

TOWN & COUNTRY HAMPTONS 1ST QUARTER 2014 HOME SALES REPORT

Press Release: April 15, 2014

TOWN & COUNTRY'S 1st Quarter 2014 Home Sales Report proves, indisputably, that the Hamptons Real Estate market is enjoying a new wave.

The Big Kahuna is **Southampton Village** where the **Total Home Sales Volume** exploded nearly 1000%!!! That's a first! In 1st Quarter 2013, Southampton Village posted \$6.935M for its **Total Home Sales Volume** and a year later it is \$76M. **Southampton Village** took the crown home for the highest increase in **Number of Home Sales** — 4 in 1st Quarter 2013 and 17 in 1st Quarter 2014. The **Median Home Sales Price** came along for the ride as well from \$1.625M in 1st Quarter 2013 to \$4.2M in 1st Quarter 2014 — a 158.5% leap.

While **Southampton Village** was definitely the most outstanding there were several honorable mentions. The charming hamlet of **Amagansett** realized a 530.8% increase in **Total Home Sales Volume** from \$11.55M to \$72.859M year to year 1st Quarter 2013 to 2014. The **Median Homes Sales Price** in **Amagansett** was \$2.725 —the 2nd highest and an impressive 123% increase from last year's **Median Homes Sales Price**.

Nine of the 12 markets monitored by **TOWN & COUNTRY** saw an increase in the **Number of Home Sales**, 2 were unchanged, and only one market saw a decline of 17% — it was the red hot market of **Montauk**, posting 20 home sales in 1st Quarter 2014 vs. 24 sales in 1st Quarter 2013. This statistic should not be interpreted as a pull back in demand — absolutely not — it is simply a lack of inventory. In MTK, as we affectionately refer to it, any listing priced correctly and positioned properly sells.

Looking at **All Hamptons Markets Combined** and the 1st Quarter activity reveals nearly all black straight across the 3 criteria **TOWN & COUNTRY** monitors and the 7 separate price ranges. Sales boomed with a 29% increase in the **Number of Home Sales** and a 32.3% rise in the **Median Homes Sales Price**, both resulting in a doubling in the **Total Home Sales Volume** of \$641M in the first 3 months of 2014.

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 2014 First Quarter Statistics										
Sag Harbor Area										
<i>(Includes Noyack and North Haven)</i>										
	# 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 2014	24	69,579,897	1,562,500	1	8	7	6	-	1	1
Change	+60%	+300.98%	+150.00%	-75%	+33%	+600%	+50%	-	-	-
1st Q 2013	15	17,352,400	625,000	4	6	1	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 2014	13	26,595,000	1,695,000	1	2	5	3	1	1	-
Change	+63%	+407.64%	+151.11%	-67%	-50%	+400%	-	-	-	-
1st Q 2013	8	5,239,000	675,000	3	4	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 2014	9	23,895,000	1,730,000	3	1	1	2	-	2	-
Change	-	+248.83%	+130.67%	-25%	-67%	-50%	-	-	-	-
1st Q 2013	9	6,850,000	750,000	4	3	2	-	-	-	-
Southampton Area										
<i>(Includes North Sea)</i>										
	# 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 2014	33	60,455,420	830,000	7	13	5	4	1	3	-
Change	+32%	+151.57%	+18.57%	-	+44%	-17%	+33%	-	-	-
1st Q 2013	25	24,031,500	700,000	7	9	6	3	-	-	-
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 2014	17	75,992,600	4,200,000	-	3	4	-	3	6	1
Change	+325%	+995.78%	+158.46%	-	+50%	-	-100%	-	-	-
1st Q 2013	4	6,935,000	1,625,000	-	2	-	2	-	-	-
Westhampton										
<i>(Includes Remsenburg, Westhampton Beach, East Quogue, Quogue and Quogue)</i>										
	# 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 2014	47	62,046,690	793,000	13	19	8	4	1	1	1
Change	+38%	+128.19%	+25.87%	+18%	+12%	+100%	+100%	-	-	-
1st Q 2013	34	27,190,347	630,000	11	17	4	2	-	-	-
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 2014	29	17,295,350	369,000	21	7	-	-	-	1	-
Change	+4%	+98.33%	+23.21%	-16%	+133%	-	-	-	-	-
1st Q 2013	28	8,720,616	299,500	25	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 2014	22	72,859,000	2,725,000	1	1	6	8	3	2	1
Change	+175%	+530.81%	+122.90%	-	-	+50%	+300%	-	-	-
1st Q 2013	8	11,550,000	1,222,500	1	1	4	2	-	-	-
Bridgehampton										
<i>(Includes Water Mill and Sagaponack)</i>										
	# 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 2014	40	127,787,250	2,256,250	-	9	9	8	9	3	2
Change	+25%	+29.45%	-3.99%	-100%	+29%	+80%	-11%	+200%	-57%	-
1st Q 2013	32	98,714,000	2,350,000	1	7	5	9	3	7	-
East Hampton Area										
<i>(Includes Wainscott)</i>										
	# 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 2014	54	54,636,774	816,657	7	30	11	6	-	-	-
Change	-	-24.59%	-5.48%	-22%	+25%	-15%	+20%	-100%	-	-100%
1st Q 2013	54	72,452,800	864,000	9	24	13	5	2	-	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+
1st Q 2014	12	29,240,000	1,947,500	-	3	3	4	1	1	-
Change	+71%	+149.21%	+16.27%	-	+50%	-	+100%	-	-	-
1st Q 2013	7	11,733,000	1,675,000	-	2	3	2	-	-	-
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 2014	20	20,598,418	860,500	2	10	7	1	-	-	-
Change	-17%	-19.21%	+16.28%	-50%	-29%	+250%	-50%	-100%	-	-
1st Q 2013	24	25,497,000	740,000	4	14	2	2	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 2014	320	640,981,399	992,500	56	106	66	46	19	21	6
Change	+29%	+102.67%	+32.33%	-19%	+15%	+61%	+48%	+171%	+200%	+500%
1st Q 2013	248	316,265,663	750,000	69	92	41	31	7	7	1