

Market Insight

Oh, Thank Heaven for 2007

Change is in the air...

The shift we see today began December of 2006. Real Estate in all East End markets has recently seen a significant increase in activity. This wave of activity started with inquires, followed by appointments and is resulting in sales and rentals.

This activity will not be quantifiable for 3-6 months simply due to Processing Time. Processing Time includes search, negotiations, contracts, closing and recording combined. This explains why market trends are first witnessed by those professionals in the trenches, while the media reports are usually behind the actual movement, or shift if you will.

Yet another reason to remain in close contact with your seasoned Real Estate professional... one that has their finger on the pulse. At times, I must admit, I have seen many veteran brokers in denial about a downturn until the point it becomes indisputable. The latest pull back in sales began in the summer of 2005, yet many real estate professionals did not properly adjust prices until the second half of 2006.

Even with the increased activity we are currently experiencing, it will take some time to absorb the excess inventory which has collected in our East End markets. Prices cannot increase until inventory is absorbed, thus supply declines, and demand increases.

The silver lining was seen at the high end. During the first three quarters of 2006 the high end enjoyed new heights. On the **North Fork**, the highest price category monitored by Town & Country is the \$2M+ range. During the first three quarters of 2006 there were 13 sales which was an 18% increase over 2005. In **All Hampton Markets** combined, the highest priced category monitored by Town & Country is \$5M+. During the first three quarters of 2006 there were 73 home sales which was a 23.7% increase over 2005. Full, in depth, quarterly reports can be viewed on our Town & Country website at www.1TownandCountry.com

We are pleased to report that in each Town & Country location the agents are all booked with appointments, writing leases and closing sales.

Oh, thank heaven for 2007.

Judi A. Desiderio, Principal Broker
www.judidesiderio.com

www.TownandCountryRealEstate.BIZ

East Hampton Office
52 Main Street
East Hampton, NY 11937
631-324-8080

Westhampton Office
132-9 Main Street
Westhampton Beach, NY 11978
631-288-3030

North Fork Office
6920 Main Road
Mattituck, NY 11952
631-298-0600