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INTERNATIONAL REALTY



Bridgehampton, NY | web: 0056854

The Hamptons Market Update Fourth Quarter 2015

THE HAMPTONS BROKERAGES

Bridgehampton Brokerage | t. 631.537.6000

East Hampton Brokerage | t. 631.324.6000

Sag Harbor Brokerage | t. 631.725.6000

Southampton Brokerage | t. 631.283.0600

sothebyshomes.com/hamptons

Market Update

Median sales prices of Hamptons real estate posted a 17% gain in the fourth quarter of 2015, according to data compiled in the Long Island Real Estate Report, and now stands 65% above 2011 levels. Sag Harbor prices led the trend with a 46% increase, followed by Bridgehampton at 42%, with Southampton and East Hampton rising 21% and 6%, respectively. As in the past years, Bridgehampton prices were sharply higher than in the other towns, with \$3.9 million as the current median price. In contrast, the Hamptons market performance in the total number of units sold was 19% lower than the same period in 2014, and total dollar volume declined by 16%. These declines were driven by lower sales activity and dollar volume at price points up to \$2.99 million and in the \$10 million-plus range; however, sales activity and dollar volume both increased at price points between \$3 million and \$9.99 million.

BRIDGEHAMPTON BROKERAGE | t: 631.537.6000

Dianne K. Le Verrier, Brokerage Manager
2446 Main Street | Bridgehampton, NY 11932

SAG HARBOR BROKERAGE | t: 631.725.6000

John Gicking, Brokerage Manager
35 Main Street | Sag Harbor, NY 11963

EAST HAMPTON BROKERAGE | t: 631.324.6000

John Gicking, Brokerage Manager
6 Main Street | East Hampton, NY 11937

SOUTHAMPTON BROKERAGE | t: 631.283.0600

Marissa Ghesquiere, Interim Brokerage Manager
50 Nugent Street | Southampton, NY 11968

SIGNIFICANT SALES | Q4 2015



SOUTHAMPTON, NY | Last Asking: \$66,500,000
Southampton Brokerage
Harald Grant | Associate Broker | 631.227.4913



EAST HAMPTON, NY | Last Asking: \$28,500,000
Bridgehampton Brokerage
John A. Healey | Associate Broker | 631.613.7303
Frank E. Newbold | Associate Broker | 631.375.4942



SAGAPONACK, NY | Last Asking: \$7,995,000
Sag Harbor/ East Hampton Brokerages
Melissa Green | Licensed Salesperson | 631.613.7211
Rylan Jacka | Associate Broker | 631.907.8475



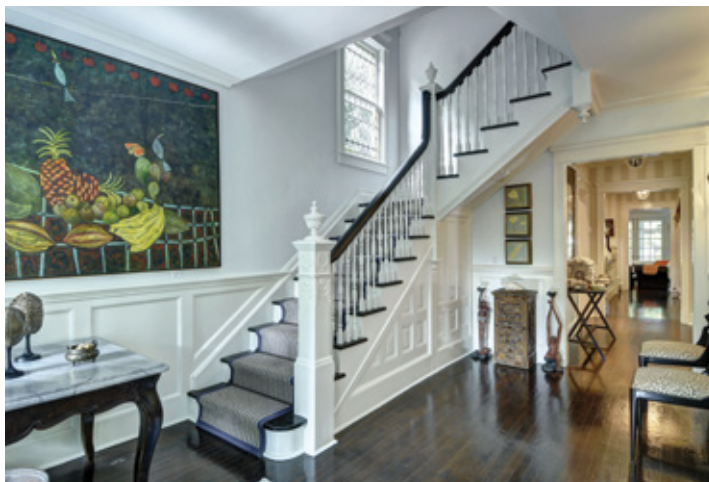
AMAGANSETT, NY | Last Asking: \$11,500,000
East Hampton Brokerage
Patricia Wadzinski | Associate Broker | 631.907.8454

All data in this report is derived from the Long Island Real Estate Reports. Since all final closed data for the current quarter had not been reported at the time this report was compiled, the available closed data was extrapolated in an attempt to approximate full results for the current quarter. Actual results may materially vary from the approximated results. The Hamptons residential real estate market is defined as the 12 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. Real estate agents affiliated with Sotheby's International Realty, Inc. are independent contractor sales associates and are not employees of Sotheby's International Realty, Inc. Equal housing opportunity.

