

# Third Quarter 2019

## Market Report

### Hamptons + North Fork

B  
H  
S

**BHS** PARTNERING  
WORLDWIDE

**LP** LUXURY  
PORTFOLIO  
INTERNATIONAL

*Leading*  
REAL ESTATE COMPANIES  
IN THE WORLD

Recovering from more significant declines in the first two quarters of 2019, the Hamptons experienced a more modest drop in sales in the Third Quarter as compared to the same period in 2018.

The total number of 3Q19 South Fork sales declined **2.6%** compared to 3Q18 (296 in 2019 vs. 304 in 2018), and the total dollar volume dropped 10.3% to **\$483,095,362**.

The 3Q average sales price in the Hamptons slipped **7.9%** to \$1,632,079 while the median price declined 6.8% to \$1,004,500.



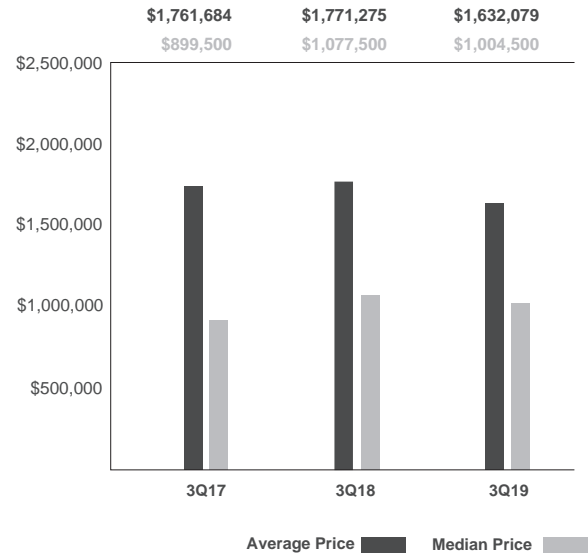
There were **10** sales over \$5M in the Third Quarter of 2019 (down from 18 in 3Q18), 4 of which were over \$10M (compared to 5 in the previous year).

The price category with the largest number of sales was the \$500K - \$1M range, with 118 sales.

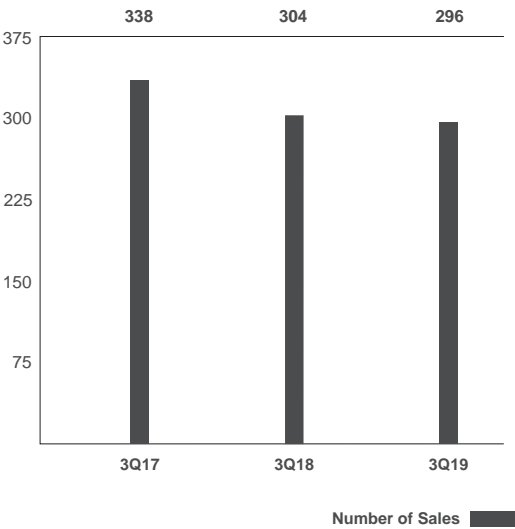
The number of sales on the North Fork rose **26.3%** to 120 in 3Q19. Total dollar volume rose as well, up 24.1% to \$73,045,229. The average price was nearly unchanged, down only 1.7% to \$608,710.

