

# ELLI MAN

## REPORT

# 4Q 2016

## HAMPTON SALES

Quarterly Survey of Residential Sales

### CONDOS & SINGLE FAMILY

# DASHBOARD

year-over-year

#### PRICES

Median Sales Price

7.2%

#### PACE

Absorption Rate

0.3<sub>mo</sub>

#### SALES

Closed Sales

14.5%

#### INVENTORY

Total Inventory

10.7%

#### MARKETING TIME

Days on Market

4<sub>days</sub>

#### NEGOTIABILITY

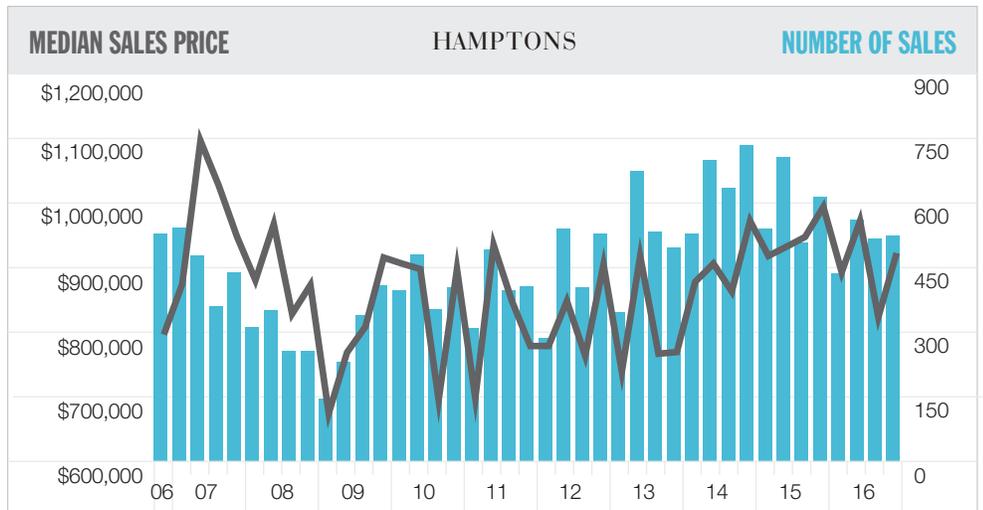
Listing Discount

2.2%

- Price trend indicators and sales moved lower
- Listing inventory declined as market time edged higher
- Negotiability and pace of the market expanded

*The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.*

Hamptons Market Matrix	4Q-2016	%Δ (QTR)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$1,676,410	-4.0%	\$1,746,413	-29.7%	\$2,383,499
Median Sales Price	\$925,000	12.1%	\$825,000	-7.2%	\$997,000
Number of Sales (Closed)	524	1.4%	517	-14.5%	613
Days on Market (From Original List Date)	145	2.1%	142	2.8%	141
Listing Discount (From Original List Price)	12.0%		8.8%		9.8%
Listing Inventory	1,314	-14.3%	1,533	-10.7%	1,472
Absorption Rate (Months)	7.5	-15.7%	8.9	4.2%	7.2
Year-to-Date	4Q-2016	%Δ (QTR)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price (YTD)	\$1,742,468	N/A	N/A	-8.1%	\$1,895,932
Median Sales Price (YTD)	\$900,000	N/A	N/A	-5.3%	\$950,000
Number of Sales (YTD)	2,039	N/A	N/A	-13.7%	2,364



The pace of the Hamptons sales market slowed but still moved faster than long-term averages. The decline in high-end sales played a large role in skewing market wide price indicators lower. Transactions above \$5 million fell 40.3% to 37 from a record 60 sales in the prior year quarter. Sales also declined in lower priced segments but to a lesser degree. The number of sales from \$1 million to \$5 million dropped 15.6% to 200. Sales below \$1 million, representing 54.8% of the overall market, declined 8.6% to 287 over the same period. The 14.5% decline in market wide sales was partially offset by the

