



Fourth Quarter 2018

Market Report | Hamptons + North Fork





Data Highlights: Fourth Quarter 2018

Cover: 31 Clearview Drive, Sag Harbor Halstead.com Web# 109446

The total number of 4Q18 South Fork Sales increased 6.3% compared to 4Q17 (486 in 2018 vs. 457 in 2017), and the total dollar volume increased 2.8% to \$937,885,295 for Q418.

The 4Q18 average sale price in the Hamptons decreased 3.3% to \$1,929,805 while the median price decreased 9.2% to \$999,000.



12 Lyme Lane, East Hampton Halstead.com Web# 109477



206 Lumber Lane, Bridgehampton Halstead.com Web# 110871

Several areas had significant increases in number of sales Q418 over Q417:

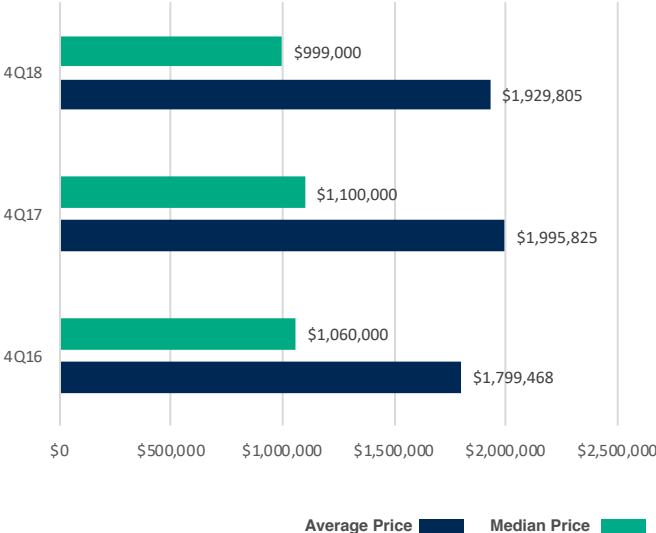
Amagansett 57%, Hampton Bays 48%, Sag Harbor Village 41% & Southampton 39%. It is worth noting that Sag Harbor decreased 33% and Southampton Village decreased 15%.

On the South Fork 74% of the sales in 4Q18 occurred in the under \$2,000,000 range. There were only 10 sales above the \$10,000,000 mark.

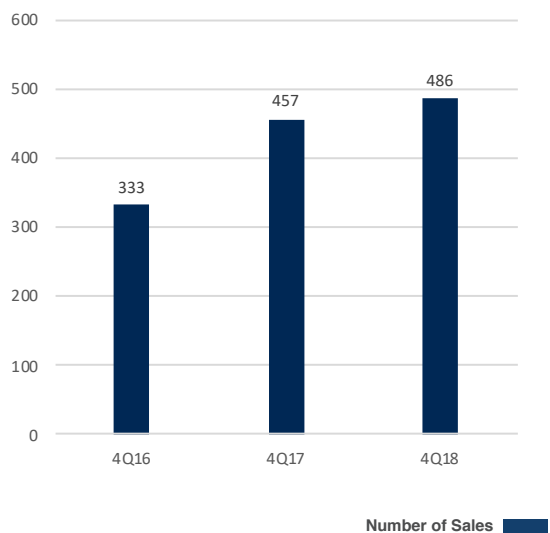
The number of sales on the North Fork increased 8.1% to 228 in 4Q18 compared to the previous year. The average North Fork price increased 10% and the volume increased 18.9%.

