

The Corcoran Report

2Q | 2019 | EAST END

corcoran



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Methodology & Source

Welcome to the Second Quarter 2019 Corcoran Report, our quarterly comparison of the East End's residential real estate market. This report uses market-wide data from the Long Island Real Estate Report and is based upon transactions reported from April through June 2019. It compares data to that reported in the same period of 2018. For the purposes of the South Fork market comparison, this report contrasts the villages and hamlets from Remsenburg to Montauk, plus Shelter Island, while the North Fork encompasses the area extending from Aquebogue to Orient.



East Hampton | \$2.585M | Web# 346202

South Fork

Second Quarter 2019 was a challenging one for the South Fork market, with declines in both closed sales and price statistics. The number of reported closings declined 26% versus Second Quarter 2018. Nearly every area registered a decrease in the number of sales. Shelter Island was the one area to have a small increase in sales and Amagansett and Montauk sales were even with Second Quarter 2018. Double-digit drops in the number of reported closings were common, with some areas seeing fewer than half the number of sales as last year: East Hampton Village was down 58% and Water Mill was down 69%.

The decline in closed sales was steeper at the very high-end of the market, which contributed to decreased prices. Average price was down 9% and median price was down 5%. Seven of the thirteen areas had a drop in average price. Quogue had the largest drop at 48% because there were fewer waterfront sales reported this quarter. In East Hampton Village there were no sales reported over \$7M, causing the significant 47% drop in average price. On the other hand, there was a very high 82% increase in average price on Shelter Island driven by several sales over \$2M, whereas in Second Quarter 2018 there were none reported. Meanwhile, in Southampton Village the high-end was strong and the market under \$2M had very few reported closings, causing a 70% spike in average price.

Sales

403

-26% YEAR OVER YEAR

Volume

\$759.851M

-33% YEAR OVER YEAR

Average Price

\$1.885M

-9% YEAR OVER YEAR

Median Price

\$975K

-5% YEAR OVER YEAR

The South Fork

AMAGANSETT	2Q19	2Q18	%CHG (YR)
SALES	16	16	0%
VOLUME	\$41.683M	\$47.960M	-13%
AVERAGE	\$2.605M	\$2.998M	-13%
MEDIAN	\$2.240M	\$2.025M	11%

BRIDGEHAMPTON/SAGAPONACK	2Q19	2Q18	%CHG (YR)
SALES	21	23	-9%
VOLUME	\$100.837M	\$101.462M	-1%
AVERAGE	\$4.802M	\$4.411M	9%
MEDIAN	\$2.900M	\$2.700M	7%

EAST HAMPTON	2Q19	2Q18	%CHG (YR)
SALES	75	111	-32%
VOLUME	\$123.532M	\$206.568M	-40%
AVERAGE	\$1.647M	\$1.861M	-11%
MEDIAN	\$995K	\$975K	2%

EAST HAMPTON VILLAGE	2Q19	2Q18	%CHG (YR)
SALES	8	19	-58%
VOLUME	\$31.695M	\$141.170M	-78%
AVERAGE	\$3.962M	\$7.430M	-47%
MEDIAN	\$4.150M	\$7.00M	-41%

EAST QUOGUE/HAMPTON BAYS	2Q19	2Q18	%CHG (YR)
SALES	78	93	-16%
VOLUME	\$46.516M	\$55.956M	-17%
AVERAGE	\$596K	\$602K	-1%
MEDIAN	\$564K	\$470K	20%

MONTAUK	2Q19	2Q18	%CHG (YR)
SALES	23	23	0%
VOLUME	\$47.154M	\$44.548M	6%
AVERAGE	\$2.050M	\$1.937M	6%
MEDIAN	\$1.250M	\$1.300M	-4%

SAG HARBOR/NORTH HAVEN	2Q19	2Q18	%CHG (YR)
SALES	52	53	-2%
VOLUME	\$97.501M	\$89.022M	10%
AVERAGE	\$1.875M	\$1.680M	12%
MEDIAN	\$1.375M	\$995K	38%

