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HAMPTONS 3rd Quarter 2010 Home Sales Report

TOWN & COUNTRY'S 3rd Quarter Hamptons Home Sales Market Report demonstrates an emerging market with some peaks and valleys, but primarily that of a flat to bobbing off the bottom market.

Back in the 2nd Quarter of 2009 **TOWN & COUNTRY** was the first to identify THAT period as THE BOTTOM and without mistake, we are off the bottom for Home Sales Activity. All Hamptons Markets Combined 2nd Q 2009 reported 175 Home Sales while 2nd Q 2010 there were 384 and now 3rd Q of 2010 there were 242.

Suffice to say – barring a catastrophic event – the worst is behind us but the recovery is taking longer than any of us would like.

A bright spot for Number of Home Sales was **Sag Harbor Village** with a 233% rocket from 3 home sales 3rd Q 2009 to 10 in the 3rd Q 2010, along with a +265% in Total Home Sales Value from \$2.87M to \$10.5M, 3rd Q 2009 to 2010 respectively. The Median Home Sales Price was relatively flat from \$990 to \$924 year to year same period.

Shelter Island experienced a significant up tick in sales in higher priced homes as evidence from the 47% jump in Median Home Sales Price from \$899,500 to \$1.325 year to year 3rd quarter.

Montauk welcomed a 55.6% increase in the Number of Home Sales year to year, yet in **Amagansett** the Number of Home Sales dropped from 11 to 6 or a 45% drop 3rd Q 2009 to 3rd Q 2010.

As always, viewing **TOWN & COUNTRY'S** All Hamptons Markets Combined we see that year to year the 3rd Q Home Sales Activity or the Number of Home Sales was relatively flat from 251 to 242 - 2009 to 2010. But looking specifically at the 6 different price categories **TOWN & COUNTRY** breaks out for you, it seems there's a pattern of buyers shifting in numbers to the lower price ranges. Looking at the under \$500,000 price category we see an increase of 18.5% (54 to 64) and the \$1 – 1.99M price category shows an increase of 2.4% (42 to 43). The price category that seemed weakest for 3rd Q 2010 was \$3.5 to \$4.99M with a 57.147% drop (14 to 6).

All told, the Total Home Sales Value for 3rd Q 2010 is significantly off THE BOTTOM, which was 2nd Q 2009 when we reported \$287.7M, as this report closed out at \$362M.

As discussed in many prior reports, due to the term – length of time – it takes for deals to close and be recorded this reports actually reflect business from this past summer for the most part, while our fall market has been steady with increased appointment activity.

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

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*Source: The Long Island Real Estate Report

**All information is deemed reliable and correct. Information is subject to errors, omissions and withdrawal without prior notice.

Hamptons 2010 Third Quarter Statistics

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+
3rd Q 2010	14	15,377,554	969,167	3	5	4	2	-	-
Change	-6.67%	+0.22%	+21.91%	-40.00%	-	+33.33%	-	-	-
3rd Q 2009	15	15,343,313	795,000	5	5	3	2	-	-

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+
3rd Q 2010	10	10,478,000	924,000	2	5	1	2	-	-
Change	+233%	+265.09%	-6.67%	+100.00%	+400.00%	-	-	-	-
3rd Q 2009	3	2,870,000	990,000	1	1	1	-	-	-

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+
3rd Q 2010	9	10,052,250	1,325,000	2	2	5	-	-	-
Change	-35.71%	-42.29%	+47.30%	-	-75.00%	+150.00%	-100.00%	-	-100.00%
3rd Q 2009	14	17,418,484	899,500	2	8	2	1	-	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 \$3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M+
3rd Q 2010	16	11,887,700	620,000	6	6	4	-	-	-
Change	-	-13.41%	-1.98%	+20.00%	-14.29%	+33.33%	-100.00%	-	-
3rd Q 2009	16	13,729,300	632,500	5	7	3	1	-	-

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+
3rd Q 2010	16	41,698,750	1,782,500	1	4	3	6	-	2
Change	-23.81%	-39.81%	+6.42%	-	-42.86%	-50.00%	+50.00%	-100.00%	-33.33%
3rd Q 2009	21	69,279,000	1,675,000	-	7	6	4	1	3

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+
3rd Q 2010	68	64,019,866	632,500	30	25	9	3	-	1
Change	-6.85%	-23.48%	-4.17%	+25.00%	-10.71%	-	-40.00%	-100.00%	-
3rd Q 2009	73	83,669,348	660,000	24	28	9	5	6	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 \$3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M+
3rd Q 2010	6	16,374,000	1,249,500	-	3	2	-	-	1
Change	-45.45%	-33.55%	-49.00%	-	+50.00%	-33.33%	-100.00%	-100.00%	-
3rd Q 2009	11	24,641,000	2,450,000	-	2	3	4	2	-

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+
3rd Q 2010	20	56,524,795	2,053,500	1	5	3	4	5	2
Change	-37.50%	-47.49%	-16.18%	-66.67%	+400.00%	-50.00%	-60.00%	+25.00%	-75.00%
3rd Q 2009	32	107,644,200	2,450,000	3	1	6	10	4	8

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+
3rd Q 2010	56	67,894,886	607,500	15	30	5	5	-	1
Change	+12.00%	+36.70%	-14.59%	+15.38%	+20.00%	-28.57%	+25.00%	-	-
3rd Q 2009	50	49,668,251	711,250	13	25	7	4	-	1

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+
3rd Q 2010	13	57,735,000	1,900,000	-	2	5	2	1	3
Change	+85.71%	+37.40%	-56.47%	-	-	+400.00%	-	-	-
3rd Q 2009	7	42,020,000	4,365,000	-	2	1	-	1	3

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+
3rd Q 2010	14	9,817,000	667,500	4	8	2	-	-	-
Change	+55.56%	-31.46%	-16.56%	+300.00%	+60.00%	+100.00%	-100.00%	-	-100.00%
3rd Q 2009	9	14,322,700	800,000	1	5	1	1	-	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+
3rd Q 2010	242	361,859,801	771,250	64	95	43	24	6	10
Change	-3.59%	-17.87%	-14.31%	+18.52%	+4.40%	+2.38%	-25.00%	-57.14%	-44.44%
3rd Q 2009	251	440,605,596	900,000	54	91	42	32	14	18