

Fourth Quarter 2018

Market Report Hamptons + North Fork

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Based Upon Data Available as of January 18, 2019

Data Highlights: Fourth Quarter 2018

After sluggish sales in the 2nd and 3rd quarters, 4Q18 experienced significant increases in the number of sales across the East End.

The total number of 4Q18 South Fork sales rose **12.1%** compared to 4Q17 (445 in 2018 vs. 397 in 2017), and the total dollar volume increased **14.5%** to \$893,827,545.

The 4Q average sales price in the Hamptons inched up **2.2%** to \$2,008,601 while the median price increased **1.2%** to \$1,055,000.



On the South Fork, **73.9%** of sales in 4Q18 were under \$2 Million.

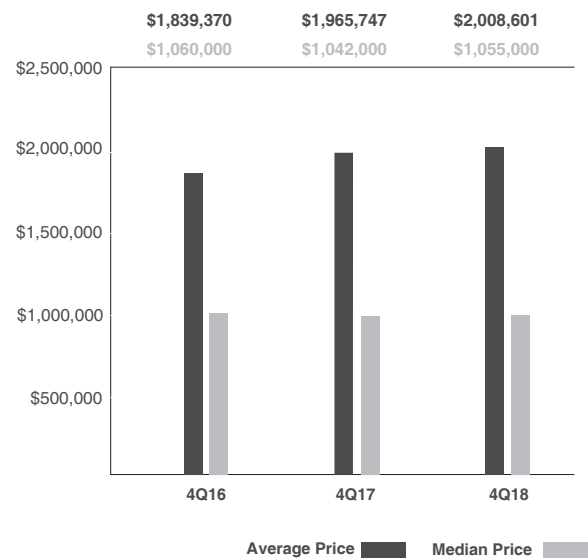
There were **39** sales **over \$5M** in the Fourth Quarter of 2018 (up from 31 in 4Q17), 10 of which were over \$10M (compared to 7 in the previous year).

The number of sales on the North Fork increased **11.4%** to 205 in 4Q18 compared to the previous year. Total dollar volume soared **26.7%** to \$121,459,711.

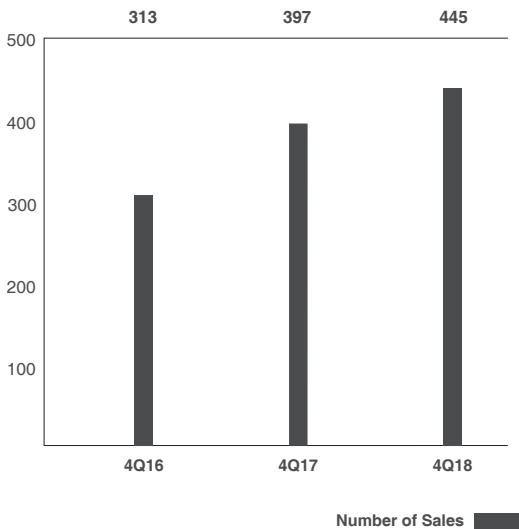
The average North Fork sale price increased **13.7%** to \$592,486 and the median price rose **4.3%** to \$489,999.