QUOGUE VILLAGE/QUOGUE	2Q19	2Q18	%CHG (YR)
SALES	10	18	-44%
VOLUME	\$14.265M	\$49.654M	-71%
AVERAGE	\$1.427M	\$2.759M	-48%
MEDIAN	\$1.138M	\$1.588M	-28%

SOUTHAMPTON	2Q19	2Q18	%CHG (YR)
SALES	41	61	-33%
VOLUME	\$57.010M	\$83.707M	-32%
AVERAGE	\$1.390M	\$1.372M	1%
MEDIAN	\$874K	\$985K	-11%

SOUTHAMPTON VILLAGE	2Q19	2Q18	%CHG (YR)
SALES	18	26	-31%
VOLUME	\$102.927M	\$87.215M	18%
AVERAGE	\$5.718M	\$3.354M	70%
MEDIAN	\$3.325M	\$1.781M	87%

The South Fork

WATER MILL	2Q19	2Q18	%CHG (YR)
SALES	11	36	-69%
VOLUME	\$29.137M	\$142.031M	-79%
AVERAGE	\$2.649M	\$3.945M	-33%
MEDIAN	\$1.995M	\$2.913M	-32%

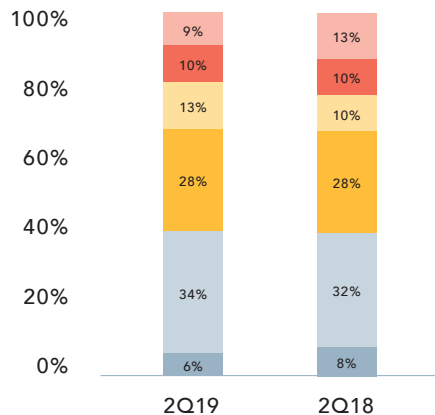
SHELTER ISLAND	2Q19	2Q18	%CHG (YR)
SALES	17	16	6%
VOLUME	\$28.465M	\$14.724M	93%
AVERAGE	\$1.674M	\$920K	82%
MEDIAN	\$940K	\$850K	11%

Every category had fewer reported sales east of the canal so market share had only single digit shifts. The \$2M to \$3M price category had the biggest growth in market share, rising from 10% to 13% of closings. The market over \$5M had the biggest drop, falling from 13% of the market last year to 9% in Second Quarter 2019.

Market Share by Price Range

SOUTH FORK EAST OF THE CANAL

■ UNDER \$500K ■ \$500K-\$1M ■ \$1M-\$2M ■ \$2M-\$3M ■ \$3M-\$5M ■ \$5M+



Due to rounding, graphs may not equal 100%.

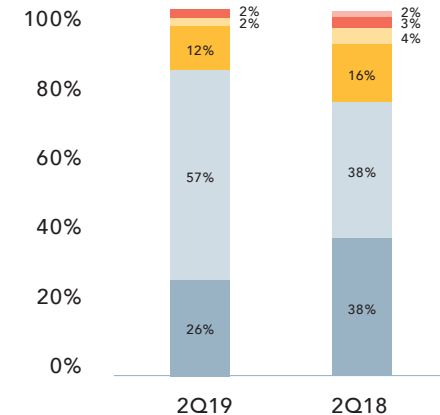
REMSENBURG/WESTHAMPTON	2Q19	2Q18	%CHG (YR)
SALES	33	49	-33%
VOLUME	\$39.130M	\$62.715M	-38%
AVERAGE	\$1.186M	\$1.280M	-7%
MEDIAN	\$827K	\$899K	-8%

The high- and low-ends of the market both saw market share drops west of the canal. Reported sales under \$500k slipped from 38% of the market to 26% of the market. The \$500k to \$1M category was the only one in the East End to have more reported sales in Second Quarter 2019 than last year, and therefore spiked to 57% of the market. Every price category over \$1M had a lessened market share, including no sales reported over \$5M.


