



NEST SEEKERS HAMPTONS
Market Report
2014-2017 STUDY & TRENDS

Nest Seekers
INTERNATIONAL





NEST SEEKERS HAMPTONS MARKET REPORT

2014-2017 Study and Trends



- *Remsenburg*
- *Westhampton*
- *Westhampton Beach*
- *Quogue*
- *Quogue*
- *East Quogue*
- *Hampton Bays*
- *Shinnecock Hills*
- *Southampton*
- *Southampton Village*
- *Water Mill*
- *Bridgehampton*
- *Sag Harbor*
- *Sag Harbor Village*
- *North Haven*
- *Shelter Island*
- *Sagaponack*
- *Wainscott*
- *East Hampton*
- *East Hampton Village*
- *East Hampton Springs*
- *East Hampton Northwest*
- *Amagansett*
- *Montauk*

Summary

A three year analysis of the Hamptons shows consistent increases in the average sales price, with 2016 ending with a **3.3%** mark up. The addition of more luxury properties in the market this year may contribute to these increasing values. On the other hand, the median sales price dropped by **2.5%** as of the current date, which shows that most sellers may have lowered the costs of their homes to attract potential buyers. Despite

these efforts, the number of sales performance in the Hamptons continues to fall, with the sales starting to plateau in 2015 before sinking by **10.9%** in the following year. As a result of lowered asking prices in addition to slower sales, the yearly total dollar volume has dropped by **8%**, a possible sign that the Hamptons market is slowly becoming more saturated across time.

Data Highlights

ALL HAMPTONS RESIDENTIAL

ALL HAMPTONS (2014 vs 2015)

8.3% ▲

Average Sales Price

7.2% ▲

Average Median Price

3.3% ▲

Sales Activity

ALL HAMPTONS (2015 vs 2016)

3.3% ▲

Average Sales Price

2.5% ▼

Average Median Price

10.9% ▼

Sales Activity

	2014	2015	% Change	2016	% Change
Average Sales Price	\$2,131,000	\$2,308,000	8.3%	\$2,384,000	3.3%
Median Sales Price	\$1,423,000	\$1,526,000	7.2%	\$1,488,000	-2.5%
Number of Sales	2247	2237	-0.4%	1993	-10.9%
Dollar Volume	\$4,788,357,000	\$5,162,996,000	7.8%	\$4,751,312,000	-8.0%

While this study is mostly based on reported closed public transfer, in some cases it references third party reports by various reliable sources. There may be possible errors and omissions.

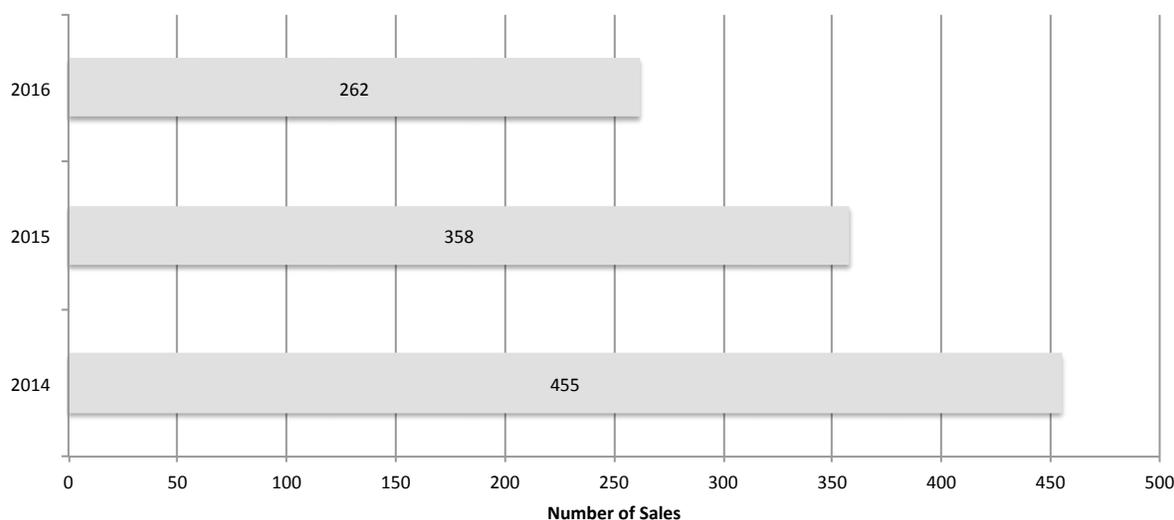
Data Highlights *con't...*



ALL HAMPTONS LAND

	2014	2015	% Change	2016	% Change
Number of Sales	455	358	-21.3%	262	-26.8
Dollar Volume	\$667,189,000	\$429,982,000	-35.6%	\$379,798,000	-11.7

Hamptons Land Sales, 2014-2016



ALL HAMPTONS (2014 vs 2015)

21.3%  **35.6%** 

Number of Sales Dollar Volume

ALL HAMPTONS (2015 vs 2016)

26.8%  **11.7%** 

Number of Sales Dollar Volume

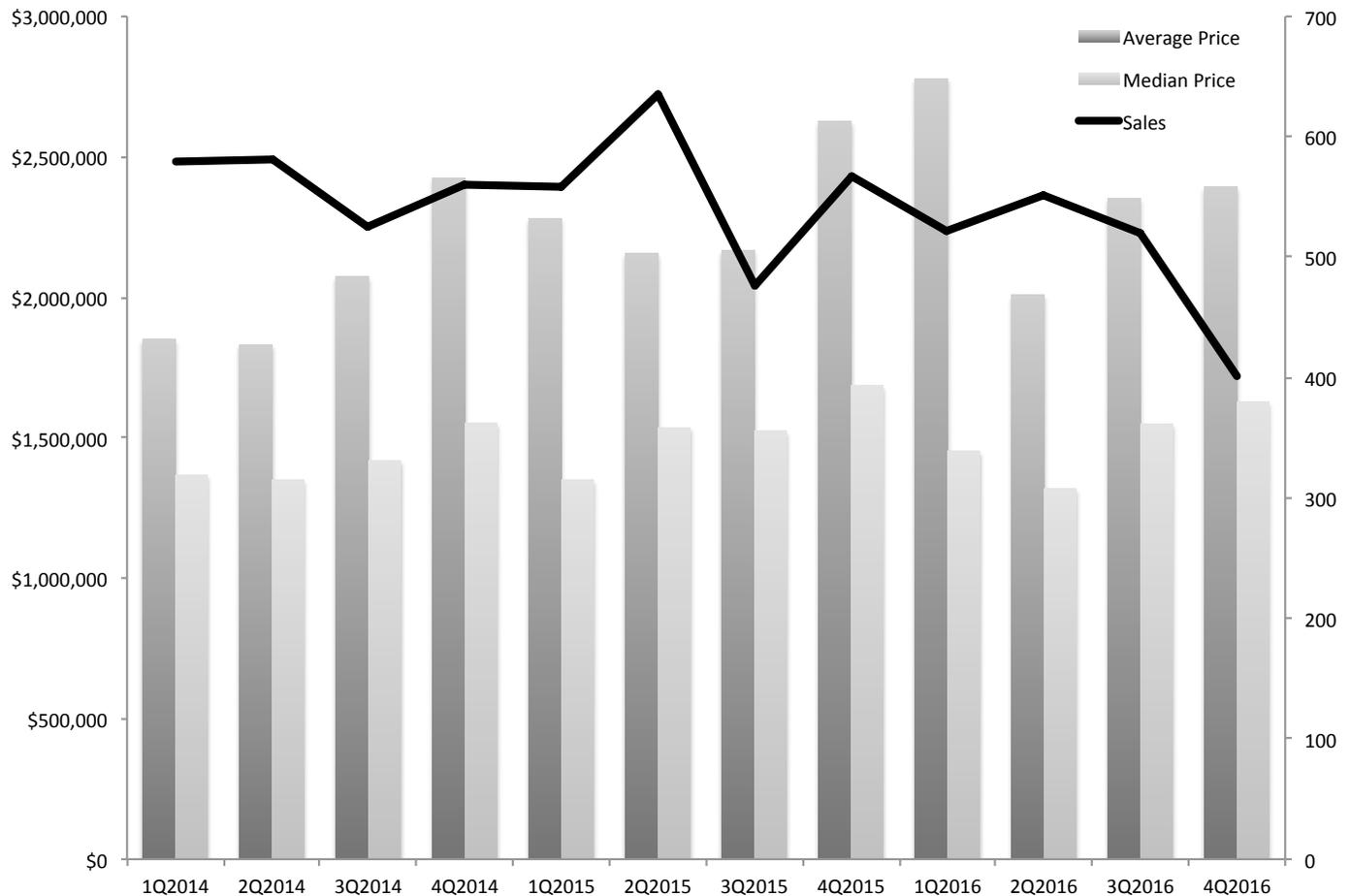
Despite bearish signs in the residential side of the Hamptons, it still continues to enjoy a relatively significant market demand—particularly from home owners seeking their ideal vacation homes. On the other hand, the demand for land properties seems to suffer an overall decline as the sales performance—and, as

a consequence, the yearly dollar volume—continues to sink. As of the end of 2016, the number of sales went down by nearly **27%** while the dollar volume decreased by nearly **12%**. Given the consistency of this trend, it is expected that market activity for land properties will continue to fall throughout 2017.

