

Fourth Quarter 2019

Market Report | Hamptons + North Fork



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Based Upon Data Available as of January 24, 2020.



Data Highlights: Fourth Quarter 2019

Cover: 65 Buell Lane Ext, East Hampton Halstead.com Web# 859172

The 4th Quarter 2019 average sales price in the Hamptons increased by 24.9% to \$2,420,962 and the median price increased 25.1% to \$1,250,000. The total number of 4th Quarter 2019 South Fork sales decreased 38.83% compared to 4th Quarter 2018 (298 in 2019 vs. 483 in 2018). The total dollar volume decreased by 22.9% to \$721,446,674 in 4th Quarter 2019 as compared to 4th Quarter 2018. Two areas had increases in number of sales for Q4 2019 over Q4 2018: Shelter Island 66.7% and Water Mill 42.9%.



43 Madison Street, Sag Harbor Halstead.com Web# 860673



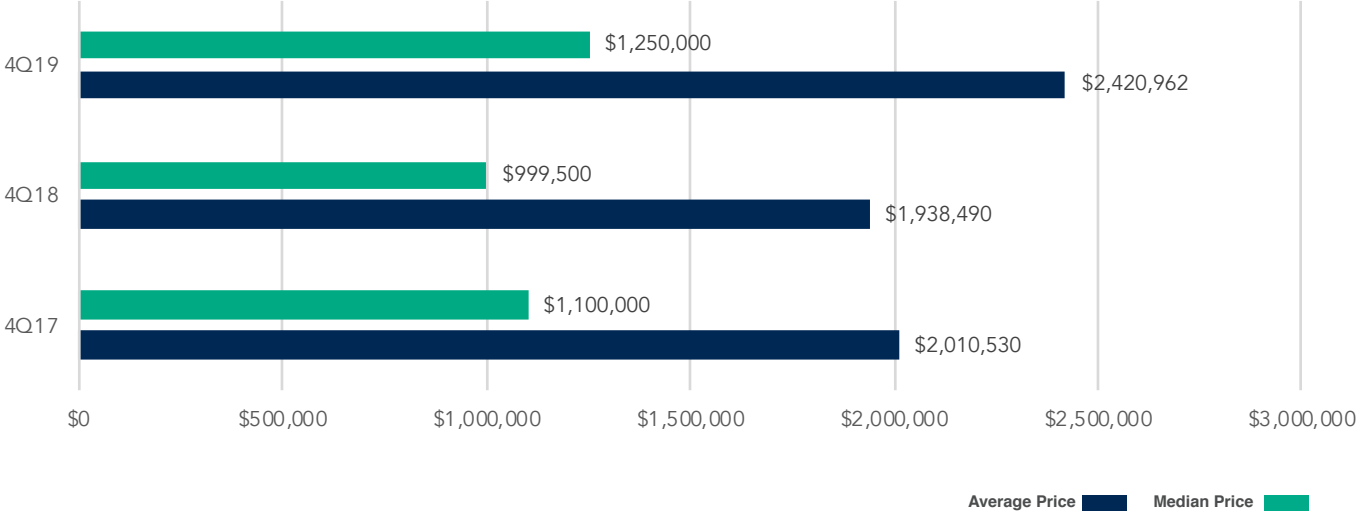
38 Lower Seven Ponds Road, Water Mill Halstead.com Web# 832786

On the South Fork East of the Canal 61.0% of the sales in Q4 2019 occurred in the under \$2,000,000 range and West of the Canal 92.9% of the sales in Q4 2019 occurred in the under \$2,000,000 range. There were 12 sales in the over \$10,000,000 range.

The total number of 4th Quarter 2019 North Fork sales decreased 42.7% compared to 4th Quarter 2018 (130 in 2019 vs. 227 in 2018). The 4th Quarter 2019 average sales price increased 8.2% to \$620,352 and the median price increased 3.7% to \$492,500.

