# HAMPTONS MID-YEAR 2013 HOME SALES REPORT

#### Press Release: July 22, 2013

The first 6 months of 2013 provided the proof of the newly emerging Hamptons Home Sales market.

**TOWN & COUNTRY'S** Mid-year Report statistically demonstrates the majority of the 11 individual markets realized gains in all 3 criteria: Number of Home Sales (6:11), Total Homes Sales Volume (8:11), and Median Home Sales Price (7:11).

**Montauk,** which has steadily grown in popularity, particularly due to a young demographic of buyers, realized the greatest growth in both the **N**umber of **H**ome **S**ales with a 55% leap from 40 sales in 2012 to 62 sales in 2013, January-June and **T**otal **H**omes **S**ales **V**olume up 67.5% from \$46.3M to \$77.5M. While the \$2M-\$3.49M price category had the greatest increase in Home Sales +80%, the \$500-\$999 category posted the most **N**umber of **H**ome **S**ales at 36.

**East Hampton Village**, a consistent MVP, not only held the highest **M**edian Home **S**ales **P**rice at \$2,574,000 but statistically blew away all other Hamptons markets monitored by **TOWN & COUNTRY** with a remarkable 56% increase in the **M**edian Home **S**ales **P**rice for the first 6 months year over year from \$1,650,000 in 2012 to \$2,574,000 in 2013.

In the **TOWN & COUNTRY** 2nd Quarter Hamptons Home Sales Report **East Hampton Village** had an incredible **M**edian **H**ome **S**ales **P**rice of \$4.3M - the highest **M**edian **H**ome **S**ales **P**rice ever for any of the 11 markets we monitor.

Looking at **All Hamptons Markets Combined**, you clearly see the solid performance of the 1st half of 2013. All 3 criteria monitored by **TOWN & COUNTRY** posted gains and the majority of the 11 price categories did as well. In fact, the \$2-\$3.49M price range experienced the greatest improvement at 18% increase in home sales from 88 in 2012 to 104 in 2013 for the first 6 months year to year.

Furthermore with the peaked activity levels at all 8 **TOWN & COUNTRY** offices, the 3rd Quarter 2013 Home Sales Report should demonstrate continued growth.

To view all reports visit 1TownandCountry.com/reports.

Judi A. Desiderio, CEO jd@1TownandCountry.com 631.324.8080

\*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.





THE POWER OF DEEP ROOTS





#### 1TownandCountry.com

## Hamptons 2013 Half Year Statistics

#### Sag Harbor Area

(Includes Noyack and North Haven)

