

Third Quarter 2018

Market Report Hamptons + North Fork

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Stevens**



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Based Upon Data Available as of October 19, 2018.

Data Highlights: Third Quarter 2018

The total number of 3Q18 South Fork sales dipped **15.7%** compared to 3Q17 (344 in 2018 vs. 408 in 2017), and the total dollar volume decreased **17.8%** to \$598,741,707.

The 3Q average sales price in the Hamptons declined **2.5%** to \$1,740,528 while the median price increased **14.8%** to \$1,033,000.

Amagansett, East Quogue, Montauk, Shelter Island and Westhampton were among the areas that had fewer total sales, but at higher prices - resulting in increased average prices in 3Q18.



On the South Fork, **77%** of sales in 3Q18 were under \$2 Million.

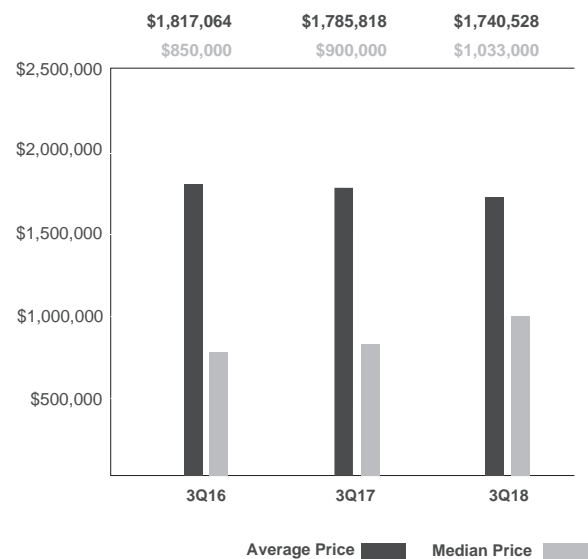
There were **22** sales **over \$5M** in the Third Quarter of 2018, 7 of which were over \$10M.

The number of sales on the North Fork decreased **27.8%** to 143 in 3Q18 compared to the previous year.

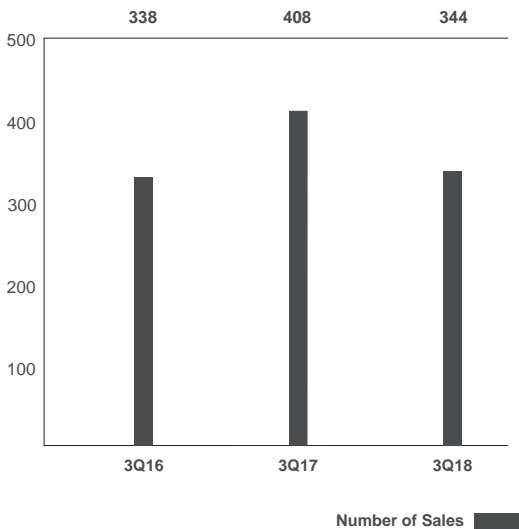
The average North Fork sale price increased 7.4% to **\$583,444** and the median price remained the same as 3Q17 at **\$480,000**.