The Hamptons

Average and Median Sale Price

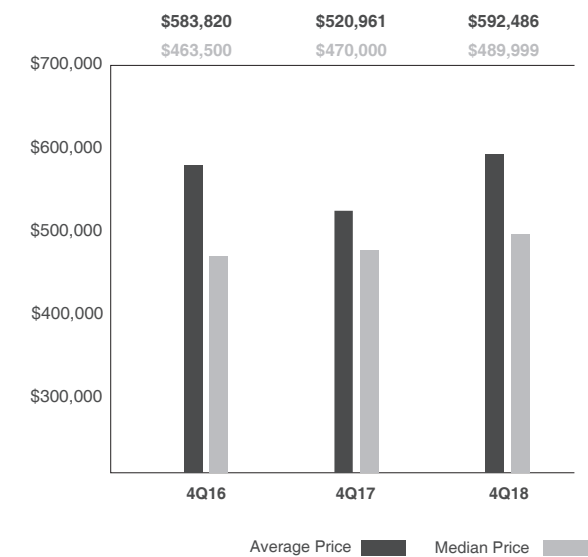


Number of Sales

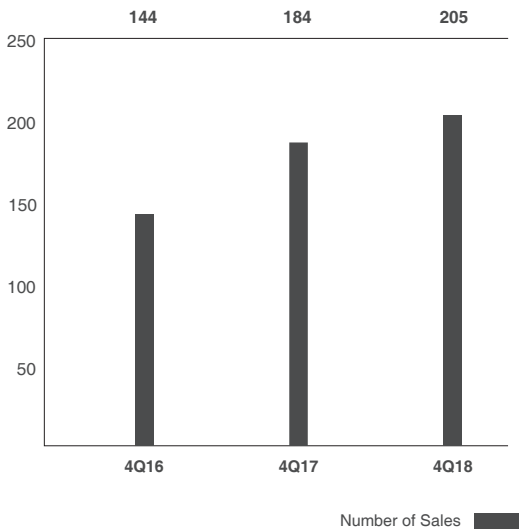


North Fork

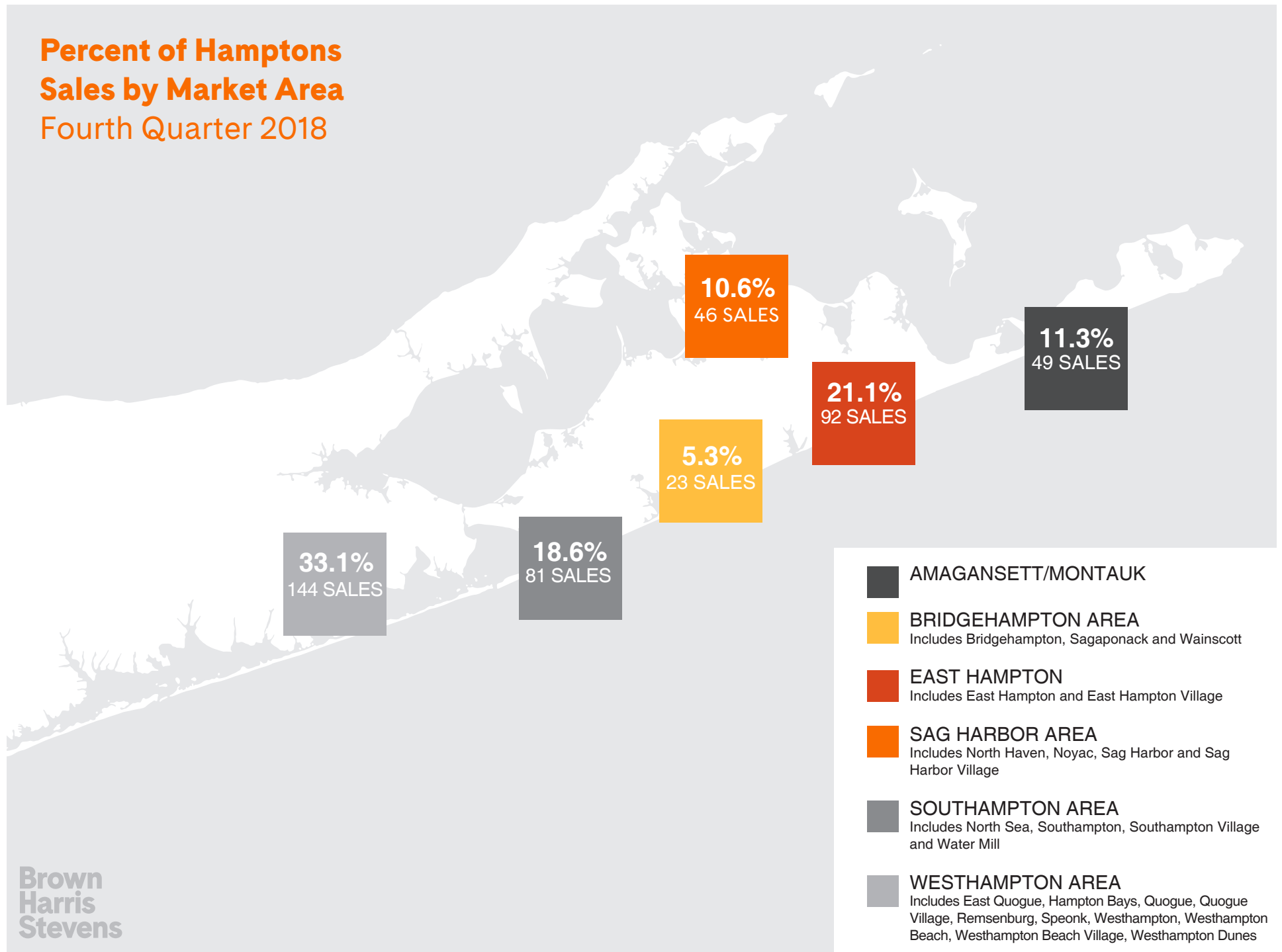
Average and Median Sale Price



Number of Sales



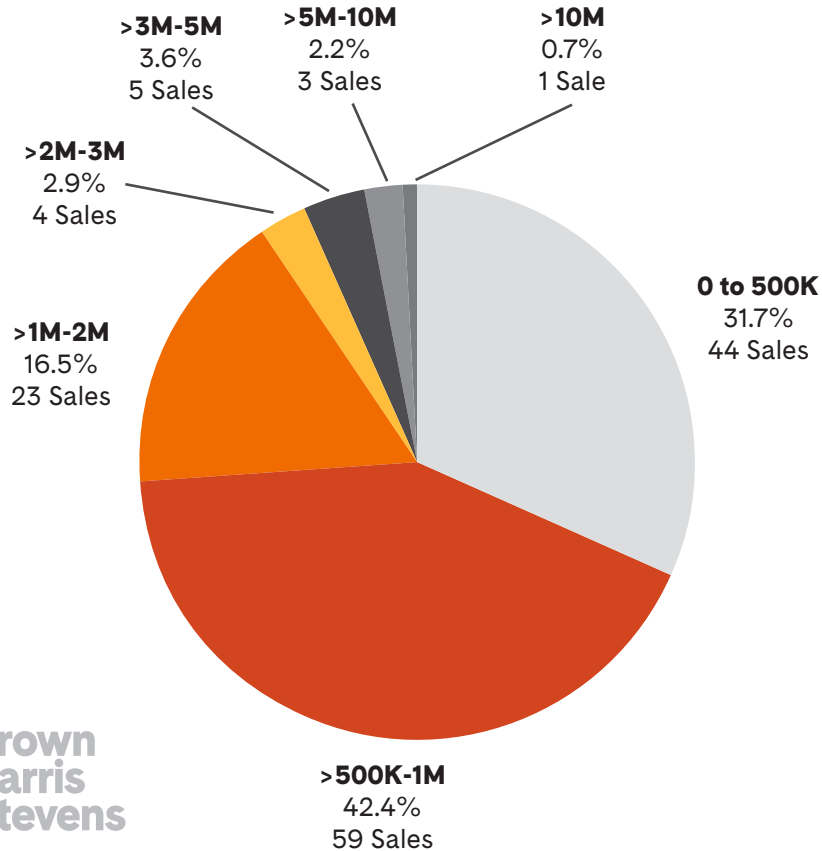
Percent of Hamptons Sales by Market Area Fourth Quarter 2018



