

HAMPTONS 1ST QUARTER 2013 HOME SALES REPORT

Press Release: April 19, 2013

The much anticipated **1st Quarter TOWN & COUNTRY Home Sales Report** is hereby released.

While there are some shining stars, the report has quite a bit of red ink. Keep in mind the 1st Quarter of closed sales reflects the business — or deals — of the prior quarter due to the time lapse between making a deal and sitting down to the closing, then having the closing documents recorded. That said, this report reflects the sales activity from the 4th quarter of 2012 — Hurricane Sandy hit our entire region disastrously and obviously interrupted lives and businesses, including real estate on the East End.

Shelter Island, statistically, has the greatest percent ascent in both the **Number of Home Sales** and **Total Home Sales Volume**, at 50% and 118% respectively. That though is simply statistical, since the **Number of Home Sales** rose from 6 to 9 and the **Total Home Sales Volume** from \$3.14M to \$6.85M — not a lot of data to analyze. Looking at **Bridgehampton (which includes WaterMill and Sagaponack)** you see a whopping \$98.7M **Total Home Sales Volume**— now that's impressive. And a 40% increase in home sales \$5M - \$9.99M. Those 7 sales in 1st Quarter 2013 account for all the sales in that price range for **All Hamptons Markets Combined**.

Montauk remains a rising starlet, with increases of 41% in the **Number of Home Sales** from 17 to 24 and a 52% increase in the **Total Home Sales Volume** from \$16.8 M to \$25.5M — it's time to get out your surfboards and head east to The Point!

Southampton Village experienced the greatest pullback, a 73% drop in the **Number of Home Sales** from 15 to 4 and a dramatic 86% loss in **Total Home Sales Volume** from \$49M to \$7M. In my professional opinion, this is simply a blip on the radar screen. **Southampton Village** has always been one of the East End's crown jewels. In fact, looking at the **Median Home Sales Price**, **Southampton Village** more than doubled from \$800K in 2012 to \$1.625M in 2013, although still far off from its high water mark, but **Southampton Village** coming back.

Viewing **All Hamptons Markets Combined**, in the 7 different price categories monitored by **TOWN & COUNTRY**, and we see the greatest gain was in the \$2-\$3.4M price range at 41% from 22 sales in 1st Quarter 2013 to 31 same period 2013.

The good news is the next quarterly report will look completely different. All 8 **TOWN & COUNTRY** offices and associates are busier than ever in 6 years — these appointments will result in sales which will be closed and recorded over the next 2 quarters.

To view all reports visit 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.



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THE POWER OF DEEP ROOTS

Hamptons 2013 First 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+
1st Q 2013	15	17,352,400	625,000	4	6	1	4	-	-	-
Change	+15%	-8.90%	-35.23%	+300%	-	-50%	-	-	-	-
1st Q 2012	13	19,048,500	965,000	1	6	2	4	-	-	-

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 Q 2013	8	5,239,000	675,000	3	4	1	-	-	-	-
Change	-11%	-61.85%	-57.81%	-	+33%	-80%	-100%	-	-	-
1st Q 2012	9	13,732,000	1,600,000	-	3	5	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 Q 2013	9	6,850,000	750,000	4	3	2	-	-	-	-
Change	+50%	+118.21%	+51.33%	+33%	-	-	-	-	-	-
1st Q 2012	6	3,139,244	495,622	3	3	-	-	-	-	-

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 Q 2013	25	24,031,500	700,000	7	9	6	3	-	-	-
Change	+25%	+33.09%	+25.84%	-	+29%	+50%	+50%	-	-	-
1st Q 2012	20	18,056,400	556,250	7	7	4	2	-	-	-

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 Q 2013	4	6,935,000	1,625,000	-	2	-	2	-	-	-
Change	-73%	-85.87%	+103.13%	-100%	-67%	-100%	-	-100%	-	-100%
1st Q 2012	15	49,075,100	800,000	3	6	2	-	3	-	1

Westhampton

(Includes Remsenburg, Westhampton Beach, East Quogue, Quogue and Quoguee)

	# 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 Q 2013	34	27,190,347	630,000	11	17	4	2	-	-	-
Change	-29%	-46.34%	-23.29%	-15%	-11%	-64%	-50%	-	-100%	-
1st Q 2012	48	50,668,202	821,250	13	19	11	4	-	1	-

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 Q 2013	28	8,720,616	299,500	25	3	-	-	-	-	-
Change	+17%	+5.18%	-12.23%	+19%	-	-	-	-	-	-
1st Q 2012	24	8,291,225	341,250	21	3	-	-	-	-	-

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 Q 2013	8	11,550,000	1,222,500	1	1	4	2	-	-	-
Change	-20%	-45.84%	-28.09%	-	-67%	-20%	-	-100%	-100%	-
1st Q 2012	10	21,325,000	1,700,000	-	3	5	-	1	1	-

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 Q 2013	32	98,714,000	2,350,000	1	7	5	9	3	7	-
Change	-	-9.65%	-31.19%	-	-30%	+150%	+80%	-67%	+40%	-100%
1st Q 2012	32	109,253,500	3,415,000	-	10	2	5	9	5	1

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 Q 2013	54	72,452,800	864,000	9	24	13	5	2	-	1
Change	+2%	+65.20%	+37.14%	-59%	+41%	+8%	+150%	-	-	-
1st Q 2012	53	43,856,829	630,000	22	17	12	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+
1st Q 2013	7	11,733,000	1,675,000	-	2	3	2	-	-	-
Change	-30%	-71.50%	-21.87%	-	-	+50%	-	-100%	-100%	-100%
1st Q 2012	10	41,162,500	2,143,750	-	2	2	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+
1st Q 2013	24	25,497,000	740,000	4	14	2	2	2	-	-
Change	+41%	+52.13%	-14.94%	+33%	+56%	-33%	-	-	-	-
1st Q 2012	17	16,760,098	870,000	3	9	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+
1st Q 2013	248	316,265,663	750,000	69	92	41	31	7	7	1
Change	-4%	-19.80%	-8.26%	-5%	+5%	-15%	+41%	-53%	-13%	-67%
1st Q 2012	257	394,368,598	817,500	73	88	48	22	15	8	3