10.7% decline in listing inventory. As a result, the absorption rate, the number of months to sell all inventory at the current rate of sales, slowed a modest 4.2% to 7.5 months from 7.2 months in the year ago quarter. The slower pace of the market was still 34.2% faster than the 11.4 month quarterly average for the decade. The slower pace of the market was also demonstrated with longer marketing times and more negotiability. Days on market, the number of days from the last list price change to the contract date, increased 2.8% to 145 days from the prior year quarter. Listing discount, the percentage difference

between the list price at time of sale and the sales price, expanded to 12% from 9.8% in the year ago quarter. Consistent with the slower market pace and larger decline in high-end sales than in other segments, housing price indicators skewed lower across the

market. Median sales price declined 7.2% to \$925,000 from the prior year quarter. The luxury market, representing the top 10% of all sales, was impacted more substantially by the shift in the mix of sales. Luxury median sales price declined 29.5% to \$5,850,000

from the year ago quarter. Luxury inventory rose 20.8% to 250 properties over the same period as sellers resisted changing market conditions. This pattern was in contrast to other regional markets that showed declines in “aspirationally” priced luxury listings.

## CONDOS

- Sharp decline in sales and inventory
- Smaller sales skewed price indicators sharply lower

Condo Market Matrix	4Q-2016	%Δ (QTR)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$476,767	14.1%	\$417,882	-56.8%	\$1,102,887
Median Sales Price	\$390,000	5.7%	\$369,000	-34.6%	\$596,190
Number of Sales (Closed)	15	-11.8%	17	-65.9%	44
Days on Market (From Original List Date)	153	3.4%	148	1.3%	151
Listing Discount (From Original List Price)	9.1%		5.9%		8.1%
Listing Inventory	56	-36.4%	88	-23.3%	73
Absorption Rate (Months)	11.2	-27.7%	15.5	124.0%	5.0

## SINGLE FAMILY

- Price trend indicators declined as negotiability increased
- Sales and inventory fell at similar rates keeping market pace unchanged

Single Family Market Matrix	4Q-2016	%Δ (QTR)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$1,711,763	-4.5%	\$1,791,583	-31.0%	\$2,482,527
Median Sales Price	\$950,000	11.8%	\$850,000	-9.5%	\$1,050,000
Number of Sales (Closed)	509	1.8%	500	-10.5%	569
Days on Market (From Original List Date)	145	2.8%	141	3.6%	140
Listing Discount (From Original List Price)	12.2%		9.0%		9.9%
Listing Inventory	1,258	-12.9%	1,445	-10.1%	1,399
Absorption Rate (Months)	7.4	-14.9%	8.7	0.0%	7.4

## LUXURY

- Price trend indicators fell as threshold moved sharply lower
- Marketing time was essentially unchanged as negotiability expanded
- Listing inventory expanded as market pace slowed

Luxury Market Matrix	4Q-2016	%Δ (QTR)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$7,058,240	-17.3%	\$8,538,746	-42.6%	\$12,300,965
Median Sales Price	\$5,850,000	-6.4%	\$6,250,000	-29.5%	\$8,300,000
Number of Sales (Closed)	53	1.9%	52	-14.5%	62
Days on Market (From Original List Date)	198	6.5%	186	0.5%	197
Listing Discount (From Original List Price)	15.7%		10.3%		11.7%
Listing Inventory	250	-4.9%	263	20.8%	207
Absorption Rate (Months)	14.2	-6.6%	15.2	42.0%	10.0
Entry Threshold	\$3,725,000	-6.8%	\$3,995,000	-25.5%	\$5,000,000

Note: This sub-category is the analysis of the top ten percent of all sales. The data is also contained within the other markets presented.



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Hamptons Mix	Sales Share	Year-Over-Year Change
>\$5M	7.1%	-40.3%
\$1M - \$5M	38.2%	-15.6%
<\$1M	54.8%	-8.6%

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