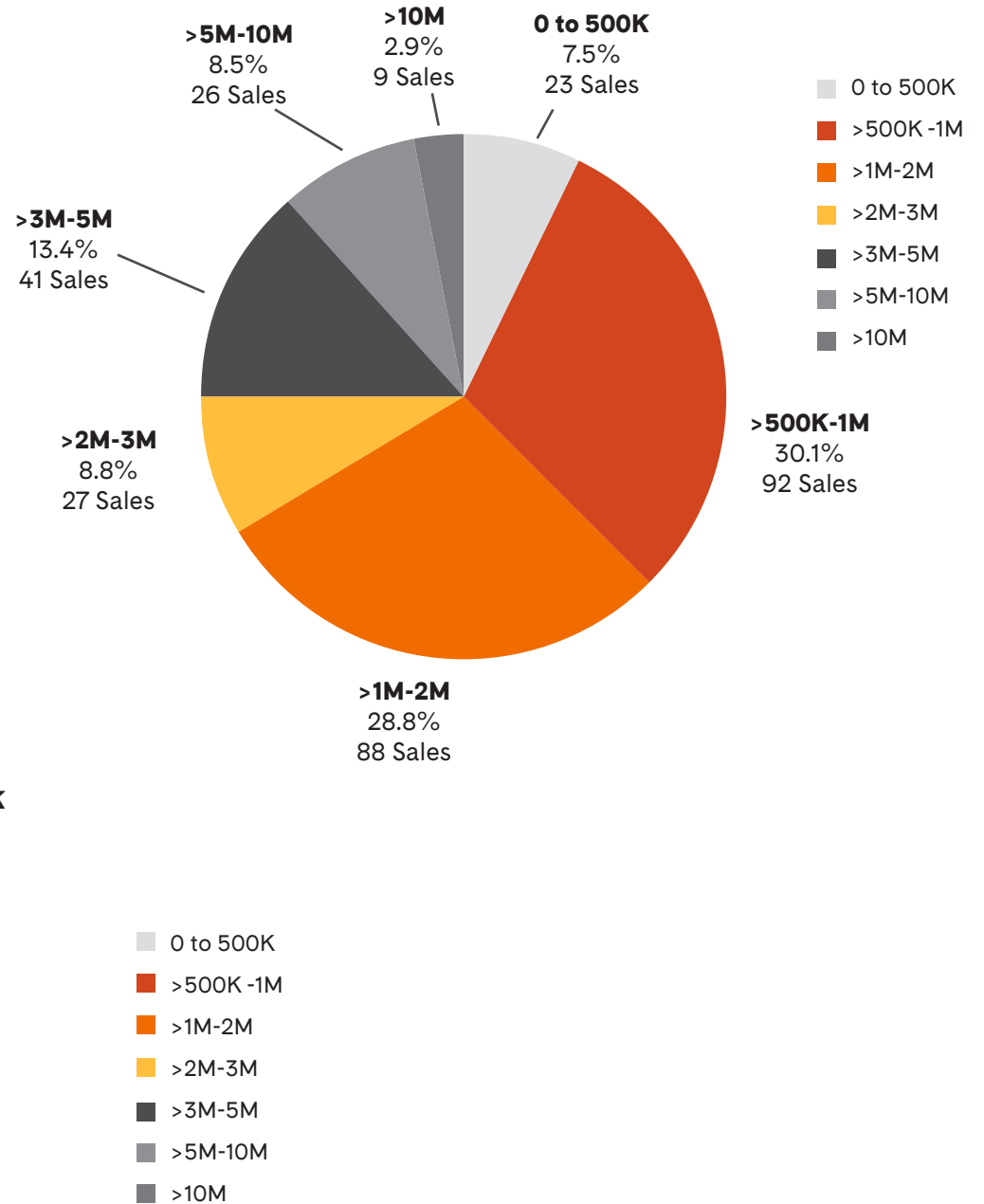
Percent of Hamptons Sales by Price

Fourth Quarter 2018

Hamptons West of the Shinnecock Canal

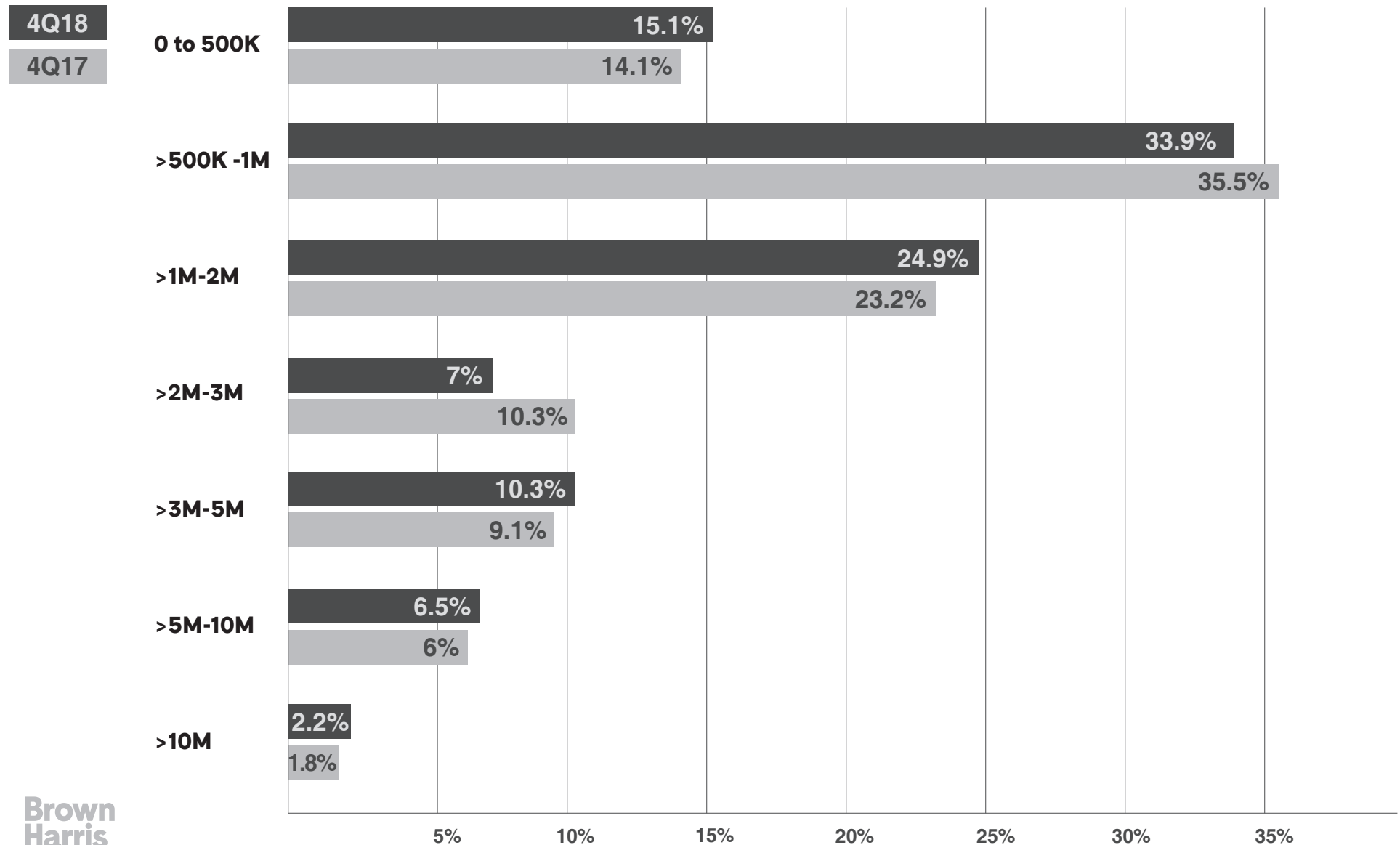


Hamptons East of the Shinnecock Canal



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

Fourth Quarter Comparison: 4Q18 Vs. 4Q17



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

Amagansett

	Median Price	Average Price	Sales
4Q16	\$1,957,248	\$2,910,433	13
4Q17	\$1,467,500	\$3,535,601	12
4Q18	\$2,562,500	\$2,875,002	22

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

Bridgehampton

	Median Price	Average Price	Sales
4Q16	\$2,900,000	\$4,383,178	9
4Q17	\$2,082,500	\$2,629,883	12
4Q18	\$3,125,000	\$3,465,216	16

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

East Hampton

	Median Price	Average Price	Sales
4Q16	\$846,500	\$1,054,679	49
4Q17	\$875,000	\$1,282,690	87
4Q18	\$1,236,750	\$1,577,263	73

	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q16	4	29	13	1	2	0	0
4Q17	12	40	23	4	5	3	0
4Q18	5	27	26	9	3	3	0

East Hampton Village

	Median Price	Average Price	Sales
4Q16	\$2,200,000	\$3,239,286	7
4Q17	\$4,000,000	\$4,550,491	14
4Q18	\$4,569,240	\$5,801,968	16

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

Montauk

	Median Price	Average Price	Sales
4Q16	\$1,315,000	\$1,716,467	15
4Q17	\$1,225,000	\$1,691,929	21
4Q18	\$1,150,000	\$1,866,707	27

	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q16	0	6	7	0	1	1	0
4Q17	1	6	8	5	0	1	0
4Q18	1	12	8	0	4	2	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
4Q16	\$5,750,000	\$6,050,000	3	4Q16	0	0	0	1	0	2	0
4Q17	\$1,161,750	\$1,529,583	6	4Q17	0	2	2	2	0	0	0
4Q18	\$2,450,000	\$2,366,667	6	4Q18	0	0	3	1	2	0	0

Sag Harbor

	Median Price	Average Price	Sales		0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q16	\$1,030,000	\$1,200,876	19	4Q16	3	6	9	0	0	1	0
