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The Hamptons Market Update Second Quarter 2016

DANA TROTTER

Associate Broker, Senior Global Real Estate Advisor
Mobile: (631) 379-3236 Office: (631) 537-6000
Dana.Trotter@sothebyshomes.com

Bridgehampton Brokerage
2446 Main Street, P.O. Box 1799
Bridgehampton, NY 11932

danatrotter.com

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.

In the Hamptons real estate market (east of the Shinnecock Canal) in Q2, total units sold dipped 13% and total dollar volume fell 26%; but I am happy to report a productive quarter with 6 closed deals.

I sold a 2.7 acre estate in Sagaponack south for \$11.965M (A), an award-winning modern in Southampton for \$4.7M (B), a designer-owned estate in North Haven for \$5.363M (C), a charming Bridgehampton south home for \$3.45M (D), a Sag Harbor Village pied-a-terre for \$1.55M (E), and a Bridgehampton cottage for \$1.35M.

There are talks of a “soft market” due to the coming election and other market forces but the Hamptons remains active with opportunities to buy and sell if the property is priced correctly. In fact, much of the perceived “slowdown” occurred in the \$10M+ segment which had an active Q1 with \$258,181,053 in dollar volume but dropped to \$47,693,579 in Q2. The largest sale of Q2 was 77 Ox Pasture Road for \$24M, a historic estate on 1.84 acres in Southampton Village.

Overall, the \$1-3M price range accounted for 37% of the dollar volume (\$282,991,592). With an average price of \$1,402,350, greater Sag Harbor (not including the Village or North Haven) posted year-over-year gains in both total units sold (38) and dollar volume (53,285,500), up 58% and 80% respectively.

As for my other activity, I have two new listings- a beautiful Bridgehampton south home with storybook gardens for \$6.3M (cover) and a midcentury estate in the Georgica Pond enclave for \$9.95M (G).

Work and family keep me plenty busy but I still find time to ride my horse and am very excited to compete in the Hampton Classic. For avid equestrians, I have two great horse properties in East Hampton- a 23-acre compound for \$39M (F) and the barn where I learned to ride for \$6.995M (back cover).

* According to data compiled in the Long Island Real Estate Report.



A. SOLD | 121 PARSONAGE LANE | \$11,965,000



B. SOLD | 137 GREAT HILL ROAD | \$4,700,000



C. SOLD | 280 FERRY ROAD | \$5,368,131



D. SOLD | 185 HILDRETH LANE | \$3,450,000



E. SOLD | 24 RYSAM STREET | \$1,550,000



F. EAST HAMPTON

Unprecedented compound on 23 +/- acres with 18,000-sq.ft. main house, multiple guest houses, and horse stables with riding fields.
SOTHEBYSHOMES.COM Property No 0037720 **\$39,000,000**



G. EAST HAMPTON

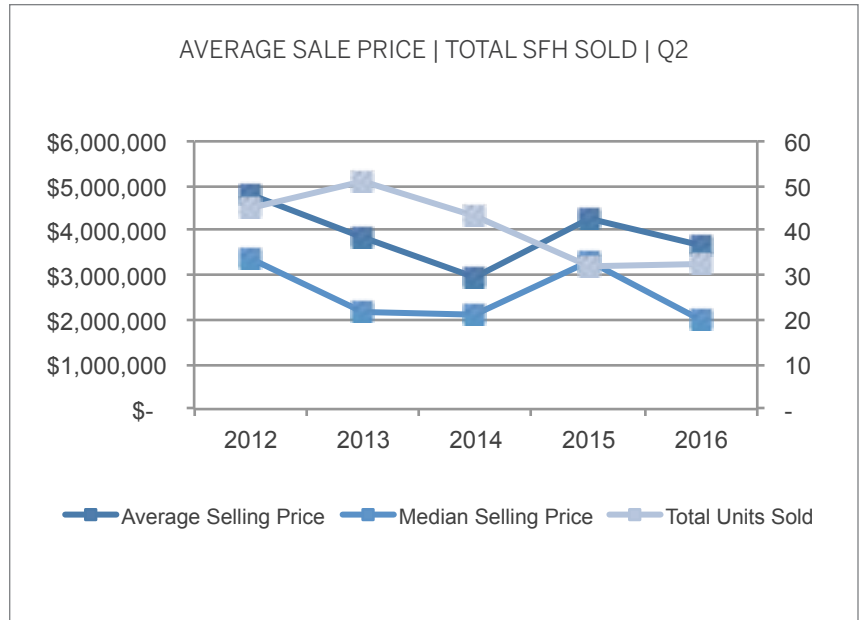
Elegantly remastered midcentury estate in Georgica Pond enclave with grass tennis, pool house, and established landscaping.
SOTHEBYSHOMES.COM Property No 0038381 **\$9,950,000**



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.



