

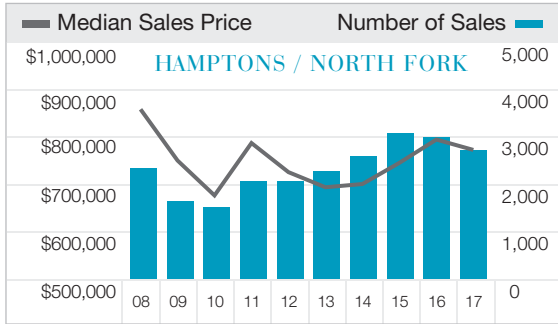
ELLIMAN REPORT

2008-2017

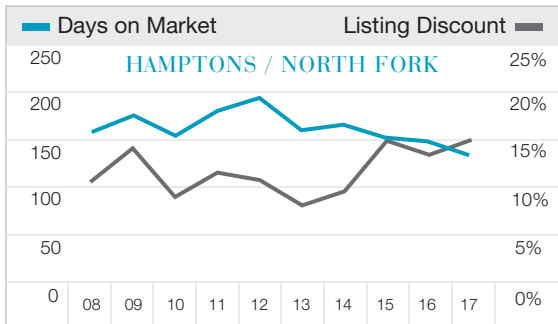
HAMPTONS & NORTH FORK

Decade Survey of Residential Sales

[The Hamptons and the North Fork reported separately]

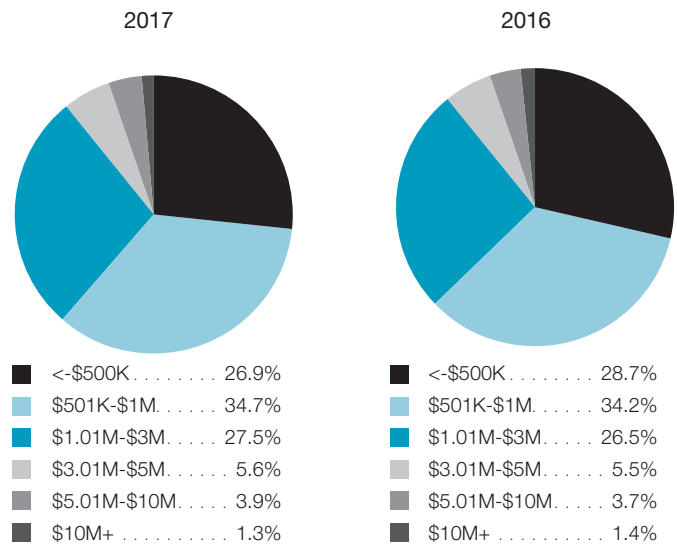


Hamptons/North Fork Market Matrix	2017	% Chg (YR)	2016	% Chg (10-YR)	2008
Average Sales Price	\$1,557,603	5.1%	\$1,482,272	4.9%	\$1,485,069
Median Sales Price	\$830,000	7.4%	\$772,730	9.9%	\$755,000
Number of Sales	2,907	6.3%	2,736	74.2%	1,669
Days on Market (From Original List Date)	135	-10.0%	150	-15.6%	160
Listing Discount (From Original List Price)	15.3%		13.7%		19.9%
Listing Inventory	1,101	-33.4%	1,654	-47.0%	2,079
Absorption Rate (mos)	4.5	-38.4%	7.3	-70.0%	15.0



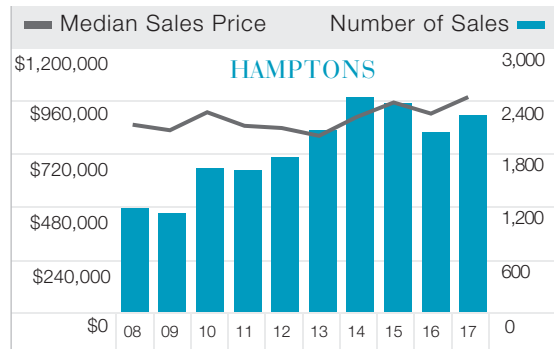
Quintiles (Median Sales Price By NOS)	2017	% Chg (YR)	2016	% Chg (10-YR)	2008
5/5	\$3,250,600	3.0%	\$3,155,000	13.9%	\$2,855,000
4/5	\$1,365,000	7.3%	\$1,272,500	11.4%	\$1,225,000
3/5	\$830,000	7.4%	\$772,790	9.9%	\$755,000
2/5	\$570,000	9.6%	\$520,000	9.6%	\$520,000
1/5	\$350,000	7.7%	\$325,000	-0.8%	\$352,900