The Hamptons

Average and Median Sale Price

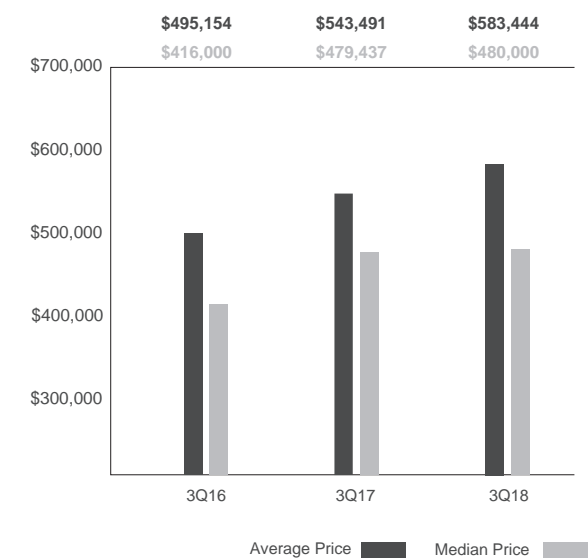


Number of Sales

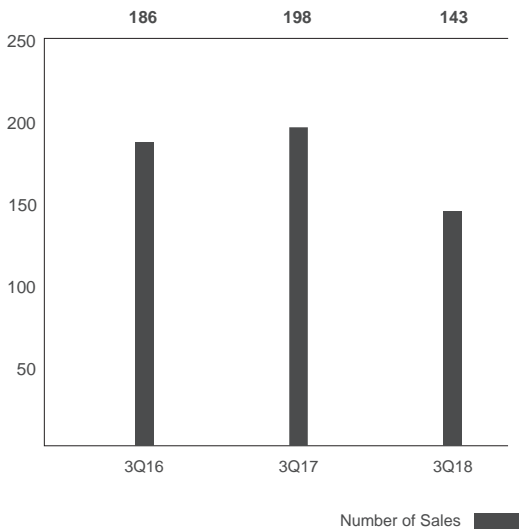


North Fork

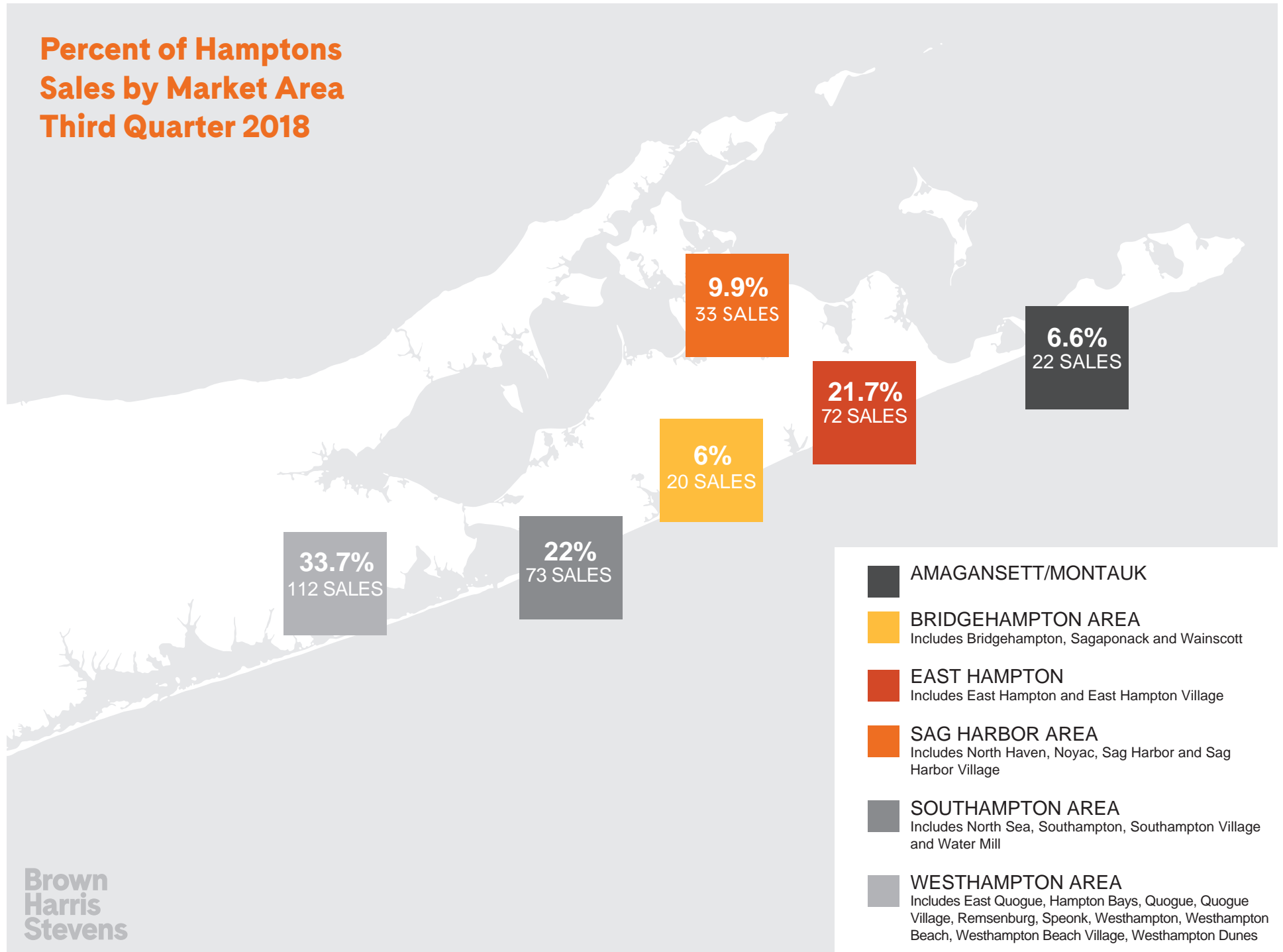
Average and Median Sale Price



Number of Sales



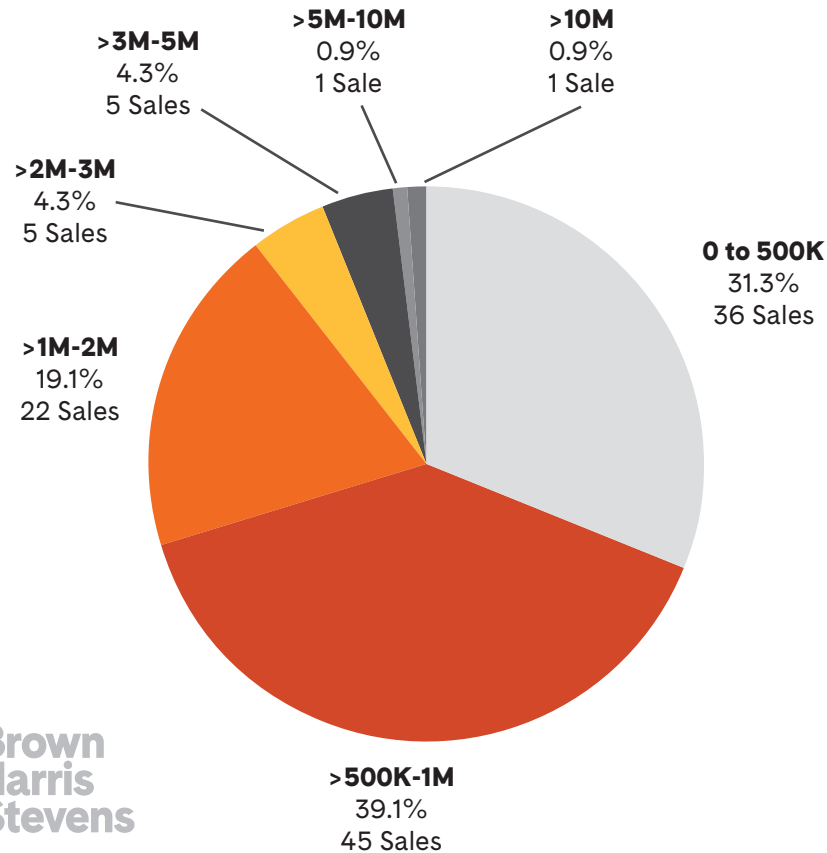
Percent of Hamptons Sales by Market Area Third Quarter 2018



