

Preliminary*

Fourth 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 January 13th, 2017. Final 4Q 2016 Report to be Issued April, 2017.

Data Highlights

Cover Property: BrownHarrisStevens.com WEB# 370630

Prices averaged **\$1,868,414**
in the Hamptons during the 4th quarter of 2016,
23.1% lower than a year ago.

The median price declined **8.3%** over
this time, to **\$1,100,000.**

The number of East End sales dipped
21% compared to 2015's 4th quarter.



BrownHarrisStevens.com WEB# 370713



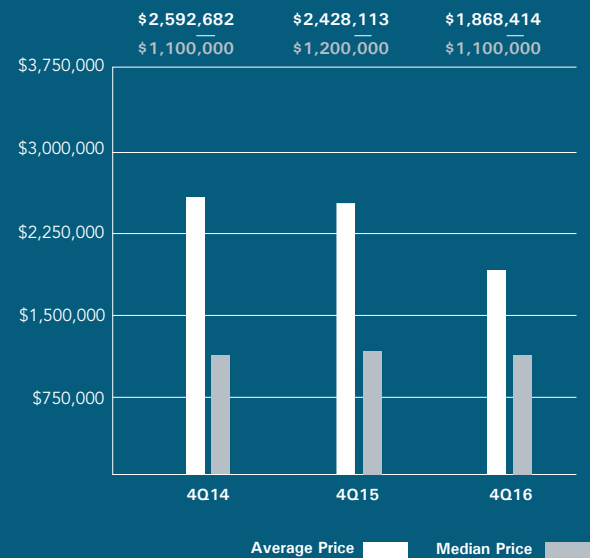
BrownHarrisStevens.com WEB# 170685

In the Hamptons, 4th Quarter total dollar volume
dropped **42.3%** to **\$547M**
compared to the 2015 4th Quarter, while the North
Fork total dollar volume decreased **1.3%** to
\$78M during the same time.

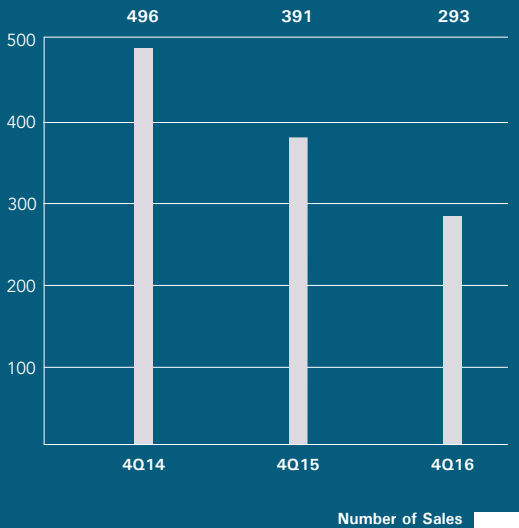
On the North Fork, the average
price increased **9.9%**
from 2015's 4th Quarter, to
\$596,913.