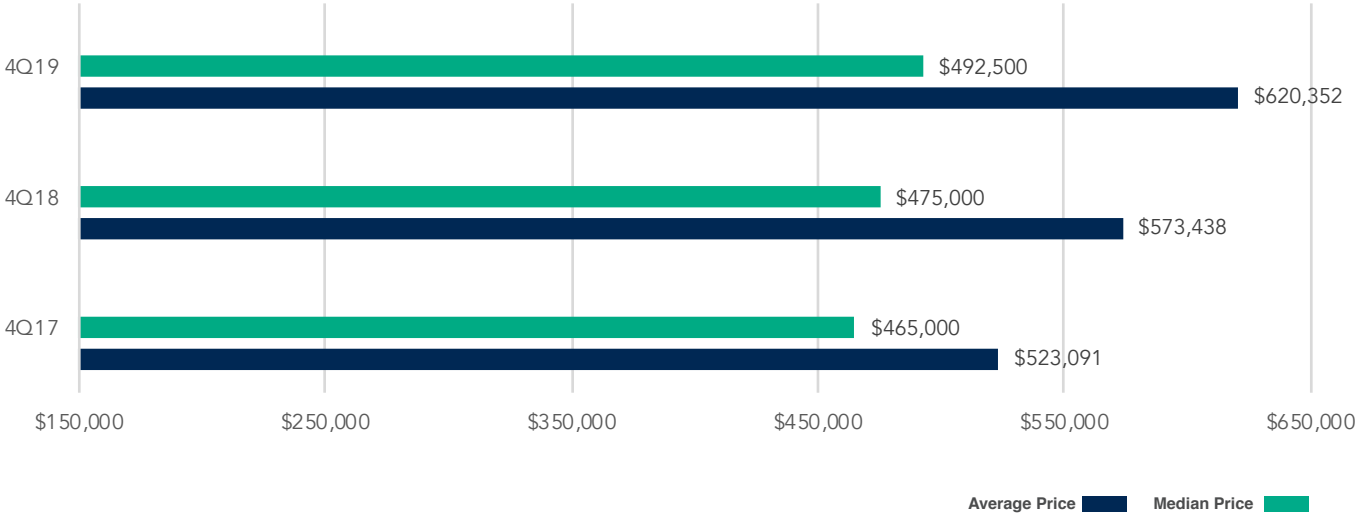
The Hamptons

Average and Median Sale Price

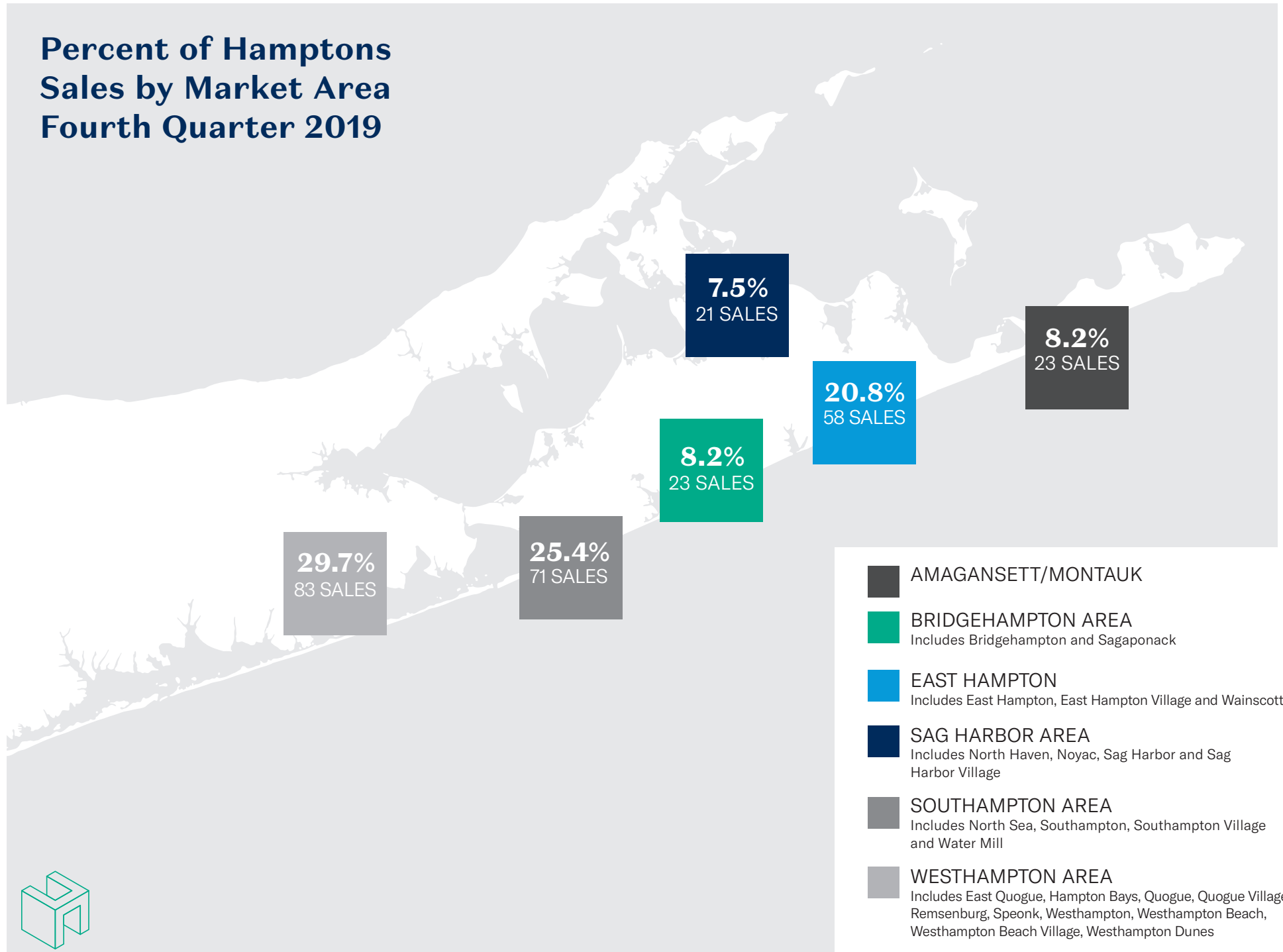


North Fork

Average and Median Sale Price



Percent of Hamptons Sales by Market Area Fourth Quarter 2019



South Fork Single-Family Homes

Amagansett

	Average	Median	Sales
4Q17	\$3,282,830	\$1,467,500	14
4Q18	\$2,875,002	\$2,562,500	22
4Q19	\$3,551,376	\$3,625,000	10

East Hampton

	Average	Median	Sales
4Q17	\$1,310,122	\$911,000	94
4Q18	\$1,553,141	\$1,185,000	81
4Q19	\$1,176,085	\$975,000	47

East Quogue

	Average	Median	Sales
4Q17	\$830,103	\$626,750	32
4Q18	\$787,946	\$578,750	24
4Q19	\$655,971	\$575,000	17

Montauk

	Average	Median	Sales
4Q17	\$1,532,904	\$1,200,000	26
4Q18	\$1,878,611	\$1,162,500	28
4Q19	\$2,943,077	\$1,450,000	13

Bridgehampton

	Average	Median	Sales
4Q17	\$2,736,907	\$1,900,000	15