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Average Sales Price vs. Median Sales Price by Quarter, 2014-2016

RESIDENTIAL



The line graph above presents a comparison of the average and median sales prices across all quarters from 2014 to 2016. The trends show that Hamptons properties are usually more affordable in the early parts of the year. Starting the 3rd quarter—the months following summer—prices tend to pick up, and by the 4th quarter, sellers would raise their asking prices to their highest peaks as buyers continue to search for their summer homes. Across three years, there have been some notable exceptions.

In terms of the average sales price, the 1st Quarter of 2016 was when the cost was at its most expensive. This could be due to the higher amount of luxury properties

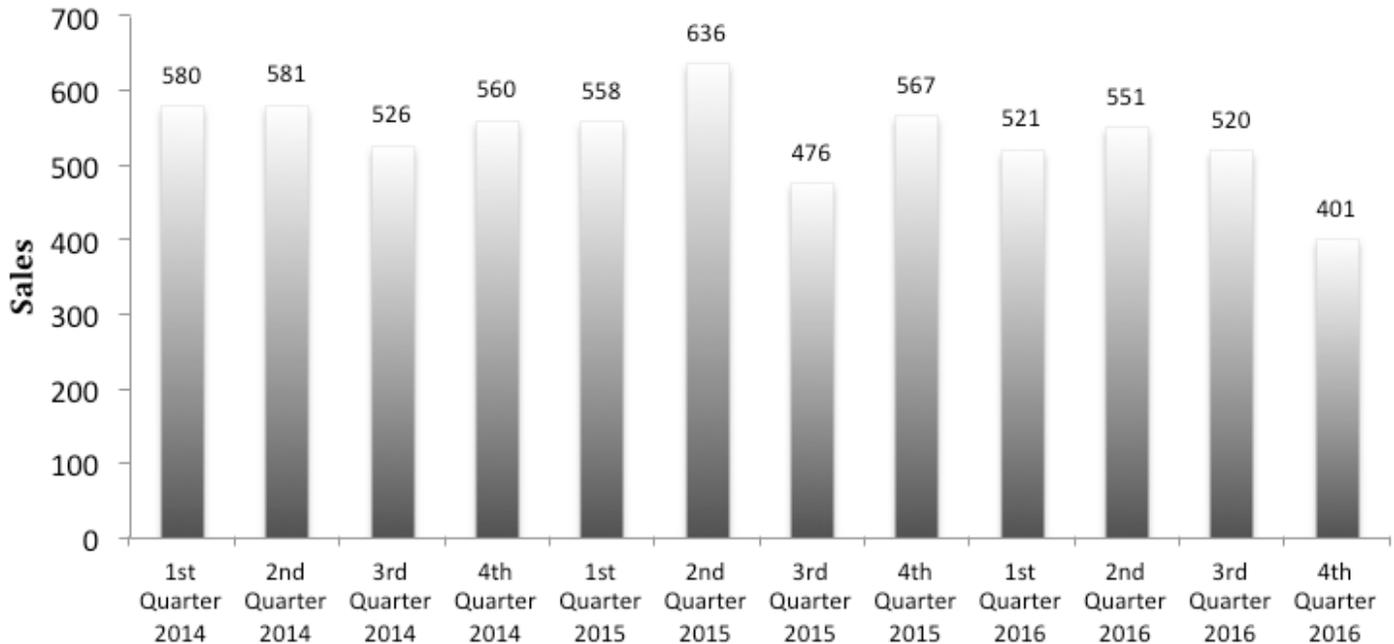
that were available in the market during that particular period—a result that carried over from the 4th quarter of the previous year.

Also, while median sales prices tend to follow the same trend, it is interesting to note that the 2nd quarter of 2015 received a significant mark up, given that prices usually tend to be lower during those months. Buyer demand may have contributed to this development, causing sellers to increase prices. As a result, this caused the 7.2% overall boost in the median sales price for that particular year which happened to lower by the end of 2016.

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Number of Sales by Quarter, 2014-2016

RESIDENTIAL



The above bar graph highlights the number of sales by quarter from 2014 to 2016 which also provides a correlation between prices and sales performance. Typically, more homes are sold in the first half of the year—the months when the prices are lower until sellers decide to increase the costs in response to buyer demand.

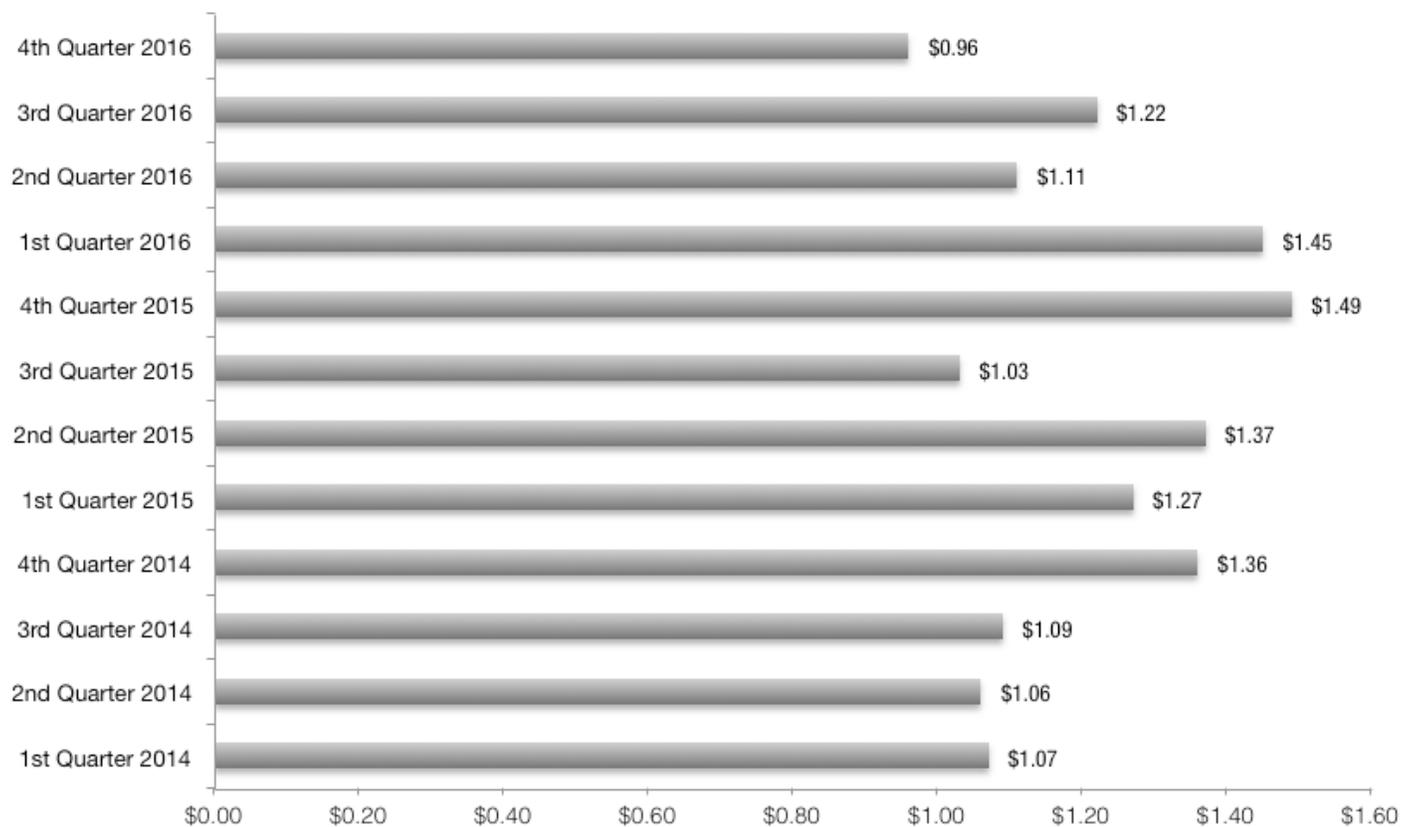
which carried over until the 2nd quarter of 2015 when the Hamptons market was at its most active. Sales were at its strongest, especially during a period when housing costs were more affordable. However, this started to plummet significantly in the following quarter, and sales have been fluctuating since then. Demand in the market may be on the decline, given the increasing costs of Hamptons properties over the years.