The Hamptons

AVERAGE AND MEDIAN SALE PRICE

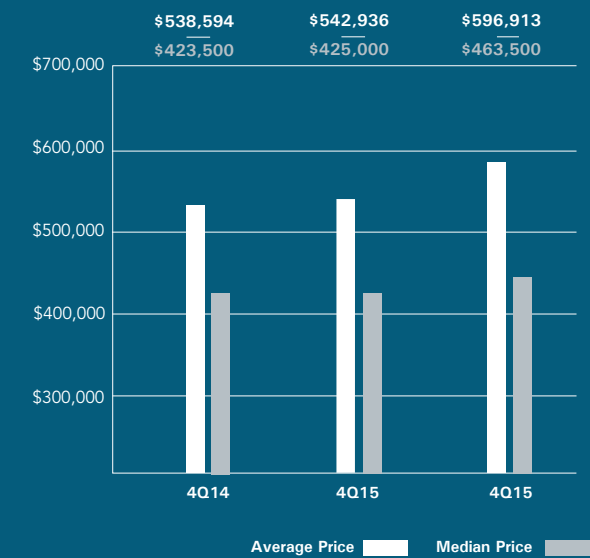


NUMBER OF SALES

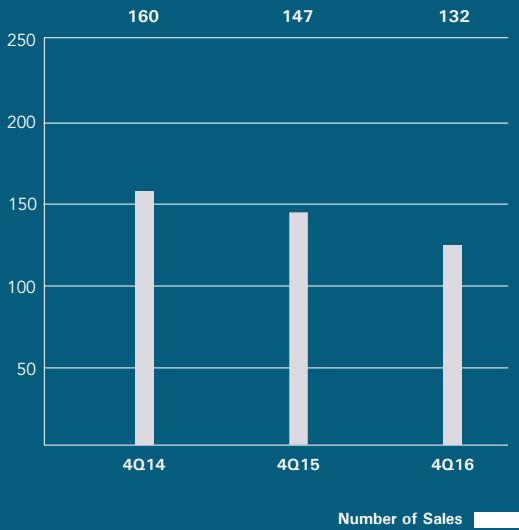


North Fork

AVERAGE AND MEDIAN SALE PRICE

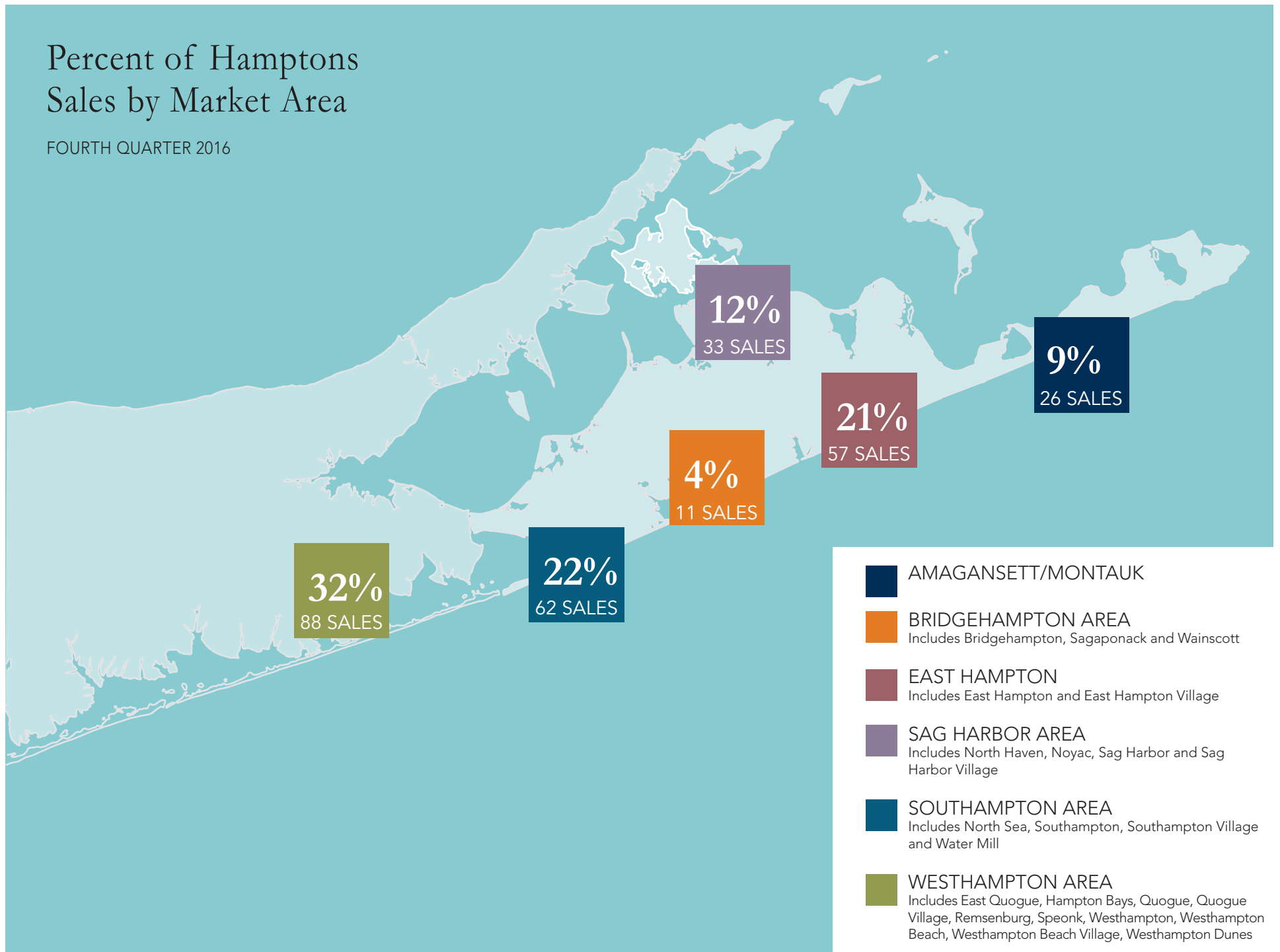


NUMBER OF SALES



Percent of Hamptons Sales by Market Area

FOURTH QUARTER 2016



South Fork Single-Family Homes

There were *5* sales in the 4th

Quarter above *\$10M.*

AMAGANSETT

	Average Price	Median Price	Sales
4Q14	\$2,822,269	\$2,155,000	26
4Q15	\$2,767,643	\$2,575,000	14
4Q16	\$2,910,433	\$1,957,248	13

BRIDGEHAMPTON

	Average Price	Median Price	Sales
4Q14	\$5,970,463	\$2,750,000	27
4Q15	\$5,743,984	\$3,425,000	32
4Q16	\$4,798,575	\$3,125,000	8

EAST HAMPTON

	Average Price	Median Price	Sales
4Q14	\$1,137,757	\$850,000	84
4Q15	\$1,562,442	\$854,500	72
4Q16	\$1,044,814	\$830,000	47

EAST HAMPTON VILLAGE

	Average Price	Median Price	Sales
4Q14	\$8,559,906	\$4,650,000	15
4Q15	\$9,277,692	\$3,995,000	13
4Q16	\$3,239,286	\$2,200,000	7

EAST QUOGUE

	Average Price	Median Price	Sales
4Q14	\$659,120	\$485,000	25
4Q15	\$728,168	\$590,000	19
4Q16	\$623,298	\$535,000	15

HAMPTON BAYS

	Average Price	Median Price	Sales
4Q14	\$443,223	\$375,000	47
4Q15	\$459,449	\$388,500	39
4Q16	\$522,389	\$450,000	31

MONTAUK

	Average Price	Median Price	Sales
4Q14	\$1,968,745	\$1,562,500	22
4Q15	\$1,975,500	\$995,000	18
4Q16	\$1,794,769	\$1,315,000	13

