

2017

HAMPTONS + NORTH FORK MARKET REPORT

YEAR END

BROWN HARRIS STEVENS Established 1873



LUXURY
PORTFOLIO
INTERNATIONAL®

Leading
REAL ESTATE COMPANIES
OF THE WORLD

Based Upon Data Available as of January 19, 2018

DATA HIGHLIGHTS: 2017

Cover Property: Sagaponack South Estate. BrownHarrisStevens.com. WEB# 11652

The total number of 2017 South Fork sales increased **+10.4%** compared to 2016 (2,150 in 2017 vs. 1,947 in 2016), and the total dollar volume rose **+9.2%** to **\$3.92B**.

The average sales price in the Hamptons remained nearly the same as 2016 (-1.1%), at **\$1,824,554** and the median price rose 4% to \$988,000.



Southampton Village Lake Views. BrownHarrisStevens.com WEB# 10795



Sag Harbor Village Water Views. BrownHarrisStevens.com WEB# 16946

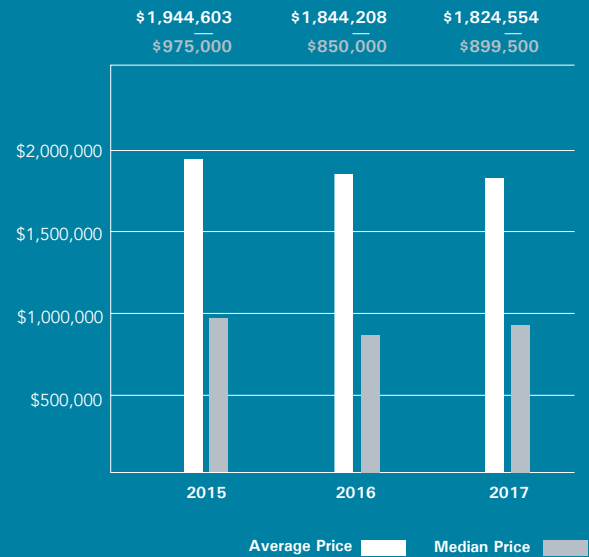
Of the 41 sales over **\$10M** on the East End in 2017, **14** were in Southampton Village.

34.7% of all sales on the South Fork in 2017 were between \$500,000 and \$1,000,000.

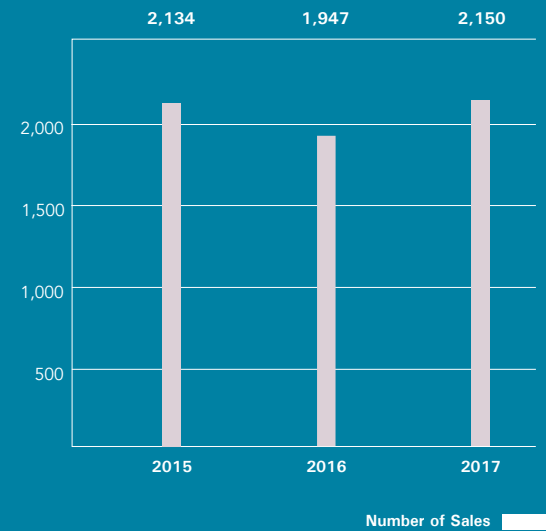
The number of sales on the North Fork rose 4.5% to 938 in 2017, while total dollar volume increased **+9.6%** to \$514,208,721.

