

HAMPTONS MID-YEAR 2019 HOME SALES REPORT

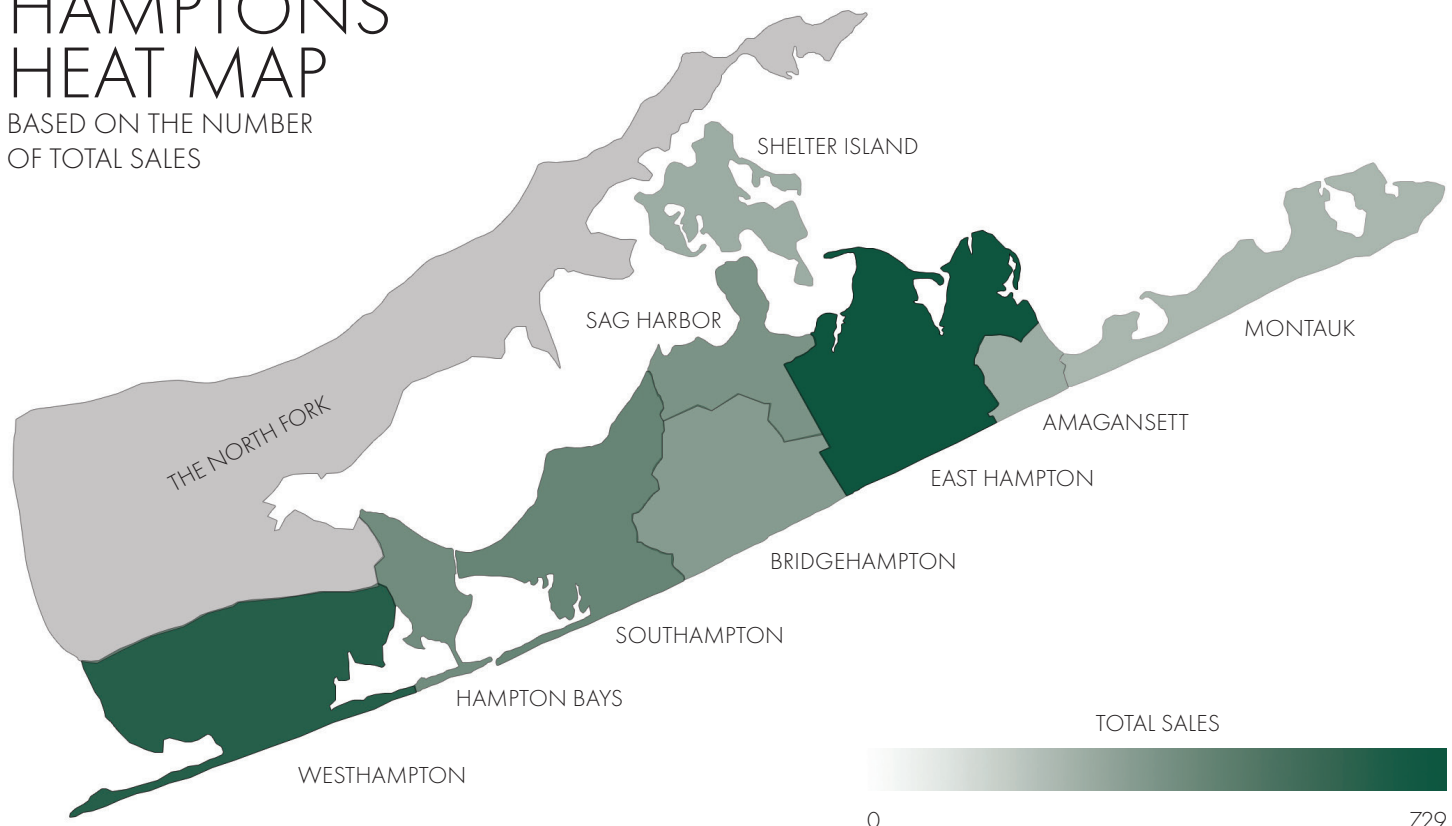
"For Home Sales in the Hamptons, the first 6 months of 2019 were not so flattering. Let's go straight to the bottom line to see first how much our markets ebbed. Looking at All Hamptons Markets Combined and you see there's red clear across the board. The Number of Home Sales dropped 17% from 878 in the first half of 2018 to 729 same period 2019. The Total Home Sales Volume sank even more — over 21% decline. Even the Median Home Sales Price dipped 6% from \$1,060,000 to \$995,000 year-to-year. Furthermore, each price category monitored by Town & Country experienced fewer home sales. Fortunately, the current activity is looking much better moving forward."