NORTH HAVEN

	Average Price	Median Price	Sales
4Q14	\$2,511,299	\$2,370,000	9
4Q15	\$1,845,007	\$1,500,000	7
4Q16	\$4,375,000	\$4,375,000	2

South Fork Single-Family Homes

*On the South Fork, 34%
of 4th Quarter sales were
above \$2M.*

QUOGUE VILLAGE

	Average Price	Median Price	Sales
4Q14	\$2,409,094	\$1,457,500	16
4Q15	\$2,819,643	\$2,425,000	7
4Q16	\$2,634,611	\$1,530,000	9

REMSENBURG

	Average Price	Median Price	Sales
4Q14	\$973,318	\$840,000	10
4Q15	\$1,172,000	\$1,005,500	6
4Q16	\$2,064,583	\$1,092,500	6

SAG HARBOR

	Average Price	Median Price	Sales
4Q14	\$1,223,439	\$775,000	18
4Q15	\$1,264,786	\$1,450,000	21
4Q16	\$1,280,931	\$1,050,000	17

SAG HARBOR VILLAGE

	Average Price	Median Price	Sales
4Q14	\$1,426,523	\$988,750	22
4Q15	\$1,854,156	\$1,322,500	16
4Q16	\$1,651,500	\$1,475,000	14

SAGAPONACK

	Average Price	Median Price	Sales
4Q14	\$10,950,615	\$11,618,000	13
4Q15	\$7,902,000	\$6,250,000	5
4Q16	\$941,934	\$1,060,000	3

SHELTER ISLAND

	Average Price	Median Price	Sales
4Q14	\$1,412,603	\$800,000	17
4Q15	\$1,274,283	\$964,500	18
4Q16	\$2,106,908	\$1,672,500	12

SOUTHAMPTON

	Average Price	Median Price	Sales
4Q14	\$1,735,857	\$775,000	42
4Q15	\$1,442,017	\$900,000	25
4Q16	\$1,547,290	\$1,295,000	29

SOUTHAMPTON VILLAGE

	Average Price	Median Price	Sales
4Q14	\$6,528,212	\$2,837,500	34
4Q15	\$3,636,146	\$2,542,500	24
4Q16	\$4,246,212	\$3,377,500	20

