

Q2 | 2020

The Hamptons
Market Update

Sotheby's
INTERNATIONAL REALTY



SOUTHAMPTON
Offered at \$49,000,000
5FairleaOnGinLane.com

BRIDGEHAMPTON
Offered at \$10,500,000
81DayLilyLane.com



A MESSAGE FROM

The Hamptons Brokerage Managers

2020 will be remembered as a year like no other in recent memory. As we continue to navigate these unprecedented times, the health and safety of our community is our top priority. The pandemic put The Hamptons in renewed focus for buyers and renters from the tri-state region and beyond. Our renowned sandy beaches and coastal vistas provided a welcoming place for many to shelter.

The summer rental season started early in 2020, in March, and continues unabated. Lease activity and volume increased across the board compared to same period of 2019. Sales activity followed suit with multiple buyers for single properties happening more often than not.

Sotheby's International Realty adapted to the health crisis by temporarily closing the company's three Hamptons brick and mortar offices in March 2020 while our team of real estate professionals pivoted quickly to conduct transactions remotely and virtually while observing national, state, and local safety guidelines. Showings in New York were initially prohibited by Governor Cuomo's Executive Order, from mid-March through early June 2020, thus open houses via the Internet and social media became the new norm. The use of technology, video tours, Matterport property tours, PPE, and social distancing became essential and appear to be here to stay for the foreseeable future.

As the world's premier luxury real estate brand, Sotheby's International Realty remains committed to providing the highest quality service to our clients and customers. Our virtual marketing platforms are continually being refined while reaching key demographics in luxury markets across the globe.

We look forward to partnering with you for your real estate needs in the Hamptons and beyond.

BRIDGEHAMPTON & SOUTHAMPTON BROKERAGES

Ed Reale (Licensed as Patrick E. Reale), Brokerage Manager

50 Nugent Street | Southampton, NY 11968 | 631.283.0600

2446 Main Street | Bridgehampton, NY 11932 | 631.537.6000

EAST HAMPTON BROKERAGE

Nanette Hansen, Brokerage Manager

6 Main Street | East Hampton, NY 11937 | 631.324.6000

SOTHEBYSREALTY.COM

All data in this report is derived from the Long Island Real Estate Reports. Since all final closed data for the current quarter had not been reported at the time this report was compiled, the available closed data was extrapolated in an attempt to approximate full results for the current quarter. Actual results may materially vary from the approximated results. The areas reported on in this report include Amagansett, Bridgehampton, East Hampton, Montauk, Sag Harbor, Sagaponack, Shelter Island, Southampton, Wainscott, and Water Mill. Sotheby's International Realty and the Sotheby's International Realty logo are registered (or unregistered) service marks used with permission. Operated by Sotheby's International Realty, Inc. Real estate agents affiliated with Sotheby's International Realty, Inc. are independent contractor sales associates and are not employees of Sotheby's International Realty, Inc. Equal housing opportunity.



Featured Properties

We invite you to explore our exclusive offerings at
[SOTHEBYSREALTY.COM](https://www.sothebysrealty.com)

EAST HAMPTON
Offered at \$7,500,000
[55LaForestLane.com](https://www.55LaForestLane.com)