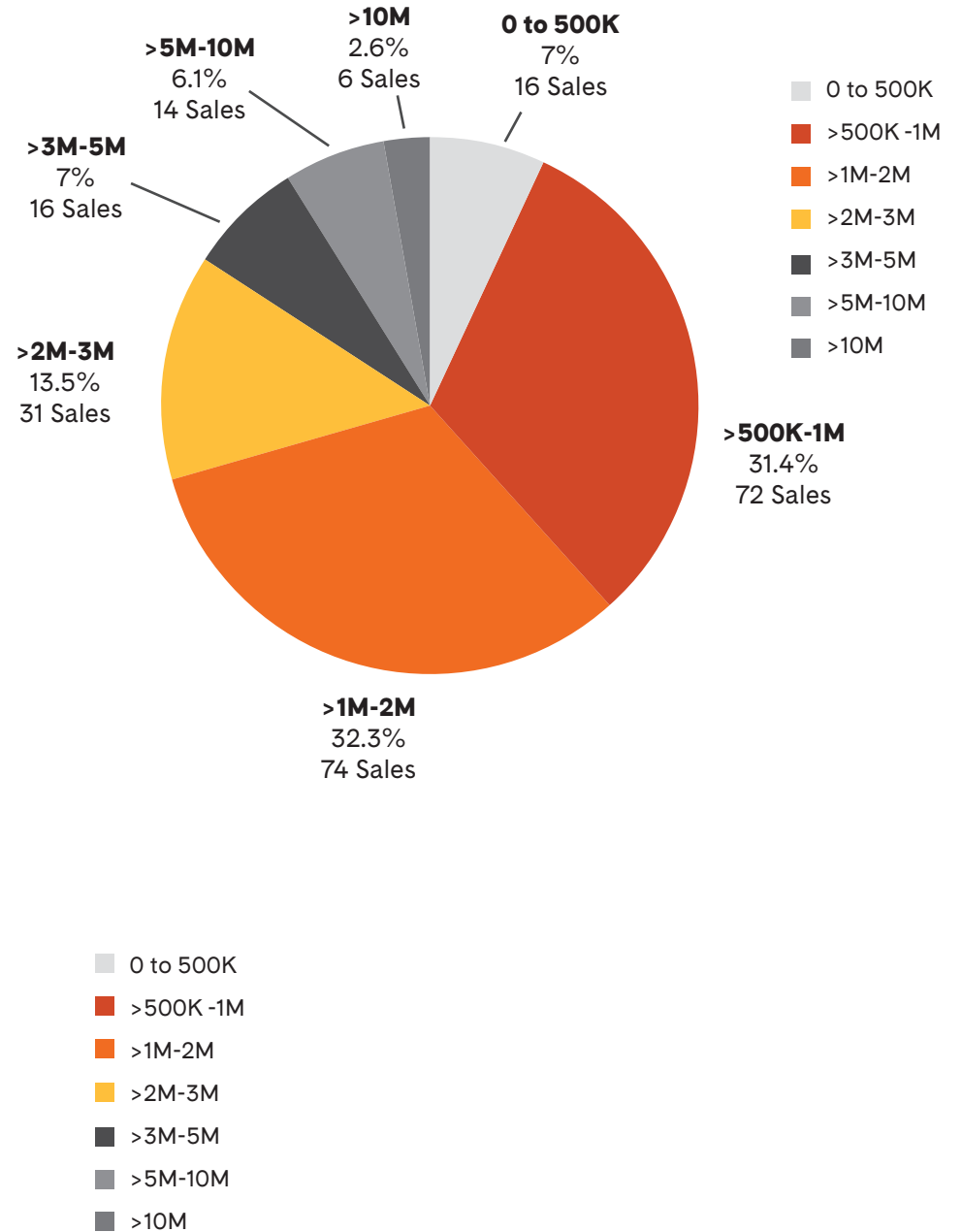
Percent of Hamptons Sales by Price

Third Quarter 2018

Hamptons West of the Shinnecock Canal

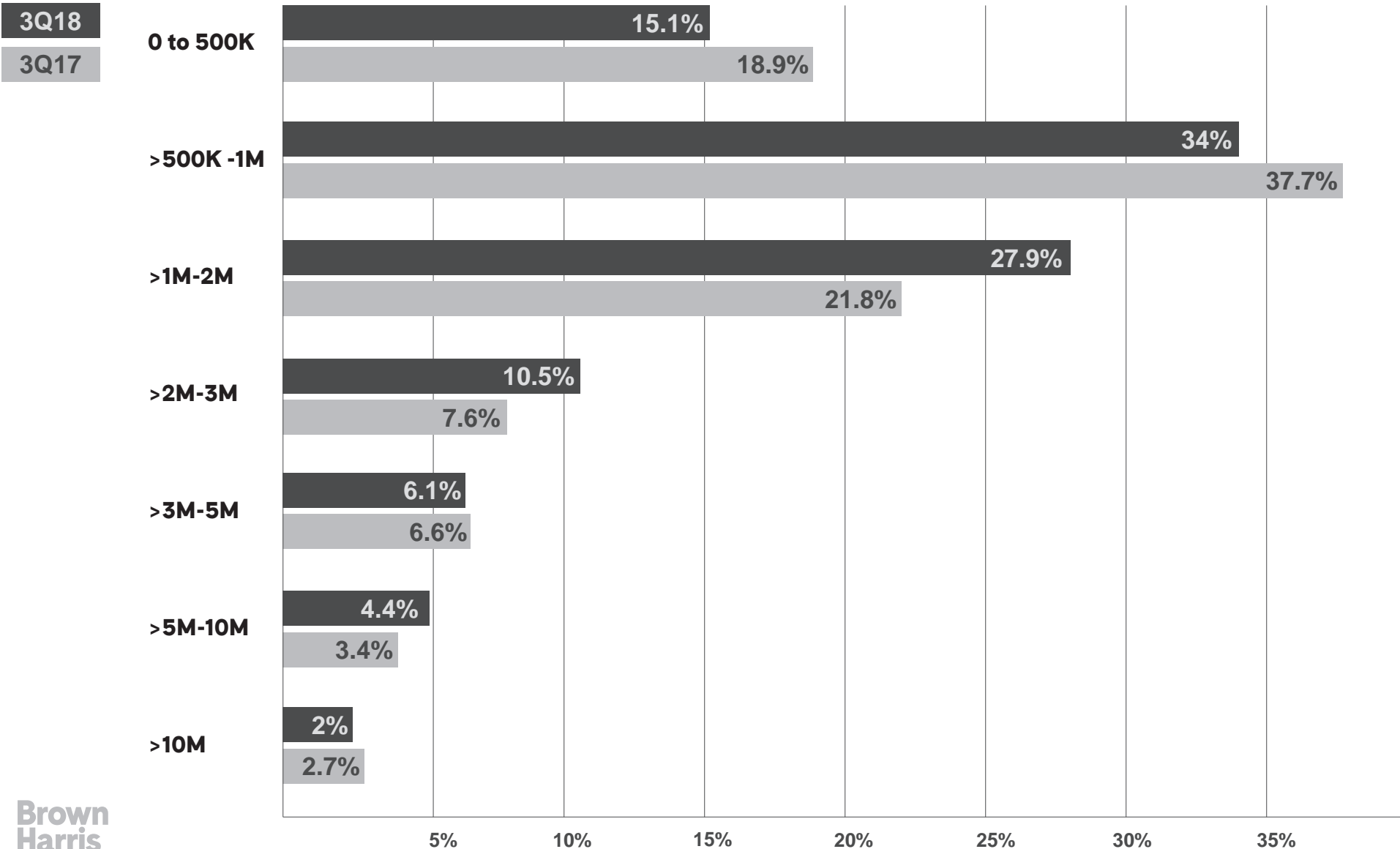


Hamptons East of the Shinnecock Canal



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

Third Quarter Comparison: 3Q18 Vs. 3Q17



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
3Q16	\$1,372,500	\$3,911,875	8	3Q16	0	2	4	0	0	1	1
3Q17	\$2,025,000	\$2,472,335	10	3Q17	1	3	1	2	2	1	0
3Q18	\$5,250,000	\$4,694,386	7	3Q18	0	0	2	1	0	3	1

Bridgehampton

	Median Price	Average Price	Sales		0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q16	\$2,100,000	\$4,118,367	11	3Q16	2	2	1	2	1	1	2
3Q17	\$2,660,300	\$3,728,541	22	3Q17	1	2	6	2	6	3	2
3Q18	\$2,078,750	\$2,360,079	14	3Q18	1	1	5	2	4	1	0

East Hampton

	Median Price	Average Price	Sales		0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q16	\$825,000	\$910,466	59	3Q16	9	33	15	1	1	0	0
3Q17	\$895,000	\$1,101,747	79	3Q17	8	44	21	4	1	1	0
3Q18	\$1,015,500	\$1,201,608	58	3Q18	8	21	19	9	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
3Q16	\$5,750,000	\$5,843,400	9	3Q16	0	0	0	1	3	4	1
3Q17	\$3,662,500	\$8,245,100	10	3Q17	0	2	1	0	4	1	2
3Q18	\$4,300,000	\$5,740,611	9	3Q18	0	0	0	2	3	3	1

Montauk

	Median Price	Average Price	Sales		0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q16	\$1,007,500	\$1,655,889	18	3Q16	1	8	4	3	1	1	0
3Q17	\$890,000	\$1,066,088	25	3Q17	1	17	5	2	0	0	0
3Q18	\$850,000	\$1,229,267	15	3Q18	1	8	5	0	0	1	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
3Q16	\$3,750,000	\$6,191,667	9	3Q16	0	0	3	0	2	3	1
3Q17	\$2,725,000	\$2,715,245	4	3Q17	0	0	2	0	2	0	0
3Q18	\$2,262,500	\$2,262,500	2	3Q18	0	0	1	0	1	0	0

Sag Harbor

	Median Price	Average Price	Sales		0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q16	\$960,175	\$1,263,528	16	3Q16	4	4	6	1	0	1	0