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

THE HAMPTONS ALL MARKETS COMBINED		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	Mid-Year 2019	729	1,427,917,291	995,000	82	291	173	86	40	41	13	3
	CHANGE	-17%	-21.37%	-6.13%	-38%	-1%	-20%	-18%	-22%	-31%	-13%	-40%
	Mid-Year 2018	878	1,816,084,656	1,060,000	133	293	217	105	51	59	15	5

HAMPTONS HEAT MAP

BASED ON THE NUMBER
OF TOTAL SALES

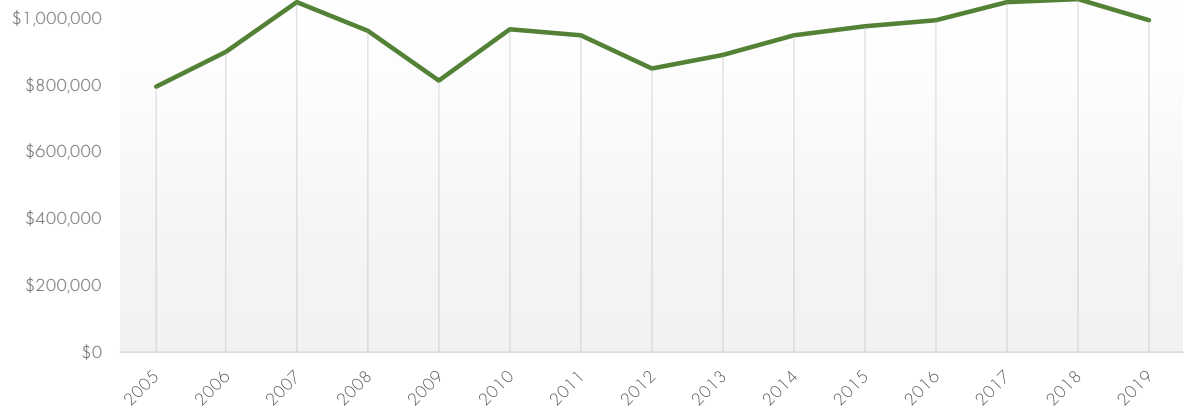


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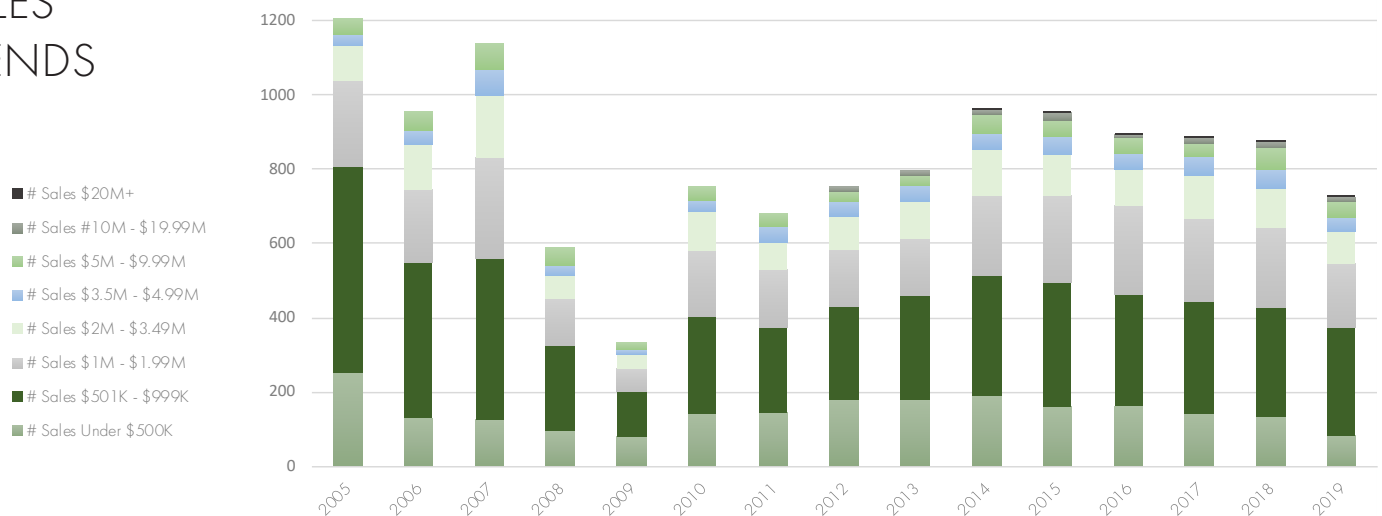
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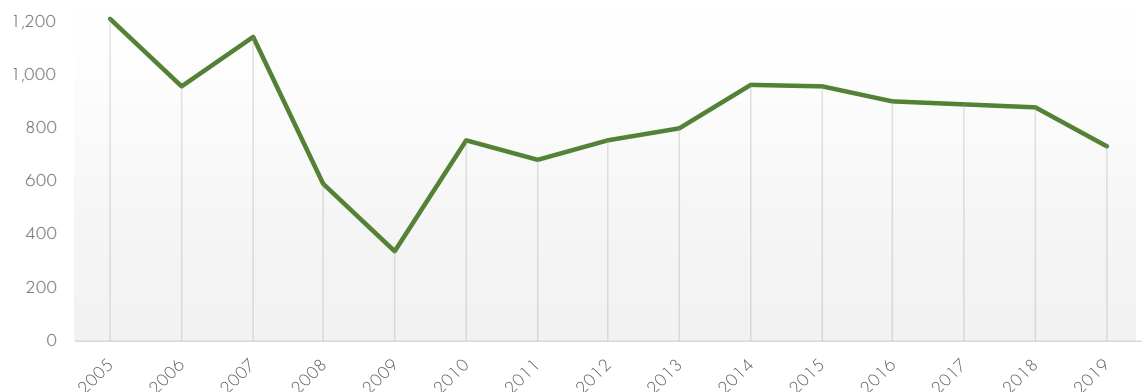
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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HAMPTONS MID-YEAR 2019 HOME SALES REPORT



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THE END

"Montauk saw a significant increase in Number of Home Sales at 31% from 32 in 2018 to 42 in 2019 and a spike of over 43% in Total Home Sales Volume year over year."

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MONTAUK		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	Mid-Year 2019	42	95,023,426	1,262,500	-	16	19	1	2	2	2	-
	CHANGE	+31%	+43.40%	-17.21%	-	+45%	+138%	-89%	+100%	-33%	-	-
	Mid-Year 2018	32	66,265,000	1,525,000	-	11	8	9	1	3	-	-
