



Bridgehampton, NY | \$32,000,000 | [DuneRoadOceanfront.com](http://DuneRoadOceanfront.com)

## The Hamptons Market Update Fourth Quarter 2015

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All data in this report is pulled from the Long Island Real Estate Reports. The Hamptons residential real estate market is defined as the 12 market areas noted on pages 2 and 3.

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# STATE OF THE MARKET

Leading Hamptons broker **Dana Trotter** recaps luxury real estate sales activity on the East End.

Although dollar volume and units sold declined 16% and 19% respectively in Q4, the Hamptons real estate market (east of the Shinnecock Canal) posted the fourth consecutive billion dollar Q4 with \$1,195,431,475 in dollar volume from 411 sales.

With seven transactions above \$20M and seven transactions in the \$10-20M range, this segment accounted for 30% of the quarter's dollar volume.

The biggest sale of the quarter was 28 Gin Lane on 3.77 oceanfront acres for \$53M (A). It neighbors the famed Wooldon Manor which sold in 2014 for \$81.25M with four adjacent parcels totalling 15 acres.

Overall, the sales have declined faster than the inventory so a slower market means an increased absorption rate (number of months to sell inventory at current pace), increased number of days on market, and possibly more negotiability.

As for my activity in Q4, I sold a beautiful Southampton Village home for \$4,150,000 (C), my listing in East Hampton on reserve for \$1,975,000 (D), and a lovely home in Georgica Estates for \$1,512,500 (E).

I started 2016 with two closings in the first month and now have several deals in the works so the market remains active and promising!



**A. SOUTHAMPTON VILLAGE**

SOLD | \$53,000,000



**B. BRIDGEHAMPTON**

THREEPONDESTATE.COM | Price Upon Request.



**C. SOUTHAMPTON VILLAGE**

SOLD | \$4,150,000



**D. EAST HAMPTON**

SOLD | \$1,975,000



**E. EAST HAMPTON**

SOLD | \$1,512,000



**F. EAST HAMPTON**

EASTHAMPTONCOMPOUND.COM | Price Upon Request.



**G. BRIDGEHAMPTON**

BRIDGEHAMPTONNEAROCCEAN.COM | \$11,900,000

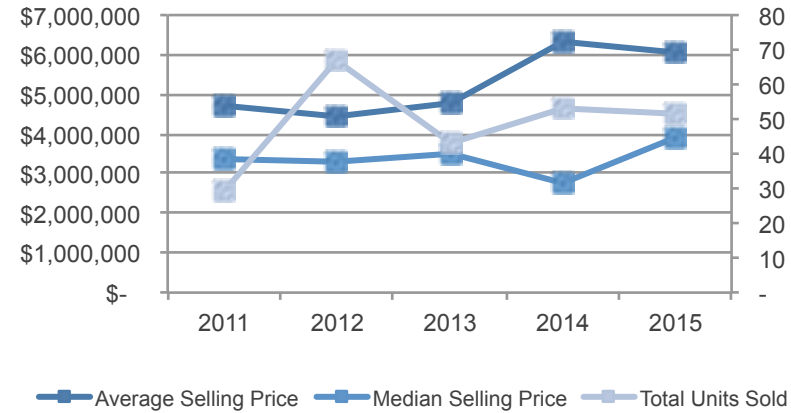


## BRIDGEHAMPTON

### Sagaponack

In the heart of the Hamptons, amid superb beaches and sailing waters, Bridgehampton offers a blend of impressive estates, pastoral farmlands and picturesque wineries. This prestigious equestrian center is home to the Bridgehampton Polo Club, renowned Hampton Classic horse show and numerous riding stables. Bridgehampton's lovely village offers fine boutiques, antique shops, galleries and restaurants. Cultural attractions include the Dan Flavin Art Institute of the Dia Art Foundation. The famed Atlantic Golf Club features a stunning Rees Jones course.