The Hamptons

Average and Median Sale Price

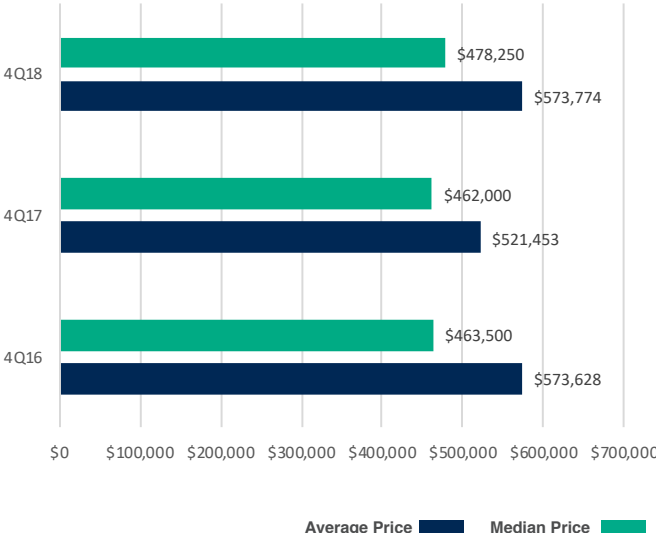


Number of Sales

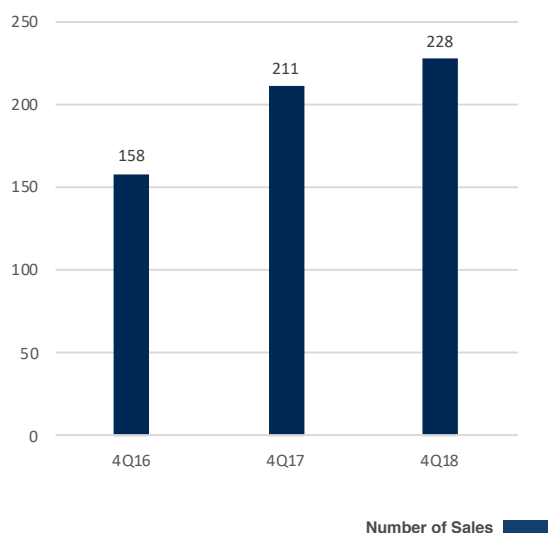


North Fork

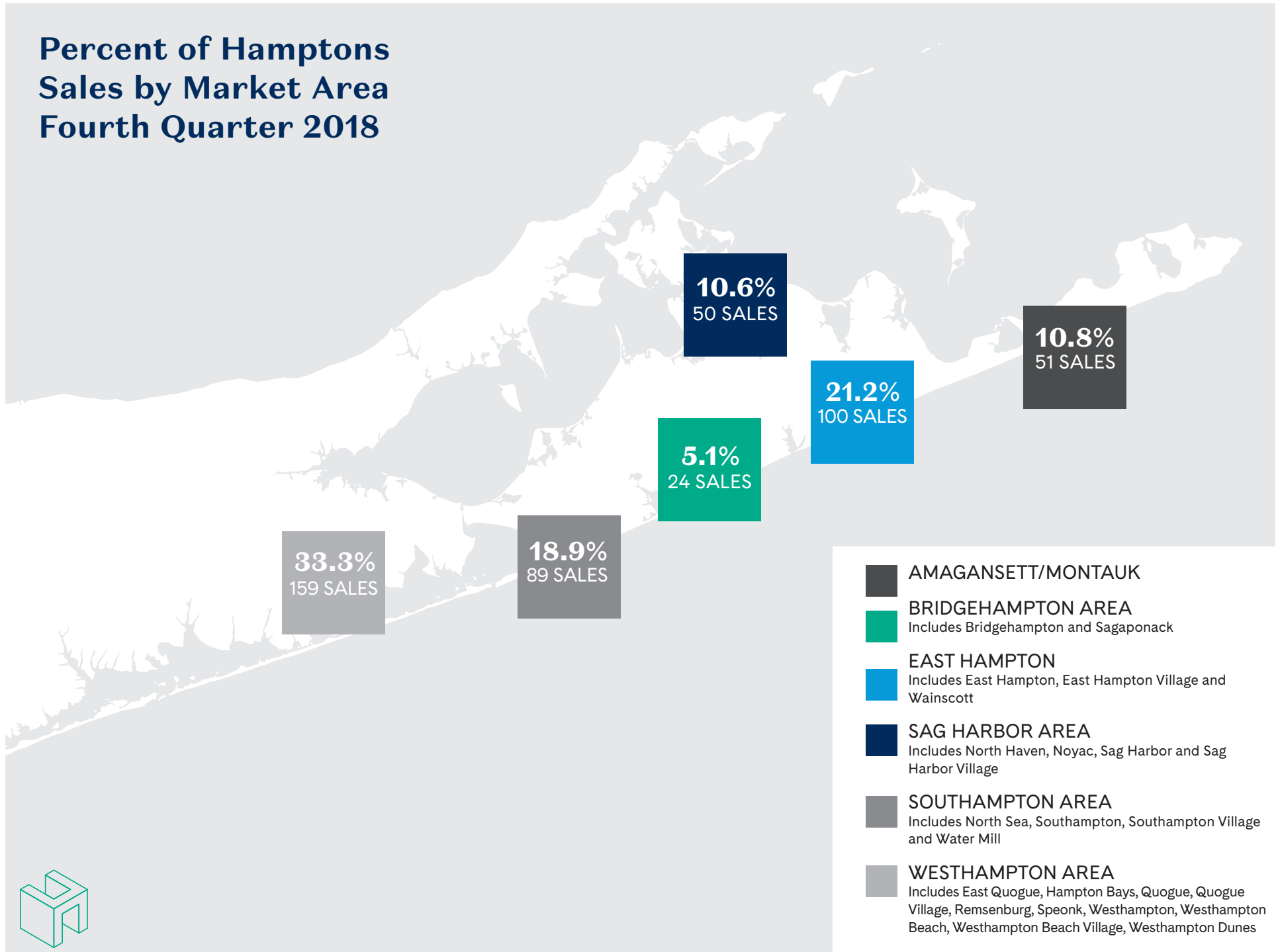
Average and Median Sale Price



Number of Sales



Percent of Hamptons Sales by Market Area Fourth Quarter 2018



South Fork Single-Family Homes

Amagansett

	Average	Median	Sales
4Q16	\$2,831,116	\$1,947,374	14
4Q17	\$3,282,830	\$1,467,500	14
4Q18	\$2,875,002	\$2,562,500	22

East Hampton

	Average	Median	Sales
4Q16	\$1,070,134	\$872,500	54
4Q17	\$1,291,162	\$891,000	96
4Q18	\$1,553,141	\$1,185,000	81

East Quogue

	Average	Median	Sales
4Q16	\$689,970	\$581,500	18
4Q17	\$830,103	\$626,750	32
4Q18	\$787,946	\$578,750	24

Montauk

	Average	Median	Sales
4Q16	\$1,593,059	\$1,025,000	17
4Q17	\$1,554,220	\$1,200,000	25
4Q18	\$1,831,072	\$1,150,000	29

Bridgewater

	Median Price	Average Price	Sales
4Q16	\$4,383,178	\$2,900,000	9
4Q17	\$2,796,686	\$2,082,500	14
