



HAMPTONS REAL ESTATE
2006
END OF THE YEAR REPORT
by Judi Desiderio

The beacon in a year of some dark figures for 2006 was **Bridgehampton** (which includes Water Mill and Sagaponack) where 42% of all home sales over \$5M in 2006 occurred...41 to be exact. That's a whopping 128% increase over the total of 18 seen in all of 2005.

The **Number of Home Sales in Bridgehampton** (which includes Water Mill and Sagaponack) remained virtually unchanged at 203 in 2006, a 1% increase from 201 in 2005. Additionally, **Median Home Sales Price** rose the greatest in **Bridgehampton** by 25% from \$1.8M in 2005 to \$2.25M in 2006.

Median Home Sales Price rose in 9 of the 11 markets monitored by **Town & Country**. The greatest rise in **Median Home Sales Price** was a blinding 65.56% in **Sag Harbor Village** from \$755,000 in 2005 to \$1.25M in 2006.

The reverse is true though of **Total Sales Volume**, 9 of the 11 markets saw a decrease with the greatest difference in **East Hampton Village** at -37.86% to \$201M in 2006 from \$324M in 2005.

All Hamptons Markets Combined demonstrates the South Fork sales market during 2006. While sales activity, as measured by **Number of Home Sales** declined by 21.5% from a total of 2,326 in 2005 to 1,826 in 2006, the **Median Home Sales Price** rose 7.5% from \$800,000 in 2005 to \$860,000 in 2006.

The top two price ranges monitored by **Town & Country**, \$3.5 - \$4.99M and \$5M and up, both experienced significant gains of 21% and 14% respectively. This is a vital statistic since the overall **Number of Home Sales** actually declined by 21.5%, pinpointing the increased activity on the high end.

The price range with the greatest drop of 43% was under \$500,000. Let me say though, this is not a reflection of lack of demand, but rather a lack of inventory. In fact in **East Hampton Village** and **Amagansett**, there were -0- sales under \$500,000. If there were homes available in that price category in those locations there would be bidding wars for them regardless of market conditions.

2006 closed with a very strong December in all markets and all price categories. Hopefully a sign of what 2007 has in store for us.

Judi A. Desiderio
Owner Broker

**Town & Country Real Estate of the East End LLC
Hamptons Fourth Quarter Report
2006**

Sag Harbor Area

(Includes Noyack and North Haven)

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	#Sales \$1M to 1.99M	#Sales \$2M to \$3.49	#Sales \$3.5 to 4.99M	#Sales \$5M+
4th Q 2006	21	23,243,500	751,500	3	13	3	-	1	1
Change	-25.00%	-25.75%	-0.41%	+50.00%	-27.78%	-50.00%	-100.00%	-	-
4th Q 2005	28	31,306,345	754,613	2	18	6	2	-	1

Sag Harbor Village

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	#Sales \$1M to 1.99M	#Sales \$2M to \$3.49	#Sales \$3.5 to 4.99M	#Sales \$5M+
4th Q 2006	13	23,560,000	1,545,000	-	4	7	1	-	-
Change	-27.78%	+56.57%	+89.45%	-100.00%	-33.33%	-	-	-	-
4th Q 2005	18	15,047,638	815,500	5	6	7	-	-	-

Shelter Island

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	#Sales \$1M to 1.99M	#Sales \$2M to \$3.49	#Sales \$3.5 to 4.99M	#Sales \$5M+
4th Q 2006	7	6,182,000	850,000	1	5	1	-	-	-
Change	-79.41	-81.48%	+9.15%	-88.89%	-66.67%	-83.33%	-100.00%	-100.00%	-
4th Q 2005	34	33,380,500	778,750	9	15	6	3	1	-

Southampton Area

(Includes North Sea)

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	#Sales \$1M to 1.99M	#Sales \$2M to \$3.49	#Sales \$3.5 to 4.99M	#Sales \$5M+
4th Q 2006	30	30,156,533	658,750	5	19	2	3	-	1
Change	-51.61%	-45.46%	-12.17%	-16.67%	-50.00%	-87.50%	+50.00%	-	-
4th Q 2005	62	55,296,100	750,000	6	38	16	2	-	-

