

# Town & Country

## REAL ESTATE

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For further info contact Judi A. Desiderio 631-324-8080 ext.221

## 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](http://www.1TownandCountry.com/reports).

Judi A. Desiderio, CEO  
[jd@1TownandCountry.com](mailto:jd@1TownandCountry.com) • 631-324-8080

[1TownandCountry.com](http://1TownandCountry.com)



\*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