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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 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+ |
|--------|--|-----------------|-------------------------|-------------------------|--------------------|--------------------------|-----------------------|-------------------------|-------------------------|---------------|
| 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 |