4Q18	\$3,317,424	\$3,050,000	17
4Q19	\$4,345,256	\$3,100,000	16

East Hampton Village

	Average	Median	Sales
4Q17	\$4,580,125	\$4,900,000	15
4Q18	\$5,801,968	\$4,569,240	16
4Q19	\$6,791,143	\$4,625,000	10

Hampton Bays

	Average	Median	Sales
4Q17	\$692,546	\$510,000	45
4Q18	\$587,599	\$485,000	69
4Q19	\$638,558	\$590,000	35

North Haven

	Average	Median	Sales
4Q17	\$1,818,214	\$1,168,500	7
4Q18	\$2,366,667	\$2,450,000	6
4Q19	\$4,115,000	\$1,600,000	3



South Fork Single-Family Homes

Quogue Village

	Average	Median	Sales
4Q17	\$2,634,063	\$1,775,000	8
4Q18	\$2,612,000	\$1,410,000	9
4Q19	\$2,481,286	\$2,100,000	7

Sag Harbor

	Average	Median	Sales
4Q17	\$1,483,722	\$1,280,000	29
4Q18	\$1,644,717	\$1,142,666	20
4Q19	\$1,157,590	\$908,488	11

Sagaponack

	Average	Median	Sales
4Q17	\$6,108,333	\$5,875,000	6
4Q18	\$9,839,714	\$8,200,000	7
4Q19	\$8,715,000	\$9,850,000	7

