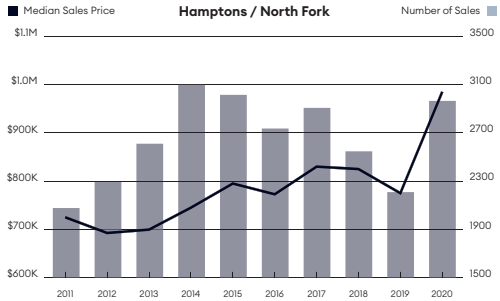
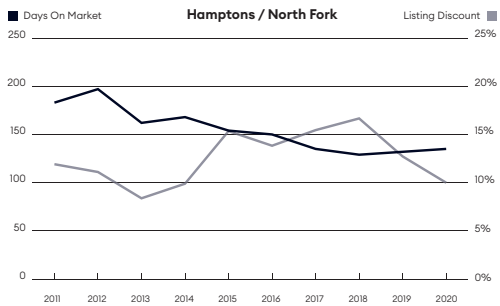


Elliman Report

2011-2020 Hamptons & North Fork Sales

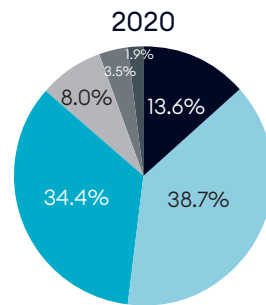


Hamptons/North Fork Matrix	2020	%Δ (QTR)	2019	%Δ (10-YR)	2011
Average Sales Price	\$1,806,278	26.7%	\$1,426,135	29.1%	\$1,399,582
Median Sales Price	\$985,000	27.1%	\$775,000	35.9%	\$725,000
Number of Sales (Closed)	2,965	34.2%	2,209	42.8%	2,077
Days on Market (From Original Date)	135	2.3%	132	-26.2%	183
Listing Discount (From Original Price)	9.9%		12.6%		11.8%
Listing Inventory	1,889	-7.9%	2,052	9.3%	1,728
Months of Supply	7.6	-31.5%	11.1	-24.0%	10.0

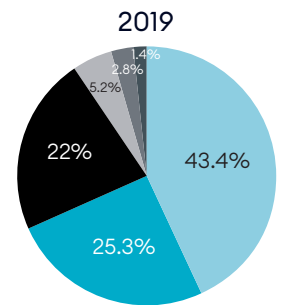


Quintiles (Median Sales Price By NOS)	2020	%Δ (QTR)	2019	%Δ (10-YR)	2011
5/5	\$3,531,000	21.8%	\$2,900,000	13.9%	3,100,000
4/5	\$1,634,000	33.6%	\$1,223,000	33.4%	1,225,000
3/5	\$985,000	27.1%	\$775,000	35.9%	725,000
2/5	\$699,000	21.6%	\$575,000	50.3%	465,000
1/5	\$450,400	22.4%	\$368,000	58.6%	284,000

	Average Sales Price	Median Sales Price	Number of Sales
2020	\$1,806,278	\$985,000	2,965
2019	\$1,426,135	\$775,000	2,209
2018	\$1,618,549	\$825,000	2,547
2017	\$1,557,603	\$830,000	2,907
2016	\$1,482,272	\$772,730	2,736
2015	\$1,634,125	\$795,000	3,015
2014	\$1,516,102	\$745,000	3,098
2013	\$1,329,375	\$699,500	2,610
2012	\$1,510,557	\$692,500	2,293
2011	\$1,399,582	\$725,000	2,077