AVERAGE SALE PRICE | TOTAL SFH SOLD | Q4



| SINGLE FAMILY HOMES   Q4 | 2011        | 2012        | 2013        | 2014        | 2015        | % Change (2015 v 2014) |
|--------------------------|-------------|-------------|-------------|-------------|-------------|------------------------|
| MEDIAN SELLING PRICE     | \$3,350,000 | \$3,275,000 | \$3,500,000 | \$2,750,000 | \$3,900,000 | 42%                    |
| AVERAGE SELLING PRICE    | \$4,731,770 | \$4,416,225 | \$4,766,968 | \$6,360,648 | \$6,035,608 | -5%                    |
| TOTAL UNITS SOLD         | 29          | 67          | 43          | 53          | 51          | -3%                    |

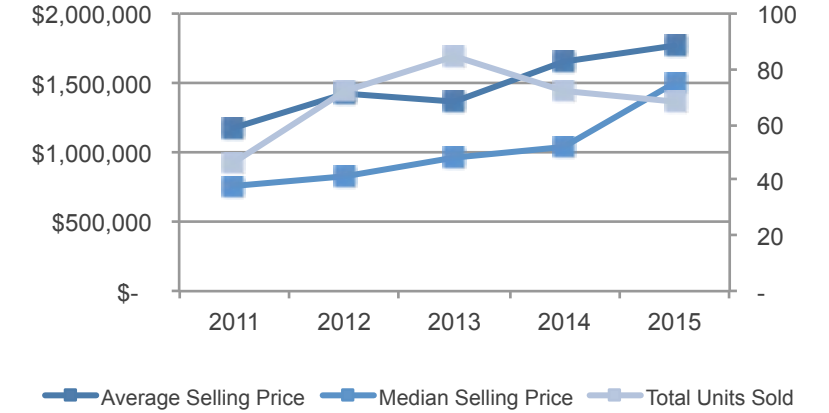


## SAG HARBOR

### North Haven, Noyack

Steeped in maritime history, Sag Harbor was once a busy whaling port, now a beautifully preserved village in an enchanting setting that makes it a popular retreat for artists and writers. Residing along shady streets, its gracious homes feature many fine examples of 18th- and 19th-century architecture, some formerly the residences of sea captains. Lined with wonderful shops and restaurants, Main Street stretches down to the spectacular yacht-filled bay. Other attractions include lovely beaches, the Bay Street Theatre and landmark American Hotel.

AVERAGE SALE PRICE | TOTAL SFH SOLD | Q4



| SINGLE FAMILY HOMES   Q4 | 2011        | 2012        | 2013        | 2014        | 2015        | % Change (2015 v 2014) |
|--------------------------|-------------|-------------|-------------|-------------|-------------|------------------------|
| MEDIAN SELLING PRICE     | \$757,500   | \$825,000   | \$965,000   | \$1,030,000 | \$1,500,000 | 46%                    |
| AVERAGE SELLING PRICE    | \$1,175,272 | \$1,426,847 | \$1,366,358 | \$1,653,453 | \$1,765,748 | 7%                     |
| TOTAL UNITS SOLD         | 46          | 72          | 85          | 72          | 68          | -5%                    |

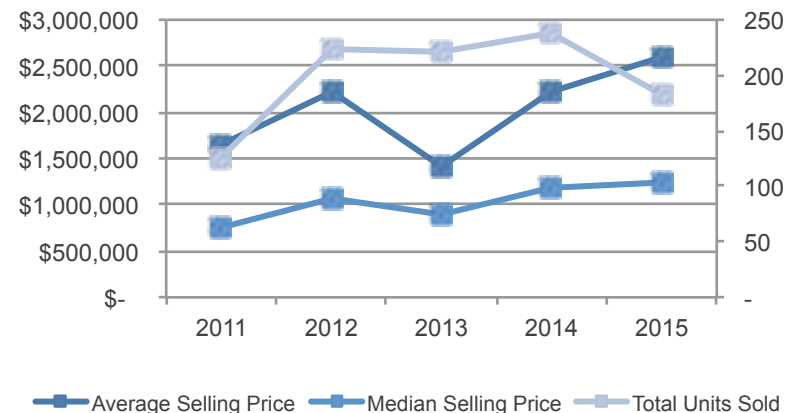


## EAST HAMPTON

### Amagansett, Montauk, Wainscott

Picturesque East Hampton has been deemed America's most beautiful village, where majestic elm trees, stately homes and old windmills dot the pastoral scenery. Keeping its timeless character, this preservation-minded community offers sophisticated country living with a mix of historic charm and world-class amenities. The arts are a vibrant focus, with noted attractions including Guild Hall and the Hamptons International Film Festival. The fabled Maidstone Club, exquisite ocean beaches and prime sailing waters are highlights of the sporting life.