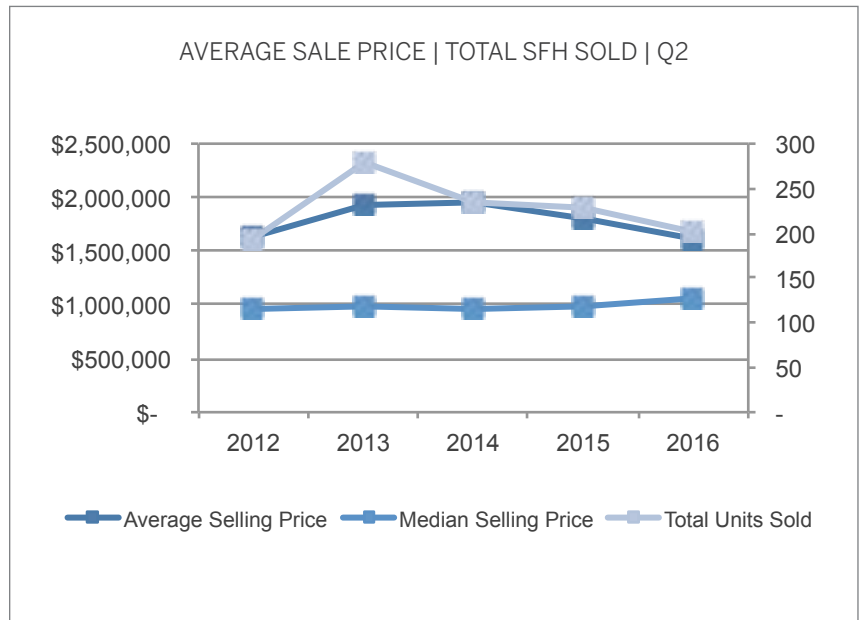
SINGLE FAMILY HOMES Q2	2012	2013	2014	2015	2016	% Change (2016 v 2015)
AVERAGE SELLING PRICE	\$4,783,934	\$3,822,323	\$2,953,861	\$4,276,370	\$3,663,100	-14%
MEDIAN SELLING PRICE	\$3,350,000	\$2,150,000	\$2,125,000	\$3,325,000	\$1,995,000	-40%
TOTAL UNITS SOLD	45	51	43	32	32	1%



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.



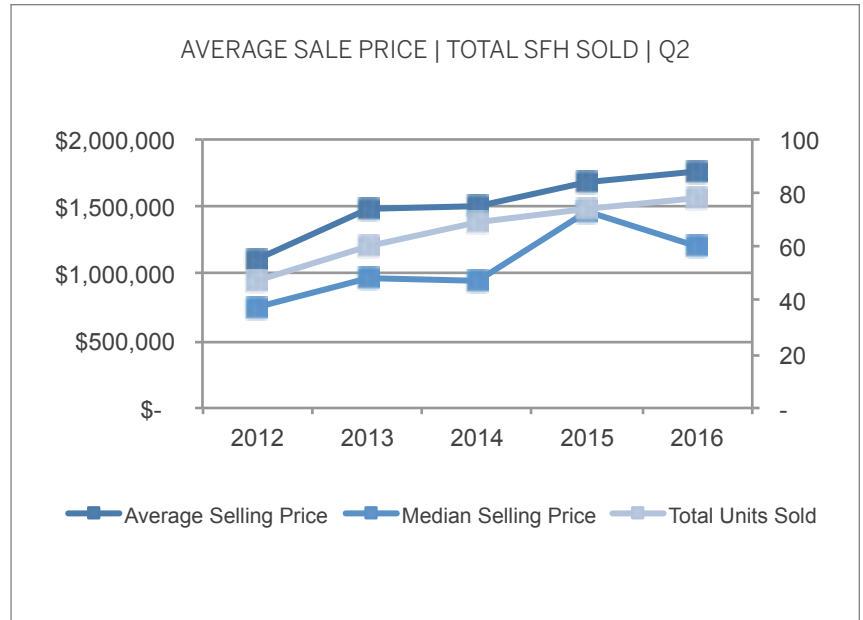
SINGLE FAMILY HOMES Q2	2012	2013	2014	2015	2016	% Change (2016 v 2015)
AVERAGE SELLING PRICE	\$1,623,186	\$1,935,595	\$1,952,287	\$1,793,174	\$1,616,656	-10%
MEDIAN SELLING PRICE	\$965,000	\$995,000	\$948,750	\$980,000	\$1,070,000	9%
TOTAL UNITS SOLD	193	280	234	229	202	-12%