4Q17	\$1,395,000	\$1,488,997	27	4Q17	1	11	10	3	2	0	0
4Q18	\$1,150,000	\$1,703,123	19	4Q18	2	6	6	1	3	1	0

Sag Harbor Village

	Median Price	Average Price	Sales		0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q16	\$1,475,000	\$1,632,550	14	4Q16	0	4	5	4	1	0	0
4Q17	\$1,162,500	\$1,356,821	14	4Q17	0	6	6	2	0	0	0
4Q18	\$1,500,000	\$2,178,262	21	4Q18	0	7	5	3	4	2	0

Sagaponack

	Median Price	Average Price	Sales		0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q16	\$1,425,000	\$1,425,000	1	4Q16	0	0	1	0	0	0	0
4Q17	\$5,875,000	\$6,108,333	6	4Q17	0	1	0	0	1	3	1
4Q18	\$8,200,000	\$9,839,714	7	4Q18	0	0	0	0	1	4	2

Shelter Island

	Median Price	Average Price	Sales		0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q16	\$1,672,500	\$2,106,908	12	4Q16	0	3	4	1	4	0	0
4Q17	\$925,000	\$1,950,100	19	4Q17	2	9	3	2	1	2	0
4Q18	\$1,270,000	\$1,249,313	8	4Q18	1	2	5	0	0	0	0

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

Southampton

	Median Price	Average Price	Sales
4Q16	\$1,227,500	\$1,512,713	30
4Q17	\$1,150,000	\$1,400,801	31
4Q18	\$850,000	\$1,331,988	49

	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q16	2	11	10	5	1	1	0
4Q17	3	10	11	5	2	0	0
4Q18	8	26	7	3	3	1	1

Southampton Village

	Median Price	Average Price	Sales
4Q16	\$3,430,000	\$4,257,106	21
4Q17	\$4,292,500	\$6,610,859	22
4Q18	\$3,925,000	\$4,669,004	19

	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q16	0	0	6	3	7	3	2
4Q17	0	3	2	2	6	5	4
4Q18	1	2	4	1	4	5	2

Wainscott

	Median Price	Average Price	Sales
4Q16	\$7,220,000	\$7,006,667	3
4Q17	\$2,127,500	\$1,989,500	5
4Q18	\$1,714,000	\$1,476,333	3

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

Water Mill

	Median Price	Average Price	Sales
4Q16	\$3,001,250	\$3,883,018	13
4Q17	\$3,067,500	\$3,048,333	12
4Q18	\$1,700,000	\$2,303,577	13