Southampton

	Average	Median	Sales
4Q17	\$1,512,890	\$1,286,250	38
4Q18	\$1,311,408	\$855,000	52
4Q19	\$1,667,378	\$1,630,000	31

Remsenburg

	Average	Median	Sales
4Q17	\$662,317	\$680,000	6
4Q18	\$769,575	\$788,000	10
4Q19	\$1,006,200	\$769,000	5

Sag Harbor Village

	Average	Median	Sales
4Q17	\$1,599,735	\$1,310,000	17
4Q18	\$2,057,146	\$1,487,500	24
4Q19	\$2,990,786	\$2,295,000	7

Shelter Island

	Average	Median	Sales
4Q17	\$1,840,329	\$925,000	21
4Q18	\$1,188,278	\$1,100,000	9
4Q19	\$1,104,420	\$950,000	15

Southampton Village

	Average	Median	Sales
4Q17	\$7,196,276	\$4,750,000	25
4Q18	\$4,326,185	\$3,725,000	22
4Q19	\$6,337,025	\$3,300,000	20



South Fork Single-Family Homes

Wainscott

	Average	Median	Sales
4Q17	\$1,989,500	\$2,127,500	5
4Q18	\$1,476,333	\$1,714,000	3
4Q19	\$1,624,000	\$1,624,000	1

Westhampton

	Average	Median	Sales
4Q17	\$773,035	\$520,000	13
4Q18	\$926,471	\$815,125	13
4Q19	\$1,492,500	\$1,150,000	4

Westhampton Beach Village

	Average	Median	Sales
4Q17	\$1,844,375	\$1,657,500	12
4Q18	\$2,056,470	\$999,900	25
4Q19	\$1,174,667	\$1,275,000	12

Water Mill

	Average	Median	Sales
4Q17	\$3,176,813	\$3,067,500	16
4Q18	\$2,331,893	\$1,750,000	14
4Q19	\$3,475,419	\$2,035,687	20

Westhampton Dunes

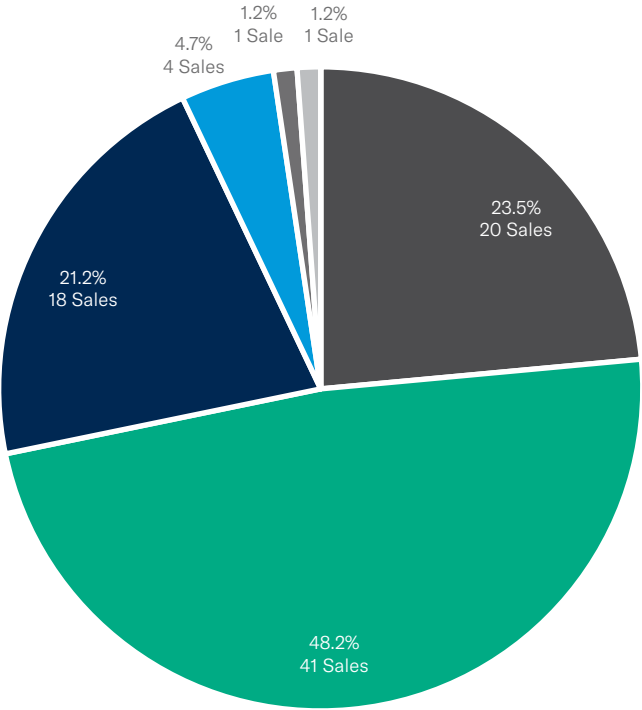
	Average	Median	Sales
4Q17	\$3,018,750	\$3,237,500	4
4Q18	\$2,371,875	\$2,200,000	4
4Q19	\$1,500,000	\$1,500,000	1