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.



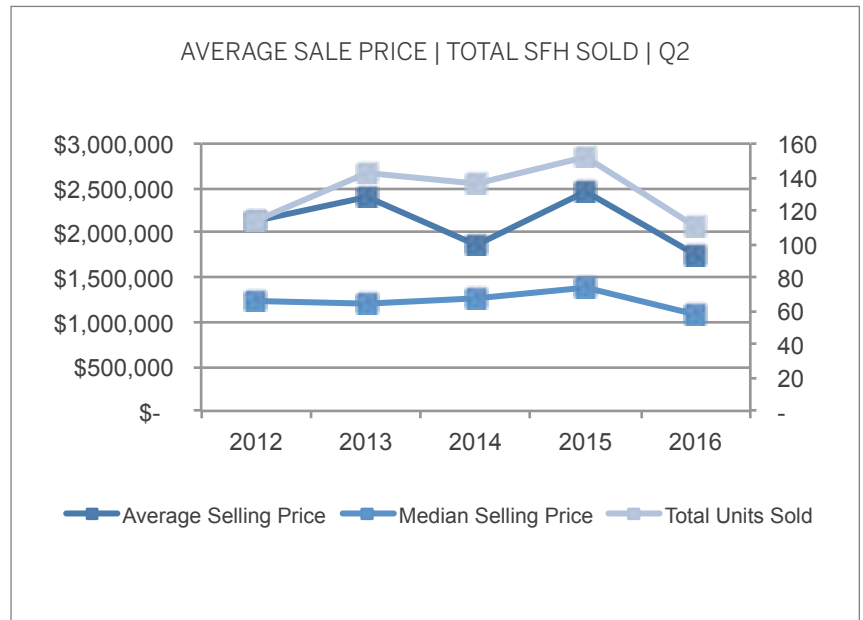
SINGLE FAMILY HOMES Q2	2012	2013	2014	2015	2016	% Change (2016 v 2015)
AVERAGE SELLING PRICE	\$1,105,989	\$1,486,208	\$1,509,545	\$1,672,932	\$1,754,678	5%
MEDIAN SELLING PRICE	\$750,000	\$962,500	\$950,000	\$1,460,480	\$1,200,000	-18%
TOTAL UNITS SOLD	47	60	69	74	78	5%



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.

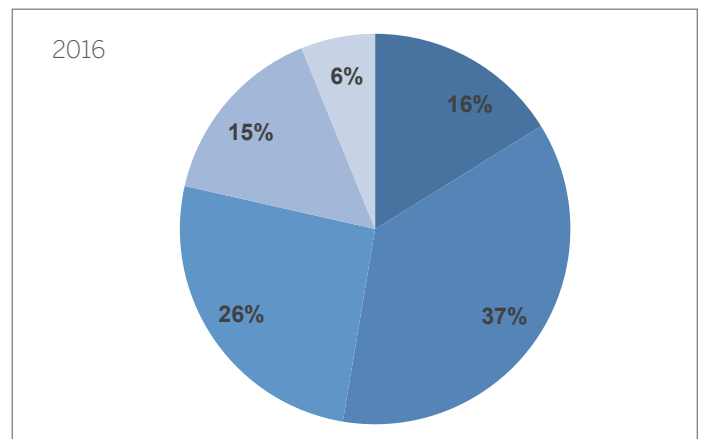
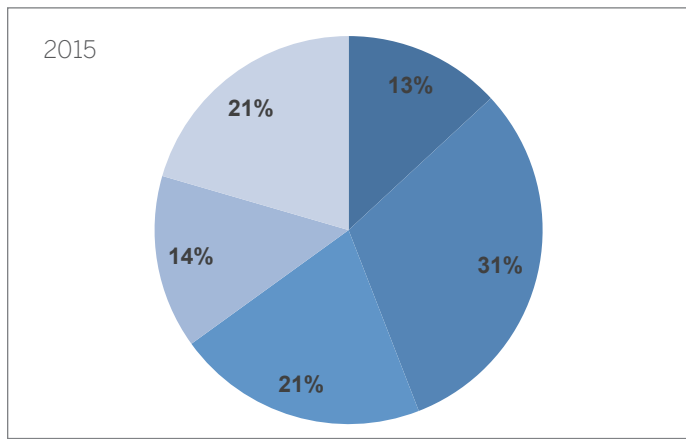


