

ATTENTION SELLERS

It's been a long five year crawl since Bear Sterns and Lehman Brothers fell, and even longer since the housing crises began the prior year. Fortunately that was then and this is now.



Town & Country has been blogging and reporting for the past year that the floors have been firmly established in our many varied markets on the East End — from those floors, the next trend... in this case, the next ascent begins.

Since the price of anything is determined by the scales of supply and demand, and the demand for East End Real Estate has been steadily increasing while supplies are being absorbed to healthy levels, the door is open for future price increases.

1TownandCountry.com/Reports provides you quarterly statistics for both Hamptons and North Fork home sales. Hamptons 2012 Year End Report indicated a 15% increase in the Number of Home Sales - 1,625 from 1,414 in 2011.

Momentum built in 2012, with the height being Town & Country's 4th Quarter Hamptons Home Sales Report showing the price ranges with the greatest increases with a 155% explosion in the \$3.5M - \$4.99M and a 100% increase in the \$2M - \$3.49M. Furthermore, 1/3 (11) of the 33 homes sold & closed over \$1M in 2012 occurred in the 4th Quarter. Meanwhile in 2011 the total homes sold and closed in the \$10M+ category was just 25 of the 1,414. In fact, the T & C 2012 Year End Report shows increases in all 7 price categories monitored in All Hamptons Markets Combined.

Bottom line, sellers, who have been waiting on the side lines while the market recovers and prices improve, it's time to jump in. Call the nearest T & C office for a current market analysis.

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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.

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THE POWER OF DEEP ROOTS