			-										
	# of Home	Total Home	Median Home	# Sales Under	# Sales \$500K to	# Sales \$1M to	# Sales \$2M to	# Sales \$3.5M to	# Sales \$5M to	# Sales			
	# of Home Sales	Sales Volume	Sales Price	500K	\$999K	3 NM 10 1.99M	\$3.49M	4.99M	9.99M	# Sales \$10M+			
1st H 2013	42	58,239,400	675,000	8	19	6	5	2	2	_			
Change	+17%	+30.40%	-21.51%	+33%	+36%	-33%	-29%	-	-				
1st H 2012	36	44,663,500	860,000	6	14	9	-23 /0						
13(11/2012		44,003,300								-			
Sag Harbor Village													
	# of Home	Total Home	Median Home	# Sales Under	# Sales \$500K to	# Sales \$1M to	# Sales \$2M to	# Sales \$3.5M to	# Sales \$5M to	# Sales			
	# of Home Sales	Sales Volume	Sales Price	500K	\$999K	1.99M	\$3.49M	4.99M	9.99M	# Gales \$10M+			
1st H 2013	24	30,675,000	977,500	4	10	6	2	2	-	-			
Change	-8%	-6.82%	+16.72%	+100%	-17%	-25%	-50%	-	-				
1st H 2012	26	32,921,000	837,500	2	12	8	4		-				
		02,021,000											
	Shelter Island												
	#	Tatal Llama		# Sales	# Sales	# Sales	# Sales	# Sales	# Sales	# Oalaa			
	# of Home Sales	Total Home Sales Volume	Median Home Sales Price	Under 500K	\$500K to \$999K	\$1M to 1.99M	\$2M to \$3.49M	\$3.5M to 4.99M	\$5M to 9.99M	# Sales \$10M+			
1st H 2013	31	29,547,250	721,000	10	10	9	1	1	-	-			
Change	+15%	+27.10%	+31.09%	+11%	-23%	+350%	-50%	<u> </u>	_				
1st H 2012	27	23,247,244	550,000	9	13	2	2	1	-	-			
131112012		20,241,244					-		_				
			So	utham	oton Ar	ea							
				(Includes	North Sea)								
				# Sales	# Sales	# Sales	# Sales	# Sales	# Sales				
	# of Home	Total Home	Median Home	Under	\$500K to	\$1M to	\$2M to	\$3.5M to	\$5M to	# Sales			
	Sales	Sales Volume	Sales Price	500K	\$999K	1.99M	\$3.49M	4.99M	9.99M	\$10M+			
4 4 11 00 40					~~	4.0	<b>•</b>						
1st H 2013	69 • 69	83,890,125	765,000	17	28	13	8	2	-	1			
Change	+6%	+24.52%	+5.52%	-11%	+33%	-28%	+33%	2	-100%	-			
			+5.52% 725,000	<mark>-11%</mark> 19	+33% 21	<mark>-28%</mark> 18		2 - -	- -100% 1				
Change	+6%	+24.52%	+5.52% 725,000	-11% 19 thamp	+33% 21 ton Vill	-28% 18 age	+33% 6	-	1				
Change	+6% 65	+24.52% 67,368,674	+5.52% 725,000 Sou	-11% 19 thamp # Sales	+33% 21 ton Vill # Sales	-28% 18 age # Sales	+33% 6 # Sales	- - # Sales	1 # Sales				
Change	+6% 65 # of Home	+24.52% 67,368,674 Total Home	+5.52% 725,000 Sou	-11% 19 thamp # Sales Under	+33% 21 ton Vill # Sales \$500K to	-28% 18 age # Sales \$1M to	+33% 6 # Sales \$2M to	- - # Sales \$3.5M to	1 # Sales \$5M to	- - # Sales			
Change 1st H 2012	+6% 65 # of Home Sales	+24.52% 67,368,674 Total Home Sales Volume	+5.52% 725,000 Sou Median Home Sales Price	-11% 19 thamp # Sales Under 500K	+33% 21 ton Vill # Sales \$500K to \$9999K	-28% 18 age # Sales \$1M to 1.99M	+33% 6 # Sales \$2M to \$3.49M	- - \$3.5M to 4.99M	1 # Sales \$5M to 9.99M	- - # Sales \$10M+			
Change 1st H 2012 1st H 2013	+6% 65 # of Home Sales 41	+24.52% 67,368,674 Total Home Sales Volume 154,309,056	+5.52% 725,000 Sou Median Home Sales Price 2,075,000	-11% 19 thamp # Sales Under 500K 2	+33% 21 ton Vill # Sales \$500K to \$999K 7	-28% 18 age # Sales \$1M to 1.99M 11	+33% 6 # Sales \$2M to \$3.49M 8	- - # Sales \$3.5M to	1 # Sales \$5M to 9.99M 5	- - # Sales \$10M+ 2			
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Change 1st H 2012 1st H 2013 Change	+6% 65 # of Home Sales 41 -15%	+24.52% 67,368,674 Total Home Sales Volume 154,309,056 +1.41% 152,163,537	+5.52% 725,000 Sou Median Home Sales Price 2,075,000 +33.44% 1,555,000	-11% 19 thamp # Sales Under 500K 2 -33% 3 Westha	+33% 21 ton Vill # Sales \$500K to \$999K 7 -46% 13 ampton	-28% 18 age # Sales \$1M to 1.99M 11 -15% 13	+33% 6 # Sales \$2M to \$3.49M 8 -11% 9	- # Sales \$3.5M to 4.99M 6 - 6	1 # Sales \$5M to 9.99M 5 +400%	- - # Sales \$10M+ 2 -33%			
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	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+				
1st H 2013	36	77,021,458	1,735,000	1	6	13	10	5	1	-				
Change	+16%	+17.30%	+0.58%	-	-14%	+18%	+43%	+67%	-50%	-				
1st H 2012	31	65,662,230	1,725,000	1	7	11	7	3	2	-				
				Ŭ	amptoi									

	2	<u></u>					24		22	<u> </u>
	# 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+
		Calco Folallio	Career nee		<b>,</b>		<b>Q</b>			<b>•</b> •••••
1st H 2013	99	316,619,480	2,040,000	4	21	21	26	10	12	5
Change	-3%	-16.43%	-16.56%	+100%	-13%	+31%	+37%	-47%	-25%	-17%
onungo	• 70	10110 //0	1010070	10070	1070	10170	.0170	4170	2070	

#### 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+
1st H 2013	188	241,879,472	845,000	32	85	43	19	5	2	2
Change	+15%	+33.72%	+10.82%	- <b>27</b> %	+42%	+8%	+46%	+25%	-	-
1st H 2012	163	180,886,239	762,500	44	60	40	13	4	2	

## East Hampton Village

	# of Home		Median Home	# Sales Under	# Sales \$500K to	# Sales \$1M to	# Sales \$2M to	# Sales \$3.5M to	# Sales \$5M to	# Sales
	Sales	Sales Volume	Sales Price	500K	\$999K	1.99M	\$3.49M	4.99M	9.99M	\$10M+
1st H 2013	28	152,600,000	2,574,000	1	5	6	5	6	2	3
1st H 2013 Change	28 -3%	152,600,000 +8.13%	2,574,000 +56.00%	1 -	5 -38%	6 -	5 +25%	6 +100%	2 -33%	3 -25%

## 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+
1st H 2013	62	77,481,000	752,500	7	36	7	9	2	-	1
Change	+55%	+67.46%	-11.73%	+40%	+50%	+40%	+80%	-	-100%	-
1st H 2012	40	46,268,098	852,500	5	24	5	5	-	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+
1st H 2013	797	1,361,986,506	890,000	179	279	152	104	44	25	14
Change	+6%	+5.22%	+4.71%	-1%	+11%	-1%	+18%	+13%	-11%	+8%
1st H 2012	754	1,294,367,280	850,000	181	252	153	88	39	28	13