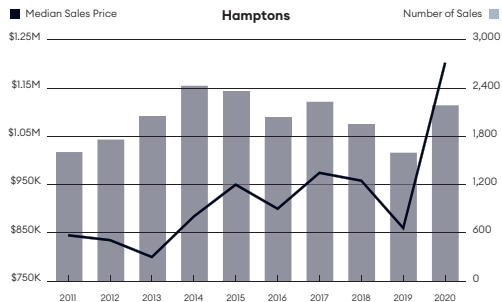


<\$499K	13.6%
\$500K-\$999K	38.7%
\$1M-\$2.9M	34.4%
\$3M-\$4.9M	8.0%
\$5M-\$9.9M	3.5%
\$10M+	1.9%



<\$499K	22.0%
\$500K-\$999K	43.4%
\$1M-\$2.9M	25.3%
\$3M-\$4.9M	5.2%
\$5M-\$9.9M	2.8%
\$10M+	1.4%

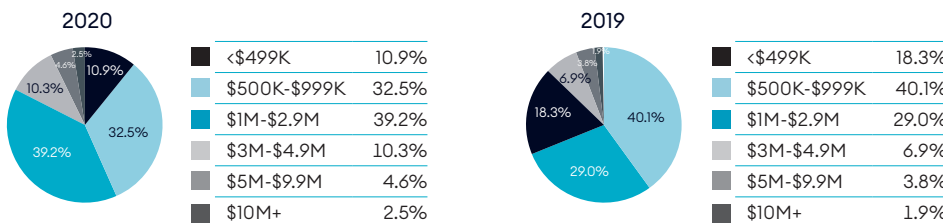
Hamptons



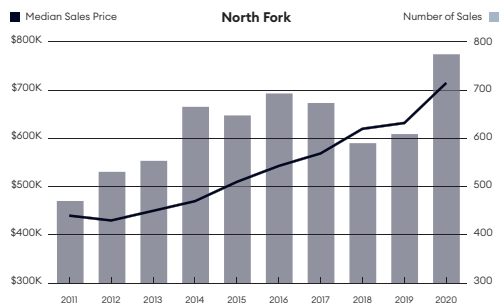
Hamptons Matrix	2020	%Δ (QTR)	2019	%Δ (10-YR)	2011
Average Sales Price	\$2,123,969	26.6%	\$1,677,606	30.5%	\$1,627,559
Median Sales Price	\$1,202,500	39.8%	\$860,000	42.3%	\$845,000
Number of Sales (Closed)	2,186	36.9%	1,597	36.2%	1,605
Days on Market (From Original Date)	151	7.1%	141	-17.9%	184
Listing Discount (From Original Price)	10.9%		14.1%		12.7%
Listing Inventory	1,745	-9.1%	1,919	49.8%	1,165
Months of Supply	9.6	-33.3%	14.4	10.3%	8.7

	Average Sales Price	Median Sales Price	Number of Sales
2020	\$2,123,969	\$1,202,500	2,186
2019	\$1,677,606	\$860,000	1,597
2018	\$1,857,429	\$958,167	1,954
2017	\$1,795,617	\$974,500	2,230
2016	\$1,742,468	\$900,000	2,039
2015	\$1,895,932	\$950,000	2,364
2014	\$1,743,392	\$884,000	2,429
2013	\$1,528,341	\$800,000	2,052
2012	\$1,771,135	\$835,000	1,760
2011	\$1,627,559	\$845,000	1,605

Quintiles (Median Sales Price By NOS)	2020	%Δ (QTR)	2019	%Δ (10-YR)	2011
5/5	\$4,200,000	22.0%	\$3,444,000	16.7%	\$3,600,000
4/5	\$1,946,250	31.9%	\$1,475,000	39.0%	\$1,400,000
3/5	\$1,202,500	39.8%	\$860,000	42.3%	\$845,000
2/5	\$790,000	28.2%	\$616,400	50.5%	\$525,000
1/5	\$484,500	27.6%	\$379,600	61.5%	\$300,000



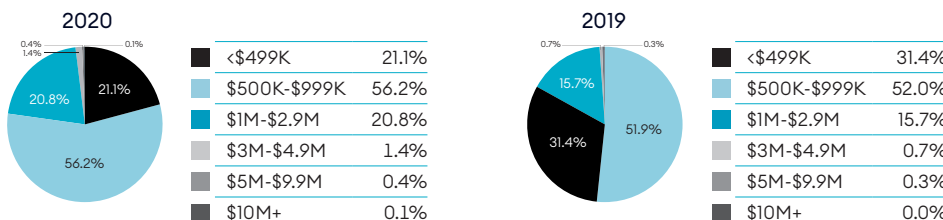
North Fork



North Fork Matrix	2020	%Δ (QTR)	2019	%Δ (10-YR)	2011
Average Sales Price	\$914,784	18.8%	\$769,925	46.5%	\$624,362
Median Sales Price	\$715,000	13.1%	\$632,000	62.5%	\$440,000
Number of Sales (Closed)	779	27.3%	612	65.0%	472
Days on Market (From Original Date)	105	-11.0%	118	-41.0%	178
Listing Discount (From Original Price)	6.5%		8.2%		8.7%
Listing Inventory	136	-61.1%	350	-75.8%	563
Months of Supply	2.1	-69.6%	6.9	-85.3%	14.3

	Average Sales Price	Median Sales Price	Number of Sales
2020	\$914,784	\$715,000	779
2019	\$769,925	\$632,000	612
2018	\$831,415	\$620,000	593
2017	\$773,599	\$569,000	677
2016	\$721,095	\$543,000	697
2015	\$683,414	\$510,000	651
2014	\$690,863	\$470,000	669
2013	\$601,847	\$450,000	556
2012	\$631,981	\$430,000	533
2011	\$624,362	\$440,000	472

Quintiles (Median Sales Price By NOS)	2020	%Δ (QTR)	2019	%Δ (10-YR)	2011
5/5	\$1,525,000	14.7%	\$1,329,800	27.1%	\$1,200,000
4/5	\$918,600	15.8%	\$793,500	45.8%	\$630,000
3/5	\$715,000	13.1%	\$632,000	62.5%	\$440,000
2/5	\$563,500	14.6%	\$491,500	58.3%	\$356,000
1/5	\$414,000	19.8%	\$345,500	65.6%	\$250,000