SOUTHAMPTON
Offered at \$9,750,000
64and65WestwayDrive.com

SAGAPONACK
Offered at \$7,250,000
101FarmCt.com

SAG HARBOR VILLAGE
Offered at \$4,700,000
MeadowLarkLane.com

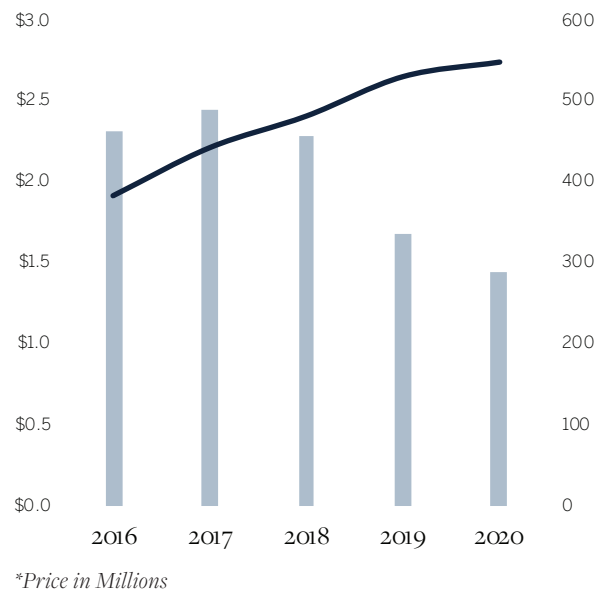
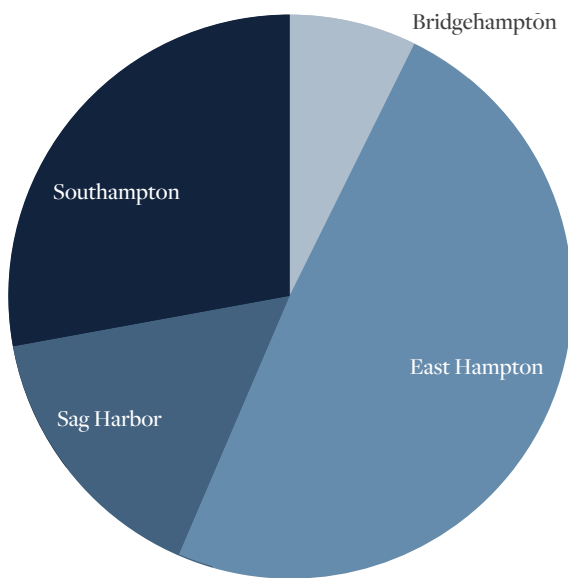
SHELTER ISLAND
Offered at \$3,950,000
12ShoreRd.com

*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

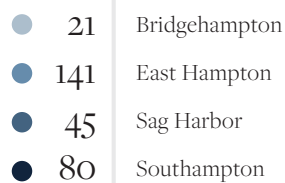
SOTHEBYSREALTY.COM

Market Snapshot

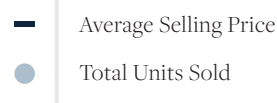
All Hamptons
(east of the Shinnecock Canal)



