

## High-End Home Sales Spike In Fourth Quarter Of 2014

BY CAREY LONDON

Hamptons home prices and sales volume increased dramatically in the fourth quarter of 2014, according to reports released this month by several brokerages on the East End.

“We’re very much tied to the New York financial markets and global events, and things are all good in those areas,” said Ernest Cervi, the East End executive managing director for Corcoran. “And when you look at the breakdown in sales, it’s good to see that it’s spread out among multiple markets. That’s a healthy indicator.”

The median price of homes jumped 26.5 percent to \$975,000 from the prior year quarter, according to Douglas Elliman Real Estate. This is the highest increase since 2007.

Overall, increases in median and average prices reflect a rise in sales occurring at the higher end of the market east and west of Shinnecock Canal and on the North Fork. In the last three months of 2014, there were 22 home sales over \$10 million and 11 over \$20 million, according to Town & Country. This is up dramatically from 2013, where there were only two home sales over \$20 million.

Meanwhile, Corcoran reports that East End sales volume also rose last quarter by 21 percent. Bridgehampton—which for Town & Country Real Estate includes Water Mill and Sagaponack—saw total home sales volume nearly double to \$366.8 million in the fourth quarter of 2014. This is due, in part, to five home sales that fell into the \$20 million and above range. In 2013, there were no fourth-quarter home sales in that price point in the Bridgehampton area.

Montauk had 83 percent more home sales and a 194 percent greater home sales volume in the fourth quarter of 2014 compared to the same quarter in 2013, according to Town & Country.

Not every market enjoyed a surge—East Hampton Village dropped 21 percent and Shelter Island stayed at 17 home sales year-to-year in the fourth quarter. On the North Fork, sales volume was down this quarter, but the average and median prices increased, an indicator that home buyers are spending more, according to Corcoran.

Total home sales volume in the Hamptons topped \$1 billion for the first time in seven years.

“The question in everyone’s mind is, ‘Is this a new trend or the spike we see every 7 to 10 years?’ The answer to that question is tied to the stock market,” said Town & Country CEO Judi Desiderio in a statement.