

Preliminary*

Third Quarter 2016 Report

EAST END
SINGLE-FAMILY HOMES

BROWN HARRIS STEVENS Established 1873



exclusive affiliate of
CHRISTIE'S
INTERNATIONAL REAL ESTATE
in New York City, The Hamptons & Palm Beach

*Based Upon Data Available as of October 13th, 2016. Final 3rd Q 2016 Report to be Issued January, 2017.

Data Highlights

Cover Property: BrownHarrisStevens.com WEB# 11393

Prices averaged **\$1,943,995**
in the Hamptons during the 3rd quarter of 2016,
11.1% higher than a year ago.

The median price declined **14.4%**
over this time, to **\$850,000**.

The number of East End sales dipped
7.8% compared to 2015's 3rd quarter.



BrownHarrisStevens.com WEB# 39055



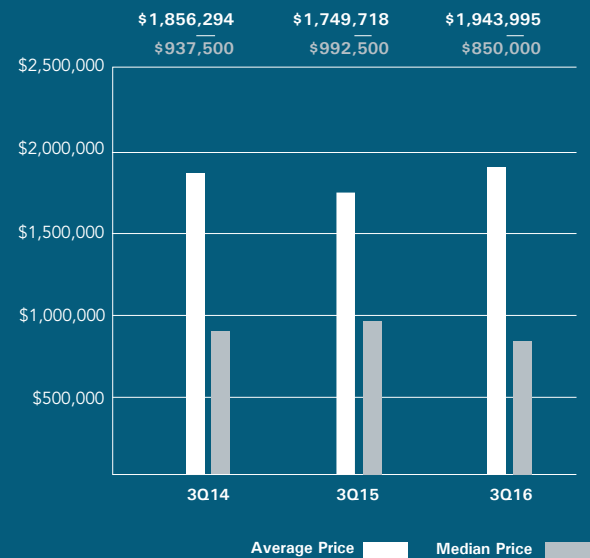
BrownHarrisStevens.com WEB# 42208

The Westhampton Area had the highest number
of sales in the Third Quarter at **99**, while the
Southampton Area achieved the highest total dollar
volume, with **\$213M** in sales.

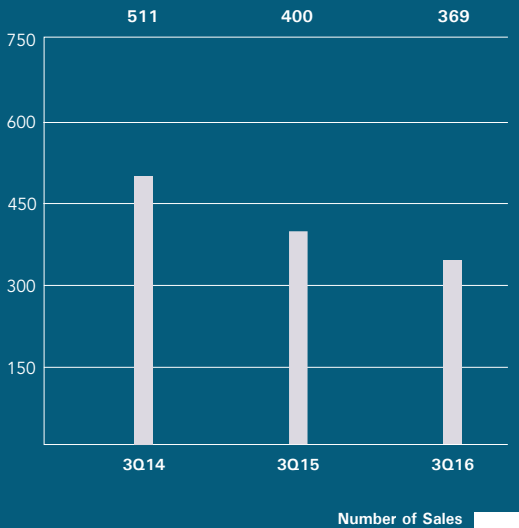
On the North Fork, the numbers
sales increased **14.9%**
from 2015's 3rd Quarter, while
the median price was **4%**
lower.

