



Sagaponack, NY | web: 0038393

## The Hamptons Market Update Third 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.

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.



# STATE OF THE MARKET

---

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

---

Before diving into the market numbers, I invite you to view two of my listings (A, B) using our brand new immersive 3D Tour on your desktop, tablet, mobile phone, or VR device at the web addresses to the right. Sotheby's International Realty is one of the first companies in the nation to adopt this industry-changing feature.

As for market news, the total dollar volume sold in the Hamptons real estate market (east of the Shinnecock Canal) in Q3 dropped 8% from the same period last year. However, to provide some perspective, that volume is 57% higher than Q3 of 2012. Although volume dropped, the average sale price is 13% higher over the same period last year, according to data compiled in the Long Island Real Estate Report.

Whereas the \$1-3M price range dominated Q2 with a 37% share of dollar volume, Q3 had balance between the \$1-3M range (23%), \$3-6M range (24%), and the \$10M+ range (23%). There were 11 sales in the \$10M+ range, an increase of 37% over last year and a jump of 257% from Q2.

The Sag Harbor area (including North Haven and Noyack) posted a 46% increase in dollar volume and an 85% increase in average sale price from \$1.59M to \$2.8M, the only market this quarter to show gains in both categories. North Haven had two sales over \$25M including a 6-acre compound on Actor's Colony Road for \$33.75M and 43 Robertson Drive for \$26.5M. In 2014, 19 Robertson Drive traded for \$31.6M.

For some of my Q3 deals, I sold a beautiful property on Mecox Bay Lane with water views for \$5.5M (C), the historic Benjamin Hope House in Sag Harbor Village for \$4.4M (D), and the Sedacca House in East Hampton built by iconic architect Charles Gwathmey for \$1.75M (E).

I have added new inventory, including a stunning, recently built estate on 3-acres in Sagaponack north for \$4.95M (cover) and a meticulously landscaped 2-acre property in East Hampton Northwest Woods for \$1.595M.

I also represent trophy properties that would make for lavish family compounds or development opportunities- Three Ponds Farm in Bridgehampton (F) and a 23-acre sub-divided estate in East Hampton minutes from the village (G).

Q4 is shaping up nicely thus far and we look forward to continuing our steady pace of sales through to the spring.

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





**A. 3D TOUR | [BRIDGEHAMPTONNEAROCLEAN.COM](http://BRIDGEHAMPTONNEAROCLEAN.COM) | \$11,750,000**



**B. 3D TOUR | [WATERMILLSOUTHHOME.COM](http://WATERMILLSOUTHHOME.COM) | \$3,995,000**



**C. SOLD | 31 MECOX BAY LANE | \$5,500,000**



**D. SOLD | 165 MAIN STREET | \$4,400,000**



**E. SOLD | 19 NORTHWEST LANDING | \$1,750,000**



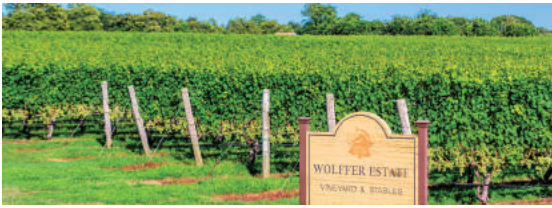
**F. BRIDGEHAMPTON**

Three Ponds Farm is a singular oasis on 60+/- acres with private golf course and five star amenities. Development opportunity.  
SOTHEBYSHOMES.COM Property No 0036492 **\$50,000,000**