3Q17	\$1,310,000	\$1,532,725	18	3Q17	1	5	9	1	2	0	0
3Q18	\$972,500	\$1,511,291	20	3Q18	1	9	7	1	0	2	0

Sag Harbor Village

	Median Price	Average Price	Sales		0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q16	\$1,425,000	\$2,100,541	17	3Q16	0	2	9	1	3	1	0
3Q17	\$1,380,000	\$2,037,414	14	3Q17	0	6	2	4	0	2	0
3Q18	\$1,650,000	\$1,716,125	11	3Q18	0	3	4	4	0	0	0

Sagaponack

	Median Price	Average Price	Sales		0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q16	\$5,500,000	\$4,566,667	3	3Q16	0	0	1	0	0	2	0
3Q17	\$16,275,000	\$14,012,500	4	3Q17	0	0	0	1	0	0	3
3Q18	\$8,350,000	\$8,286,792	6	3Q18	0	0	2	0	0	1	3

Shelter Island

	Median Price	Average Price	Sales		0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q16	\$950,000	\$1,514,313	12	3Q16	1	6	3	1	0	1	0
3Q17	\$725,000	\$686,333	9	3Q17	2	6	1	0	0	0	0
3Q18	\$1,270,000	\$1,351,571	7	3Q18	0	3	3	1	0	0	0

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

Southampton

	Median Price	Average Price	Sales
3Q16	\$962,500	\$1,578,974	29
3Q17	\$836,000	\$1,097,449	48
3Q18	\$842,500	\$1,046,415	40

	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q16	6	10	6	4	1	2	0
3Q17	10	20	14	3	0	1	0
3Q18	5	20	12	2	1	0	0

Southampton Village

	Median Price	Average Price	Sales
3Q16	\$2,125,000	\$3,566,404	12
3Q17	\$1,875,000	\$2,770,036	14
3Q18	\$1,650,000	\$3,095,859	16

	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q16	0	3	2	3	1	2	1
3Q17	1	2	5	3	1	1	1
3Q18	0	3	6	2	3	1	1

Wainscott

	Median Price	Average Price	Sales
3Q16	\$700,000	\$923,333	3
3Q17	\$2,675,000	\$2,675,000	2
3Q18	\$1,650,000	\$1,451,600	5

	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q16	1	1	1	0	0	0	0
3Q17	0	0	0	2	0	0	0
3Q18	0	2	2	1	0	0	0

Water Mill

	Median Price	Average Price	Sales
3Q16	\$4,622,500	\$5,213,494	16
3Q17	\$2,987,500	\$4,555,782	18
3Q18	\$2,300,000	\$3,118,824	17

