

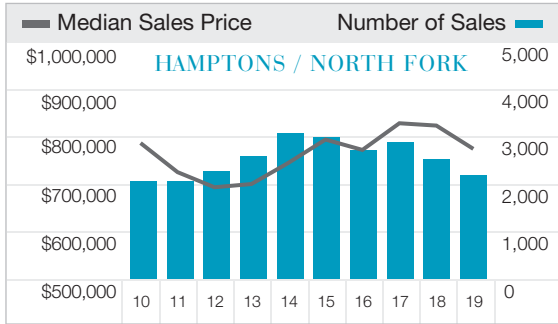
ELLIMAN REPORT

2010-2019

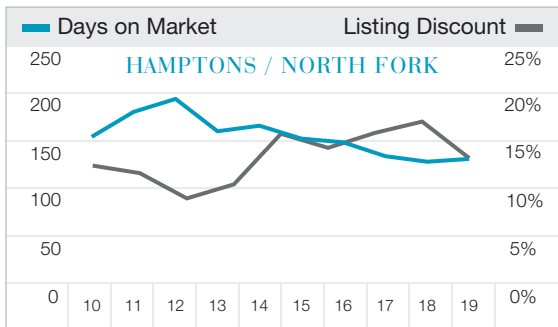
HAMPTONS & NORTH FORK

Decade Survey of Residential Sales

[The Hamptons and the North Fork reported separately]

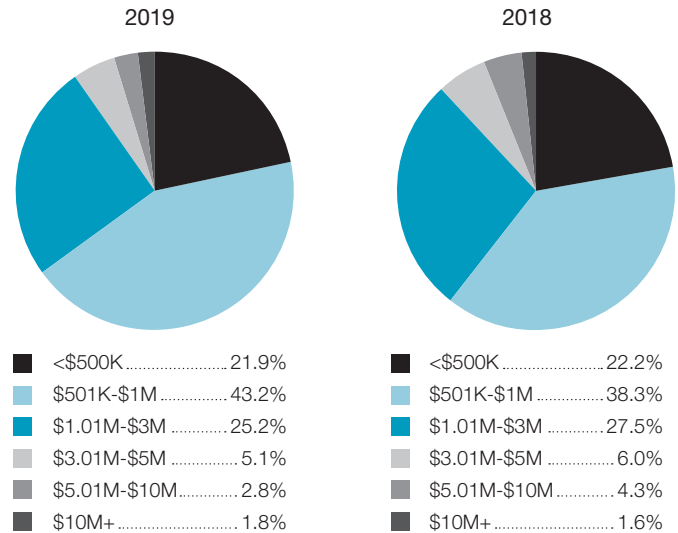


Hamptons/North Fork Market Matrix	2019	%Δ (YR)	2018	%Δ (10-YR)	2010
Average Sales Price	\$1,426,135	-11.9%	\$1,618,549	-1.6%	\$1,450,017
Median Sales Price	\$775,000	-6.1%	\$825,000	-1.6%	\$787,500
Number of Sales	2,209	-13.3%	2,547	6.5%	2,075
Days on Market (From Original List Date)	132	2.3%	129	-15.4%	156
Listing Discount (From Original List Price)	12.6%		16.5%		9.2%
Listing Inventory	2,052	-12.8%	2,352	-10.5%	2,292
Months of Supply	11.1	0.0%	11.1	-16.5%	13.3



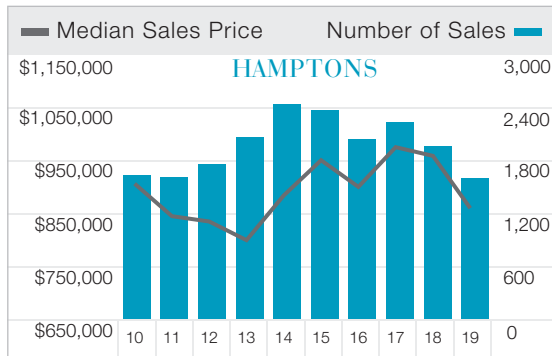
Quintiles (Median Sales Price By NOS)	2019	%Δ (YR)	2018	%Δ (10-YR)	2010
5/5	\$2,900,000	-15.7%	\$3,441,900	-8.6%	\$3,172,500
4/5	\$1,223,000	-9.4%	\$1,350,000	-9.4%	\$1,350,000
3/5	\$775,000	-6.1%	\$825,000	-1.3%	\$785,000
2/5	\$575,000	-0.9%	\$580,000	14.9%	\$500,500
1/5	\$368,000	-1.9%	\$375,000	13.2%	\$325,000

	Average Sales Price	Median Sales Price	Number of Sales
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
2010	\$1,450,017	\$787,500	2,075



