

TOWN & COUNTRY HAMPTONS 4TH QUARTER 2013 HOME SALES REPORT

Press Release: January 17, 2014

Town & Country's 4th Quarter Home Sales Report demonstrates a solidly recovered market. Eight of the twelve individual markets monitored by Town & Country reported increase in the Number of Home Sales, one remained unchanged, and three saw declines.

The Southampton Village market, simply put, exploded in the 4th Quarter. The Number of Homes Sales doubled year-to-year from 16 to 31, and the Total Homes Sales Volume increased 200% from \$55M to \$167M. Slide your finger across the 7 different price ranges monitored by Town & Country and you see the reason for the exponential increases was growth in the elite price range of \$10M and up, which went from 1 to 4 sales, and the \$5M to \$9.99M, which went from 3 to 7 sales year to year, or a 133% increase. It's crystal clear Southampton Village wears the crown!

Southampton Area (which includes North Sea) realized the greatest increase in the Median Home Sales Price with a 36% increase from \$620,000 to \$844,772.

One glaring surprise is the other crown jewel of the Hamptons which is East Hampton Village. East Hampton Village realized the greatest pull back year to year. In East Hampton Village the Median Home Sales Price was \$4.5M in 2012 4th Quarter - this year, the last 3 months showed a Median Home Sale prices of \$2.45M. Now keep in mind, in 2013 Southampton Village Median Home Sales Price for this same quarter was \$2,547,500 and Bridgehampton (which includes Water Mill and Sagaponack) Median Home Sales Prices is the highest and \$3,087,500. Bottom line, the year to year analysis is important to chart individual markets and their specific activity, but the actual numbers have significance.

Looking at All Hampton Markets Combined and clarity sets in. The Hamptons Markets are enjoying heightened activity: with more sales: 432 in 4th Quarter 2013 from 356 in 2012 or a 21% increase. This pushes up the Total Home Sales Volume by nearly 6% to \$816M, but the Median Home Sales price is almost unchanged from \$975,000 to \$950,000. The price range with the most Number of Sales and year over year increases is \$500K- \$999K. My concern here is there's little inventory as replacement inventory is slim.

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 Fourth 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+
4th Q 2013	30	32,140,096	902,500	3	16	9	1	1	-	-
Change	+11%	-31.19%	-27.80%	+50%	+60%	+29%	-83%	-	-100%	-
4th Q 2012	27	46,709,700	1,250,000	2	10	7	6	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+
4th Q 2013	25	35,692,500	965,000	3	11	7	1	3	-	-
Change	+79%	+88.55%	-8.31%	+200%	+83%	+40%	-	+200%	-	-
4th Q 2012	14	18,929,900	1,052,500	1	6	5	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+
4th Q 2013	17	20,785,000	760,000	3	10	1	2	-	1	-
Change	+6%	+4.26%	+22.58%	-25%	+43%	-50%	-	-100%	-	-
4th Q 2012	16	19,935,000	620,000	4	7	2	2	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+
4th Q 2013	38	48,254,620	844,772	10	11	11	4	1	1	-
Change	+65%	+59.63%	+36.25%	-9%	+175%	+83%	-	-	-	-100%
4th Q 2012	23	30,228,966	620,000	11	4	6	-	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+
4th Q 2013	32	166,801,500	2,547,500	1	7	7	3	3	7	4
Change	+100%	+204.89%	+16.46%	-	+133%	+75%	-40%	-	+133%	+300%
4th Q 2012	16	54,709,300	2,187,500	-	3	4	5	-	3	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+
4th Q 2013	66	97,334,250	806,250	15	24	11	11	2	3	-
Change	+43%	+63.28%	+2.19%	-	+85%	+10%	+267%	-50%	+200%	-
4th Q 2012	46	59,613,000	789,000	15	13	10	3	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+
4th Q 2013	37	18,919,000	380,000	25	10	1	1	-	-	-
Change	-	+39.10%	+11.76%	-24%	+150%	-	-	-	-	-
4th Q 2012	37	13,601,430	340,000	33	4	-	-	-	-	-

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+
4th Q 2013	17	52,770,150	2,150,000	-	2	5	5	3	1	1
Change	+21%	+28.65%	-15.88%	-	-33%	+150%	+25%	+50%	-67%	-
4th Q 2012	14	41,017,000	2,556,000	-	3	2	4	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+
4th Q 2013	50	188,610,110	3,087,500	2	12	7	5	11	9	4
Change	-7%	-9.97%	+7.02%	-	+9%	-13%	-44%	-	-	-
4th Q 2012	54	209,500,430	2,885,000	2	11	8	9	11	9	4

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+
4th Q 2013	89	84,667,670	835,000	16	45	22	5	1	-	-
Change	+22%	-7.33%	-1.76%	+45%	+25%	+57%	-44%	-	-100%	-
4th Q 2012	73	91,364,625	850,000	11	36	14	9	1	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+
4th Q 2013	19	55,067,500	2,450,000	1	5	2	4	5	2	-
Change	-17%	-66.49%	-45.56%	-	+150%	-33%	-	+25%	-60%	-100%
4th Q 2012	23	164,352,600	4,500,000	-	2	3	4	4	5	5

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+
4th Q 2013	12	14,742,000	927,500	1	7	3	-	1	-	-
Change	-8%	-29.97%	-41.11%	-	+75%	-40%	-100%	-50%	-	-
4th Q 2012	13	21,050,000	1,575,000	1	4	5	1	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+
4th Q 2013	432	815,784,396	950,000	80	160	86	42	31	24	9
Change	+21%	+5.81%	-2.56%	-	+55%	+30%	-5%	+11%	-	-18%
4th Q 2012	356	771,011,951	975,000	80	103	66	44	28	24	11