

# Town & Country

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## REAL ESTATE

### HAMPTONS

## 1st Quarter 2011 Home Sales Report

The statistics show it was a long, cold winter in the Hamptons – The record snow falls had an impact on all businesses and Real Estate was obviously, no exception.

9 of the 12 markets monitored by **TOWN & COUNTRY REAL ESTATE** realized a decline in the Number of Home Sales for the first 3 months of 2011, with the most dramatic drop off in East Hampton Village – a usual starlett – with 65% fewer trades from 17 in 2010 to 6 in 2011, same period.

**EAST HAMPTON VILLAGE**, Total Home Sales Volume, reflected the drop in the Number of Home Sales with a -72% or \$66M in 2010 to \$18.6 in 2011 Quarter to Quarter. In fact, **EAST HAMPTON VILLAGE** statistics in all 3 criteria and all 6 price ranges shows only red.

The hamlet which fared the best in the 1st Quarter of this year was **SAG HARBOR AREA (which includes Noyac and North Haven)**. A very impressive leap of 56% more in the Number of Home Sales year to year and a 188% explosion in the Total Home Sales Volume from \$9.8M to \$28.4M and a 135% jump in Median Home Sales Price from \$675,000 in 1st Quarter 2010 to \$1,587,500 same period 2011. A closer look at the 6 individual price categories monitored by **TOWN & COUNTRY** tells the story...Number of Home Sales in the price category \$2-3.49M, increased 300% from 1 to 4 and \$3.5M to \$4.99 shot from 0 to 3 home sales year to year, first quarter.

A scrutinous view of **ALL HAMPTONS MARKETS COMBINED** for the 1st Quarter 2011 and the effects of over 60” of snow this past winter comes clearly into view from the 26% drop in the Number of Home Sales to the 44% slide in the Total Home Sales Volume from \$540M to \$301M 2010 to 2011 1st Quarter comparison. 5 of the 6 price categories monitored by **TOWN & COUNTRY** declined. Home prices \$1M and up steeply declined by 40% or more with the greatest decline of 49% in the \$2-3.49M price category.

The good news is that the harsh winter is over and Spring has sprung with activity in all 8 **TOWN & COUNTRY** Offices.

To view more specifics on your particular locations visit [www.1TownandCountry.com/reports](http://www.1TownandCountry.com/reports).

Judi A. Desiderio, CEO

**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 2011 First 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+
<b>1st Q 2011</b>	<b>14</b>	<b>28,366,250</b>	<b>1,587,500</b>	<b>2</b>	<b>4</b>	<b>1</b>	<b>4</b>	<b>3</b>	<b>-</b>
<b>Change</b>	<b>+55.56%</b>	<b>+187.96%</b>	<b>+135.19%</b>	<b>-</b>	<b>-33.33%</b>	<b>-50.00%</b>	<b>+300.00%</b>	<b>-</b>	<b>-</b>
<b>1st Q 2010</b>	<b>9</b>	<b>9,850,726</b>	<b>675,000</b>	<b>-</b>	<b>6</b>	<b>2</b>	<b>1</b>	<b>-</b>	<b>-</b>

### 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+
<b>1st Q 2011</b>	<b>7</b>	<b>7,050,000</b>	<b>950,000</b>	<b>1</b>	<b>3</b>	<b>2</b>	<b>1</b>	<b>-</b>	<b>-</b>
<b>Change</b>	<b>-36%</b>	<b>-71%</b>	<b>+18.75%</b>	<b>-75.00%</b>	<b>+50.00%</b>	<b>+100.00%</b>	<b>-66.67%</b>	<b>-</b>	<b>-100.00%</b>
<b>1st Q 2010</b>	<b>11</b>	<b>24,093,500</b>	<b>800,000</b>	<b>4</b>	<b>2</b>	<b>1</b>	<b>3</b>	<b>-</b>	<b>1</b>