Total Units Sold

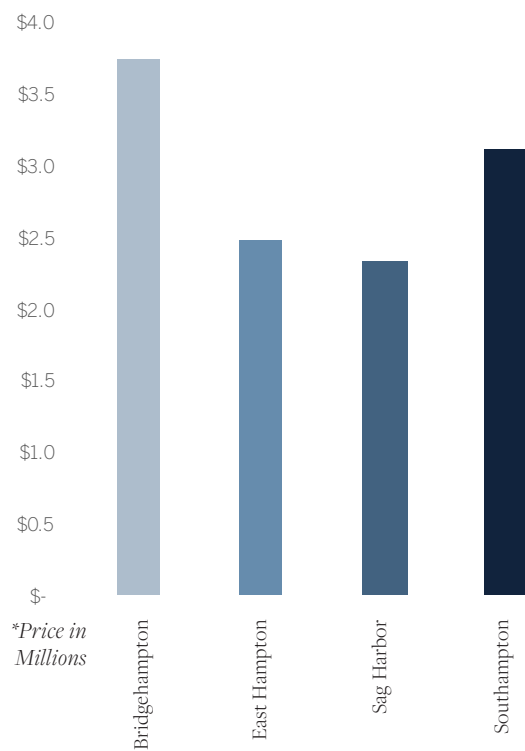


Average Selling Price vs. Total Units Sold

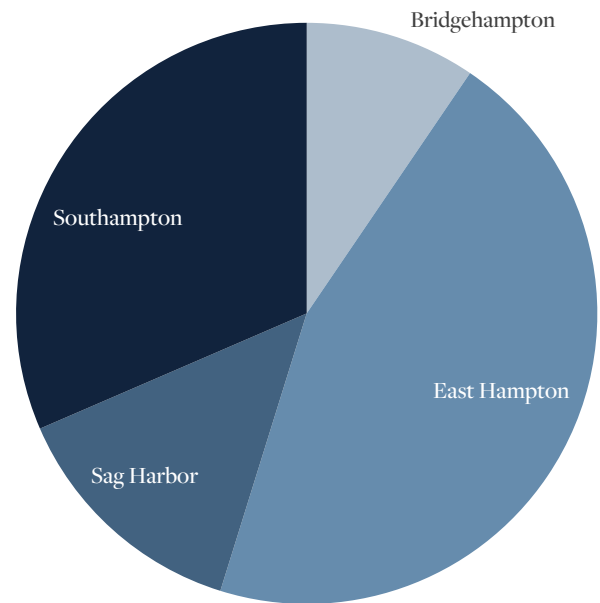


Q2 Highlights

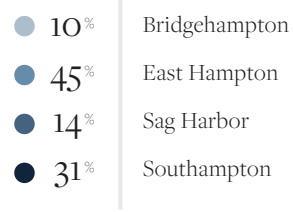
All Hamptons
(east of the Shinnecock Canal)



Average
Selling Price

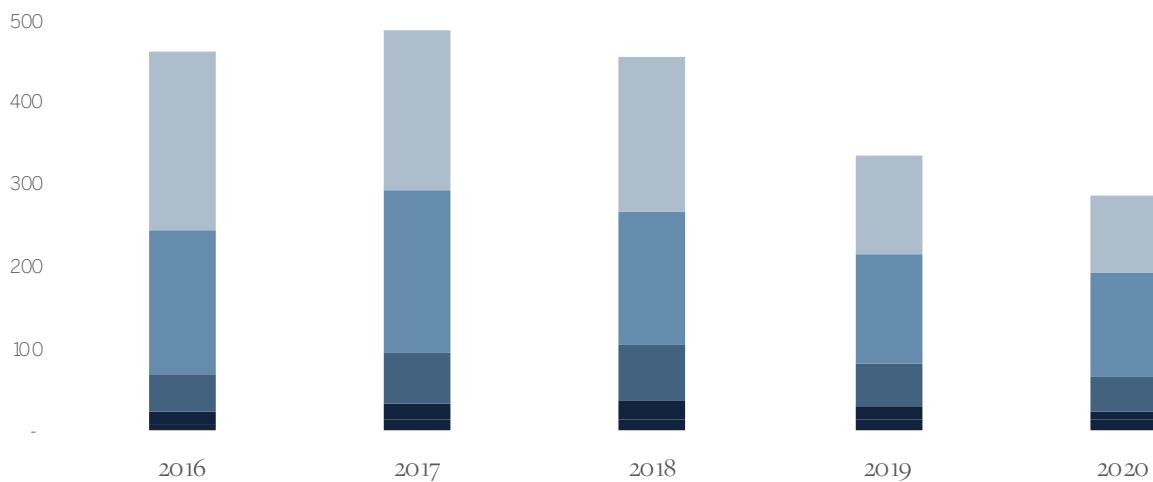


Total
Dollar Volume



Units Sold Comparison

All Hamptons | Five Years
(east of the Shinnecock Canal)