The Hamptons

AVERAGE AND MEDIAN SALE PRICE

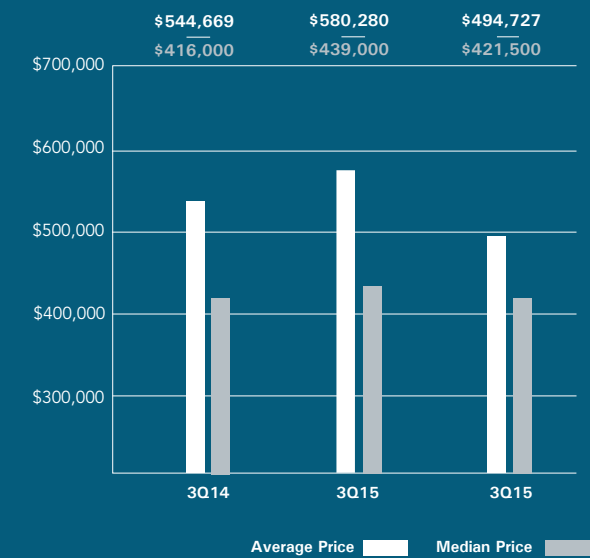


NUMBER OF SALES

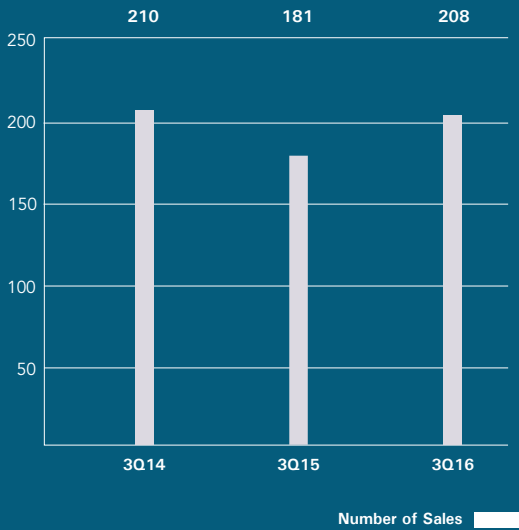


North Fork

AVERAGE AND MEDIAN SALE PRICE

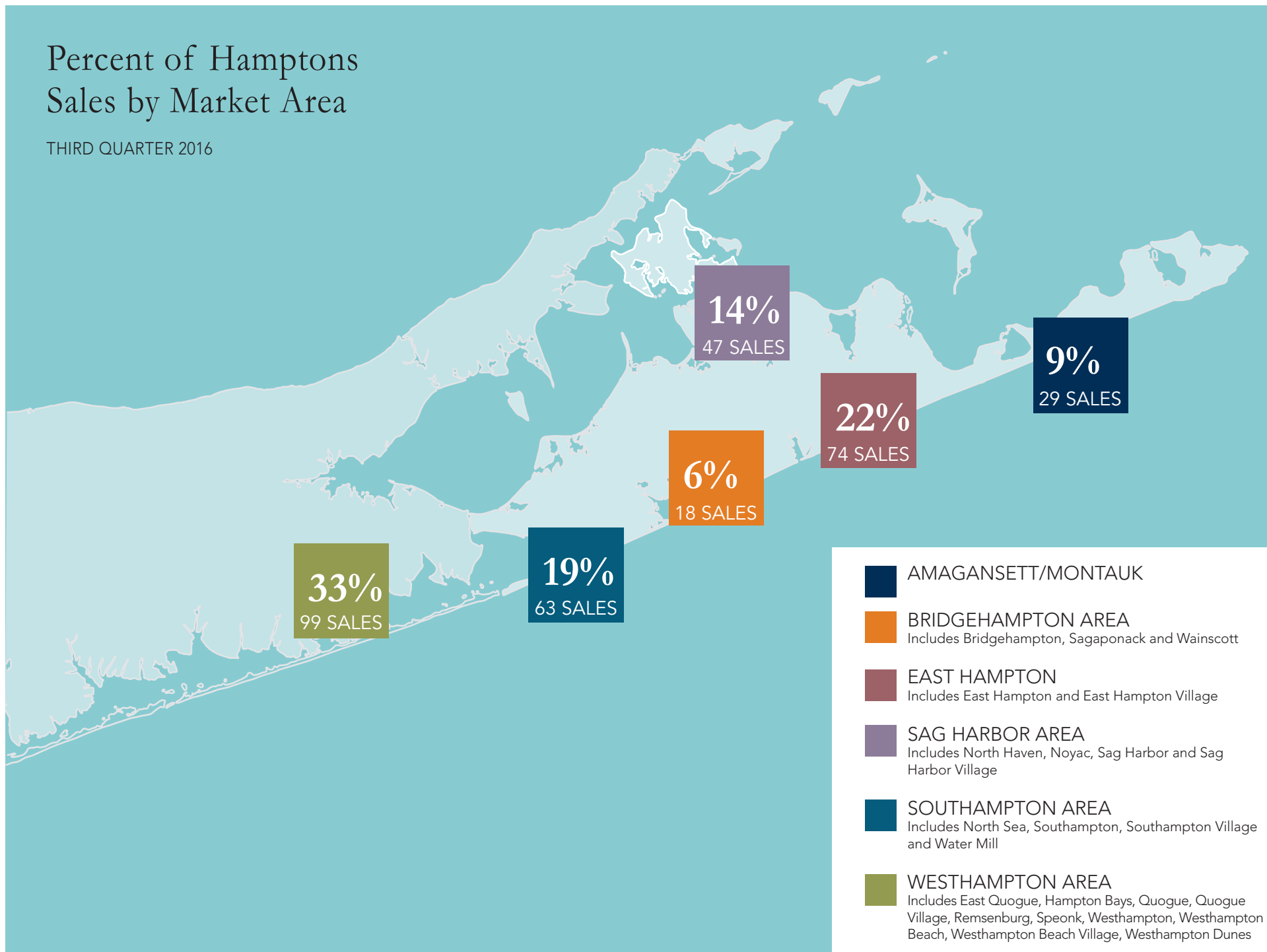


NUMBER OF SALES



Percent of Hamptons Sales by Market Area

THIRD QUARTER 2016



South Fork Single-Family Homes

Numbers of Sales in the Third
Quarter were varied, with half of the
towns showing increases and half
showing fewer sales as compared to
the same time in 2015.

AMAGANSETT

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$3,038,350 | \$1,608,750 | 20 |
| 3Q15 | \$2,817,500 | \$1,992,500 | 18 |
| 3Q16 | \$3,931,006 | \$1,395,000 | 9 |

BRIDGEHAMPTON

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$4,459,000 | \$3,925,000 | 13 |
| 3Q15 | \$3,501,258 | \$2,836,300 | 25 |
| 3Q16 | \$5,400,170 | \$2,150,000 | 12 |

EAST HAMPTON

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$1,168,134 | \$799,000 | 78 |
| 3Q15 | \$1,188,387 | \$882,500 | 65 |
| 3Q16 | \$1,052,735 | \$842,500 | 64 |

EAST HAMPTON VILLAGE

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$2,307,031 | \$2,112,500 | 16 |
| 3Q15 | \$3,835,500 | \$2,425,000 | 6 |
| 3Q16 | \$5,684,060 | \$5,250,000 | 10 |

EAST QUOGUE

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$464,772 | \$440,000 | 29 |
| 3Q15 | \$744,825 | \$615,000 | 13 |
| 3Q16 | \$600,571 | \$466,250 | 18 |

HAMPTON BAYS

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$433,554 | \$375,000 | 66 |
| 3Q15 | \$575,858 | \$420,000 | 47 |
| 3Q16 | \$489,908 | \$406,250 | 48 |

MONTAUK

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$1,288,000 | \$890,000 | 23 |
| 3Q15 | \$1,406,286 | \$1,037,750 | 14 |
| 3Q16 | \$1,628,550 | \$1,170,000 | 20 |

NORTH HAVEN