SINGLE FAMILY HOMES Q2	2012	2013	2014	2015	2016	% Change (2016 v 2015)
AVERAGE SELLING PRICE	\$2,129,683	\$2,389,118	\$1,848,248	\$2,451,201	\$1,757,380	-28%
MEDIAN SELLING PRICE	\$1,227,500	\$1,212,500	\$1,250,000	\$1,377,500	\$1,075,000	-22%
TOTAL UNITS SOLD	114	143	136	152	110	-27%

ALL HAMPTONS | 5 Years | Q2 Comparison

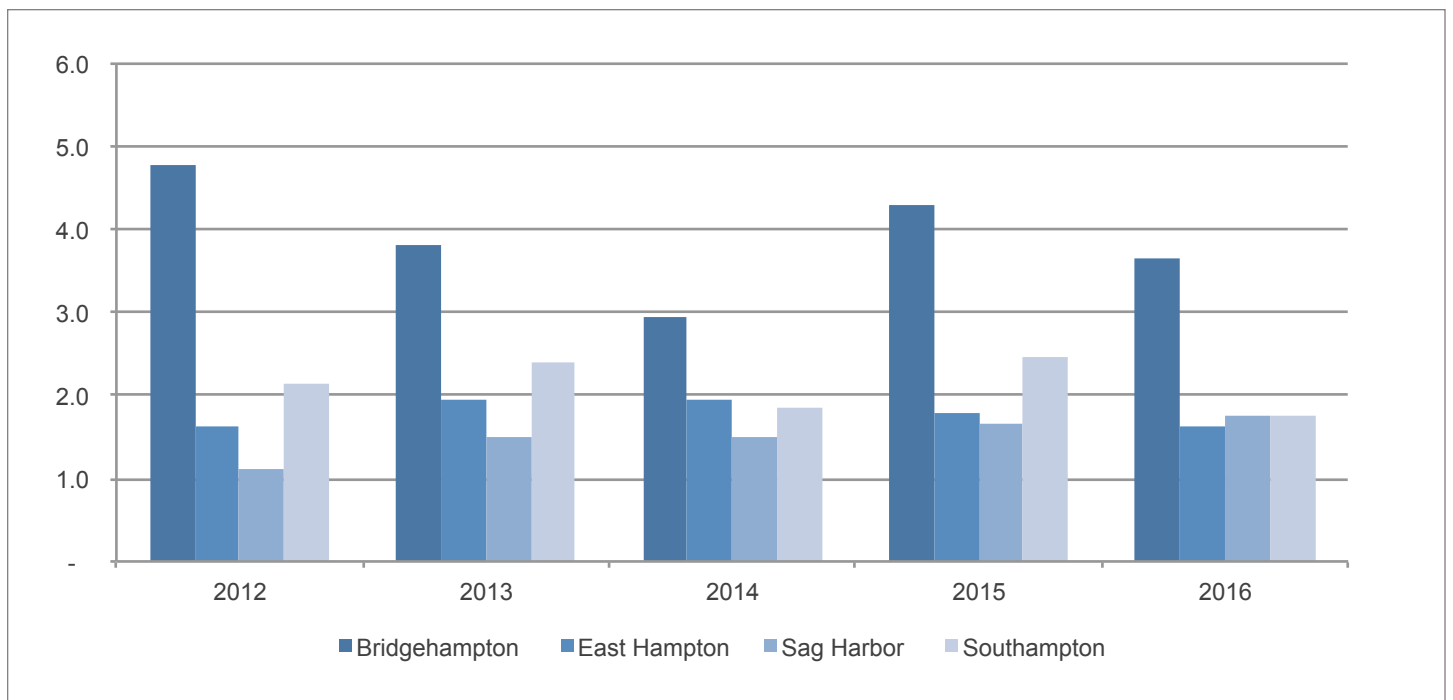
SALES BY TOTAL DOLLAR VOLUME

PRICE RANGE	2012	2013	2014	2015	2016	% CHANGE (2016 v 2015)	% CHANGE (2016 v 2012)
Up to \$999,000	\$121,228,559	\$157,346,923	\$142,165,514	\$136,826,926	\$125,414,674	-8%	3%
