

TOWN & COUNTRY HAMPTONS 2ND QUARTER 2014 HOME SALES REPORT

Press Release: July 18, 2014

To those of us in the industry, the second three months of 2014 seemed busier than the statistics show. Personally, I had expected to see all 12 markets monitored by **TOWN & COUNTRY** in the black for all 3 criteria — **Number of Home Sales**, **Total Home Sales Volume** and **Median Home Sales Price** — but this was not the case. In fact, only 6 of the 12 individual markets increased in both **Total Home Sales Volume** and **Median Home Sale Price**, but 8 of the 12 rose in the **Number of Home Sales**.

Certain statistics jump right off the page such as \$2,678,750 **Median Home Sales Price** for **East Hampton Village** which is quite impressive, but actually a 37.7% drop from last year's \$4.3M **Median Home Sales Price**.

East Hampton Area (which includes Wainscott) posted the most **Number of Home Sales** at 96, but again, that was a 14% decline from the 112 Home Sales documented in 2nd Quarter 2013.

The white hot market of **Montauk** realized the greatest increase in **Median Home Sale Price**, a 23.3% jump from 2013, same period, from \$750,000 to \$925,000. The demand in Montauk remains strong, but we are short on inventory.

Bridgehampton (which includes Water Mill and Sagaponack) tallied the highest **Total Home Sales Volume** at \$170,008,920 of all markets, but again, this is a 10.6% drop from 2nd Quarter 2013, where a staggering \$190,102,980 was posted. The \$5M - \$9.9M price category in **Bridgehampton (which includes Water Mill and Sagaponack)** saw the greatest jump at 75% from 4 in 2nd Quarter 2013 to 7 in 2nd Quarter 2014.

Sag Harbor Village had the greatest gain in **Number of Home Sales** at 67% from 12 sales in 2013 to 20 in 2014 for the same time period.

Reviewing **All Hamptons Markets Combined** and we note that the sales activity (**Number of Home Sales**) enjoyed a 5% tick up, **Median Home Sales Price** remained somewhat level at \$975,000, but the **Total Home Sales Volume** dipped 12%.

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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 Second 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+
2nd Q 2014	30	37,297,520	855,250	3	15	6	5	1	-	-
Change	+36%	+1.41%	+4.30%	+50%	+36%	+50%	+400%	-50%	-100%	-
2nd Q 2013	22	36,779,000	820,000	2	11	4	1	2	2	-

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+
2nd Q 2014	20	32,043,788	988,750	-	11	7	1	-	1	-
Change	+67%	+53.35%	-8.49%	-100%	+175%	+133%	-50%	-100%	-	-
2nd Q 2013	12	20,896,000	1,080,500	1	4	3	2	2	-	-

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+
2nd Q 2014	20	26,203,875	780,938	3	11	3	2	-	1	-
Change	+11%	+26.00%	-17.14%	-	+83%	-57%	+100%	-100%	-	-
2nd Q 2013	18	20,796,250	942,500	3	6	7	1	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+
2nd Q 2014	39	44,019,250	750,000	10	14	11	3	-	1	-
Change	+11%	+26.60%	+1.69%	+25%	-18%	+83%	-25%	-	-	-
2nd Q 2013	35	34,771,125	737,500	8	17	6	4	-	-	-

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+
2nd Q 2014	31	82,391,749	1,737,500	3	2	13	5	3	5	-
Change	+3%	-39.49%	-43.45%	+50%	-50%	+117%	-	-50%	-	-100%
2nd Q 2013	30	136,171,435	3,072,500	2	4	6	5	6	5	2

Westhampton

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

	# 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+
2nd Q 2014	66	69,141,148	697,500	23	27	7	7	1	1	-
Change	+6%	-8.65%	-21.07%	+44%	+13%	-36%	-13%	-50%	-	-
2nd Q 2013	62	75,691,012	883,750	16	24	11	8	2	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+
2nd Q 2014	51	27,504,905	350,000	34	12	4	1	-	-	-
Change	+59%	+160.72%	+11.11%	+17%	+300%	-	-	-	-	-
2nd Q 2013	32	10,549,500	315,000	29	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+
2nd Q 2014	22	56,835,000	1,575,000	1	4	8	5	2	-	2
Change	-4%	+0.90%	-21.25%	-	+33%	-	-29%	-50%	-100%	-
2nd Q 2013	23	56,329,458	2,000,000	-	3	8	7	4	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+
2nd Q 2014	57	170,008,920	2,125,000	1	6	20	15	5	7	3
Change	-3%	-10.57%	+6.25%	-67%	-54%	+54%	-	-29%	+75%	-25%
2nd Q 2013	59	190,102,980	2,000,000	3	13	13	15	7	4	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+
2nd Q 2014	96	131,906,000	948,750	15	40	26	9	4	1	1
Change	-14%	-10.73%	+12.28%	-25%	-18%	+8%	-31%	+33%	-50%	-
2nd Q 2013	112	147,754,495	845,000	20	49	24	13	3	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+
2nd Q 2014	18	76,070,000	2,678,750	-	1	4	8	1	2	2
Change	+6%	-41.46%	-37.70%	-100%	-50%	+100%	+300%	-83%	+100%	-33%
2nd Q 2013	17	129,937,000	4,300,000	1	2	2	2	6	1	3

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+
2nd Q 2014	23	29,260,000	925,000	2	13	6	1	-	1	-
Change	-15%	-3.60%	+23.33%	-33%	-13%	+50%	-80%	-	-	-
2nd Q 2013	27	30,353,500	750,000	3	15	4	5	-	-	-

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+
2nd Q 2014	473	782,682,155	975,000	95	156	115	62	17	20	8
Change	+5%	-12.07%	+2.09%	+8%	+3%	+31%	-2%	-48%	+25%	-20%
2nd Q 2013	449	890,131,755	955,000	88	151	88	63	33	16	10