	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q16	0	0	5	0	3	7	1
3Q17	0	3	4	2	2	4	3
3Q18	0	0	6	6	3	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
3Q16	\$387,500	\$368,467	6	3Q16	6	0	0	0	0	0	0
3Q17	\$475,000	\$480,286	7	3Q17	4	3	0	0	0	0	0
3Q18	\$403,000	\$434,825	4	3Q18	3	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
3Q16	\$472,500	\$608,839	17	3Q16	10	5	2	0	0	0	0
3Q17	\$528,000	\$580,838	23	3Q17	10	12	1	0	0	0	0
3Q18	\$877,500	\$1,091,701	20	3Q18	2	10	7	0	1	0	0

Hampton Bays

	Median Price	Average Price	Sales		0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q16	\$409,000	\$484,899	44	3Q16	29	14	1	0	0	0	0
3Q17	\$451,000	\$537,404	48	3Q17	29	17	2	0	0	0	0
3Q18	\$525,000	\$917,097	53	3Q18	25	24	0	2	1	0	1

Quogue

	Median Price	Average Price	Sales		0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q16	\$515,000	\$646,250	4	3Q16	1	2	1	0	0	0	0
3Q17	\$575,000	\$526,667	3	3Q17	1	2	0	0	0	0	0
3Q18	\$994,000	\$994,000	2	3Q18	1	0	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
3Q16	\$2,000,000	\$1,688,332	5	3Q16	1	1	1	2	0	0	0
3Q17	\$2,407,500	\$2,174,542	12	3Q17	0	3	2	4	3	0	0
3Q18	\$1,300,000	\$1,760,000	8	3Q18	1	2	2	1	2	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
3Q16	\$650,000	\$935,714	7	3Q16	3	2	1	1	0	0	0
3Q17	\$1,350,000	\$1,255,500	7	3Q17	1	2	3	1	0	0	0
3Q18	\$970,000	\$1,006,857	7	3Q18	0	4	3	0	0	0	0

Speonk

	Median Price	Average Price	Sales		0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q16	\$648,500	\$648,500	2	3Q16	1	1	0	0	0	0	0
3Q17	\$358,750	\$358,750	2	3Q17	2	0	0	0	0	0	0
3Q18	\$489,153	\$489,153	1	3Q18	1	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
3Q16	\$594,654	\$642,354	16	3Q16	6	8	2	0	0	0	0
3Q17	\$680,000	\$901,539	13	3Q17	4	6	2	0	1	0	0
3Q18	\$849,500	\$1,091,166	10	3Q18	2	4	3	1	0	0	0

Westhampton Beach Village

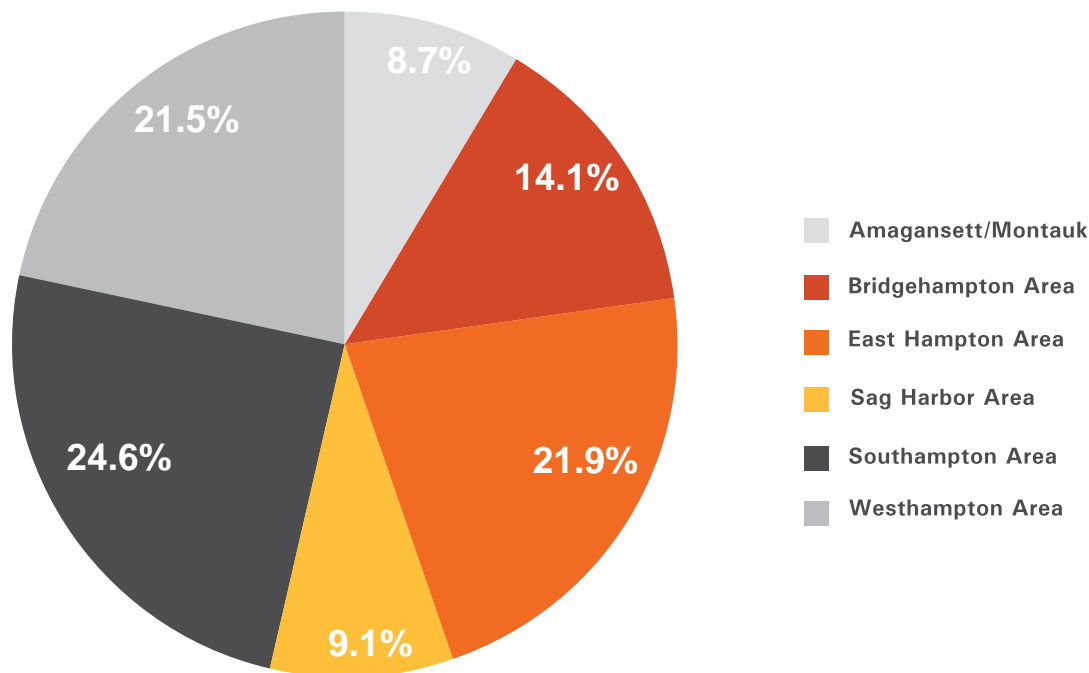
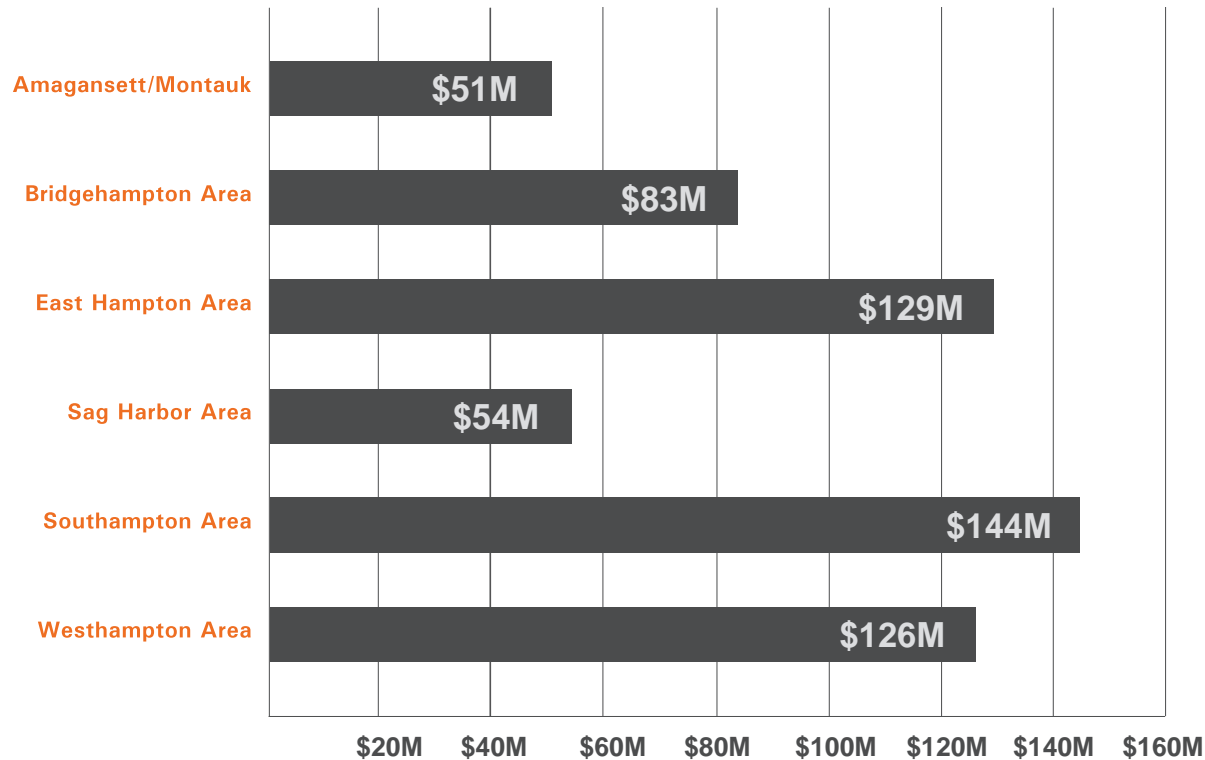
	Median Price	Average Price	Sales		0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q16	\$1,000,000	\$1,138,583	12	3Q16	3	3	5	0	1	0	0
3Q17	\$1,325,000	\$1,679,413	15	3Q17	1	4	7	0	3	0	0
3Q18	\$1,700,000	\$1,907,507	9	3Q18	1	2	3	1	1	1	0