### 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+
<b>1st Q 2011</b>	<b>11</b>	<b>10,672,000</b>	<b>775,000</b>	<b>3</b>	<b>4</b>	<b>2</b>	<b>2</b>	<b>-</b>	<b>-</b>
<b>Change</b>	<b>-21%</b>	<b>-44%</b>	<b>-26.16%</b>	<b>+50.00%</b>	<b>-20.00%</b>	<b>-50%</b>	<b>-33.33%</b>	<b>-</b>	<b>-</b>
<b>1st Q 2010</b>	<b>14</b>	<b>19,121,416</b>	<b>1,049,500</b>	<b>2</b>	<b>5</b>	<b>4</b>	<b>3</b>	<b>-</b>	<b>-</b>

### 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+
<b>1st Q 2011</b>	<b>22</b>	<b>21,981,900</b>	<b>875,000</b>	<b>3</b>	<b>11</b>	<b>6</b>	<b>2</b>	<b>-</b>	<b>-</b>
<b>Change</b>	<b>-24%</b>	<b>-37%</b>	<b>-8.38%</b>	<b>-</b>	<b>-8.33%</b>	<b>-33%</b>	<b>-60.00%</b>	<b>-</b>	<b>-</b>
<b>1st Q 2010</b>	<b>29</b>	<b>35,108,750</b>	<b>955,000</b>	<b>3</b>	<b>12</b>	<b>9</b>	<b>5</b>	<b>-</b>	<b>-</b>

### 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+
<b>1st Q 2011</b>	<b>9</b>	<b>21,505,500</b>	<b>1,845,000</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>1</b>	<b>-</b>	<b>2</b>
<b>Change</b>	<b>-40%</b>	<b>-51%</b>	<b>+10.15%</b>	<b>-</b>	<b>+100.00%</b>	<b>-67%</b>	<b>-50.00%</b>	<b>-100.00%</b>	<b>-</b>
<b>1st Q 2010</b>	<b>15</b>	<b>44,170,048</b>	<b>1,675,000</b>	<b>-</b>	<b>1</b>	<b>9</b>	<b>2</b>	<b>1</b>	<b>2</b>

## Hamptons 2011 First Quarter Statistics

### Westhampton

*(Includes Westhampton Beach, East Quogue, Quogue and Quioque)*

	# 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+
<b>1st Q 2011</b>	<b>21</b>	<b>20,199,000</b>	<b>775,000</b>	<b>6</b>	<b>9</b>	<b>4</b>	<b>2</b>	<b>-</b>	<b>-</b>
<b>Change</b>	<b>-52%</b>	<b>-60%</b>	<b>+7.27%</b>	<b>-45.45%</b>	<b>-55%</b>	<b>-43%</b>	<b>-33.33%</b>	<b>-100%</b>	<b>-100.00%</b>
<b>1st Q 2010</b>	<b>44</b>	<b>50,221,734</b>	<b>722,500</b>	<b>11</b>	<b>20</b>	<b>7</b>	<b>3</b>	<b>2</b>	<b>1</b>

### Hampton Bays

	# 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+
<b>1st Q 2011</b>	<b>27</b>	<b>12,526,000</b>	<b>370,000</b>	<b>21</b>	<b>5</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Change</b>	<b>+4%</b>	<b>-28.10%</b>	<b>-17.69%</b>	<b>+50.00%</b>	<b>-44%</b>	<b>-50%</b>	<b>-</b>	<b>-100.00%</b>	<b>-</b>
<b>1st Q 2010</b>	<b>26</b>	<b>17,422,025</b>	<b>449,500</b>	<b>14</b>	<b>9</b>	<b>2</b>	<b>-</b>	<b>1</b>	<b>-</b>