	Average Sales Price	Median Sales Price	Number of Sales
2008	\$1,494,472	\$750,000	1,659
2009	\$1,287,525	\$675,000	1,531
2010	\$1,450,017	\$787,500	2,075
2011	\$1,399,582	\$725,000	2,077
2012	\$1,510,557	\$692,500	2,293
2013	\$1,329,375	\$699,500	2,610
2014	\$1,516,102	\$745,000	3,098
2015	\$1,634,125	\$795,000	3,015
2016	\$1,482,272	\$772,730	2,736
2017	\$1,557,603	\$830,000	2,907



The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.

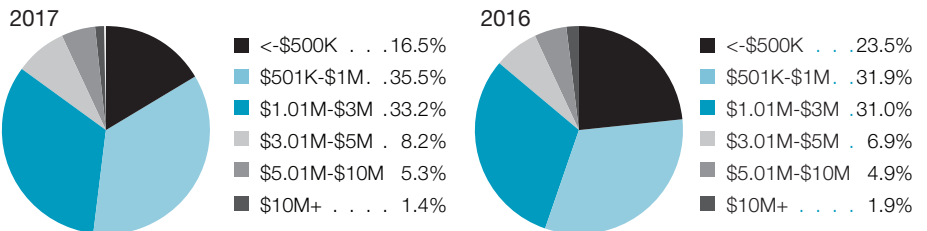
HAMPTONS



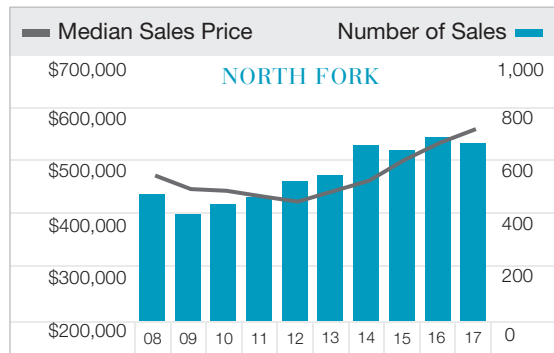
Year	Avg. Sales Price	Med. Sales Price	No. of Sales
2008	\$1,762,779	\$850,000	1,178
2009	\$1,529,427	\$825,000	1,124
2010	\$1,662,468	\$906,000	1,632
2011	\$1,627,559	\$845,000	1,605
2012	\$1,771,135	\$835,000	1,760
2013	\$1,528,341	\$800,000	2,052
2014	\$1,743,392	\$884,000	2,429
2015	\$1,895,932	\$950,000	2,364
2016	\$1,742,468	\$900,000	2,039
2017	\$1,795,617	\$974,500	2,230

Hamptons Market Matrix	2017	%Chg (YR)	2016	%Chg (10-YR)	2008
Average Sales Price	\$1,795,617	3.1%	\$1,742,468	2.8%	\$1,746,703
Median Sales Price	\$974,500	8.3%	\$900,000	9.6%	\$889,500
Number of Sales	2,230	9.4%	2,039	87.7%	1,188
Days on Market (From Original List Date)	142	-7.2%	153	-12.9%	163
Listing Discount (From Original List Price)	15.9%		14.2%		20.6%
Listing Inventory	756	-42.5%	1,314	-50.9%	1,541
Absorption Rate (mos)	4.1	-46.8%	7.7	-73.9%	15.7

Quintiles (Median Sales Price By NOS)	2017	%Δ (YR)	2016	%Δ (10-YR)	2008
5/5	\$3,770,500	0.3%	\$3,759,000	6.2%	\$3,550,000
4/5	\$1,626,500	8.4%	\$1,500,000	9.4%	\$1,487,250
3/5	\$974,500	8.3%	\$900,000	9.6%	\$889,500
2/5	\$649,000	8.9%	\$595,800	10.2%	\$589,100
1/5	\$375,000	11.9%	\$335,000	2.3%	\$366,400