FEATURED LISTINGS



BRIDGEHAMPTON, NY | \$8,200,000 | Web ID: 0037995
Bridgehampton Brokerage
Sally Thompson | Associate Broker | 631.613.7329



SOUTHAMPTON, NY | \$6,995,000 | Web ID: 0046855
East Hampton Brokerage
Ann Ciardullo | Associate Broker | 631.907.8470



SAG HARBOR, NY | \$5,995,000 | Web ID: 0037988
Bridgehampton Brokerage
Dana Trotter | Associate Broker | 631.613.7346



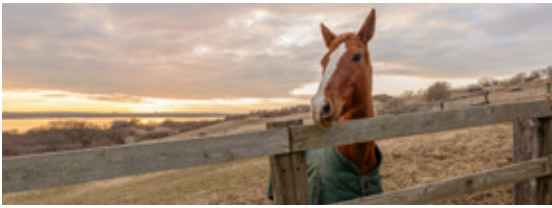
WATER MILL, NY | \$4,950,000 | Web ID: 0056780
Southampton Brokerage
Thomas Raffo | Associate Broker | 631.227.4940



AMAGANSETT, NY | \$4,650,000 | Web ID: 0046814
East Hampton Brokerage
William O'Neil | Associate Broker | 631.907.8473



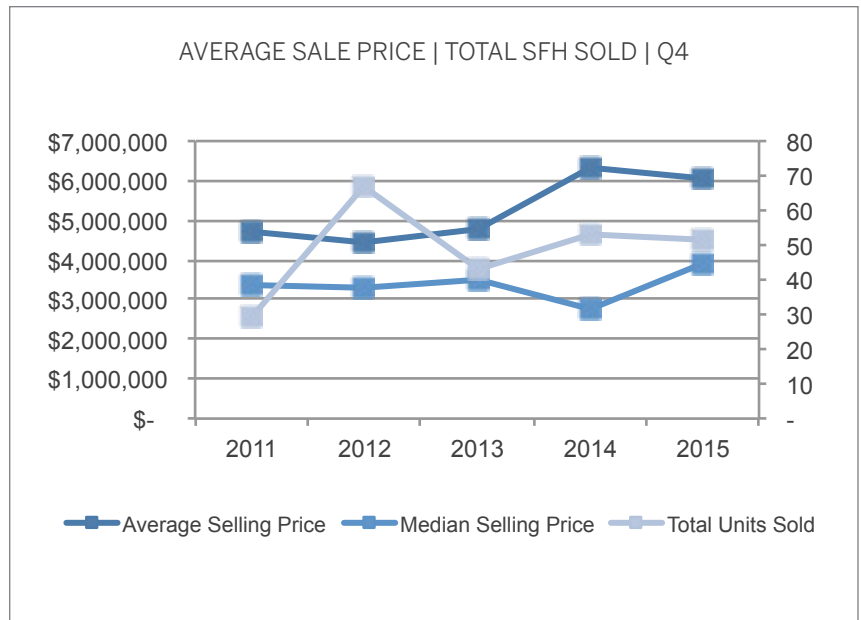
SAG HARBOR VILLAGE, NY | \$3,995,000 | Web ID: 1050443
Sag Harbor Brokerage
Susan Sprott | Associate Broker | 631.613.7208



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.