**G. 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 0038076 **\$39,000,000**

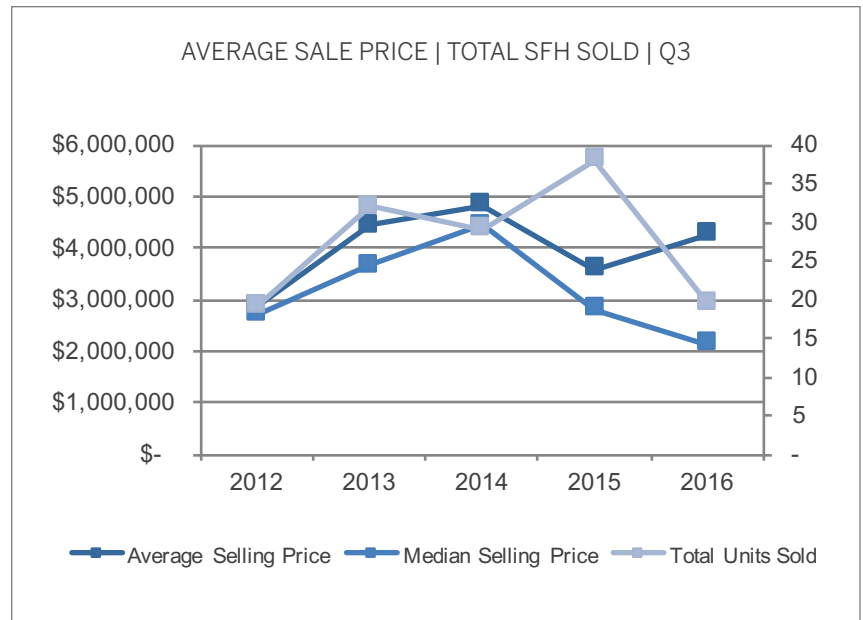


## BRIDGEHAMPTON

Sagaponack

Centrally located, Bridgehampton enjoys open farm vistas, picturesque wineries, and a bustling historic village with an array of shops, restaurants, and galleries. Minutes away are miles of ocean beaches and bays with world class yachting. Home to the finest equestrian event, the Hampton Classic, as well as numerous art and music festivals, Bridgehampton offers a sophisticated cultural life. For the sporting enthusiast there are miles of scenic roads for biking, riding stables, and golf and tennis clubs including the famed Atlantic Golf Club.

SINGLE FAMILY HOMES   Q3	2012	2013	2014	2015	2016	% Change (2016 v 2015)
AVERAGE SELLING PRICE	\$2,856,000	\$4,444,781	\$4,817,828	\$3,587,012	\$4,270,046	19%
MEDIAN SELLING PRICE	\$2,700,000	\$3,660,000	\$4,450,000	\$2,815,650	\$2,150,000	-24%
TOTAL UNITS SOLD	19	32	29	38	20	-49%

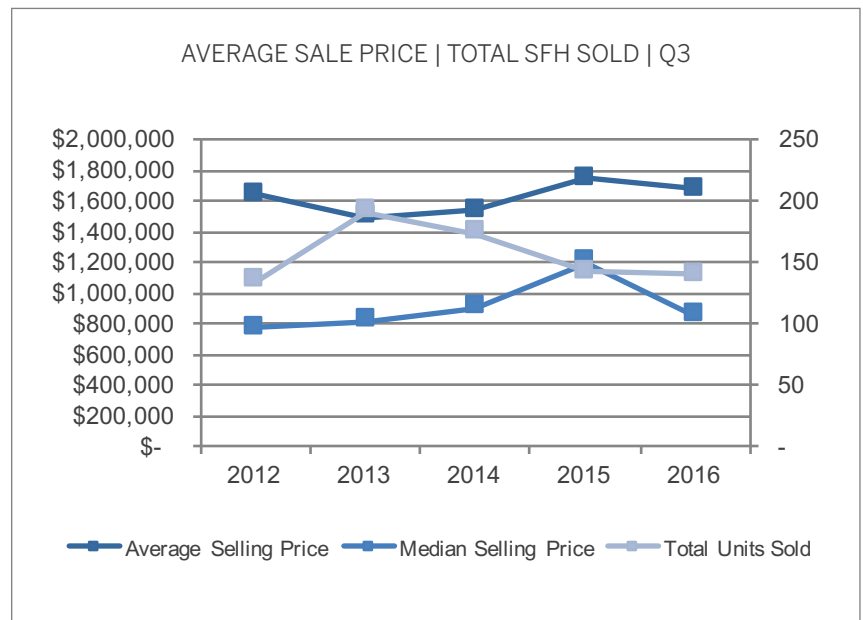


## EAST HAMPTON

Amagansett, Montauk, Wainscott

Voted one of the most beautiful villages in the world, East Hampton retains its historic charm while offering the top names of fashion and the culinary world in its shops and restaurants. A vibrant cultural life extends year round with Guild Hall, the Hamptons International Film Festival, art gallery exhibits and elegant fundraisers. Beautiful biking and strolling lanes shaded by majestic elm trees lead down to miles of ocean beaches and the famed Maidstone Club. Three Mile Harbor and Gardiners Bay offer prime waters for sailing or powerboating.