The Hamptons

Average and Median Sale Price

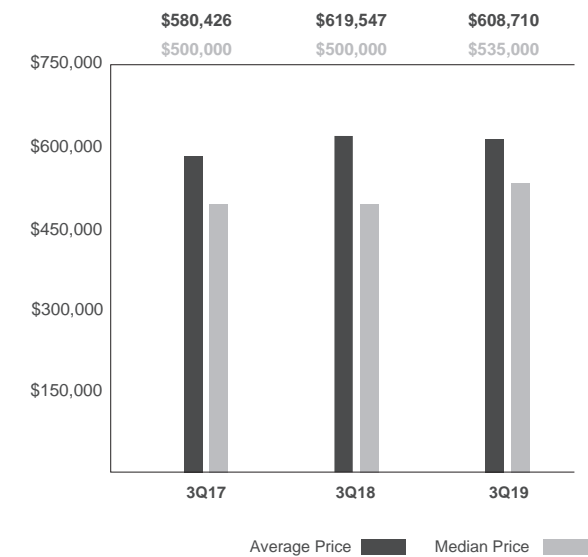


Number of Sales

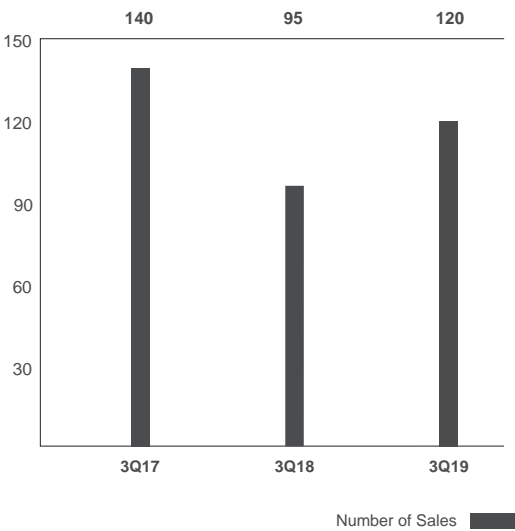


North Fork

Average and Median Sale Price

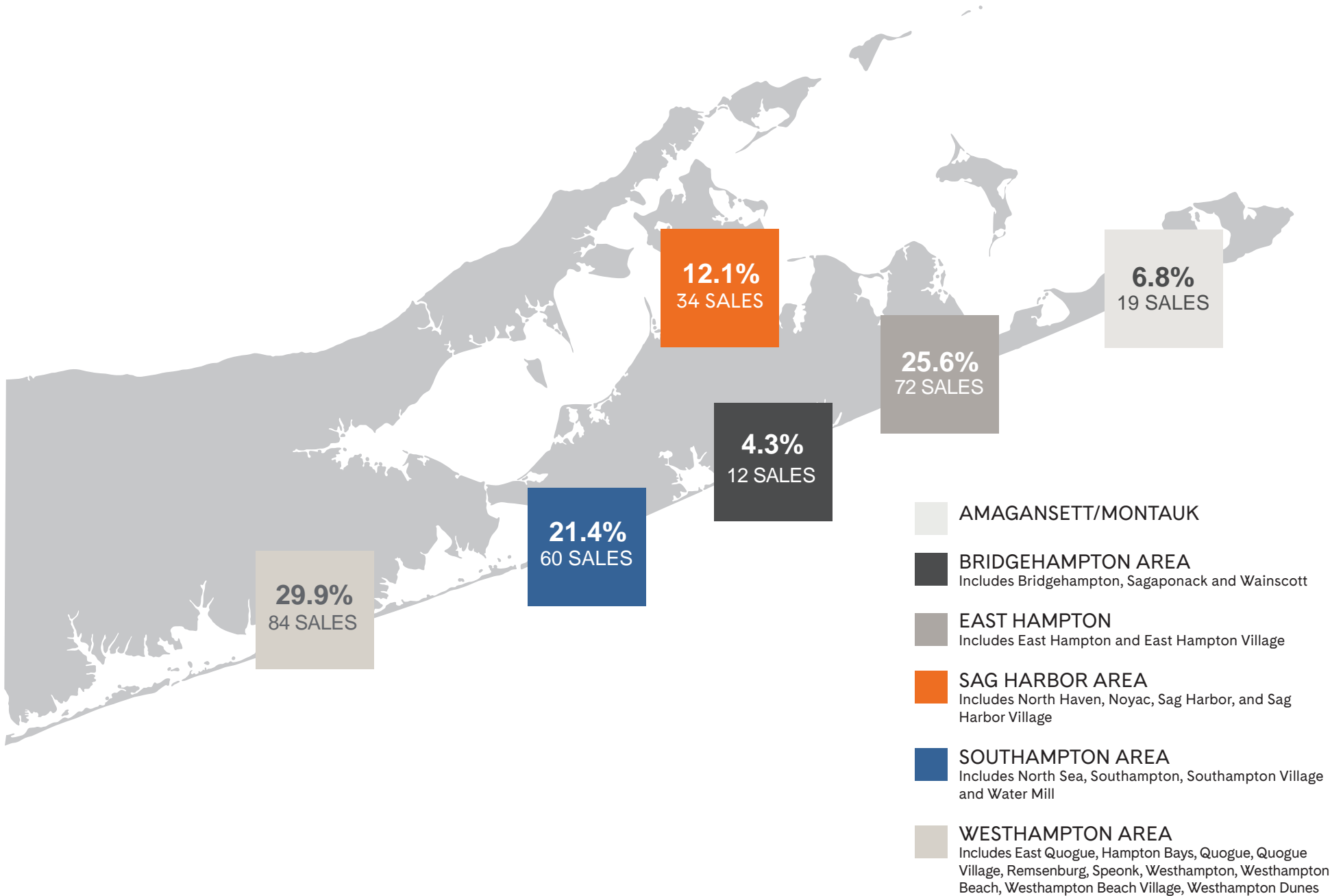


Number of Sales



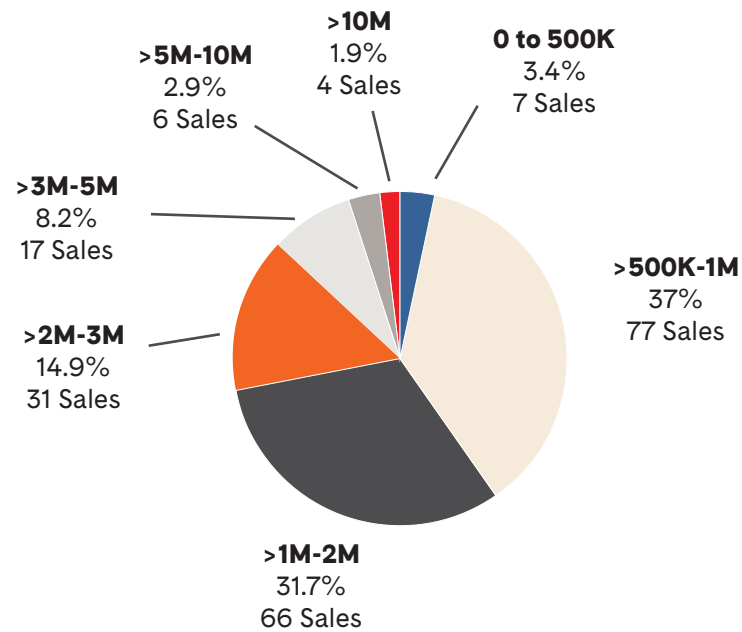
## Percent of Hamptons Sales by Market Area