As a whole, 2014 enjoyed consistent sales performance

Quarter	Average Price	Median Price	Sales
1Q2014	\$1,852,000	\$1,366,000	580
2Q2014	\$1,831,000	\$1,352,000	581
3Q2014	\$2,073,000	\$1,419,000	526
4Q2014	\$2,424,000	\$1,552,000	560
1Q2015	\$2,280,000	\$1,352,000	558
2Q2015	\$2,156,000	\$1,537,000	636
3Q2015	\$2,167,000	\$1,525,000	476
4Q2015	\$2,628,000	\$1,687,000	567
1Q2016	\$2,779,000	\$1,452,000	521
2Q2016	\$2,009,000	\$1,321,000	551
3Q2016	\$2,351,000	\$1,551,000	520
4Q2016	\$2,394,000	\$1,628,000	401

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Total Dollar Volume by Quarter *RESIDENTIAL* 2014-2016



DOLLAR VOLUME (in billions)

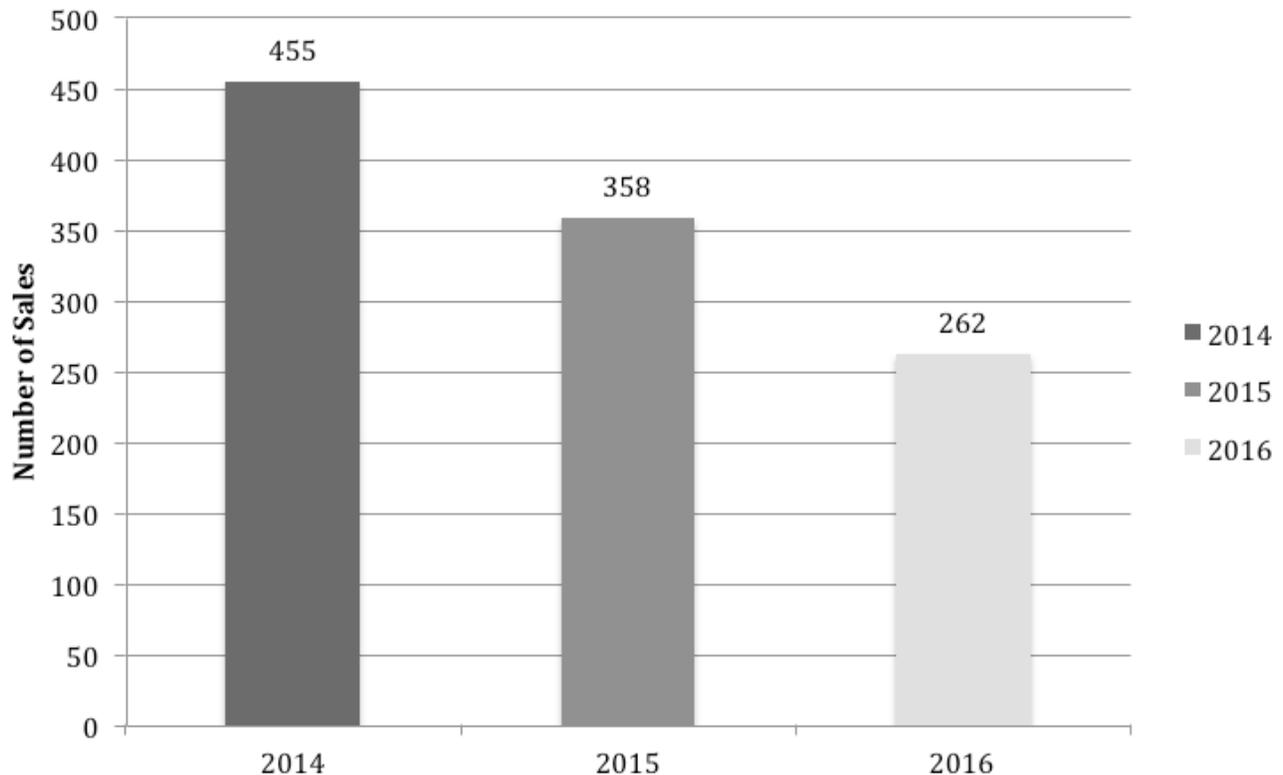
This visual presents the yearly dollar volume by quarter from 2014 to 2016 with the data showing trends that vary depending on different factors, such as price and the behavior of both sellers and consumers. Higher dollar volumes during cheaper months may attribute to a higher buyer demand and a boost in sales. On the other

hand, higher dollar volumes during more expensive months comes from the more expensive costs of homes as well as a number of sold luxury properties during that period. Lower dollar volumes, especially during the later half of a year, would be caused by a slower sales performance.

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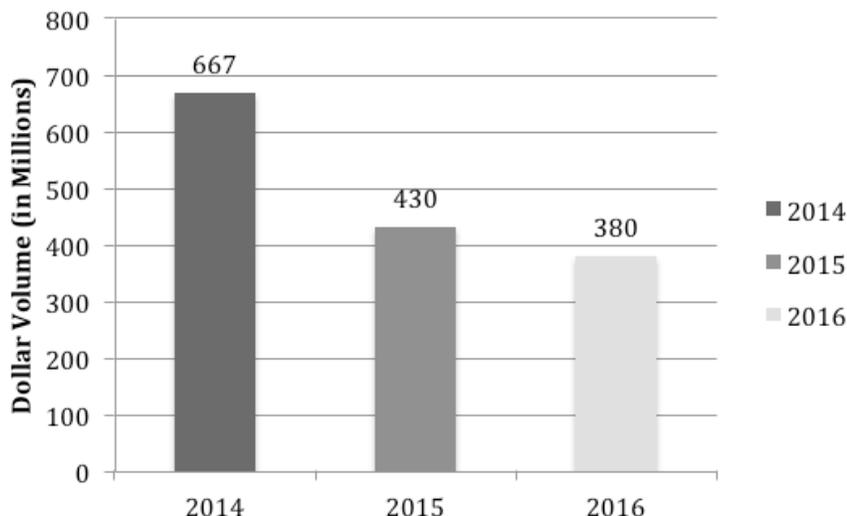
Hamptons Land Sales 2014-2016

Land sales in the Hamptons have also experienced drops across different key metrics. The number of land transactions continues to fall consistently in addition to the yearly dollar volume.



The bar graph above shows a consistent decline in sales for land properties in the Hamptons, from 2014 to 2016. This trend may imply that buyer demand shifts more towards pre-built residential units compared to land lots where homes may be constructed. Based on the data above, this is a trend that may continue throughout 2017.

Hamptons Land Dollar Volume 2014-2016



The visual on the left presents the yearly dollar volume for land properties from 2014 to 2016. Similarly with residential units, there appears to be a strong correlation between overall sales performance and the dollar volume of a given year. As a result of slowing demand for land, weaker sales numbers contributes to significant decreases in the dollar volume.

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East Quogue
WebID 695728



Hamptons **Residential Sales**



Hamptons Residential Sales



The tables below present the different towns and neighborhoods found in the Hamptons. Each table presents market data which highlights the average sales price, the median sales price and the number of sales transactions from 2014 to 2016. For comparison, the data also includes the average growth rate for 2015 and 2016.

AMAGANSETT

(2014 vs 2015)

12.39%
Number of Sales

13.07%
Dollar Volume

(2015 vs 2016)

32.3%
Number of Sales

21.4%
Dollar Volume

	2014	2015	YTD	2016	YTD
Average Sales Price	\$2,567,000	\$2,547,000	-0.78%	\$2,958,000	16.1%
Median Sales Price	\$2,128,000	\$2,058,000	-3.29%	\$1,807,000	-12.2%
Number of Sales	113	99	-12.39%	67	-32.3%
Dollar Volume	\$290,071,000	\$252,153,000	-13.07%	\$198,186,000	-21.4%

BRIDGEHAMPTON AND SAGAPONACK

(2014 vs 2015)

4.88%
Number of Sales

14.61%
Dollar Volume

(2015 vs 2016)

31.4%
Number of Sales

33.9%
Dollar Volume

	2014	2015	YTD	2016	YTD
Average Sales Price	\$4,128,000	\$4,511,000	9.28%	\$4,347,000	-3.6%
Median Sales Price	\$2,796,000	\$2,893,000	3.47%	\$2,622,000	-9.4%
Number of Sales	164	172	4.88%	118	-31.4%
Dollar Volume	\$676,992,000	\$775,892,000	14.61%	\$512,946,000	-33.9%

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Hamptons Residential Sales



The tables below present the different towns and neighborhoods found in the Hamptons. Each table presents market data which highlights the average sales price, the median sales price and the number of sales transactions from 2014 to 2016. For comparison, the data also includes the average growth rate for 2015 and 2016.

EAST HAMPTON (includes Waincott East Hampton Springs and Northwest)

(2014 vs 2015)

2.27▼
Number of Sales

5.69▲
Dollar Volume

(2015 vs 2016)

1.9▼
Number of Sales

2.5▼
Dollar Volume

	2014	2015	YTD	2016	YTD
Average Sales Price	\$1,228,000	\$1,328,000	8.14%	\$1,319,000	-0.7%
Median Sales Price	\$1,032,000	\$885,000	-14.24%	\$861,000	-2.7%
Number of Sales	441	431	-2.27%	423	-1.9%
Dollar Volume	\$541,548,000	\$572,368,000	5.69%	\$557,937,000	-2.5%

EAST HAMPTON VILLAGE

(2014 vs 2015)

6.67▼
Number of Sales

38.60▲
Dollar Volume

(2015 vs 2016)

22.9▼
Number of Sales

21.4▼
Dollar Volume

	2014	2015	YTD	2016	YTD
Average Sales Price	\$4,146,000	\$6,157,000	48.50%	\$6,277,000	1.9%
Median Sales Price	\$2,800,000	\$3,893,000	39.04%	\$3,147,000	-19.2%
Number of Sales	75	70	-6.67%	54	-22.9%
Dollar Volume	\$310,950,000	\$430,990,000	38.60%	\$338,958,000	-21.4%

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Hamptons Residential Sales



The tables below present the different towns and neighborhoods found in the Hamptons. Each table presents market data which highlights the average sales price, the median sales price and the number of sales transactions from 2014 to 2016. For comparison, the data also includes the average growth rate for 2015 and 2016.