4Q18	\$3,317,424	\$3,050,000	17

East Hampton Village

	Average	Median	Sales
4Q16	\$3,239,286	\$2,200,000	7
4Q17	\$4,580,125	\$4,900,000	15
4Q18	\$5,801,968	\$4,569,240	16

Hampton Bays

	Average	Median	Sales
4Q16	\$501,616	\$439,000	39
4Q17	\$684,238	\$510,000	47
4Q18	\$584,919	\$482,500	70

North Haven

	Average	Median	Sales
4Q16	\$6,050,000	\$5,750,000	3
4Q17	\$1,818,214	\$1,168,500	7
4Q18	\$2,366,667	\$2,450,000	6



South Fork Single-Family Homes

Quogue Village

	Average	Median	Sales
4Q16	\$2,634,611	\$1,530,000	9
4Q17	\$2,634,063	\$1,775,000	8
4Q18	\$2,612,000	\$1,410,000	9

Sag Harbor

	Average	Median	Sales
4Q16	\$1,200,876	\$1,030,000	19
4Q17	\$1,497,597	\$1,337,500	30
4Q18	\$1,644,717	\$1,142,666	20

Sagaponack

	Average	Median	Sales
4Q16	\$1,425,000	\$1,425,000	1
4Q17	\$6,108,333	\$5,875,000	6
4Q18	\$9,839,714	\$8,200,000	7

Southampton

	Average	Median	Sales
4Q16	\$1,536,140	\$1,160,000	35
4Q17	\$1,512,890	\$1,286,250	38
4Q18	\$1,299,775	\$850,000	53