Third Quarter 2019

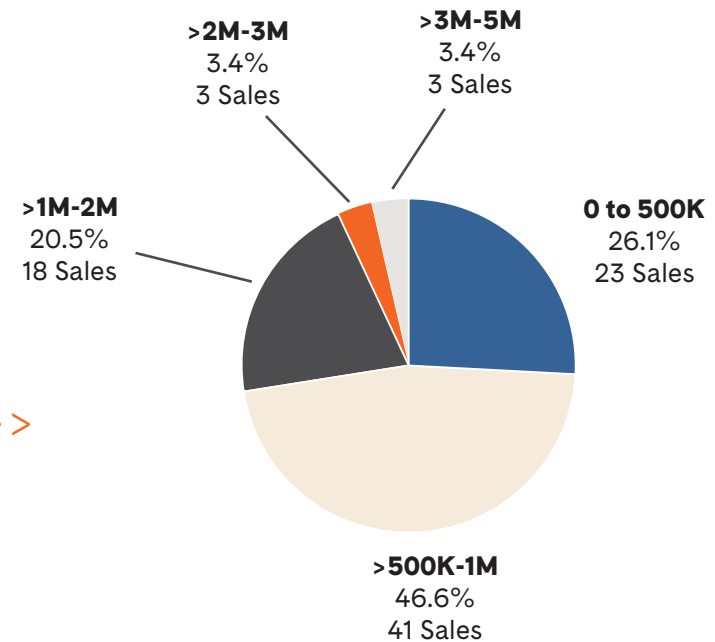


## Percent of Hamptons Sales by Price

Third Quarter 2019



<< Hamptons East of the Shinnecock Canal

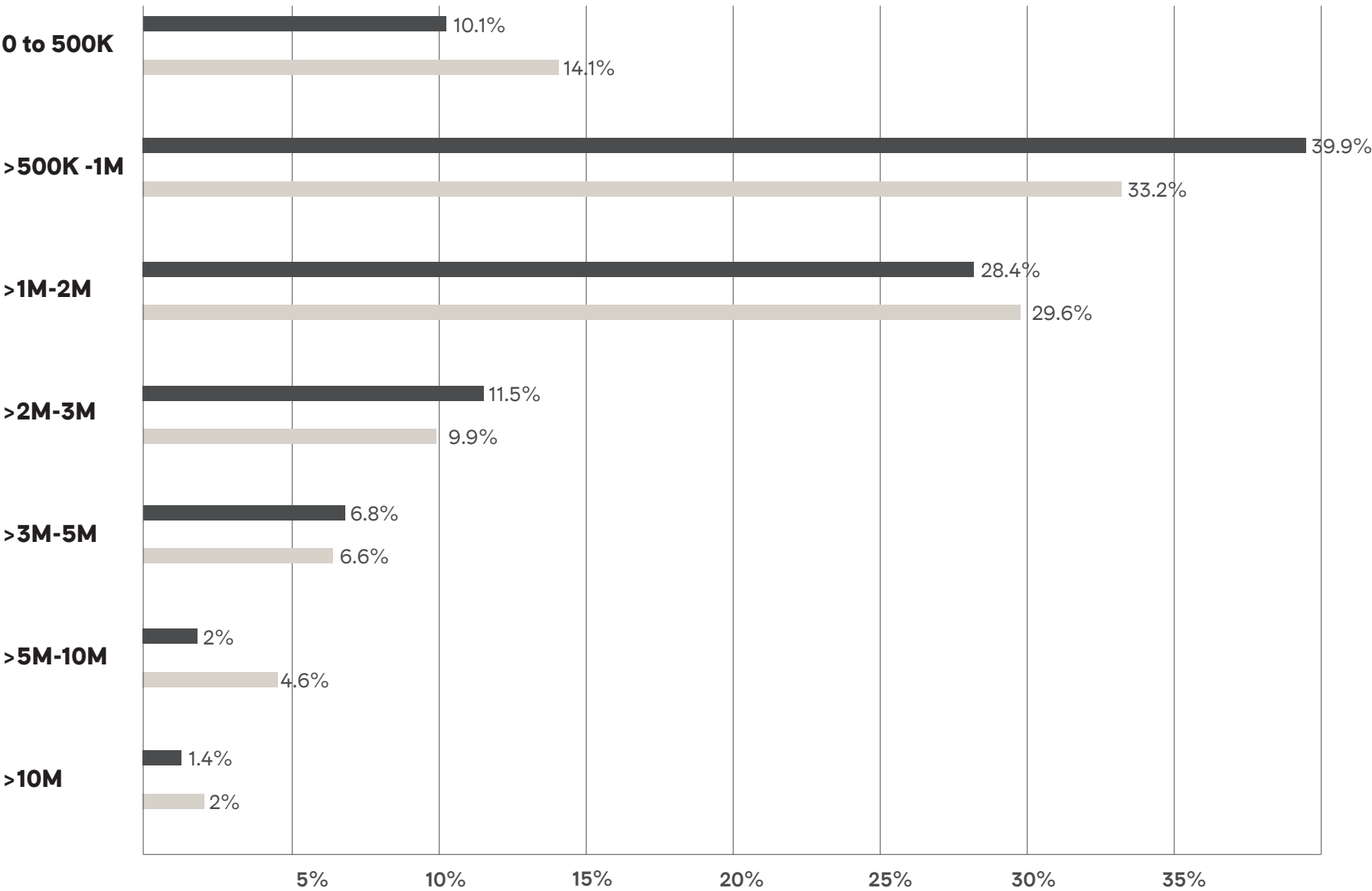


Hamptons West of the Shinnecock Canal >>

# Percent of Hamptons Sales by Price: 3Q19 Vs. 3Q18

Third Quarter 2019

3Q19 3Q18



# South Fork Single-Family Homes - East of the Shinnecock Canal

Third Quarter 2019

## Amagansett

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	\$2,900,000	\$2,630,479	7	1	2	0	2	1	1	0
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

## Bridgehampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	\$2,158,000	\$3,949,889	19	0	2	6	2	4	3	2
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

## East Hampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	\$882,500	\$1,124,447	67	7	36	19	3	1	1	0
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

## East Hampton Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	\$4,437,500	\$9,804,875	8	0	1	1	0	3	1	2
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

## Montauk

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	\$920,055	\$1,150,122	18	1	11	4	2	0	0	0
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

# South Fork Single-Family Homes - East of the Shinnecock Canal

Third Quarter 2019

## North Haven

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	\$2,725,000	\$2,715,245	4	0	0	2	0	2	0	0
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

## Sag Harbor

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	\$1,350,000	\$1,549,234	13	1	2	8	1	1	0	0
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

## Sag Harbor Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	\$1,350,000	\$2,005,677	13	0	6	2	3	0	2	0
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