HAMPTON BAYS

(2014 vs 2015)

9.90%
Number of Sales

1.31%
Dollar Volume

(2015 vs 2016)

22.5%
Number of Sales

17.6%
Dollar Volume

	2014	2015	YTD	2016	YTD
Average Sales Price	\$482,000	\$542,000	12.45%	\$520,000	-4.1%
Median Sales Price	\$405,000	\$418,000	3.21%	\$430,000	2.9%
Number of Sales	202	182	-9.90%	223	22.5%
Dollar Volume	\$97,364,000	\$98,644,000	1.31%	\$115,960,000	17.6%

MONTAUK

(2014 vs 2015)

9.68%
Number of Sales

6.15%
Dollar Volume

(2015 vs 2016)

10.7%
Number of Sales

7.7%
Dollar Volume

	2014	2015	YTD	2016	YTD
Average Sales Price	\$1,383,000	\$1,437,000	3.90%	\$1,485,000	3.3%
Median Sales Price	\$990,000	\$983,000	-0.71%	\$1,058,000	7.6%
Number of Sales	124	112	-9.68%	100	-10.7%
Dollar Volume	\$171,492,000	\$160,944,000	-6.15%	\$148,500,000	-7.7%

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Hamptons Residential Sales



The tables below present the different towns and neighborhoods found in the Hamptons. Each table presents market data which highlights the average sales price, the median sales price and the number of sales transactions from 2014 to 2016. For comparison, the data also includes the average growth rate for 2015 and 2016.

SAG HARBOR (includes North Haven and Noyac)

(2014 vs 2015)

7.41  %
Number of Sales

8.11  %
Dollar Volume

(2015 vs 2016)

6.9  %
Number of Sales

3.2  %
Dollar Volume

	2014	2015	YTD	2016	YTD
Average Sales Price	\$1,364,000	\$1,167,000	-14.44%	\$1,294,000	10.9%
Median Sales Price	\$845,000	\$918,000	8.64%	\$950,000	3.5%
Number of Sales	108	116	7.41%	108	-6.9%
Dollar Volume	\$147,312,000	\$135,372,000	-8.11%	\$139,752,000	3.2%

SAG HARBOR VILLAGE

(2014 vs 2015)

41.57  %
Number of Sales

66.15  %
Dollar Volume

(2015 vs 2016)

6.3  %
Number of Sales

11.6  %
Dollar Volume

	2014	2015	YTD	2016	YTD
Average Sales Price	\$1,705,000	\$2,001,000	17.36%	\$1,888,000	-5.6%
Median Sales Price	\$1,225,000	\$1,355,000	10.61%	\$1,381,000	1.9%
Number of Sales	89	126	41.57%	118	-6.3%
Dollar Volume	\$151,745,000	\$252,126,000	66.15%	\$222,784,000	-11.6%

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Hamptons Residential Sales



The tables below present the different towns and neighborhoods found in the Hamptons. Each table presents market data which highlights the average sales price, the median sales price and the number of sales transactions from 2014 to 2016. For comparison, the data also includes the average growth rate for 2015 and 2016.

SHELTER ISLAND

(2014 vs 2015)

2.27% 

Number of Sales

5.69% 

Dollar Volume

(2015 vs 2016)

1.9% 

Number of Sales

2.5% 

Dollar Volume

	2014	2015	YTD	2016	YTD
Average Sales Price	\$1,664,000	\$1,085,000	-34.80%	\$1,376,000	26.8%
Median Sales Price	\$859,000	\$825,000	--3.96%	\$1,035,000	25.5%
Number of Sales	74	67	-9.46%	80	19.4%
Dollar Volume	\$123,136,000	\$72,695,000	-40.96%	\$110,080,000	51.4%

SOUTHAMPTON (includes Shinnecock Hills, North Sea)

(2014 vs 2015)

10.81% 

Number of Sales

14.70% 

Dollar Volume

(2015 vs 2016)

17.9% 

Number of Sales

4.8% 

Dollar Volume

	2014	2015	YTD	2016	YTD
Average Sales Price	\$1,254,000	\$1,298,000	3.51%	\$1,505,000	15.9%
Median Sales Price	\$846,000	\$824,000	-2.60%	\$918,000	11.4%
Number of Sales	222	246	10.81%	202	-17.9%
Dollar Volume	\$278,388,000	\$319,308,000	14.70%	\$304,010,000	-4.8%

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Hamptons Residential Sales



The tables below present the different towns and neighborhoods found in the Hamptons. Each table presents market data which highlights the average sales price, the median sales price and the number of sales transactions from 2014 to 2016. For comparison, the data also includes the average growth rate for 2015 and 2016.

SOUTHAMPTON VILLAGE

(2014 vs 2015)

15.24%
Number of Sales

5.30%
Dollar Volume

(2015 vs 2016)

33.1%
Number of Sales

26.9%
Dollar Volume

	2014	2015	YTD	2016	YTD
Average Sales Price	\$3,449,000	\$4,285,000	24.24%	\$4,683,000	9.3%
Median Sales Price	\$2,125,000	\$2,137,000	0.56%	\$2,446,000	14.5%
Number of Sales	164	139	-15.24%	93	-33.1%
Dollar Volume	\$565,636,000	\$595,615,000	5.30%	\$435,519,000	-26.9%

WATER MILL

(2014 vs 2015)

7.69%
Number of Sales

13.33%
Dollar Volume

(2015 vs 2016)

26.8%
Number of Sales

20.0%
Dollar Volume

	2014	2015	YTD	2016	YTD
Average Sales Price	\$3,439,000	\$3,619,000	5.23%	\$3,956,000	9.3%
Median Sales Price	\$2,459,000	\$2,635,000	7.16%	\$2,807,000	6.5%
Number of Sales	104	112	7.69%	82	-26.8%
Dollar Volume	\$357,656,000	\$405,328,000	13.33%	\$324,392,000	-20.0%

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Hamptons Residential Sales



The tables below present the different towns and neighborhoods found in the Hamptons. Each table presents market data which highlights the average sales price, the median sales price and the number of sales transactions from 2014 to 2016. For comparison, the data also includes the average growth rate for 2015 and 2016.

WESTHAMPTON (Includes Remsenburg, Quogue, Quogue, East Quogue)

(2014 vs 2015)

19.93% ▼
Number of Sales

8.71% ▼
Dollar Volume

(2015 vs 2016)

0.9% ▲
Number of Sales

10.6% ▼
Dollar Volume

	2014	2015	YTD	2016	YTD
Average Sales Price	\$935,000	\$1,066,000	14.01%	\$945,000	-11.4%
Median Sales Price	\$773,000	\$868,000	12.29%	\$789,000	-9.1%
Number of Sales	286	229	-19.93%	231	0.9%
Dollar Volume	\$267,410,000	\$244,114,000	-8.71%	\$218,295,000	-10.6%

WESTHAMPTON BEACH

(2014 vs 2015)

67.90% ▲
Number of Sales

139.91% ▲
Dollar Volume

(2015 vs 2016)