AMAGANSETT		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	Mid-Year 2019	26	82,186,500	2,543,750	-	3	6	6	6	5	-	-
	CHANGE	-28%	-31.75%	+0.25%	-100%	-25%	-33%	-25%	+20%	-44%	-	-
	Mid-Year 2018	36	120,413,000	2,537,500	1	4	9	8	5	9	-	-

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EAST HAMPTON

"East Hampton Village keeps her crown for the highest Median Home Sales Price at \$3.8M — though that is a far cry from last year's \$6.9M Median Home Sales Price for the first 6 months year to year."

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EAST HAMPTON AREA INCLUDES WAINSCOTT		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	Mid-Year 2019	140	215,187,554	1,080,000	7	59	51	16	2	4	1	-
	CHANGE	-30%	-33.98%	+10.77%	-61%	-36%	-18%	+14%	-75%	-20%	-	-100%
	Mid-Year 2018	201	325,945,629	975,000	18	92	62	14	8	5	1	1

EAST HAMPTON VILLAGE		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	Mid-Year 2019	19	101,459,000	3,800,000	-	2	3	3	4	4	3	-
	CHANGE	-21%	-39.40%	-44.93%	-	-50%	+200%	-	+100%	-69%	-	-100%
	Mid-Year 2018	24	167,414,992	6,900,000	-	4	1	-	2	13	3	1

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SOUTHAMPTON

"Southampton Village experienced the greatest increase in Median Home Sales Price at nearly 77% from \$1.8M in 2018 to \$3,177,500 in 2019 – impressive. Yet the Number of Home Sales sank 40% overall in Southampton Village."