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

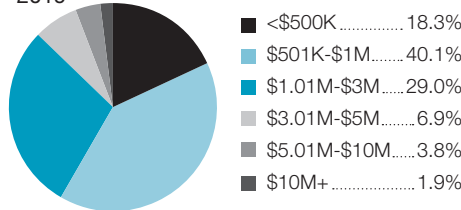


Year	Average Sales Price	Median Sales Price	Number of Sales
2019	\$1,677,606	\$860,000	1,597
2018	\$1,857,429	\$958,167	1,954
2017	\$1,795,617	\$974,500	2,230
2016	\$1,742,468	\$900,000	2,039
2015	\$1,895,932	\$950,000	2,364
2014	\$1,743,392	\$884,000	2,429
2013	\$1,528,341	\$800,000	2,052
2012	\$1,771,135	\$835,000	1,760
2011	\$1,627,559	\$845,000	1,605
2010	\$1,662,468	\$906,000	1,632

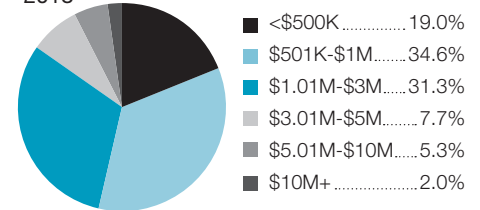
Hamptons Market Matrix	2019	%Δ (YR)	2018	%Δ (10-YR)	2010
Average Sales Price	\$1,677,606	-9.7%	\$1,857,429	0.9%	\$1,662,468
Median Sales Price	\$860,000	-10.2%	\$958,167	-5.1%	\$906,000
Number of Sales	1,597	-18.3%	1,954	-2.1%	1,632
Days on Market (From Original List Date)	141	5.2%	134	-9.0%	155
Listing Discount (From Original List Price)	14.1%		17.4%		8.9%
Listing Inventory	1,919	-12.7%	2,197	20.2%	1,597
Months of Supply	14.4	6.7%	13.5	23.1%	11.7

Quintiles (Median Sales Price By NOS)	2019	%Δ (YR)	2018	%Δ (10-YR)	2010
5/5	\$3,444,000	-13.9%	\$4,000,000	-0.5%	\$3,462,500
4/5	\$1,475,000	-7.2%	\$1,590,000	-3.6%	\$1,530,750
3/5	\$860,000	-10.2%	\$958,167	-5.1%	\$906,000
2/5	\$616,400	-4.4%	\$645,000	3.6%	\$595,000
1/5	\$379,600	-0.1%	\$380,000	11.0%	\$342,000

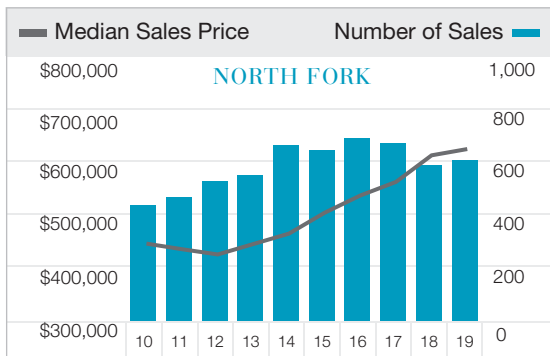
2019



2018



NORTH FORK

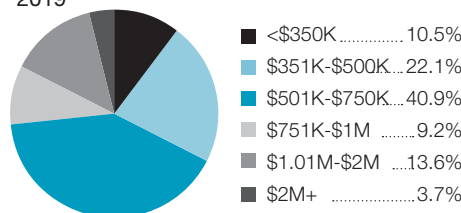


Year	Average Sales Price	Median Sales Price	Number of Sales
2019	\$769,925	\$632,000	612
2018	\$831,415	\$620,000	593
2017	\$773,599	\$569,000	677
2016	\$721,095	\$543,000	697
2015	\$683,414	\$510,000	651
2014	\$690,863	\$470,000	669
2013	\$601,847	\$450,000	556
2012	\$631,981	\$430,000	533
2011	\$624,362	\$440,000	472
2010	\$667,353	\$450,771	443

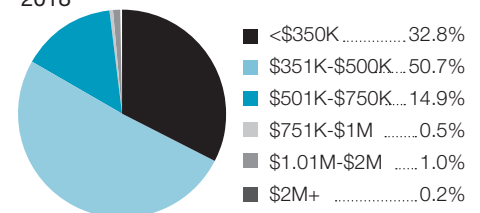
North Fork Market Matrix	2019	%Δ (YR)	2018	%Δ (10-YR)	2010
Average Sales Price	\$769,925	-7.4%	\$831,415	15.4%	\$667,353
Median Sales Price	\$632,000	1.9%	\$620,000	40.2%	\$450,771
Number of Sales	612	3.2%	593	38.1%	443
Days on Market (From Original List Date)	118	-1.7%	120	-25.3%	158
Listing Discount (From Original List Price)	8.2%		10.1%		10.3%
Listing Inventory	350	0.0%	350	-49.6%	695
Months of Supply	6.9	-2.8%	7.1	-63.3%	18.8

