

Town & Country

REAL ESTATE

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HAMPTONS

3rd Quarter 2012 Home Sales Report

TOWN & COUNTRY Home Sales Report is chock full of unusual statistics.

On a clear positive note, sales activity nearly across the board increased significantly. The Number of Home Sales rose in 11 of the 12 markets monitored by **TOWN & COUNTRY** with the greatest increase in the Number of Home Sales in **East Hampton Village** at 57%. While **East Hampton Village** realized 57% gains in Number of Home Sales and 54% in Total Home Sales Volume, conversely the Median Home Sales Price fell 40% from \$4.85M 3rd Quarter 2011 to \$2.9M in 3rd Quarter 2012. **East Hampton Village** \$2.9M Median Home Sales Price was the highest Median Home Sales Price of all 11 markets. **East Hampton Area (which includes Wainscott)** once again had the most sales with 48 transfers; an increase of 14% from 3rd Quarter 2011 when 42 homes sold.

Sag Harbor Village was the only market that experienced a drop in the Number of Home Sales — a significant 40% drop, but actually 4 less transfers — 6 in 3rd Quarter 2012 vs. 10 in 3rd Quarter 2011. However the Median Home Sales Price leaped 47% from \$863,750 to \$1,267,500 year over year.

Making up for the drop in Number of Home Sales in **Sag Harbor Village**, **Sag Harbor Area (which includes Noyack and North Haven)** realized a 50% increase in the Number of Home Sales from 14 in 3rd Quarter 2011 to 21 in 3rd Quarter 2012.

Montauk posted the greatest gain in Total Home Sales Volume with a whopping 60% from \$15.7M last year to over \$25M in 2012. This was largely due to the **TOWN & COUNTRY** oceanfront listing of the White Estate on Old Montauk Highway which closed at \$10.5M.

East Hampton Village, Southampton Village and Bridgehampton (which includes Water Mill and Sagaponack) are the 3 markets that ordinarily post the highest Median Home Sales Price. However, oddly, all 3 saw significant declines. This tells us the needle has shifted toward less expensive homes for the regional buyer.

Looking at **All Hamptons Markets Combined** you will see why I always say “the numbers don’t lie”. We’ve heard over and over from the media and ill-informed brokers that “the high end and low end markets are the only ones moving” — WRONG — actually the greatest gain in activity was in the \$3.5M - \$4.99M price range AND the only price range to see a statistical decline was the \$5M - \$9.9M range. Over \$10M remained the same at 5 home sales.

All 8 **TOWN & COUNTRY** offices remain busy with appointments and deals posted daily — this should result in continued progress in future Home Sales Reports.

To view more specifics on your particular locations visit www.1TownandCountry.com/reports.

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*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.

Hamptons 2012 Third 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+
3rd Q 2012	21	24,694,809	800,000	2	12	2	5	-	-	-
Change	+50%	+28.89%	-15.34%	-	+100%	-33%	+150%	-	-100%	-
3rd Q 2011	14	19,159,300	945,000	2	6	3	2	-	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+
3rd Q 2012	6	7,897,500	1,267,500	2	-	3	1	-	-	-
Change	-40%	-34.14%	+46.74%	+100%	-100%	-	-	-	-	-
3rd Q 2011	10	11,991,777	863,750	1	5	3	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+
3rd Q 2012	14	14,229,000	611,500	6	4	3	-	1	-	-
Change	+17%	+44.54%	-22.59%	+100%	-50%	-	-100%	-	-	-
3rd Q 2011	12	9,844,500	790,000	3	8	-	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+
3rd Q 2012	26	26,764,850	770,000	5	15	2	3	1	-	-
Change	+18%	-34.71%	+2.67%	+150%	+25%	-60%	+50%	-	-	-100%
3rd Q 2011	22	40,995,566	750,000	2	12	5	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+
3rd Q 2012	18	41,135,500	1,385,250	-	7	5	3	1	1	1
Change	+29%	-15.55%	-45.73%	-	+600%	+25%	-40%	-	-50%	-
3rd Q 2011	14	48,707,200	2,552,500	-	1	4	5	1	2	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+
3rd Q 2012	40	58,018,172	762,500	13	15	7	2	1	1	1
Change	+3%	+37.87%	+26.03%	-13%	+36%	-	-60%	-	-	-
3rd Q 2011	39	42,081,000	605,000	15	11	7	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+
3rd Q 2012	34	19,246,400	367,500	23	7	2	2	-	-	-
Change	+26%	+46.74%	-12.50%	+10%	+75%	-	-	-	-	-
3rd Q 2011	27	13,115,750	420,000	21	4	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+
3rd Q 2012	12	22,160,000	1,810,000	-	2	5	5	-	-	-
Change	+9%	-8.32%	+34.07%	-	-60%	+150%	+67%	-	-100%	-
3rd Q 2011	11	24,170,000	1,350,000	-	5	2	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+
3rd Q 2012	32	70,224,900	1,625,000	3	6	9	9	2	3	-
Change	+23%	-37.53%	-34.34%	+200%	+50%	+80%	+50%	-60%	+50%	-100%
3rd Q 2011	26	112,415,061	2,475,000	1	4	5	6	5	2	3

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+
3rd Q 2012	48	71,538,187	712,500	15	17	8	4	3	-	1
Change	+14%	+35.84%	-16.18%	+150%	-15%	-11%	-20%	+200%	-100%	-
3rd Q 2011	42	52,665,081	850,000	6	20	9	5	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+
3rd Q 2012	11	46,611,272	2,900,000	1	3	1	1	2	2	1
Change	+57%	+54.15%	-40.21%	-	+200%	-	-	+100%	-33%	-
3rd Q 2011	7	30,238,170	4,850,000	1	1	1	-	1	3	-

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+
3rd Q 2012	16	25,158,740	790,000	1	11	2	-	1	-	1
Change	+23%	+60.01%	-7.06%	-	+38%	-	-100%	-	-	-
3rd Q 2011	13	15,723,500	850,000	1	8	2	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+
3rd Q 2012	278	427,679,330	823,500	71	99	49	35	12	7	5
Change	+17%	+1.56%	-8.50%	+34%	+16%	+14%	+9%	+50%	-36%	-
3rd Q 2011	237	421,106,905	900,000	53	85	43	32	8	11	5