## Sagaponack

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	\$9,675,000	\$9,675,000	2	0	0	0	1	0	0	1
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

## Shelter Island

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	\$725,000	\$686,333	9	2	6	1	0	0	0	0
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

## South Fork Single-Family Homes - East of the Shinnecock Canal

Third Quarter 2019

### Southampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	\$822,000	\$1,131,060	40	10	15	11	3	0	1	0
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

### Southampton Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	\$1,875,000	\$2,847,550	10	0	1	5	2	1	0	1
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

### Wainscott

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	\$2,675,000	\$2,675,000	2	0	0	0	2	0	0	0
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

### Water Mill

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	\$2,755,000	\$4,532,077	14	0	3	3	2	1	2	3
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

## South Fork Single-Family Homes - West of the Shinnecock Canal

Third Quarter 2019

### Eastport

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	\$495,000	\$500,500	6	3	3	0	0	0	0	0
3Q18	\$410,000	\$453,667	3	2	1	0	0	0	0	0
3Q19	\$413,000	\$541,167	3	2	1	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
3Q17	\$528,000	\$584,172	19	8	10	1	0	0	0	0
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

### Hampton Bays

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	\$440,000	\$504,052	41	26	14	1	0	0	0	0
3Q18	\$515,000	\$982,299	44	24	19	0	2	1	0	1
3Q19	\$538,750	\$584,928	32	12	17	3	0	0	0	0

### Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	\$575,000	\$526,667	3	1	2	0	0	0	0	0
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

### Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	\$2,407,500	\$2,174,542	12	0	3	2	4	3	0	0
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

## South Fork Single-Family Homes - West of the Shinnecock Canal

Third Quarter 2019

### Remsenburg

	Median Price	Average Price	Sales
3Q17	\$1,350,000	\$1,177,700	5
3Q18	\$970,000	\$1,006,857	7
3Q19	\$862,500	\$1,406,256	6

	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	1	1	3	0	0	0	0
3Q18	0	4	3	0	0	0	0
3Q19	0	4	1	0	1	0	0

### Speonk

	Median Price	Average Price	Sales
3Q17	\$358,750	\$358,750	2
3Q18	\$489,153	\$489,153	1
3Q19	\$600,000	\$600,000	1

	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	2	0	0	0	0	0	0
3Q18	1	0	0	0	0	0	0
3Q19	0	1	0	0	0	0	0

### Westhampton

	Median Price	Average Price	Sales
3Q17	\$740,000	\$941,667	12
3Q18	\$849,500	\$1,093,958	8
3Q19	\$912,500	\$1,204,414	14

	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	3	6	2	0	1	0	0
3Q18	2	3	2	1	0	0	0
3Q19	3	5	5	0	1	0	0

### Westhampton Beach Village

	Median Price	Average Price	Sales
3Q17	\$1,550,000	\$1,903,745	11
3Q18	\$1,700,000	\$1,907,507	9
3Q19	\$1,350,000	\$1,625,000	7

	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	0	4	4	0	3	0	0
3Q18	1	2	3	1	1	1	0
3Q19	1	1	3	1	1	0	0

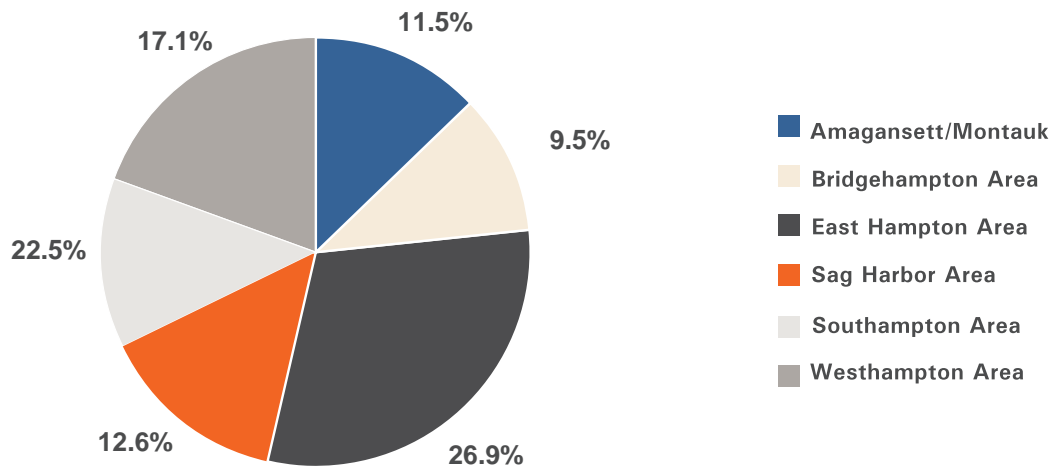
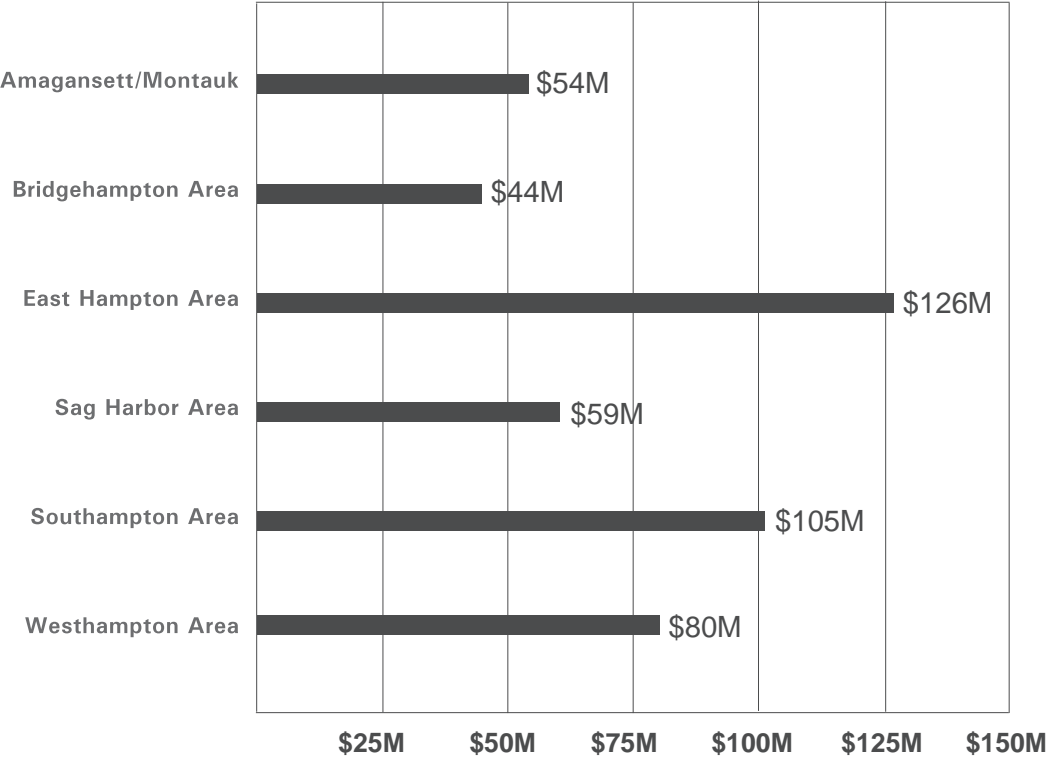
### Westhampton Dunes