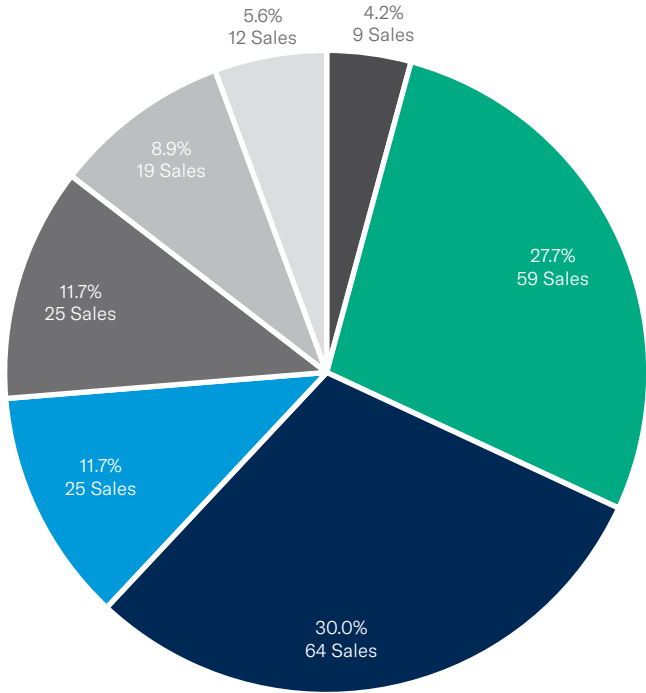
Percent of Hamptons Sales by Price

Fourth Quarter 2019

Hamptons West of the Shinnecock Canal



Hamptons East of the Shinnecock Canal



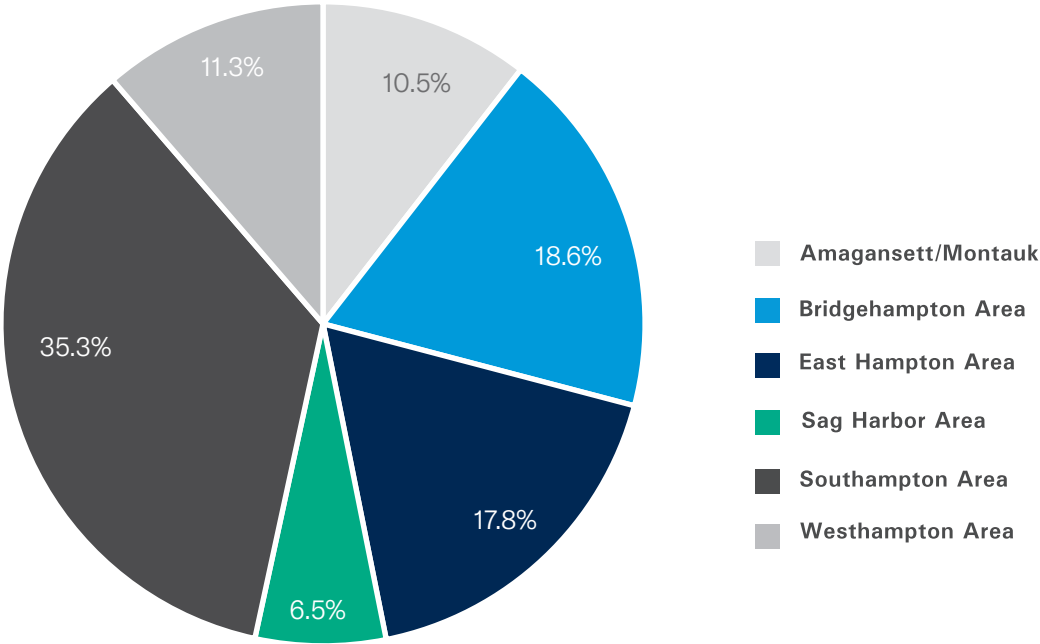
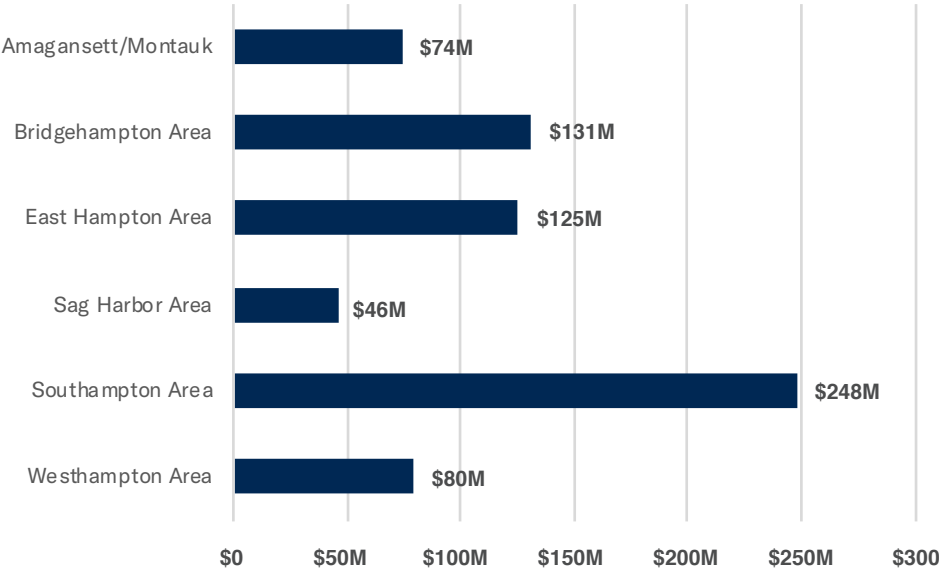
- 0 to 500K
- >500K-1M
- >1M- 2M
- >2M-3M
- >3M-5M
- >5M -1 0M
- >10M

