



HAMPTONS 5 Year History Report

TOWN & COUNTRY REAL ESTATE has compiled a 5 year study of the 11 specific markets comprising the Hamptons, Long Island.

We chose 5 years specifically due to the fact that **TOWN & COUNTRY** had identified the summer of 2005 as the "Top of the Market" for sales activity (August 2005) and we were the first to identify the first half of 2009 as "The Bottom" (March 2009). Thus looking to analyze the comparison from Bull to Bear!

This evaluation examines the **Number of Home Sales, Total Home Sales Volume and Median Home Sales Price** in all 11 markets monitored by **TOWN & COUNTRY** including 6 specific price ranges within each market.

In the Hamptons, while we experienced the most **Number of Home Sales** in 2005 (2,544), 2007 was the best year for high end home sales, as evidenced by the highest **Median Home Sales Price** of \$999,000 (2007). A closer look at the different price ranges monitored by **TOWN & COUNTRY** and you will see from \$2M up, the highest **Number of Home Sales** occurred in 2007! In fact 5 of our 11 markets posted their highest **Median Home Sales Price** in 2007!

7 of the 11 individual markets monitored by **TOWN & COUNTRY** had their best year in 2005 for the **Number of Home Sales** – or sales activity as we say – with 2007 second best.

Now some sobering statistics... **SAG HARBOR VILLAGE** and **SOUTHAMPTON AREA (which includes North Sea)** dropped the most in the **Number of Home Sales** – 67%. Furthermore 9 of the 11 markets saw declines of at least 50% in sales activity when comparing the **Number of Home Sales** in 2005 with the **Number of Home Sales** in 2009. The **Total Home Sales Volume** in the **SOUTHAMPTON AREA (which includes North Sea)** experienced the greatest decline - 69% - from \$273M in 2005 down to \$83.5M in 2009.

MONTAUK and **BRIDGEHAMPTON (which includes Water Mill and Sagaponack)** on the other hand posted their highest **Median Home Sales Price** in 2009, \$909,930 and \$2.675M respectively.

While these statistics may have a sobering effect – the good news is we are off the bottom! This leaves us future advancing markets.

To view more specifics on your particular locations and price ranges visit our website **1TownandCountry.com** and click on "Reports".

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Hamptons 5 Year History

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 \$3.49M | # Sales \$3.5M to 4.99M | # Sales \$5M+ |
|------|-----------------|-------------------------|-------------------------|--------------------|--------------------------|-----------------------|-------------------------|-------------------------|---------------|
| 2009 | 73 | 92,607,509 | 800,000 | 12 | 35 | 9 | 13 | 3 | 1 |
| 2008 | 76 | 116,089,055 | 828,000 | 11 | 32 | 11 | 17 | 1 | 4 |
| 2007 | 125 | 171,490,508 | 965,000 | 13 | 51 | 35 | 21 | 4 | 1 |
| 2006 | 109 | 127,923,515 | 816,000 | 9 | 66 | 18 | 12 | 3 | 1 |
| 2005 | 165 | 177,238,351 | 830,000 | 17 | 99 | 35 | 11 | 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 \$3.49M | # Sales \$3.5M to 4.99M | # Sales \$5M+ |
|------|-----------------|-------------------------|-------------------------|--------------------|--------------------------|-----------------------|-------------------------|-------------------------|---------------|
| 2009 | 24 | 28,495,000 | 1,032,500 | 4 | 8 | 10 | 1 | - | 1 |
| 2008 | 49 | 69,871,150 | 1,105,000 | 3 | 18 | 19 | 7 | 1 | 1 |
| 2007 | 75 | 90,926,000 | 991,500 | 5 | 37 | 22 | 10 | 1 | - |
| 2006 | 59 | 80,214,155 | 1,125,000 | 4 | 24 | 20 | 10 | - | 1 |
| 2005 | 73 | 66,764,918 | 800,000 | 16 | 34 | 20 | 3 | - | - |

