

Town & Country

REAL ESTATE

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HAMPTONS

2nd Quarter 2012 Home Sales Report

As we predicted, there has been a significant uptick in activity.

Usually I close the report with consolidated numbers of **All Hamptons Markets Combined** but this report will begin with it.

While the Number of Home Sales increased by 9% from 379 in 2nd Quarter 2011 to 414 in 2nd Quarter 2012, the Median Home Sales Price and the Total Homes Sales Volume dropped by 14.3% and 1.41% respectively. This is a statistical phenomenon since the \$5M - \$9.9M price category exploded with a 67% increase from 12 sales in 2011 to 20 in 2012.

If you look at the 7 price categories monitored by **TOWN & COUNTRY** you can see a saw tooth effect. The media had speculated that “only the high end did well”, when in fact our high end — \$10M and over — was flat at 8 home sales and the \$2M - \$3.49M price category was up 20% from 46 to 55 year to year, yet the \$3.5 - \$4.99M price category dropped by 10 sales or 36%. But when reporting on the “median” price (that is the individual home sale in precisely the middle of all the sale prices when strung together from lowest to highest) shifts can be wide. In fact in the 2nd Quarter, 226 of the 414 total Number of Home Sales were under \$1M and therein lies your Median Home Sales Price of \$900K.

Looking at the individual markets, it is no surprise that **Bridgehampton (which includes Water Mill and Sagaponack)** had a shining 2nd Quarter 2012 particularly at the high end where the Number of Home Sales in the \$5M - \$9.9M and the \$10M and up categories shot up 175% and 150% respectively - totalling 16 in 2012 from 6 in 2011. This in turn increases the Median Home Sales Price and the Total Homes Sales Volume by 16.43% and 33.13% respectively.

EAST HAMPTON VILLAGE experiences the greatest increase in Total Homes Sales Volume at +53.42% from \$46.6M to \$71.5M year to year., obviously due to the additional 2 homes sales in the \$5M and up category. Additionally the Total Number of Home Sales rose from 11 to 17 or 55%..

East Hampton area (which includes Wainscott) realized significant increases in the Number of Home Sales and Total Homes Sales Volume of 29% and 52% respectively. In this particular market the \$2-\$3.49M price category increased 125% from 4 to 9.

Sag Harbor and Sag Harbor Area (which includes Noyack and North Haven) experienced the most contraction in Median Home Sales Price (Sag Harbor Village) at -49% and Total Homes Sales Volume (Sag Harbor Area) at -61%. These two markets combined though make up for only 34% of the 414 home sales for the quarter, therefore they do not cause the “needle to shift” too dramatically.

All in all it was a good quarter of consistent increased home sales activity in the 12 Hamptons markets monitored by **TOWN & COUNTRY**.

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 Second 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 to 9.99M	# Sales \$10M+
2nd Q 2012	20	22,435,000	701,750	4	8	5	3	-	-	-
Change	-	-60.84%	-20.82%	+100%	-27%	+25%	+200%	-100%	-	-100%
2nd Q 2011	20	57,287,500	886,250	2	11	4	1	1	-	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+
2nd Q 2012	14	14,029,000	710,000	2	8	2	2	-	-	-
Change	+17%	-20.41%	-48.55%	-	+300%	-67%	+100%	-	-100%	-
2nd Q 2011	12	17,625,500	1,380,000	2	2	6	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 to 9.99M	# Sales \$10M+
2nd Q 2012	16	16,328,000	600,000	4	8	2	1	1	-	-
Change	+23%	+16.11%	-4.76%	-	+33%	+100%	-	-	-	-
2nd Q 2011	13	14,062,999	630,000	4	6	1	1	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+
2nd Q 2012	38	39,042,274	733,150	11	14	10	2	-	1	-
Change	-10%	-28.48%	-23.11%	-	+17%	+11%	-75%	-100%	-	-
2nd Q 2011	42	54,587,800	953,500	11	12	9	8	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+
2nd Q 2012	27	67,148,237	1,750,000	-	6	10	7	2	1	1
Change	+17%	-53.49%	-41.57%	-	+50%	+150%	+75%	-60%	-50%	-75%
2nd Q 2011	23	144,384,500	2,995,000	-	4	4	4	5	2	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+
2nd Q 2012	58	62,021,183	794,000	15	25	13	3	1	1	-
Change	-	-9.53%	-19.96%	+36%	+25%	-35%	-25%	-67%	-	-
2nd Q 2011	58	68,556,276	992,000	11	20	20	4	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+
2nd Q 2012	33	17,371,100	350,000	27	3	-	3	-	-	-
Change	-3%	-7.58%	-6.91%	+13%	-63%	-100%	-	-100%	-	-
2nd Q 2011	34	18,796,110	376,000	24	8	1	-	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+
2nd Q 2012	21	44,337,230	1,725,000	1	4	6	7	2	1	-
Change	-	-15.97%	-8.00%	-	+100%	-33%	+40%	-	-67%	-
2nd Q 2011	21	52,764,500	1,875,000	-	2	9	5	2	3	-

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+
2nd Q 2012	62	253,003,010	2,445,000	2	12	11	13	8	11	5
Change	+5%	+33.13%	+16.43%	-	+33%	-39%	-7%	-20%	+175%	+150%
2nd Q 2011	59	190,039,500	2,100,000	2	9	18	14	10	4	2

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+
2nd Q 2012	88	111,825,910	829,375	18	34	22	9	3	2	-
Change	+29%	+51.69%	-13.15%	+80%	+3%	+16%	+125%	+50%	-	-
2nd Q 2011	68	73,720,789	955,000	10	33	19	4	2	-	-

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+
2nd Q 2012	17	71,490,050	1,400,000	-	6	4	2	1	2	2
Change	+55%	+53.42%	-36.36%	-	+500%	-	-	-50%	+100%	+100%
2nd Q 2011	11	46,597,999	2,200,000	-	1	4	2	2	1	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+
2nd Q 2012	20	27,463,000	840,000	1	13	2	3	-	1	-
Change	+11%	+46.39%	+0.18%	-	+8%	-33%	+50%	-	-	-
2nd Q 2011	18	18,760,000	838,500	1	12	3	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+
2nd Q 2012	414	746,493,994	900,000	85	141	87	55	18	20	8
Change	+9%	-1.41%	-14.37%	+27%	+18%	-11%	+20%	-36%	+67%	-
2nd Q 2011	379	757,183,473	1,051,000	67	120	98	46	28	12	8