

Q4
2017
HAMPTONS
MARKET
REPORT

UNITS SOLD

The number of sales was up overall.

+23%

Cumulative YoY

Bridgehampton had the largest increase in number of sales.

+50%

Bridgehampton YoY

Southampton had the only decrease in number of sales.

-3%

Southampton YoY

SALES VOLUME

Sales volume increased in 3 out of 4 Hamptons submarkets.

+20%

Cumulative YoY

Sales volume was down in Southampton but up in the other markets.

+58%

Bridgehampton YoY

-6%

Southampton YoY

AVERAGE PRICES

Average prices were up in 2 out of 4 Hamptons submarkets, but dropped overall.

-3%

Cumulative YoY

East Hampton had the largest increase.

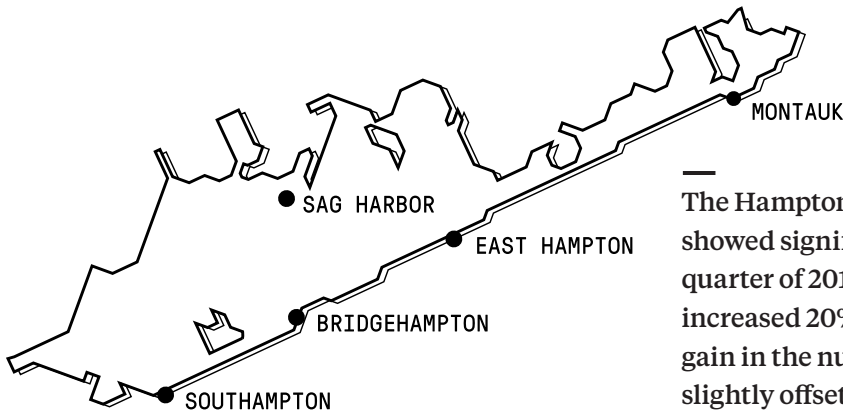
+10%

East Hampton YoY

Sag Harbor had the largest price decrease.

-10%

Sag Harbor YoY



The Hamptons' real estate market showed significant strength in the fourth quarter of 2017. Overall, total sales volume increased 20% vs. 2016, driven by a 23% gain in the number of sales, which was slightly offset by a modest 3% decline in average prices. Standouts include Bridgehampton and East Hampton, with 58% and 50% increases in sales volume (respectively). Southampton was the only market with sales volume decline of 6%. 2018 appears to be starting off with a surprising amount of activity, hopefully paving the way for a strong year.

Q4 2017 HAMPTONS MARKET REPORT

COMPASS

Bridgehampton

| | 4Q16 | 4Q17 | % CHANGE |
|--------------|--------------|--------------|----------|
| # OF SALES | 14 | 21 | +50% |
| SALES VOLUME | \$49,114,402 | \$77,703,600 | +58% |
| AVG. PRICE | \$3,508,172 | \$3,700,171 | +5% |
| MED. PRICE | \$1,919,300 | \$3,050,000 | +59% |

Southampton

| | 4Q16 | 4Q17 | % CHANGE |
|--------------|---------------|---------------|----------|
| # OF SALES | 92 | 89 | -3% |
| SALES VOLUME | \$316,832,541 | \$298,607,820 | -6% |
| AVG. PRICE | \$3,443,832 | \$3,355,144 | -3% |
| MED. PRICE | \$1,921,370 | \$1,949,000 | +1% |

East Hampton

| | 4Q16 | 4Q17 | % CHANGE |
|--------------|---------------|---------------|----------|
| # OF SALES | 119 | 162 | +36% |
| SALES VOLUME | \$198,859,105 | \$299,003,708 | +50% |
| AVG. PRICE | \$1,671,085 | \$1,845,702 | +10% |
| MED. PRICE | \$950,000 | \$1,092,500 | +15% |

Sag Harbor

| | 4Q16 | 4Q17 | % CHANGE |
|--------------|--------------|--------------|----------|
| # OF SALES | 39 | 54 | +38% |
| SALES VOLUME | \$69,670,533 | \$87,019,650 | +25% |
| AVG. PRICE | \$1,786,424 | \$1,611,475 | -10% |
| MED. PRICE | \$1,210,000 | \$1,352,500 | +12% |

Total

| | 4Q16 | 4Q17 | % CHANGE |
|--------------|---------------|---------------|----------|
| # OF SALES | 264 | 326 | +23% |
| SALES VOLUME | \$634,476,581 | \$762,334,778 | +20% |
| AVG. PRICE | \$2,403,320 | \$2,338,450 | -3% |
| MED. PRICE | \$1,317,500 | \$1,275,000 | -3% |