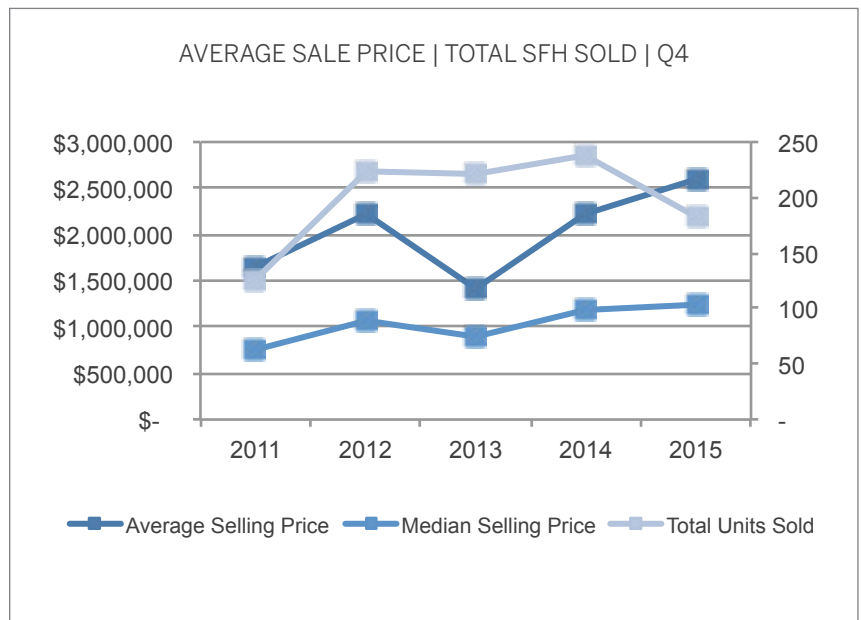
SINGLE FAMILY HOMES Q4	2011	2012	2013	2014	2015	% Change (2015 v 2014)
MEDIAN SELLING PRICE	\$3,350,000	\$3,275,000	\$3,500,000	\$2,750,000	\$3,900,000	42%
AVERAGE SELLING PRICE	\$4,731,770	\$4,416,225	\$4,766,968	\$6,360,648	\$6,035,608	-5%
TOTAL UNITS SOLD	29	67	43	53	51	-3%



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.



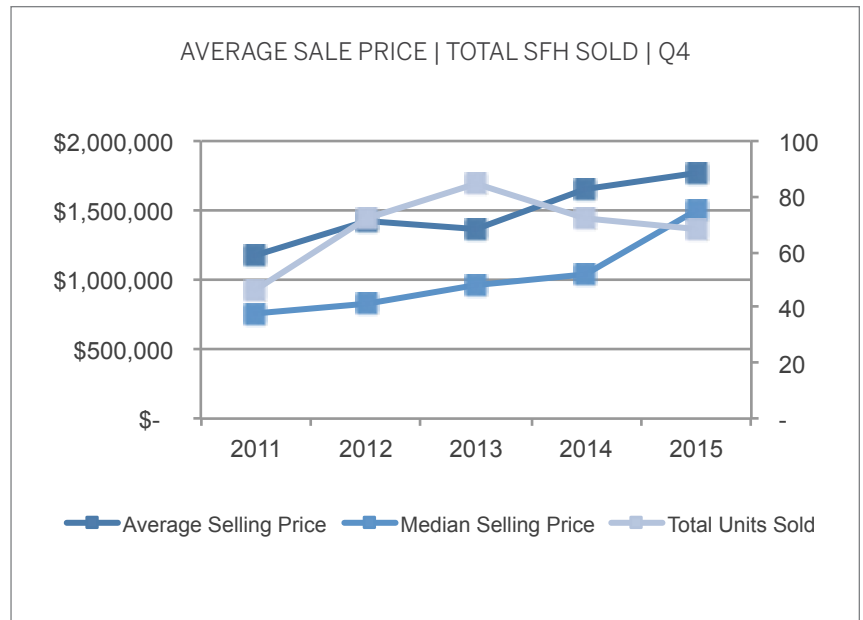
SINGLE FAMILY HOMES Q4	2011	2012	2013	2014	2015	% Change (2015 v 2014)
MEDIAN SELLING PRICE	\$750,000	\$1,082,500	\$900,000	\$1,170,000	\$1,240,625	6%
AVERAGE SELLING PRICE	\$1,633,112	\$2,228,483	\$1,414,628	\$2,220,608	\$2,597,873	17%
TOTAL UNITS SOLD	125	224	221	237	183	-23%



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.



