

The Corcoran Report

3Q | 2019 | EAST END

corcoran



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Methodology & Source

Residential real estate market. This report uses market-wide data from the Long Island Real Estate Report and is based upon transactions reported from July through September 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.



Bridgehampton | \$1.65M | Web# 347802

South Fork

Challenging market conditions persisted on the South Fork. Reported closed sales dipped 27% year-over-year, the largest decrease in nearly ten years, and the fourth consecutive quarter with a year-over-year decline in sales. Prices, on the other hand, held steady with the median price unchanged versus Third Quarter 2018 and average price up slightly.

By area, Third Quarter 2019 sales were down almost everywhere. Only Shelter Island and Westhampton/Remsenburg held firm with the same number of closings reported this quarter as this time last year. Montauk and Quogue were off by just one reported sale versus Third Quarter 2018. On the opposite end of the spectrum, East Hampton Village sales decreased by more than half and Amagansett sales dropped 43%.

While overall South Fork price statistics were essentially flat, there was major variation by area depending on where this quarter's highest end deals occurred. The areas with the highest average prices also had the biggest increases year-over-year: Southampton Village at 54%, followed by Water Mill at 32%, and Bridgehampton/Sagaponack at 31%. The biggest drop was in East Hampton Village where a lack of sales reported over \$4M caused a steep 60% decline in average price.

Sales

435

-27% YEAR OVER YEAR

Volume

\$801.31M

-25% YEAR OVER YEAR

Average Price

\$1.84M

+2% YEAR OVER YEAR

Median Price

\$995K

0% YEAR OVER YEAR

The South Fork

AMAGANSETT	3Q19	3Q18	%CHG (YR)
SALES	13	23	-43%
VOLUME	\$42.292M	\$72.020M	-41%
AVERAGE	\$3.253M	\$3.131M	+4%
MEDIAN	\$1.795M	\$2.025M	-11%

BRIDGEHAMPTON/SAGAPONACK	3Q19	3Q18	%CHG (YR)
SALES	20	30	-33%
VOLUME	\$109.176M	\$125.163M	-13%
AVERAGE	\$5.459M	\$4.172M	+31%
MEDIAN	\$2.630M	\$2.655M	-1%

EAST HAMPTON	3Q19	3Q18	%CHG (YR)
SALES	83	126	-34%
VOLUME	\$110.413M	\$167.409M	-34%
AVERAGE	\$1.330M	\$1.329M	0%
MEDIAN	\$995K	\$928K	+7%

EAST HAMPTON VILLAGE	3Q19	3Q18	%CHG (YR)
SALES	8	17	-53%
VOLUME	\$15.764M	\$83.027M	-81%
AVERAGE	\$1.971M	\$4.884M	-60%
MEDIAN	\$1.525M	\$3.650M	-58%

EAST QUOGUE/HAMPTON BAYS	3Q19	3Q18	%CHG (YR)
SALES	92	126	-27%
VOLUME	\$63.438M	\$99.767M	-36%
AVERAGE	\$690K	\$792K	-13%
MEDIAN	\$556K	\$594K	-6%

MONTAUK	3Q19	3Q18	%CHG (YR)
SALES	20	21	-5%
VOLUME	\$33.447M	\$52.412M	-36%
AVERAGE	\$1.672M	\$2.496M	-33%
MEDIAN	\$1.200M	\$1.235M	-3%

SAG HARBOR/NORTH HAVEN	3Q19	3Q18	%CHG (YR)
SALES	45	64	-30%
VOLUME	\$82.404M	\$121.432M	-32%
AVERAGE	\$1.831M	\$1.897M	-3%
MEDIAN	\$1.700M	\$1.348M	+26%

QUOGUE VILLAGE/QUOGUE	3Q19	3Q18	%CHG (YR)
SALES	17	18	-6%
VOLUME	\$26.604M	\$32.222M	-17%
AVERAGE	\$1.565M	\$1.790M	-13%
MEDIAN	\$1.001M	\$1.285M	-22%

SOUTHAMPTON	3Q19	3Q18	%CHG (YR)
SALES	45	67	-33%
VOLUME	\$61.630M	\$73.588M	-16%
AVERAGE	\$1.370M	\$1.098M	+25%
MEDIAN	\$1.050M	\$835K	+26%

