

Preliminary*

2016 Year-End Market 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 2016 Report to be Issued April, 2017.

Data Highlights

Cover Property: BrownHarrisStevens.com WEB# 373644

In the Hamptons, the number of sales in 2016 fell **7.3%** compared to 2015. Total dollar volume dipped **11.5%** to **\$3.57B.**



BrownHarrisStevens.com WEB# 165339



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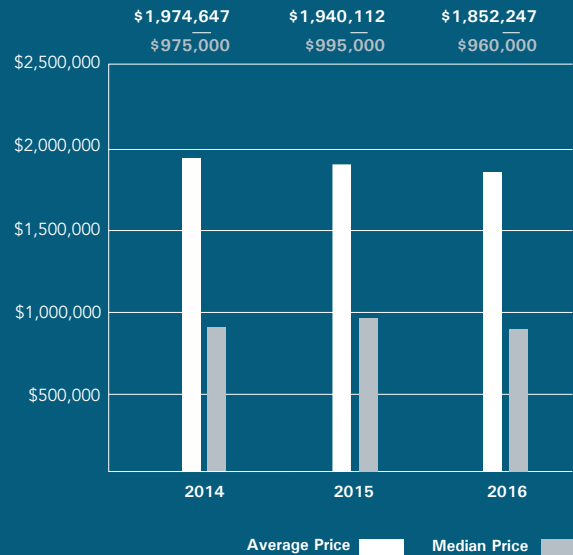
While most of the South Fork saw a decrease in sales in 2016, Shelter Island realized an **18.1%** increase in transactions and a **36.7%** rise in dollar volume.

Bolstered by 8 sales over **\$5M**, including 2 over **\$10M**, total dollar volume in North Haven rose **93.3%**. Sag Harbor Village (+13.3%) and Westhampton (+29.3%) also saw higher numbers of transactions as compared to 2015.

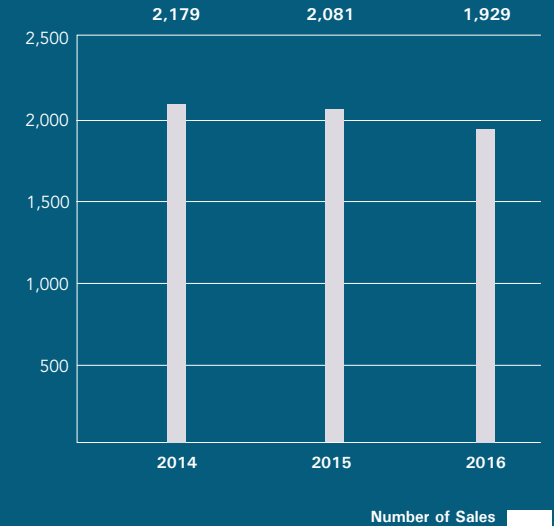
The Hamptons

Prices averaged **\$1,852,247**
in the Hamptons in 2016, **4.5%**
lower than 2015. The median
price dipped **3.5%** to
\$960,000.

AVERAGE AND MEDIAN SALE PRICE



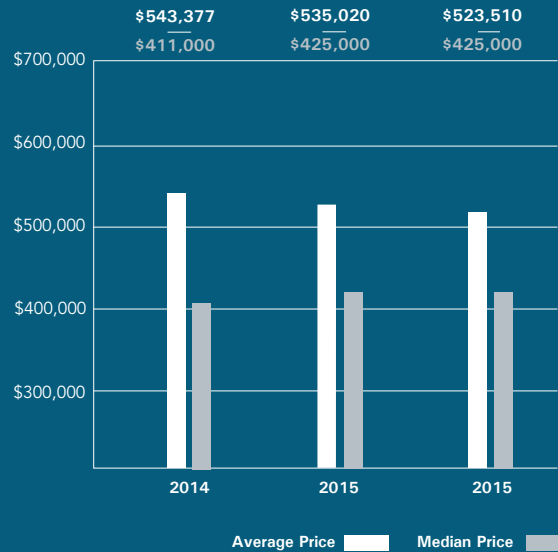
NUMBER OF SALES



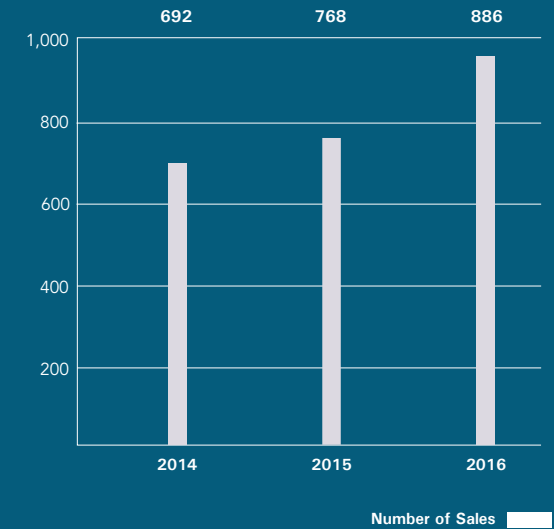
North Fork

The North Fork achieved a record
number of sales transactions in 2016
at **886**.