	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q16	0	0	1	5	5	1	1
4Q17	0	2	2	2	5	1	0
4Q18	0	3	6	2	1	1	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
4Q16	\$458,055	\$458,055	2	4Q16	1	1	0	0	0	0	0
4Q17	\$1,125,000	\$1,125,000	1	4Q17	0	0	1	0	0	0	0
4Q18	\$378,000	\$378,000	2	4Q18	2	0	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
4Q16	\$581,500	\$689,970	18	4Q16	7	7	4	0	0	0	0
4Q17	\$657,500	\$897,019	26	4Q17	6	15	3	1	1	0	0
4Q18	\$578,750	\$787,946	24	4Q18	6	13	4	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
4Q16	\$439,900	\$506,056	37	4Q16	23	11	3	0	0	0	0
4Q17	\$500,000	\$662,956	41	4Q17	21	15	2	1	1	0	0
4Q18	\$485,000	\$598,487	64	4Q18	36	22	5	1	0	0	0

Quogue

	Median Price	Average Price	Sales		0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q16	\$785,000	\$883,333	3	4Q16	0	2	1	0	0	0	0
4Q17	\$3,362,500	\$3,362,500	2	4Q17	0	0	1	0	0	1	0
4Q18	\$1,375,000	\$1,375,000	2	4Q18	0	1	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
4Q16	\$1,530,000	\$2,634,611	9	4Q16	0	2	4	1	0	2	0
4Q17	\$1,575,000	\$2,728,214	7	4Q17	0	1	3	1	1	1	0
4Q18	\$1,410,000	\$2,948,286	7	4Q18	0	0	5	0	1	1	0

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

Remsenburg

	Median Price	Average Price	Sales
4Q16	\$1,092,500	\$2,064,583	6
4Q17	\$680,000	\$662,317	6
4Q18	\$788,000	\$769,575	10

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

Speonk

	Median Price	Average Price	Sales
4Q16	\$487,500	\$487,500	2
4Q17	\$372,950	\$372,950	2
4Q18	\$0	\$0	0

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

Westhampton

	Median Price	Average Price	Sales
4Q16	\$544,888	\$573,373	14
4Q17	\$542,500	\$809,954	12
4Q18	\$832,563	\$944,510	12

	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q16	6	7	1	0	0	0	0
4Q17	5	5	0	2	0	0	0
4Q18	1	8	2	1	0	0	0

Westhampton Beach Village

	Median Price	Average Price	Sales
4Q16	\$1,137,500	\$1,526,954	11
4Q17	\$1,700,000	\$1,705,555	9
4Q18	\$1,075,000	\$2,255,083	21

	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
4Q16	2	3	3	2	1	0	0
4Q17	1	2	4	1	1	0	0
4Q18	3	7	6	0	2	2	1

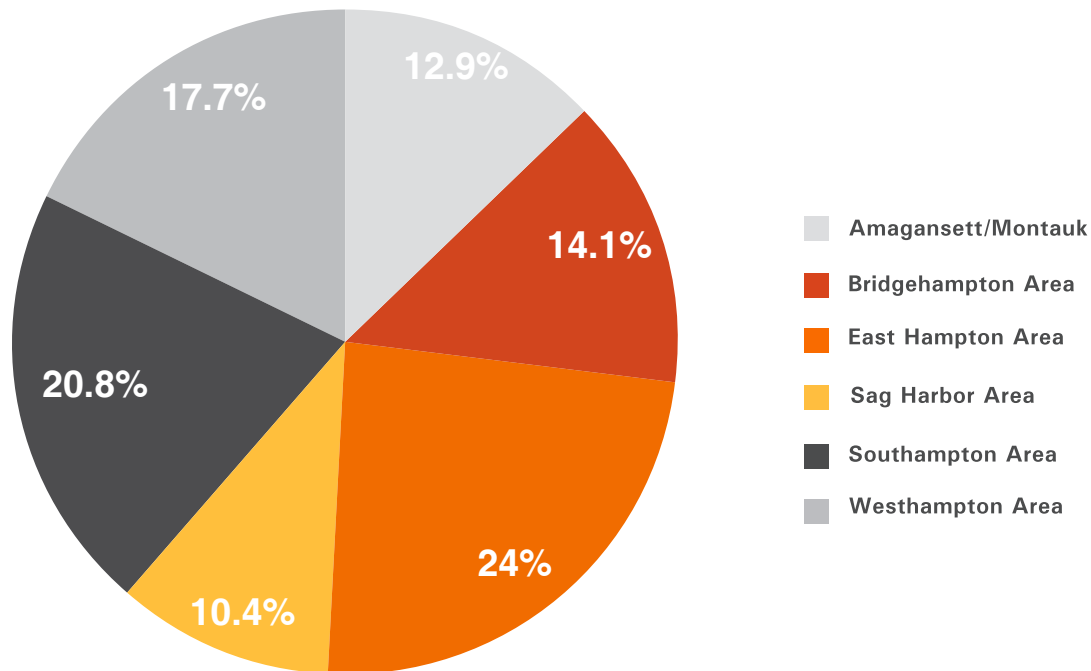
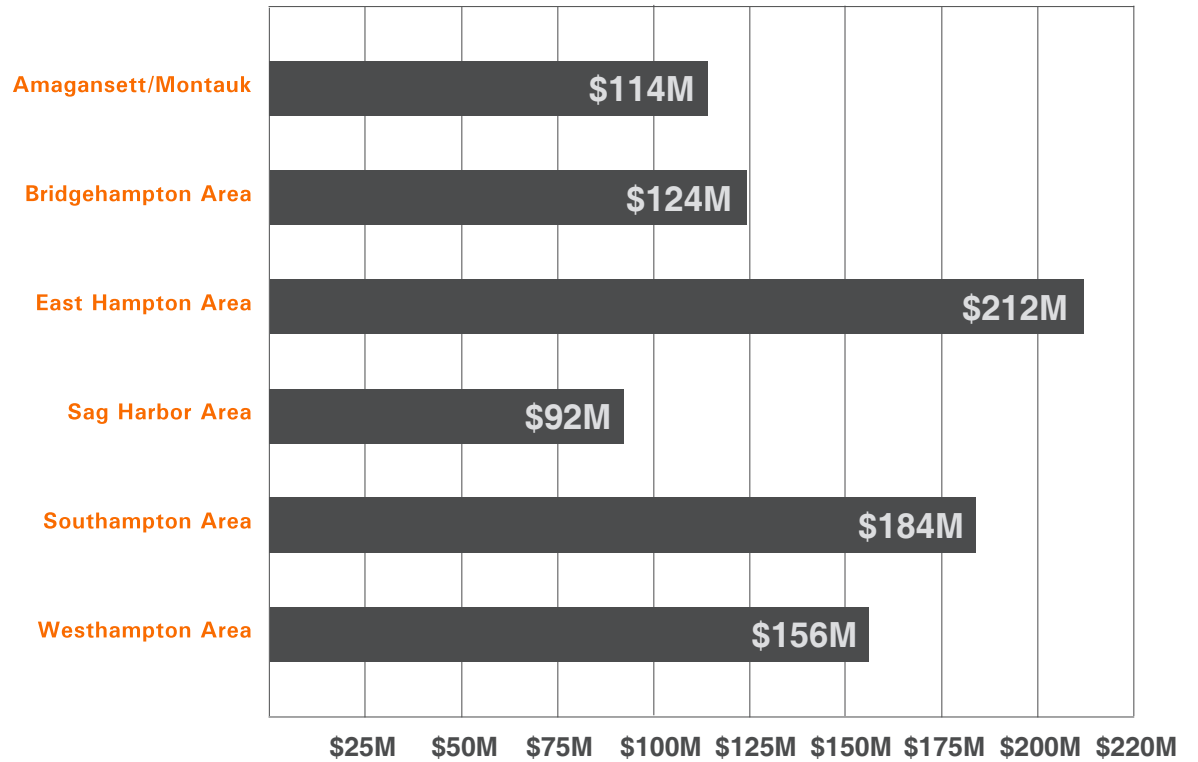
Westhampton Dunes