South Fork Single-Family Homes

*The Westhampton Area had the highest number of sales in the 4th Quarter at **88**, while the Southampton Area achieved the highest total dollar volume, with **\$180M** in sales.*

WAINSCOTT

	Average Price	Median Price	Sales
4Q14	\$4,598,409	\$2,325,000	11
4Q15	\$3,095,000	\$3,030,000	4
4Q16	\$7,006,667	\$7,220,000	3

WATER MILL

	Average Price	Median Price	Sales
4Q14	\$3,329,211	\$2,600,000	19
4Q15	\$4,322,742	\$3,950,000	19
4Q16	\$3,883,018	\$3,001,250	13

WESTHAMPTON

	Average Price	Median Price	Sales
4Q14	\$483,500	\$465,000	7
4Q15	\$1,211,084	\$845,000	10
4Q16	\$585,531	\$575,000	9

WESTHAMPTON BEACH

	Average Price	Median Price	Sales
4Q14	\$601,214	\$335,000	7
4Q15	\$1,222,892	\$725,000	7
4Q16	\$759,643	\$555,000	7

WESTHAMPTON BEACH VILLAGE

	Average Price	Median Price	Sales
4Q14	\$1,710,012	\$1,162,500	13
4Q15	\$2,374,649	\$1,335,000	10
4Q16	\$1,557,388	\$1,137,500	9

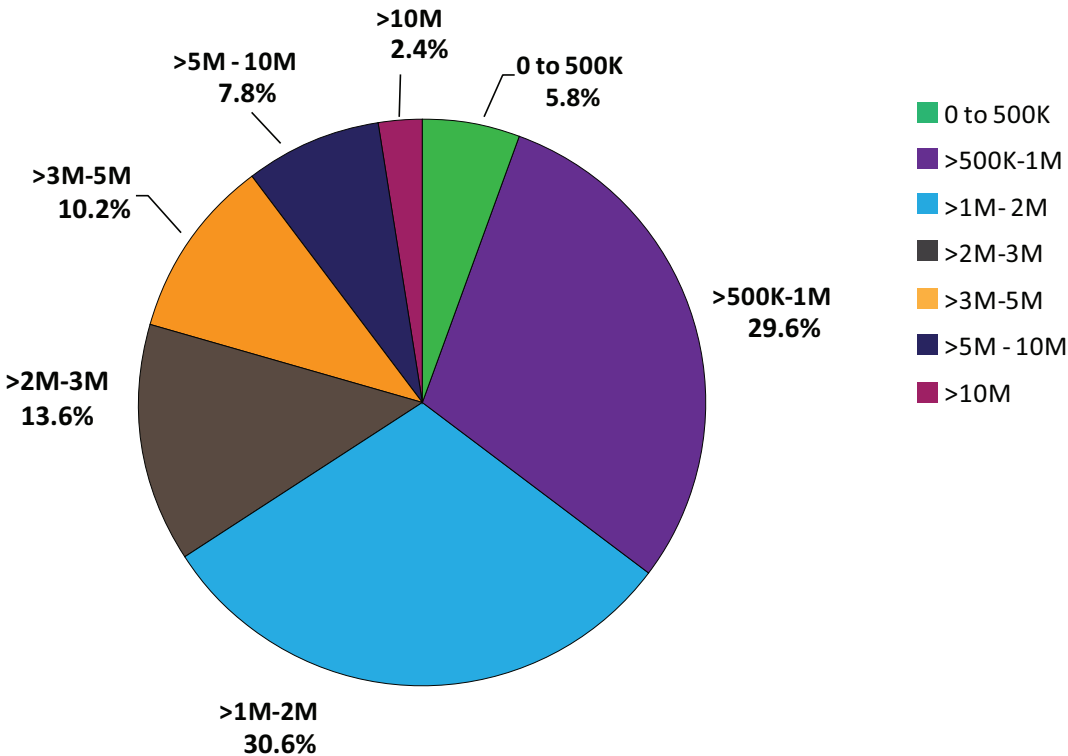
WESTHAMPTON DUNES

	Average Price	Median Price	Sales
4Q14	\$1,983,656	\$1,984,625	8
4Q15	\$3,300,000	\$3,300,000	1
4Q16	\$2,460,000	\$2,460,000	2