Remsenburg

	Average	Median	Sales
4Q16	\$1,721,500	\$930,000	8
4Q17	\$662,317	\$680,000	6
4Q18	\$769,575	\$788,000	10

Sag Harbor Village

	Average	Median	Sales
4Q16	\$1,632,550	\$1,475,000	14
4Q17	\$1,599,735	\$1,310,000	17
4Q18	\$2,057,146	\$1,487,500	24

Shelter Island

	Average	Median	Sales
4Q16	\$2,048,685	\$1,550,000	13
4Q17	\$1,840,329	\$925,000	21
4Q18	\$1,188,278	\$1,100,000	9

Southampton Village

	Average	Median	Sales
4Q16	\$3,986,923	\$3,325,000	23
4Q17	\$6,939,765	\$4,687,500	26
4Q18	\$4,326,185	\$3,725,000	22



South Fork Single-Family Homes

Wainscott

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

Westhampton

	Average	Median	Sales
4Q16	\$573,373	\$544,888	14
4Q17	\$773,035	\$520,000	13
4Q18	\$926,471	\$815,125	13

Westhampton Beach Village

	Average	Median	Sales
4Q16	\$1,526,954	\$1,137,500	11
4Q17	\$1,844,375	\$1,657,500	12
4Q18	\$2,056,470	\$999,900	25

Water Mill

	Average	Median	Sales
4Q16	\$3,883,018	\$3,001,250	13
4Q17	\$3,176,813	\$3,067,500	16
4Q18	\$2,331,893	\$1,750,000	14

Westhampton Dunes

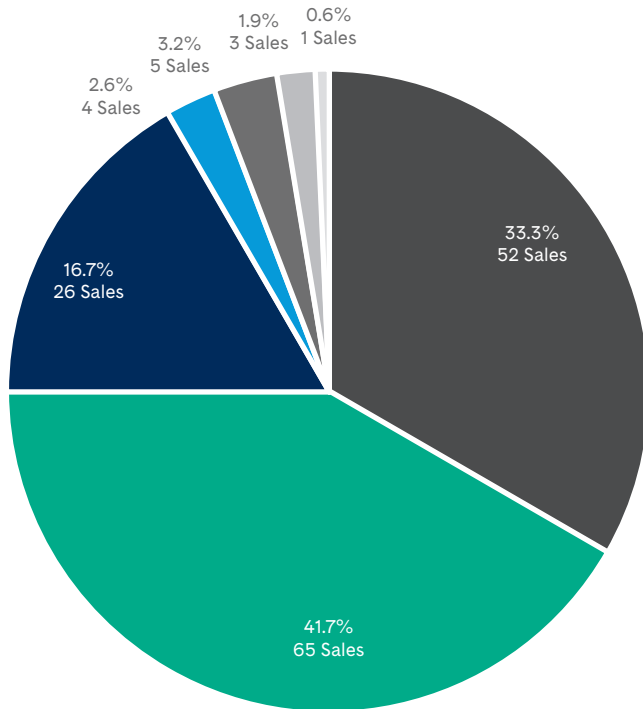
	Average	Median	Sales
4Q16	\$2,460,000	\$2,460,000	2
4Q17	\$3,018,750	\$3,237,500	4
4Q18	\$2,371,875	\$2,200,000	4