THE HAMPTONS

AVERAGE AND MEDIAN SALE PRICE

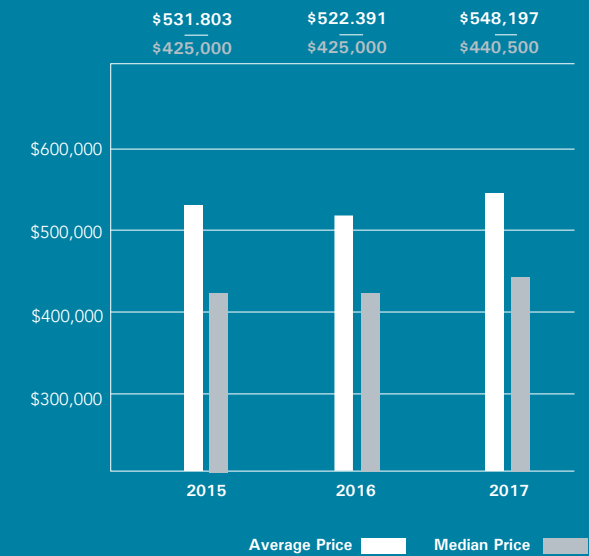


NUMBER OF SALES

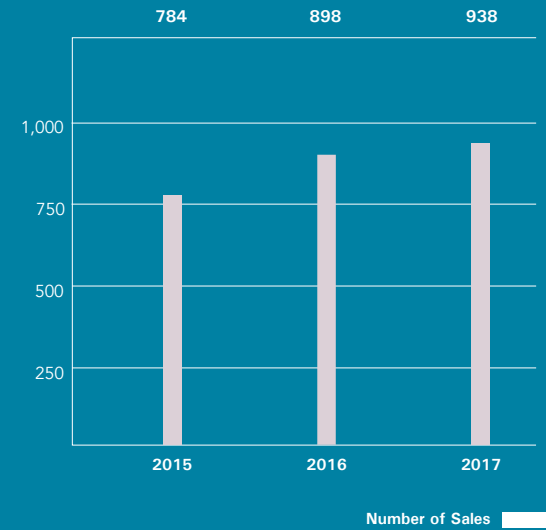


NORTH FORK

