

# TOWN & COUNTRY HAMPTONS 4TH QUARTER 2013 HOME SALES REPORT

**Press Release: January 17, 2014**

Town & Country's 4th Quarter Home Sales Report demonstrates a solidly recovered market. Eight of the twelve individual markets monitored by Town & Country reported increase in the Number of Home Sales, one remained unchanged, and three saw declines.

The Southampton Village market, simply put, exploded in the 4th Quarter. The Number of Homes Sales doubled year-to-year from 16 to 31, and the Total Homes Sales Volume increased 200% from \$55M to \$167M. Slide your finger across the 7 different price ranges monitored by Town & Country and you see the reason for the exponential increases was growth in the elite price range of \$10M and up, which went from 1 to 4 sales, and the \$5M to \$9.99M, which went from 3 to 7 sales year to year, or a 133% increase. It's crystal clear Southampton Village wears the crown!

Southampton Area ( which includes North Sea) realized the greatest increase in the Median Home Sales Price with a 36% increase from \$620,000 to \$844,772.

One glaring surprise is the other crown jewel of the Hamptons which is East Hampton Village. East Hampton Village realized the greatest pull back year to year. In East Hampton Village the Median Home Sales Price was \$4.5M in 2012 4th Quarter - this year, the last 3 months showed a Median Home Sale prices of \$2.45M. Now keep in mind, in 2013 Southampton Village Median Home Sales Price for this same quarter was \$2,547,500 and Bridgehampton (which includes Water Mill and Sagaponack) Median Home Sales Prices is the highest and \$3,087,500. Bottom line, the year to year analysis is important to chart individual markets and their specific activity, but the actual numbers have significance.

Looking at All Hampton Markets Combined and clarity sets in. The Hamptons Markets are enjoying heightened activity: with more sales: 432 in 4th Quarter 2013 from 356 in 2012 or a 21% increase. This pushes up the Total Home Sales Volume by nearly 6% to \$816M, but the Median Home Sales price is almost unchanged from \$975,000 to \$950,000. The price range with the most Number of Sales and year over year increases is \$500K- \$999K. My concern here is there's little inventory as replacement inventory is slim.

To view all reports visit [1TownandCountry.com/reports](http://1TownandCountry.com/reports).

Judi A. Desiderio, CEO  
[jd@1TownandCountry.com](mailto: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.