30.9% ▼
Number of Sales

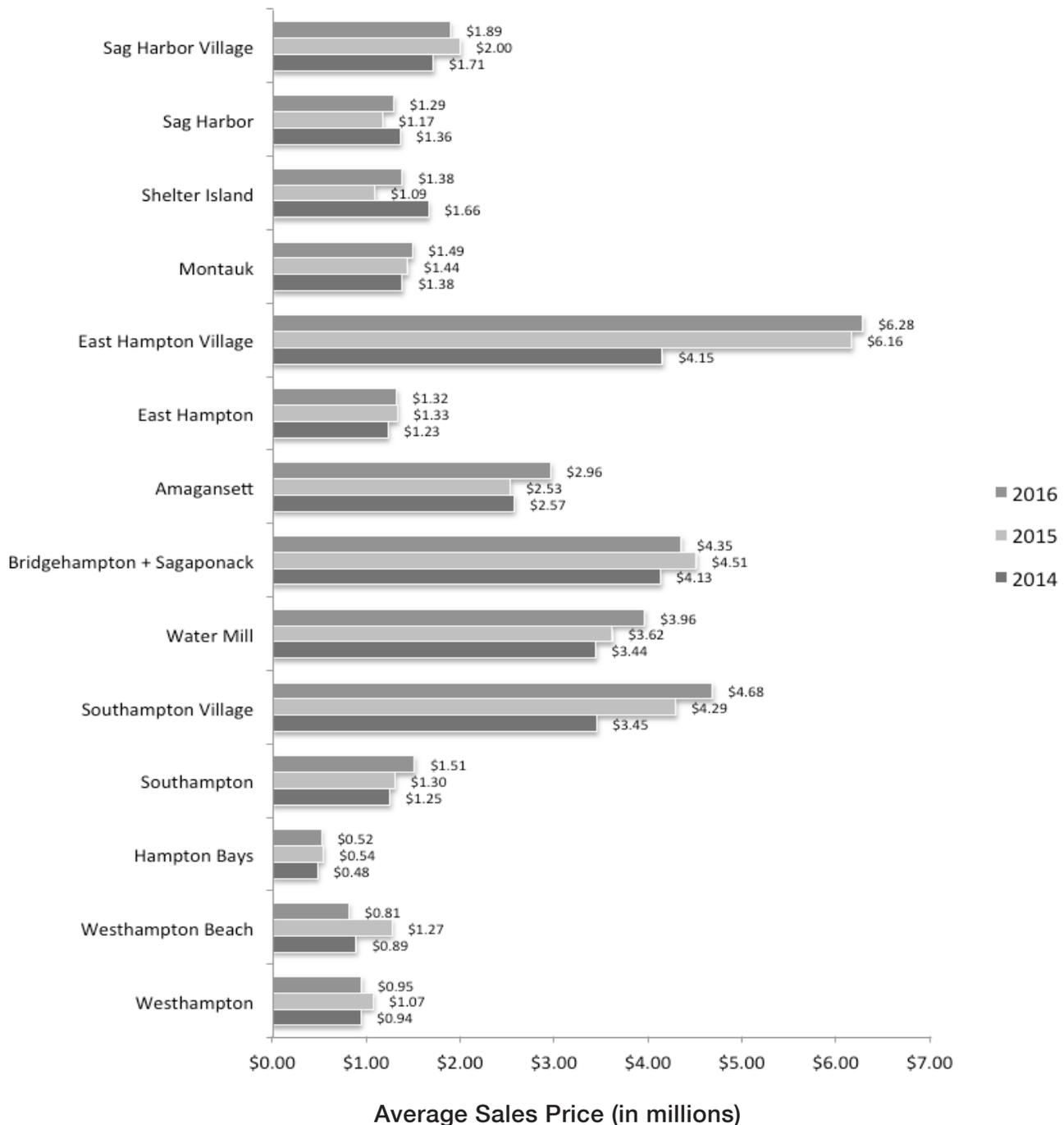
55.7% ▼
Dollar Volume

	2014	2015	YTD	2016	YTD
Average Sales Price	\$886,000	\$1,266,000	42.89%	\$812,000	-35.9%
Median Sales Price	\$629,000	\$661,000	5.09%	\$578,000	-12.6%
Number of Sales	81	136	67.90%	94	-30.9%
Dollar Volume	\$71,766,000	\$172,176,000	139.91%	\$76,328,000	-55.7%

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Average Sales Price by Hamlets 2014-2016

To visualize the previous data tables, the following charts show the yearly comparisons of the across the different hamlets in the Hamptons.



Based on the data table above, the most expensive properties, on average, would be found in East Hampton Village with its properties estimating to around \$6,000,000 in recent years. This is followed by homes located in Southampton Village, Bridgehampton & Sagaponack and Water Mill. On the other

hand, buyers would be able to find more affordable houses in places like Hampton Bays, Westhampton and Westhampton Beach where market offerings would be around \$1,000,000 or less.

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Sagaponack
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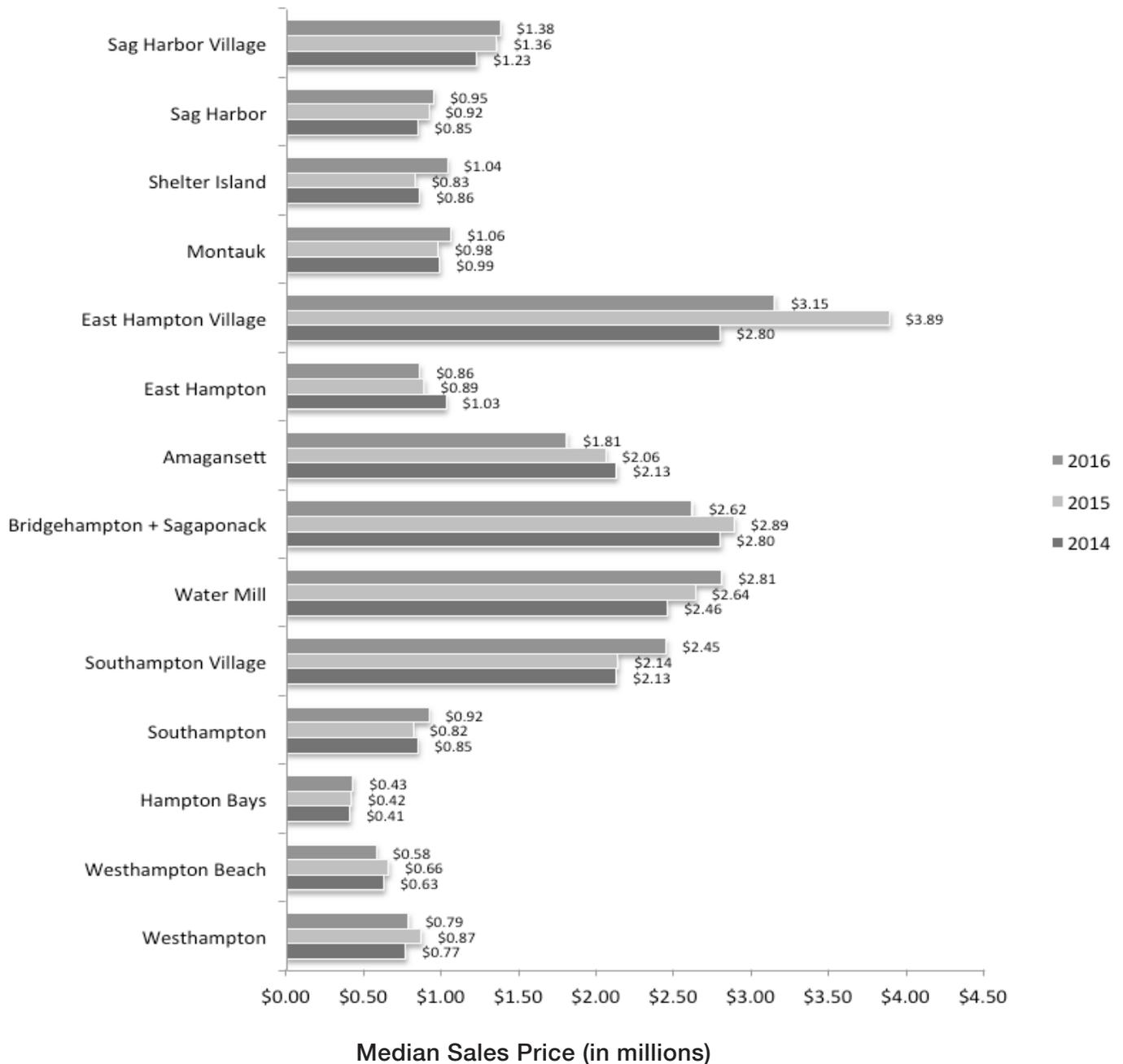


Amagansett
WebID 639979



Median Sales Price by Hamlets 2014-2016

To visualize the previous data tables, the following charts show the yearly comparisons of the across the different hamlets in the Hamptons.



Data trends for median prices reflects average prices of different hamlets across the Hamptons. East Hampton Village remains the most expensive in terms of median prices. It is interesting to note that while the average price of properties in Southampton Village is higher compared to Water Mill, the opposite occurs when looking at the median sales price. This can be attributed to the fact that Southampton Village consists of a large volume of premium offerings and some smaller homes. Water Mill, while it has its share of luxury properties, contains an inventory of smaller homes that are