AVERAGE AND MEDIAN SALE PRICE

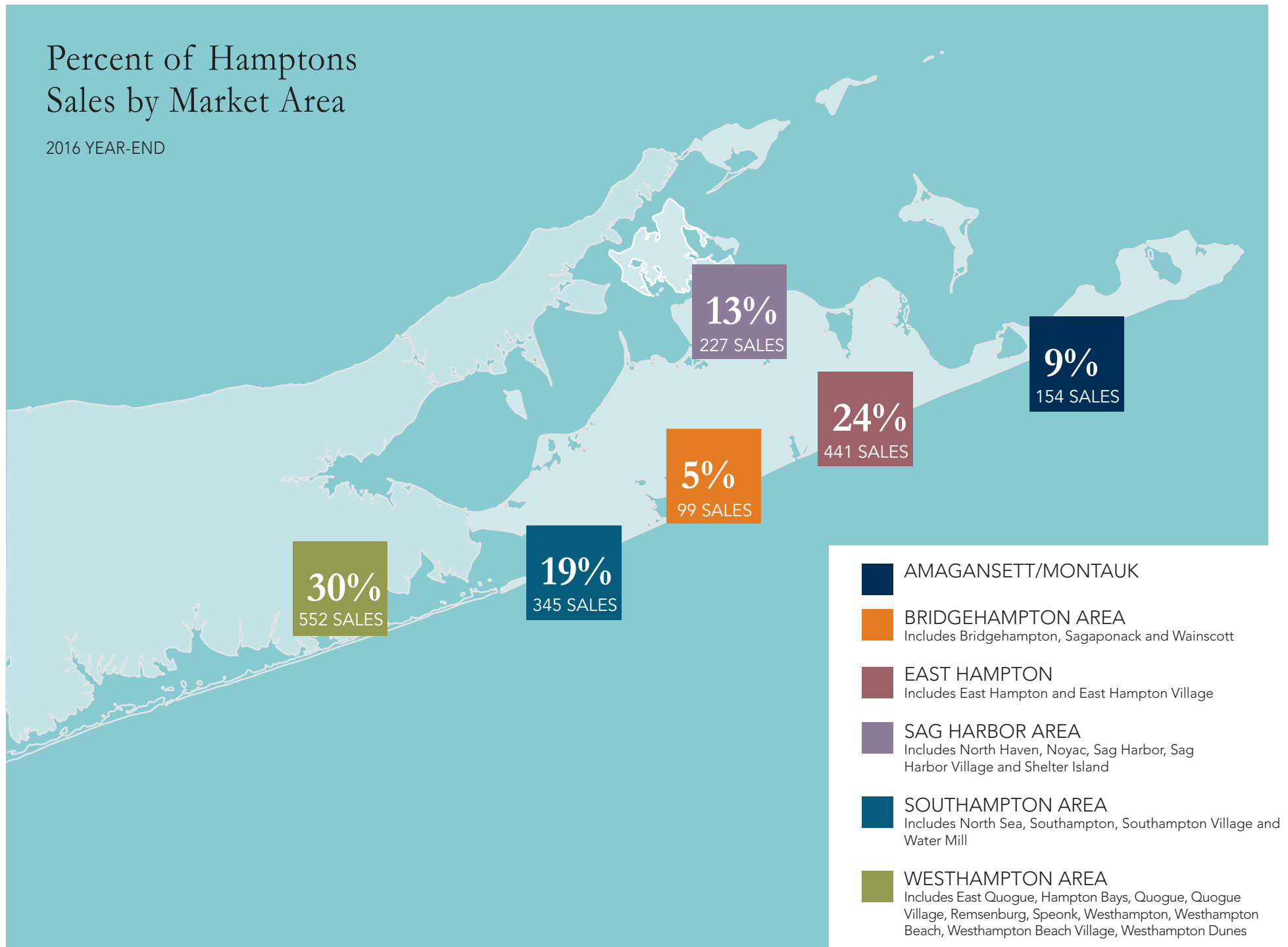


NUMBER OF SALES



Percent of Hamptons Sales by Market Area

2016 YEAR-END



South Fork Single-Family Homes

On the South Fork,

77.8% of 2016 sales

were at or below \$2M.