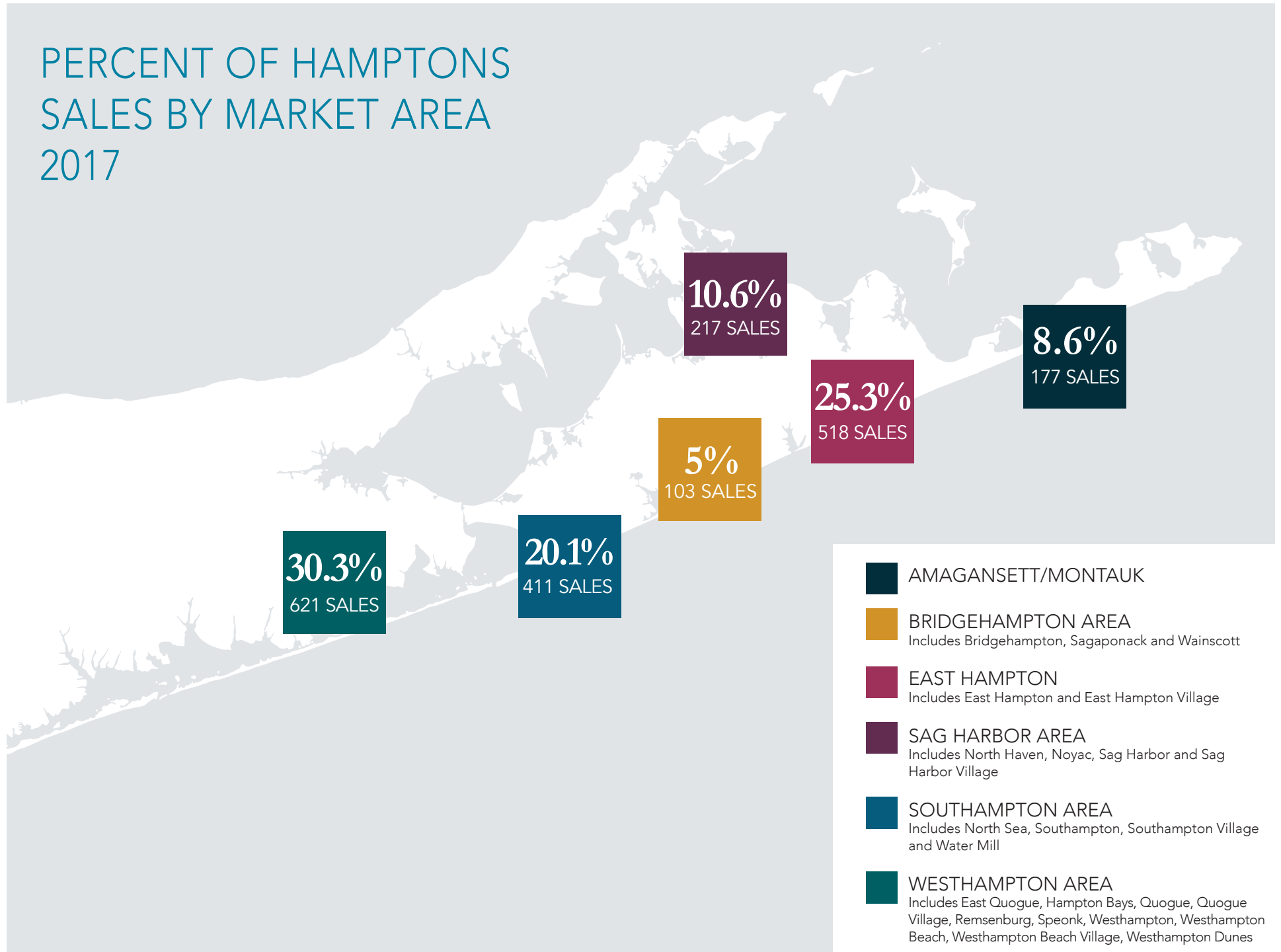
AVERAGE AND MEDIAN SALE PRICE



NUMBER OF SALES



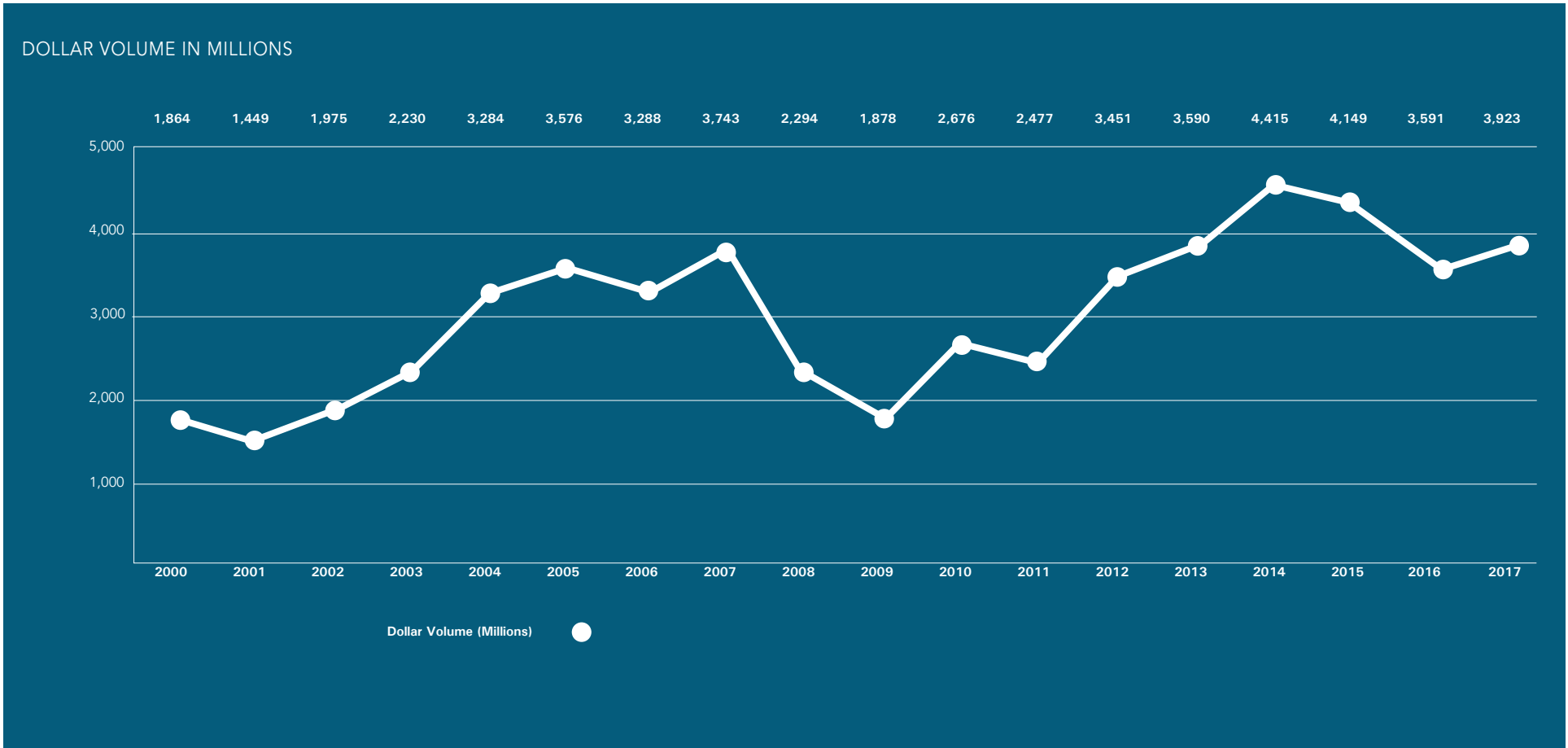
PERCENT OF HAMPTONS SALES BY MARKET AREA 2017