SINGLE FAMILY HOMES   Q3	2012	2013	2014	2015	2016	% Change (2016 v 2015)
AVERAGE SELLING PRICE	\$1,644,479	\$1,496,006	\$1,536,087	\$1,743,961	\$1,675,702	-4%
MEDIAN SELLING PRICE	\$780,000	\$820,000	\$910,000	\$1,200,000	\$850,000	-29%
TOTAL UNITS SOLD	135	191	174	143	140	-2%





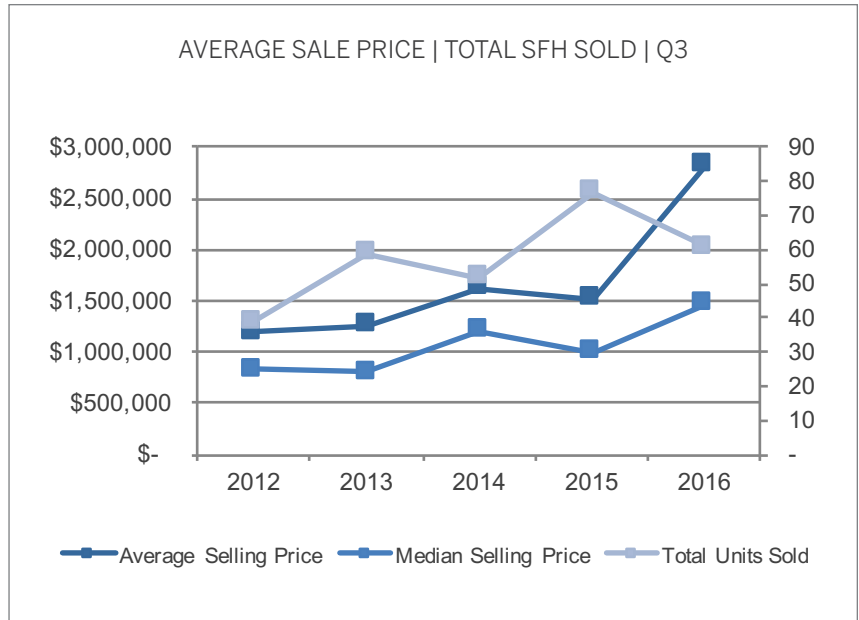


## SAG HARBOR

North Haven, Noyack

The historic whaling village of Sag Harbor exudes Victorian charm with a picturesque Main Street leading down to a busy wharf with some of the finest motor yachts in the world. Homes enjoy spectacular bay views dotted with sail boats. With a true port feel, Sag Harbor offers diverse dining options and unique boutiques with international wares. Famous artists and writers have been drawn to the rich cultural life and history of Sag Harbor, and the streets are filled with book stores and art galleries, a cinema and Bay Street Theatre.

SINGLE FAMILY HOMES   Q3	2012	2013	2014	2015	2016	% Change (2016 v 2015)
AVERAGE SELLING PRICE	\$1,199,777	\$1,257,649	\$1,627,100	\$1,525,639	\$2,823,182	85%
MEDIAN SELLING PRICE	\$825,000	\$810,000	\$1,213,525	\$995,000	\$1,462,500	47%
TOTAL UNITS SOLD	39	59	52	77	61	-21%

