

# TOWN & COUNTRY HAMPTONS 3RD QUARTER 2015 HOME SALES REPORT

**TOWN & COUNTRY'S** Judi A. Desiderio has been reporting on Hamptons Home Sales statistics for over 20 years. This **3rd Quarter Home Sales Report** epitomizes why Judi always states "The numbers don't lie. Individual agents and companies can have record quarters, but individuals don't make the market." This is a true eye opener for the amount of RED throughout the report. This is a big surprise since the **TOWN & COUNTRY** offices are reporting 3rd Quarter sales growth in all markets.

Doing a year over year analysis may not give a full and comprehensive picture. The 3rd Quarter of 2014 was a statistical rocket where all markets monitored by **TOWN & COUNTRY** saw gains — in fact, 5 markets doubled in the **Number of Home Sales** 3rd Quarter 2014. The 2015 3rd Quarter Report demonstrates a pull back from the heightened activity of 2014. 8 of the 12 specific markets saw a decline in the **Number of Home Sales** and all but one market - **Sag Harbor Village** - saw declines in **Total Home Sales Volume**.

**Sag Harbor Village** was the one shining beacon of the report, as it was the only market that was in the BLACK for the 3 criteria which **TOWN & COUNTRY** monitors: **Number of Home Sales**, **Total Home Sales Volume** and **Median Home Sales Price**.

**Montauk** experienced a steep decline of 60% less Home Sales and the greatest drop in **Total Home Sales Volume** of 65%. Who would have guessed that?

**Westhampton (which includes Remsenburg, Westhampton Beach, East Quogue, Quogue and Quiogue)** was on a wild ride for those 3 months with the greatest *decrease* in **Number of Home Sales** (64%) and the greatest *increase* in the **Median Home Sales Price** (35.4%), statistically speaking.

Looking at **All Hamptons Markets Combined**, you see all RED except for a 7% tick up in **Median Home Sales Price**. The two ends of the market - high end and low end - suffered the most but for vastly different reasons. Low end is due to lack of inventory, high end is due to the demographic of the buyer wanting to "park" their money in the sidelines for now.

Looking back at 2013 **3rd Quarter Home Sales Report** and it seems as though 2015 is more the norm and 2014 was a banner year.

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

\*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.

# Hamptons 2015 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 to \$19.99M	# Sales \$20M+
3rd Q 2015	27	28,976,394	839,000	3	15	6	3	-	-	-	-
Change	+13%	-34.61%	-25.89%	-25%	+114%	-14%	-	-100%	-100%	-100%	-
3rd Q 2014	24	44,316,235	1,132,143	4	7	7	3	1	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 to \$19.99M	# Sales \$20M+
3rd Q 2015	13	33,841,700	1,600,000	1	4	4	1	2	-	1	-
Change	+8%	+78.70%	+5.79%	-	-	-20%	-67%	-	-	-	-
3rd Q 2014	12	18,937,970	1,512,500	-	4	5	3	-	-	-	-

## 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+
3rd Q 2015	12	13,115,249	819,375	1	8	2	1	-	-	-	-
Change	-8%	-35.61%	-1.75%	-67%	+100%	-33%	-50%	-	-100%	-	-
3rd Q 2014	13	20,368,000	834,000	3	4	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+
3rd Q 2015	42	55,554,591	860,740	1	24	12	3	1	1	-	-
Change	+5%	-9.58%	+0.09%	-88%	+41%	+50%	-40%	-	-	-100%	-
3rd Q 2014	40	61,442,900	860,000	8	17	8	5	-	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 to \$19.99M	# Sales \$20M+
3rd Q 2015	15	46,137,000	2,012,000	1	3	3	3	3	1	1	-
Change	-40%	-64.73%	-16.17%	-	-	-67%	-	-40%	-50%	-	-100%
3rd Q 2014	25	130,813,250	2,400,000	-	3	9	3	5	2	1	2

## 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 to \$19.99M	# Sales \$20M+
3rd Q 2015	31	45,336,473	975,000	2	16	6	5	1	1	-	-
Change	-64%	-58.05%	+35.42%	-92%	-48%	-65%	-29%	-	-67%	-100%	-
3rd Q 2014	85	108,078,034	720,000	25	31	17	7	1	3	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+
3rd Q 2015	36	21,086,000	463,000	20	12	4	-	-	-	-	-
Change	-36%	-13.49%	+23.47%	-51%	-14%	+300%	-	-	-	-	-
3rd Q 2014	56	24,375,288	375,000	41	14	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+
3rd Q 2015	12	39,490,000	2,300,000	1	-	4	4	1	1	1	-
Change	-29%	-26.38%	+33.92%	-	-100%	-33%	-33%	-	-	-	-100%
3rd Q 2014	17	53,642,000	1,717,500	-	3	6	6	1	-	-	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 to \$19.99M	# Sales \$20M+
3rd Q 2015	37	134,310,752	2,750,000	1	3	5	16	5	5	2	-
Change	+6%	-14.65%	-5.17%	-	+50%	-38%	+60%	+25%	-17%	-33%	-100%
3rd Q 2014	35	157,356,000	2,900,000	1	2	8	10	4	6	3	1

## 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+
3rd Q 2015	55	60,178,680	860,000	8	25	18	3	1	-	-	-
Change	-23%	-25.75%	+9.65%	-20%	-32%	+38%	-63%	-67%	-	-	-
3rd Q 2014	71	81,044,476	784,326	10	37	13	8	3	-	-	-

## 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+
3rd Q 2015	5	20,513,000	2,350,000	-	-	1	2	-	2	-	-
Change	-58%	-34.87%	-2.89%	-	-100%	-50%	-50%	-100%	-	-	-
3rd Q 2014	12	31,497,500	2,420,000	-	2	2	4	4	-	-	-

## 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+
3rd Q 2015	8	9,200,500	1,022,750	1	3	3	1	-	-	-	-
Change	-60%	-65.23%	+5.44%	-50%	-63%	-57%	-50%	-100%	-	-	-
3rd Q 2014	20	26,464,000	970,000	2	8	7	2	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+
3rd Q 2015	293	507,740,339	975,000	40	113	68	42	14	11	5	-
Change	-29%	-33.05%	+7.14%	-57%	-14%	-21%	-21%	-30%	-21%	-29%	-100%
3rd Q 2014	410	758,335,653	910,000	94	132	86	53	20	14	7	4