AMAGANSETT

	Average Price	Median Price	Sales
2014	\$2,794,991	\$2,025,000	106
2015	\$2,512,283	\$1,985,000	85
2016	\$2,855,569	\$1,784,225	66

BRIDGEHAMPTON

	Average Price	Median Price	Sales
2014	\$3,828,086	\$2,200,000	91
2015	\$4,588,942	\$2,997,500	116
2016	\$4,236,454	\$2,200,000	77

EAST HAMPTON

	Average Price	Median Price	Sales
2014	\$1,103,689	\$828,314	373
2015	\$1,206,159	\$859,500	378
2016	\$1,123,863	\$850,000	367

EAST HAMPTON VILLAGE

	Average Price	Median Price	Sales
2014	\$6,007,810	\$2,500,000	68
2015	\$5,644,732	\$3,800,000	63
2016	\$6,401,012	\$2,400,000	53

EAST QUOGUE

	Average Price	Median Price	Sales
2014	\$541,138	\$452,500	100
2015	\$739,203	\$577,500	87
2016	\$647,562	\$548,000	89

HAMPTON BAYS

	Average Price	Median Price	Sales
2014	\$476,552	\$375,000	236
2015	\$523,617	\$410,000	222
2016	\$513,721	\$422,500	234

MONTAUK

	Average Price	Median Price	Sales
2014	\$1,392,309	\$933,000	110
2015	\$1,502,826	\$995,000	95
2016	\$1,454,941	\$1,012,000	88

NORTH HAVEN

	Average Price	Median Price	Sales
2014	\$3,023,070	\$2,250,000	39
2015	\$2,004,362	\$1,415,000	34
2016	\$3,992,368	\$2,350,000	33

South Fork Single-Family Homes

*The Westhampton Area had the
highest number of sales in 2016 at
552, while the Southampton
Area achieved the highest total dollar
volume, with \$931M
in total sales.*

QUOGUE VILLAGE

	Average Price	Median Price	Sales
2014	\$2,424,856	\$1,377,500	72
2015	\$2,358,678	\$1,800,000	59
2016	\$2,689,870	\$1,825,000	41

REMSENBURG

	Average Price	Median Price	Sales
2014	\$840,450	\$680,000	35
2015	\$1,343,604	\$820,000	37
2016	\$1,413,833	\$875,000	39

SAG HARBOR

	Average Price	Median Price	Sales
2014	\$1,294,510	\$750,000	100
2015	\$1,072,846	\$881,500	110
2016	\$1,275,191	\$943,015	109

SAG HARBOR VILLAGE

	Average Price	Median Price	Sales
2014	\$1,587,690	\$1,197,500	80
2015	\$1,807,281	\$1,202,000	75
2016	\$2,007,430	\$1,500,000	85

SAGAPONACK

	Average Price	Median Price	Sales
2014	\$6,680,596	\$4,450,000	47
2015	\$5,763,382	\$5,000,000	27
2016	\$4,119,828	\$2,410,000	22

SHELTER ISLAND

	Average Price	Median Price	Sales
2014	\$1,585,384	\$824,500	68
2015	\$1,120,145	\$797,600	72
2016	\$1,297,276	\$920,000	85

SOUTHAMPTON

	Average Price	Median Price	Sales
2014	\$1,465,236	\$830,000	199
2015	\$1,242,123	\$846,500	222
2016	\$1,501,675	\$888,125	188

SOUTHAMPTON VILLAGE

	Average Price	Median Price	Sales
2014	\$4,162,102	\$1,875,000	141
2015	\$4,321,012	\$2,342,500	114
2016	\$4,338,055	\$2,300,000	84

South Fork Single-Family Homes

In 2016, there were *2* sales in
the Westhampton Area over

\$10M.

Both were Brown Harris Stevens
listings.

WAINSCOTT

	Average Price	Median Price	Sales
2014	\$3,158,397	\$2,130,000	34
2015	\$3,229,240	\$1,810,000	25
2016	\$3,604,333	\$1,760,000	21

WATER MILL

	Average Price	Median Price	Sales
2014	\$3,443,930	\$2,350,000	91
2015	\$3,579,246	\$2,600,000	95
2016	\$3,895,651	\$2,750,000	73

WESTHAMPTON

	Average Price	Median Price	Sales
2014	\$843,865	\$727,235	54
2015	\$1,081,752	\$810,000	41
2016	\$842,420	\$690,000	53

WESTHAMPTON BEACH

	Average Price	Median Price	Sales
2014	\$823,766	\$491,250	34
2015	\$1,217,918	\$770,000	30
2016	\$733,551	\$515,000	30

WESTHAMPTON BEACH VILLAGE

	Average Price	Median Price	Sales
2014	\$1,656,121	\$1,150,000	59
2015	\$1,696,057	\$1,250,000	59
2016	\$1,508,659	\$1,093,750	54