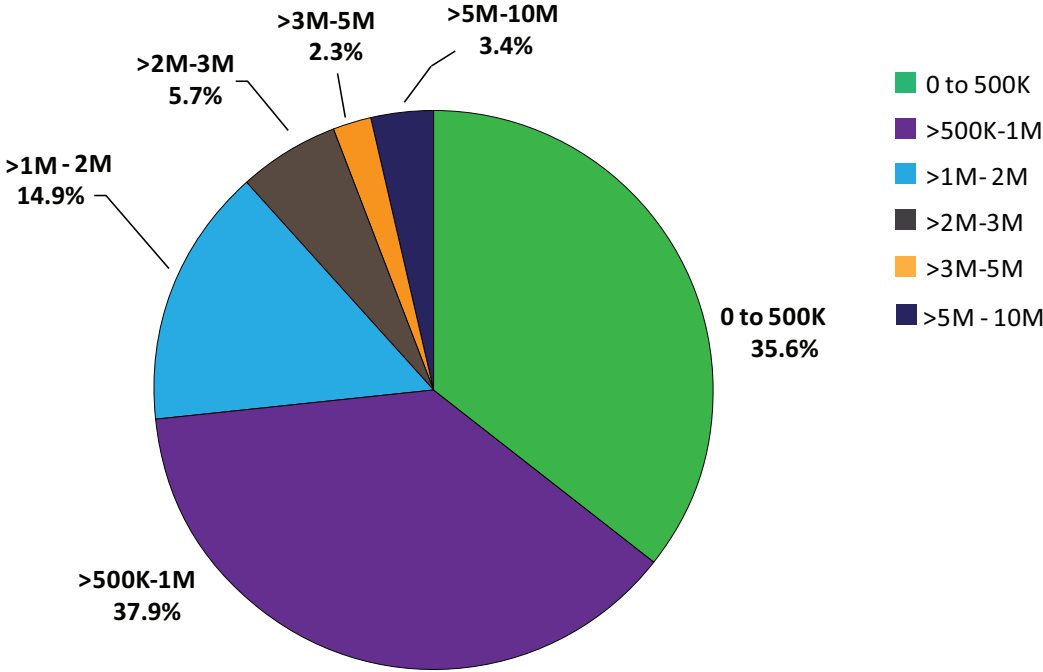
Percent of Hamptons Sales by Price

FOURTH QUARTER 2016

