

TOWN & COUNTRY HAMPTONS 1ST QUARTER 2015 HOME SALES REPORT

It doesn't happen often but occasionally the statistics surprise me. As I always say "the numbers don't lie. They tell it like it is!" And this **Home Sales Report** on the first 3 months of 2015 is a mixed bag. I had anticipated a blow away report based on activity in all **8 TOWN & COUNTRY** offices but the fact is two-thirds, or 8 of the 12 markets monitored by **TOWN & COUNTRY** experienced a reduction in the **Number of Home Sales**, as well as **Total Home Sales Volume**. In fact, 2 markets, **Sag Harbor Area (which includes Noyack and North Haven)** and **Shelter Island**, both sank over 50% in **Total Home Sales Volume** and white hot **Montauk** dropped 46% in the **Number of Home Sales**. Strange, right?

On a positive note, **Sag Harbor Village** rose 31% in the **Number of Home Sales** and **East Hampton Village** posted a whopping 59.2% spike in the **Total Home Sales Volume**. Certainly a darling quarter for **East Hampton Village**, which was firmly in the black in all 3 criteria **TOWN & COUNTRY** analyzes - **Number of Home Sales (+14%)**, **Total Home Sales Volume (+59.2%)** and **Median Home Sales Price (+23.2%)**.

Southampton Village saw the greatest gain in **Median Home Sales Price** at 37% from \$1,677,500 to \$2.3M year to year. But truth be told, **Southampton Village**, **East Hampton Village** and **Bridgehampton (which includes Water Mill and Sagaponack)** markets ordinarily hover between \$2.5M and \$3M quarterly for **Median Home Sales Price**.

In this report, **Bridgehampton (which includes Water Mill and Sagaponack)** had an impressive 1st Quarter 2015 with a **Median Home Sales Price** of \$3M and a staggering \$230,201,000 **Total Home Sales Volume**, which is 30% of **All Hamptons Markets Combined** for **Total Home Sales Volume**. Bottom line, the **Bridgehampton Market (which includes Water Mill and Sagaponack)** sold more high-end than any other market. In fact, 6 of the 9 sales \$10M-\$19.99M were in **Bridgehampton (which includes Water Mill and Sagaponack)** and 1 of the 2 over \$20M was also **Bridgehampton (which includes Water Mill and Sagaponack)**, the other was in **Southampton Village**.

The big surprise though - **All Hampton Markets Combined** realized a dip in the **Number of Home Sales**, **Total Home Sales Volume** and **Median Home Sales Price**. Is this the trend for 2015?

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*Source: The Long Island Real Estate Report

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Hamptons 2015 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 to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2015	23	36,868,500	883,000	1	15	6	-	-	-	1	-
Change	-21%	-50.87%	-26.42%	-50%	+36%	-14%	-100%	-	-100%	-	-100%
1st Q 2014	29	75,035,897	1,200,000	2	11	7	7	-	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 to \$19.99M	# Sales \$20M+
1st Q 2015	21	29,106,151	1,075,000	1	8	10	-	2	-	-	-
Change	+31%	-3.65%	-33.13%	-	+100%	+100%	-100%	+100%	-100%	-	-
1st Q 2014	16	30,207,638	1,607,500	1	4	5	4	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 to \$19.99M	# Sales \$20M+
1st Q 2015	10	11,478,000	797,500	1	7	-	2	-	-	-	-
Change	-9%	-53.30%	-0.31%	-80%	+600%	-100%	-	-	-100%	-	-
1st Q 2014	11	24,578,000	800,000	5	1	1	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 to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2015	44	46,243,216	665,000	12	20	7	4	-	1	-	-
Change	+7%	-34.81%	-19.88%	+50%	+25%	-	-20%	-100%	-67%	-	-
1st Q 2014	41	70,935,783	830,000	8	16	7	5	2	3	-	-

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 to \$19.99M	# Sales \$20M+
1st Q 2015	17	72,365,000	2,300,000	-	3	4	6	-	2	1	1
Change	-35%	-15.38%	+37.11%	-100%	-57%	-50%	-	-100%	-67%	-	-
1st Q 2014	26	85,521,000	1,677,500	1	7	8	-	3	6	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 to \$19.99M	# Sales \$20M+
1st Q 2015	55	77,852,056	880,000	12	23	11	2	4	3	-	-
Change	-7%	+4.62%	+10.97%	-25%	-	-8%	-60%	+300%	+200%	-100%	-
1st Q 2014	59	74,415,440	793,000	16	23	12	5	1	1	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 to \$19.99M	# Sales \$20M+
1st Q 2015	35	17,574,600	414,000	22	11	1	1	-	-	-	-
Change	-3%	-12.37%	+11.89%	-19%	+38%	-	-	-	-100%	-	-
1st Q 2014	36	20,056,500	370,000	27	8	-	-	-	1	-	-

Hamptons 2015 First Quarter Statistics 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 to \$19.99M	# Sales \$20M+
1st Q 2015	21	39,695,900	1,610,000	2	3	9	6	-	1	-	-
Change	-19%	-52.27%	-36.36%	+100%	+200%	+13%	-33%	-100%	-67%	-100%	-
1st Q 2014	26	83,164,000	2,530,000	1	1	8	9	3	3	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 to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2015	49	230,201,000	3,000,000	-	5	13	11	7	6	6	1
Change	-2%	+34.44%	+29.38%	-	-50%	+18%	+22%	-42%	+20%	+200%	-
1st Q 2014	50	171,223,750	2,318,750	-	10	11	9	12	5	2	1

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 to \$19.99M	# Sales \$20M+
1st Q 2015	76	86,632,199	901,500	11	33	24	6	1	1	-	-
Change	+4%	+8.86%	+6.31%	+10%	-11%	+41%	-25%	-	-	-	-
1st Q 2014	73	79,580,705	848,000	10	37	17	8	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 to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2015	16	57,553,025	2,400,000	-	4	3	3	2	3	1	-
Change	+14%	+59.21%	+23.23%	-	+33%	-25%	-25%	+100%	+50%	-	-
1st Q 2014	14	36,150,000	1,947,500	-	3	4	4	1	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 to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
1st Q 2015	14	18,774,500	912,500	1	7	2	4	-	-	-	-
Change	-46%	-26.50%	+15.14%	-67%	-50%	-75%	+300%	-	-	-	-
1st Q 2014	26	25,543,418	792,500	3	14	8	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 to \$19.99M	# Sales \$20M+
1st Q 2015	381	724,344,147	960,000	63	139	90	45	16	17	9	2
Change	-6%	-6.71%	-1.84%	-15%	+3%	+2%	-17%	-33%	-32%	+80%	-
1st Q 2014	407	776,412,131	978,000	74	135	88	54	24	25	5	2