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TOWN & COUNTRY HAMPTONS 4TH QUARTER 2015 HOME SALES REPORT

This 4th Quarter **TOWN & COUNTRY HOME SALES REPORT** is one of the most interesting compilation of factors in the nearly three decades I've been reporting on market statistics. Tons of moving parts.

First, let's examine the obvious... the last 3 months of 2015 were not banner months for trades. In fact, 10 of the 12 markets monitored by **TOWN & COUNTRY** saw declines — some quite significant — with the greatest statistical drop in **Amagansett** at 46%.

Next reviewing the **Total Home Sales Volumes** and the bleeding gets worse with 12 of the 12 markets we watch closely experiencing declines. **Southampton Village** got pummeled with a 67% plummet in **Total Home Sales Volume** from \$222M in 4th Quarter 2014 to \$74M in 4th Quarter 2015. But fret not, this is primarily due to four huge sales in 2014 all over \$30M, that pushed the **Total Home Sales Volume** to rare heights.

The beacon of the three criteria monitored by **TOWN & COUNTRY** is the **Median Homes Sales Price**. 7 of the 12 markets saw increases, with many being significant increases. The **Bridgehampton Market (which includes Water Mill and Sagaponack)** shot up 38% from \$2.87M in 4th Quarter 2014 to \$3.95M in 4th Quarter 2015. Only **East Hampton Village** topped that **Median Homes Sales Price** slightly, with \$3.995M.

As we predicted, the price range suffering the most was the high end. The \$20M+ and up price range sunk 64% from 11 sales in the 4 in the 4th quarter 2015. This is a direct result of the pull back on Wall Street, since that's the demographic of the buyer at that elite level.

TOWN & COUNTRY monitors specific price ranges within each market. 7 of the 8 saw declines. One surprise is the \$5 - \$9.9M category which closed 2 more sales, from 25 to 27 home sales, therefore increased 8%.

A glance at **All Hamptons Markets Combined** and the picture comes into full focus. During the last 3 months of 2015 the Hamptons Home Sales experienced a pull back.

To view all reports visit TownAndCountryHamptons.com/Reports.

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*Source: The Long Island Real Estate Report

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Hamptons 2015 4th 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+
4th Q 2015	28	39,475,550	1,475,000	3	9	12	3	1	-	-	-
Change	+4%	-11.54%	+27.16%	-25%	+13%	+100%	-57%	-	-100%	-	-
4th Q 2014	27	44,623,592	1,160,000	4	8	6	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+
4th Q 2015	16	29,666,495	1,322,500	-	5	6	2	2	1	-	-
Change	-27%	-5.47%	+33.75%	-	-58%	+50%	-60%	+100%	-	-	-
4th Q 2014	22	31,383,500	988,750	-	12	4	5	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+
4th Q 2015	18	22,937,101	964,500	2	8	4	4	-	-	-	-
Change	+6%	-4.49%	+20.56%	-	-11%	-	-	-100%	-100%	-	-
4th Q 2014	17	24,014,250	800,000	2	9	4	-	1	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 to \$19.99M	# Sales \$20M+
4th Q 2015	26	36,800,432	872,500	2	15	4	3	-	2	-	-
Change	-38%	-49.52%	+12.58%	-67%	-29%	-67%	+50%	-	-	-	-100%
4th Q 2014	42	72,906,000	775,000	6	21	12	2	-	-	-	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 to \$19.99M	# Sales \$20M+
4th Q 2015	23	74,267,500	2,385,000	-	2	8	6	3	3	1	-
Change	-32%	-66.54%	-15.95%	-100%	-50%	+14%	-33%	-25%	-40%	-	-100%
4th Q 2014	34	221,959,200	2,837,500	1	4	7	9	4	5	1	3

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+
4th Q 2015	60	88,322,269	873,245	12	22	16	7	2	-	1	-
Change	-30%	-20.03%	-2.70%	-56%	-8%	-20%	-22%	-60%	-	-	-
4th Q 2014	86	110,449,085	897,500	27	24	20	9	5	-	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+
4th Q 2015	39	17,918,500	388,500	28	10	1	-	-	-	-	-
Change	-17%	-13.98%	+3.60%	-22%	+11%	-50%	-	-	-	-	-
4th Q 2014	47	20,831,498	375,000	36	9	2	-	-	-	-	-

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+
4th Q 2015	14	38,747,000	2,575,000	2	-	2	6	2	2	-	-
Change	-46%	-47.20%	+19.49%	-	-100%	-78%	+20%	-71%	-33%	-	-
4th Q 2014	26	73,379,000	2,155,000	-	2	9	5	7	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 to \$19.99M	# Sales \$20M+
4th Q 2015	55	304,699,600	3,950,000	-	6	10	8	8	15	7	1
Change	-7%	-16.93%	+37.63%	-	-	-38%	-43%	+100%	+114%	-	-80%
4th Q 2014	59	366,815,500	2,870,000	-	6	16	14	4	7	7	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 to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
4th Q 2015	76	124,875,823	899,500	10	35	17	8	4	1	-	1
Change	-20%	-14.56%	-6.79%	-23%	-13%	-35%	-27%	+33%	-	-	-
4th Q 2014	95	146,154,066	965,000	13	40	26	11	3	1	-	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+
4th Q 2015	13	120,610,000	3,995,000	-	-	3	2	3	3	-	2
Change	-13%	-6.07%	-14.09%	-	-100%	+50%	-33%	+50%	-25%	-100%	+100%
4th Q 2014	15	128,398,592	4,650,000	-	1	2	3	2	4	2	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 to 9.99M	# Sales \$10M to \$19.99M	# Sales \$20M+
4th Q 2015	19	36,029,000	815,000	1	9	3	5	-	-	1	-
Change	-14%	-16.82%	-47.84%	-	-	-57%	+67%	-	-100%	-	-
4th Q 2014	22	43,312,400	1,562,500	-	9	7	3	-	3	-	-

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+
4th Q 2015	387	934,349,270	1,200,000	60	121	86	54	25	27	10	4
Change	-21%	-27.24%	+7.58%	-33%	-17%	-25%	-21%	-11%	+8%	-9%	-64%
4th Q 2014	492	1,284,226,683	1,115,500	89	145	115	68	28	25	11	11