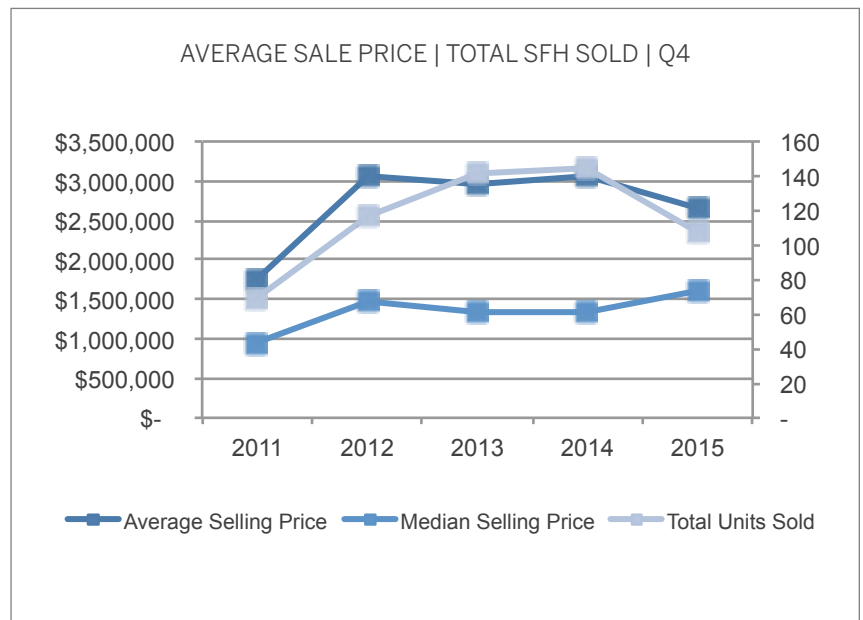
SINGLE FAMILY HOMES Q4	2011	2012	2013	2014	2015	% Change (2015 v 2014)
MEDIAN SELLING PRICE	\$757,500	\$825,000	\$965,000	\$1,030,000	\$1,500,000	46%
AVERAGE SELLING PRICE	\$1,175,272	\$1,426,847	\$1,366,358	\$1,653,453	\$1,765,748	7%
TOTAL UNITS SOLD	46	72	85	72	68	-5%



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.

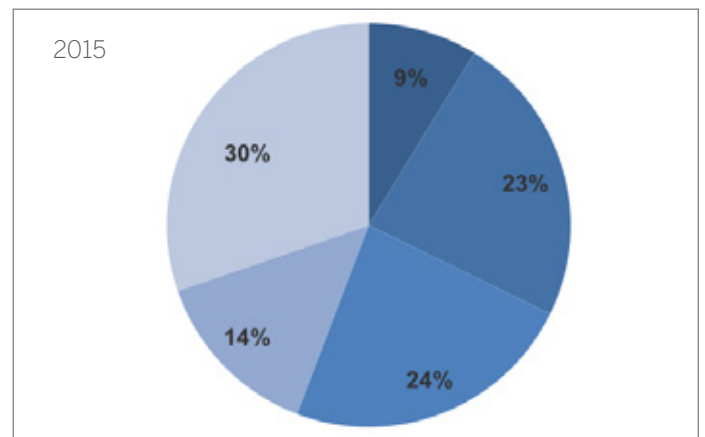
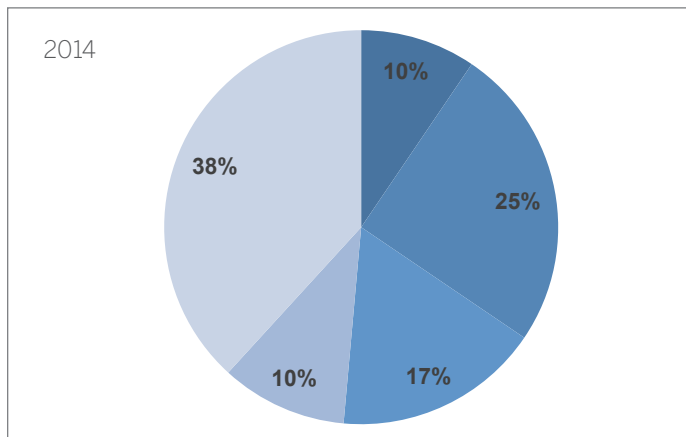