THE HAMPTONS

LONG-TERM TRENDS 2000 - 2017

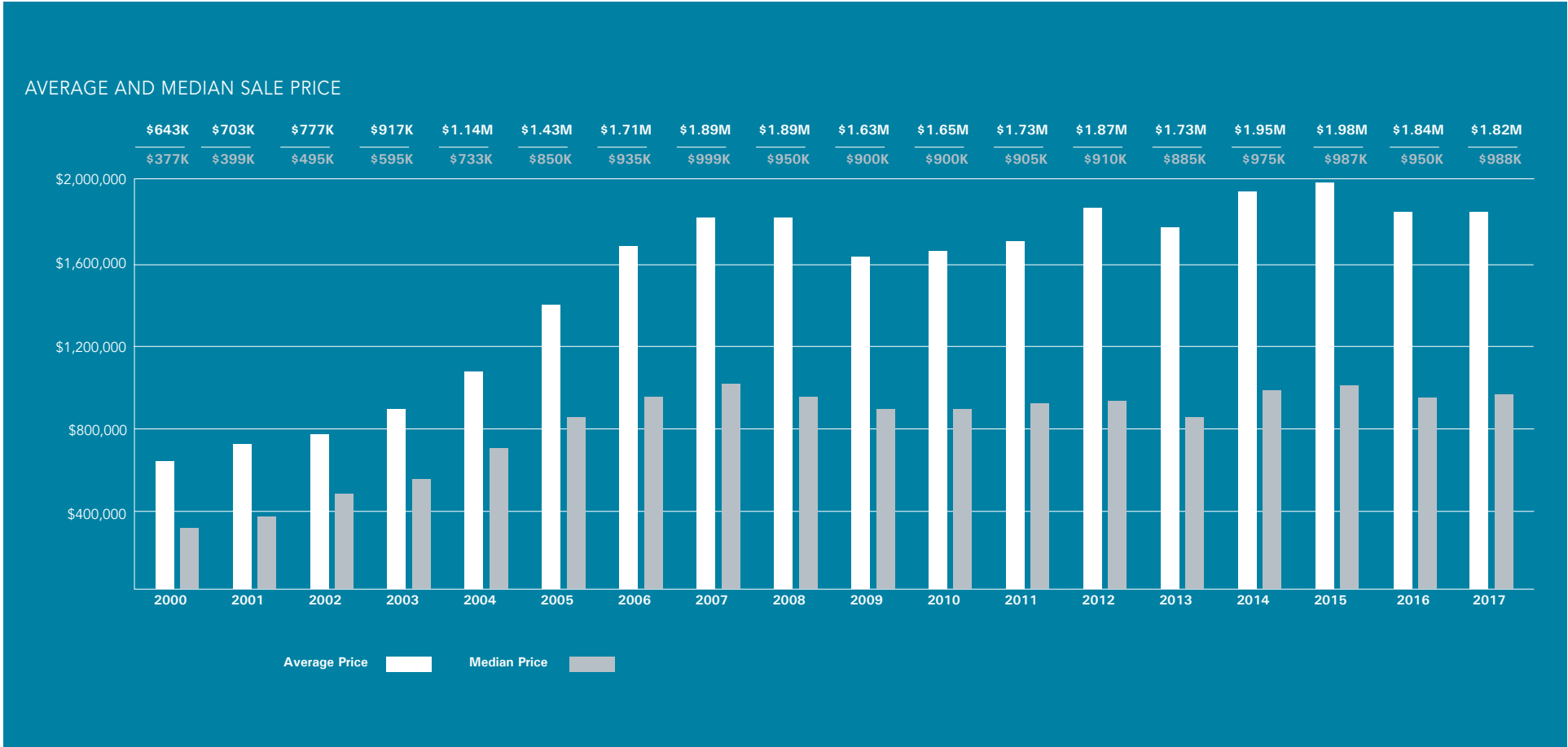
DOLLAR VOLUME



THE HAMPTONS

LONG-TERM TRENDS 2000 - 2017

AVERAGE AND MEDIAN PRICES



THE HAMPTONS

LONG-TERM TRENDS 2000 - 2017

NUMBER OF SALES



SOUTH FORK SINGLE-FAMILY HOMES

75% of the individual towns saw increases or stable numbers of sales in 2017.

Wainscott (-38.1%) and North Haven (-14.7%) experienced the largest decline in the number of sales. Sag Harbor Village and Sagaponack also saw decreases in total sales.

AMAGANSETT

	Average Price	Median Price	Sales
2015	\$1,985,000	\$2,512,283	85
2016	\$1,784,225	\$2,855,569	66
2017	\$1,800,000	\$2,605,982	71

BRIDGEHAMPTON

	Average Price	Median Price	Sales
2015	\$3,000,000	\$4,627,304	116
2016	\$2,200,000	\$4,236,454	77
2017	\$2,160,750	\$3,045,477	84

EAST HAMPTON

	Average Price	Median Price	Sales
2015	\$859,000	\$1,190,991	395
2016	\$850,000	\$1,124,745	369
2017	\$900,000	\$1,182,306	448

EAST HAMPTON VILLAGE

	Average Price	Median Price	Sales
2015	\$3,550,000	\$5,604,971	64
2016	\$2,400,000	\$6,401,012	53
2017	\$3,100,000	\$4,988,611	57

EAST QUOGUE

	Average Price	Median Price	Sales
2015	\$581,250	\$744,440	88
2016	\$550,046	\$659,816	92
2017	\$590,000	\$649,262	122

HAMPTON BAYS

	Average Price	Median Price	Sales
2015	\$410,000	\$523,605	225
2016	\$420,000	\$512,384	241
2017	\$476,250	\$574,707	244

MONTAUK

	Average Price	Median Price	Sales
2015	\$987,500	\$1,488,454	98
2016	\$1,012,000	\$1,449,442	90
2017	\$999,500	\$1,473,554	106

NORTH HAVEN

	Average Price	Median Price	Sales
2015	\$1,415,000	\$2,004,362	34
2016	\$2,475,000	\$4,151,416	34
2017	\$1,900,000	\$2,655,396	29

SOUTH FORK SINGLE-FAMILY HOMES

The Westhampton Area had the highest number of sales with 621 (30.3% of total sales), followed by the East Hampton Area with 518 sales (25.3% of the total).

QUOGUE VILLAGE

	Average Price	Median Price	Sales
2015	\$1,775,000	\$2,313,148	61
2016	\$1,825,000	\$2,689,870	41
2017	\$2,250,000	\$2,257,155	53

REMSENBURG

	Average Price	Median Price	Sales
2015	\$820,000	\$1,343,604	37
2016	\$875,000	\$1,413,833	39
2017	\$800,000	\$889,261	39

SAG HARBOR

	Average Price	Median Price	Sales
2015	\$881,500	\$1,072,846	110
2016	\$922,558	\$1,269,962	110
2017	\$1,239,541	\$1,527,122	111

SAG HARBOR VILLAGE

	Average Price	Median Price	Sales
2015	\$1,200,000	\$1,768,455	77
2016	\$1,437,500	\$1,939,420	82
2017	\$1,500,000	\$1,988,777	77