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$2,376,283 | \$1,810,000 | 6 |
| 3Q15 | \$1,447,406 | \$1,172,500 | 8 |
| 3Q16 | \$6,191,667 | \$3,750,000 | 9 |

South Fork Single-Family Homes

On the South Fork, **77%**
of 3rd Quarter sales were at or
below **\$2M.**

QUOGUE VILLAGE

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$3,098,415 | \$1,662,500 | 22 |
| 3Q15 | \$2,227,273 | \$1,750,000 | 11 |
| 3Q16 | \$1,715,277 | \$1,925,000 | 6 |

REMSENBURG

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$1,039,254 | \$1,002,763 | 6 |
| 3Q15 | \$857,233 | \$624,450 | 6 |
| 3Q16 | \$935,714 | \$650,000 | 7 |

SAG HARBOR

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$1,409,674 | \$837,500 | 26 |
| 3Q15 | \$886,853 | \$750,000 | 28 |
| 3Q16 | \$1,171,340 | \$800,000 | 19 |

SAG HARBOR VILLAGE

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$1,629,665 | \$1,425,000 | 15 |
| 3Q15 | \$2,539,638 | \$1,705,000 | 16 |
| 3Q16 | \$2,228,010 | \$1,425,000 | 19 |

SAGAPONACK

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$5,870,769 | \$4,975,000 | 13 |
| 3Q15 | \$5,166,667 | \$5,025,000 | 6 |
| 3Q16 | \$4,566,667 | \$5,500,000 | 3 |

SHELTER ISLAND

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$1,470,882 | \$912,000 | 17 |
| 3Q15 | \$1,030,017 | \$809,999 | 15 |
| 3Q16 | \$1,443,597 | \$920,000 | 13 |

SOUTHAMPTON

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$1,436,150 | \$810,000 | 46 |
| 3Q15 | \$1,336,754 | \$913,240 | 54 |
| 3Q16 | \$1,592,588 | \$980,000 | 31 |

SOUTHAMPTON VILLAGE

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$4,917,358 | \$1,750,000 | 30 |
| 3Q15 | \$4,103,435 | \$2,012,000 | 23 |
| 3Q16 | \$5,342,632 | \$2,390,000 | 14 |

South Fork Single-Family Homes

There were 9 sales in the 3rd
Quarter above \$10M.