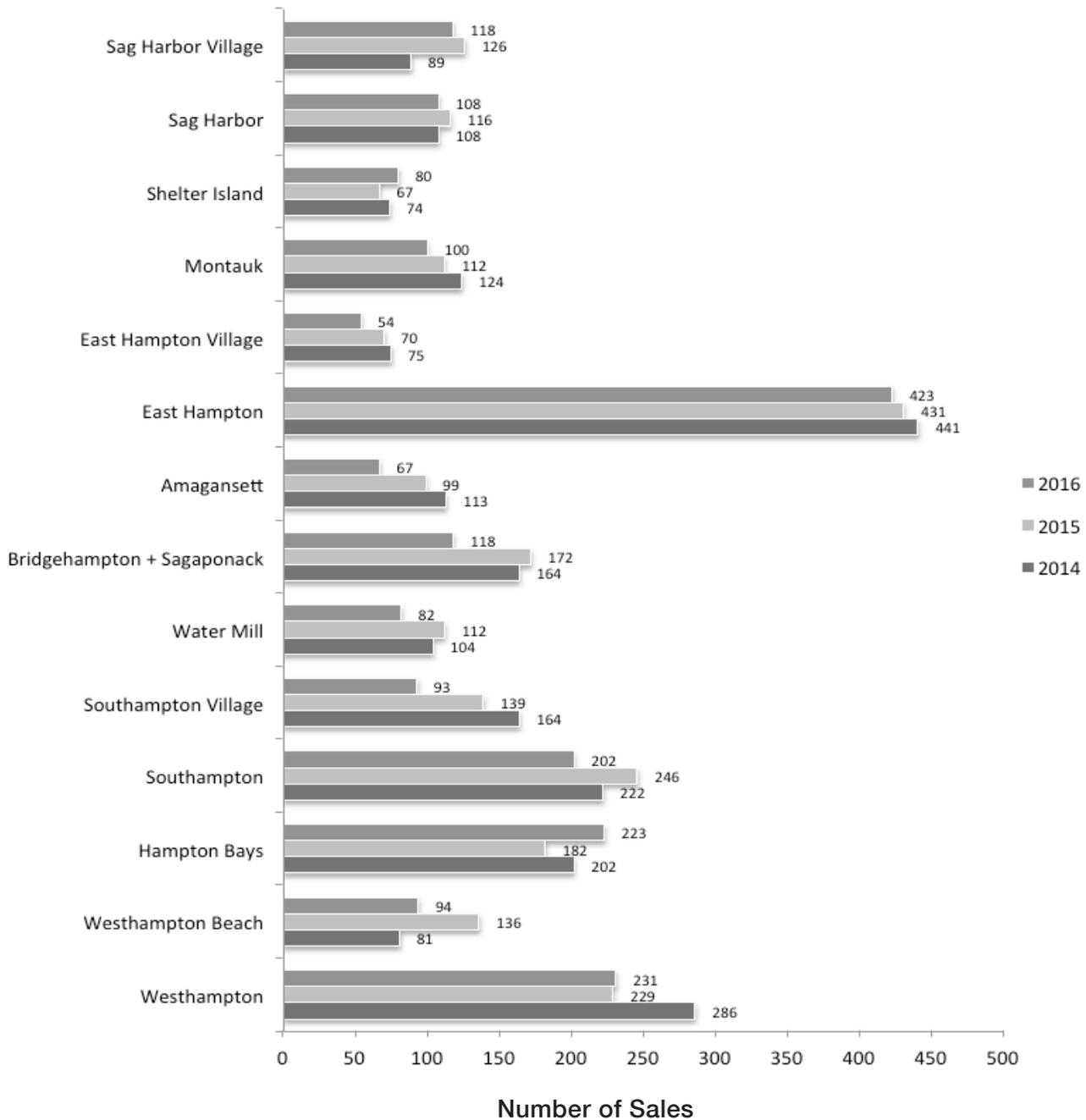
generally more expensive than those found in Southampton Village.

Hampton Bays, Westhampton and Westhampton Beach continue to be the most affordable out of all the hamlets. Similar to Southampton Village and Water Mill, Westhampton and Westhampton Beach differ in terms of average price and median price with Westhampton surpassing Westhampton Beach in terms of median price while the latter contains homes with a more expensive average sales price.

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Number of Sales by Hamlets 2014-2016

To visualize the previous data tables, the following charts show the yearly comparisons of the across the different hamlets in the Hamptons.



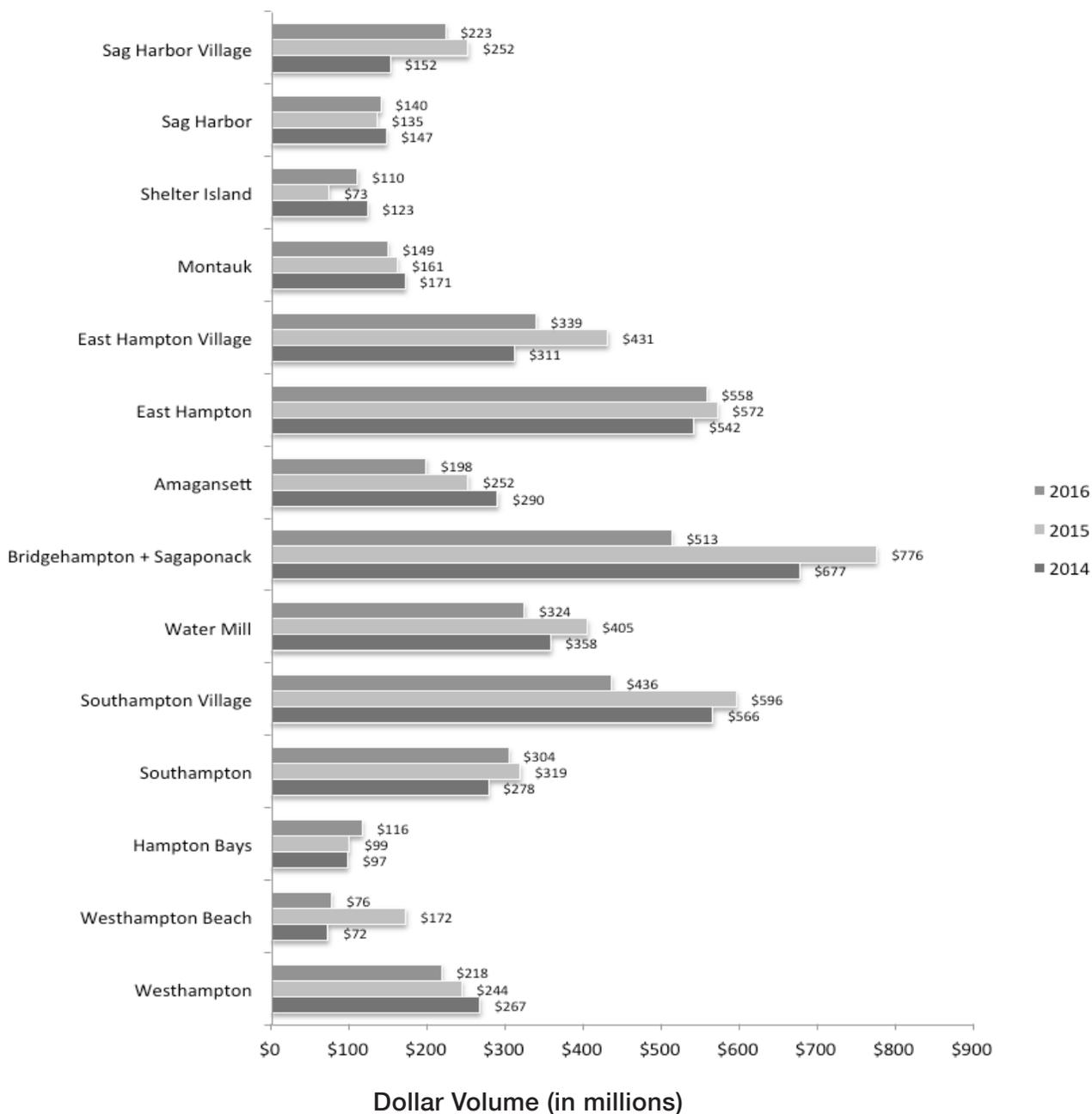
As overall consumer demand in the Hamptons continues to decline, it is necessary for sellers to take note of where buyers would most likely purchase homes. Although the most premium offerings are located in the Hamptons Village, the data shows that people are more likely to buy homes in the nearby East Hampton. Sales in this particular hamlet seems to be gradually declining over the past three years, however, this is where market performance continues to be its strongest.

Other prime choices for people interested in Hamptons properties would be in Southampton, Hampton Bays, Westhampton and Westhampton Beach. A closer look over the past three years, however, shows that the most affordable hamlet, Hampton Bays, enjoys the highest number of sales transactions, followed by Shelter Island.

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Dollar Volume by Hamlets 2014-2016

To visualize the previous data tables, the following charts show the yearly comparisons of the across the different hamlets in the Hamptons.