\$1M - \$2.99M	\$257,605,297	\$303,529,997	\$325,377,518	\$323,578,602	\$282,991,592	-13%	10%
\$3M - \$5.99M	\$139,871,250	\$293,579,433	\$205,287,500	\$218,441,009	\$200,803,925	-8%	44%
\$6M - \$9.99M	\$131,284,230	\$114,335,000	\$73,966,018	\$151,020,061	\$118,775,163	-21%	-10%
\$10M and up	\$173,328,000	\$298,930,000	\$192,575,000	\$213,993,607	\$47,693,579	-78%	-72%
TOTAL	\$823,317,336	\$1,167,721,353	\$939,371,550	\$1,043,860,205	\$775,678,932	-26%	-6%



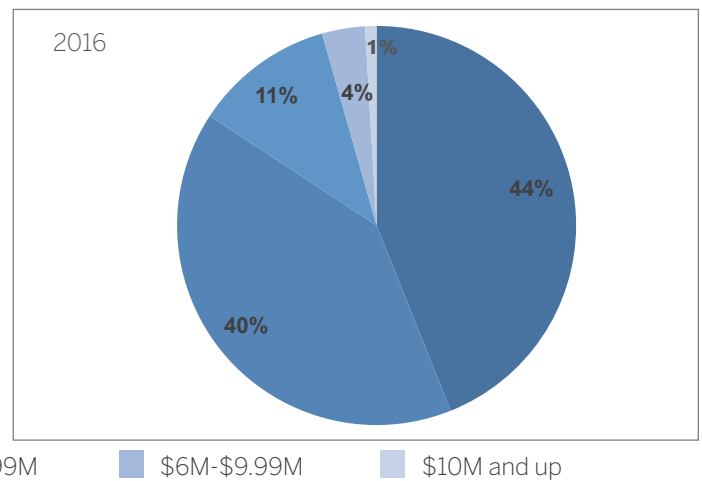
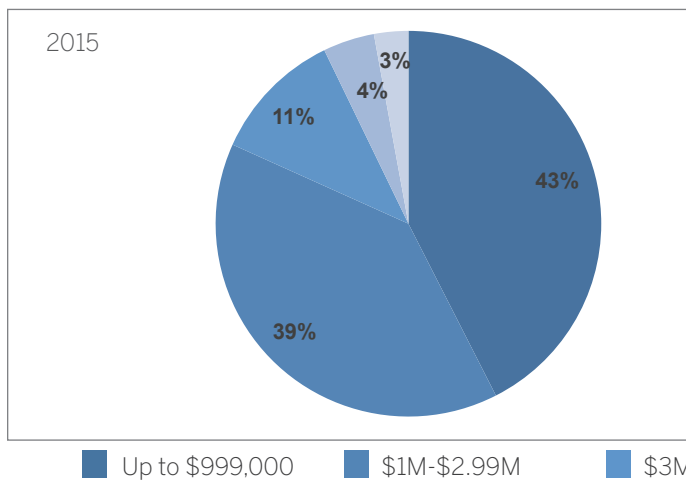
■ Up to \$999,000
 ■ \$1M-\$2.99M
 ■ \$3M-\$5.99M
 ■ \$6M-\$9.99M
 ■ \$10M and up