WAINSCOTT

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$1,921,125 | \$1,800,000 | 8 |
| 3Q15 | \$1,599,000 | \$1,475,000 | 5 |
| 3Q16 | \$923,333 | \$700,000 | 3 |

WATER MILL

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$4,422,565 | \$2,840,000 | 23 |
| 3Q15 | \$3,236,620 | \$2,640,000 | 15 |
| 3Q16 | \$4,967,828 | \$4,135,000 | 18 |

WESTHAMPTON

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$857,298 | \$719,735 | 20 |
| 3Q15 | \$901,000 | \$875,000 | 11 |
| 3Q16 | \$784,044 | \$670,000 | 15 |

WESTHAMPTON BEACH

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$785,171 | \$537,250 | 12 |
| 3Q15 | \$475,000 | \$475,000 | 1 |
| 3Q16 | \$507,000 | \$465,000 | 6 |

WESTHAMPTON BEACH VILLAGE

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$1,307,972 | \$1,059,360 | 10 |
| 3Q15 | \$1,745,871 | \$1,060,000 | 5 |
| 3Q16 | \$1,092,934 | \$1,000,000 | 14 |

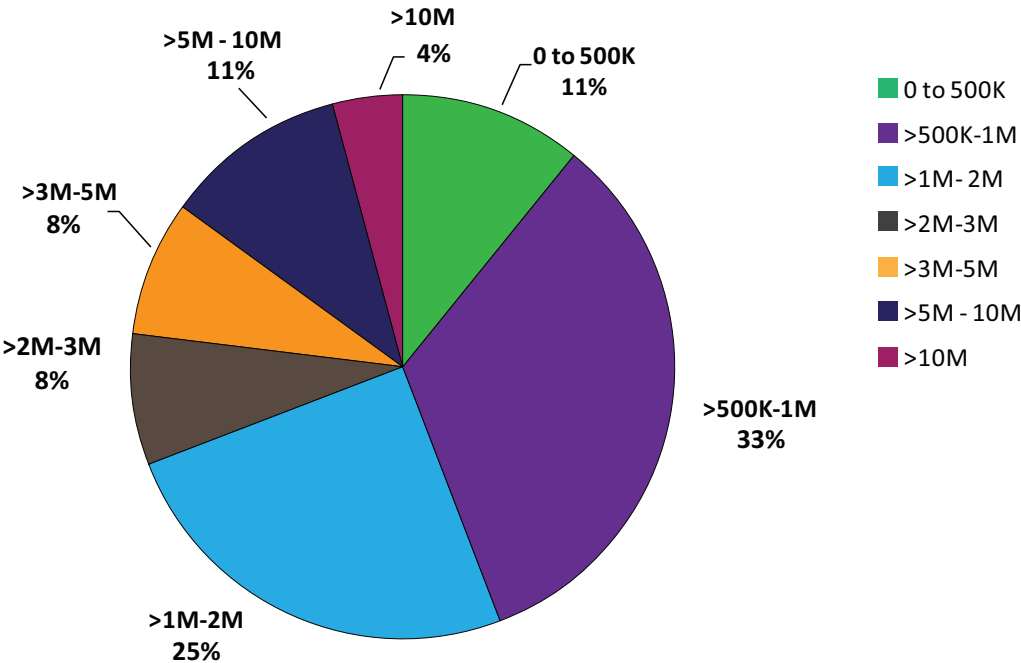
WESTHAMPTON DUNES

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$1,928,333 | \$1,615,000 | 3 |
| 3Q15 | \$2,825,000 | \$2,825,000 | 2 |
| 3Q16 | \$2,150,000 | \$2,040,000 | 3 |