### 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+
<b>1st Q 2011</b>	<b>7</b>	<b>14,150,000</b>	<b>1,650,000</b>	<b>-</b>	<b>2</b>	<b>3</b>	<b>1</b>	<b>-</b>	<b>1</b>
<b>Change</b>	<b>-53%</b>	<b>-53.30%</b>	<b>+3.13%</b>	<b>-</b>	<b>-60%</b>	<b>-50%</b>	<b>-50%</b>	<b>-100.00%</b>	<b>-</b>
<b>1st Q 2010</b>	<b>15</b>	<b>30,300,000</b>	<b>1,600,000</b>	<b>-</b>	<b>5</b>	<b>6</b>	<b>2</b>	<b>1</b>	<b>1</b>

### 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+
<b>1st Q 2011</b>	<b>19</b>	<b>74,092,500</b>	<b>4,000,000</b>	<b>1</b>	<b>5</b>	<b>1</b>	<b>2</b>	<b>5</b>	<b>5</b>
<b>Change</b>	<b>-46%</b>	<b>-41%</b>	<b>+53.85%</b>	<b>-</b>	<b>+67%</b>	<b>-90%</b>	<b>-75%</b>	<b>-17%</b>	<b>-28.57%</b>
<b>1st Q 2010</b>	<b>35</b>	<b>126,376,400</b>	<b>2,600,000</b>	<b>1</b>	<b>3</b>	<b>10</b>	<b>8</b>	<b>6</b>	<b>7</b>

### 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+
<b>1st Q 2011</b>	<b>57</b>	<b>60,551,359</b>	<b>725,000</b>	<b>9</b>	<b>29</b>	<b>13</b>	<b>5</b>	<b>-</b>	<b>1</b>
<b>Change</b>	<b>-10%</b>	<b>-36%</b>	<b>-27.21%</b>	<b>-10.00%</b>	<b>+21%</b>	<b>-24%</b>	<b>-50%</b>	<b>-</b>	<b>-50.00%</b>
<b>1st Q 2010</b>	<b>63</b>	<b>94,718,324</b>	<b>996,000</b>	<b>10</b>	<b>24</b>	<b>17</b>	<b>10</b>	<b>-</b>	<b>2</b>

## Hamptons 2011 First Quarter Statistics

### 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+
<b>1st Q 2011</b>	<b>6</b>	<b>18,625,000</b>	<b>2,675,000</b>	-	-	<b>2</b>	<b>2</b>	<b>1</b>	<b>1</b>
<b>Change</b>	<b>-65%</b>	<b>-72%</b>	<b>-9%</b>	-	<b>-100.00%</b>	<b>-50.00%</b>	<b>-60.00%</b>	<b>-66.67%</b>	<b>-75.00%</b>
<b>1st Q 2010</b>	<b>17</b>	<b>66,090,500</b>	<b>2,950,000</b>	-	<b>1</b>	<b>4</b>	<b>5</b>	<b>3</b>	<b>4</b>

### 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+
<b>1st Q 2011</b>	<b>15</b>	<b>11,027,800</b>	<b>700,000</b>	<b>2</b>	<b>12</b>	<b>1</b>	-	-	-
<b>Change</b>	<b>+7%</b>	<b>-49%</b>	<b>-10.26%</b>	-	<b>+71%</b>	<b>-50.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>	<b>-100.00%</b>
<b>1st Q 2010</b>	<b>14</b>	<b>21,655,000</b>	<b>780,000</b>	<b>2</b>	<b>7</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>

### 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+
<b>1st Q 2011</b>	<b>215</b>	<b>300,747,309</b>	<b>775,000</b>	<b>49</b>	<b>86</b>	<b>39</b>	<b>22</b>	<b>9</b>	<b>10</b>
<b>Change</b>	<b>-26%</b>	<b>-44%</b>	<b>-29.55%</b>	<b>+4.26%</b>	<b>-9%</b>	<b>-47%</b>	<b>-49%</b>	<b>-40%</b>	<b>-47%</b>
<b>1st Q 2010</b>	<b>292</b>	<b>539,128,423</b>	<b>1,100,000</b>	<b>47</b>	<b>95</b>	<b>73</b>	<b>43</b>	<b>15</b>	<b>19</b>