Westhampton  
631.288.3030



Southampton  
631.283.5800



Bridgehampton  
631.537.3200



East Hampton  
631.324.8080



Montauk  
631.668.0500



Mattituck  
631.298.0600



Southold  
631.765.0500



THE POWER OF DEEP ROOTS

| Hamptons 2013 Fourth 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+ |
| 4th Q 2013                                                               | 30              | 32,140,096              | 902,500                 | 3                  | 16                       | 9                     | 1                       | 1                       | -                     | -              |
| Change                                                                   | +11%            | -31.19%                 | -27.80%                 | +50%               | +60%                     | +29%                  | -83%                    | -                       | -100%                 | -              |
| 4th Q 2012                                                               | 27              | 46,709,700              | 1,250,000               | 2                  | 10                       | 7                     | 6                       | 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+ |
| 4th Q 2013                                                               | 25              | 35,692,500              | 965,000                 | 3                  | 11                       | 7                     | 1                       | 3                       | -                     | -              |
| Change                                                                   | +79%            | +88.55%                 | -8.31%                  | +200%              | +83%                     | +40%                  | -                       | +200%                   | -                     | -              |
| 4th Q 2012                                                               | 14              | 18,929,900              | 1,052,500               | 1                  | 6                        | 5                     | 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+ |
| 4th Q 2013                                                               | 17              | 20,785,000              | 760,000                 | 3                  | 10                       | 1                     | 2                       | -                       | 1                     | -              |
| Change                                                                   | +6%             | +4.26%                  | +22.58%                 | -25%               | +43%                     | -50%                  | -                       | -100%                   | -                     | -              |
| 4th Q 2012                                                               | 16              | 19,935,000              | 620,000                 | 4                  | 7                        | 2                     | 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+ |
| 4th Q 2013                                                               | 38              | 48,254,620              | 844,772                 | 10                 | 11                       | 11                    | 4                       | 1                       | 1                     | -              |
| Change                                                                   | +65%            | +59.63%                 | +36.25%                 | -9%                | +175%                    | +83%                  | -                       | -                       | -                     | -100%          |
| 4th Q 2012                                                               | 23              | 30,228,966              | 620,000                 | 11                 | 4                        | 6                     | -                       | 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+ |
| 4th Q 2013                                                               | 32              | 166,801,500             | 2,547,500               | 1                  | 7                        | 7                     | 3                       | 3                       | 7                     | 4              |
| Change                                                                   | +100%           | +204.89%                | +16.46%                 | -                  | +133%                    | +75%                  | -40%                    | -                       | +133%                 | +300%          |
| 4th Q 2012                                                               | 16              | 54,709,300              | 2,187,500               | -                  | 3                        | 4                     | 5                       | -                       | 3                     | 1              |
| 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+ |
| 4th Q 2013                                                               | 66              | 97,334,250              | 806,250                 | 15                 | 24                       | 11                    | 11                      | 2                       | 3                     | -              |
| Change                                                                   | +43%            | +63.28%                 | +2.19%                  | -                  | +85%                     | +10%                  | +267%                   | -50%                    | +200%                 | -              |
| 4th Q 2012                                                               | 46              | 59,613,000              | 789,000                 | 15                 | 13                       | 10                    | 3                       | 4                       | 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+ |
| 4th Q 2013                                                               | 37              | 18,919,000              | 380,000                 | 25                 | 10                       | 1                     | 1                       | -                       | -                     | -              |
| Change                                                                   | -               | +39.10%                 | +11.76%                 | -24%               | +150%                    | -                     | -                       | -                       | -                     | -              |
| 4th Q 2012                                                               | 37              | 13,601,430              | 340,000                 | 33                 | 4                        | -                     | -                       | -                       | -                     | -              |
| 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+ |
| 4th Q 2013                                                               | 17              | 52,770,150              | 2,150,000               | -                  | 2                        | 5                     | 5                       | 3                       | 1                     | 1              |
| Change                                                                   | +21%            | +28.65%                 | -15.88%                 | -                  | -33%                     | +150%                 | +25%                    | +50%                    | -67%                  | -              |
| 4th Q 2012                                                               | 14              | 41,017,000              | 2,556,000               | -                  | 3                        | 2                     | 4                       | 2                       | 3                     | -              |
| 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+ |
| 4th Q 2013                                                               | 50              | 188,610,110             | 3,087,500               | 2                  | 12                       | 7                     | 5                       | 11                      | 9                     | 4              |
| Change                                                                   | -7%             | -9.97%                  | +7.02%                  | -                  | +9%                      | -13%                  | -44%                    | -                       | -                     | -              |
| 4th Q 2012                                                               | 54              | 209,500,430             | 2,885,000               | 2                  | 11                       | 8                     | 9                       | 11                      | 9                     | 4              |
| 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+ |
| 4th Q 2013                                                               | 89              | 84,667,670              | 835,000                 | 16                 | 45                       | 22                    | 5                       | 1                       | -                     | -              |
| Change                                                                   | +22%            | -7.33%                  | -1.76%                  | +45%               | +25%                     | +57%                  | -44%                    | -                       | -100%                 | -              |
| 4th Q 2012                                                               | 73              | 91,364,625              | 850,000                 | 11                 | 36                       | 14                    | 9                       | 1                       | 2                     | -              |
| 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+ |
| 4th Q 2013                                                               | 19              | 55,067,500              | 2,450,000               | 1                  | 5                        | 2                     | 4                       | 5                       | 2                     | -              |
| Change                                                                   | -17%            | -66.49%                 | -45.56%                 | -                  | +150%                    | -33%                  | -                       | +25%                    | -60%                  | -100%          |
| 4th Q 2012                                                               | 23              | 164,352,600             | 4,500,000               | -                  | 2                        | 3                     | 4                       | 4                       | 5                     | 5              |
| 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+ |
| 4th Q 2013                                                               | 12              | 14,742,000              | 927,500                 | 1                  | 7                        | 3                     | -                       | 1                       | -                     | -              |
| Change                                                                   | -8%             | -29.97%                 | -41.11%                 | -                  | +75%                     | -40%                  | -100%                   | -50%                    | -                     | -              |
| 4th Q 2012                                                               | 13              | 21,050,000              | 1,575,000               | 1                  | 4                        | 5                     | 1                       | 2                       | -                     | -              |
| 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+ |
| 4th Q 2013                                                               | 432             | 815,784,396             | 950,000                 | 80                 | 160                      | 86                    | 42                      | 31                      | 24                    | 9              |
| Change                                                                   | +21%            | +5.81%                  | -2.56%                  | -                  | +55%                     | +30%                  | -5%                     | +11%                    | -                     | -18%           |
| 4th Q 2012                                                               | 356             | 771,011,951             | 975,000                 | 80                 | 103                      | 66                    | 44                      | 28                      | 24                    | 11             |