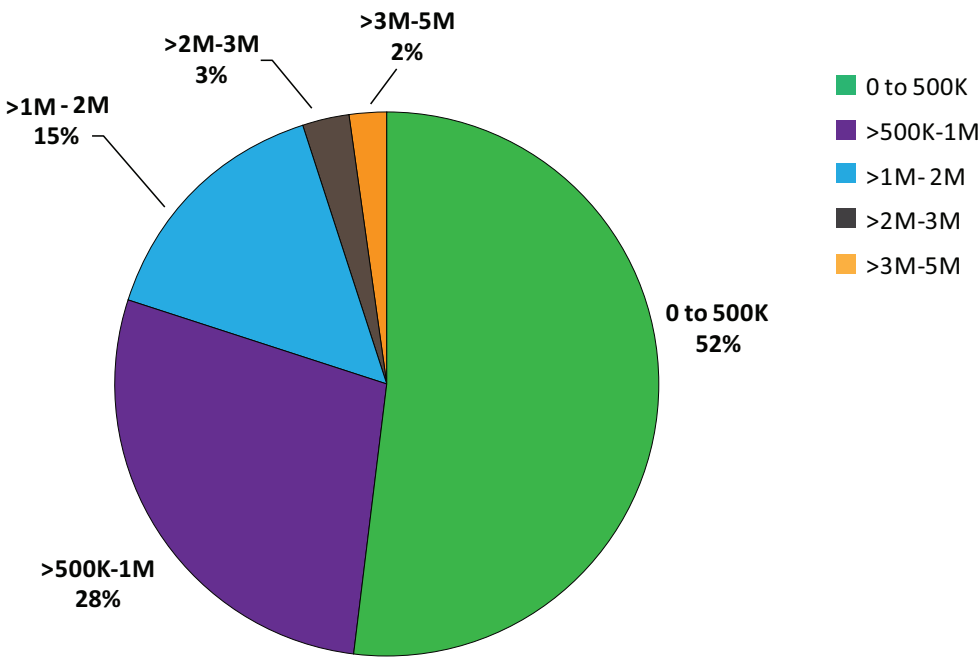
Percent of Hamptons Sales by Price

THIRD QUARTER 2016

