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Town & Country

REAL ESTATE

HAMPTONS

4th Quarter 2011 Home Sales Report

TOWN & COUNTRY'S 4th Quarter Hamptons Home Sales Report shows in black and white (and red) exactly what the home sales activity for late fall, early winter of 2011 was all about.

Ordinarily, we close these reports with looking at all the **All Hampton Markets Combined**, but this time we will begin with evaluating the cumulative figures as it is a good indicator. In **All Hampton Markets Combined**, the Number of Home Sales increased 9.43% from 265 to 290 4th Quarter Year to Year, yet the Median Home Sales Price dropped 16.22% from \$940,000 to \$787,500 same period.

A further look at the six price categories we examine show strong increases in activity below \$2M, flat over \$3–5M, and a decrease of 43.24% from 37 in 4th Quarter 2010 to 21 in 4th Quarter 2011 in the \$2–3.49M price range. We can speculate on buyer demographics to explain this phenomenon but we will hold off until the **TOWN & COUNTRY** Year End Report is released next week.

The shining star in The Hamptons was Sag Harbor. **Sag Harbor area (which includes Noyack and North Haven)** Number of Houses has sky rocketed 87% from 15 to 28 year to year in the 4th Quarter. The Total Home Sales Volume shot up nearly 80% from \$18.7M to \$33.4M 4th Quarter 2010 to 2011, yet the Median Home Sales Price dropped 28%. Again a further look at the six specific price categories monitored by **TOWN & COUNTRY** clearly depicts 25 of the 28 sales were under \$2M and the only price category to decline was \$2-3.49M price category which went from 5 home sales in 2010 to 1 in 2011 4th Quarter.

Sag Harbor Village had a sterling 4th Quarter 2011 with increases in all three criteria monitored – 60% increase in Number of Home Sales; 35% increase in Total Home Sales Volume, and 2% increase in Median Home Sales Price.

Neighboring **Shelter Island** enjoyed a 45.45% spike in Home Sales from 11 to 16 year to year.

The 3 crown jewels, **East Hampton Village, Southampton Village and Bridgehampton (which includes Water Mill and Sagaponack)** remain impressive by any standards.

Southampton Village Median Home Sales Price 4th Quarter 2011 came in at \$2.3M.

Bridgehampton Market (which includes Water Mill and Sagaponack) posted a Median Home Sales Price of \$2.8M.

East Hampton Village a staggering \$3.575 Median Home Sales Price.

To view more specifics on your particular locations visit www.1TownandCountry.com/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 2011 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 2011	28	33,363,904	775,000	9	9	7	1	1	1
Change	+86.67%	+78.89%	-27.91%	+350.00%	+80.00%	+133.33%	-80.00%	-	-
4th Q 2010	15	18,650,800	1,075,000	2	5	3	5	-	-

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 2011	8	7,805,000	972,500	1	3	4	-	-	-
Change	+60.00%	+35.39%	+1.83%	-	+50.00%	+300.00%	-100.00%	-	-
4th Q 2010	5	5,765,000	955,000	1	2	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+
4th Q 2011	16	12,560,000	623,500	4	9	2	1	-	-
Change	+45.45%	-19.11%	-14.59%	+300.00%	+50.00%	-33.33%	-	-	-100.00%
4th Q 2010	11	15,527,500	730,000	1	6	3	-	-	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 2011	24	28,302,250	980,000	3	9	9	2	1	-
Change	-25.00%	-28.79%	+23.05%	-40.00%	-35.71%	+12.50%	-50.00%	-	-100.00%
4th Q 2010	32	39,744,914	796,432	5	14	8	4	-	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+
4th Q 2011	13	53,402,000	2,300,000	-	3	3	3	2	2
Change	-23.53%	-1.57%	+46.03%	-	-40.00%	-40.00%	-	-	-50.00%
4th Q 2010	17	54,253,034	1,575,000	-	5	5	3	-	4

Westhampton

(Includes Westhampton Beach, 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 2011	37	43,318,147	920,000	10	12	12	1	1	1
Change	+19.35%	+2.07%	+24.32%	-16.67%	+50.00%	+300.00%	-75.00%	-66.67%	-
4th Q 2010	31	42,438,650	740,000	12	8	3	4	3	1

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+
4th Q 2011	36	16,826,621	368,500	28	6	1	1	-	-
Change	+28.57%	+39.76%	+1.10%	+16.67%	+200.00%	-50.00%	-	-	-
4th Q 2010	28	12,039,495	364,500	24	2	2	-	-	-

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 2011	15	27,545,000	1,100,000	2	5	4	1	2	1
Change	+25.00%	+40.29%	-33.33%	-	-	+33.33%	-66.67%	+100.00%	-
4th Q 2010	12	19,634,508	1,650,000	-	5	3	3	1	-

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 2011	31	138,703,400	2,800,000	2	3	7	6	2	11
Change	-8.82%	+6.77%	-13.11%	+100.00%	-50.00%	+40.00%	-14.29%	-60.00%	+10.00%
4th Q 2010	34	129,911,402	3,222,500	1	6	5	7	5	10

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 2011	52	74,343,000	622,500	17	20	9	3	1	2
Change	-8.77%	-10.17%	-26.76%	+41.67%	-9.09%	-35.71%	-57.14%	-	+100.00%
4th Q 2010	57	82,761,263	850,000	12	22	14	7	1	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 2011	10	46,901,011	3,575,000	-	3	-	2	1	4
Change	+66.67%	+30.99%	-31.90%	-	-	-100.00%	+100.00%	-	+33.33%
4th Q 2010	6	35,805,000	5,250,000	-	-	1	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+
4th Q 2011	20	18,188,607	762,500	1	13	6	-	-	-
Change	+17.65%	-20.06%	+0.99%	-66.67%	+85.71%	+50.00%	-100.00%	-	-100.00%
4th Q 2010	17	22,753,500	755,000	3	7	4	2	-	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+
4th Q 2011	290	501,258,940	787,500	77	95	64	21	11	22
Change	+9.43%	+4.58%	-16.22%	+26.23%	+15.85%	+23.08%	-43.24%	-	-
4th Q 2010	265	479,285,066	940,000	61	82	52	37	11	22