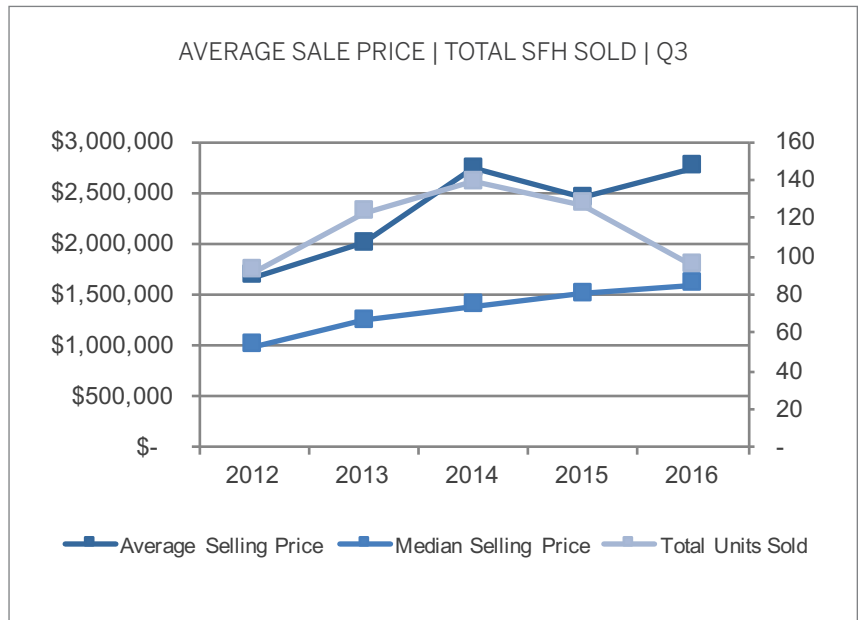


## SOUTHAMPTON

North Sea, Water Mill

Southampton combines its pedigreed past with its contemporary international culture. Famed hedged estates lead down to miles of ocean beaches and bay waters perfect for swimming, sailing or just relaxing. Southampton enjoys a vibrant social calendar, including outdoor concerts and elegant fundraisers for charity and cultural institutions such as its highly regarded Parrish Art Museum. Home to famed Shinnecock and Sebonack Golf Clubs and National Golf Links, it is a draw for world-class golfing.

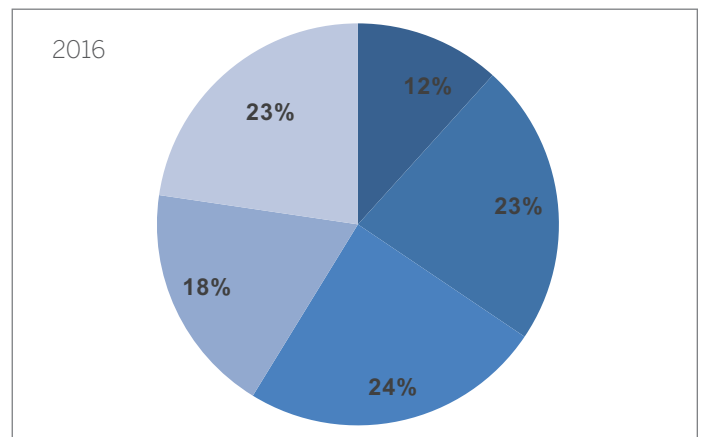
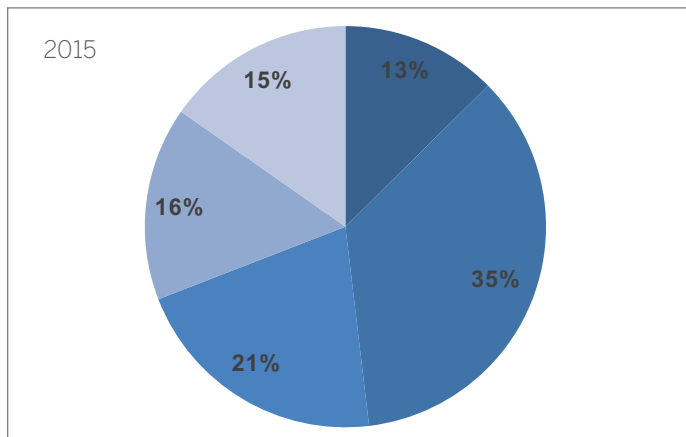
SINGLE FAMILY HOMES   Q3	2012	2013	2014	2015	2016	% Change (2016 v 2015)
AVERAGE SELLING PRICE	\$1,679,568	\$2,005,576	\$2,728,321	\$2,440,974	\$2,748,848	13%
MEDIAN SELLING PRICE	\$997,250	\$1,250,000	\$1,385,520	\$1,500,000	\$1,590,500	6%
TOTAL UNITS SOLD	92	123	139	127	95	-26%