Total Units Sold By Price Point

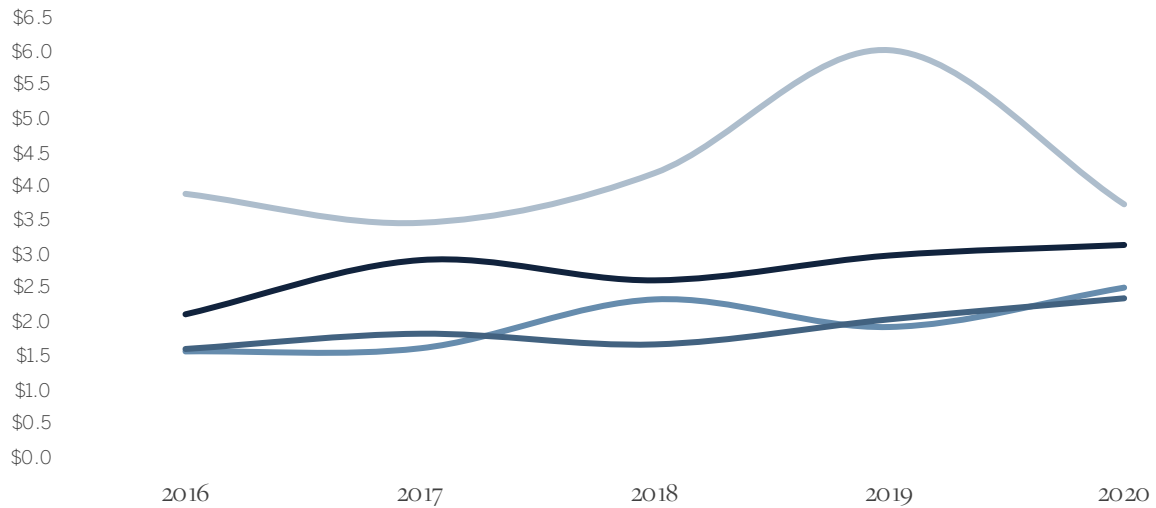
- Under \$1M
- \$1 - 3M
- \$3 - 6M
- \$6 - 10M
- \$10M and Above

| Q2 | Below \$1M | \$1M - \$3M | \$3M - \$6M | \$6M - \$10M | \$10M & Above | Total |
|----------------------|------------|-------------|-------------|--------------|---------------|-------|
| {2020 v 2019} Change | -22% | -2% | -23% | -31% | -8% | -14% |
| {2020 v 2016} Change | -56% | -26% | -15% | -21% | 50% | -38% |
| 2020 | 95 | 128 | 41 | 11 | 12 | 287 |
| 2019 | 122 | 131 | 53 | 16 | 13 | 335 |
| 2018 | 190 | 161 | 70 | 21 | 14 | 456 |
| 2017 | 195 | 199 | 59 | 19 | 15 | 487 |
| 2016 | 218 | 173 | 48 | 14 | 8 | 461 |

*Price in Millions

Sales & Price Comparison by Town

All Hamptons | Five Years
(east of the Shinnecock Canal)