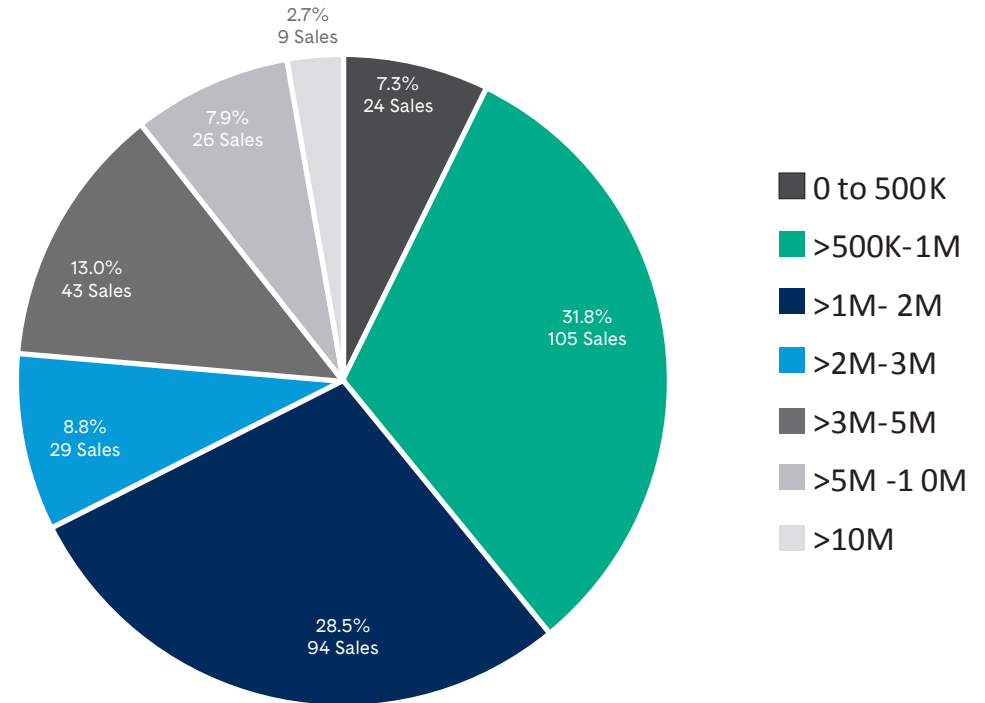
Percent of Hamptons Sales by Price

Fourth Quarter 2018

Hamptons West of the Shinnecock Canal



Hamptons East of the Shinnecock Canal