Hamptons East of the Shinnecock Canal

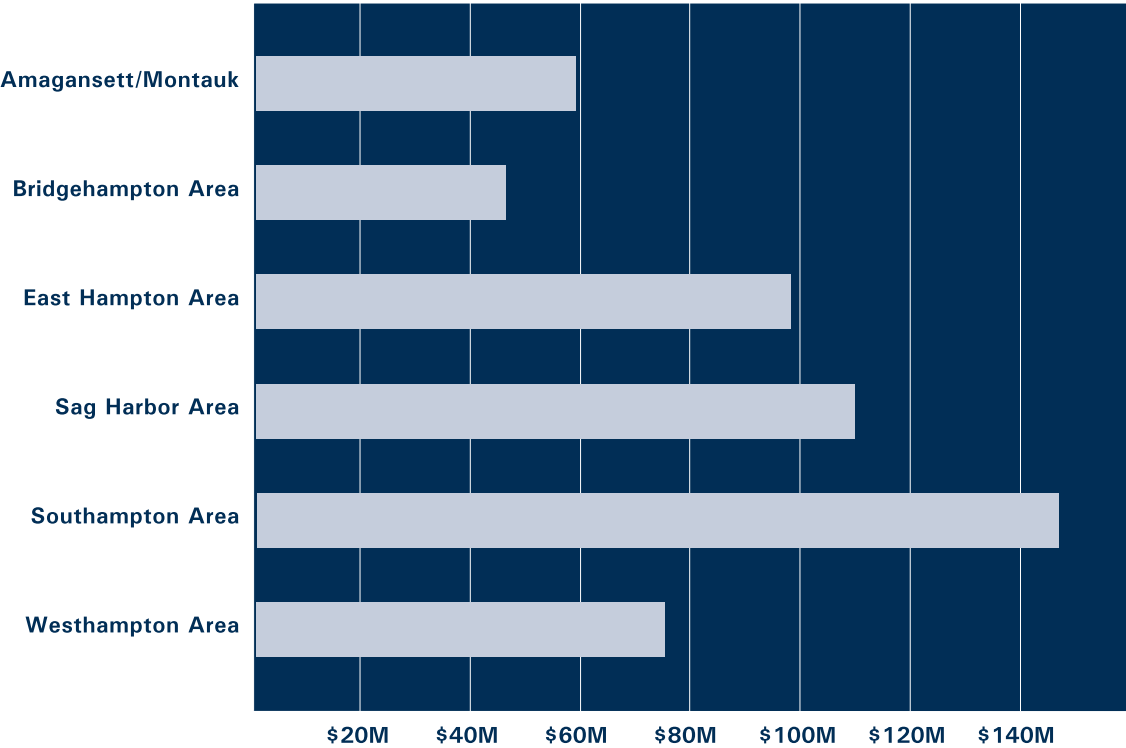
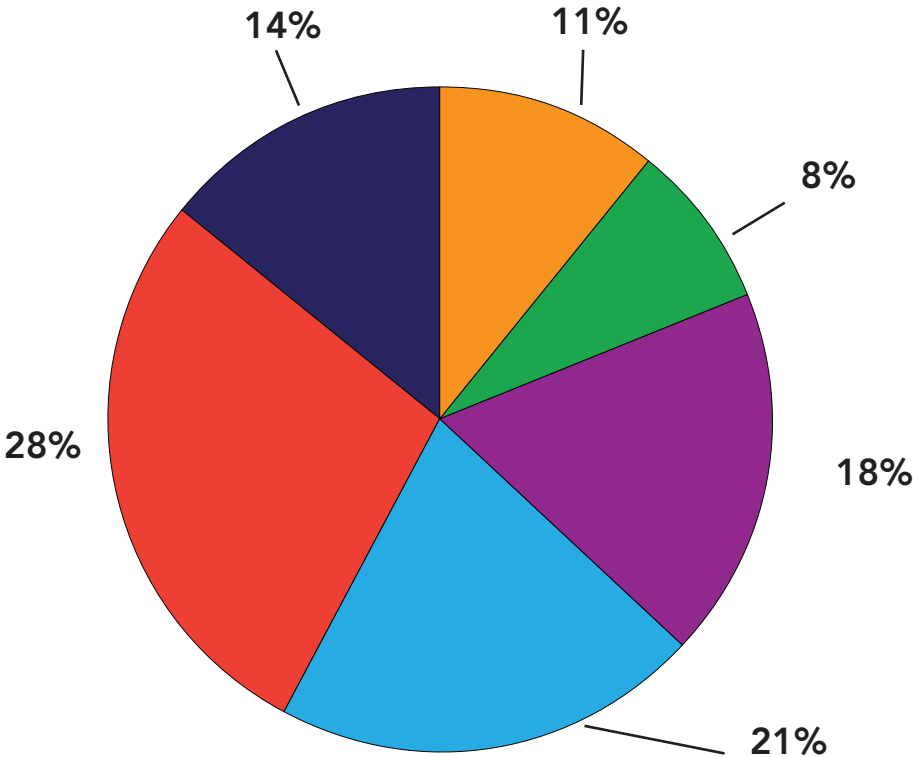