SAGAPONACK

	Average Price	Median Price	Sales
2015	\$4,387,500	\$5,562,011	28
2016	\$2,410,000	\$4,119,828	22
2017	\$5,750,000	\$7,374,526	19

SHELTER ISLAND

	Average Price	Median Price	Sales
2015	\$775,000	\$1,098,573	75
2016	\$920,000	\$1,297,276	85
2017	\$820,000	\$1,302,284	75

SOUTHAMPTON

	Average Price	Median Price	Sales
2015	\$800,000	\$1,237,334	229
2016	\$875,000	\$1,496,428	189
2017	\$950,000	\$1,261,352	223

SOUTHAMPTON VILLAGE

	Average Price	Median Price	Sales
2015	\$2,400,000	\$4,588,256	119
2016	\$2,350,000	\$4,339,666	85
2017	\$2,800,000	\$5,419,955	101

SOUTH FORK SINGLE-FAMILY HOMES

Quogue and East Quogue saw the largest increases in the number of sales, with a 29.3% and 32.6% rise respectively.

WAINSCOTT

	Average Price	Median Price	Sales
2015	\$1,810,000	\$3,229,240	25
2016	\$1,760,000	\$3,604,333	21
2017	\$2,400,000	\$2,801,346	13

WATER MILL

	Average Price	Median Price	Sales
2015	\$2,640,000	\$3,578,065	99
2016	\$2,750,000	\$3,895,651	73
2017	\$3,175,000	\$4,326,868	87

WESTHAMPTON

	Average Price	Median Price	Sales
2015	\$808,500	\$1,069,091	42
2016	\$700,000	\$848,876	55
2017	\$820,000	\$1,114,229	56

WESTHAMPTON BEACH

	Average Price	Median Price	Sales
2015	\$770,000	\$1,217,918	30
2016	\$515,000	\$733,551	30
2017	\$600,500	\$1,233,739	36

WESTHAMPTON BEACH VILLAGE

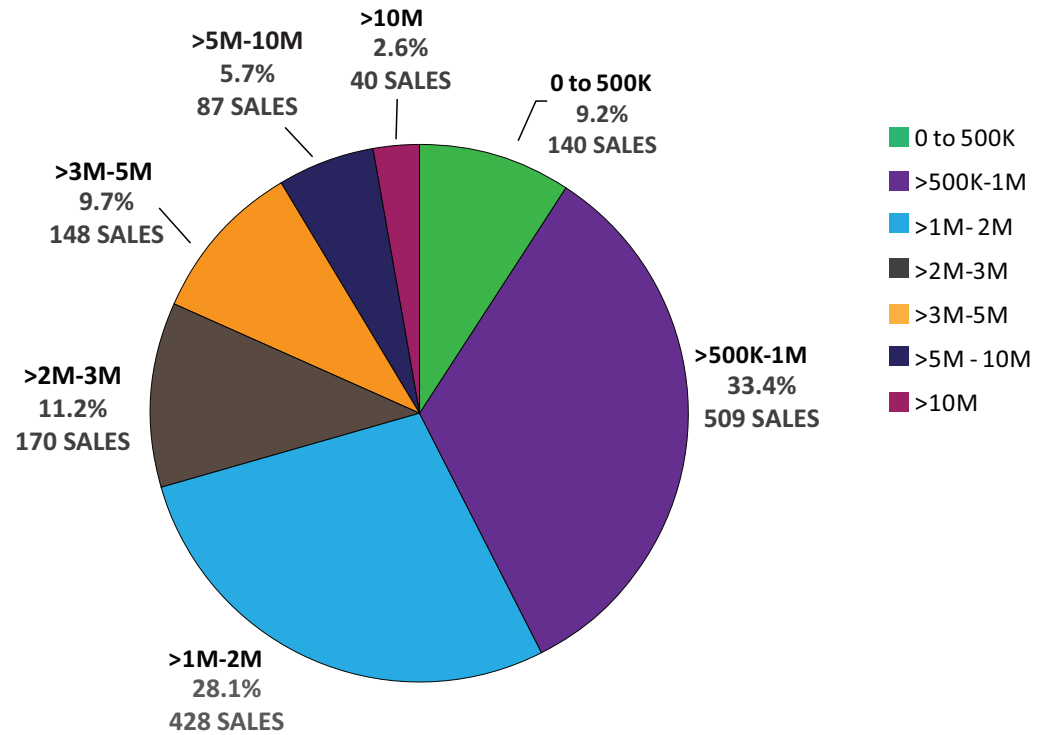
	Average Price	Median Price	Sales
2015	\$1,250,000	\$1,703,891	61
2016	\$1,050,000	\$1,496,319	55
2017	\$1,087,500	\$1,768,211	60

