

# Town & Country

R E A L E S T A T E

## HAMPTONS 4th Quarter 2010 Home Sales Report

While other Real Estate firms may release their quarterly reports a week earlier, their statistics are far less reliable.

In an effort to bring you timely yet accurate data, **TOWN & COUNTRY REAL ESTATE** waits for two weeks past the period in question. Technically, 30 days would be optimum for maximum reliability, but after the second week the margin of error shrinks dramatically...thus the reason we release our statistics **AFTER** the second week of recorded closings.

An example of the incorrect information when released just a week earlier is **Southampton Area (which includes North Sea)**, where last Friday there were 27 home sales in the 4th Quarter - a 50% increase from the year before but as of today there were 32 which results in a 77.8% jump in the Number of **Home Sales** - a significant statistical difference.

NOW to the report...

The 4th Quarter 2010 **Home Sales Activity** in the Hamptons reveals a mixed bag of important information. **Southampton Area (which includes North Sea)** clearly takes the prize for increased activity...the Number of **Home Sales** spiked 77.8% from 18 in the 4th Quarter 2009 to 32 in 4th Quarter 2010. Along with the Number of **Home Sales**, the **Total Home Sales Value** for **Southampton Area (which includes North Sea)** rose off the charts 151% from \$15.8M in 2009 to \$39.7M in 2010, same period. The oddity though, was the **Median Home Sales Price** which dipped 8% from \$867,500 in 2009 to \$796,432 in 2010.

Looking now at **East Hampton Village** we see the sharpest decline in the Number of **Home Sales** (-40%) from 10 to 6, yet the greatest increase in **Median Home Sales Price** (+100%) from \$2,622,500 to \$5,250,000, all year to year 4th Quarter results. A closer look at the 6 different price categories monitored by **TOWN & COUNTRY**, and we see less sales below \$3.49M and stable numbers over that price point. One more mention is while **East Hampton Village** saw the greatest decline in the Number of **Home Sales** AND the greatest increase on **Median Home Sales Price**, the **Total Home Sales Value** for 4th Quarter 2010 remained relatively the same (+2.9%). Strange.

**East Hampton Area (which includes Wainscott)** experienced healthy increases in the Number of **Home Sales** (+30%) and **Total Home Sales Value** (+67%), yet a decline in **Median Home Sales Price** (-16%), again 4th Quarter 2010. A closer look at the price categories within **East Hampton Area (which includes Wainscott)** and we see 7 sales \$2 - 3.49M in 2010, where there were NONE in 2009. This pushes the stat on **Total Home Sales Value** as seen here.

The 11 markets monitored by **TOWN & COUNTRY** were divided in all criteria we research. 7 of the 11 markets saw declines in **Number of Home Sales**, 6 of the 11 markets saw lower **Total Home Sales Value**; 6 of the 11 markets experienced drops in **Median Home Sales Price**.

Looking closely at **All Hampton Markets Combined** and we see generally a stable market where the Number of **Home Sales** was virtually unchanged (+0.8%) and **Total Home Sales Value** up slightly (+8%), yet the **Median Home Sales Price** slightly down (-4.6%). Examining the 6 different price categories and the answer is clear...while the price range with the most Number of **Home Sales** is \$500 to 999, the low end and high end are where there is the greatest increase in activity - under \$500K increased 39% (44 to 61) and \$5M and up increased 22% (18 to 22).

To view more specifics on your particular locations and price ranges, visit our website [1TownandCountry.com](http://1TownandCountry.com) and click "Reports".

**1TownandCountry.com**

\*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 Fourth 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+
4th Q 2010	15	18,650,800	1,075,000	2	5	3	5	-	-
Change	-16.67%	-10.99%	+43.24%	-33.33%	-44.44%	-	+150.00%	-100.00%	-
4th Q 2009	18	20,954,000	750,500	3	9	3	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+
4th Q 2010	5	5,765,000	955,000	1	2	1	1	-	-
Change	-16.67%	-50.87%	-20.91%	-	+100.00%	-75.00%	-	-	-100.00%
4th Q 2009	6	11,735,000	1,207,500	-	1	4	-	-	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+
4th Q 2010	11	15,527,500	730,000	1	6	3	-	-	1
Change	-21.43%	+37.83%	+12.83%	-66.67%	-33.33%	+200.00%	-100.00%	-	-
4th Q 2009	14	11,265,500	647,000	3	9	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+
4th Q 2010	32	39,744,914	796,432	5	14	8	4	-	1
Change	+77.78%	+151.20%	-8.19%	+150.00%	+27.27%	+60.00%	-	-	-
4th Q 2009	18	15,822,050	867,500	2	11	5	-	-	-

## 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+
4th Q 2010	17	54,253,034	1,575,000	-	5	5	3	-	4
Change	-10.53%	+17.84%	-19.23%	-	-16.67%	+25.00%	-40.00%	-100.00%	+33.33%
4th Q 2009	19	46,037,911	1,950,000	-	6	4	5	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+
4th Q 2010	59	54,478,145	440,000	36	10	5	4	3	1
Change	-22.37%	-15.00%	-18.89%	+9.09%	-61.54%	-54.55%	-20.00%	-	-
4th Q 2009	76	64,095,570	542,500	33	26	11	5	-	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+
4th Q 2010	12	19,634,508	1,650,000	-	5	3	3	1	-
Change	+20.00%	-4.46%	+20.22%	-	+66.67%	-	+50.00%	-50.00%	-
4th Q 2009	10	20,551,000	1,372,500	-	3	3	2	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+
4th Q 2010	34	129,911,402	3,222,500	1	6	5	7	5	10
Change	-5.56%	-4.55%	+23.94%	-	+100.00%	-28.57%	-53.33%	+25.00%	+42.86%
4th Q 2009	36	136,106,000	2,600,000	-	3	7	15	4	7

## 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+
4th Q 2010	57	82,761,263	850,000	12	22	14	7	1	1
Change	+29.55%	+66.88%	-15.63%	+300.00%	+15.79%	-33.33%	-	-	-
4th Q 2009	44	49,591,795	1,007,500	3	19	21	-	-	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+
4th Q 2010	6	35,805,000	5,250,000	-	-	1	1	1	3
Change	-40.00%	+2.86%	+100.19%	-	-100.00%	-50.00%	-50.00%	-	-
4th Q 2009	10	34,809,501	2,622,500	-	2	2	2	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+
4th Q 2010	17	22,753,500	755,000	3	7	4	2	-	1
Change	+41.67%	-29.41%	-39.60%	-	+40.00%	+100.00%	-	-100.00%	-50.00%
4th Q 2009	12	32,235,000	1,250,000	-	5	2	2	1	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 \$3.49M	# Sales \$3.5M to 4.99M	# Sales \$5M+
4th Q 2010	265	479,285,066	940,000	61	82	52	37	11	22
Change	+0.76%	+8.14%	-4.57%	+38.64%	-12.77%	-17.46%	+8.82%	+10.00%	+22.22%
4th Q 2009	263	443,203,327	985,000	44	94	63	34	10	18