Hamptons East of the Shinnecock Canal

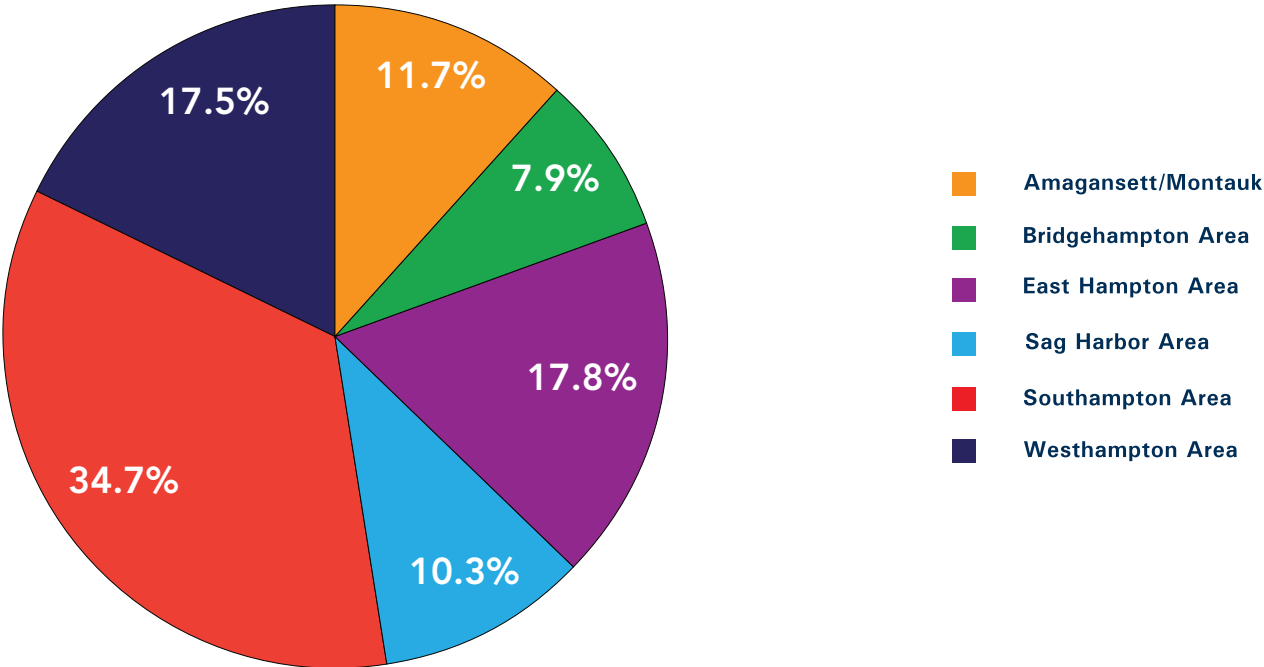
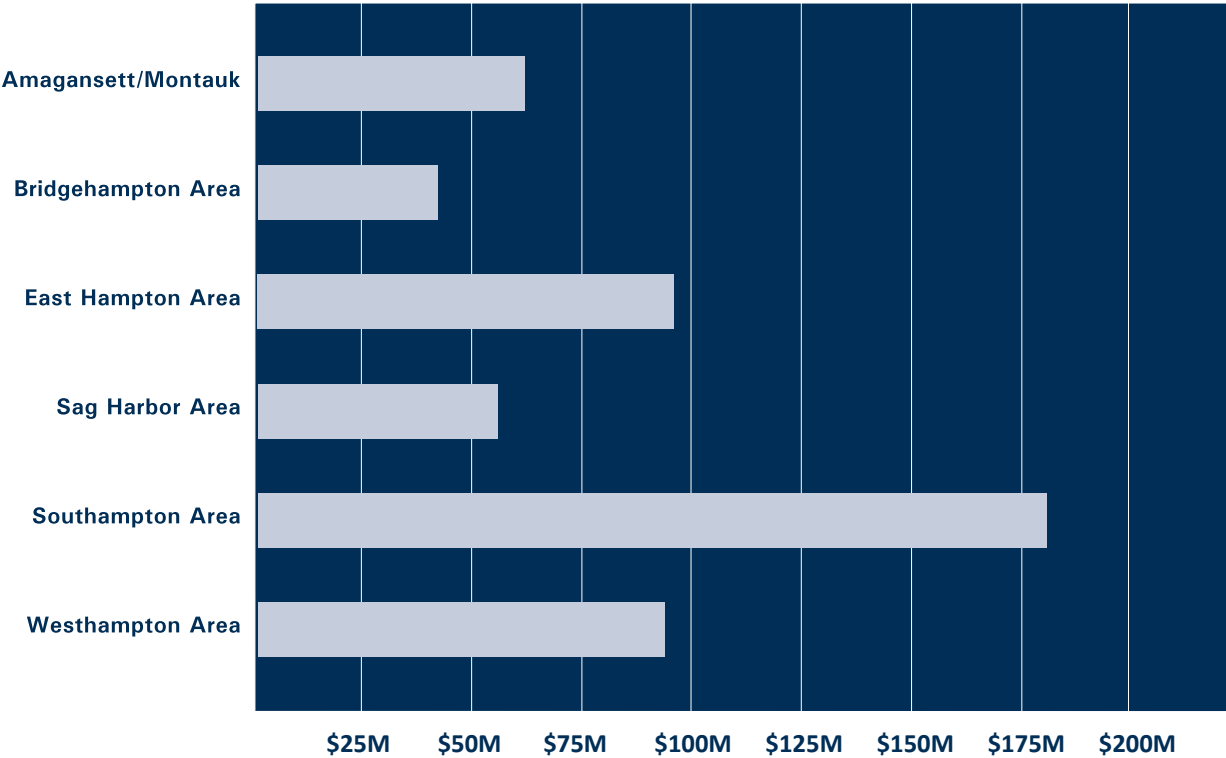