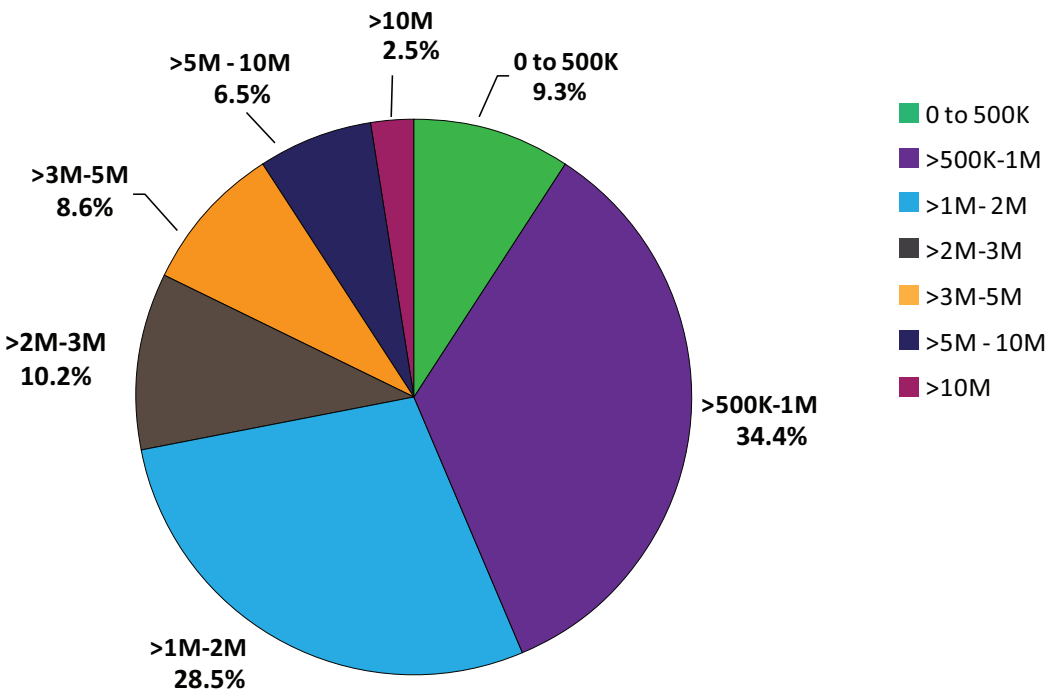
WESTHAMPTON DUNES

	Average Price	Median Price	Sales
2014	\$1,963,620	\$1,770,000	20
2015	\$2,476,063	\$2,499,000	11
2016	\$2,204,963	\$2,070,000	12