Hamptons West of the Shinnecock Canal



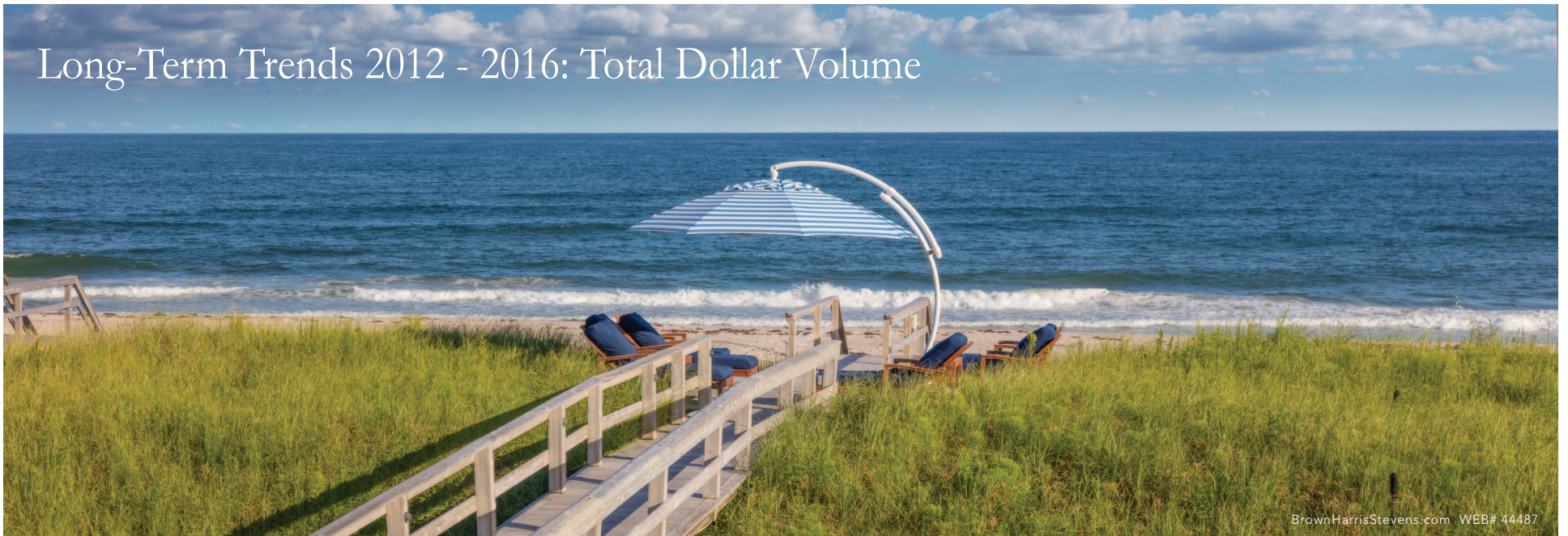
Hamptons Dollar Volume by Area

THIRD QUARTER 2016



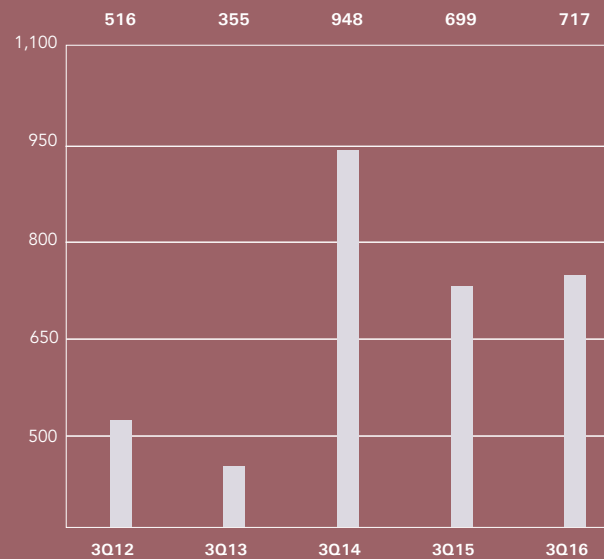
- Amagansett/Montauk
- Bridgehampton Area
- East Hampton Area
- Sag Harbor Area
- Southampton Area
- Westhampton Area

Long-Term Trends 2012 - 2016: Total Dollar Volume



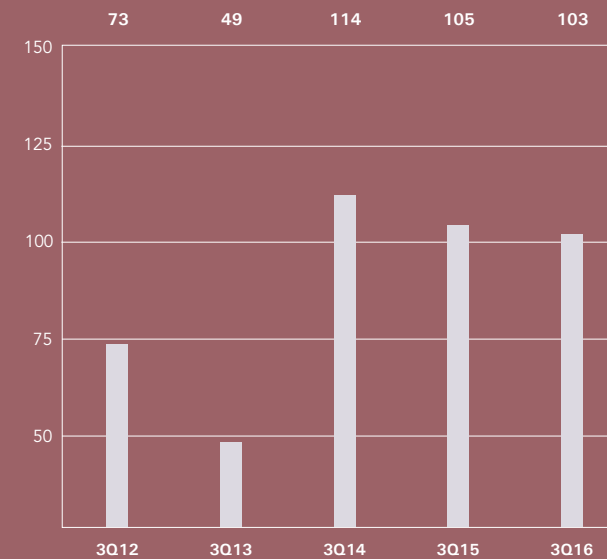
BrownHarrisStevens.com WEB# 44487

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 |
|------|---------------|--------------|-------|
| 3Q14 | \$381,953 | \$365,000 | 17 |
| 3Q15 | \$454,036 | \$415,000 | 9 |
| 3Q16 | \$367,550 | \$399,500 | 10 |

