	1	1	0	0	0	0	0	0

Riverhead

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q17	\$268,500	\$436,904	17	16	0	0	0	0	1	0
1Q18	\$295,000	\$318,810	29	16	11	2	0	0	0	0
1Q19	\$355,000	\$346,965	18	9	8	1	0	0	0	0

South Jamesport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q17	\$0	\$0	0	0	0	0	0	0	0	0
1Q18	\$275,000	\$275,000	1	1	0	0	0	0	0	0
1Q19	\$422,500	\$422,500	2	0	2	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
1Q17	\$490,000	\$682,333	17	4	5	4	3	0	1	0
1Q18	\$656,250	\$657,075	12	0	5	2	4	1	0	0
1Q19	\$787,500	\$863,900	10	0	2	2	4	2	0	0

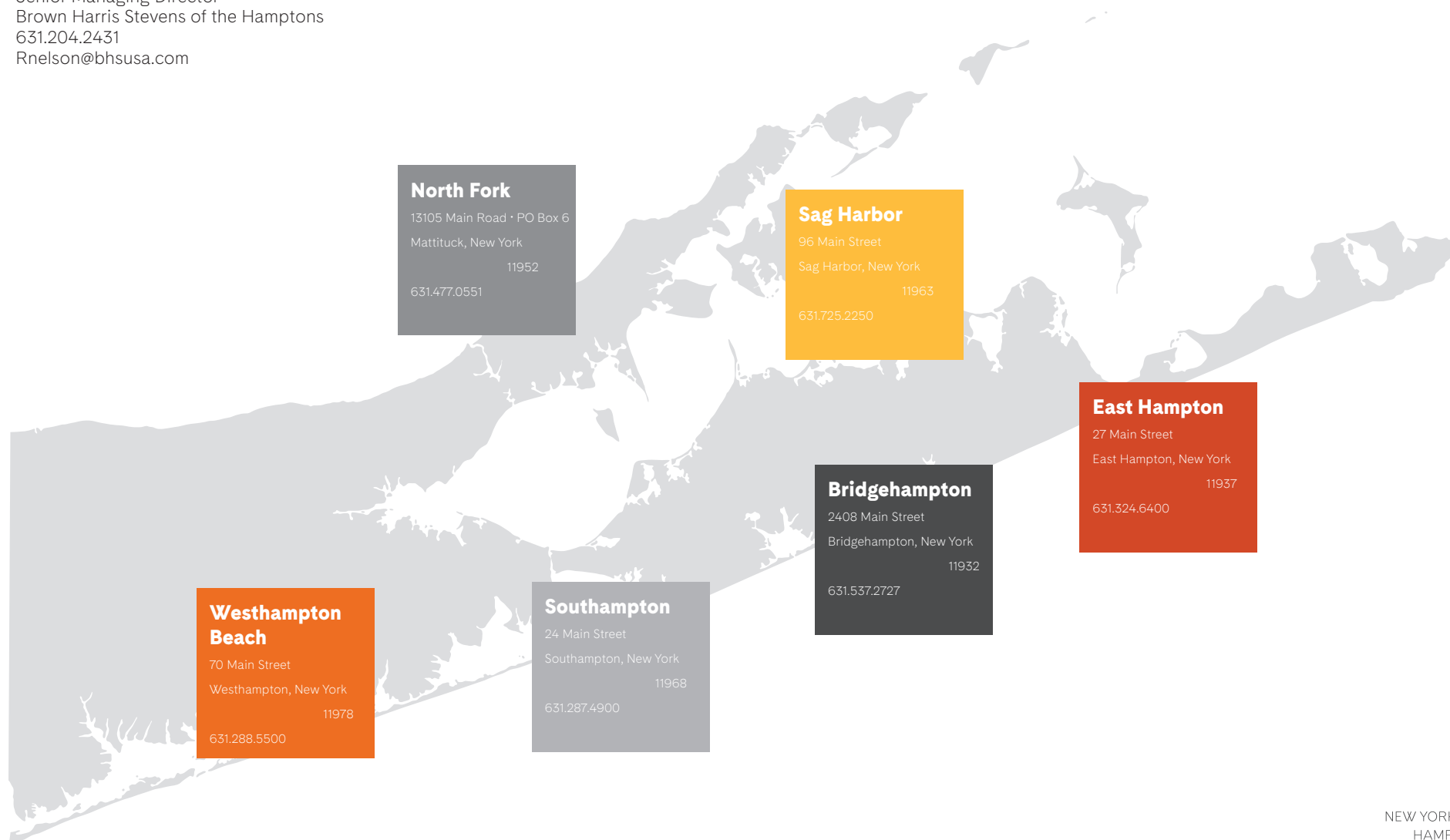
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