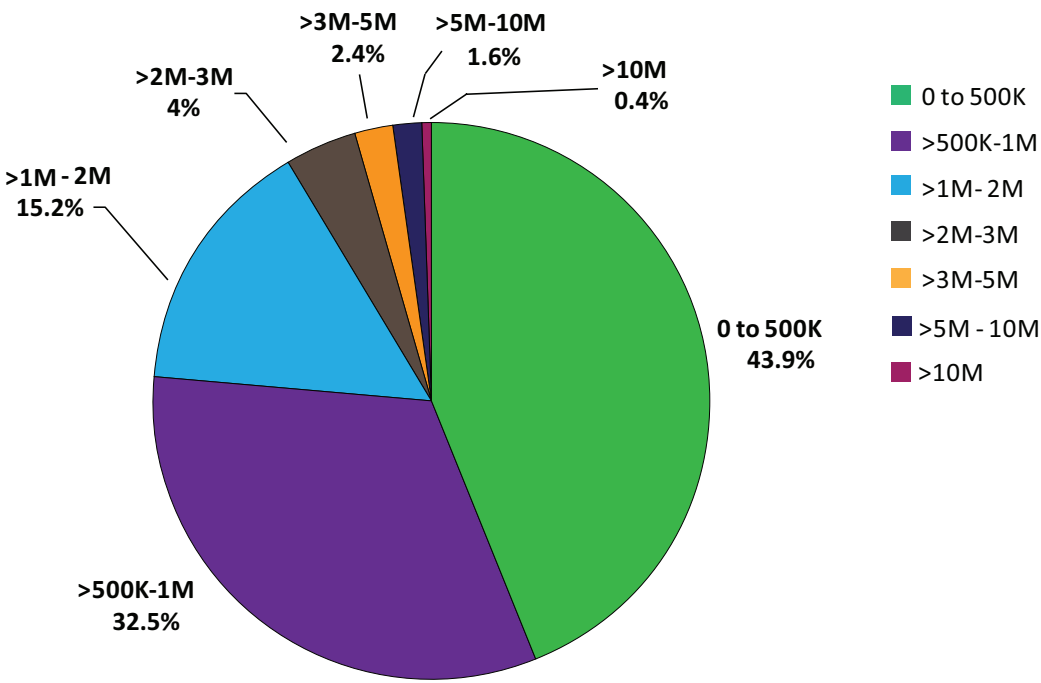
Percent of Hamptons Sales by Price

2016 YEAR-END

Hamptons East of the Shinnecock Canal

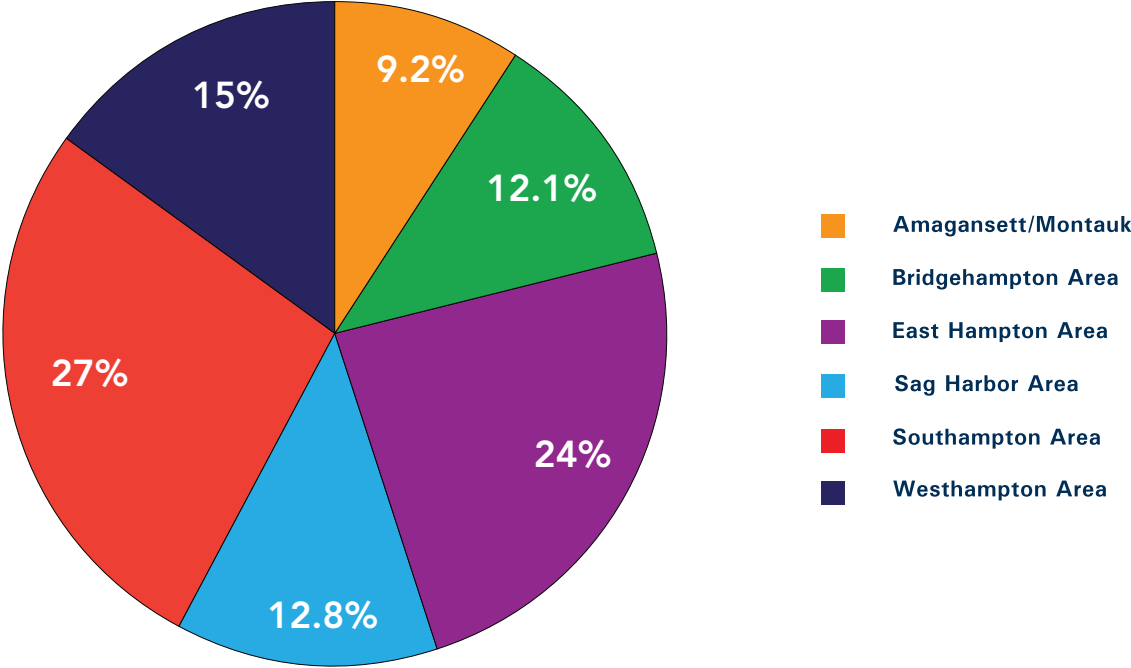
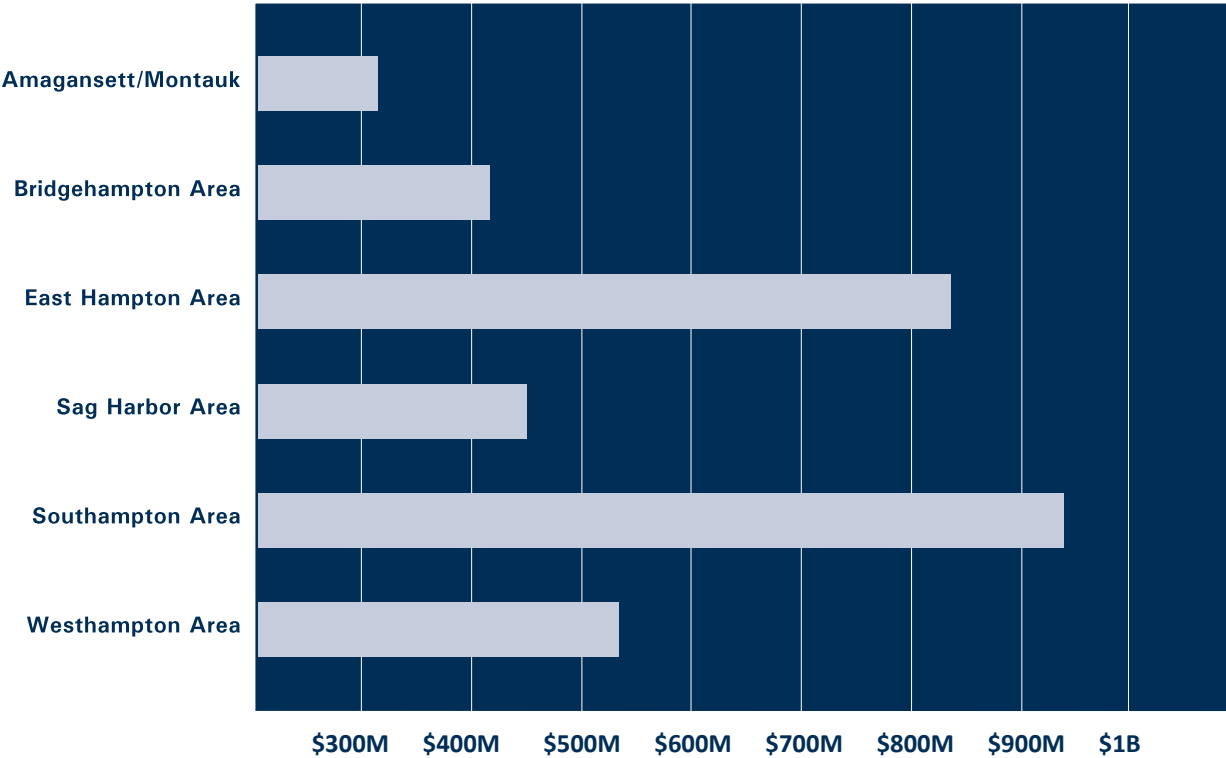