Market Share by Price Range

SOUTH FORK WEST OF THE CANAL

■ UNDER \$500K ■ \$500K-\$1M ■ \$1M-\$2M ■ \$2M-\$3M ■ \$3M-\$5M ■ \$5M+



Due to rounding, graphs may not equal 100%.

A large, two-story brick house with a swimming pool and patio. The house has a gabled roof and a covered porch. The pool is surrounded by a stone deck and has several lounge chairs. The yard is well-maintained with trees and shrubs.

Mattituck | \$1.399M | Web# 107839

North Fork

Sales declined on the North Fork this quarter and prices were basically unchanged from a year ago. A 30% decrease in reported closings was caused by a slower sales pace throughout the North Fork, except for Greenport, which had one more sale this quarter versus Second Quarter 2018. The biggest decrease was in Aquebogue/Jamesport where there were half as many sales, but Southold was not far behind with a 48% decrease in reported closed sales.

In terms of pricing, East Marion/Orient rose sharply to an average price of nearly \$1.3M. This 46% increase came about due to multiple sales over \$1.6M, whereas in last year's second quarter there were none, plus a drop in sales under \$500K. Average price was nearly flat in Greenport and Southold, as it was overall for the North Fork.

Sales

97

-30% YEAR OVER YEAR

Volume

\$69.460M

-31% YEAR OVER YEAR

Average Price

\$716K

-1% YEAR OVER YEAR

Median Price

\$575K

-1% YEAR OVER YEAR

The North Fork

AQUEBOGUE/JAMESPORT	2Q19	2Q18	%CHG (YR)
SALES	16	32	-50%
VOLUME	\$7.588M	\$18.038M	-58%
AVERAGE	\$474K	\$564K	-16%
MEDIAN	\$436K	\$511K	-15%

GREENPORT	2Q19	2Q18	%CHG (YR)
SALES	13	12	8%
VOLUME	\$8.666M	\$7.917M	9%
AVERAGE	\$667K	\$660K	1%
MEDIAN	\$572K	\$527K	9%

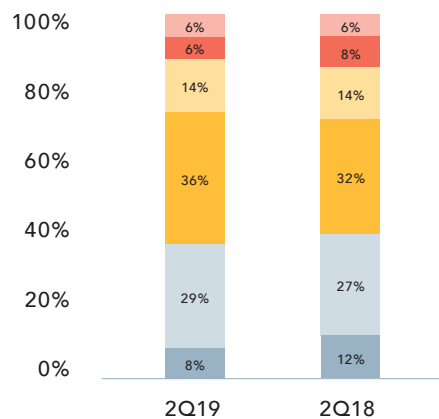
MATTITUCK/LAUREL	2Q19	2Q18	%CHG (YR)
SALES	41	49	-16%
VOLUME	\$28.134M	\$39.120M	-28%
AVERAGE	\$686K	\$798K	-14%
MEDIAN	\$575K	\$625K	-8%

EAST MARION/ORIENT	2Q19	2Q18	%CHG (YR)
SALES	10	13	-23%
VOLUME	\$12.891M	\$11.478M	12%
AVERAGE	\$1.289M	\$883K	46%
MEDIAN	\$1.048M	\$765K	37%

SOUTHOLD	2Q19	2Q18	%CHG (YR)
SALES	17	33	-48%
VOLUME	\$12.180M	\$23.694M	-49%
AVERAGE	\$716K	\$718K	0%
MEDIAN	\$620K	\$635K	-2%

Market Share by Price Range

■ UNDER \$350K
 ■ \$350K-\$500K
 ■ \$500K-\$750K
 ■ \$750K-\$1M
 ■ \$1M-\$1.5M
 ■ \$1.5M+



Due to rounding, graphs may not equal 100%.

The drop in sales was most pronounced at the lowest-end of the North Fork market. Sales under \$350k fell to an 8% share of closings from 12% in Second Quarter 2018. The \$1M to \$1.5M price range had a drop in market share of 2%. As a result, \$350k to \$500k and \$500k to \$750k both gained market share.