SOUTHAMPTON VILLAGE	3Q19	3Q18	%CHG (YR)
SALES	18	24	-25%
VOLUME	\$106.375M	\$91.944M	+16%
AVERAGE	\$5.910M	\$3.831M	+54%
MEDIAN	\$2.688M	\$1.650M	+63%

The South Fork

WATER MILL	3Q19	3Q18	%CHG (YR)
SALES	17	23	-26%
VOLUME	\$83.112M	\$84.904M	-2%
AVERAGE	\$4.889M	\$3.691M	+32%
MEDIAN	\$3.750M	\$3.000M	+25%

SHELTER ISLAND	3Q19	3Q18	%CHG (YR)
SALES	12	12	0%
VOLUME	\$15.381M	\$14.215M	+8%
AVERAGE	\$1.282M	\$1.185M	+8%
MEDIAN	\$1.105M	\$1.053M	+5%

While every price category east of the canal had a drop in reported sales, some ranges were affected more than others were. The lowest-end of the market (under \$500K) saw the largest decline on a percentage basis and therefore shrunk in market share from 7% last year to 4% this year. But the highest-end (over \$5M) also shrank, falling from 9% of the market to 7% in Third Quarter 2019. The \$2M to

REMSENBURG/WESTHAMPTON	3Q19	3Q18	%CHG (YR)
SALES	43	43	0%
VOLUME	\$49.976M	\$54.292M	-8%
AVERAGE	\$1.162M	\$1.263M	-8%
MEDIAN	\$840K	\$970K	-13%

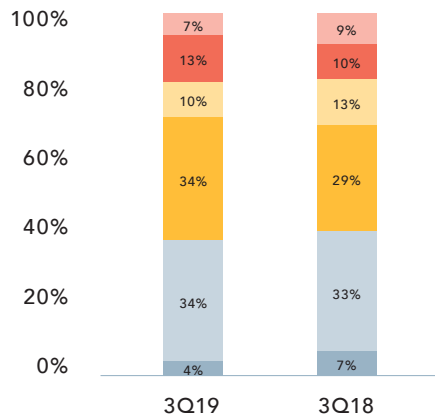
\$3M price range also had a constriction in its share of sales. \$1M to \$2M was the main beneficiary, growing from 29% to 34% of sales, while \$3M to \$5M had a 3% increase in market share.

The market share of reported sales was quite stable west of the canal. There were just minor changes at the top-end of the market. The over \$5M category is usually a sliver of the market but dropped to 0% this quarter as no sales were reported over that price point.

Market Share by Price Range

SOUTH FORK EAST OF THE CANAL

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

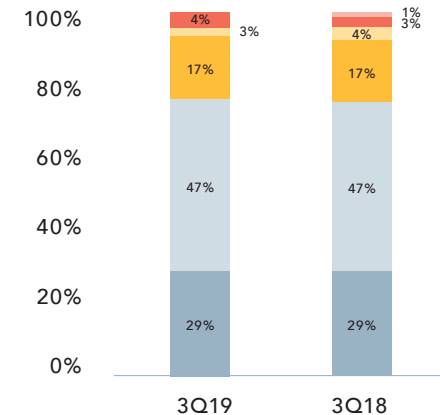


Due to rounding, graphs may not equal 100%.


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%.



Southold | \$6.750M | Web# 346511

North Fork

Price statistics were solid on the North Fork but sales figures decreased in Third Quarter 2019. Average price was up 1% year-over-year while median price actually increased 13%. Fewer reported sales under \$350K drove the spike in median price. Sales volume dropped 15% and the number of sales fell 16% to its second lowest figure in six years.

The North Fork's decline in sales was not across-the-board. East Marion/Orient reported closings were the same as Third Quarter 2018 and Southold had a notable 29% increase in sales. However, these positives were overwhelmed by double-digit declines in Aquebogue/Jamesport, Greenport, and Mattituck/Laurel.

Price changes versus last year were relatively minor in most areas. Greenport saw the biggest changes, with average price up 7% and median price up 25%. The decline in sales was more significant at the low-end of the market, causing price statistics to increase.