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 \$3.49M | # Sales \$3.5M to 4.99M | # Sales \$5M+ |
|------|-----------------|-------------------------|-------------------------|--------------------|--------------------------|-----------------------|-------------------------|-------------------------|---------------|
| 2009 | 46 | 50,346,184 | 867,600 | 7 | 24 | 10 | 4 | - | 1 |
| 2008 | 49 | 64,175,573 | 940,000 | 9 | 23 | 11 | 4 | 1 | 1 |
| 2007 | 86 | 134,155,999 | 973,500 | 7 | 43 | 17 | 9 | 7 | 3 |
| 2006 | 71 | 105,098,315 | 875,000 | 11 | 33 | 12 | 7 | 5 | 3 |
| 2005 | 110 | 107,605,400 | 757,500 | 18 | 64 | 17 | 9 | 2 | - |

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 \$3.49M | # Sales \$3.5M to 4.99M | # Sales \$5M+ |
|------|-----------------|-------------------------|-------------------------|--------------------|--------------------------|-----------------------|-------------------------|-------------------------|---------------|
| 2009 | 88 | 83,511,314 | 760,000 | 14 | 46 | 22 | 5 | 1 | - |
| 2008 | 120 | 170,645,027 | 847,000 | 16 | 58 | 29 | 9 | 2 | 6 |
| 2007 | 197 | 241,657,663 | 900,000 | 19 | 97 | 51 | 22 | 7 | 1 |
| 2006 | 176 | 231,948,674 | 934,425 | 12 | 89 | 49 | 19 | 4 | 3 |
| 2005 | 270 | 272,907,624 | 782,500 | 35 | 155 | 56 | 20 | 4 | - |

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 \$3.49M | # Sales \$3.5M to 4.99M | # Sales \$5M+ |
|------|-----------------|-------------------------|-------------------------|--------------------|--------------------------|-----------------------|-------------------------|-------------------------|---------------|
| 2009 | 69 | 192,117,947 | 1,800,000 | - | 22 | 18 | 13 | 5 | 11 |
| 2008 | 72 | 408,627,576 | 2,275,000 | 1 | 15 | 17 | 12 | 4 | 23 |
| 2007 | 129 | 585,102,242 | 2,000,000 | 3 | 24 | 37 | 22 | 12 | 31 |
| 2006 | 124 | 489,364,493 | 1,900,000 | 6 | 22 | 36 | 22 | 15 | 23 |
| 2005 | 137 | 456,360,215 | 1,700,000 | 4 | 38 | 37 | 18 | 9 | 31 |

Westhampton

(Includes Westhampton Beach, Hampton Bays, East Quogue, Quogue and Quogue)

| | # 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 \$3.49M | # Sales \$3.5M to 4.99M | # Sales \$5M+ |
|------|-----------------|-------------------------|-------------------------|--------------------|--------------------------|-----------------------|-------------------------|-------------------------|---------------|
| 2009 | 316 | 305,940,521 | 570,000 | 134 | 102 | 46 | 20 | 9 | 5 |
| 2008 | 341 | 334,110,239 | 575,000 | 147 | 108 | 48 | 22 | 11 | 5 |
| 2007 | 537 | 606,067,521 | 680,000 | 162 | 206 | 101 | 43 | 14 | 11 |
| 2006 | 567 | 565,158,742 | 618,000 | 179 | 252 | 72 | 45 | 11 | 8 |
| 2005 | 732 | 693,968,525 | 586,750 | 279 | 281 | 101 | 51 | 14 | 6 |

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 \$3.49M | # Sales \$3.5M to 4.99M | # Sales \$5M+ |
|------|-----------------|-------------------------|-------------------------|--------------------|--------------------------|-----------------------|-------------------------|-------------------------|---------------|
| 2009 | 46 | 104,930,500 | 1,962,500 | 2 | 9 | 12 | 14 | 8 | 1 |
| 2008 | 48 | 131,497,564 | 2,106,500 | 1 | 10 | 11 | 13 | 5 | 8 |
| 2007 | 94 | 252,936,612 | 2,010,000 | 1 | 18 | 27 | 27 | 9 | 12 |
| 2006 | 60 | 148,597,468 | 1,909,000 | - | 8 | 24 | 16 | 6 | 6 |
| 2005 | 78 | 199,517,281 | 1,431,250 | 1 | 22 | 34 | 11 | 3 | 7 |