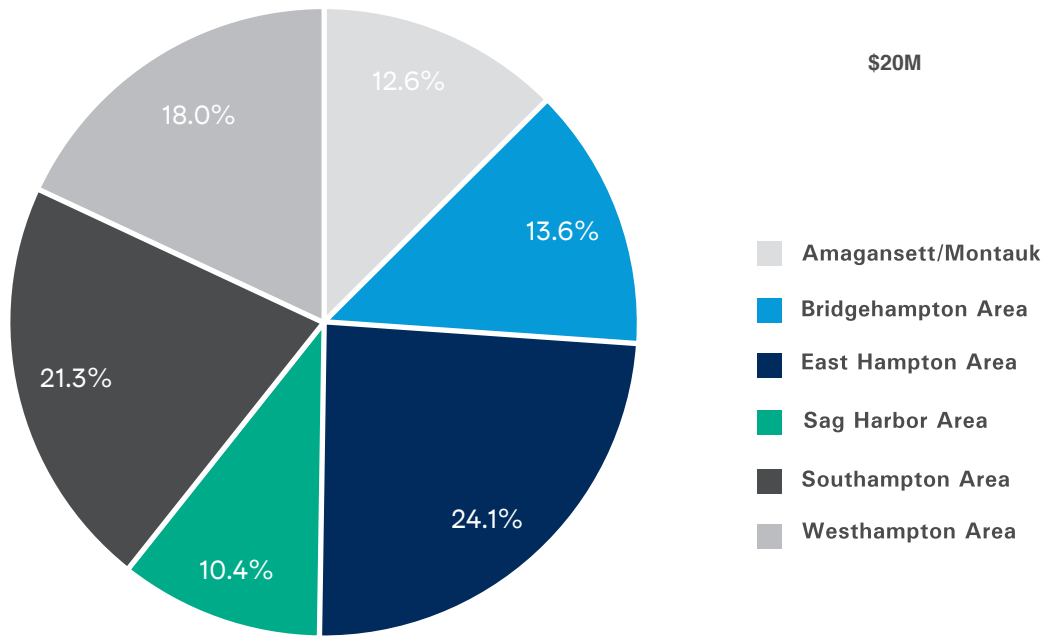
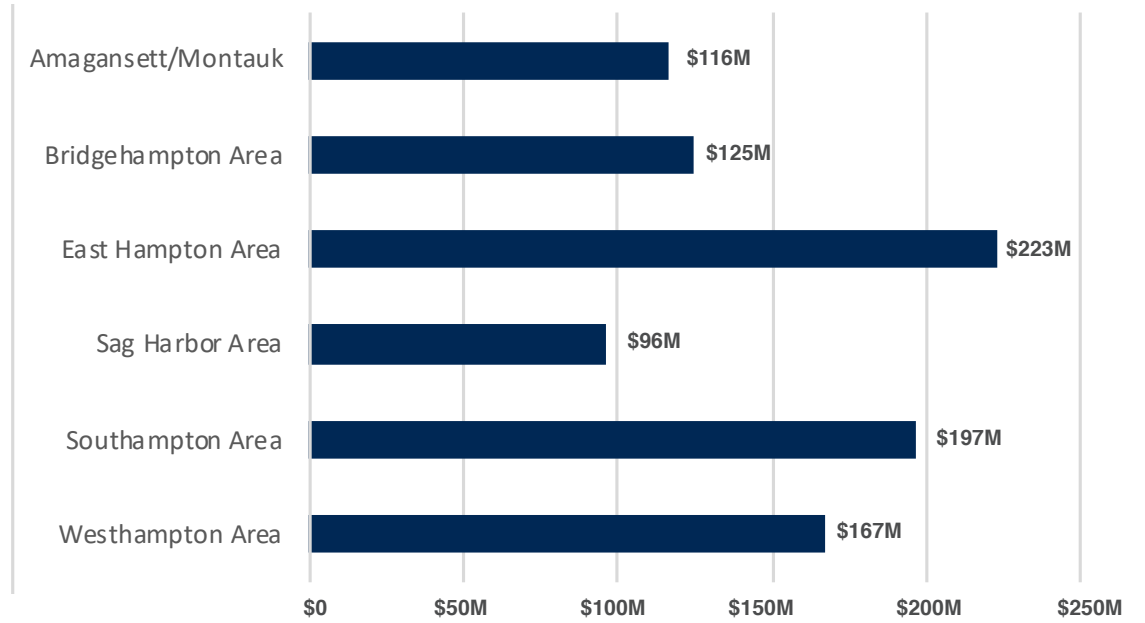
- 0 to 500K
- >500K-1M
- >1M- 2M
- >2M-3M
- >3M-5M
- >5M -1 0M
- >10M