Hamptons West of the Shinnecock Canal



Hamptons Dollar Volume by Area

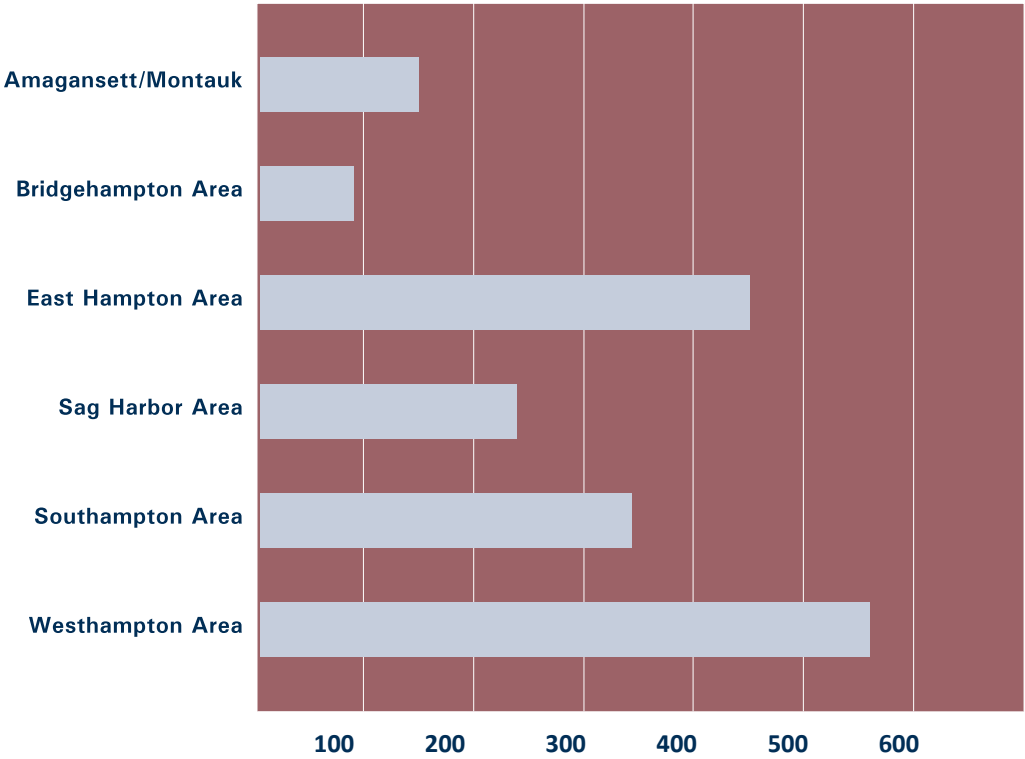
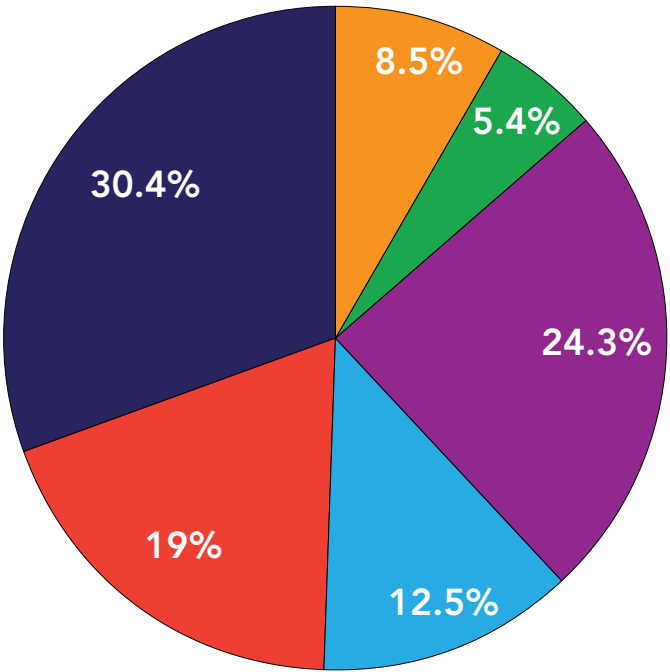
2016 YEAR-END