SINGLE FAMILY HOMES Q4	2011	2012	2013	2014	2015	% Change (2015 v 2014)
MEDIAN SELLING PRICE	\$950,000	\$1,475,000	\$1,329,500	\$1,325,000	\$1,600,000	21%
AVERAGE SELLING PRICE	\$1,746,079	\$3,046,049	\$2,975,463	\$3,065,060	\$2,669,125	-13%
TOTAL UNITS SOLD	69	117	142	145	108	-26%

ALL HAMPTONS | 5 Years | Q4 Comparison

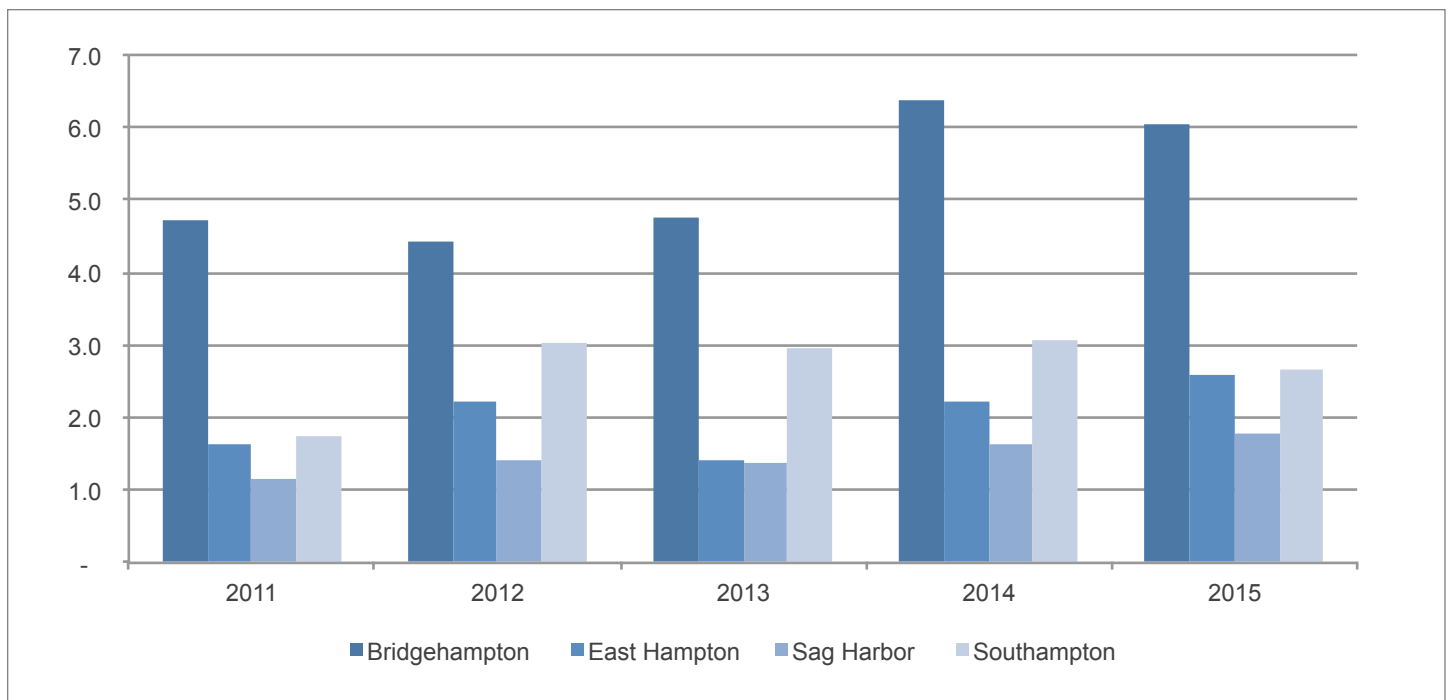
SALES BY TOTAL DOLLAR VOLUME

PRICE RANGE	2011	2012	2013	2014	2015	% CHANGE (2015 v 2014)	% CHANGE (2015 v 2011)
Up to \$999,000	\$86,003,899	\$129,587,040	\$160,758,214	\$135,344,298	\$104,787,879	-23%	22%