WESTHAMPTON DUNES

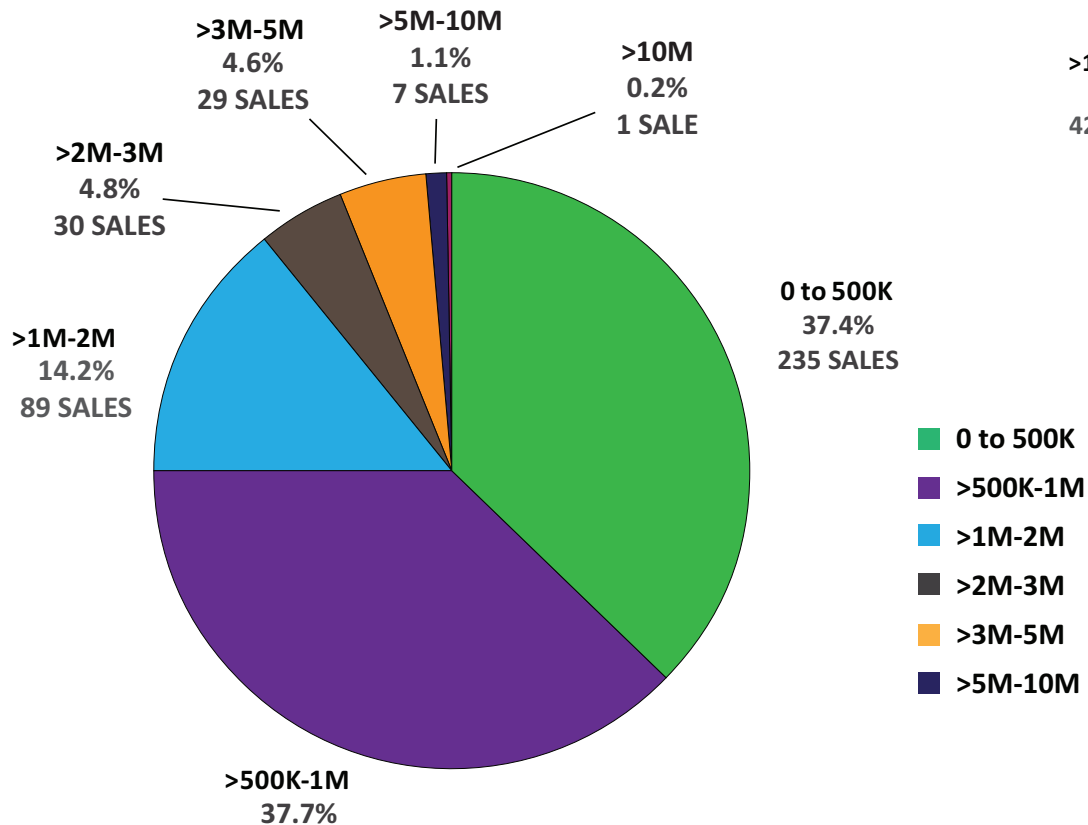
	Average Price	Median Price	Sales
2015	\$2,499,000	\$2,476,063	11
2016	\$2,070,000	\$2,204,963	12
2017	\$2,025,000	\$2,295,909	11