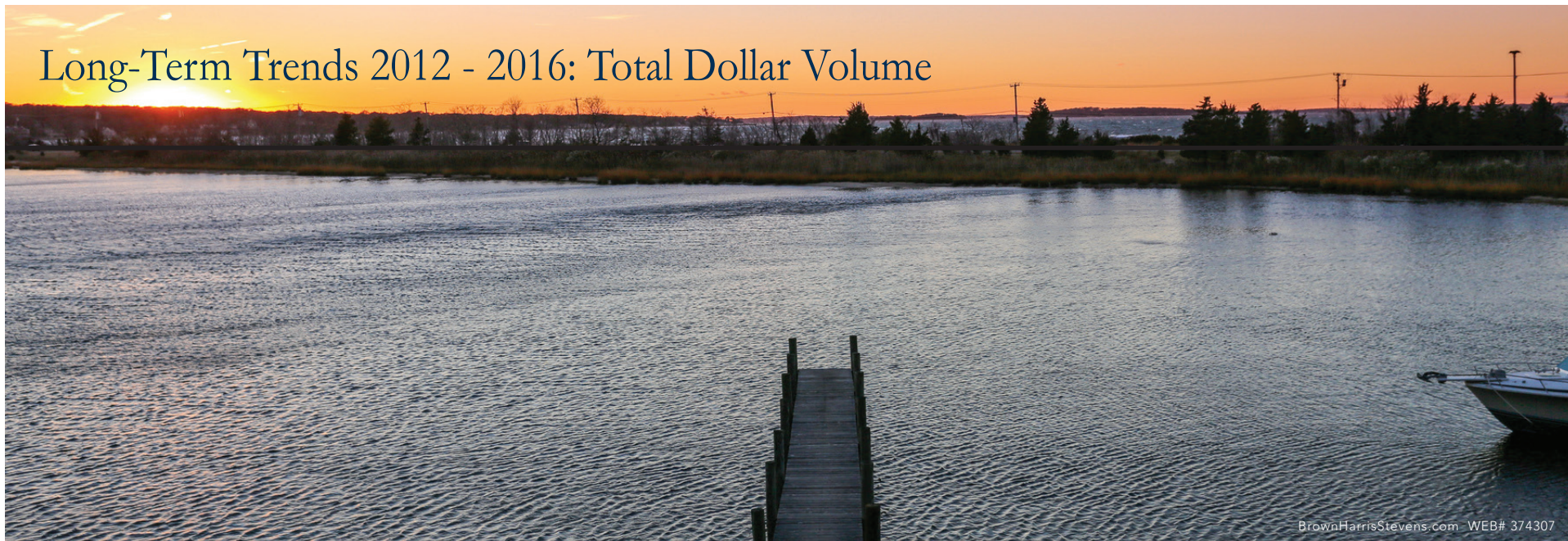
Hamptons Sales Count by Area

2016 YEAR-END

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

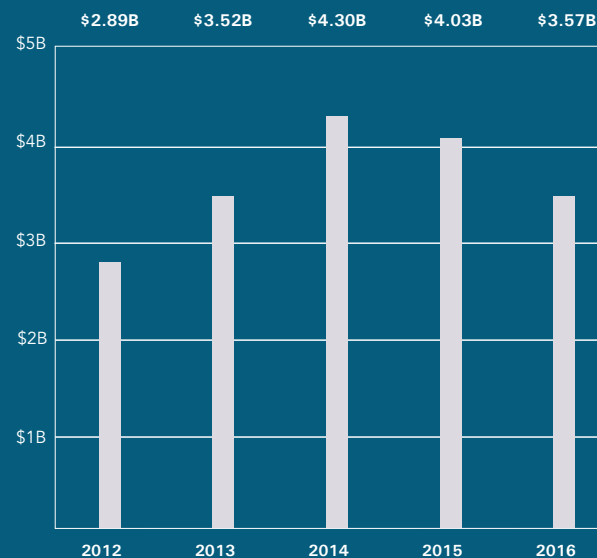


Long-Term Trends 2012 - 2016: Total Dollar Volume



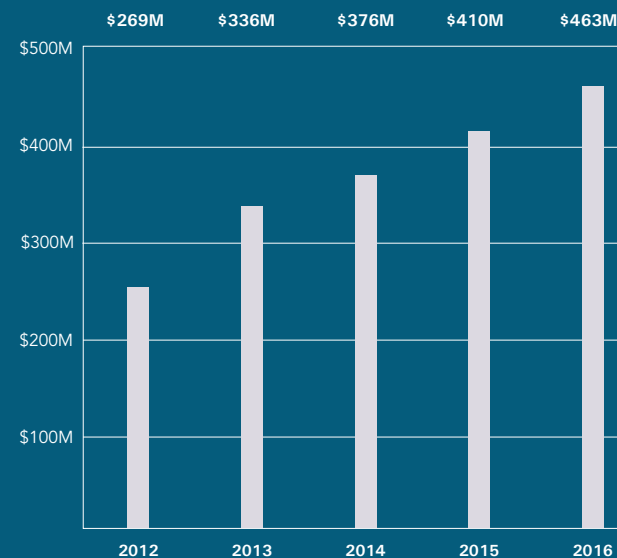
BrownHarrisStevens.com WEB# 374307

HAMPTONS TOTAL DOLLAR VOLUME



Dollar Volume (Billions)

NORTH FORK TOTAL DOLLAR VOLUME



Dollar Volume (Millions)

North Fork Single-Family Homes

The North Fork saw a **15.4%**
increase in the number of transactions and
a **12.9%** rise in dollar volume
compared to 2015.

AQUEBOGUE

	Average Price	Median Price	Sales
2014	\$409,931	\$373,750	42
2015	\$465,569	\$435,000	50
2016	\$431,165	\$400,000	47

CUTCHOGUE

	Average Price	Median Price	Sales
2014	\$829,491	\$575,000	72
2015	\$672,347	\$530,000	66
2016	\$766,679	\$606,250	78

EAST MARION

	Average Price	Median Price	Sales
2014	\$548,734	\$446,500	30
2015	\$693,161	\$522,500	28