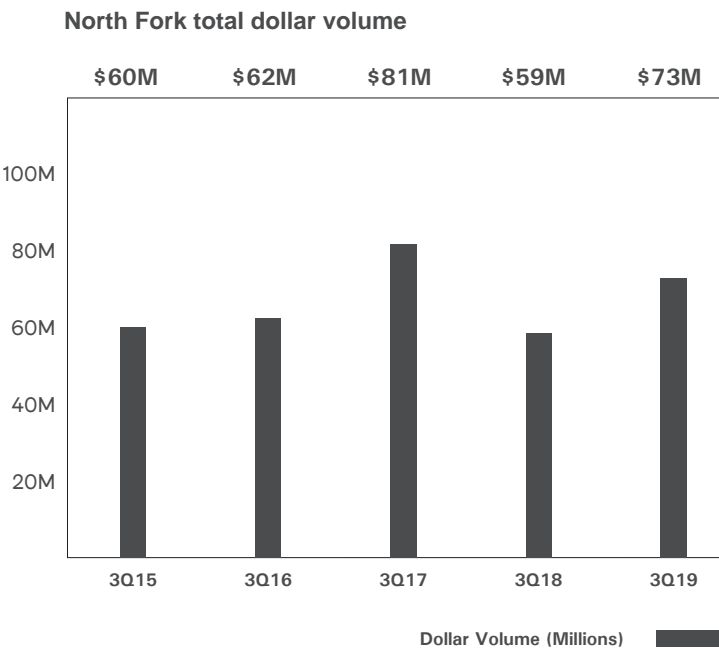
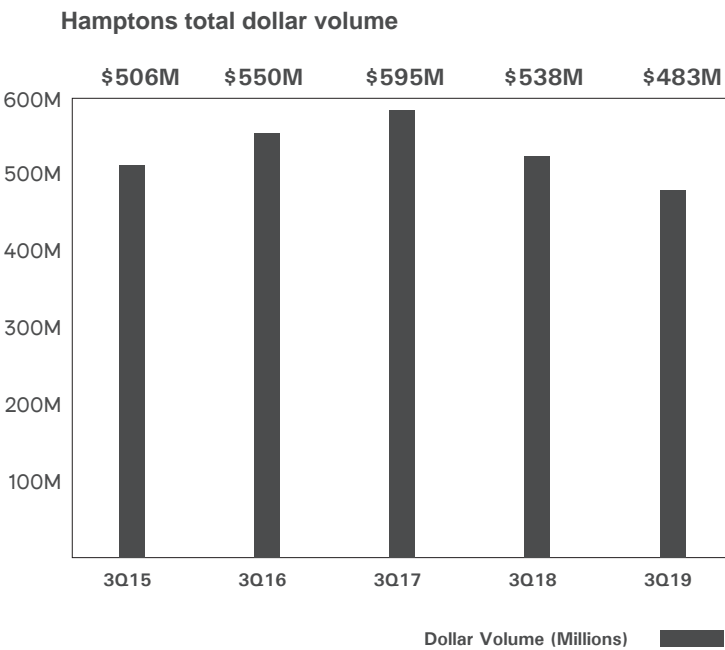
	Median Price	Average Price	Sales
3Q17	\$1,100,000	\$1,100,000	1
3Q18	\$1,650,000	\$1,566,667	3
3Q19	\$1,487,500	\$1,487,500	2

