

ELLIMAN

REPORT

Q3 2018

HAMPTONS SALES

Quarterly Survey of Residential Sales

CONDOS & SINGLE FAMILY

DASHBOARD

year-over-year

PRICES

Median Sales Price

8.4%

PACE

Absorption Rate

1.2 mo

SALES

Closed Sales

13.3%

INVENTORY

Total Inventory

0.9%

MARKETING TIME

Days on Market

9 days

NEGOTIABILITY

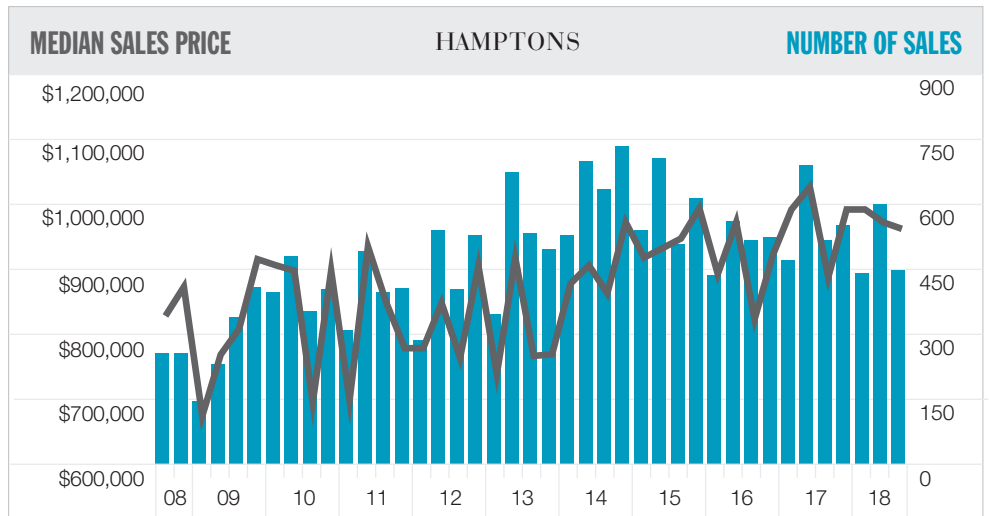
Listing Discount

0.7%

- Price trend indicators rose year over year as sales fell for third consecutive quarter
- Rate of year over year sales declines expanded in 2018 as rate of inventory declines eased
- Largest decline in third quarter market activity by price occurred under \$1 million

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 Market Matrix	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$1,774,043	-6.4%	\$1,894,597	5.8%	\$1,675,998
Median Sales Price	\$965,000	-1.0%	\$975,000	8.4%	\$890,000
Number of Sales (Closed)	448	-25.5%	601	-13.3%	517
Days on Market (From Original List Date)	123	-16.9%	148	-6.8%	132
Listing Discount (From Original List Price)	10.9%		9.5%		11.6%
Listing Inventory	1,453	4.7%	1,388	-0.9%	1,466
Absorption Rate (Months)	9.7	40.6%	6.9	14.1%	8.5
Year-to-Date	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price (YTD)	\$1,885,695	N/A	N/A	5.9%	\$1,781,134
Median Sales Price (YTD)	\$977,500	N/A	N/A	1.8%	\$960,000
Number of Sales (YTD)	1,490	N/A	N/A	-11.2%	1,678



Sales levels in the Hamptons housing market slid year over year for the first three quarters of 2018 as price trends were choppy but generally moved higher. Average sales price rose 5.8% to \$1,774,043, and median sales price increased 8.4% to \$965,000 respectively from the same quarter last year. However, the critical metric of focus was the decline in sales. There were 448 sales in the quarter, down 13.3% over the same period, the third consecutive quarterly decline and a consistent pattern observed throughout the New York City metro area. When sales were broken out by price segments;

below \$1 million; \$1 million to \$5 million; over \$5 million, the most significant decline was observed in the sub-million portion, falling 21.5% from the prior-year quarter. The influence of rising mortgage rates may have played a primary role in falling sales levels in that price segment along with uncertainty about the impact of the new federal tax law. The number of sales from \$1 million to \$5 million slipped nominally 0.5%, and sales above \$5 million declined 9.7%. In the overall market, the year over year listing inventory declines occurred in the first three quarters of 2018, falling by 10.3%, 5.2%, and 0.9%

successively as sales slid. The absorption rate, the number of months to sell all inventory at the current rate of sales, was 9.7 months, 1.2 months slower than the year-ago quarter. However, the luxury absorption rate jumped by 61.8% to 30.1 months over the same period. Luxury listing inventory has been expanding year over year for

five consecutive quarters including the current jump to a record luxury inventory level, that was also the most significant jump in the seven years of tracking this metric. For context, the 30.1% market share of luxury listing inventory within all listing inventory was the highest in the seven years of monitoring it. The entry-threshold of the

luxury market that represented the top 10% of all sales began at \$3,450,000. Luxury price trend indicators showed mixed results with median sales price declining 2.9% and average sales price rising 3.9% respectively from the same period last year.