2016	\$731,971	\$571,250	24

GREENPORT

	Average Price	Median Price	Sales
2014	\$466,926	\$402,500	30
2015	\$501,558	\$455,000	32
2016	\$573,100	\$412,900	40

GREENPORT VILLAGE

	Average Price	Median Price	Sales
2014	\$451,513	\$408,750	40
2015	\$461,321	\$472,500	28
2016	\$543,765	\$535,000	31

JAMESPORT

	Average Price	Median Price	Sales
2014	\$457,537	\$395,000	31
2015	\$483,224	\$441,000	21
2016	\$522,193	\$438,500	29

MATTITUCK

	Average Price	Median Price	Sales
2014	\$650,050	\$450,000	67
2015	\$591,179	\$470,000	81
2016	\$613,141	\$445,000	77

SOUTHOLD

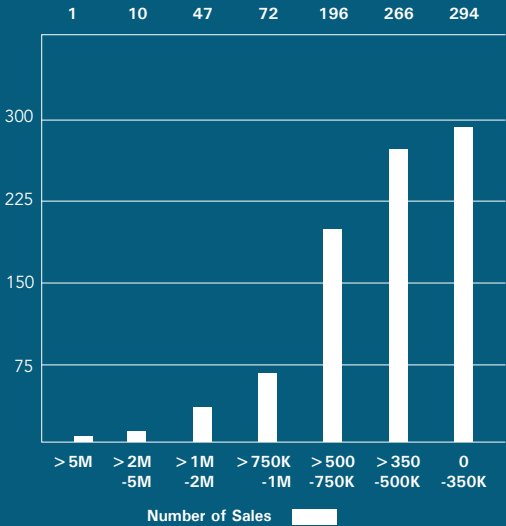
	Average Price	Median Price	Sales
2014	\$645,724	\$510,000	107
2015	\$599,423	\$475,895	135
2016	\$602,082	\$492,500	129

North Fork Single-Family Homes

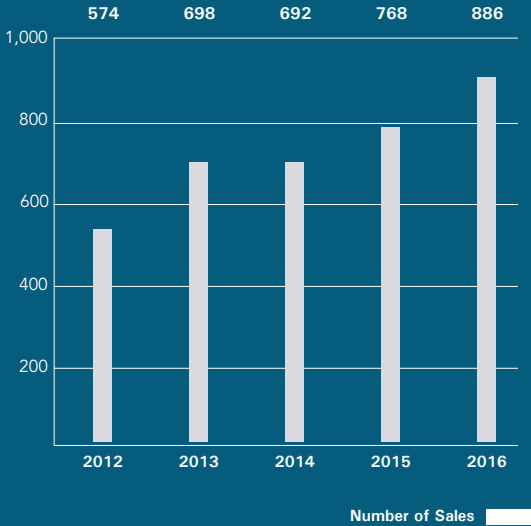


BrownHarrisStevens.com WEB# 170682

2016 PRICE BREAKDOWN



NUMBER OF SALES: FIVE-YEAR COMPARISON



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