Westhampton Dunes

	Median Price	Average Price	Sales		0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q16	\$2,040,000	\$2,150,000	3	3Q16	0	0	1	1	1	0	0
3Q17	\$1,100,000	\$1,100,000	1	3Q17	0	0	1	0	0	0	0
3Q18	\$1,650,000	\$1,566,667	3	3Q18	0	0	3	0	0	0	0

Dollar Volume by Area

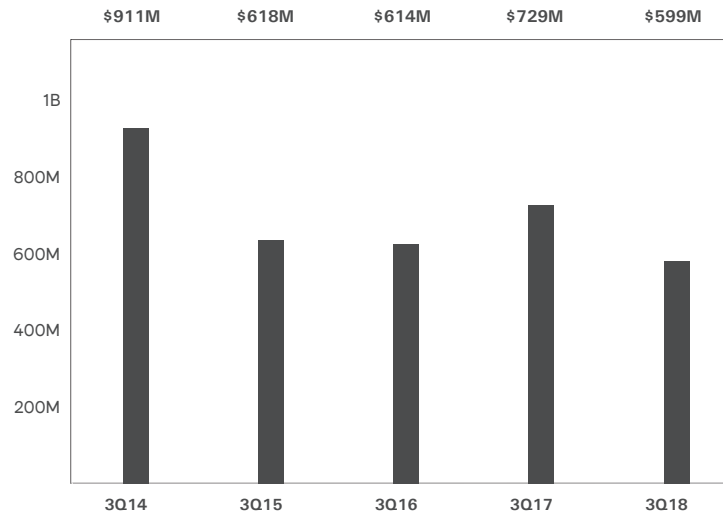
Third Quarter 2018



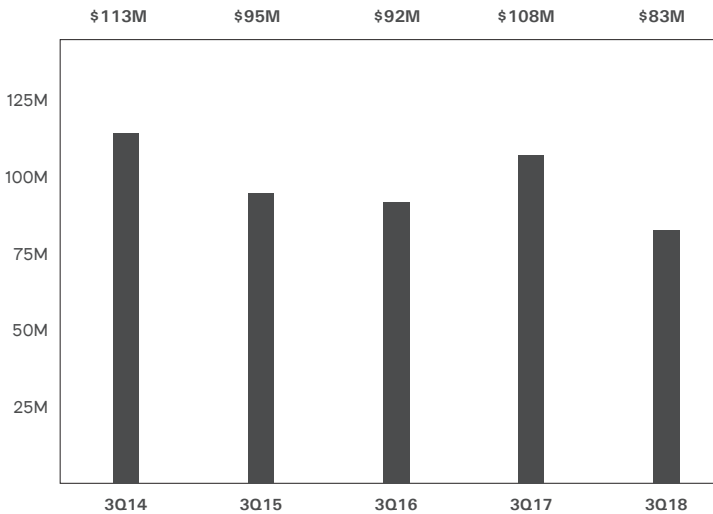
Long-Term Trends 2014 - 2018 3rd Quarter Total Dollar Volume