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



Dollar Volume by Area

Fourth Quarter 2018

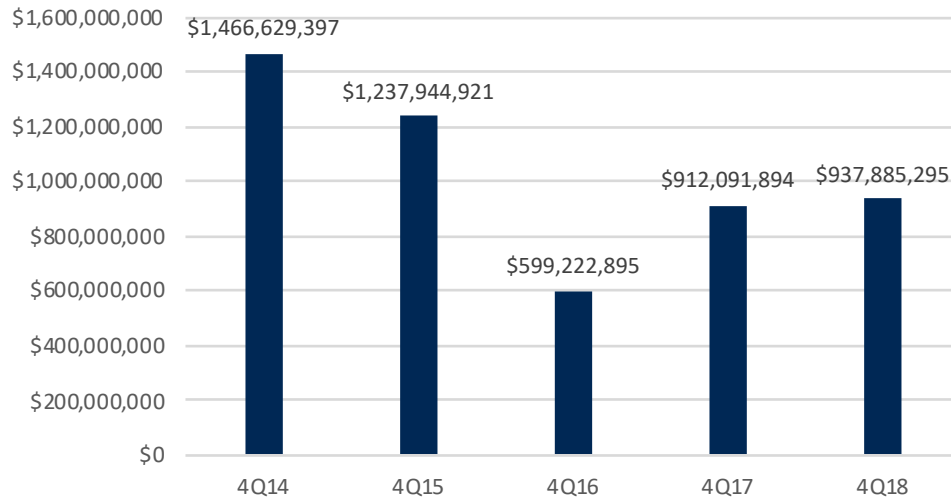


Long-Term Trends 2014-2018 4th Quarter Total Dollar Volume



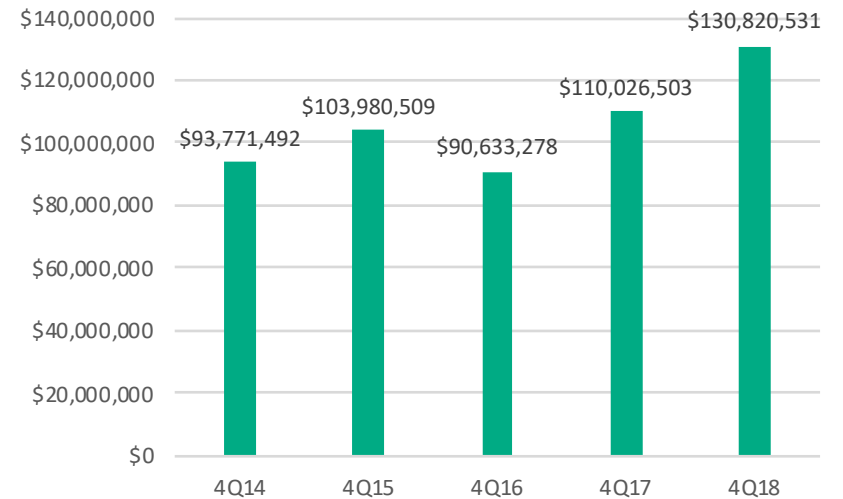
21 Aberdeen Lane, Southampton Halstead.com Web# 40314

Hamptons total dollar volume



Dollar Volume

North fork total dollar volume



Dollar Volume



North Fork Single-Family Homes

Aquebogue

	Average	Median	Sales
4Q16	\$471,931	\$485,000	11
4Q17	\$401,250	\$413,500	8
4Q18	\$462,970	\$440,000	10

Cutchogue

	Average	Median	Sales
4Q16	\$651,825	\$606,250	20
4Q17	\$643,685	\$515,250	12
4Q18	\$751,167	\$721,000	21

Greenport

	Average	Median	Sales
4Q16	\$399,098	\$375,000	7
4Q17	\$747,143	\$665,000	7
4Q18	\$576,417	\$582,500	6

Jamesport

	Average	Median	Sales
4Q16	\$478,000	\$380,000	3
4Q17	\$435,438	\$456,250	8
4Q18	\$440,375	\$387,000	8

Baiting Hollow

	Average	Median	Sales
4Q16	\$595,800	\$582,000	5
4Q17	\$462,207	\$395,000	13
4Q18	\$288,857	\$300,000	7

East Marion

	Average	Median	Sales
4Q16	\$732,857	\$585,000	7
4Q17	\$701,667	\$465,000	3
4Q18	\$1,511,926	\$803,500	5

Greenport Village

	Average	Median	Sales
4Q16	\$654,250	\$683,500	4
4Q17	\$571,167	\$516,500	6
4Q18	\$752,167	\$524,000	6

Laurel

	Average	Median	Sales
4Q16	\$669,973	\$531,810	7
4Q17	\$616,125	\$556,250	4
4Q18	\$598,123	\$395,000	8



North Fork Single-Family Homes

Manorville

	Average	Median	Sales
4Q16	\$0	\$0	0
4Q17	\$368,000	\$368,000	1
4Q18	\$0	\$0	0

New Suffolk

	Average	Median	Sales
4Q16	\$355,000	\$355,000	1
4Q17	\$615,000	\$615,000	1
4Q18	\$850,833	\$950,000	3

Peconic

	Average	Median	Sales
4Q16	\$780,000	\$780,000	1
4Q17	\$696,667	\$682,500	6
4Q18	\$748,000	\$748,000	2

South Jamesport

	Average	Median	Sales
4Q16	\$550,000	\$550,000	1
4Q17	\$495,833	\$590,000	3
4Q18	\$720,000	\$720,000	2

Mattituck

	Average	Median	Sales
4Q16	\$772,862	\$635,000	13
4Q17	\$773,889	\$590,000	16
4Q18	\$650,382	\$615,000	19

Orient

	Average	Median	Sales
4Q16	\$1,177,800	\$1,270,000	5
4Q17	\$717,133	\$740,000	7
4Q18	\$1,129,000	\$1,045,000	6

Riverhead

	Average	Median	Sales
4Q16	\$330,637	\$305,000	20
4Q17	\$310,164	\$277,500	44
4Q18	\$408,979	\$340,000	55