# ALL HAMPTONS | 5 Years | Q3 Comparison

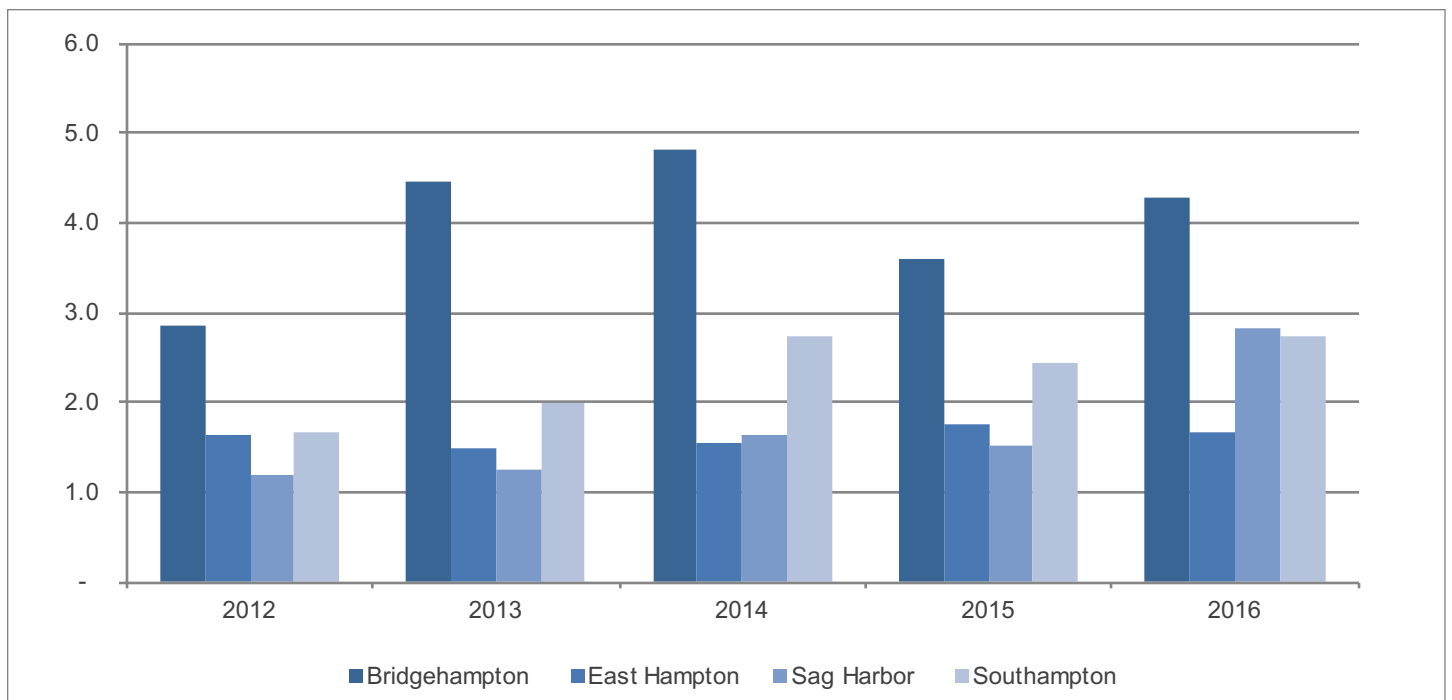
## SALES BY TOTAL DOLLAR VOLUME

PRICE RANGE	2012	2013	2014	2015	2016	% CHANGE (2016 v 2015)	% CHANGE (2016 v 2012)
Up to \$999,000	\$99,320,008	\$137,090,231	\$113,750,865	\$102,374,983	\$87,694,923	-14%	-12%
\$1M - \$2.99M	\$161,952,022	\$224,300,842	\$245,886,195	\$288,878,456	\$170,541,191	-41%	5%
\$3M - \$5.99M	\$121,694,650	\$129,978,800	\$188,630,950	\$170,723,412	\$182,346,401	7%	50%