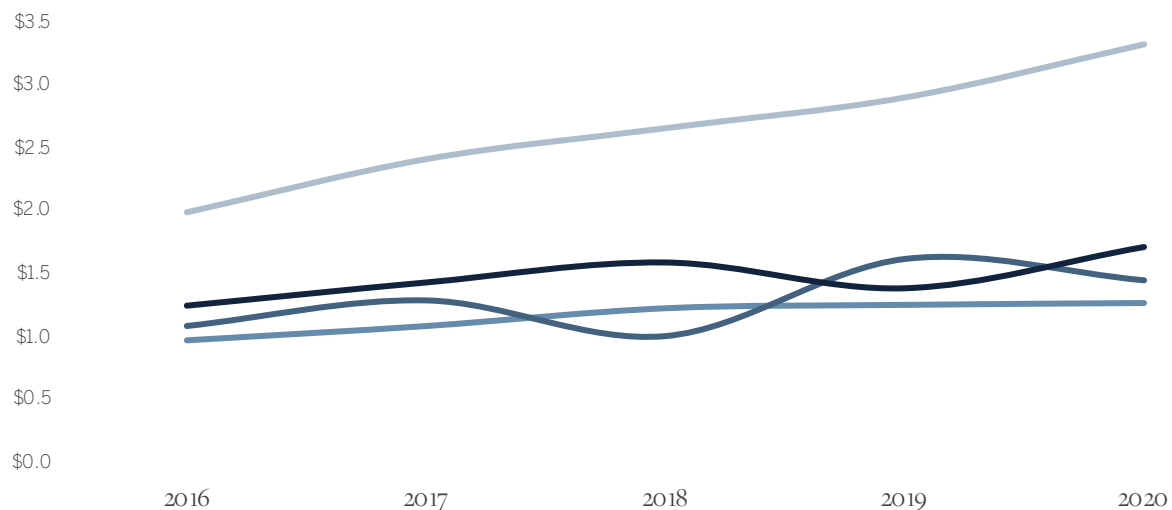


Average Selling Price

Median Selling Price

- Bridgehampton
- East Hampton
- Sag Harbor
- Southampton

**Price in Millions*





{Q2 | 2020}

at a glance

BRIDGEHAMPTON

21

Units Sold

-28%

Change in Units Sold
{2020 v 2019}

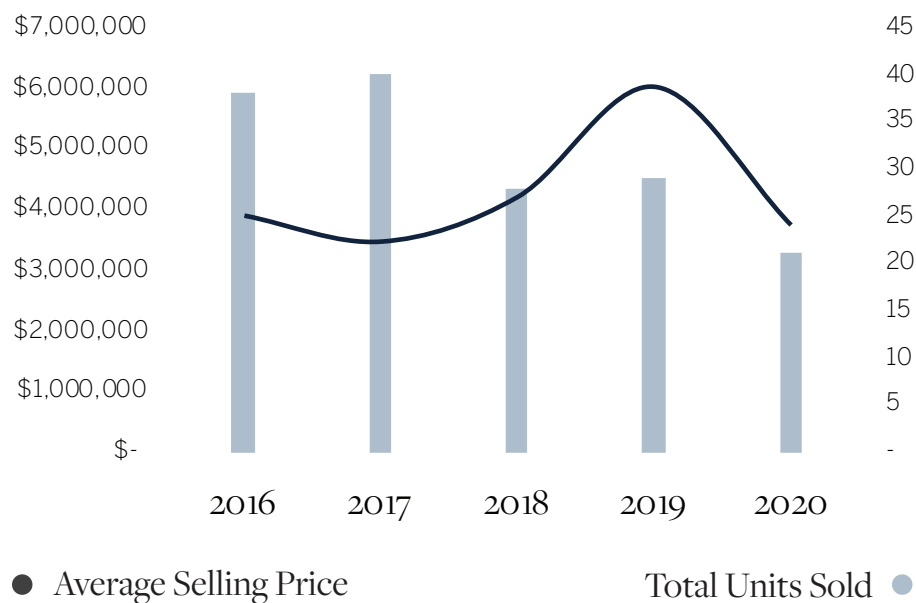
\$3.7m

Average Selling Price

-38%

Change in Average Selling Price
{2020 v 2019}

Average Selling Price | Total Units Sold



About

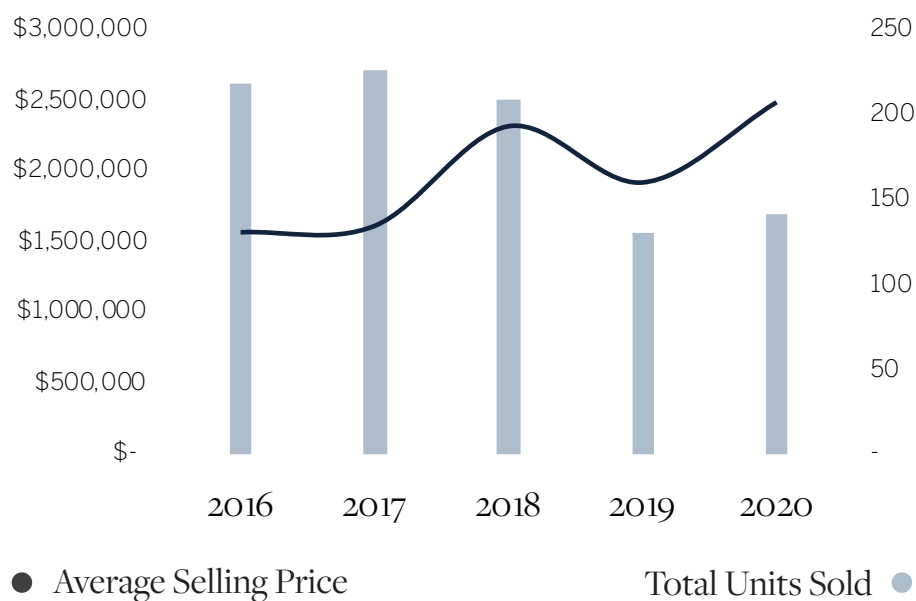
Bridgehampton

ALSO ENCOMPASSING SAGAPONACK

Bridgehampton's cultural sophistication offers world-class riding events, some of the finest beaches, popular wineries, boutique shops, a historic charming village, fine dining and galleries among world-class, coveted properties.

| Q2 | Average Selling Price | Median Selling Price | Total Units Sold |
|------------------------------|-----------------------|----------------------|------------------|
| <small>{2020 v 2019}</small> | | | |