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Southampton Village

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	#Sales \$1M to 1.99M	#Sales \$2M to \$3.49	#Sales \$3.5 to 4.99M	#Sales \$5M+
4th Q 2006	26	74,610,470	1,620,000	1	7	8	2	6	2
Change	-23.53%	-24.38%	+26.56%	-66.67%	-36.36%	-20.00%	-	+500.00%	-71.43%
4th Q 2005	34	98,667,518	1,280,009	3	11	10	2	1	7

Westhampton

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	#Sales \$1M to 1.99M	#Sales \$2M to \$3.49	#Sales \$3.5 to 4.99M	#Sales \$5M+
4th Q 2006	124	127,063,127	547,500	43	60	8	7	1	5
Change	-32.24%	-7.49%	+4.29%	-45.57%	-21.05%	-52.94%	-22.22%	-	+400.00%
4th Q 2005	183	137,357,935	525,000	79	76	17	9	1	1

Amagansett

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	#Sales \$1M to 1.99M	#Sales \$2M to \$3.49	#Sales \$3.5 to 4.99M	#Sales \$5M+
4th Q 2006	5	8,991,868	1,587,500	-	-	4	1	-	-
Change	-75.00%	-89.82%	+3.76%	-	-100.00%	-33.33%	-80.00%	-	-100.00%
4th Q 2005	20	88,368,000	1,530,000	-	5	6	5	-	4

Bridgehampton

(Includes Water Mill and Sagaponack)

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	#Sales \$1M to 1.99M	#Sales \$2M to \$3.49	#Sales \$3.5 to 4.99M	#Sales \$5M+
4th Q 2006	38	140,956,461	2,228,750	1	8	9	4	8	8
Change	-25.49%	-18.44%	-3.10%	-75.00%	+33.33%	-10.00%	-77.78%	+60.00%	-
4th Q 2005	51	172,825,723	2,300,000	4	6	10	18	5	8

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East Hampton Area
(Includes Wainscott)

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	#Sales \$1M to 1.99M	#Sales \$2M to \$3.49	#Sales \$3.5 to 4.99M	#Sales \$5M+
4th Q 2006	91	89,600,689	805,000	7	56	24	3	1	-
Change	-20.18%	-23.00%	+1.92%	-36.36%	-8.20%	-27.27%	-66.67%	-	-
4th Q 2005	114	116,370,121	789,850	11	61	33	9	-	-

East Hampton Village

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	#Sales \$1M to 1.99M	#Sales \$2M to \$3.49	#Sales \$3.5 to 4.99M	#Sales \$5M+
4th Q 2006	16	66,376,968	3,525,000	-	1	3	4	4	4
Change	-20.00%	-3.59%	+27.60%	-	-66.67%	-25.00%	-	-	-20.00%
4th Q 2005	20	68,851,607	2,762,500	-	3	4	4	4	5

Montauk

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	#Sales \$1M to 1.99M	#Sales \$2M to \$3.49	#Sales \$3.5 to 4.99M	#Sales \$5M+
4th Q 2006	18	18,241,250	905,500	-	11	7	-	-	-
Change	-18.18%	-35.15%	-6.02%	-	-21.43%	+16.67%	-	-100.00%	-
4th Q 2005	22	28,127,499	963,500	-	14	6	-	2	-

The Hamptons
(All Markets Combined)

	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	# Sales Under 500K	# Sales \$500K to \$999K	#Sales \$1M to 1.99M	#Sales \$2M to \$3.49	#Sales \$3.5 to 4.99M	#Sales \$5M+
4th Q 2006	389	608,982,866	825,000	61	184	76	25	21	22
Change	-33.62%	-27.98%	+4.43	-48.74%	-27.27%	-37.19%	-52.83%	+50.00	-15.38%
4thQ 2005	586	845,598,986	790,000	119	253	121	53	14	26