

TOWN & COUNTRY HAMPTONS 3RD QUARTER 2013 HOME SALES REPORT

Press Release: October 18, 2013

This 3rd Quarter Hamptons Home Sales Report is a perfect example of how the numbers never lie!

It's rare that I get truly surprised by the statistics but this is one of those times. Activity levels in all 8 **TOWN & COUNTRY** offices, along with lots of media hype of a strong Home Sales market, had me anticipating mostly black but instead, as you can see, red is the dominant color. Contrary to what **TOWN & COUNTRY** is experiencing, the facts of our Hamptons market for July, August and September are as follows:

The darling of the 3rd Quarter Hamptons Home Sales Report is glaringly **Southampton Village**. While 2012 was not a great year for **Southampton Village**, 2013 put this crown jewel back on its pedestal. A whopping 88% leap in **Median Home Sales Price** from \$1,385,250 in 2012 to \$2.6M in 2013 which then pushed the **Total Home Sales Volume** up 54% from \$41.1M to \$63.4M. The **Number of Home Sales** changed insignificantly from 18 to 17 year to year.

East Hampton Village, on the other hand, seems to be experiencing a significant pull back in all 3 criteria monitored by **TOWN & COUNTRY**. The **Number of Home Sales** dropped 64% from 11 to only 4, which of course affected the **Total Home Sales Volume** by 22% from \$46.6M to \$36.5M and the **Median Home Sales Price** dropped 44.3% from \$2.9M to \$1.615M.

Sag Harbor Village had a wild statistical swing with an 83% increase in the **Number of Home Sales** from 6 to 11, yet the **Median Home Sales Price** slid 45% from \$1,267,500 in 2012 3rd Quarter to \$700,000 in 2013 same quarter — very odd!

Looking at the **All Hamptons Markets Combined**, where **TOWN & COUNTRY** tallies 12 individual markets, you clearly see the trend for actual transfers was off 9% year to year and the **Total Home Sales Volume** dropped 22%. Noteworthy, however, is that of the 7 different price ranges we monitor, only the \$1 - \$1.99M range grew (by 16%) while the rest saw declines anywhere from 3% to 75%.

As they said yesterday at Goldman, "It's only one quarter."

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 Third 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+
3rd Q 2013	12	14,313,000	882,500	3	3	4	2	-	-	-
Change	-43%	-42.04%	+10.31%	+50%	-75%	+100%	-60%	-	-	-
3rd Q 2012	21	24,694,809	800,000	2	12	2	5	-	-	-

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+
3rd Q 2013	11	11,469,500	700,000	2	6	2	1	-	-	-
Change	+83%	+45.23%	-44.77%	-	-	-33%	-	-	-	-
3rd Q 2012	6	7,897,500	1,267,500	2	-	3	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+
3rd Q 2013	12	14,475,250	763,750	2	6	-	4	-	-	-
Change	-14%	+1.73%	+24.90%	-67%	+50%	-100%	-	-100%	-	-
3rd Q 2012	14	14,229,000	611,500	6	4	3	-	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+
3rd Q 2013	29	31,556,950	810,000	7	9	10	3	-	-	-
Change	+12%	+17.90%	+5.19%	+40%	-40%	+400%	-	-100%	-	-
3rd Q 2012	26	26,764,850	770,000	5	15	2	3	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+
3rd Q 2013	17	63,372,300	2,600,000	2	2	3	4	2	3	1
Change	-6%	+54.06%	+87.69%	-	-71%	-40%	+33%	+100%	+200%	-
3rd Q 2012	18	41,135,500	1,385,250	-	7	5	3	1	1	1

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+
3rd Q 2013	44	35,855,438	660,000	13	21	9	1	-	-	-
Change	+10%	-38.20%	-13.44%	-	+40%	+29%	-50%	-100%	-100%	-100%
3rd Q 2012	40	58,018,172	762,500	13	15	7	2	1	1	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+
3rd Q 2013	27	10,007,299	320,000	23	4	-	-	-	-	-
Change	-21%	-48.00%	-12.93%	-	-43%	-100%	-100%	-	-	-
3rd Q 2012	34	19,246,400	367,500	23	7	2	2	-	-	-

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+
3rd Q 2013	8	11,485,000	1,545,000	-	2	5	1	-	-	-
Change	-33%	-48.17%	-14.64%	-	-	-	-80%	-	-	-
3rd Q 2012	12	22,160,000	1,810,000	-	2	5	5	-	-	-

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+
3rd Q 2013	17	36,559,001	1,806,000	-	2	9	4	1	1	-
Change	-47%	-47.94%	+11.14%	-100%	-67%	-	-56%	-50%	-67%	-
3rd Q 2012	32	70,224,900	1,625,000	3	6	9	9	2	3	-

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+
3rd Q 2013	54	47,245,250	690,000	17	25	9	3	-	-	-
Change	+13%	-33.96%	-3.16%	+13%	+47%	+13%	-25%	-100%	-	-100%
3rd Q 2012	48	71,538,187	712,500	15	17	8	4	3	-	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+
3rd Q 2013	4	36,455,000	1,615,000	-	1	2	-	-	-	1
Change	-64%	-21.79%	-44.31%	-100%	-67%	+100%	-100%	-100%	-100%	-
3rd Q 2012	11	46,611,272	2,900,000	1	3	1	1	2	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+
3rd Q 2013	17	22,060,000	850,000	-	12	4	-	-	1	-
Change	+6%	-12.32%	+7.59%	-100%	+9%	+100%	-	-100%	-	-100%
3rd Q 2012	16	25,158,740	790,000	1	11	2	-	1	-	1

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+
3rd Q	252	334,853,988	765,000	69	93	57	23	3	5	2
Change	-9%	-21.70%	-7.10%	-3%	-6%	+16%	-34%	-75%	-29%	-60%
3rd Q 2012	278	427,679,330	823,500	71	99	49	35	12	7	5