	Median Price	Average Price	Sales
4Q16	\$2,460,000	\$2,460,000	2
4Q17	\$3,450,000	\$3,625,000	3
4Q18	\$2,200,000	\$2,371,875	4

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

Dollar Volume by Area

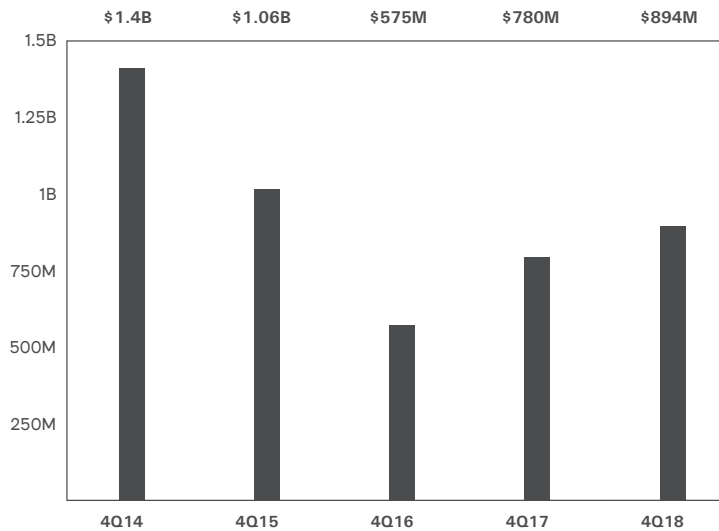
Fourth Quarter 2018



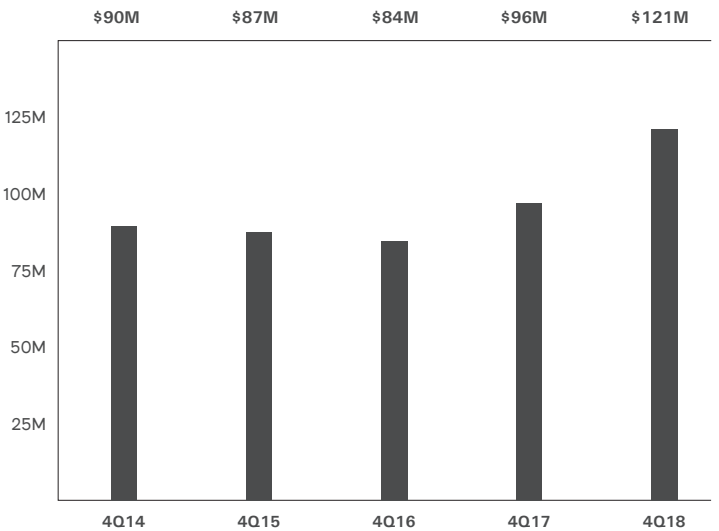
Long-Term Trends 2014 - 2018 4th Quarter Total Dollar Volume