Sales

117

-16% YEAR OVER YEAR

Volume

\$83.62M

-15% YEAR OVER YEAR

Average Price

\$715K

+1% YEAR OVER YEAR

Median Price

\$620K

+13% YEAR OVER

The North Fork

AQUEBOGUE/JAMESPORT	3Q19	3Q18	%CHG (YR)
SALES	21	33	-36%
VOLUME	\$11.740M	\$18.736M	-37%
AVERAGE	\$559K	\$568K	-2%
MEDIAN	\$500K	\$510K	-2%

GREENPORT	3Q19	3Q18	%CHG (YR)
SALES	13	20	-35%
VOLUME	\$10.005M	\$14.354M	-30%
AVERAGE	\$770K	\$718K	+7%
MEDIAN	\$695K	\$557K	+25%

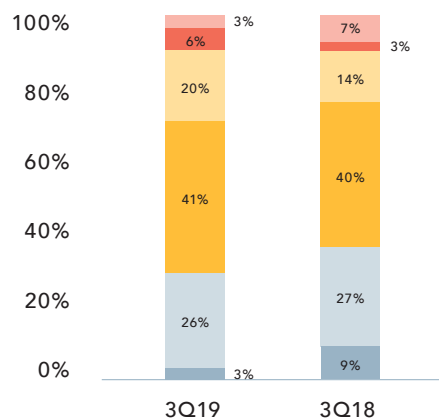
MATTITUCK/LAUREL	3Q19	3Q18	%CHG (YR)
SALES	34	46	-26%
VOLUME	\$23.149M	\$32.035M	-28%
AVERAGE	\$681K	\$696K	-2%
MEDIAN	\$638K	\$554K	+15%

EAST MARION/ORIENT	3Q19	3Q18	%CHG (YR)
SALES	13	13	0%
VOLUME	\$12.219M	\$12.125M	+1%
AVERAGE	\$940K	\$933K	+1%
MEDIAN	\$745K	\$780K	-4%

SOUTHOLD	3Q19	3Q18	%CHG (YR)
SALES	36	28	+29%
VOLUME	\$26.512M	\$21.413M	+24%
AVERAGE	\$736K	\$765K	-4%
MEDIAN	\$587K	\$562K	4%

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%.

In Third Quarter 2019, more sales were reported on the North Fork in the \$750K to \$1M and \$1M to \$1.5M price ranges, causing these categories to grow markedly in market share. The biggest drops occurred at the extreme ends of the market. Reported sales under \$350K decreased from 9% of the market to only 3% this year. Over \$1.5M closings were also 3% of the market but were 7% in Third Quarter 2018.

The Residential Luxury Market

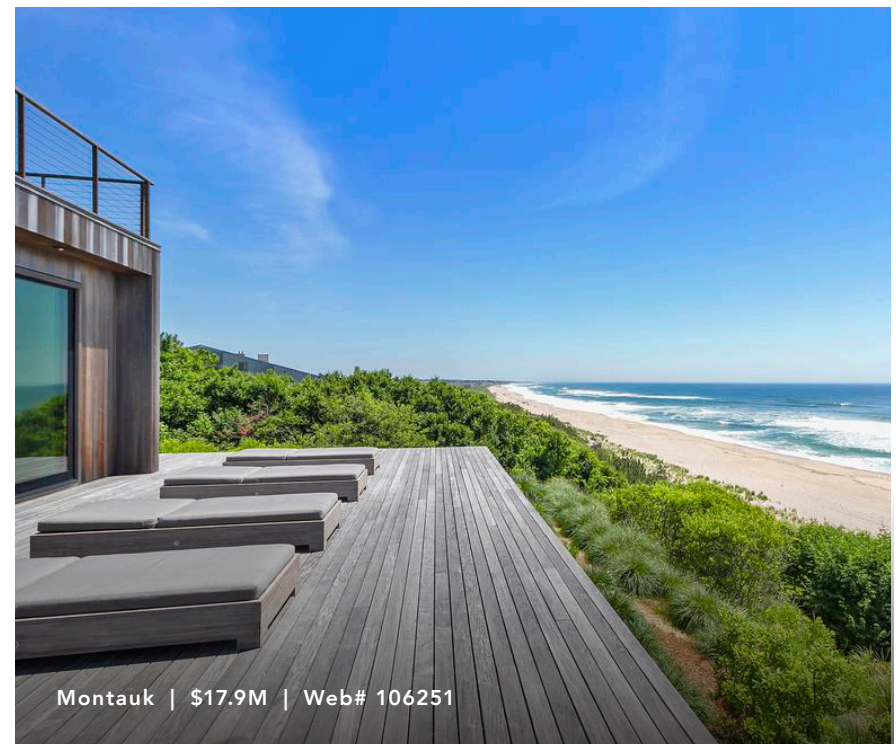
The luxury market is defined as the top 10% of all residential sales made within the period being reported. As various factors redefine the high-end market in any given period, these numbers may exhibit more volatility than the market overall. Because the luxury market is a fixed percentage of the overall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

