

Town & Country

REAL ESTATE

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HAMPTONS

Mid Year 2012 Home Sales Report

Our prediction for increased sales activity (Number of Home Sales) has come to fruition with 9% increase in the Number of Home Sales for the first half of this year, from 691 in 2011 to 754 in 2012 in **All Hamptons Markets Combined**. In turn the **Total Home Sales Volume** rose 5.5% from \$1.2M to \$1.3 M year to year. However, the **Median Home Sales Price** for the first 6 months of 2012 declined 10.5% from \$950,000 to \$850,000.

Looking further at the 7 price categories monitored by **TOWN & COUNTRY**, one can see that 433 of the 754 total Number of Home Sales, or 57%, were under \$1M throughout the Hamptons. Ironically, the high end (over \$10M) which is the darling for all media was a mere 1.7% of the **Total Home Sales Volume**.

East Hampton Village stole the show for both Number of Home Sales and **Total Home Sales Volume** at 38% and 89% increase respectively. That enormous leap was a result of polarized activity — a 300% increase in the Number of Home Sales priced between \$500K-\$999K and 300% increase in the \$10M+ price categories. Oddly, the **Median Home Sales Price** in East Hampton Village dropped 25% from \$2.2M to \$1.65M. Scan the price categories and you will note that 15 of the 29 sales occurred under \$2M.

Sag Harbor Village also enjoyed an impressive performance in the first half of this year with +30% increase in Number of Home Sales and +26.5% in **Total Home Sales Volume**. Here again, the **Median Home Sales Price** dropped 36% from \$1,312,500 in 2011 to \$837,500 in 2012, due to 54% of all home sales in **Sag Harbor Village** for the first 6 months being under \$1M.

The significant trend worth noting is that all but 1 of the 12 markets monitored by **TOWN & COUNTRY** declined in **Median Home Sales Price** — the only increase was in Montauk with a mere 3.5% increase.

The bottom line is an increase in buyers hence a decrease in prices.

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 2012 Half 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 to 9.99M	# Sales \$10M+
1st H 2012	36	44,663,500	860,000	6	14	9	7	-	-	-
Change	-10%	-52.18%	-8.75%	+20%	-13%	+13%	+17%	-100%	-	-100%
1st H 2011	40	93,403,750	942,500	5	16	8	6	4	-	1

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 to 9.99M	# Sales \$10M+
1st H 2012	26	32,921,000	837,500	2	12	8	4	-	-	-
Change	+30%	+26.50%	-36.19%	-33%	+140%	-11%	+100%	-	-100%	-
1st H 2011	20	26,025,500	1,312,500	3	5	9	2	-	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 to 9.99M	# Sales \$10M+
1st H 2012	27	23,247,244	550,000	9	13	2	2	1	-	-
Change	-4%	-23.45%	-17.91%	+13%	+30%	-60%	-50%	-	-	-
1st H 2011	28	30,369,999	670,000	8	10	5	4	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 to 9.99M	# Sales \$10M+
1st H 2012	65	67,368,674	725,000	19	21	18	6	-	1	-
Change	-6%	-12.28%	-4.92%	+12%	-19%	+20%	-33%	-100%	-	-
1st H 2011	69	76,800,716	762,500	17	26	15	9	1	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 to 9.99M	# Sales \$10M+
1st H 2012	48	152,163,537	1,555,000	3	13	13	9	6	1	3
Change	+30%	-12.84%	-37.25%	+200%	+44%	+86%	+50%	-	-75%	-25%
1st H 2011	37	174,585,385	2,478,000	1	9	7	6	6	4	4

Westhampton

(Includes Remsenburg, 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 to 9.99M	# Sales \$10M+
1st H 2012	119	131,809,904	815,000	31	49	25	9	3	2	-
Change	+25%	+21.28%	-17.26%	+55%	+53%	-22%	+13%	-	-	-
1st H 2011	95	108,682,764	985,000	20	32	32	8	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 to 9.99M	# Sales \$10M+
1st H 2012	68	29,368,294	340,000	58	7	-	3	-	-	-
Change	-16%	-30.56%	-7.61%	-3%	-53%	-100%	-	-100%	-	-
1st H 2011	81	42,292,860	368,000	60	15	5	-	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 to 9.99M	# Sales \$10M+
1st H 2012	31	65,662,230	1,725,000	1	7	11	7	3	2	-
Change	-	-7.04%	-7.38%	-	+40%	-8%	-	+50%	-50%	-
1st H 2011	31	70,633,500	1,862,500	1	5	12	7	2	4	-

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 to 9.99M	# Sales \$10M+
1st H 2012	102	378,881,010	2,445,000	2	24	16	19	19	16	6
Change	+15%	+9.17%	-1.21%	-33%	+85%	-24%	-	+19%	+33%	+20%
1st H 2011	89	347,044,500	2,475,000	3	13	21	19	16	12	5

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 to 9.99M	# Sales \$10M+
1st H 2012	163	180,886,239	762,500	44	60	40	13	4	2	-
Change	+15%	+21.74%	-7.01%	+83%	-13%	+11%	+30%	+100%	+100%	-
1st H 2011	142	148,587,948	820,000	24	69	36	10	2	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 to 9.99M	# Sales \$10M+
1st H 2012	29	141,127,550	1,650,000	1	8	6	4	3	3	4
Change	+38%	+88.59%	-25.00%	-	+300%	-14%	-	-40%	+50%	+300%
1st H 2011	21	74,832,999	2,200,000	-	2	7	4	5	2	1

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 to 9.99M	# Sales \$10M+
1st H 2012	40	46,268,098	852,500	5	24	5	5	-	1	-
Change	+5%	+38.44%	+3.52%	+25%	-14%	+25%	+150%	-	-	-
1st H 2011	38	33,421,800	823,500	4	28	4	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 to 9.99M	# Sales \$10M+
1st H 2012	754	1,294,367,280	850,000	181	252	153	88	39	28	13
Change	+9%	+5.52%	-10.53%	+24%	+10%	-5%	+14%	-5%	+12%	+18%
1st H 2011	691	1,226,681,721	950,000	146	230	161	77	41	25	11