\$1M - \$2.99M	\$128,420,100	\$271,100,561	\$245,774,132	\$356,608,879	\$280,729,603	-21%	119%
\$3M - \$5.99M	\$94,723,400	\$303,498,231	\$221,227,160	\$241,809,592	\$281,392,144	16%	197%
\$6M - \$9.99M	\$96,585,000	\$205,323,200	\$159,733,000	\$147,900,000	\$166,548,569	13%	72%
\$10M and up	\$110,170,000	\$344,678,955	\$268,776,110	\$545,218,00	\$361,973,280	-34%	229%
TOTAL	515,902,399	1,254,187,987	1,056,268,616	1,426,880,769	1,195,431,475	-16%	132%



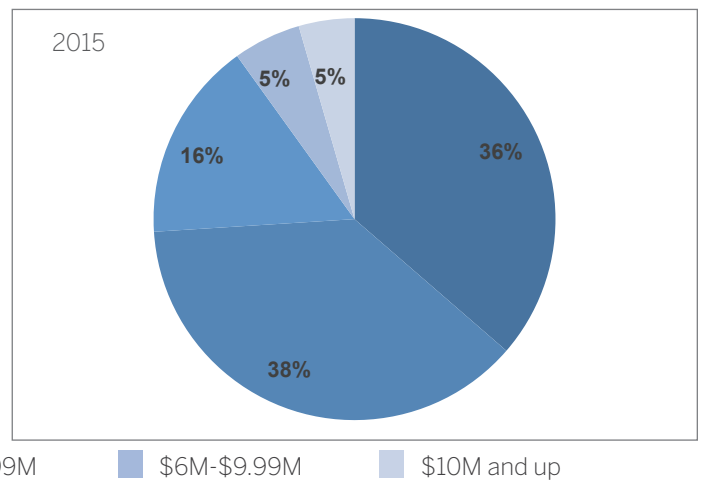
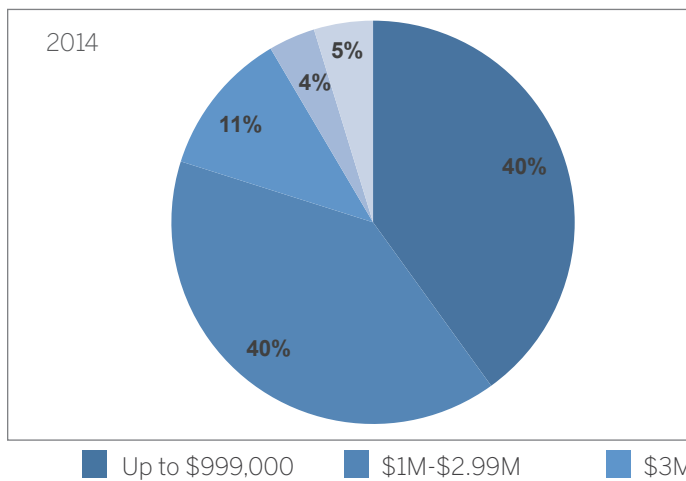
■ Up to \$999,000
 ■ \$1M-\$2.99M
 ■ \$3M-\$5.99M
 ■ \$6M-\$9.99M
 ■ \$10M and up