Although buyers prefer the more affordable offerings in the Hamptons, as seen in the number of sales, the total dollar volume continues to be high for hamlets that may not have strong sales but offer properties with expensive price tags. As of the 2016, East Hampton Village gained the highest dollar volume from total sales, surpassing Bridgehampton & Sagaponack which

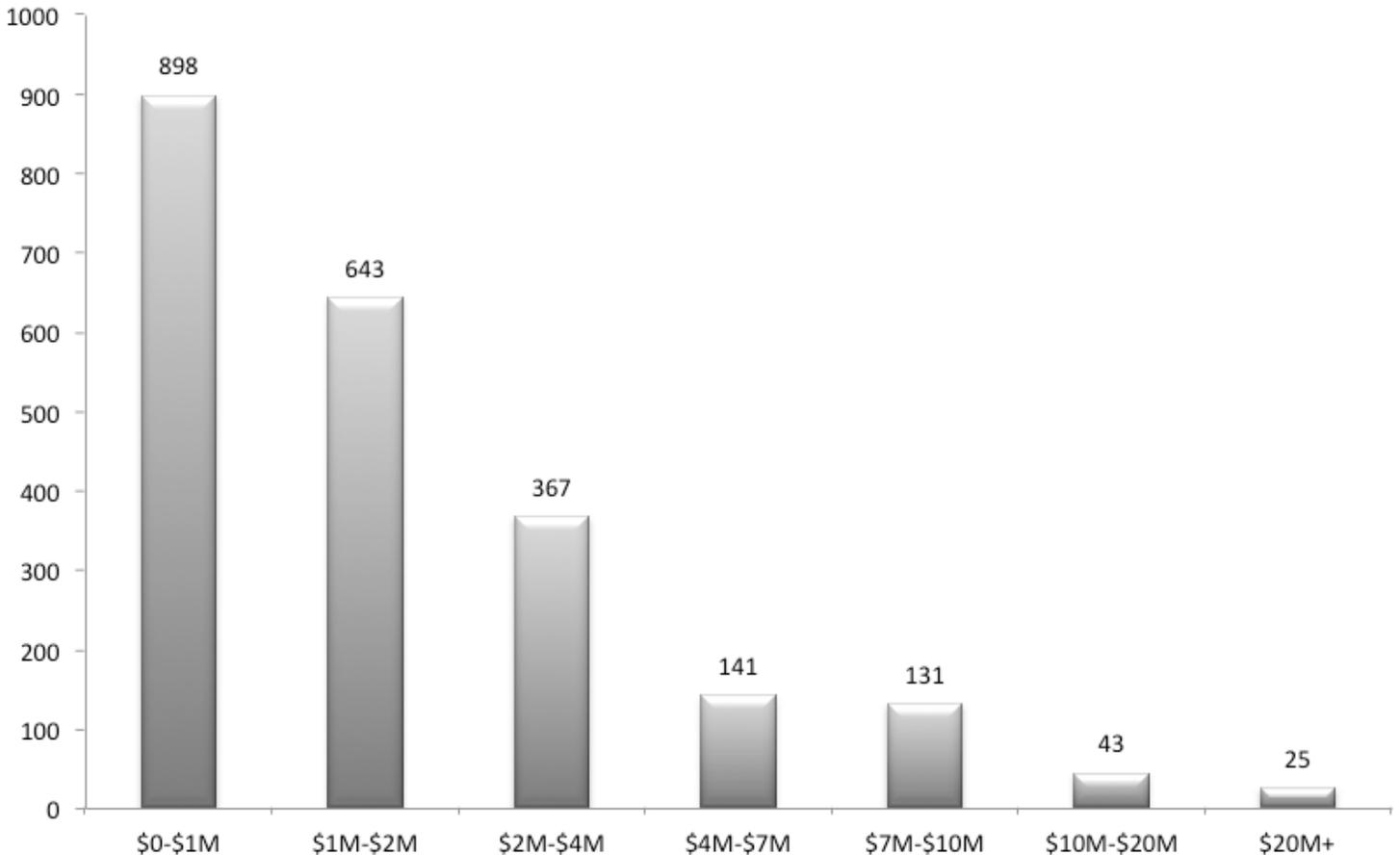
had the highest dollar volume on record in 2015 before its sales fell. Dollar volume growth in East Hampton Village remains consistent while both Bridgehampton & Sagaponack and Southampton Village—the second and third largest hamlets in terms of dollar volume—are in the process of recovering from this year's slump in their dollar volumes.

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Number of Sales, Categorized by Price

The visualized data below presents the number of yearly sales across the Hamptons, according to sales price range.

Sales by Price Range 2014



Out of a total of 2050 transactions in 2014, the largest share of sales are for homes sold below \$2,000,000. A total of 1541 homes—nearly 69% of home sales—fall in this range which may be the ideal cost of Hampton properties for potential buyers. The number of sold homes declines

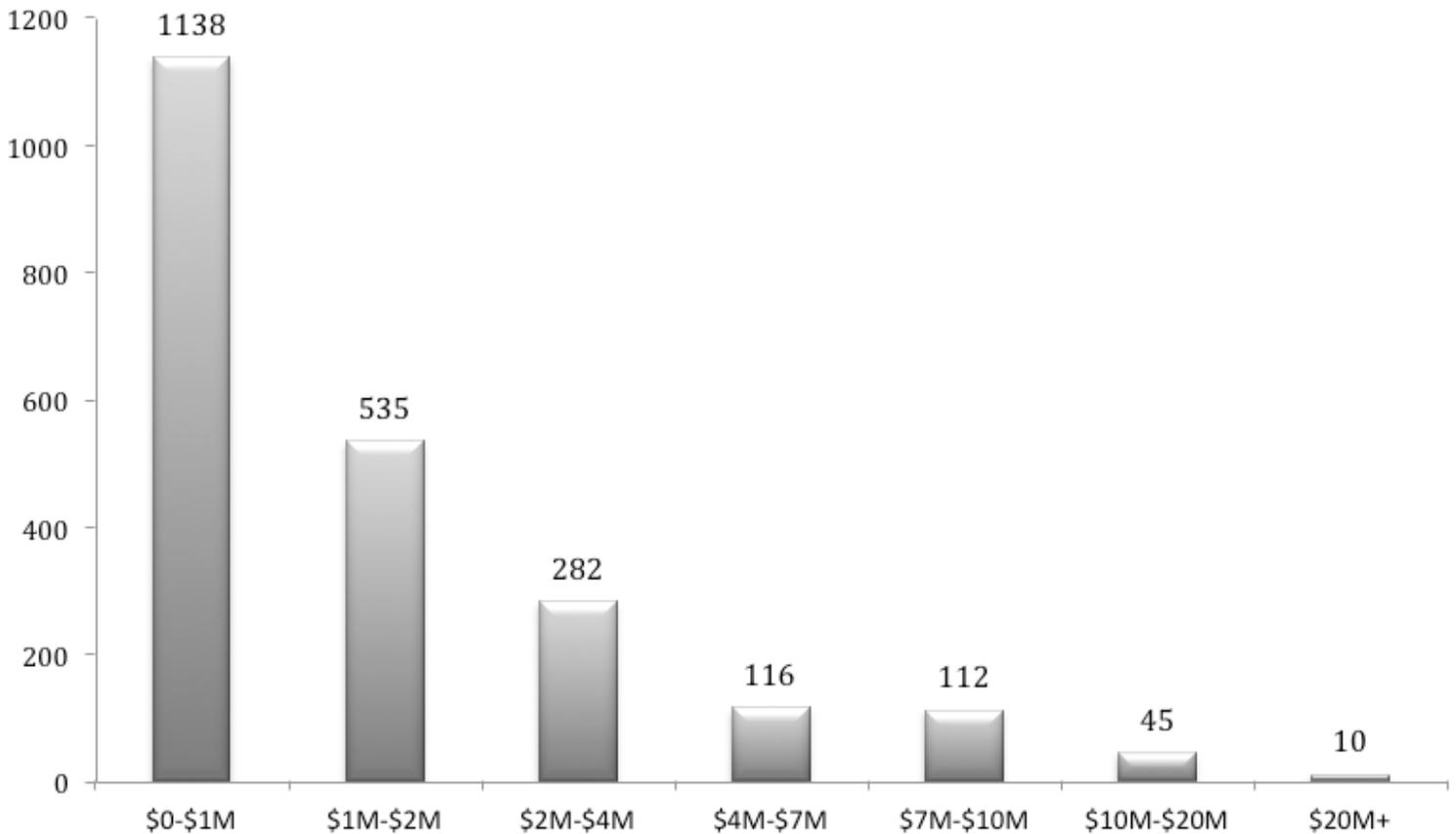
past this price range, although properties pegged from \$2,000,000 to \$10,000,000—usually premium offerings—enjoys around 28% of 2014's total sales.

While this study is mostly based on reported closed public transfer, in some cases it references third party reports by various reliable sources. There may be possible errors and omissions.

Number of Sales, Categorized by Price

The visualized data below presents the number of yearly sales across the Hamptons, according to sales price range.