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 \$3.49M | # Sales \$3.5M to 4.99M | # Sales \$5M+ |
|------|-----------------|-------------------------|-------------------------|--------------------|--------------------------|-----------------------|-------------------------|-------------------------|---------------|
| 2009 | 138 | 502,306,527 | 2,675,000 | 5 | 11 | 27 | 43 | 18 | 34 |
| 2008 | 121 | 449,789,974 | 2,350,000 | 4 | 18 | 29 | 24 | 20 | 26 |
| 2007 | 203 | 727,339,641 | 2,625,000 | 8 | 31 | 39 | 54 | 29 | 42 |
| 2006 | 219 | 791,990,541 | 2,400,000 | 3 | 35 | 54 | 49 | 36 | 42 |
| 2005 | 239 | 605,287,265 | 1,920,000 | 7 | 44 | 75 | 66 | 28 | 19 |

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 \$3.49M | # Sales \$3.5M to 4.99M | # Sales \$5M+ |
|------|-----------------|-------------------------|-------------------------|--------------------|--------------------------|-----------------------|-------------------------|-------------------------|---------------|
| 2009 | 204 | 221,159,341 | 700,000 | 41 | 100 | 45 | 13 | - | 5 |
| 2008 | 234 | 271,598,295 | 842,500 | 28 | 121 | 61 | 16 | 5 | 3 |
| 2007 | 382 | 536,578,517 | 917,000 | 27 | 187 | 102 | 53 | 7 | 6 |
| 2006 | 391 | 506,066,312 | 870,000 | 24 | 230 | 94 | 31 | 6 | 6 |
| 2005 | 528 | 578,384,965 | 778,500 | 72 | 303 | 114 | 32 | 1 | 6 |

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 \$3.49M | # Sales \$3.5M to 4.99M | # Sales \$5M+ |
|------|-----------------|-------------------------|-------------------------|--------------------|--------------------------|-----------------------|-------------------------|-------------------------|---------------|
| 2009 | 39 | 154,044,501 | 2,750,000 | 1 | 8 | 7 | 8 | 4 | 11 |
| 2008 | 49 | 209,147,300 | 2,250,000 | 1 | 8 | 13 | 8 | 8 | 11 |
| 2007 | 62 | 311,385,364 | 3,425,000 | - | 8 | 14 | 10 | 11 | 19 |
| 2006 | 64 | 219,169,286 | 2,725,000 | - | 11 | 18 | 13 | 8 | 14 |
| 2005 | 98 | 336,356,877 | 2,400,000 | 2 | 16 | 25 | 25 | 12 | 18 |

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 \$3.49M | # Sales \$3.5M to 4.99M | # Sales \$5M+ |
|------|-----------------|-------------------------|-------------------------|--------------------|--------------------------|-----------------------|-------------------------|-------------------------|---------------|
| 2009 | 51 | 82,229,122 | 909,930 | 9 | 22 | 10 | 5 | 1 | 4 |
| 2008 | 59 | 77,268,533 | 875,000 | 8 | 30 | 15 | 5 | - | 1 |
| 2007 | 105 | 161,248,946 | 885,000 | 7 | 59 | 26 | 7 | 3 | 3 |
| 2006 | 89 | 96,689,775 | 840,000 | 5 | 59 | 18 | 4 | 3 | - |
| 2005 | 114 | 122,172,794 | 867,500 | 7 | 74 | 23 | 6 | 3 | 1 |

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 \$3.49M | # Sales \$3.5M to 4.99M | # Sales \$5M+ |
|------|-----------------|-------------------------|-------------------------|--------------------|--------------------------|-----------------------|-------------------------|-------------------------|---------------|
| 2009 | 1,094 | 1,817,688,466 | 909,965 | 229 | 387 | 216 | 139 | 49 | 74 |
| 2008 | 1,218 | 2,302,820,286 | 950,000 | 229 | 441 | 264 | 137 | 58 | 89 |
| 2007 | 1,995 | 3,818,889,013 | 999,000 | 252 | 761 | 471 | 278 | 104 | 129 |
| 2006 | 1,929 | 3,362,221,276 | 950,000 | 253 | 829 | 415 | 228 | 97 | 107 |
| 2005 | 2,544 | 3,616,564,215 | 849,500 | 458 | 1,130 | 537 | 252 | 78 | 89 |