AVERAGE SELLING PRICE

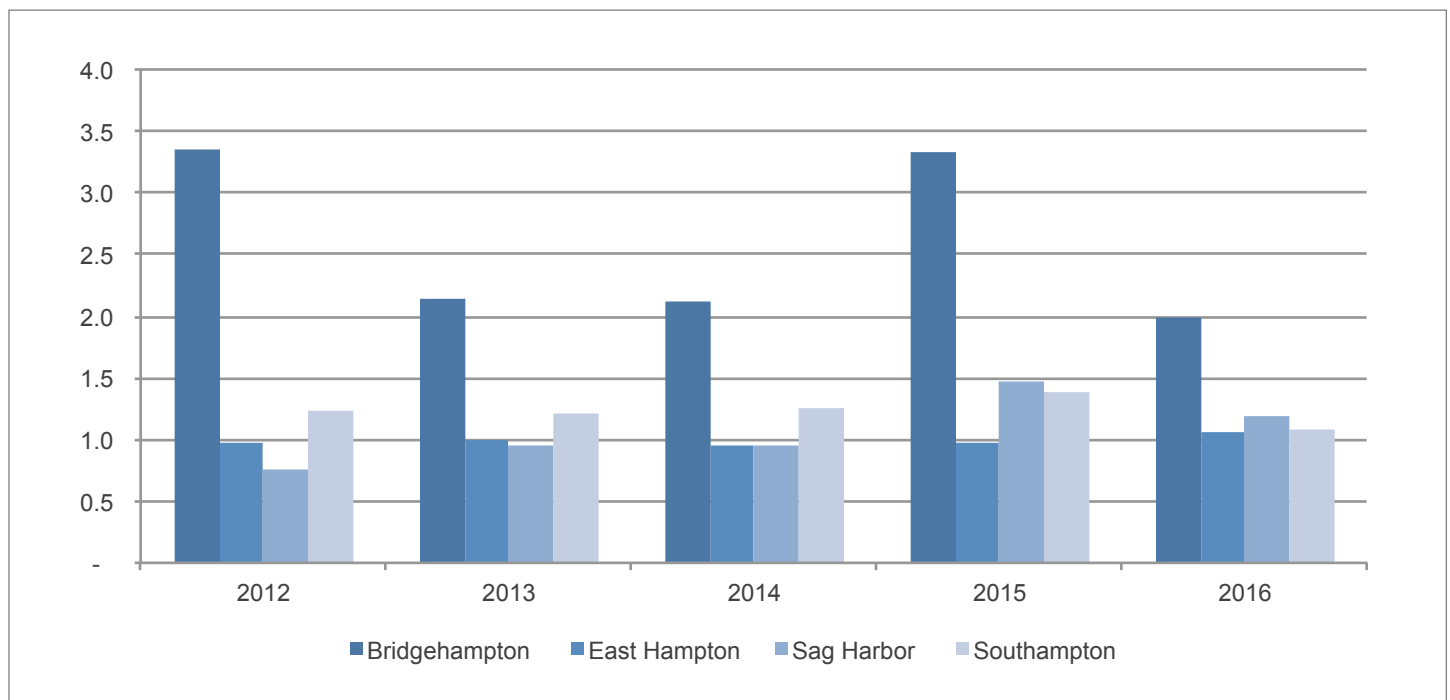


TOTAL UNITS SOLD

PRICE RANGE	2012	2013	2014	2015	2016	% CHANGE (2016 v 2015)	% CHANGE (2016 v 2012)
UP TO \$999,000	190	251	226	207	186	-10%	-2%
\$1M - \$2.99M	145	178	189	191	170	-11%	18%
\$3M - \$5.99M	35	73	48	54	48	-11%	37%
\$6M - \$9.99M	18	15	10	21	15	-30%	-18%
\$10M AND UP	11	17	9	14	4	-72%	-64%
TOTAL	399	534	482	487	423	-13%	6%



MEDIAN SELLING PRICES



FEATURED LISTINGS



BRIDGEHAMPTON

Unparalleled private residence on 60+/- picturesque acres with Palladio-inspired main house and 18-hole Rees Jones designed golf course. Development rights in tact.

SOTHEBYSHOMES.COM Property No 0036492
\$50,000,000



EAST HAMPTON

Founded by Harry de Leyer, storied trainer of the "80 Dollar Champion" horse Snowman, this 15 +/- acre functional horse farm is located minutes from East Hampton Village.

SOTHEBYSHOMES.COM Property No 0037755
\$6,995,000



BRIDGEHAMPTON

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

SOTHEBYSHOMES.COM Property No 0037979
\$3,995,000