PERCENT OF HAMPTONS SALES BY PRICE 2017

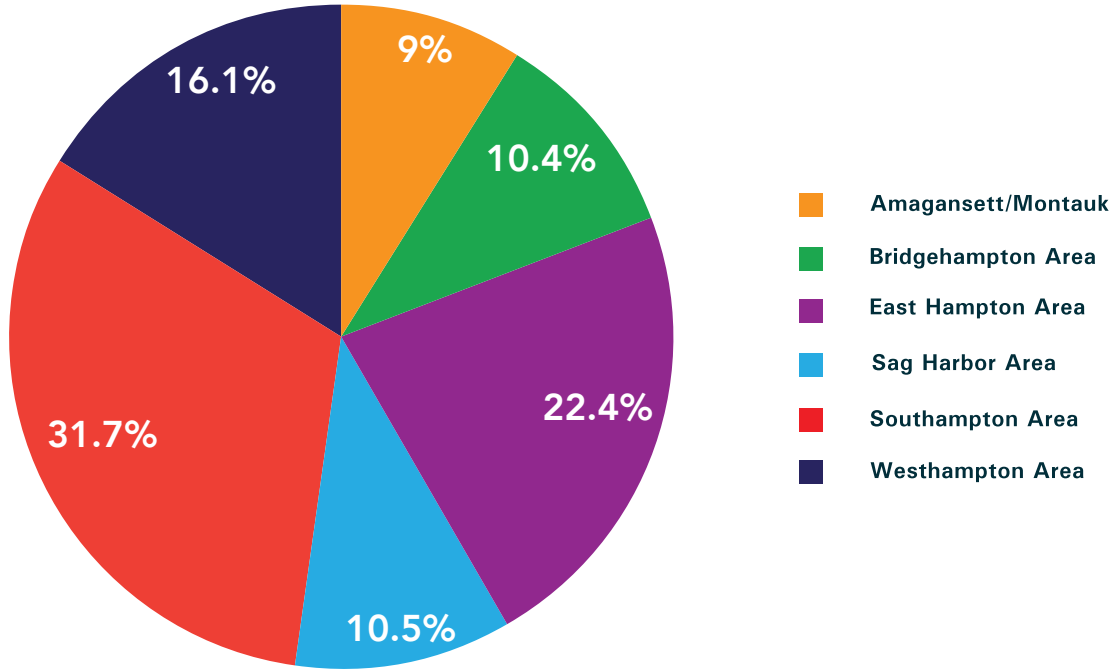
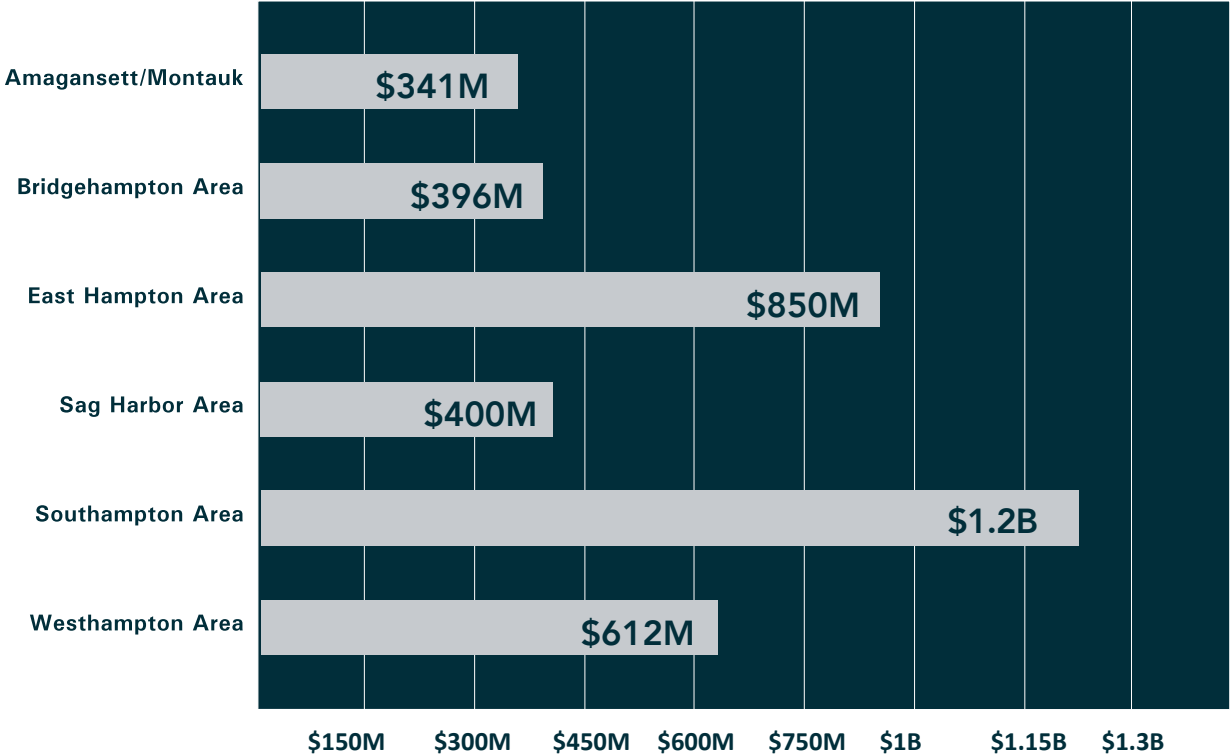
HAMPTONS EAST OF THE SHINNECOCK CANAL



HAMPTONS WEST OF THE SHINNECOCK CANAL



HAMPTONS DOLLAR VOLUME BY AREA 2017



NORTH FORK SINGLE-FAMILY HOMES

The average sales price for
2017 on the North Fork rose
+4.9% compared to
2016, to \$548,197.

92% of sales on the North
Fork in 2017 were under \$1M.

AQUEBOGUE

	Average Price	Median Price	Sales
2015	\$415,000	\$453,556	53
2016	\$408,000	\$432,287	48
2017	\$414,000	\$461,527	41

BAITING HOLLOW

	Average Price	Median Price	Sales
2015	\$369,993	\$337,447	19
2016	\$410,000	\$426,116	31
2017	\$431,500	\$458,876	36

CUTCHOQUE

	Average Price	Median Price	Sales
2015	\$550,000	\$677,278	68
2016	\$615,000	\$759,108	83
2017	\$602,100	\$869,873	66

EAST MARION

	Average Price	Median Price	Sales
2015	\$522,500	\$693,161	28
2016	\$571,250	\$731,971	24
2017	\$540,000	\$559,628	16

GREENPORT

	Average Price	Median Price	Sales
2015	\$455,000	\$501,558	32
2016	\$412,900	\$573,100	40
2017	\$481,500	\$580,263	34

GREENPORT VILLAGE

	Average Price	Median Price	Sales
2015	\$445,000	\$458,587	29
2016	\$535,000	\$543,765	31
2017	\$490,000	\$549,524	29

JAMESPORT

	Average Price	Median Price	Sales
2015	\$429,500	\$480,259	22
2016	\$438,500	\$522,193	29
2017	\$427,500	\$450,422	31

LAUREL

	Average Price	Median Price	Sales
2015	\$495,000	\$689,821	22
2016	\$450,500	\$646,436	25
2017	\$490,000	\$685,577	21

NORTH FORK SINGLE-FAMILY HOMES

The median price for 2017 on the
North Fork rose **+3.6%**
compared to 2016, to \$440,500.