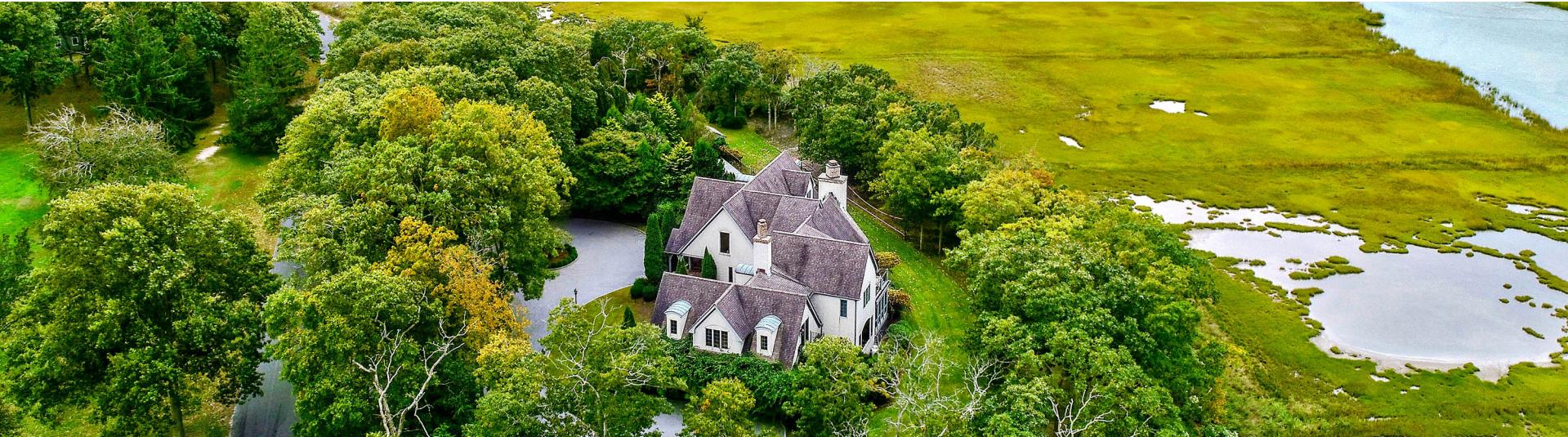
Hamptons total dollar volume



North Fork total dollar volume

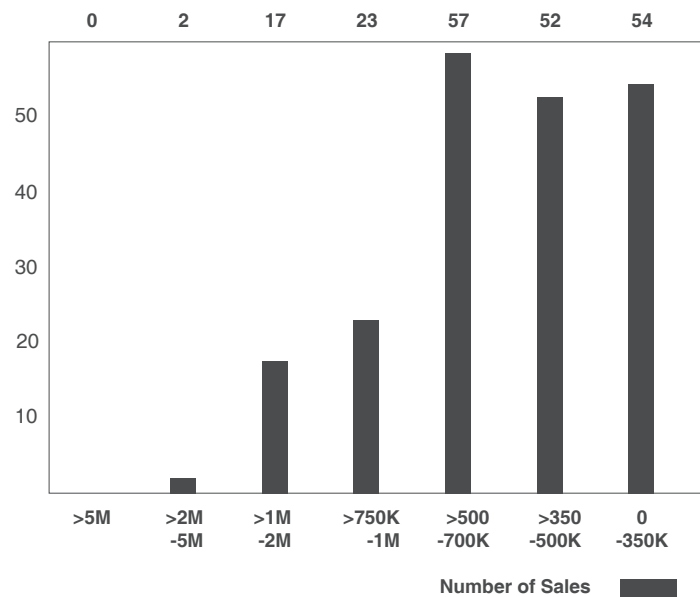


North Fork Single-Family Homes

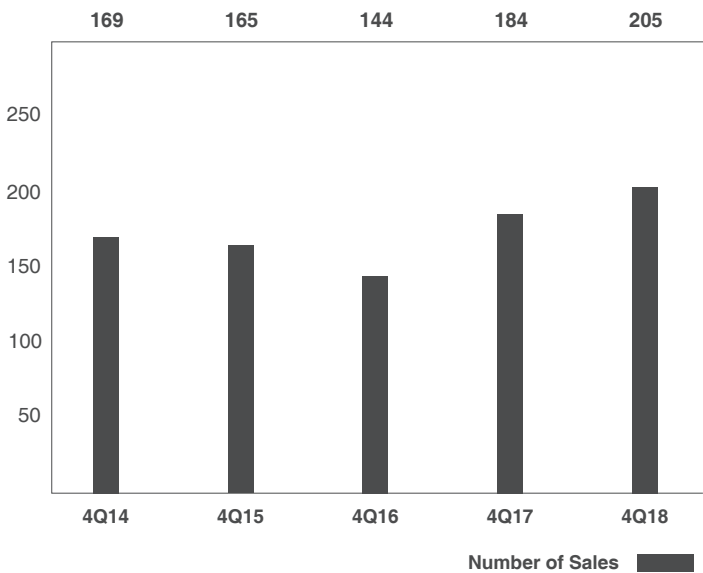


For this report North Fork Area consists of Aquebogue, Baiting Hollow, Calverton, Cutchogue, East Marion, Greenport, Greenport Village, Jamesport, Laurel, Manorville, Mattituck, New Suffolk, Orient, Peconic, Riverhead, South Jamesport, Southold, Wading River

FOURTH QUARTER 2018 PRICE BREAKDOWN



NUMBER OF SALES: FIVE-YEAR COMPARISON



North Fork Single-Family Homes

Aquebogue

	Median Price	Average Price	Sales
4Q16	\$485,000	\$484,907	9
4Q17	\$475,000	\$409,286	7
4Q18	\$524,900	\$531,980	5

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

Baiting Hollow

	Median Price	Average Price	Sales
4Q16	\$582,000	\$595,800	5
4Q17	\$395,000	\$461,404	11
4Q18	\$300,000	\$288,857	7

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

Calverton

	Median Price	Average Price	Sales
4Q16	\$319,000	\$326,964	7
4Q17	\$302,500	\$457,667	6
4Q18	\$471,788	\$440,846	11

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

Cutchogue

	Median Price	Average Price	Sales
4Q16	\$606,250	\$647,306	18
4Q17	\$515,250	\$581,922	10
4Q18	\$738,000	\$771,225	20

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

East Marion

	Median Price	Average Price	Sales
4Q16	\$585,000	\$732,857	7
4Q17	\$465,000	\$701,667	3
4Q18	\$856,565	\$1,689,033	4

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

North Fork Single-Family Homes

Greenport

	Median Price	Average Price	Sales
4Q16	\$375,000	\$399,098	7
4Q17	\$641,250	\$646,667	6
4Q18	\$582,500	\$576,417	6

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

Greenport Village

	Median Price	Average Price	Sales
4Q16	\$683,500	\$654,250	4
4Q17	\$484,000	\$465,400	5
4Q18	\$524,000	\$752,167	6

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

Jamesport

	Median Price	Average Price	Sales
4Q16	\$380,000	\$478,000	3
4Q17	\$456,250	\$435,438	8
4Q18	\$399,000	\$456,143	7

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

Laurel

	Median Price	Average Price	Sales
4Q16	\$599,905	\$710,802	6
4Q17	\$627,500	\$659,833	3
4Q18	\$650,000	\$779,000	5