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SOUTHAMPTON AREA INCLUDES NORTH SEA		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	Mid-Year 2019	71	95,115,182	850,000	7	38	13	9	3	1	-	-
	CHANGE	-28%	-33.20%	-22.90%	-50%	+12%	-57%	-36%	+50%	-75%	-	-
	Mid-Year 2018	98	142,383,371	1,102,500	14	34	30	14	2	4	-	-

SOUTHAMPTON VILLAGE		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	Mid-Year 2019	26	131,249,500	3,177,500	2	2	1	9	4	4	3	1
	CHANGE	-40%	-17.39%	+76.53%	+100%	-78%	-92%	+50%	-43%	-20%	+50%	-
	Mid-Year 2018	43	158,883,108	1,800,000	1	9	12	6	7	5	2	1

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BRIDGE & SHELTER ISLAND

"Shelter Island had a good first half of the year with a whopping 65% increase in Total Home Sales Volume due to noteworthy home sales at the higher end of the spectrum."

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BRIDGEHAMPTON INCLUDES WATER MILL & SAGAPONACK		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	Mid-Year 2019	71	305,574,606	2,900,000	1	7	18	15	10	15	3	2
	CHANGE	-24%	-25.95%	-3.73%	-67%	+17%	-10%	-44%	-33%	+7%	-57%	-
	Mid-Year 2018	94	412,664,838	3,012,500	3	6	20	27	15	14	7	2

SHELTER ISLAND		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	Mid-Year 2019	26	36,781,678	919,500	3	13	6	1	2	1	-	-
	CHANGE	+18%	+64.71%	-5.21%	+200%	-	-25%	-	-	-	-	-
	Mid-Year 2018	22	22,331,107	970,000	1	13	8	-	-	-	-	-

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SAG HARBOR

"Sag Harbor Village had a great first six months of 2019 in the \$2M-\$3.49M range where the number of sales shot up 200%, from 3 in 2018 to 9 in 2019 mid-year to mid-year. This pushed up the Median Home Sales Price from \$1.25M in 2018 to \$1.425M in 2019, or up 14%. Sag Harbor Area (which includes Noyack and North Haven) experienced the reverse or a dip of 18% in Median Home Sales Price year over year -- though Total Home Sales Volume rose nearly 7%."

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SAG HARBOR AREA INCLUDES NOYACK & NORTH HAVEN		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	Mid-Year 2019	54	93,335,687	972,500	5	24	15	6	1	2	1	-
	CHANGE	-5%	+6.58%	-18.14%	+67%	-	-17%	-33%	-50%	-	-	-
	Mid-Year 2018	57	87,573,438	1,188,000	3	24	18	9	2	-	1	-

SAG HARBOR VILLAGE		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	Mid-Year 2019	32	60,404,524	1,425,000	1	8	11	9	3	-	-	-
	CHANGE	+3%	+1.33%	+14.00%	-	-20%	-15%	+200%	-	-100%	-	-
	Mid-Year 2018	31	59,610,650	1,250,000	-	10	13	3	3	2	-	-

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WEST OF THE CANAL

"Westhampton (which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quogue) took a pull back, particularly in the price categories over \$1M. This pull back resulted in a Total Home Sales Volume decline of over 20%. The 48% drop in Home Sales under \$500K is not due to a lack of demand but rather a lack of supply - as substantiated by the 24% increase in the \$500K-\$999K range."

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WESTHAMPTON INCLUDES REMSENBURG, WESTHAMPTON BEACH, EAST QUOGUE, QUOGUE, QUOGUE		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	Mid-Year 2019	127	158,015,482	827,000	15	67	28	11	3	3	-	-
	CHANGE	-10%	-20.40%	-0.96%	-48%	+24%	-15%	-27%	-50%	-	-100%	-
	Mid-Year 2018	141	198,517,569	835,000	29	54	33	15	6	3	1	-

HAMPTON BAYS		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	Mid-Year 2019	95	53,584,152	517,000	41	52	2	-	-	-	-	-
	CHANGE	-4%	-0.92%	+14.89%	-35%	+63%	-33%	-	-	-100%	-	-
	Mid-Year 2018	99	54,081,954	450,000	63	32	3	-	-	1	-	-

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