AVERAGE SALE PRICE | TOTAL SFH SOLD | Q4



| SINGLE FAMILY HOMES   Q4 | 2011        | 2012        | 2013        | 2014        | 2015        | % Change (2015 v 2014) |
|--------------------------|-------------|-------------|-------------|-------------|-------------|------------------------|
| MEDIAN SELLING PRICE     | \$750,000   | \$1,082,500 | \$900,000   | \$1,170,000 | \$1,240,625 | 6%                     |
| AVERAGE SELLING PRICE    | \$1,633,112 | \$2,228,483 | \$1,414,628 | \$2,220,608 | \$2,597,873 | 17%                    |
| TOTAL UNITS SOLD         | 125         | 224         | 221         | 237         | 183         | -23%                   |

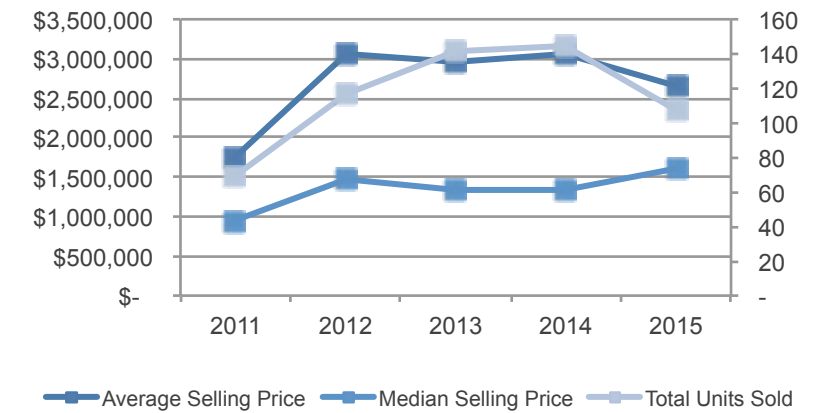


## SOUTHAMPTON

### North Sea, Water Mill

Endowed with miles of pristine beaches and excellent sailing waters, historic Southampton is an international resort destination famous for its hedged estates nestled in a bucolic seaside landscape. Select shops, galleries and restaurants line the quaint village streets. Home to the acclaimed Parrish Art Museum and Southampton Cultural Center, Southampton hosts an active calendar of cultural and social events. World-class golfing is available at the top-ranked courses of the landmark Shinnecock Hills Golf Club, Sebonack Golf Club and National Golf Links.

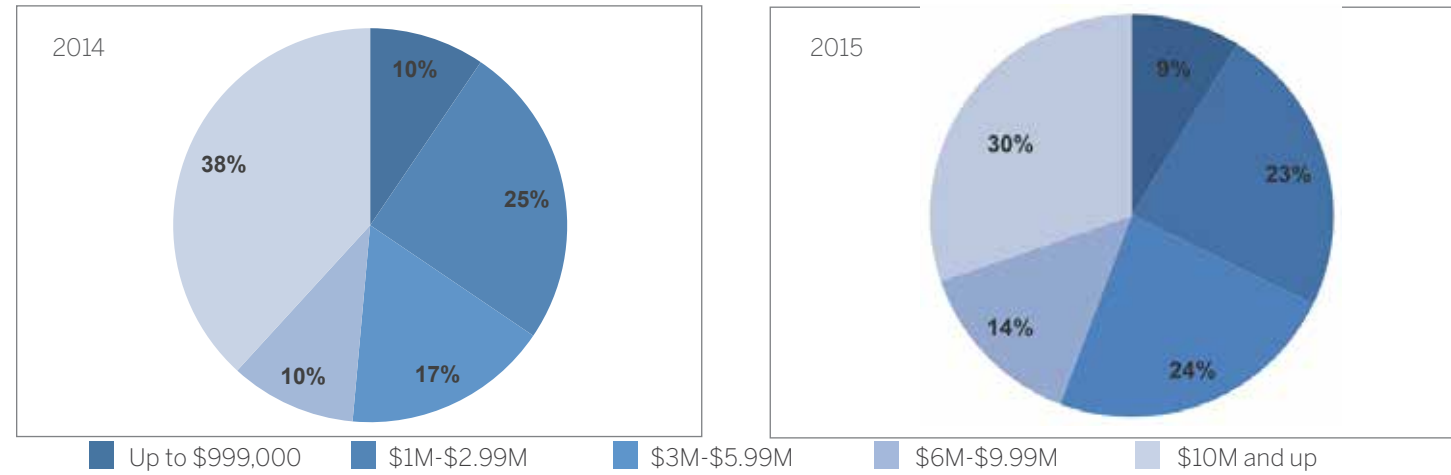
AVERAGE SALE PRICE | TOTAL SFH SOLD | Q4