Luxury

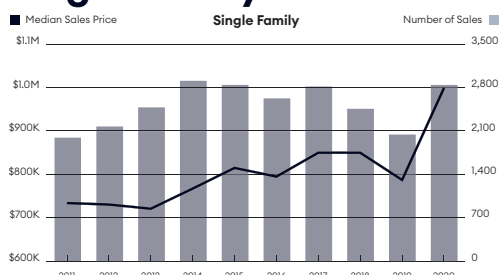


Luxury Matrix	2020	%Δ (QTR)	2019	%Δ (10-YR)	2011
Average Sales Price	\$7,549,678	22.6%	\$6,158,411	16.3%	\$6,493,451
Median Sales Price	\$5,200,000	15.6%	\$4,500,000	8.3%	\$4,800,000
Number of Sales (Closed)	303	35.9%	223	47.1%	206
Days on Market (From Original Date)	191	-19.7%	238	63.2%	117
Listing Discount (From Original Price)	13.4%		18.0%		14.8%
Listing Inventory	557	-20.9%	704	90.8%	292
Months of Supply	22.1	-41.7%	37.9	30.0%	17.0

	Average Sales Price	Median Sales Price	Number of Sales
2020	\$7,549,678	\$5,200,000	303
2019	\$6,158,411	\$4,500,000	223
2018	\$7,270,889	\$5,450,000	256
2017	\$6,695,789	\$5,100,000	295
2016	\$6,694,102	\$5,012,500	276

	Average Sales Price	Median Sales Price	Number of Sales
2015	\$7,608,920	\$5,375,000	307
2014	\$7,177,265	\$5,000,000	309
2013	\$5,958,451	\$4,250,000	260
2012	\$6,507,822	\$5,225,000	231
2011	\$6,493,451	\$4,800,000	206

Single Family

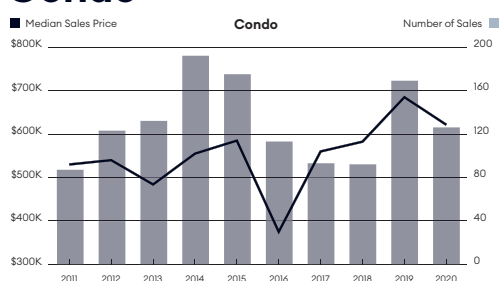


Single Family Matrix	2020	%Δ (QTR)	2019	%Δ (10-YR)	2011
Average Sales Price	\$1,853,238	25.0%	\$1,482,583	29.1%	\$1,435,073
Median Sales Price	\$999,000	26.9%	\$787,250	36.1%	\$734,000
Number of Sales (Closed)	2,839	39.2%	2,040	42.7%	1,990
Days on Market (From Original Date)	132	0.0%	132	-27.9%	183
Listing Discount (From Original Price)	9.9%		12.8%		11.8%
Listing Inventory	1,827	-7.0%	1,964	9.9%	1,663
Months of Supply	7.7	-33.6%	11.6	-23.0%	10.0

	Average Sales Price	Median Sales Price	Number of Sales
2020	\$1,853,238	\$999,000	2,839
2019	\$1,482,583	\$787,250	2,040
2018	\$1,658,052	\$850,000	2,455
2017	\$1,587,867	\$850,000	2,814
2016	\$1,521,951	\$795,000	2,623

	Average Sales Price	Median Sales Price	Number of Sales
2015	\$1,679,319	\$815,000	2,840
2014	\$1,574,374	\$767,375	2,906
2013	\$1,370,831	\$721,000	2,478
2012	\$1,567,529	\$730,650	2,170
2011	\$1,435,073	\$734,000	1,990

Condo



Condo Matrix	2020	%Δ (QTR)	2019	%Δ (10-YR)	2011
Average Sales Price	\$748,182	0.5%	\$744,743	27.3%	\$587,853
Median Sales Price	\$621,500	-9.3%	\$685,000	17.3%	\$530,000
Number of Sales (Closed)	126	-25.4%	169	44.8%	87
Days on Market (From Original Date)	174	29.9%	134	-0.6%	175
Listing Discount (From Original Price)	9.4%		7.9%		8.6%
Listing Inventory	62	-38.0%	100	-4.6%	65
Months of Supply	5.9	-16.9%	7.1	-34.4%	9.0

	Average Sales Price	Median Sales Price	Number of Sales
2020	\$748,182	\$621,500	126
2019	\$744,743	\$685,000	169
2018	\$564,437	\$582,500	92
2017	\$641,875	\$560,000	93
2016	\$561,219	\$375,000	113

	Average Sales Price	Median Sales Price	Number of Sales
2015	\$900,680	\$585,000	175
2014	\$634,134	\$555,000	192
2013	\$551,134	\$484,000	132
2012	\$510,516	\$540,000	123
2011	\$587,853	\$530,000	87

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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