Sales by Price Range 2015



Similar to 2014, the highest volume of sales in 2015 would be for properties below \$2,000,000. For this year, buyer preferences made a major shift towards more affordable homes with 74% of total sales finalized below \$2,000,000. Out of that percentage, more than two-thirds of sales were

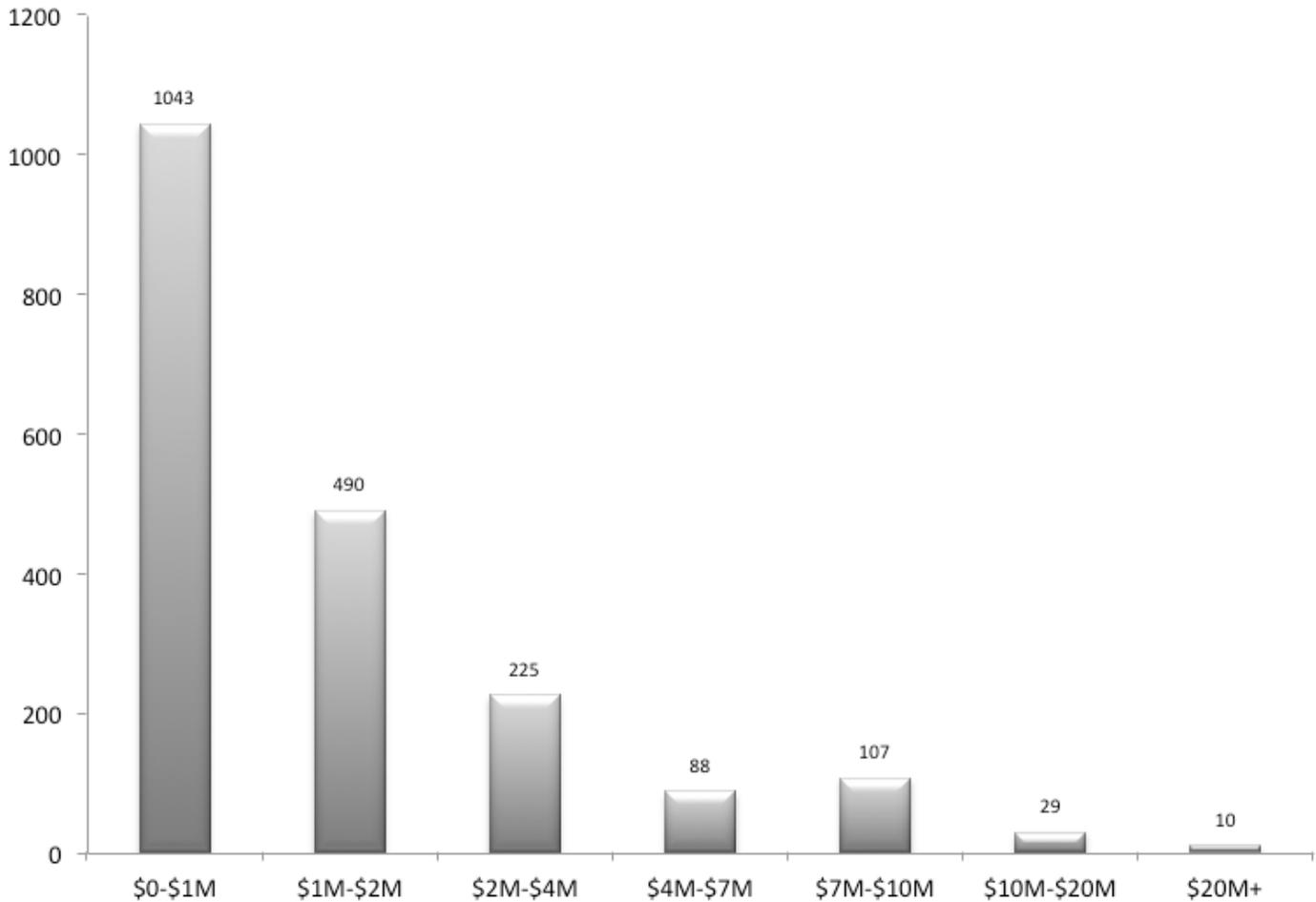
finalized at \$1,000,000 or below. Due to a higher preference in more affordable houses, sales for luxury properties slowed down—making up 23% of total sales volume for this year.

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Number of Sales, Categorized by Price

The visualized data below presents the number of yearly sales across the Hamptons, according to sales price range.

Sales by Price Range 2016



2016 ends with a trend reflecting previous years. Buyers continue to search for more affordable houses, and homes priced below \$2,000,000 continue to be a popular option. For this year, homes below 2,000,000 make up 77% of the total sales—a further boost compared to 2015. Once again, more than two-thirds of homes under this price range are worth \$1,000,000 and below.

21% of the total sales volume represent properties tagged from \$2,000,000 to \$10,000,000. It is interesting to note that while previous years would show a decline in sales numbers as the price range increases, there seems to be a small rise in sales numbers for houses worth \$7,000,000 to \$10,000,000. This could be related to some demand for expensive housing among individuals, although it is unclear if 2017 will see a similar trend, considering overall sales decline in the Hamptons market.

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Shelter Island
WebID 683275



Hamptons Land Sales

Hamptons Land Sales 2014-2016

The table below presents a breakdown of total sales numbers by hamlet from 2014 to 2016 in terms of land. Differences in sales percentages are also included for a yearly comparison.



Hamlet	2014 Sales	2015 Sales	% Difference Sales	2016 Sales	% Difference Sales
Westhampton (Remseberg, Quiogue, Quogue, East Quogue)	36	41	14%	43	5%
Westhampton Beach	3	8	167%	8	0%
Hampton Bays	17	20	18%	27	35%
Southampton (North Sea, Shinnecock Hills)	67	58	-13%	23	-60%
Southampton Village	25	8	-68%	7	-13%
Water Mill	41	17	-59%	18	6%
Bridgehampton and Sagaponack	34	26	-24%	15	-42%
Amagansett	30	18	-40%	14	-22%
East Hampton (Wainscott, Easthampton Northwest)	105	101	-4%	46	-54%
East Hampton Village	11	9	-18%	6	-33%
Montauk	40	16	-60%	20	25%
Shelter Island	25	16	-36%	19	19%
Sag Harbor	16	11	-31%	11	0%
Sag Harbor Village	5	9	80%	5	-44%
Total	455	358	-21%	262	-27%

In total, the number of sales across hamlets continues to decrease, dropping by 21% in 2015 to 27% in 2016. East Hampton, while it obtains the most land sales, suffered the largest blow in 2016 with a 54% drop in sales. Southampton also experienced sinking sales in the span of 3 years, ending with a 60% decrease.

Similar to sales trends for residential units, buyers are shifting towards purchasing land in places that are more affordable to them. In terms of sales numbers, Westhampton appears to be the most popular option for purchasing land, followed by Hampton Bays. Montauk and Shelter Island has also seen stronger sales, following their decline in 2015.

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Hamptons Land Sales 2014-2016



The chart below presents a breakdown of total dollar volume by hamlet from 2014 to 2016 in terms of land. Yearly differences are also included for comparison.

Hamlet	2014 Dollar Volume	2015 Dollar Volume	% Difference	2016 Dollar Volume	% Difference
Westhampton (Remseberg, Quogue, Quogue, East Quogue)	\$23,340,000	\$24,954,000	7%	\$38,451,000	54%
Westhampton Beach	\$764,000	\$4,893,000	540%	\$7,779,000	59%
Hampton Bays	\$9,366,000	\$7,680,000	-18%	\$6,365,000	-17%
Southampton (North Sea, Shinnecock Hills)	\$62,762,000	\$62,983,000	0%	\$53,615,000	-15%
Southampton Village	\$123,384,000	\$14,811,000	-88%	\$34,108,000	130%
Water Mill	\$64,444,000	\$29,107,000	-55%	\$53,604,000	84%
Bridgehampton + Sagaponack	\$116,690,000	\$92,650,000	-21%	\$34,478,000	-63%
Amagansett	\$50,970,000	\$25,178,000	-51%	\$19,878,000	-21%
East Hampton (Wainscott, Easthampton Northwest)	\$59,505,000	\$51,967,000	-13%	\$29,571,000	-43%
East Hampton Village	\$97,809,000	\$63,061,000	-36%	\$56,302,000	-11%
Montauk	\$23,883,000	\$24,349,000	2%	\$18,376,000	-25%
Shelter Island	\$16,572,000	\$6,919,000	-58%	\$10,347,000	50%
Sag Harbor	\$12,346,000	\$13,378,000	8%	\$12,069,000	-10%
Sag Harbor Village	\$5,354,000	\$8,052,000	50%	\$4,855,000	-40%
Total	\$667,189,000	\$429,982,000	-36%	\$379,798,000	-12%

Similar to the yearly sales numbers, the total dollar volume continues to lower, from a 36% drop in 2015 to a further 12% drop in 2016.

As of 2016, East Hampton Village, Southampton and Water Mill produce the largest sales volume, although their numbers have been facing decline

over the past three years as buyers shift towards more affordable land options. For example, both Westhampton and Westhampton Beach—which has been seeing increased land sales—enjoys a higher sales volume from buyers willing to purchase land in those areas.

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Future Outlook



Overall activity in the Hamptons is slowing down, thus the challenge for sellers is to bring back a strong demand for housing in this area of the East End. With falling sales numbers, median prices will continue to meet adjustments in order to appeal to buyer affordability. Sellers will also most likely cater to current buyer preferences such as offering properties from fast-selling hamlets like

Hampton Bays and Westhampton. This, however, will lead to a further decline in sales activity for land properties which will continue to shrink over time. Ultimately, performance for 2017 onwards will project similar trends, unless demand increases along with consumer spending power.

Methodology

The data presented has been gathered from Realtor.com, the Long Island Real Estate Report, public records and current listings available in the MLS.

All material presented herein is intended for information purposes only and has been compiled from sources deemed reliable. Though information is believed to be correct, it is presented subject to errors, omissions, changes or withdrawal without notice.



Water Mill
WebID 37702



East Hampton
WebID 526060



Water Mill
WebID 497329



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NEW YORK NY
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