| Change | -38% | 15% | -28% |
| 2020 | \$3,746,615 | \$3,325,000 | 21 |
| 2019 | \$6,030,056 | \$2,900,000 | 29 |
| 2018 | \$4,210,313 | \$2,655,000 | 28 |
| 2017 | \$3,472,248 | \$2,408,500 | 40 |
| 2016 | \$3,901,827 | \$1,982,500 | 38 |

Average Selling Price | Total Units Sold



About

East Hampton

ALSO ENCOMPASSING AMAGANSETT, MONTAUK, AND WAINSCOTT

Distinguished by miles of sandy beaches, East Hampton retains its historic charm and offers a vibrant cultural scene as well as some of the most exclusive, extraordinary properties on the East End.

| Q2 | Average Selling Price | Median Selling Price | Total Units Sold |
|---------------|-----------------------|----------------------|------------------|
| {2020 v 2019} | | | |
| Change | 30% | 1% | 8% |
| 2020 | \$2,439,070 | \$1,265,000 | 141 |
| 2019 | \$1,924,443 | \$1,265,000 | 131 |
| 2018 | \$2,323,093 | \$1,222,775 | 209 |
| 2017 | \$1,616,679 | \$1,080,000 | 226 |
| 2016 | \$1,571,538 | \$965,000 | 219 |