Luxury price statistics diverged on the South Fork with average price up 7% but median price down 16%. Average price increased because there were more sales reported over \$15M this quarter than in Third Quarter 2018. However last year's third quarter had over double the number of sales reported between \$6M and \$15M than Third Quarter 2019, causing the steep median price drop.

The North Fork luxury market exhibited significant drops in price: average price was down 20% and median price declined 32%. Third Quarter 2019 had fewer sales over \$2M as compared to Third Quarter 2018 plus no sales reported over \$4M.

SOUTH FORK	3Q19	3Q18	%CHG (YR)
SALES	44	59	-25%
VOLUME	\$346.084M	\$434.681M	-20%
AVERAGE	\$7.866M	\$7.367M	+7%
MEDIAN	\$4.600M	\$5.500M	-16%

NORTH FORK	3Q19	3Q18	%CHG (YR)
SALES	12	14	-14%
VOLUME	\$19.827M	\$28.863M	-31%
AVERAGE	\$1.652M	\$2.062M	-20%
MEDIAN	\$1.279M	\$1.888M	-32%



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

It was a slower market for land this quarter on the South Fork. The number of sales and sales volume both decreased 22%. Median price dipped by 4%, however average price was unchanged.

On the North Fork, vacant land sales were also down, dropping 14% year-over-year. Reported land sales over \$300K actually increased, however, which drove average price up 16% and median price up 28%.

THE COMMERCIAL MARKET

The number of commercial sales reported on the East End was unchanged versus Third Quarter 2018. There was one more sale on the South Fork but one fewer sale on the North Fork.

Pricing statistics swung significantly on the South Fork because Third Quarter 2018 included the sale of the Atlantic Terrace Hotel in Montauk for over \$32M. On the North Fork, the changes are skewed by the small number of transactions.

INVENTORY

Inventory is the total number of East End properties listed for sale at the end of a particular period. Third Quarter 2019 inventory was 3,395 listings. Inventory dropped from Second Quarter 2019 by 6%.

Please note that Corcoran switched to a new listing system during Second Quarter 2019. Therefore, the inventory figure cannot be compared to that published in reports prior to last quarter.

SOUTH FORK (LAND)	3Q19	3Q18	%CHG (YR)
SALES	40	51	-22%
VOLUME	\$50.877M	\$65.062M	-22%
AVERAGE	\$1.272M	\$1.276M	0%
MEDIAN	\$548K	\$570K	-4%

NORTH FORK (LAND)	3Q19	3Q18	%CHG (YR)
SALES	18	21	-14%
VOLUME	6.273M	\$6.286M	0%
AVERAGE	\$348K	\$299K	+16%
MEDIAN	\$276K	\$215K	+28%

SOUTH FORK (COMMERCIAL)	3Q19	3Q18	%CHG (YR)
SALES	15	14	+7%
VOLUME	\$35.919M	\$63.821M	-44%
AVERAGE	\$2.395M	\$4.559M	-47%
MEDIAN	\$1.625M	\$2.050M	-21%

NORTH FORK (COMMERCIAL)	3Q19	3Q18	%CHG (YR)
SALES	5	6	-17%
VOLUME	\$7.455M	\$7.137M	+4%
AVERAGE	\$1.491M	\$1.190M	+25%
MEDIAN	\$425K	\$893K	-52%