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



Dollar Volume by Area

Fourth Quarter 2019

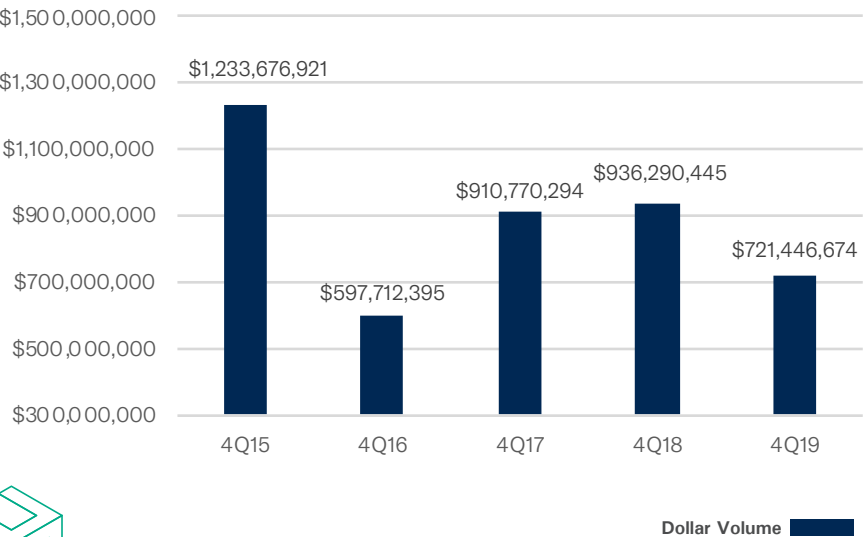


Long-Term Trends 2015-2019 4th Quarter Total Dollar Volume

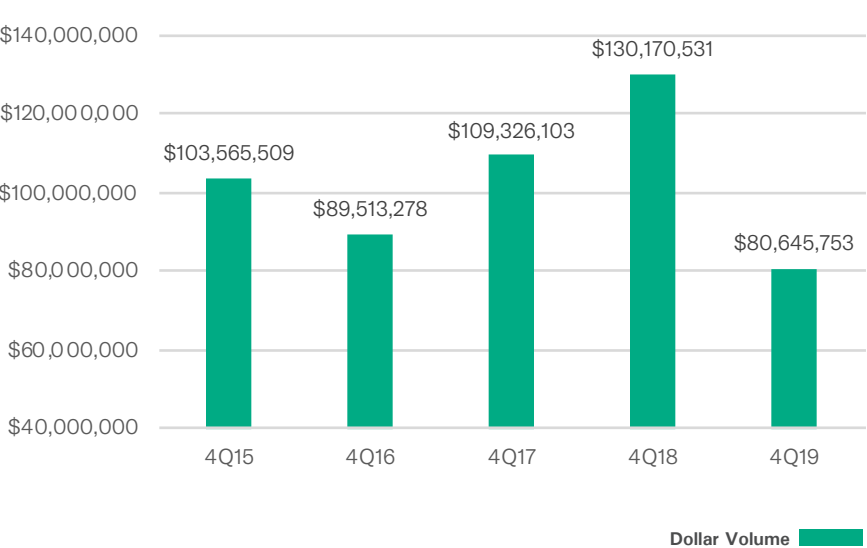


2 West Hillover Road, Hampton Bays Halstead.com Web# 844396

Hamptons Total Dollar Volume



North Fork Total Dollar Volume



North Fork Single-Family Homes

Aquebogue

	Average	Median	Sales
4Q17	\$401,250	\$413,500	8
4Q18	\$462,970	\$440,000	10
4Q19	\$511,045	\$446,500	9