The Residential Luxury Market

The luxury market is defined as the top 10% of all residential sales made within the period being reported. As various factors redefine the high-end market in any given period, these numbers may exhibit more volatility than the market overall. Because the luxury market is a fixed percentage of the overall market, the change in reported luxury sales will always match the overall market.

The average South Fork luxury price fell to \$8M from over \$9M last year. Far fewer sales over \$10M, plus none reported over \$30M, caused the drop. There were also a lot fewer sales between \$5M and \$10M meaning the minimum price to be in the top 10% of closings dipped to just over \$4M this quarter versus \$4.9M in Second Quarter 2018.

The North Fork luxury market was steadier in terms of pricing with just a 1% decline in average price. Median price actually increased 14%. But this increase is based on very few sales and was skewed by the fact that there were no sales reported between \$1.3M and \$1.7M in Second Quarter 2019.

SOUTH FORK	2Q19	2Q18	%CHG (YR)
SALES	40	54	-26%
VOLUME	\$321.146M	\$492.604M	-35%
AVERAGE	\$8.029M	\$9.122M	-12%
MEDIAN	\$6.221M	\$7.075M	-12%

NORTH FORK	2Q19	2Q18	%CHG (YR)
SALES	10	14	-29%
VOLUME	\$18.365M	\$26.010M	-29%
AVERAGE	\$1.837M	\$1.858M	-1%
MEDIAN	\$1.755M	\$1.544M	14%



Land & Commercial Market

OVERVIEW

The land market is defined as the total sales of all vacant land on the East End regardless of zoning classifications. The commercial market encompasses sales of existing buildings classified for non-residential use only. Traditionally both Forks experience relatively few commercial transactions in any given quarter.

THE LAND MARKET

The number of vacant land sales dropped sharply. Reported closings on the South Fork were down 43%. On the North Fork, sales fell even further with a 54% drop versus Second Quarter 2018. However, those land sales that did occur were on average more expensive. South Fork land traded with an average price of \$1.7M, a 19% increase, as the number of sales over \$4M actually increased. Nevertheless, the median price dipped 8%. On the North Fork, average price more than doubled from \$266K to \$590K. This year there were more sales reported over \$700K than last year.

THE COMMERCIAL MARKET

Commercial sales were also down in both the South and North Fork. South Fork sales dropped 41% and North Fork dropped 44%. This year there was only one South Fork commercial sale reported over \$3M, whereas last year there were seven, which caused the 18% drop in average price. On the North Fork, the sale of a self-storage facility for over \$14M drove the average sale price to spike upward by a dramatic 82%.

INVENTORY

Inventory is the total number of East End properties listed for sale at the end of a particular period. Second Quarter 2019 inventory was 3,598 listings. Please note that Corcoran switched to a new listing system during Second Quarter. Therefore, the inventory figure cannot be compared to that published in prior reports.

SOUTH FORK (LAND)	2Q19	2Q18	%CHG (YR)
SALES	39	68	-43%
VOLUME	\$66.660M	\$97.654M	-32%
AVERAGE	\$1.709M	\$1.436M	19%
MEDIAN	\$715K	\$775K	-8%

NORTH FORK (LAND)	2Q19	2Q18	%CHG (YR)
SALES	16	35	-54%
VOLUME	\$9.439M	\$9.321M	1%
AVERAGE	\$590K	\$266K	122%
MEDIAN	\$288K	\$221K	30%

SOUTH FORK (COMMERCIAL)	2Q19	2Q18	%CHG (YR)
SALES	13	22	-41%
VOLUME	\$46.670M	\$96.444M	-52%
AVERAGE	\$3.590M	\$4.384M	-18%
MEDIAN	\$1.275M	\$1.298M	-2%

NORTH FORK (COMMERCIAL)	2Q19	2Q18	%CHG (YR)
SALES	9	16	-44%
VOLUME	\$32.520M	\$31.762M	2%
AVERAGE	\$3.613M	\$1.985M	82%
MEDIAN	\$2.870M	\$1.459M	97%