Hamptons West of the Shinnecock Canal



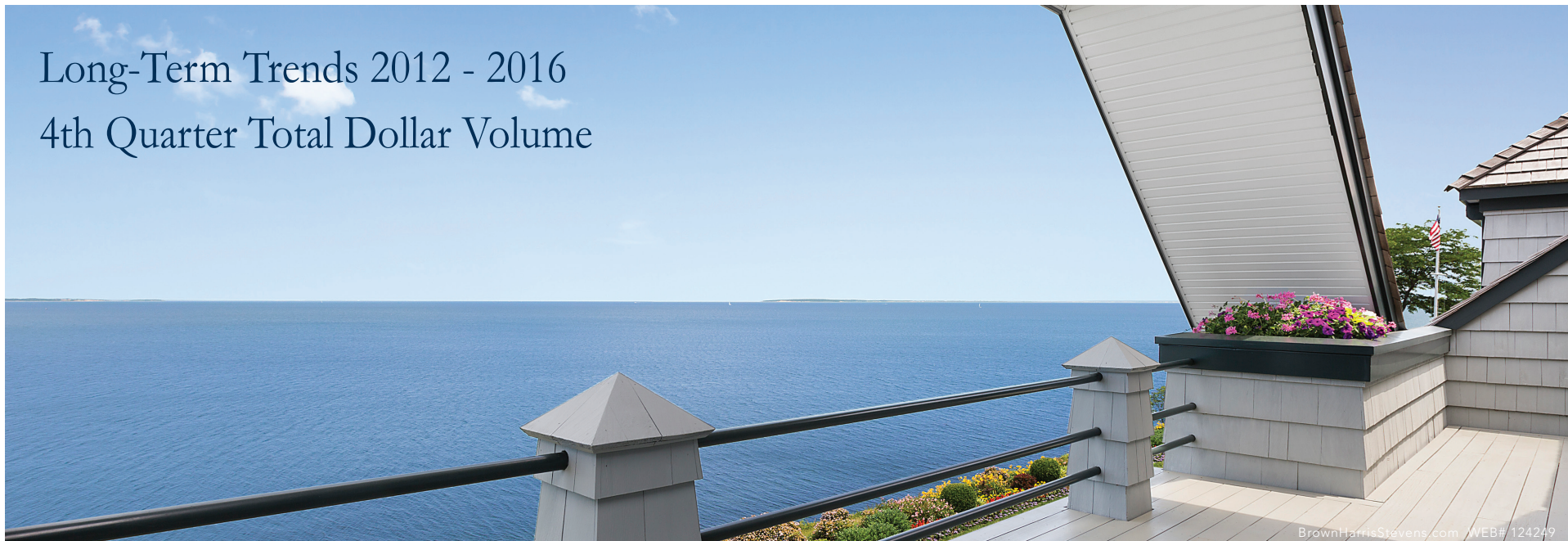
Hamptons Dollar Volume by Area

FOURTH QUARTER 2016

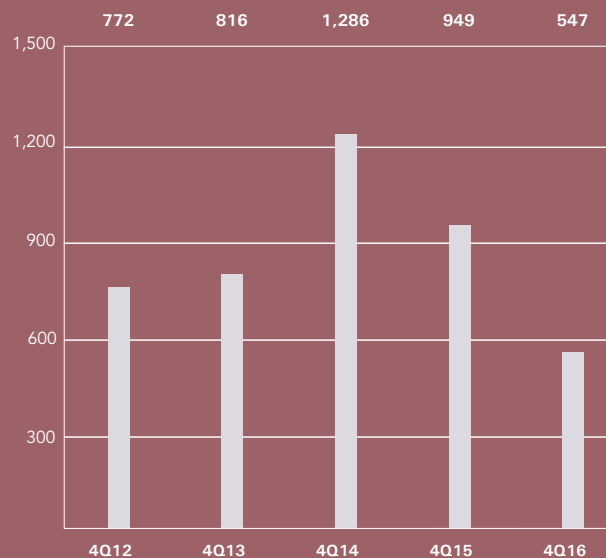


Long-Term Trends 2012 - 2016

4th Quarter Total Dollar Volume

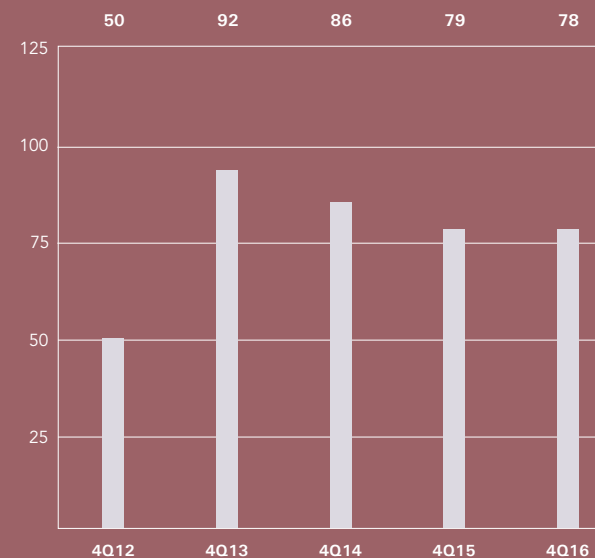


HAMPTONS TOTAL DOLLAR VOLUME



Dollar Volume (Millions)

NORTH FORK TOTAL DOLLAR VOLUME



Dollar Volume (Millions)

North Fork Single-Family Homes

AQUEBOGUE

	Average Price	Median Price	Sales
4Q14	\$431,875	\$475,000	8
4Q15	\$437,540	\$363,750	10
4Q16	\$420,917	\$382,500	10

CUTCHOGUE

	Average Price	Median Price	Sales
4Q14	\$944,300	\$582,000	15
4Q15	\$606,389	\$587,500	9
4Q16	\$649,731	\$450,000	13

EAST MARION

	Average Price	Median Price	Sales
4Q14	\$558,251	\$532,000	12
4Q15	\$817,900	\$654,500	5
4Q16	\$732,857	\$585,000	7

GREENPORT