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

Mattituck

	Median Price	Average Price	Sales
4Q16	\$600,000	\$829,700	10
4Q17	\$595,000	\$808,482	15
4Q18	\$632,500	\$659,292	18

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

North Fork Single-Family Homes

New Suffolk

	Median Price	Average Price	Sales
4Q16	\$0	\$0	0
4Q17	\$615,000	\$615,000	1
4Q18	\$950,000	\$850,833	3

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

Orient

	Median Price	Average Price	Sales
4Q16	\$1,270,000	\$1,177,800	5
4Q17	\$737,500	\$713,321	6
4Q18	\$1,350,000	\$1,215,000	5

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

Peconic

	Median Price	Average Price	Sales
4Q16	\$780,000	\$780,000	1
4Q17	\$682,500	\$682,500	4
4Q18	\$946,000	\$946,000	1

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

Riverhead

	Median Price	Average Price	Sales
4Q16	\$310,000	\$330,692	17
4Q17	\$275,000	\$310,687	39
4Q18	\$345,000	\$418,166	50

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
4Q16	10	5	1	1	0	0	0
4Q17	28	6	5	0	0	0	0
4Q18	26	12	9	2	1	0	0

South Jamesport

	Median Price	Average Price	Sales
4Q16	\$550,000	\$550,000	1
4Q17	\$534,000	\$495,833	3
4Q18	\$310,000	\$720,000	2

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
4Q16	0	0	1	0	0	0	0
4Q17	1	0	2	0	0	0	0
4Q18	0	12	9	2	1	0	0

North Fork Single-Family Homes

Southold

	Median Price	Average Price	Sales
4Q16	\$570,000	\$742,357	21
4Q17	\$534,000	\$718,138	29
4Q18	\$540,000	\$647,630	38

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
4Q16	0	8	4	6	3	0	0
4Q17	1	11	10	1	5	1	0
4Q18	4	11	14	6	2	1	0

Wading River

	Median Price	Average Price	Sales
4Q16	\$440,000	\$426,950	23
4Q17	\$421,000	\$408,362	27
4Q18	\$310,000	\$369,965	17

	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
4Q16	8	9	5	1	0	0	0
4Q17	10	10	7	0	0	0	0
4Q18	9	3	5	0	0	0	0

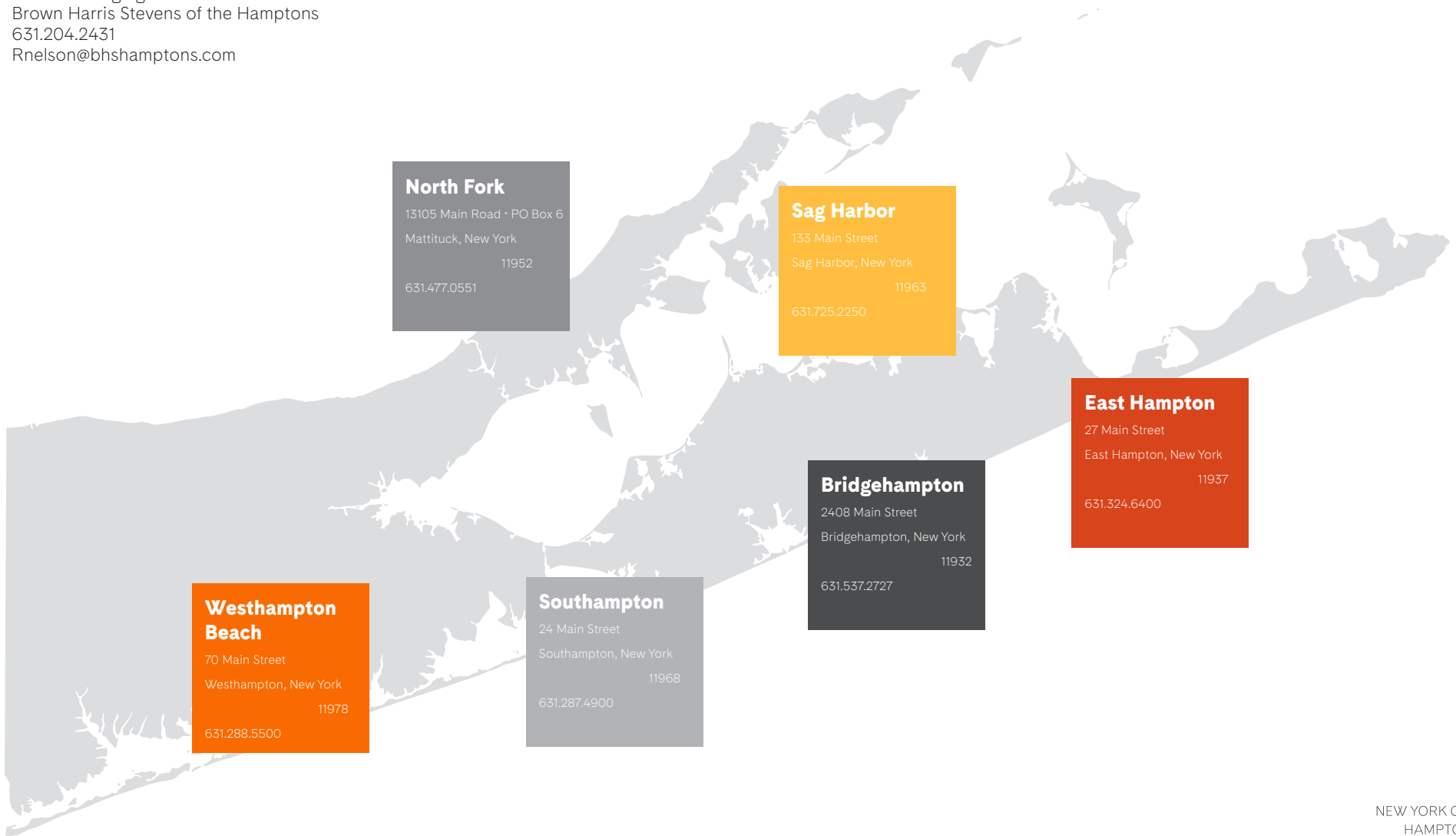
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