\$6M - \$9.99M	\$25,576,500	\$97,070,000	\$105,585,000	\$126,939,000	\$139,269,017	10%	445%
\$10M and up	\$69,037,000	\$160,417,500	\$216,989,000	\$124,255,000	\$169,992,206	37%	146%
<b>TOTAL</b>	<b>\$477,580,180</b>	<b>\$748,857,373</b>	<b>\$870,842,010</b>	<b>\$813,170,851</b>	<b>\$749,843,738</b>	<b>-8%</b>	<b>57%</b>



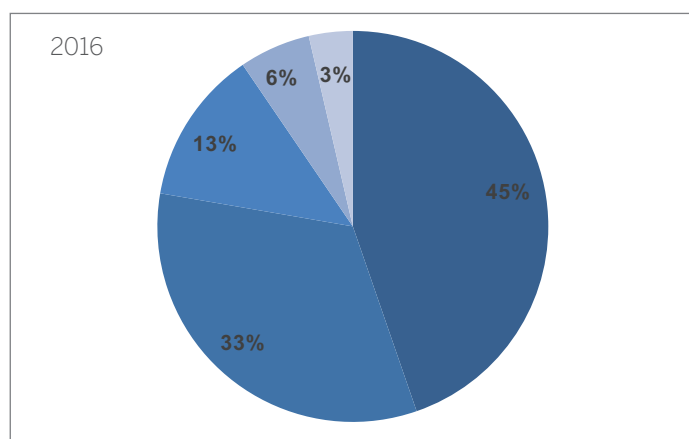
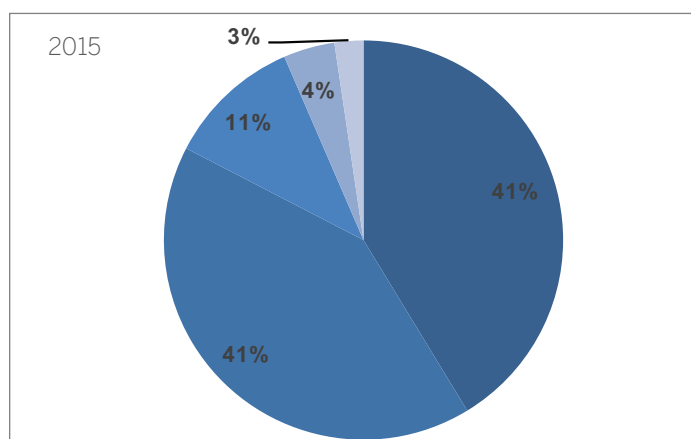
■ Up to \$999,000   
 ■ \$1M-\$2.99M   
 ■ \$3M-\$5.99M   
 ■ \$6M-\$9.99M   
 ■ \$10M and up