CONDOS

- Price trend indicators and number of sales declined
- Marketing time and negotiability expanded

Condo Market Matrix	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$589,286	13.3%	\$520,227	-2.7%	\$605,467
Median Sales Price	\$520,000	19.5%	\$435,000	-8.4%	\$567,500
Number of Sales (Closed)	7	-36.4%	11	-70.8%	24
Days on Market (From Original List Date)	123	-6.8%	132	26.8%	97
Listing Discount (From Original List Price)	9.3%		9.1%		6.1%
Listing Inventory	96	3.2%	93	7.9%	89
Absorption Rate (Months)	41.1	61.8%	25.4	270.3%	11.1

SINGLE FAMILY

- Listing inventory declines were less than the drop in number of sales
- Both price trend indicators moved higher

Single Family Market Matrix	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$1,792,848	-6.6%	\$1,920,221	3.7%	\$1,728,113
Median Sales Price	\$985,000	0.8%	\$977,500	8.5%	\$908,000
Number of Sales (Closed)	441	-25.3%	590	-10.5%	493
Days on Market (From Original List Date)	123	-16.9%	148	-8.2%	134
Listing Discount (From Original List Price)	10.9%		9.6%		11.8%
Listing Inventory	1,357	4.8%	1,295	-1.5%	1,377
Absorption Rate (Months)	9.2	39.4%	6.6	9.5%	8.4

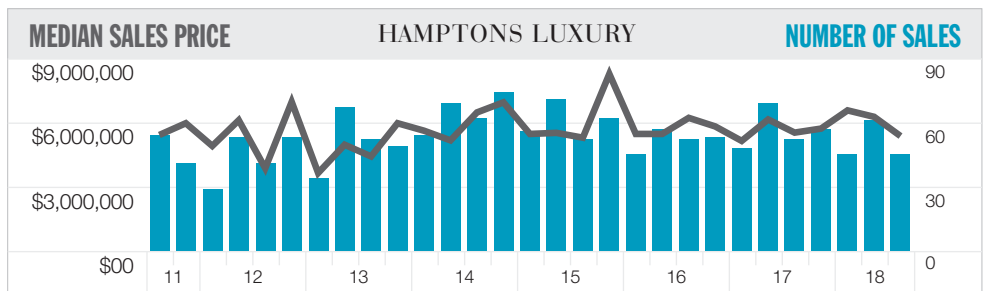
LUXURY

- Listing inventory surged to the highest level seen in the seven years of tracking
- Sales at or above \$10 million unchanged from year ago level
- Market share of luxury listings to overall listings was highest in seven years of tracking

Luxury Market Matrix	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$7,838,415	-4.8%	\$8,237,808	3.9%	\$7,545,034
Median Sales Price	\$5,400,000	-14.3%	\$6,300,000	-2.9%	\$5,561,500
Number of Sales (Closed)	45	-26.2%	61	-13.5%	52
Days on Market (From Original List Date)	161	-32.6%	239	-35.3%	249
Listing Discount (From Original List Price)	13.9%		9.7%		15.1%
Listing Inventory	452	37.4%	329	40.4%	322
Absorption Rate (Months)	30.1	85.8%	16.2	61.8%	18.6
Entry Threshold	\$3,450,000	-18.8%	\$4,250,000	4.5%	\$3,300,000

Note: This sub-category is the analysis of the top ten percent of all sales. The data is also contained within the other markets presented.

Hamptons Mix	Sales Share	Year-Over-Year Change
>\$5M	6.3%	-9.7%
\$1M - \$5M	40.8%	-0.5%
<\$1M	52.9%	-21.5%



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Douglas Elliman Real Estate
575 Madison Avenue
New York, NY 10022
212.891.7000
elliman.com

Miller Samuel Real Estate Appraisers & Consultants
21 West 38th Street
New York, NY 10018
212.768.8100
millersamuel.com

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BRIDGEHAMPTON • 2488 Main Street • 631.537.5900
EAST HAMPTON • 20 Main Street • 631.329.9400
HAMPTON BAYS • 14 W Montauk Hwy • 631.723.2721
MONTAUK • 752 Montauk Hwy • 631.668.6565

QUOGUE • 134 Jessup Avenue • 631.653.6700
SAG HARBOR • 138 Main St • 631.725.0200
SOUTHAMPTON • 70 Jobs Lane • 631.283.4343
WESTHAMPTON BEACH • 104 Main Street • 631.288.6244

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