MANORVILLE

	Average Price	Median Price	Sales
2015	\$285,000	\$285,000	2
2016	\$310,000	\$310,000	1
2017	\$348,284	\$332,095	3

MATTITUCK

	Average Price	Median Price	Sales
2015	\$470,000	\$591,791	82
2016	\$445,000	\$613,141	77
2017	\$545,000	\$729,206	86

NEW SUFFOLK

	Average Price	Median Price	Sales
2015	\$828,750	\$2,026,375	4
2016	\$608,000	\$552,000	4
2017	\$657,500	\$724,000	6

ORIENT

	Average Price	Median Price	Sales
2015	\$800,000	\$934,757	27
2016	\$732,000	\$862,630	27
2017	\$799,000	\$861,212	25

PECONIC

	Average Price	Median Price	Sales
2015	\$570,000	\$1,765,389	9
2016	\$780,000	\$729,393	15
2017	\$661,750	\$945,305	20

RIVERHEAD

	Average Price	Median Price	Sales
2015	\$269,250	\$300,944	146
2016	\$280,000	\$339,072	174
2017	\$300,000	\$342,287	195

SOUTH JAMESPORT

	Average Price	Median Price	Sales
2015	\$595,666	\$669,583	7
2016	\$470,000	\$437,250	6
2017	\$593,750	\$710,538	8

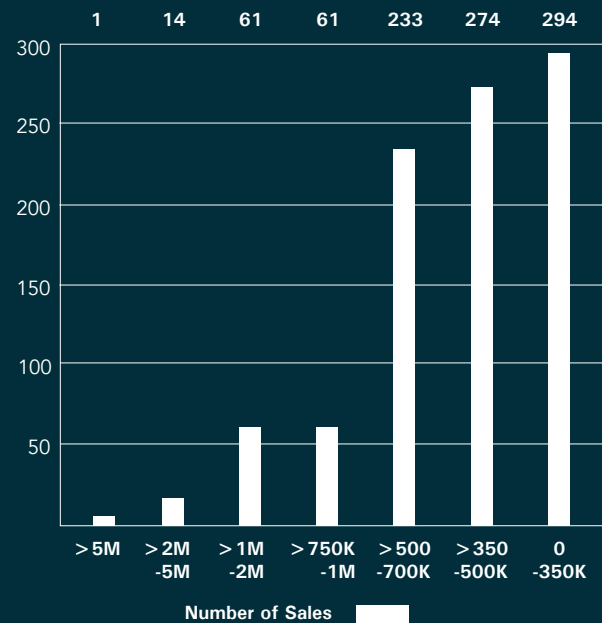
SOUTHOLD

	Average Price	Median Price	Sales
2015	\$475,895	\$600,201	135
2016	\$496,250	\$602,374	130
2017	\$550,000	\$632,868	173

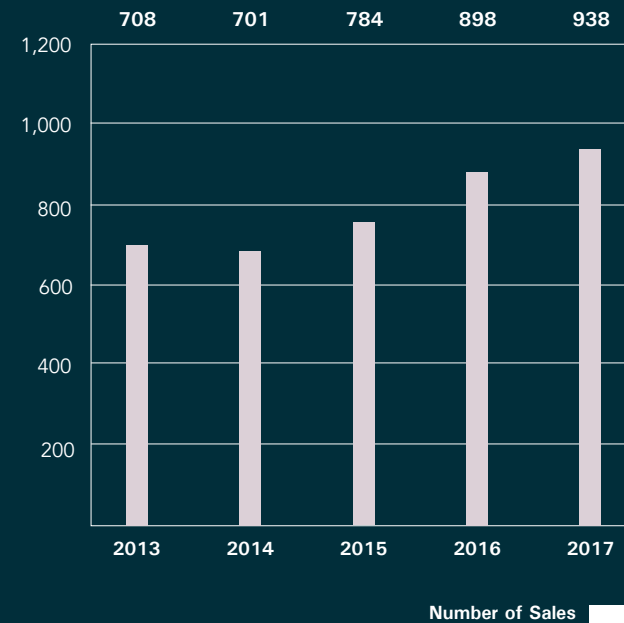
NORTH FORK SINGLE-FAMILY HOMES

47 Acre, Soundfront Farmstead - BrownHarrisStevens.com WEB# 18749

2017 PRICE BREAKDOWN



NUMBER OF SALES: FIVE-YEAR COMPARISON



BROWN HARRIS STEVENS Established 1873

PETER M. TURINO

President

Brown Harris Stevens of the Hamptons

631.903.6115

pturino@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

Greenport

120 Front Street

Greenport, New York

11944

631.477.0551

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

Bridgehampton

2408 Main Street

Bridgehampton, New York

11932

631.537.2727

Southampton

24 Main Street

Southampton, New York

11968

631.287.4900

Westhampton Beach

70 Main Street

Westhampton, New York

11978

631.288.5500

LUXURY
PORTFOLIO
INTERNATIONAL

Leading
REAL ESTATE COMPANIES
OF THE WORLD

BROWN HARRIS STEVENS.COM

THE HAMPTONS • NEW YORK CITY • PALM BEACH • MIAMI