| SINGLE FAMILY HOMES   Q4 | 2011        | 2012        | 2013        | 2014        | 2015        | % Change (2015 v 2014) |
|--------------------------|-------------|-------------|-------------|-------------|-------------|------------------------|
| MEDIAN SELLING PRICE     | \$950,000   | \$1,475,000 | \$1,329,500 | \$1,325,000 | \$1,600,000 | 21%                    |
| AVERAGE SELLING PRICE    | \$1,746,079 | \$3,046,049 | \$2,975,463 | \$3,065,060 | \$2,669,125 | -13%                   |
| TOTAL UNITS SOLD         | 69          | 117         | 142         | 145         | 108         | -26%                   |

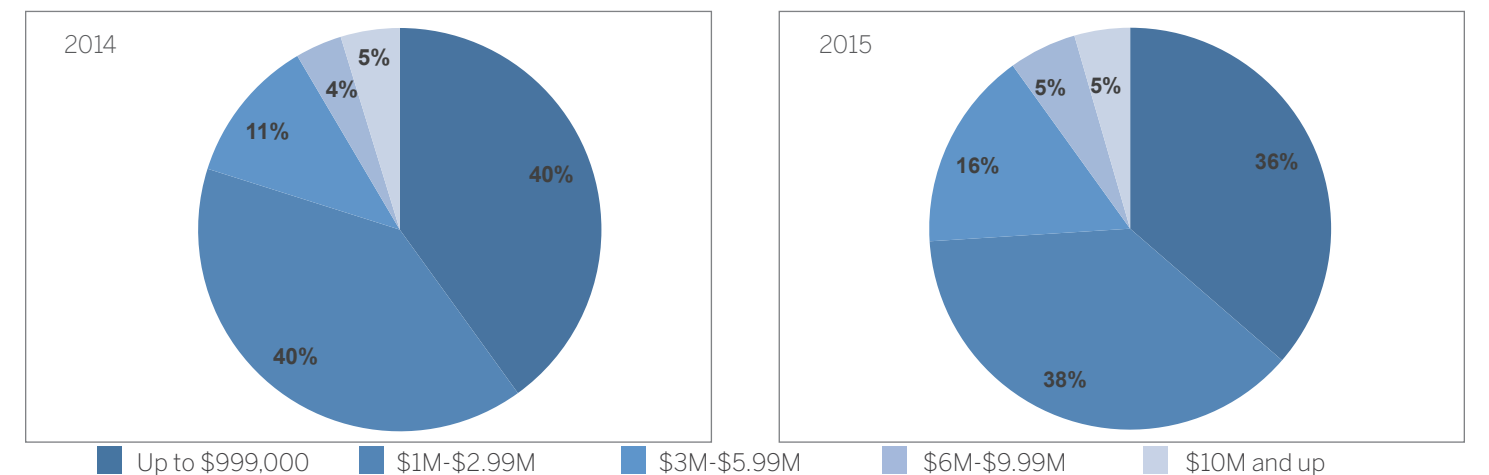
SALES BY TOTAL DOLLAR VOLUME

| PRICE RANGE     | 2011               | 2012                 | 2013                 | 2014                 | 2015                 | % CHANGE (2015 v 2014) | % CHANGE (2015 v 2011) |
|-----------------|--------------------|----------------------|----------------------|----------------------|----------------------|------------------------|------------------------|
| Up to \$999,000 | \$86,003,899       | \$129,587,040        | \$160,758,214        | \$135,344,298        | \$104,787,879        | -23%                   | 22%                    |
| \$1M - \$2.99M  | \$128,420,100      | \$271,100,561        | \$245,774,132        | \$356,608,879        | \$280,729,603        | -21%                   | 119%                   |
| \$3M - \$5.99M  | \$94,723,400       | \$303,498,231        | \$221,227,160        | \$241,809,592        | \$281,392,144        | 16%                    | 197%                   |
| \$6M - \$9.99M  | \$96,585,000       | \$205,323,200        | \$159,733,000        | \$147,900,000        | \$166,548,569        | 13%                    | 72%                    |
| \$10M and up    | \$110,170,000      | \$344,678,955        | \$268,776,110        | \$545,218,000        | \$361,973,280        | -34%                   | 229%                   |
| <b>TOTAL</b>    | <b>515,902,399</b> | <b>1,254,187,987</b> | <b>1,056,268,616</b> | <b>1,426,880,769</b> | <b>1,195,431,475</b> | <b>-16%</b>            | <b>132%</b>            |

