

# Town & Country

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## REAL ESTATE

### HAMPTONS

## 2nd Quarter 2011 Home Sales Report

While there are many reports, by many companies, **TOWN & COUNTRY** is the only East End Real Estate firm that provides specific, detailed information about 11 different Hampton Markets, with 6 different price ranges in each market; as well as 3 criteria of the Number of Home Sales, Total Home Sales Volume and Median Home Sales Price.

This 2nd Quarter **TOWN & COUNTRY'S** Home Sales Report exemplifies why we publish such detailed reports. In fact, this quarter a comprehensive report could be written for nearly every market we monitor. In short, the 11 markets monitored by **TOWN & COUNTRY** are moving differently - some are clearly advancing forward such as **Amagansett** with a 24% gain in the Number of Home Sales, a 37% jump in Total Home Sales Volume and a 13% increase in Median Home Sales Price; while others are demonstrating stability, such as **Westhampton (which includes Westhampton Beach, East Quogue, Quogue and Quiogue)** with 5 less home sales (54 vs. 59), +4% in Total Home Sales Volume and +5.8% in Median Home Sales Price; and finally one market still establishing its floor - Hampton Bays with 6% less in the Number of Home Sales, a 26% drop in Total Home Sales Value and -7% Median Home Sales Price.

The Hamptons markets are demonstrating solid traction!

**Shelter Island** posted the greatest gain in the Number of Home Sales at 44.4% or 13 in 2011 from 9 in 2010, quarter to quarter - followed closely by **Bridgehampton (which includes Watermill and Sagaponack)** with a significant 40% jump from 42 closings in 2nd Quarter 2010 to 59 in 2nd Quarter 2011. Partly due to the "Super Ball" bounce in the **Sagaponack South** market.

The M.V.P. of all **Hamptons Markets** was indisputably, **Southampton Village!** The Median Home Sales Price exploded to \$2.995M - That's a 41% jump from the \$2.125M in the same quarter, the prior year...but most impressive was the 135% rocket gain in Total Home Sales Volume from \$61.5M 2nd Quarter 2010 to \$144.4M 2nd Quarter 2011 - WOW - the crown is en route to **Southampton Village!**

Looking at all **Hamptons Markets** combined and you see the glaring change year to year in 2nd Quarter activity was at the high end! **TOWN & COUNTRY** monitors 6 specific price ranges. The \$3.5M to \$4.99M price range rose 87% from 15 sales in 2010 to 28 in 2011 and \$5M and up increased 33.3% from 15 to 20, 2nd Quarter to 2nd Quarter. These closings therefore pushed the Total Home Sales Value up 28% from \$586M to \$751M along with a 14% increase in the Median Home Sales Price from \$925,000 to \$1.051M.

There's nothing like investing in East End dirt!

To view more specifics on your particular locations visit [www.1TownandCountry.com/reports](http://www.1TownandCountry.com/reports).

Judi A. Desiderio, CEO  
[jd@1TownandCountry.com](mailto:jd@1TownandCountry.com) • 631-324-8080

**1TownandCountry.com**

\*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 2011 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+
2nd Q 2011	20	57,287,500	886,250	2	11	4	1	1	1
Change	-20.00%	+84.28%	+26.61%	-77.78%	+83.33%	+100.00%	-87.50%	-	-
2nd Q 2010	25	31,086,700	700,000	9	6	2	8	-	-

## 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+
2nd Q 2011	12	17,625,500	1,380,000	2	2	6	1	-	1
Change	-	-11.47%	+32.53%	-	-66.67%	+100.00%	-50.00%	-	-
2nd Q 2010	12	19,910,000	1,041,250	-	6	3	2	-	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+
2nd Q 2011	13	14,062,999	630,000	4	6	1	1	1	-
Change	+44.44%	+43.04%	-14.86%	+100.00%	+100.00%	-50.00%	-50.00%	-	-
2nd Q 2010	9	9,831,485	740,000	2	3	2	2	-	-

## 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+
2nd Q 2011	42	54,587,800	953,500	11	12	9	8	1	1
Change	+2.44%	+22.03%	+5.36%	+83.33%	-36.84%	-18.18%	+60.00%	-	-
2nd Q 2010	41	44,734,250	905,000	6	19	11	5	-	-

## 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+
2nd Q 2011	23	144,384,500	2,995,000	-	4	4	4	5	6
Change	+4.55%	+134.93%	+40.94%	-100.00%	+33.33%	-	-20.00%	-	+100.00%
2nd Q 2010	22	61,459,000	2,125,000	2	3	4	5	5	3

## Westhampton

*(Includes 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+
2nd Q 2011	54	62,721,276	952,500	12	18	17	4	3	-
Change	-8%	+3.92%	+5.83%	+9.09%	-33.33%	+6.25%	-20.00%	-	-
2nd Q 2010	59	60,355,990	900,000	11	27	16	5	-	-

## 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+
2nd Q 2011	34	18,796,110	376,000	24	8	1	-	1	-
Change	-6%	-26.33%	-7.16%	+4.35%	-11.11%	-50.00%	-	-	-100.00%
2nd Q 2010	36	25,512,600	405,000	23	9	2	-	1	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+
2nd Q 2011	21	52,764,500	1,875,000	-	2	9	5	2	3
Change	+24%	+37.09%	+12.95%	-	-66.67%	+125.00%	+25.00%	+100.00%	+50.00%
2nd Q 2010	17	38,490,000	1,660,000	-	6	4	4	1	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+
2nd Q 2011	59	190,039,500	2,100,000	2	9	18	14	10	6
Change	+40%	+29.28%	-8.20%	-	+50.00%	+80.00%	-	+100.00%	+20.00%
2nd Q 2010	42	147,001,002	2,287,500	2	6	10	14	5	5

## 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+
2nd Q 2011	68	73,720,789	955,000	10	33	19	4	2	-
Change	-28%	-30.95%	+17.90%	-41.18%	-25.00%	-20.83%	-20.00%	-33.33%	-100.00%
2nd Q 2010	94	106,761,700	810,000	17	44	24	5	3	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+
2nd Q 2011	8	46,597,999	2,200,000	-	1	4	2	2	2
Change	-	+91.14%	+9.34%	-	-75.00%	-	-	-	-
2nd Q 2010	8	24,379,000	2,012,000	-	4	-	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+
2nd Q 2011	18	18,760,000	838,500	1	12	3	2	-	-
Change	-5%	+14.32%	+12.17%	-75.00%	+33.33%	-50.00%	-	-	-
2nd Q 2010	19	16,410,737	747,500	4	9	6	-	-	-

## 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+
2nd Q 2011	375	751,348,473	1,051,000	68	118	95	46	28	20
Change	-2%	+28.23%	+13.62%	-10.53%	-16.90%	+13.10%	-11.54%	+86.67%	+33.33%
2nd Q 2010	384	585,932,464	925,000	76	142	84	52	15	15