{Q2 | 2020}

at a glance

EAST HAMPTON

141

Units Sold

8%

Change in Units Sold
{2020 v 2019}

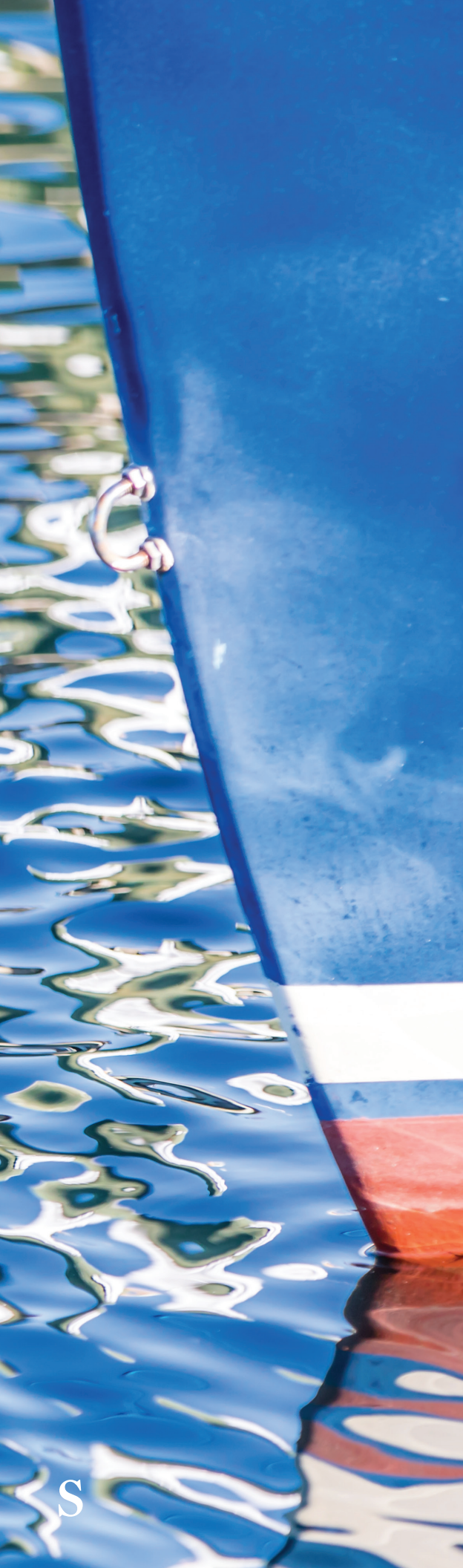
\$2.5 m

Average Selling Price

30%

Change in Average Selling Price
{2020 v 2019}





{Q2 | 2020}

at a glance

SAG HARBOR

45

Units Sold

-31%

Change in Units Sold
{2020 v 2019}

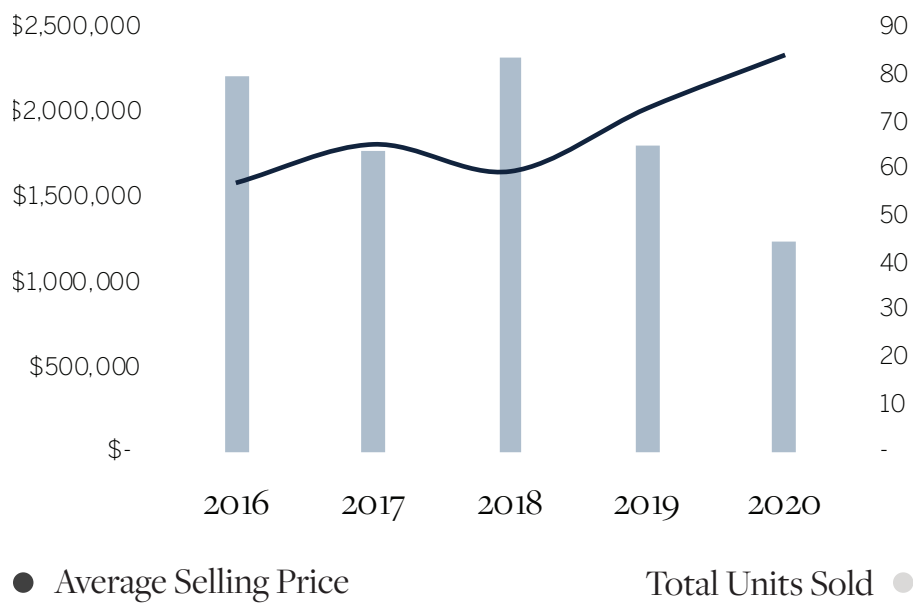
\$2.3m

Average Selling Price

+15%

Change in Average Selling Price
{2020 v 2019}

Average Selling Price | Total Units Sold



About

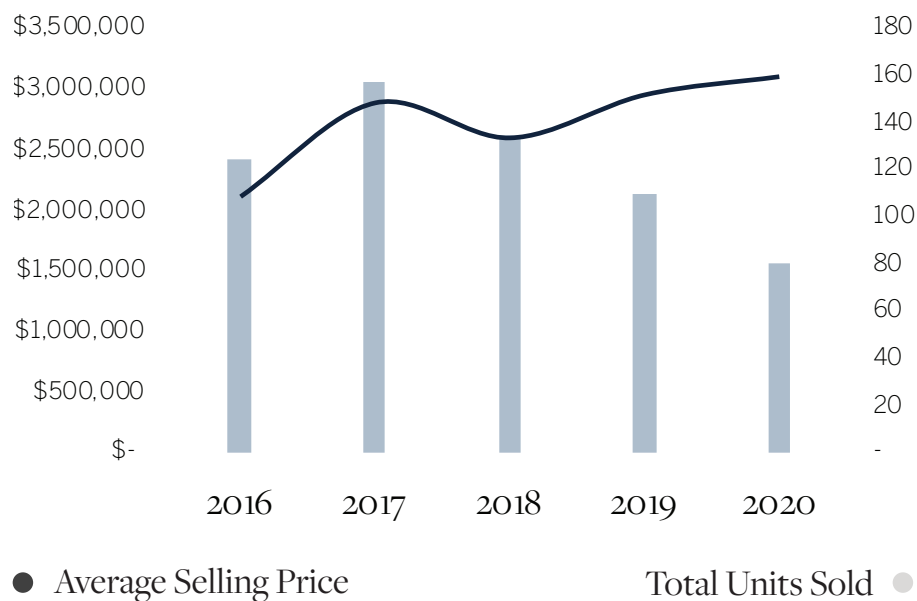
Sag Harbor

ALSO ENCOMPASSING NORTH HAVEN AND NOYAC

A former whaling port, and long favored by famed writers and artists, picturesque Sag Harbor is the home base to some of the finest yachts in the world, residences with spectacular waterviews, and an energetic community.

| Q2 | Average Selling Price | Median Selling Price | Total Units Sold |
|---------------|-----------------------|----------------------|------------------|
| {2020 v 2019} | | | |
| Change | 15% | -10% | -31% |
| 2020 | \$2,336,207 | \$1,432,500 | 45 |
| 2019 | \$2,025,225 | \$1,600,000 | 65 |
| 2018 | \$1,653,883 | \$995,000 | 84 |
| 2017 | \$1,812,203 | \$1,275,000 | 64 |
| 2016 | \$1,586,425 | \$1,074,175 | 80 |

Average Selling Price | Total Units Sold



About

Southampton

(EAST OF THE SHINNECOCK CANAL) INCLUDING NORTH SEA AND WATER MILL

Southampton's prestigious oceanfront town offers unparalleled beaches and elegance. Prominent hedged estates and homes with sweeping ocean views command the classic and traditional community sought after by many.