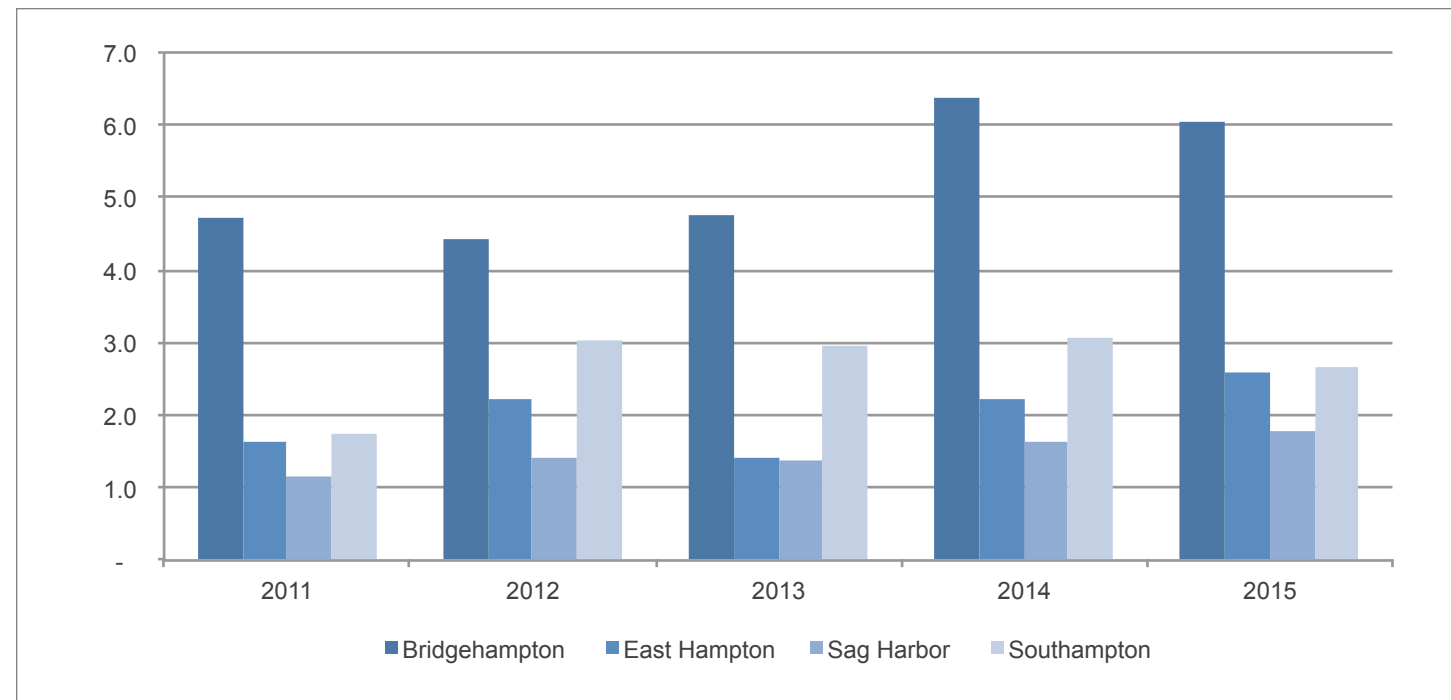


TOTAL UNITS SOLD

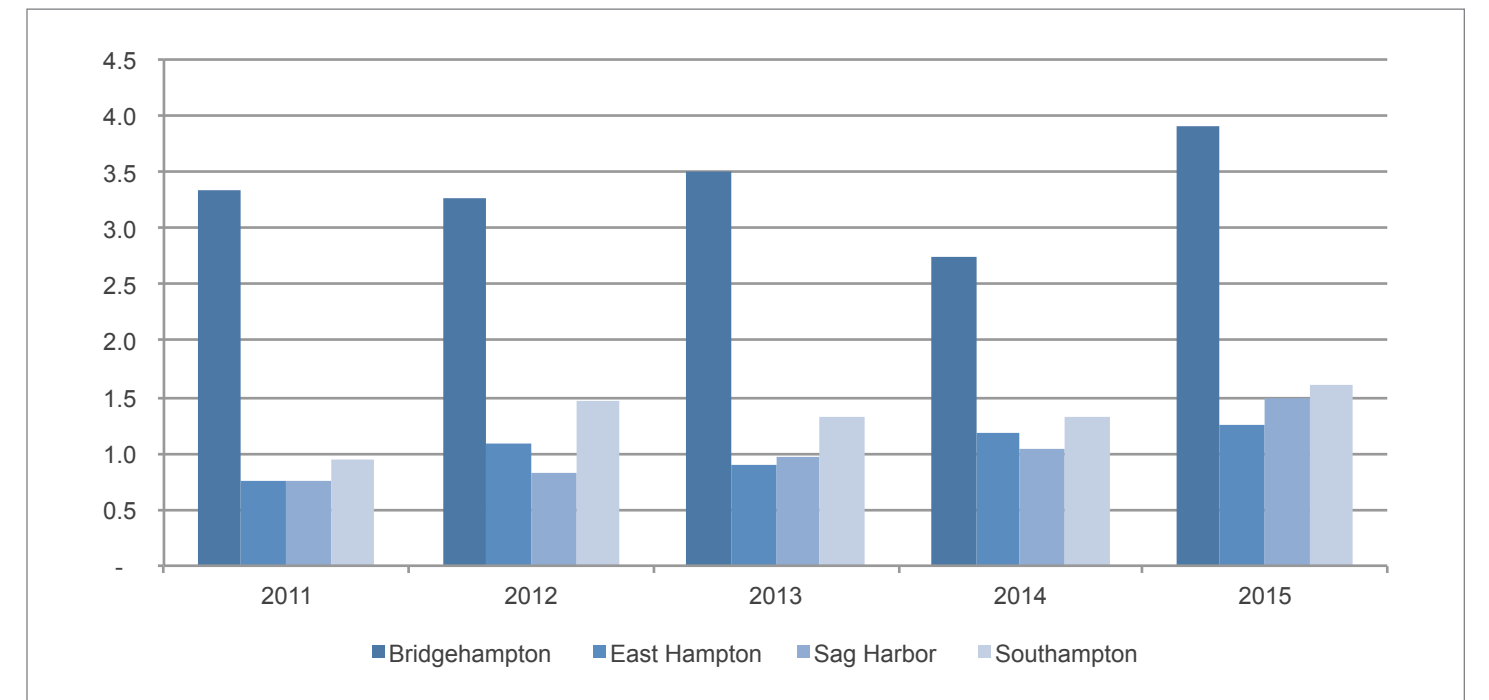
| PRICE RANGE     | 2011       | 2012       | 2013       | 2014       | 2015       | % CHANGE (2015 v 2014) | % CHANGE (2015 v 2011) |
|-----------------|------------|------------|------------|------------|------------|------------------------|------------------------|
| UP TO \$999,000 | 148        | 213        | 250        | 203        | 149        | -26%                   | 1%                     |
| \$1M - \$2.99M  | 78         | 144        | 149        | 202        | 155        | -23%                   | 98%                    |
| \$3M - \$5.99M  | 23         | 73         | 54         | 59         | 66         | 12%                    | 187%                   |
| \$6M - \$9.99M  | 13         | 28         | 22         | 19         | 22         | 18%                    | 72%                    |
| \$10M AND UP    | 7          | 22         | 16         | 24         | 18         | -23%                   | 163%                   |
| <b>TOTAL</b>    | <b>269</b> | <b>480</b> | <b>491</b> | <b>507</b> | <b>411</b> | <b>-19%</b>            | <b>53%</b>             |



AVERAGE SELLING PRICE



MEDIAN SELLING PRICES



## FEATURED LISTINGS



### **WATER MILL**

Set on 8+/- secluded acres in Water Mill North for complete privacy, this elegant 7-bedroom estate offers heated gunite pool with pool house and tennis.

[WATERMILLPRIVATESTATE.COM](http://WATERMILLPRIVATESTATE.COM) | \$5,650,000



### **BRIDGEHAMPTON**

On a gated, beautifully landscaped acre on coveted Lumber Lane, this bright 6-bedroom shingled home thoughtfully merges modern sensibilities with horse country charm.

[LUMBERLANECHARM.COM](http://LUMBERLANECHARM.COM) | \$4,750,000



### **BRIDGEHAMPTON**

This immaculate 5-bedroom, 5-bath shingled Traditional of recent build and classic charm is landscaped with privet hedge and mature trees for estate-like privacy in the village.

[CLASSICBRIDGEHAMPTON.COM](http://CLASSICBRIDGEHAMPTON.COM) | \$3,750,000