

# TOWN & COUNTRY HAMPTONS 2ND QUARTER 2015 HOME SALES REPORT

This second quarter report of 2015 is a most unusual one. After reporting on home sales statistics for over 30 years, even I still get surprised by the factual numbers as they are recorded.

**TOWN & COUNTRY'S** Home Sales Reports are laser focused on 11 specific Hamptons markets, monitoring 3 criteria. The first metric of the **Number of Home Sales** shows 8 of the 12 markets are down, 1 flat and only 3 markets reported increases in the number of trades. Magnificent **Montauk** saw the greatest increase of 22% from 23 to 28 homes sold same quarter year-to-year. **Sag Harbor Village** and **Sag Harbor Area (which includes North Sea)** experienced the greatest declines of 45% and 43% respectively.

The second metric of **Total Home Sales Volume** tells a different story for the 2nd Quarter of 2015 with 6 of the 12 markets enjoying increases by as much as 69% in **Westhampton (which includes Remsenburg, Westhampton Beach, East Quogue, Quogue and Quiogue)**. In fact, the **Westhampton** markets had a statistical joy ride with significant increases in all 3 criteria monitored by **TOWN & COUNTRY. Westhampton (which includes Remsenburg, Westhampton Beach, East Quogue, Quogue and Quiogue)** had 20% increase in the **Number of Home Sales**, a 69% explosion in **Total Home Sales Volume** and a giant 76% up-tick in the **Median Home Sales Price** from \$697,500 to \$1,225,000. Looking closely at the 8 specific price ranges we track and the picture is clear that the increases in activity were at the higher price points.

While the 76% jump in the **Westhampton's Median Home Sales Price** is impressive, **East Hampton Village** was off the charts with a 93% leap from \$2,678,750 for the 2nd Quarter of 2014 to \$5,175,000 for the same Quarter 2015. **East Hampton Village** logged 4 of the 10 sales \$10-\$20M for the entire Hamptons. **Bridgehampton (which includes Water Mill and Sagaponack)** was an honorable mention with 3 sales in that price category and the only Hampton market to log a home sale over \$20M. In fact, the top sale for the quarter was a \$29.5M sale of 493 Rose Hill Road in Water Mill, Andrew Zaro's beautiful home on Mecox Bay.

Looking at **All Hamptons Markets Combined** and you see that the 2nd Quarter of 2015 was only slightly off from 2014 or 40 less transfers, but the **Median Home Sales Price** and **Total Home Sales Volume** both increased due to heightened activity in the higher price points. In fact the \$3.5M - \$4.99M price range saw the greatest increase in activity with 47% more sales.

To view all reports visit [TownAndCountryHamptons.com/Reports](http://TownAndCountryHamptons.com/Reports).

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# Hamptons 2015 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 to \$19.99M	# Sales \$20M+
2nd Q 2015	17	23,487,500	1,375,000	-	5	9	3	-	-	-	-
Change	-43%	-37.03%	+60.77%	-100%	-67%	+50%	-40%	-100%	-	-	-
2nd Q 2014	30	37,297,520	855,250	3	15	6	5	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 to \$19.99M	# Sales \$20M+
2nd Q 2015	11	19,062,499	1,040,000	1	4	2	3	1	-	-	-
Change	-45%	-40.51%	+5.18%	-	-64%	-71%	+200%	-	-100%	-	-
2nd Q 2014	20	32,043,788	988,750	-	11	7	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 to \$19.99M	# Sales \$20M+
2nd Q 2015	13	11,906,900	750,000	2	8	2	1	-	-	-	-
Change	-35%	-54.56%	-3.96%	-33%	-27%	-33%	-50%	-	-100%	-	-
2nd Q 2014	20	26,203,875	780,938	3	11	3	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 to \$19.99M	# Sales \$20M+
2nd Q 2015	45	59,735,035	1,077,000	7	15	15	6	2	-	-	-
Change	+15%	+35.70%	+43.60%	-30%	+7%	+36%	+100%	-	-100%	-	-
2nd Q 2014	39	44,019,250	750,000	10	14	11	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 to \$19.99M	# Sales \$20M+
2nd Q 2015	23	86,329,207	2,100,000	-	4	5	3	5	5	1	-
Change	-26%	+4.78%	+20.86%	-100%	+100%	-62%	-40%	+67%	-	-	-
2nd Q 2014	31	82,391,749	1,737,500	3	2	13	5	3	5	-	-

## 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 to \$19.99M	# Sales \$20M+
2nd Q 2015	79	116,792,111	1,225,000	14	20	28	10	4	3	-	-
Change	+20%	+68.92%	+75.63%	-39%	-26%	+300%	+43%	+300%	+200%	-	-
2nd Q 2014	66	69,141,148	697,500	23	27	7	7	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 to \$19.99M	# Sales \$20M+
2nd Q 2015	46	24,280,390	423,750	34	9	2	1	-	-	-	-
Change	-10%	-11.72%	+21.07%	-	-25%	-50%	-	-	-	-	-
2nd Q 2014	51	27,504,905	350,000	34	12	4	1	-	-	-	-

## 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 to \$19.99M	# Sales \$20M+
2nd Q 2015	17	44,652,500	1,987,500	-	3	6	4	3	-	1	-
Change	-23%	-21.43%	+26.19%	-100%	-25%	-25%	-20%	+50%	-	-50%	-
2nd Q 2014	22	56,835,000	1,575,000	1	4	8	5	2	-	2	-

## 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 to \$19.99M	# Sales \$20M+
2nd Q 2015	44	182,409,100	2,207,500	5	5	10	6	5	9	3	1
Change	-23%	+7.29%	+3.88%	+400%	-17%	-50%	-60%	-	+29%	-	-
2nd Q 2014	57	170,008,920	2,125,000	1	6	20	15	5	7	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 to \$19.99M	# Sales \$20M+
2nd Q 2015	96	130,528,302	895,000	5	53	26	7	4	-	1	-
Change	-	-1.04%	-5.67%	-67%	+33%	-	-22%	-	-100%	-	-
2nd Q 2014	96	131,906,000	948,750	15	40	26	9	4	1	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 to \$19.99M	# Sales \$20M+
2nd Q 2015	14	94,527,118	5,175,000	-	1	2	3	1	3	4	-
Change	-22%	+24.26%	+93.19%	-	-	-50%	-63%	-	+50%	+100%	-
2nd Q 2014	18	76,070,000	2,678,750	-	1	4	8	1	2	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 to \$19.99M	# Sales \$20M+
2nd Q 2015	28	36,771,400	1,047,500	1	13	12	1	-	1	-	-
Change	+22%	+25.67%	+13.24%	-50%	-	+100%	-	-	-	-	-
2nd Q 2014	23	29,260,000	925,000	2	13	6	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 to \$19.99M	# Sales \$20M+
2nd Q 2015	433	830,482,062	1,100,000	69	140	119	48	25	21	10	1
Change	-8%	+6.11%	+12.82%	-27%	-10%	+3%	-23%	+47%	+5%	+25%	-
2nd Q 2014	473	782,682,155	975,000	95	156	115	62	17	20	8	-