Cutchogue

	Average	Median	Sales
4Q17	\$643,685	\$515,250	12
4Q18	\$756,225	\$738,000	20
4Q19	\$965,833	\$821,250	12

Greenport

	Average	Median	Sales
4Q17	\$747,143	\$665,000	7
4Q18	\$576,417	\$582,500	6
4Q19	\$594,741	\$510,000	9

Jamesport

	Average	Median	Sales
4Q17	\$435,438	\$456,250	8
4Q18	\$440,375	\$387,000	8
4Q19	\$1,201,250	\$1,420,000	4

Baiting Hollow

	Average	Median	Sales
4Q17	\$462,207	\$395,000	13
4Q18	\$288,857	\$300,000	7
4Q19	\$452,450	\$507,500	5

East Marion

	Average	Median	Sales
4Q17	\$701,667	\$465,000	3
4Q18	\$1,511,926	\$803,500	5
4Q19	\$648,005	\$612,500	4

Greenport Village

	Average	Median	Sales
4Q17	\$571,167	\$516,500	6
4Q18	\$752,167	\$524,000	6
4Q19	\$912,500	\$912,500	2

Laurel

	Average	Median	Sales
4Q17	\$616,125	\$556,250	4
4Q18	\$598,123	\$395,000	8
4Q19	\$1,235,913	\$1,450,000	3



North Fork Single-Family Homes

Manorville

	Average	Median	Sales
4Q17	\$368,000	\$368,000	1
4Q18	\$0	\$0	0
4Q19	\$0	\$0	0

New Suffolk

	Average	Median	Sales
4Q17	\$615,000	\$615,000	1
4Q18	\$850,833	\$950,000	3
4Q19	\$2,925,725	\$2,925,725	1

Peconic

	Average	Median	Sales
4Q17	\$696,667	\$682,500	6
4Q18	\$748,000	\$748,000	2
4Q19	\$602,500	\$602,500	2

South Jamesport

	Average	Median	Sales
4Q17	\$495,833	\$590,000	3
4Q18	\$720,000	\$720,000	2
4Q19	\$412,000	\$412,000	2

Mattituck

	Average	Median	Sales
4Q17	\$773,889	\$590,000	16
4Q18	\$650,382	\$615,000	19
4Q19	\$746,977	\$560,000	11

Orient

	Average	Median	Sales
4Q17	\$717,133	\$740,000	7
4Q18	\$1,129,000	\$1,045,000	6
4Q19	\$813,333	\$500,000	3

Riverhead

	Average	Median	Sales
4Q17	\$308,257	\$272,500	42
4Q18	\$408,979	\$340,000	55
4Q19	\$398,279	\$340,000	31

Southold

	Average	Median	Sales
4Q17	\$701,194	\$544,500	32
4Q18	\$644,306	\$540,000	39
4Q19	\$616,898	\$545,000	13

