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Town & Country

REAL ESTATE

HAMPTONS

1st Quarter 2012 Home Sales Report

TOWN & COUNTRY'S 1st Quarter Hamptons Home Sales Report demonstrates a significant change in our markets. We have been reporting on the unusually active winter season and now the numbers prove indisputably the Hamptons markets are breaking national trends.

Markets such as **Sag Harbor Village** statistically posted eye-popping increases in all 3 criteria monitored by **TOWN & COUNTRY** with a 29% increase in the Number of Home Sales, 68.4% increase in the Median Home Sales Price and an impressive 95% increase in Total Home Sales Volume. **Sag Harbor** is no longer the East End's best kept secret!

Shelter Island experienced reversal shifts with reductions in all 3 criteria... but when there is such little data (6 sales in an entire quarter) statistics get skewed easily.

Southampton Village realized a 67% increase in Number of Home Sales (from 9 to 15) and a 128% gain in Total Home Sales Volume from \$21.5M to \$49M year to year, yet the Median Home Sales Price shifted downward to \$800,000 from \$1,845M or a decline of 56.64% , but again few sales (9 in 2011 vs. 15 in 2012) can make the Median Home Sales Price shift easily. Examining the 6 price categories in **Southampton Village** and you see the number of sales below \$1M market was the driver with 9 of the 15 sales this year and yet in 2011 the number of sales under \$1M was only 3 of the 9 sales.

Westhampton (which includes Remsenburg, Westhampton Beach, East Quogue, Quogue and Quiogue) realized the greatest increase in the Number of Home Sales with a 109% increase, which pushed the Total Home Sales Volume upward by 118%.

Looking at **All Hamptons Markets Combined** for 1st Quarter 2012 and you see all positive signs, further validating **TOWN & COUNTRY'S** conclusion that the Hamptons markets are setting new benchmarks.

The water's perfect, time to jump in!

To view more specifics on your particular locations visit www.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.

Hamptons 2012 First 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+
1st Q 2012	13	19,048,500	965,000	1	6	2	4	-	-
Change	-7.14%	-32.85%	-39.21%	-50.00%	+50.00%	+100.00%	-	-100.00%	-
1st Q 2011	14	28,366,250	1,587,500	2	4	1	4	3	-

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+
1st Q 2012	9	13,732,000	1,600,000	-	3	5	1	-	-
Change	+29%	+95%	+68.42%	-100.00%	-	+150.00%	-	-	-
1st Q 2011	7	7,050,000	950,000	1	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+
1st Q 2012	6	3,139,244	495,622	3	3	-	-	-	-
Change	-45%	-71%	-36.05%	-	-25.00%	-100%	-100.00%	-	-
1st Q 2011	11	10,672,000	775,000	3	4	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+
1st Q 2012	20	18,056,400	556,250	7	7	4	2	-	-
Change	-9%	-18%	-36.43%	+133.33%	-36.36%	-33%	-	-	-
1st Q 2011	22	21,981,900	875,000	3	11	6	2	-	-

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+
1st Q 2012	15	49,075,100	800,000	3	6	2	-	3	1
Change	+67%	+128%	-56.64%	+200.00%	+200.00%	-33%	-100.00%	-	-50.00%
1st Q 2011	9	21,505,500	1,845,000	1	2	3	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+
1st Q 2012	48	50,668,202	821,250	13	19	11	4	-	1
Change	+109%	+118%	-3.38%	+116.67%	+111%	+83%	+100.00%	-	-
1st Q 2011	23	23,199,000	850,000	6	9	6	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+
1st Q 2012	24	8,291,225	341,250	21	3	-	-	-	-
Change	-11%	-33.81%	-7.77%	-	-40%	-100%	-	-	-
1st Q 2011	27	12,526,000	370,000	21	5	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+
1st Q 2012	10	21,325,000	1,700,000	-	3	5	-	1	1
Change	+43%	+50.71%	+3.03%	-	+50%	+67%	-100%	-	-
1st Q 2011	7	14,150,000	1,650,000	-	2	3	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+
1st Q 2012	32	109,253,500	3,415,000	-	10	2	5	9	6
Change	+68%	+47%	-14.63%	-100.00%	+100%	+100%	+150%	+80%	+20.00%
1st Q 2011	19	74,092,500	4,000,000	1	5	1	2	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+
1st Q 2012	53	43,856,829	630,000	22	17	12	2	-	-
Change	-7%	-28%	-13.10%	+144.44%	-41%	-8%	-60%	-	-100.00%
1st Q 2011	57	60,551,359	725,000	9	29	13	5	-	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+
1st Q 2012	10	41,162,500	2,143,750	-	2	2	2	2	2
Change	+67%	+121%	-20%	-	-	-	-	+100.00%	+100.00%
1st Q 2011	6	18,625,000	2,675,000	-	-	2	2	1	1

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+
1st Q 2012	17	16,760,098	870,000	3	9	3	2	-	-
Change	+13%	+52%	+24.29%	+50.00%	-25%	+200.00%	-	-	-
1st Q 2011	15	11,027,800	700,000	2	12	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+
1st Q 2012	257	394,368,598	817,500	73	88	48	22	15	11
Change	+18%	+30%	+5.48%	+48.98%	+2%	+17%	-	+67%	+10%
1st Q 2011	217	303,747,309	775,000	49	86	41	22	9	10