Hamptons total dollar volume



North Fork total dollar volume

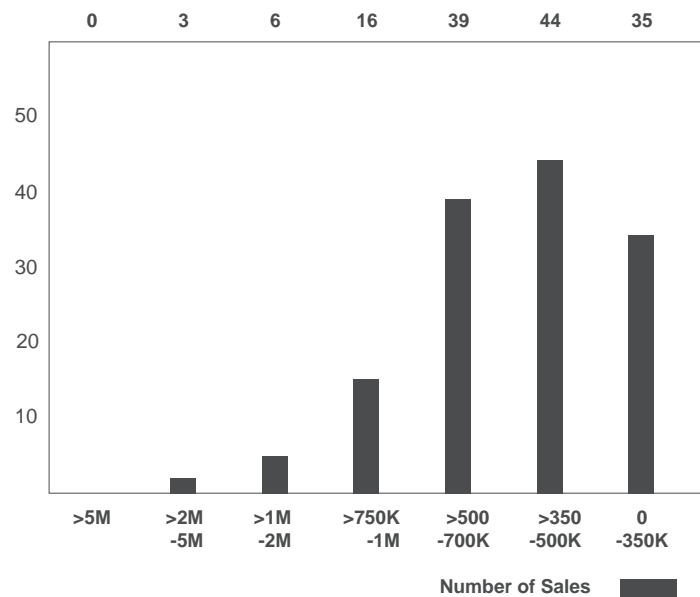


North Fork Single-Family Homes

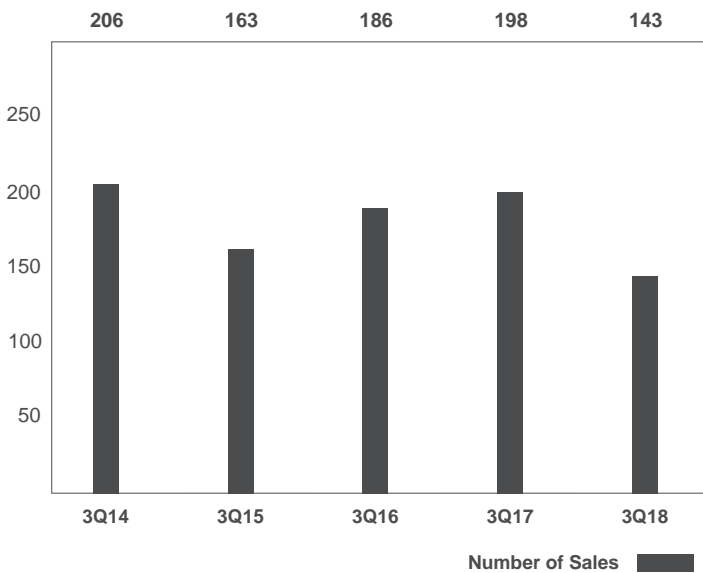


For this report North Fork Area consists of Aquebogue, Baiting Hollow, Calverton, Cutchogue, East Marion, Greenport, Greenport Village, Jamesport, Laurel, Manorville, Mattituck, New Suffolk, Orient, Peconic, Riverhead, South Jamesport, Southold, Wading River

THIRD QUARTER 2018 PRICE BREAKDOWN



NUMBER OF SALES: FIVE-YEAR COMPARISON



North Fork Single-Family Homes

Aquebogue

	Median Price	Average Price	Sales
3Q16	\$403,771	\$411,130	8
3Q17	\$400,000	\$495,820	13
3Q18	\$510,500	\$764,625	4

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q16	1	7	0	0	0	0	0
3Q17	2	6	5	0	0	0	0
3Q18	1	1	1	0	1	0	0

Baiting Hollow

	Median Price	Average Price	Sales
3Q16	\$410,000	\$393,143	7
3Q17	\$582,500	\$517,083	6
3Q18	\$454,950	\$468,225	4

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q16	3	3	1	0	0	0	0
3Q17	2	1	3	0	0	0	0
3Q18	0	3	1	0	0	0	0

Calverton

	Median Price	Average Price	Sales
3Q16	\$300,000	\$329,527	15
3Q17	\$380,000	\$367,727	11
3Q18	\$407,933	\$475,587	6

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q16	10	4	0	1	0	0	0
3Q17	4	6	1	0	0	0	0
3Q18	2	2	1	1	0	0	0

Cutchogue

	Median Price	Average Price	Sales
3Q16	\$621,000	\$735,380	15
3Q17	\$630,000	\$830,372	17
3Q18	\$597,500	\$849,821	12

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q16	0	6	5	2	1	1	0
3Q17	2	3	8	2	1	1	0
3Q18	1	4	3	1	2	1	0

East Marion

	Median Price	Average Price	Sales
3Q16	\$535,500	\$535,500	2
3Q17	\$500,000	\$565,667	3
3Q18	\$510,000	\$510,000	1

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q16	0	1	1	0	0	0	0
3Q17	0	2	1	0	0	0	0
3Q18	0	0	1	0	0	0	0

North Fork Single-Family Homes

Greenport

	Median Price	Average Price	Sales
3Q16	\$415,900	\$478,967	6
3Q17	\$584,500	\$576,083	6
3Q18	\$656,563	\$882,891	8

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q16	1	3	2	0	0	0	0
3Q17	1	1	3	1	0	0	0
3Q18	0	3	2	2	0	1	0

Greenport Village

	Median Price	Average Price	Sales
3Q16	\$591,700	\$560,140	5
3Q17	\$0	\$0	0
3Q18	\$652,500	\$625,540	6

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q16	1	1	2	1	0	0	0
3Q17	0	0	0	0	0	0	0
3Q18	0	2	3	1	0	0	0

Jamesport

	Median Price	Average Price	Sales
3Q16	\$402,500	\$446,250	4
3Q17	\$454,976	\$516,238	4
3Q18	\$527,500	\$648,909	6

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q16	0	3	1	0	0	0	0
3Q17	0	2	1	1	0	0	0
3Q18	0	2	3	0	1	0	0

Laurel

	Median Price	Average Price	Sales
3Q16	\$405,000	\$674,188	6
3Q17	\$807,500	\$807,500	2
3Q18	\$529,999	\$513,966	7

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q16	0	4	0	1	1	0	0
3Q17	1	0	0	0	1	0	0
3Q18	1	2	4	0	0	0	0

Mattituck

	Median Price	Average Price	Sales
3Q16	\$482,500	\$756,052	18
3Q17	\$525,000	\$574,474	23
3Q18	\$724,500	\$631,818	11

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q16	5	4	5	2	0	2	0
3Q17	2	8	10	0	3	0	0
3Q18	3	1	2	5	0	0	0

North Fork Single-Family Homes

New Suffolk

	Median Price	Average Price	Sales
3Q16	\$611,000	\$611,000	1
3Q17	\$1,055,000	\$1,055,000	1
3Q18	\$995,000	\$995,000	1