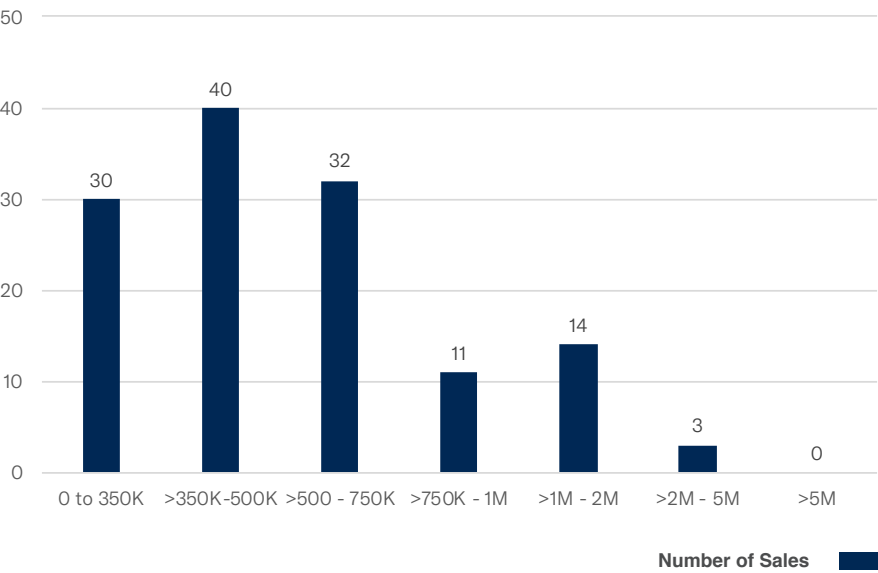


North Fork Single-Family Homes

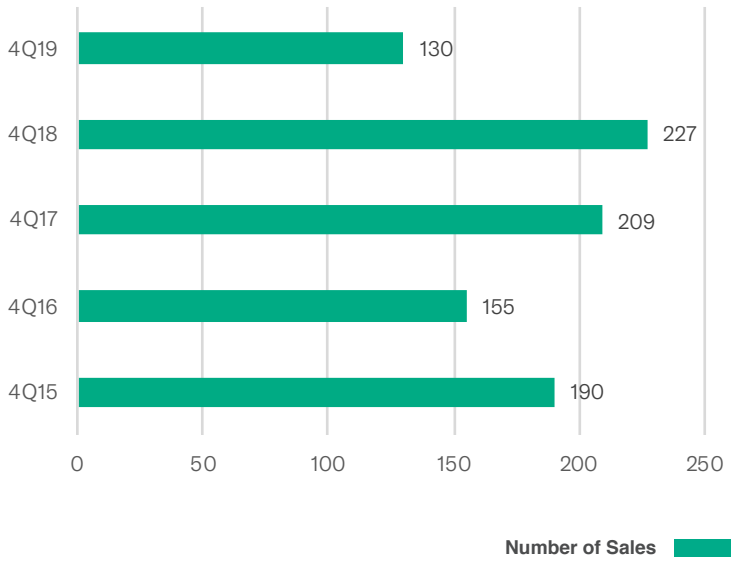


40 Further Lane, East Hampton Halstead.com Web# 746506

Fourth Quarter 2019 Price Breakdown



Number of Sales: Five-Year Comparison



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

Commercial Sales

The Hamptons

	Average	Median	Sales
4Q17	\$2,005,843	\$2,068,500	14
4Q18	\$3,188,379	\$2,000,000	19
4Q19	\$2,810,835	\$1,470,000	6

North Fork

	Average	Median	Sales
4Q17	\$1,514,322	\$672,100	17
4Q18	\$1,633,833	\$1,025,000	15
4Q19	\$3,161,837	\$952,857	7

Vacant Land

The Hamptons

	Average	Median	Sales
4Q17	\$1,469,887	\$550,000	93
4Q18	\$821,745	\$515,000	42
4Q19	\$1,029,133	\$392,500	28

North Fork

	Average	Median	Sales
4Q17	\$447,987	\$237,500	36
4Q18	\$655,776	\$265,000	33
4Q19	\$631,696	\$326,250	18



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Southampton, NY 11968
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New York, NY 10065
212.317.7800

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New York, NY 10024
212.769.3000

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New York, NY 10003
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SOHO
451 West Broadway
New York, NY 10012
212.381.4200

HARLEM
2169 Frederick Douglass Boulevard
New York, NY 10026
212.381.2570

WASHINGTON HEIGHTS
819 West 187th Street
New York, NY 10033
212.381.2452

**BROOKLYN
BROOKLYN HEIGHTS**
122 Montague Street
Brooklyn, NY 11201
718.613.2000

PARK SLOPE
160 7th Avenue
Brooklyn, NY 11215
718.878.1960

COBBLE HILL
162 Court Street
Brooklyn, NY 11201
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FORT GREENE
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Brooklyn, NY 11209
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Hudson, NY 12534
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LONG ISLAND CITY**
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718.878.1800

FOREST HILLS
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Forest Hills, NY 11375
Main #: 718-520-0303

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Riverdale, NY 10463
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203.966.7800

NEW CANAAN - SOUTH AVENUE
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203.966.7772

ROWAYTON
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Rowayton, CT 06853
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GREENWICH
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Greenwich, CT 06830
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STAMFORD
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Stamford, CT 06905
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