	Average Price	Median Price	Sales
4Q14	\$425,953	\$415,000	5
4Q15	\$451,722	\$420,000	9
4Q16	\$399,098	\$375,000	7

GREENPORT VILLAGE

	Average Price	Median Price	Sales
4Q14	\$403,171	\$375,000	7
4Q15	\$538,333	\$562,500	6
4Q16	\$654,250	\$683,500	4

JAMESPORT

	Average Price	Median Price	Sales
4Q14	\$307,250	\$337,000	6
4Q15	\$441,000	\$441,000	1
4Q16	\$554,750	\$533,500	4

MATTITUCK

	Average Price	Median Price	Sales
4Q14	\$532,966	\$472,750	16
4Q15	\$557,933	\$586,850	6
4Q16	\$829,700	\$600,000	10

SOUTHOLD

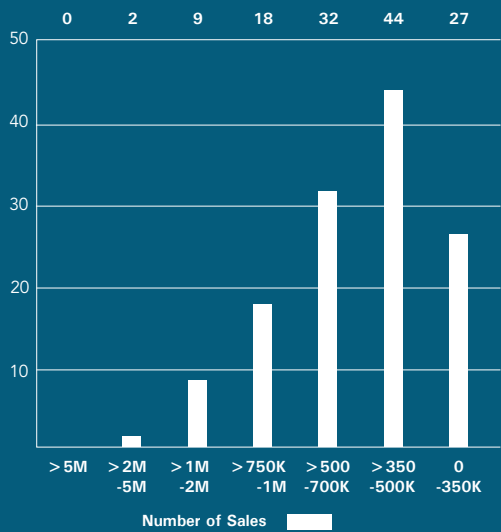
	Average Price	Median Price	Sales
4Q14	\$605,054	\$600,000	23
4Q15	\$639,256	\$485,000	39
4Q16	\$747,475	\$547,500	20

North Fork
Single-Family
Homes

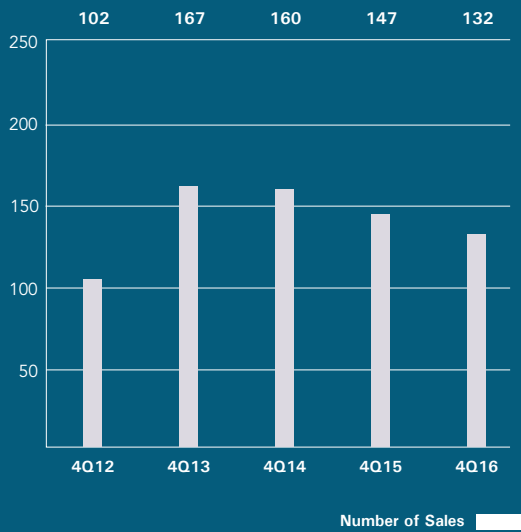


BrownHarrisStevens.com WEB# 2888937

FOURTH 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