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Town & Country

REAL ESTATE

HAMPTONS

2011 Year End Home Sales Report

TOWN & COUNTRY'S Year End Home Sales Report holds no surprises.

Looking at the 11 individual markets monitored by **TOWN & COUNTRY**, we see 4 of the 11 specific markets rose in the **Number of Home Sales** by as much as 12%, as seen on **Shelter Island**. One market, **Sag Harbor area (which includes Noyack and North Haven)** was flat, but 7 of the 11 markets saw declines. **Southampton Village** sales activity dropped to 76 in 2011 from 97 in 2010 or 21.7%. Yet **Southampton Village** saw a 40% increase in the **Median Homes Sales Price** from \$1,675,000 in 2010 to \$2,337,500 in 2011, and the **Total Home Sales Volume** rose just over 10%.

Bridgehampton (which includes Water Mill and Sagaponack) had the best year of all 11 South Fork markets with increases in all 3 criteria **TOWN & COUNTRY** reports on 6 times a year. The **Total Home Sales Volume** in **Bridgehampton (which includes Water Mill and Sagaponack)** increased 26% from \$555M to \$700M. The **Median Home Sales Price** rose 13% from \$2.295 to \$2.6 year to year and the **Number of Home Sales** rose nearly 6% from 163 to 172.

Reviewing the cumulative **All Hamptons Markets Combined** and one glaring statistic jumps out at you – 2011 was a good year for the high end. The highest two price categories monitored by **TOWN & COUNTRY**, \$3.5 to \$4.99M, and \$5M and up, rose by 16% and 3.7% respectively. Thus in 2011 150 homes priced at \$3.5M and over traded, as opposed to 138 in 2010.

The **Total Home Sales Volume** and **Median Home Sales Price** was flat for the year and the **Number of Home Sales** realized a slight decrease of 6.4%.

The foundation has been laid for healthier markets to come.

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 Full Year 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+
2011	75	153,586,954	846,250	18	35	19	10	5	3
Change	-	+74.16%	+15.53%	-10.00%	+45.83%	+58.33%	-47.37%	-	-
2010	75	88,186,780	732,507	20	24	12	19	-	-

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+
2011	47	50,010,277	820,000	10	17	16	3	-	1
Change	-7.84%	-37.15%	-15.03%	+25.00%	-15.00%	+77.78%	-75.00%	-	-50.00%
2010	51	79,568,500	965,000	8	20	9	12	-	2

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+
2011	65	59,970,499	710,000	17	33	8	6	1	-
Change	+12.07%	-17.57%	-23.69%	+112.50%	+37.50%	-50.00%	-33.33%	-	-100.00%
2010	58	72,751,651	930,375	8	24	16	9	-	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+
2011	137	166,976,032	750,000	30	53	34	16	2	2
Change	-5.52%	+4.03%	-15.49%	+20.00%	-14.52%	-12.82%	-11.11%	-	+100.00%
2010	145	160,509,151	887,500	25	62	39	18	-	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+
2011	76	310,763,585	2,337,500	1	15	19	18	9	14
Change	-21.65%	+10.18%	+39.55%	-83.33%	-21.05%	-32.14%	-5.26%	+28.57%	-22.22%
2010	97	282,053,732	1,675,000	6	19	28	19	7	18

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+
2011	179	214,412,339	900,000	48	57	47	18	6	3
Change	-20.09%	-14.96%	+17.38%	-25.00%	-35.96%	+9.30%	-	-14.29%	-
2010	224	252,144,159	766,750	64	89	43	18	7	3

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+
2011	158	77,132,860	370,500	121	27	8	1	1	-
Change	+4.64%	-7.24%	-6.20%	+14.15%	-20.59%	-	-	-50.00%	-100.00%
2010	151	83,156,215	395,000	106	34	8	-	2	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+
2011	63	129,117,618	1,480,000	5	16	20	12	4	6
Change	-7.35%	-11.11%	-7.50%	+150.00%	-23.81%	-9.09%	-7.69%	-	-
2010	68	145,248,370	1,600,000	2	21	22	13	4	6

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+
2011	172	700,416,043	2,600,000	6	24	37	38	27	40
Change	+5.52%	+26.22%	+13.29%	-14.29%	-4.00%	-7.50%	-2.56%	+12.50%	+42.86%
2010	163	554,930,704	2,295,000	7	25	40	39	24	28

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+
2011	278	310,938,418	747,500	62	124	63	21	4	4
Change	-14.46%	-23.87%	-3.55%	-18.42%	-9.49%	-7.35%	-36.36%	-33.33%	-20.00%
2010	325	408,414,548	775,000	76	137	68	33	6	5

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+
2011	47	172,974,180	2,575,000	2	7	10	9	8	11
Change	-9.62%	-17.30%	-11.97%	+100.00%	-12.50%	-23.08%	-10.00%	+33.33%	-21.43%
2010	52	209,149,500	2,925,000	1	8	13	10	6	14

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+
2011	78	74,371,907	823,500	6	53	15	4	-	-
Change	+2.63%	-7.73%	+13.39%	-57.14%	+32.50%	-6.25%	+33.33%	-100.00%	-100.00%
2010	76	80,602,734	726,250	14	40	16	3	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+
2011	1,390	2,420,670,712	900,000	205	434	288	155	66	84
Change	-6.40%	+0.16%	-1.10%	-39.17%	-13.72%	-8.28%	-19.69%	+15.79%	+3.70%
2010	1,485	2,416,716,044	910,000	337	503	314	193	57	81