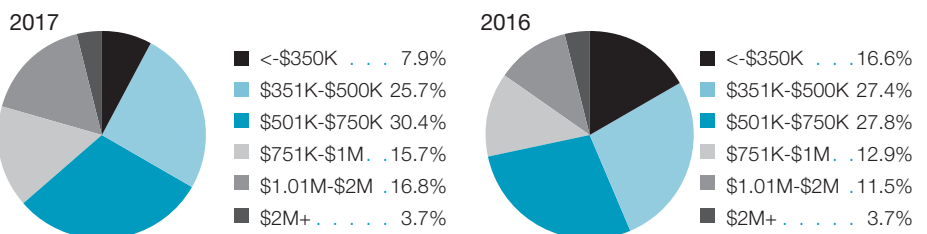
NORTH FORK



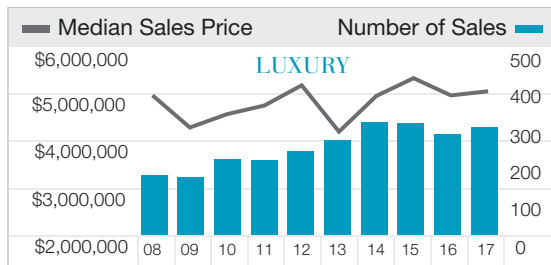
Year	Avg. Sales Price	Med. Sales Price	No. of Sales
2008	\$837,372	\$480,000	481
2009	\$619,471	\$454,000	407
2010	\$667,353	\$450,771	443
2011	\$624,362	\$440,000	472
2012	\$631,981	\$430,000	533
2013	\$601,847	\$450,000	556
2014	\$690,863	\$470,000	669
2015	\$683,414	\$510,000	651
2016	\$721,095	\$543,000	697
2017	\$773,599	\$569,000	677

North Fork Market Matrix	2017	%Δ (YR)	2016	%Δ (10-YR)	2008
Average Sales Price	\$773,599	7.3%	\$721,095	-7.8%	\$838,869
Median Sales Price	\$569,000	4.8%	\$543,000	0.4%	\$567,000
Number of Sales	677	-2.9%	697	40.7%	481
Days on Market (From Original List Date)	124	-15.6%	147	-17.9%	151
Listing Discount (From Original List Price)	10.2%		10.3%		13.3%
Listing Inventory	345	1.5%	340	-35.9%	538
Absorption Rate (mos)	6.1	3.4%	5.9	-54.5%	13.4

Quintiles (Median Sales Price By NOS)	2017	%Δ (YR)	2016	%Δ (10-YR)	2008
5/5	\$1,289,000	-2.8%	\$1,326,586	-7.6%	\$1,395,000
4/5	\$750,000	2.7%	\$730,311	0.0%	\$750,000
3/5	\$569,000	4.8%	\$543,000	0.4%	\$567,000
2/5	\$439,980	7.3%	\$410,000	0.7%	\$437,000
1/5	\$320,000	4.9%	\$305,000	-7.2%	\$345,000



LUXURY

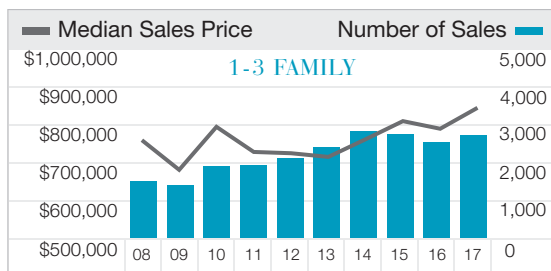


Luxury Market Matrix	2016	%Δ (YR)	2015	%Δ (10-YR)	2007
Average Sales Price	\$6,695,789	0.0%	\$6,694,102	-3.5%	\$6,940,130
Median Sales Price	\$5,100,000	1.7%	\$5,012,500	1.7%	\$5,012,500
Number of Sales	295	6.9%	276	78.8%	165
Days on Market (From Original List Date)	188	0.5%	187	39.3%	135
Listing Discount (From Original List Price)	17.5%		15.3%		7.9%
Listing Inventory	235	-28.1%	327	-39.0%	385
Absorption Rate (mos)	9.6	-32.4%	14.2	-65.7%	28.0