| Q2 | Average Selling Price | Median Selling Price | Total Units Sold |
|------------------------------|-----------------------|----------------------|------------------|
| <small>{2020 v 2019}</small> | | | |
| Change | 5% | 23% | -27% |
| 2020 | \$3,111,550 | \$1,695,000 | 80 |
| 2019 | \$2,961,143 | \$1,375,000 | 110 |
| 2018 | \$2,606,464 | \$1,575,000 | 135 |
| 2017 | \$2,895,411 | \$1,420,000 | 157 |
| 2016 | \$2,121,770 | \$1,240,000 | 124 |

{Q2 | 2020}

at a glance

SOUTHAMPTON
(east of the Shinnecock Canal)

80

Units Sold

-27%

Change in Units Sold
{2020 v 2019}

\$3.1m

Average Selling Price

+5%

Change in Average Selling Price
{2020 v 2019}





Significant Sales

We celebrate the notable success of our associates and clients

BRIDGEHAMPTON

Spectacular Sunsets Over Sam's Creek
Last Asking Price \$14,000,000



WATER MILL

Brand New, Barn-Style Modern Home

Last Asking Price \$12,500,000

EAST HAMPTON

Updated Georgica Carriage House

Last Asking Price \$6,350,000

AMAGANSETT

Amagansett Lanes

Last Asking Price \$5,850,000

AMAGANSETT

Turn Key Home Close to Village & Ocean Beach

Last Asking Price \$2,895,000

*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

[SOTREBYSREALTY.COM](https://www.sotrebysrealty.com)

Sotheby's ^{EST. 1744} Wine

provenance.

wine is a never-ending journey.
sothebyswine.com

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