Quintiles (Median Sales Price By NOS)	2019	%Δ (YR)	2018	%Δ (10-YR)	2010
5/5	\$1,329,800	-7.5%	\$1,437,786	-8.3%	\$1,450,000
4/5	\$793,500	-1.3%	\$804,100	21.1%	\$655,000
3/5	\$632,000	1.9%	\$620,000	40.2%	\$450,771
2/5	\$491,500	0.0%	\$491,500	35.6%	\$362,500
1/5	\$345,500	-1.3%	\$350,000	23.4%	\$280,000

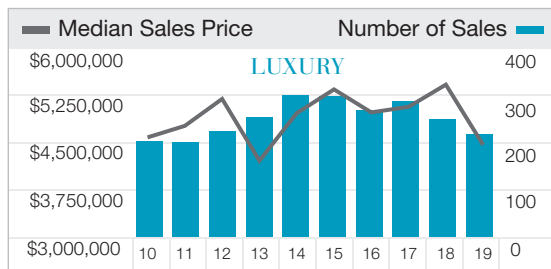
2019



2018



LUXURY

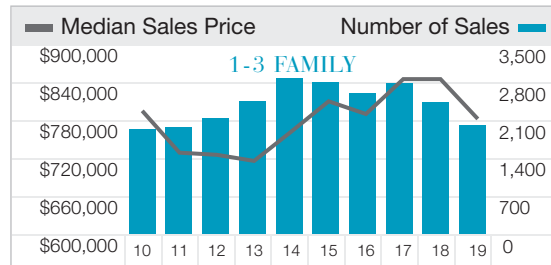


Luxury Market Matrix	2019	%Δ (YR)	2018	%Δ (10-YR)	2010
Average Sales Price	\$6,158,411	-15.3%	\$7,270,889	-7.0%	\$6,618,897
Median Sales Price	\$4,500,000	-17.4%	\$5,450,000	-2.6%	\$4,618,500
Number of Sales	223	-12.9%	256	7.2%	208
Days on Market (From Original List Date)	238	21.4%	196	87.4%	127
Listing Discount (From Original List Price)	18.0%		20.3%		11.0%
Listing Inventory	552	-2.0%	563	108.3%	265
Months of Supply	29.7	12.5%	26.4	94.1%	15.3

	Avg. Sales Price	Med. Sales Price	No. of Sales
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
2015	\$7,608,920	\$5,375,000	307

	Avg. Sales Price	Med. Sales Price	No. of Sales
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
2010	\$6,618,897	\$4,618,500	208

1-3 FAMILY

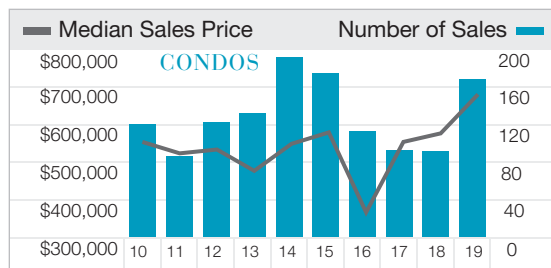


1-3 Family Market Matrix	2019	%Δ (YR)	2018	%Δ (10-YR)	2010
Average Sales Price	\$1,482,583	-10.6%	\$1,658,052	-1.4%	\$1,503,980
Median Sales Price	\$787,250	-7.4%	\$850,000	-1.6%	\$800,000
Number of Sales	2,040	-16.9%	2,455	4.4%	1,954
Days on Market (From Original List Date)	132	2.3%	129	-16.5%	158
Listing Discount (From Original List Price)	12.8%		16.7%		9.3%
Listing Inventory	1,964	-13.6%	2,273	-9.5%	2,169
Months of Supply	11.6	4.5%	11.1	-12.8%	13.3

	Avg. Sales Price	Med. Sales Price	No. of Sales
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
2015	\$1,679,319	\$815,000	2,840

	Avg. Sales Price	Med. Sales Price	No. of Sales
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
2010	\$1,503,980	\$800,000	1,954

CONDOS



Condos Market Matrix	2019	%Δ (YR)	2018	%Δ (10-YR)	2010
Average Sales Price	\$744,743	31.9%	\$564,437	27.5%	\$584,286
Median Sales Price	\$685,000	17.6%	\$582,500	22.3%	\$560,000
Number of Sales	169	83.7%	92	39.7%	121
Days on Market (From Original List Date)	134	8.1%	124	8.9%	123
Listing Discount (From Original List Price)	7.9%		8.0%		7.6%
Listing Inventory	100	26.6%	79	-18.7%	123
Months of Supply	7.1	-31.1%	10.3	-41.8%	12.2

	Avg. Sales Price	Med. Sales Price	No. of Sales
2019	\$744,743	\$685,000	169
2018	\$564,437	\$582,500	92
2017	\$641,875	\$560,000	93
2016	\$561,219	\$375,000	113
2015	\$900,680	\$585,000	175

	Avg. Sales Price	Med. Sales Price	No. of Sales
2014	\$634,134	\$555,000	192
2013	\$551,134	\$484,000	132
2012	\$510,516	\$540,000	123
2011	\$587,853	\$530,000	87
2010	\$584,286	\$560,000	121