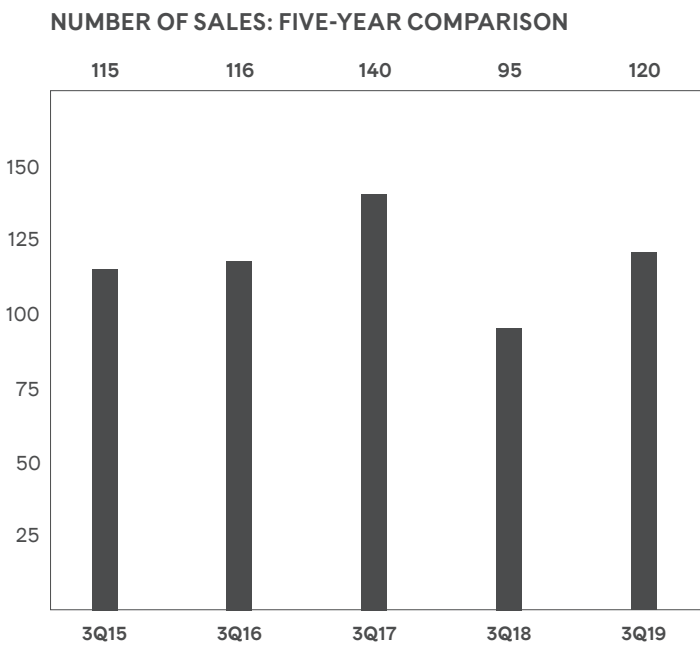
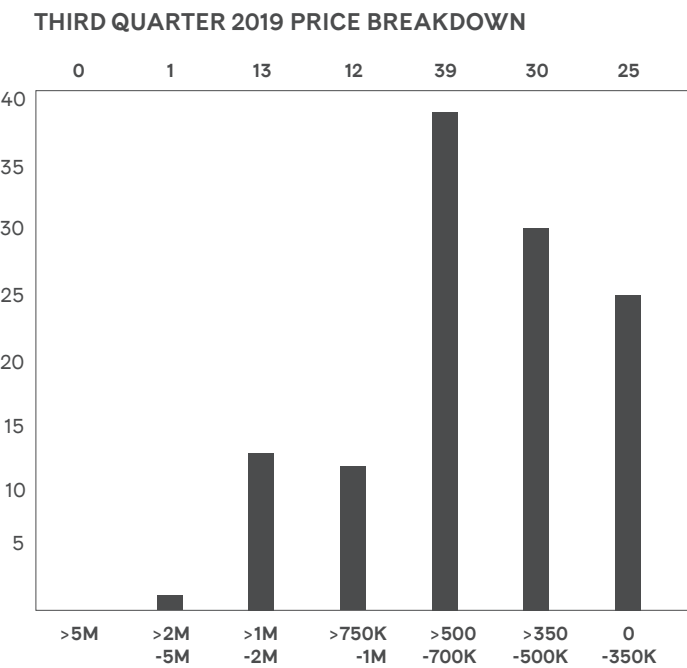
	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q17	0	0	1	0	0	0	0
3Q18	0	0	3	0	0	0	0
3Q19	0	0	2	0	0	0	0

# Dollar Volume by Area

Third Quarter 2019







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

# North Fork Single-Family Homes

Third Quarter 2019

## Aquebogue

	Median Price	Average Price	Sales
3Q17	\$432,500	\$504,566	10
3Q18	\$510,500	\$764,625	4
3Q19	\$498,500	\$500,721	6

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q17	2	4	4	0	0	0	0
3Q18	1	1	1	0	1	0	0
3Q19	0	3	3	0	0	0	0

## Cutchogue

	Median Price	Average Price	Sales
3Q17	\$630,000	\$830,372	17
3Q18	\$595,000	\$804,351	11
3Q19	\$769,000	\$842,364	11

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q17	2	3	8	2	1	1	0
3Q18	1	4	3	1	1	1	0
3Q19	0	0	5	3	3	0	0

## East Marion

	Median Price	Average Price	Sales
3Q17	\$500,000	\$565,667	3
3Q18	\$510,000	\$510,000	1
3Q19	\$557,500	\$718,750	4

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q17	0	2	1	0	0	0	0
3Q18	0	0	1	0	0	0	0
3Q19	1	0	2	0	1	0	0

## Greenport

	Median Price	Average Price	Sales
3Q17	\$584,500	\$576,083	6
3Q18	\$656,563	\$1,093,281	4
3Q19	\$579,500	\$579,833	6

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q17	1	1	3	1	0	0	0
3Q18	0	1	2	0	0	1	0
3Q19	1	1	3	1	0	0	0

## Greenport Village

	Median Price	Average Price	Sales
3Q17	\$0	\$0	0
3Q18	\$565,619	\$593,309	4
3Q19	\$725,000	\$665,750	4