## AVERAGE SELLING PRICE



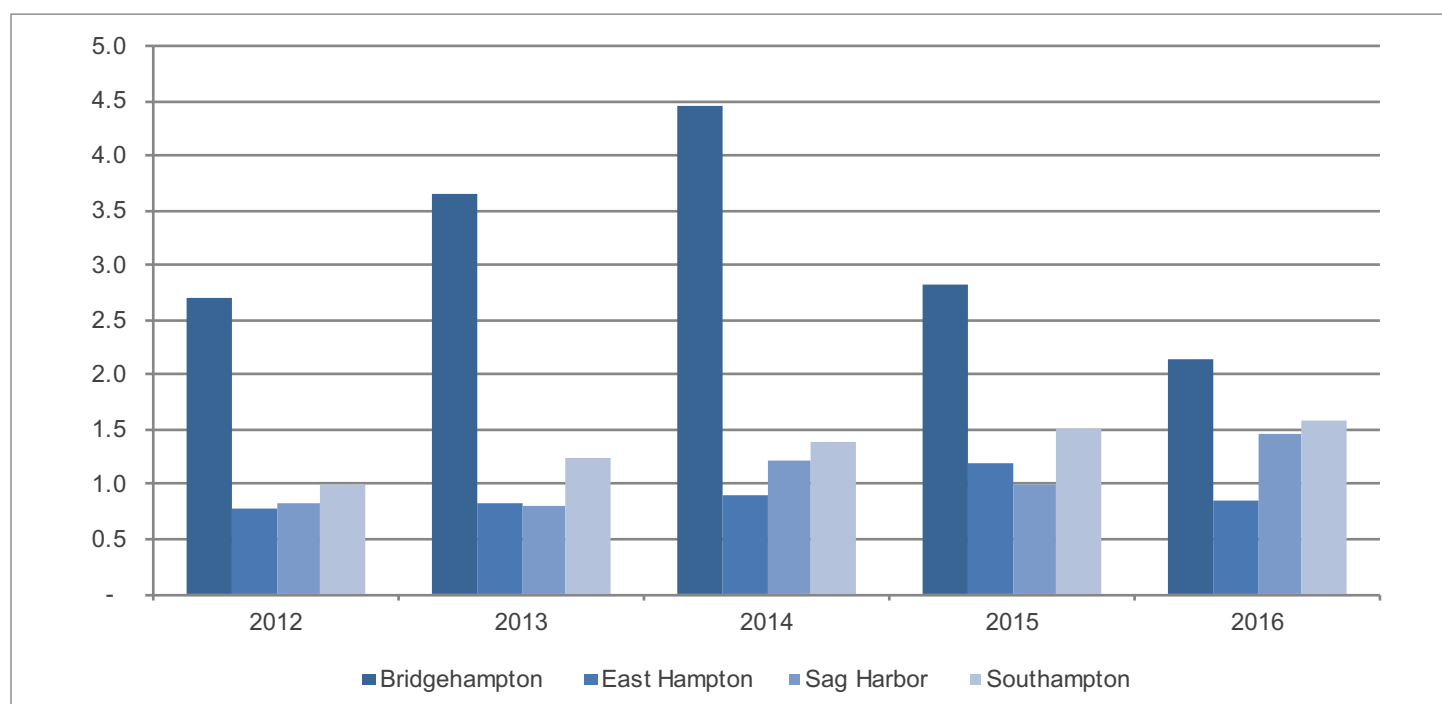
## TOTAL UNITS SOLD

PRICE RANGE	2012	2013	2014	2015	2016	% CHANGE (2016 v 2015)	% CHANGE (2016 v 2012)
UP TO \$999,000	159	219	178	159	141	-11%	-11%
\$1M - \$2.99M	88	132	141	159	104	-35%	18%
\$3M - \$5.99M	30	32	48	42	40	-4%	34%
\$6M - \$9.99M	3	12	14	16	19	16%	519%
\$10M AND UP	5	10	13	9	11	27%	128%
<b>TOTAL</b>	<b>285</b>	<b>405</b>	<b>394</b>	<b>385</b>	<b>315</b>	<b>-18%</b>	<b>11%</b>



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

## MEDIAN SELLING PRICES



## FEATURED LISTINGS



### EAST HAMPTON

This meticulously renovated midcentury estate on 2+/- acres has a restored marble and tile 55-foot saltwater pool and spa, pool house, and a beautiful grass tennis court.

SOTHEBYSHOMES.COM Property No 0038381

**\$9,950,000**



### BRIDGEHAMPTON

South of the highway in Bridgehampton, this classically charming shingled traditional 5 bedroom home is sheltered by magnificent formal gardens usually found in storybooks.

SOTHEBYSHOMES.COM Property No 0038363

**\$6,300,000**



### 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

**\$3,700,000**