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RELEASE

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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](http://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 Quiogue)

	# 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+
<b>2011</b>	<b>63</b>	<b>129,117,618</b>	<b>1,480,000</b>	<b>5</b>	<b>16</b>	<b>20</b>	<b>12</b>	<b>4</b>	<b>6</b>
<b>Change</b>	<b>-7.35%</b>	<b>-11.11%</b>	<b>-7.50%</b>	<b>+150.00%</b>	<b>-23.81%</b>	<b>-9.09%</b>	<b>-7.69%</b>	<b>-</b>	<b>-</b>
<b>2010</b>	<b>68</b>	<b>145,248,370</b>	<b>1,600,000</b>	<b>2</b>	<b>21</b>	<b>22</b>	<b>13</b>	<b>4</b>	<b>6</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>2011</b>	<b>172</b>	<b>700,416,043</b>	<b>2,600,000</b>	<b>6</b>	<b>24</b>	<b>37</b>	<b>38</b>	<b>27</b>	<b>40</b>
<b>Change</b>	<b>+5.52%</b>	<b>+26.22%</b>	<b>+13.29%</b>	<b>-14.29%</b>	<b>-4.00%</b>	<b>-7.50%</b>	<b>-2.56%</b>	<b>+12.50%</b>	<b>+42.86%</b>
<b>2010</b>	<b>163</b>	<b>554,930,704</b>	<b>2,295,000</b>	<b>7</b>	<b>25</b>	<b>40</b>	<b>39</b>	<b>24</b>	<b>28</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>2011</b>	<b>278</b>	<b>310,938,418</b>	<b>747,500</b>	<b>62</b>	<b>124</b>	<b>63</b>	<b>21</b>	<b>4</b>	<b>4</b>
<b>Change</b>	<b>-14.46%</b>	<b>-23.87%</b>	<b>-3.55%</b>	<b>-18.42%</b>	<b>-9.49%</b>	<b>-7.35%</b>	<b>-36.36%</b>	<b>-33.33%</b>	<b>-20.00%</b>
<b>2010</b>	<b>325</b>	<b>408,414,548</b>	<b>775,000</b>	<b>76</b>	<b>137</b>	<b>68</b>	<b>33</b>	<b>6</b>	<b>5</b>

## 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>2011</b>	<b>47</b>	<b>172,974,180</b>	<b>2,575,000</b>	<b>2</b>	<b>7</b>	<b>10</b>	<b>9</b>	<b>8</b>	<b>11</b>
<b>Change</b>	<b>-9.62%</b>	<b>-17.30%</b>	<b>-11.97%</b>	<b>+100.00%</b>	<b>-12.50%</b>	<b>-23.08%</b>	<b>-10.00%</b>	<b>+33.33%</b>	<b>-21.43%</b>
<b>2010</b>	<b>52</b>	<b>209,149,500</b>	<b>2,925,000</b>	<b>1</b>	<b>8</b>	<b>13</b>	<b>10</b>	<b>6</b>	<b>14</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>2011</b>	<b>78</b>	<b>74,371,907</b>	<b>823,500</b>	<b>6</b>	<b>53</b>	<b>15</b>	<b>4</b>	<b>-</b>	<b>-</b>
<b>Change</b>	<b>+2.63%</b>	<b>-7.73%</b>	<b>+13.39%</b>	<b>-57.14%</b>	<b>+32.50%</b>	<b>-6.25%</b>	<b>+33.33%</b>	<b>-100.00%</b>	<b>-100.00%</b>
<b>2010</b>	<b>76</b>	<b>80,602,734</b>	<b>726,250</b>	<b>14</b>	<b>40</b>	<b>16</b>	<b>3</b>	<b>1</b>	<b>2</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>2011</b>	<b>1,390</b>	<b>2,420,670,712</b>	<b>900,000</b>	<b>205</b>	<b>434</b>	<b>288</b>	<b>155</b>	<b>66</b>	<b>84</b>
<b>Change</b>	<b>-6.40%</b>	<b>+0.16%</b>	<b>-1.10%</b>	<b>-39.17%</b>	<b>-13.72%</b>	<b>-8.28%</b>	<b>-19.69%</b>	<b>+15.79%</b>	<b>+3.70%</b>
<b>2010</b>	<b>1,485</b>	<b>2,416,716,044</b>	<b>910,000</b>	<b>337</b>	<b>503</b>	<b>314</b>	<b>193</b>	<b>57</b>	<b>81</b>