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q16	0	0	1	0	0	0	0
3Q17	0	0	0	0	1	0	0
3Q18	0	0	0	1	0	0	0

Orient

	Median Price	Average Price	Sales
3Q16	\$626,000	\$701,857	7
3Q17	\$893,750	\$893,750	2
3Q18	\$717,500	\$717,500	2

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q16	0	2	3	1	1	0	0
3Q17	0	0	1	0	1	0	0
3Q18	0	0	1	1	0	0	0

Peconic

	Median Price	Average Price	Sales
3Q16	\$443,500	\$604,250	4
3Q17	\$502,500	\$573,750	4
3Q18	\$1,010,000	\$1,010,000	2

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q16	1	1	1	0	1	0	0
3Q17	1	1	1	0	1	0	0
3Q18	0	0	0	1	1	0	0

Riverhead

	Median Price	Average Price	Sales
3Q16	\$280,000	\$292,255	37
3Q17	\$335,683	\$355,360	42
3Q18	\$311,021	\$365,720	38

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q16	27	8	2	0	0	0	0
3Q17	26	11	3	2	0	0	0
3Q18	21	12	4	0	1	0	0

South Jamesport

	Median Price	Average Price	Sales
3Q16	\$530,000	\$530,000	1
3Q17	\$578,350	\$1,325,000	2
3Q18	\$440,000	\$0	0

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q16	0	0	1	0	0	0	0
3Q17	0	0	1	0	1	0	0
3Q18	0	0	0	0	0	0	0

North Fork Single-Family Homes

Southold

	Median Price	Average Price	Sales
3Q16	\$470,000	\$539,039	23
3Q17	\$578,350	\$635,480	40
3Q18	\$550,000	\$768,238	17

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q16	4	11	5	1	2	0	0
3Q17	3	11	20	2	4	0	0
3Q18	2	4	8	2	0	1	0

Wading River

	Median Price	Average Price	Sales
3Q16	\$400,000	\$452,483	27
3Q17	\$397,500	\$441,977	22
3Q18	\$440,000	\$459,708	18

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q16	11	10	5	0	0	1	0
3Q17	7	7	7	0	1	0	0
3Q18	4	8	5	1	0	0	0

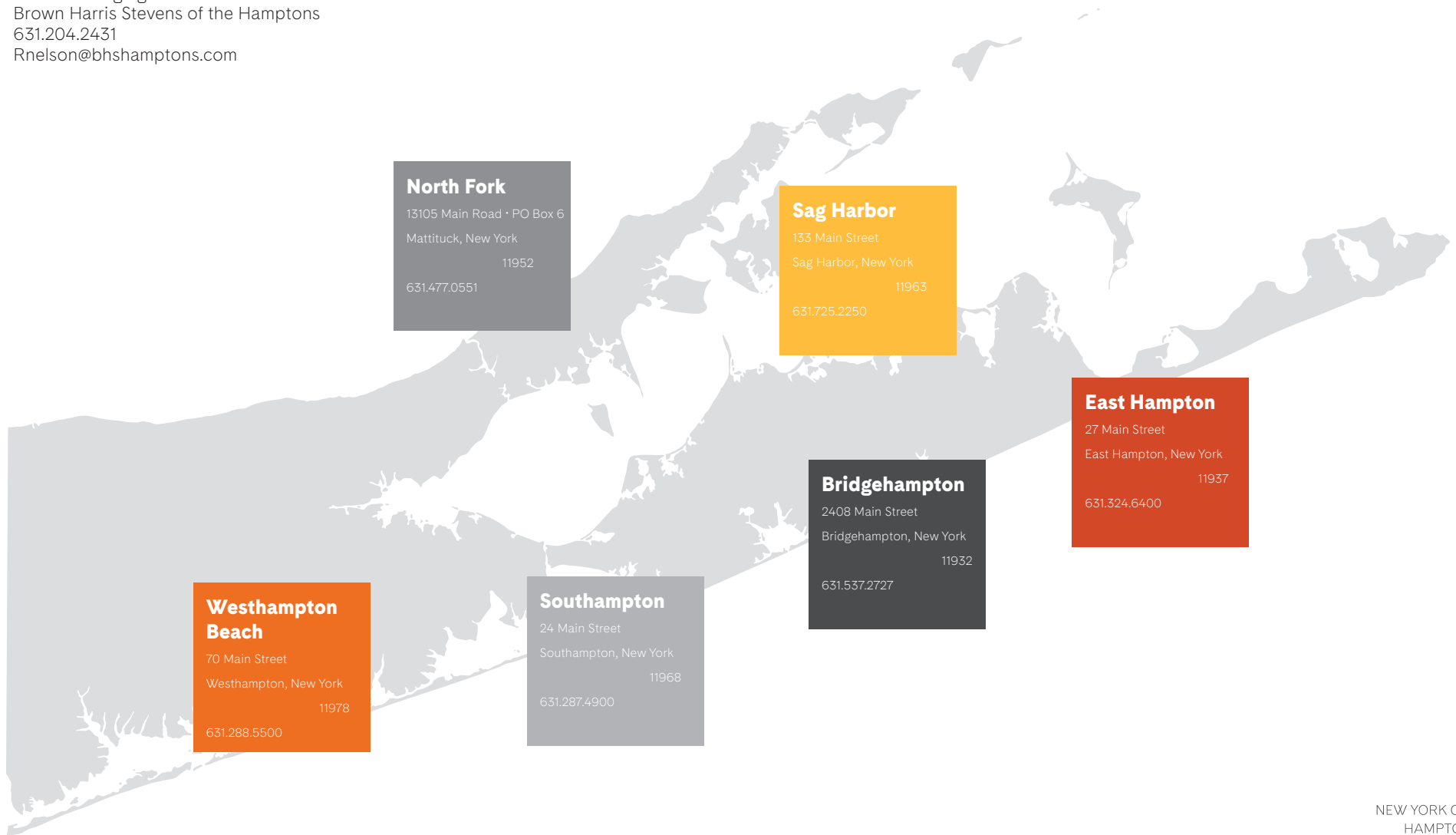
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