AVERAGE SELLING PRICE

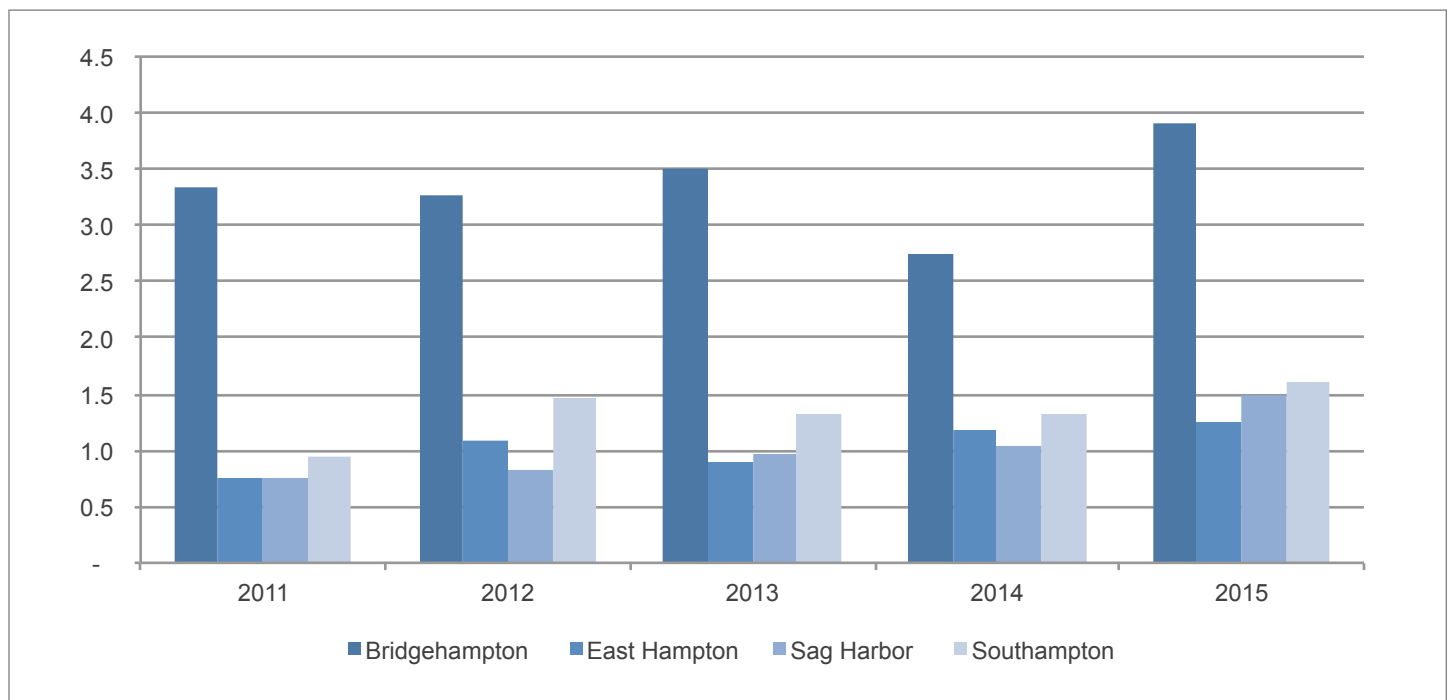


TOTAL UNITS SOLD

PRICE RANGE	2011	2012	2013	2014	2015	% CHANGE (2015 v 2014)	% CHANGE (2015 v 2011)
UP TO \$999,000	148	213	250	203	149	-26%	1%
\$1M - \$2.99M	78	144	149	202	155	-23%	98%
\$3M - \$5.99M	23	73	54	59	66	12%	187%
\$6M - \$9.99M	13	28	22	19	22	18%	72%
\$10M AND UP	7	22	16	24	18	-23%	163%
TOTAL	269	480	491	507	411	-19%	53%



MEDIAN SELLING PRICES



FEATURED LISTINGS



SOUTHAMPTON, NY
\$32,500,000 | Web ID: 0056813

Southampton Brokerage
Molly Ferrer | Associate Broker | 631.227.4925
Harald Grant | Associate Broker | 631.227.4913



MONTAUK, NY
\$29,500,000 | Web ID: 0046937

East Hampton Brokerage
Rylan Jacka | Associate Broker | 631.907.8475



BRIDGEHAMPTON SOUTH, NY
\$14,000,000 | Web ID: 0037408

Bridgehampton Brokerage
Beate V. Moore | Associate Broker | 631.613.7316