	Avg. Sales Price	Med. Sales Price	No. of Sales
2017	\$6,695,789	\$5,100,000	295
2016	\$6,694,102	\$5,012,500	276
2015	\$7,608,920	\$5,375,000	307
2014	\$7,177,265	\$5,000,000	309
2013	\$5,958,451	\$4,250,000	260

	Avg. Sales Price	Med. Sales Price	No. of Sales
2012	\$6,507,822	\$5,225,000	231
2011	\$6,493,451	\$4,800,000	206
2010	\$6,618,897	\$4,618,500	208
2009	\$5,358,010	\$4,337,500	158
2008	\$6,940,130	\$5,012,500	165

1-3 FAMILY

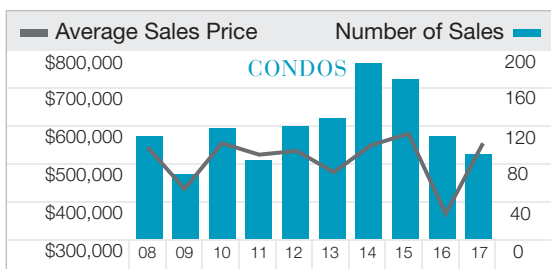


1-3 Family Market Matrix	2016	%Δ (YR)	2015	%Δ (10-YR)	2007
Average Sales Price	\$1,587,867	4.3%	\$1,521,951	1.8%	\$1,559,050
Median Sales Price	\$850,000	6.9%	\$795,000	11.1%	\$765,000
Number of Sales	2,814	7.3%	2,623	82.0%	1,546
Days on Market (From Original List Date)	135	-9.4%	149	#DIV/0!	0
Listing Discount (From Original List Price)	15.3%		13.8%		0.0%
Listing Inventory	1,052	-33.4%	1,579	-47.9%	2,018
Absorption Rate (mos)	4.5	-37.5%	7.2	-71.3%	15.7

	Avg. Sales Price	Med. Sales Price	No. of Sales
2017	\$1,587,867	\$850,000	2,814
2016	\$1,521,951	\$795,000	2,623
2015	\$1,679,319	\$815,000	2,840
2014	\$1,574,374	\$767,375	2,906
2013	\$1,370,831	\$721,000	2,478

	Avg. Sales Price	Med. Sales Price	No. of Sales
2012	\$1,567,529	\$730,650	2,170
2011	\$1,435,073	\$734,000	1,990
2010	\$1,503,980	\$800,000	1,954
2009	\$1,325,900	\$687,000	1,460
2008	\$1,559,050	\$765,000	1,546

CONDOS



Condos Market Matrix	2016	%Δ (YR)	2015	%Δ (10-YR)	2007
Average Sales Price	\$641,875	14.4%	\$561,219	5.1%	\$610,537
Median Sales Price	\$560,000	49.3%	\$375,000	1.8%	\$550,000
Number of Sales	93	-17.7%	113	-17.7%	113
Days on Market (From Original List Date)	137	-17.0%	165	-1.4%	139
Listing Discount (From Original List Price)	12.8%		7.4%		9.6%
Listing Inventory	49	-34.7%	75	-19.7%	61
Absorption Rate (mos)	6.3	-21.3%	8.0	-3.1%	6.5

	Avg. Sales Price	Med. Sales Price	No. of Sales
2017	\$641,875	\$560,000	93
2016	\$561,219	\$375,000	113
2015	\$900,680	\$585,000	175
2014	\$634,134	\$555,000	192
2013	\$551,134	\$484,000	132

	Avg. Sales Price	Med. Sales Price	No. of Sales
2012	\$510,516	\$540,000	123
2011	\$587,853	\$530,000	87
2010	\$584,286	\$560,000	121
2009	\$489,285	\$440,000	71
2008	\$610,537	\$550,000	113

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