CUTCHOGUE

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$731,948 | \$629,000 | 23 |
| 3Q15 | \$665,955 | \$490,000 | 23 |
| 3Q16 | \$732,231 | \$627,750 | 16 |

EAST MARION

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$552,200 | \$428,000 | 10 |
| 3Q15 | \$988,000 | \$514,000 | 6 |
| 3Q16 | \$535,500 | \$399,500 | 2 |

GREENPORT

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$510,000 | \$445,000 | 9 |
| 3Q15 | \$556,000 | \$437,500 | 8 |
| 3Q16 | \$439,114 | \$627,750 | 7 |

GREENPORT VILLAGE

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$425,084 | \$382,500 | 10 |
| 3Q15 | \$472,250 | \$477,500 | 4 |
| 3Q16 | \$529,283 | \$545,350 | 6 |

JAMESPORT

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$482,863 | \$448,500 | 8 |
| 3Q15 | \$471,783 | \$450,000 | 6 |
| 3Q16 | \$441,908 | \$424,542 | 5 |

MATTITUCK

| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$498,048 | \$405,820 | 19 |
| 3Q15 | \$657,423 | \$520,000 | 21 |
| 3Q16 | \$761,547 | \$515,000 | 20 |

SOUTHOLD

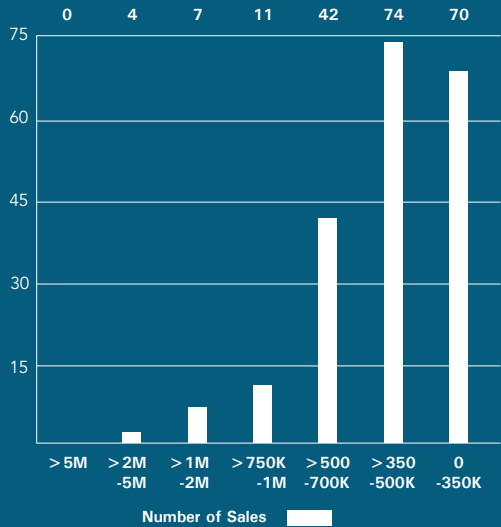
| | Average Price | Median Price | Sales |
|------|---------------|--------------|-------|
| 3Q14 | \$802,837 | \$506,000 | 36 |
| 3Q15 | \$573,020 | \$465,000 | 30 |
| 3Q16 | \$539,039 | \$470,000 | 23 |

North Fork
Single-Family
Homes

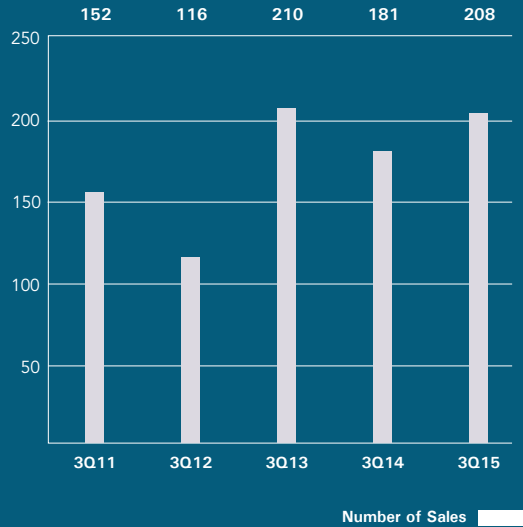


BrownHarrisStevens.com WEB# 18749

THIRD QUARTER 2016 PRICE BREAKDOWN



NUMBER OF SALES: FIVE-YEAR COMPARISON



PETER M. TURINO

President
631.903.6115
pturino@bhshamptons.com

ASPASIA G. COMNAS

Executive Managing Director
631.537.4321
acomnas@bhshamptons.com

ROBERT NELSON

Senior Managing Director
631.204.2431
Rnelson@bhshamptons.com

GINA A. GALANTE

Managing Director - North Fork
631.477.8007
ggalante@bhsnorthfork.com

Greenport

120 Front Street
Greenport, New York 11944
631.477.0551

Sag Harbor

96 Main Street
Sag Harbor, New York 11963
631.725.2250

Amagansett

167 Main Street
Amagansett, New York 11930
631.267.7100

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

BROWN HARRIS STEVENS.COM
THE HAMPTONS • NEW YORK CITY • PALM BEACH • MIAMI