Southold

	Average	Median	Sales
4Q16	\$740,432	\$605,000	22
4Q17	\$701,194	\$544,500	32
4Q18	\$644,306	\$540,000	39

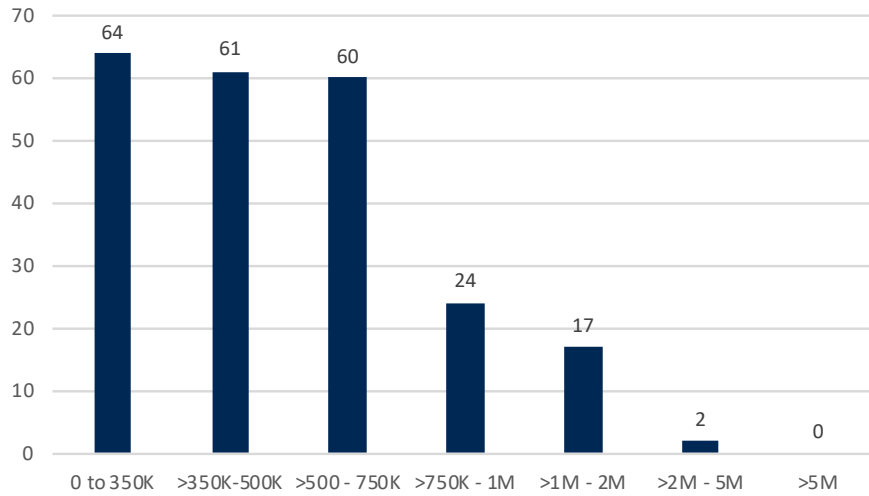


North Fork Single-Family Homes



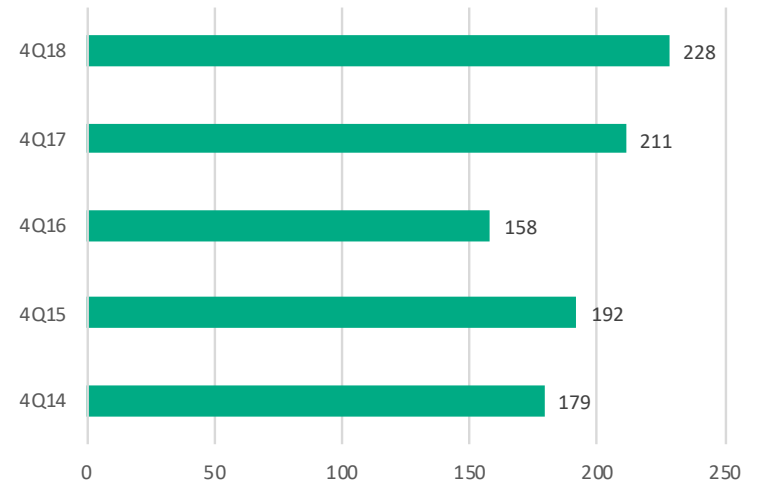
6 Inkberry Street, East Hampton Halstead.com Web# 109561

FOURTH QUARTER 2018 PRICE BREAKDOWN



Number of Sales

NUMBER OF SALES: FIVE-YEAR COMPARISON



Number of Sales



Commercial Sales

The Hamptons

	Average	Median	Sales
4Q16	\$2,169,725	\$865,150	8
4Q17	\$2,011,817	\$2,068,500	12
4Q18	\$3,089,229	\$1,635,000	14

North Fork

	Average	Median	Sales
4Q16	\$927,964	\$825,000	7
4Q17	\$783,388	\$625,000	8
4Q18	\$1,227,083	\$657,500	12

Vacant Land

The Hamptons

	Average	Median	Sales
4Q16	\$1,510,521	\$372,899	38
4Q17	\$1,307,815	\$550,000	71
4Q18	\$911,151	\$548,000	35

North Fork

	Average	Median	Sales
4Q16	\$437,221	\$265,000	13
4Q17	\$331,072	\$225,000	25
4Q18	\$475,917	\$200,000	25



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718.399.2222

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Brooklyn, NY 11215
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Brooklyn, NY 1127
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Hudson, NY 12534
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New Canaan, CT 06840
203.966.7800

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New Canaan, CT 06840
203.966.7772

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