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q17	0	0	0	0	0	0	0
3Q18	0	2	1	1	0	0	0
3Q19	1	0	1	2	0	0	0

# North Fork Single-Family Homes

Third Quarter 2019

## Jamesport

	Median Price	Average Price	Sales
3Q17	\$384,952	\$429,984	3
3Q18	\$527,500	\$648,909	6
3Q19	\$450,000	\$424,536	7

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q17	0	2	1	0	0	0	0
3Q18	0	2	3	0	1	0	0
3Q19	1	3	3	0	0	0	0

## Laurel

	Median Price	Average Price	Sales
3Q17	\$807,500	\$807,500	2
3Q18	\$544,000	\$548,793	6
3Q19	\$0	\$0	0

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q17	1	0	0	0	1	0	0
3Q18	0	2	3	1	0	0	0
3Q19	0	0	0	0	0	0	0

## Mattituck

	Median Price	Average Price	Sales
3Q17	\$524,000	\$581,645	20
3Q18	\$580,000	\$582,857	7
3Q19	\$570,000	\$670,646	12

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q17	2	7	8	0	3	0	0
3Q18	3	0	2	2	0	0	0
3Q19	2	3	3	2	2	0	0

## New Suffolk

	Median Price	Average Price	Sales
3Q17	\$1,055,000	\$1,055,000	1
3Q18	\$995,000	\$995,000	1
3Q19	\$1,375,000	\$1,375,000	1

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q17	0	0	0	0	1	0	0
3Q18	0	0	0	1	0	0	0
3Q19	0	0	0	0	1	0	0

## Orient

	Median Price	Average Price	Sales
3Q17	\$893,750	\$893,750	2
3Q18	\$717,500	\$717,500	2
3Q19	\$654,500	\$783,500	4

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q17	0	0	1	0	1	0	0
3Q18	0	0	1	1	0	0	0
3Q19	0	0	3	0	1	0	0

# North Fork Single-Family Homes

Third Quarter 2019

## Peconic

	Median Price	Average Price	Sales
3Q17	\$502,500	\$573,750	4
3Q18	\$1,010,000	\$1,010,000	2
3Q19	\$368,500	\$368,500	2

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q17	1	1	1	0	1	0	0
3Q18	0	0	0	1	1	0	0
3Q19	1	1	0	0	0	0	0

## Riverhead

	Median Price	Average Price	Sales
3Q17	\$330,308	\$350,235	34
3Q18	\$305,000	\$358,913	31
3Q19	\$385,000	\$438,957	37

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q17	20	10	2	2	0	0	0
3Q18	19	8	3	0	1	0	0
3Q19	16	13	5	1	2	0	0

## South Jamesport

	Median Price	Average Price	Sales
3Q17	\$1,325,000	\$1,325,000	2
3Q18	\$0	\$0	0
3Q19	\$0	\$0	0

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q17	0	0	1	0	1	0	0
3Q18	0	0	0	0	0	0	0
3Q19	0	0	0	0	0	0	0

## Southold

	Median Price	Average Price	Sales
3Q17	\$579,500	\$630,855	36
3Q18	\$559,000	\$803,232	16
3Q19	\$609,500	\$740,423	26

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q17	3	10	18	2	3	0	0
3Q18	1	4	8	2	0	1	0
3Q19	2	6	11	3	3	1	0

**Robert Nelson**

Executive Managing Director  
Brown Harris Stevens of the Hamptons  
631.204.2431  
Rnelson@bhsusa.com

**Aspasia G. Comnas**

Senior Advisor  
Brown Harris Stevens of the Hamptons  
631.537.4321  
Acomnas@bhsusa.com

**North Fork**

13105 Main Road  
Mattituck, NY 11952  
631.477.0551

**Sag Harbor**

96 Main Street  
Sag Harbor, NY 11963  
631.725.2250

**East Hampton**

27 Main Street  
East Hampton, NY 11937  
631.324.6400

**Bridgehampton**

2408 Main Street  
Bridgehampton, NY 11932  
631.537.2727

**Southampton**

24 Main Street  
Southampton, NY 11968  
631.287.4900

**Westhampton Beach**

70 Main Street  
Westhampton, NY 11978  
631.288.5500

**BHS** PARTNERING  
WORLDWIDE

**LP** LUXURY  
PORTFOLIO  
INTERNATIONAL

*Leading*  
REAL ESTATE COMPANIES  
IN THE WORLD

**BrownHarrisStevens.com**  
NEW YORK CITY • HAMPTONS • PALM BEACH • MIAMI • WORLDWIDE



©2019 by Brown Harris Stevens. All Rights Reserved. This information may not be copied, used or distributed without Brown Harris Stevens' consent. While information is believed true, no guaranty is made of accuracy.