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## HAMPTONS 3<sup>RD</sup> QUARTER REPORT

November 1, 2007

**Town and Country Real Estate's 3<sup>rd</sup> Quarter report uncovers several stellar performances. Two markets running bullish up and down Main Street are **Montauk** and **Sag Harbor Village**.**

**Montauk** had 28 **Homes Sales** for the 3<sup>rd</sup> Quarter 2007, twice that of the 14 closings in 2006 and outperforming the 22 closings in 2005. If you haven't noticed MONTAUK IS ON THE MAP! The **Total Sales Volume** is up 173% to \$32.2 Million from \$11.8 Million in 2006 and the **Median Home Sales Price** has risen to \$953,750, up 24.27% from the \$767,500 in 2006.

**Sag Harbor Village** saw the greatest increase in **Number of Home Sales**, a 122.22% jump from 9 to 20 and the second greatest increase in **Total Sales Volume**, 146.2% up from \$9.8 Million to \$24 Million, 2006 and 2007 respectively. **Sag Harbor Village** enjoyed gains in every category monitored by **Town & Country Real Estate**.

Both **Montauk** and **Sag Harbor Village** are about to experience an infusion of capital on both commercial and condominium projects in the wings. Two beautiful communities, discovered and admired since the first settlers.

The market which experienced the greatest total **Number of Home Sales** for the 3<sup>rd</sup> Quarter 2007 was **Westhampton** (which includes Westhampton Beach, Hampton Bays, East Quogue, Quogue and Quiogue) with a total of 98. This was down 16.24% from the 117 closings in 2006, and a further dip from the 146 documented in 2005 3<sup>rd</sup> Quarter.

The highest **Median Homes Sales Price** was once again taken "hands down" by **East Hampton Village** at \$2,867,375, although that impressive figure was a 15.67% drop from the \$3.4 Million **Median Home Sales Price** for **East Hampton Village** 3<sup>rd</sup> Quarter 2006.

The market of **East Hampton Area** (which includes Wainscott) closed \$151,661,650 in **Total Sales Volume**. A 184% leap from the \$53,379,720 realized in 3<sup>rd</sup> Quarter 2006, and even greater than the \$104 Million closed in 3<sup>rd</sup> Quarter 2005.

In conclusion, a look at The Hamptons (**All Markets Combined**) **Home Sales Activity** for the 3<sup>rd</sup> Quarter of 2007, clearly was better than 2006 in a year to year comparison. Yet, activity (**Number of Home Sales**) was significantly less in 2005 when 529 **Home Sales** closed in 3<sup>rd</sup> Quarter. The trend of heightened sales activity on the high end -- a heart stopping 28 sales \$5 Million and over, yet a decrease in activity in the lower price categories has continued for 3<sup>rd</sup> Quarter 2007.

Visit [www.1TownandCountry.com](http://www.1TownandCountry.com) for full reports and statistics for the Hamptons, North Fork and Shelter Island.

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\*source: LI Profiles.

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# Hamptons Q3 2007 Statistics

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## 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+
<b>3rd Q 2007</b>	<b>20</b>	<b>38,435,600</b>	<b>1,062,500</b>	<b>2</b>	<b>7</b>	<b>4</b>	<b>5</b>	<b>1</b>	<b>1</b>
<b>Change 3rd Q 2006</b>	<b>-13.04%</b>	<b>+42.70%</b>	<b>+33.65%</b>	<b>+100.00%</b>	<b>-56.25%</b>	<b>+100.00%</b>	<b>+66.67%</b>	<b>-</b>	<b>-</b>
<b>3rd Q 2006</b>	<b>23</b>	<b>26,935,000</b>	<b>795,000</b>	<b>1</b>	<b>16</b>	<b>2</b>	<b>3</b>	<b>1</b>	<b>-</b>

## 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+
<b>3rd Q 2007</b>	<b>20</b>	<b>24,138,000</b>	<b>1,049,500</b>	<b>3</b>	<b>7</b>	<b>8</b>	<b>1</b>	<b>1</b>	<b>-</b>
<b>Change 3rd Q 2006</b>	<b>+122.22%</b>	<b>+146.19%</b>	<b>+18.59%</b>	<b>+200.00%</b>	<b>+40.00%</b>	<b>+300.00%</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>3rd Q 2006</b>	<b>9</b>	<b>9,804,655</b>	<b>885,000</b>	<b>1</b>	<b>5</b>	<b>2</b>	<b>1</b>	<b>-</b>	<b>-</b>

## 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+
<b>3rd Q 2007</b>	<b>21</b>	<b>30,958,500</b>	<b>950,000</b>	<b>2</b>	<b>11</b>	<b>3</b>	<b>2</b>	<b>3</b>	<b>-</b>
<b>Change 3rd Q 2006</b>	<b>+23.53%</b>	<b>+9.94%</b>	<b>+5.85%</b>	<b>-</b>	<b>+37.50%</b>	<b>+50.00%</b>	<b>-</b>	<b>+50.00%</b>	<b>-100.00%</b>
<b>3rd Q 2006</b>	<b>17</b>	<b>28,158,215</b>	<b>897,500</b>	<b>2</b>	<b>8</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>1</b>

## 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+
<b>3rd Q 2007</b>	<b>36</b>	<b>31,987,868</b>	<b>700,000</b>	<b>1</b>	<b>26</b>	<b>8</b>	<b>1</b>	<b>-</b>	<b>-</b>
<b>Change 3rd Q 2006</b>	<b>-5.26%</b>	<b>-13.46%</b>	<b>-6.67%</b>	<b>-80.00%</b>	<b>+8.33%</b>	<b>+60.00%</b>	<b>-66.67%</b>	<b>-100.00%</b>	<b>-</b>
<b>3rd Q 2006</b>	<b>38</b>	<b>36,964,500</b>	<b>750,000</b>	<b>5</b>	<b>24</b>	<b>5</b>	<b>3</b>	<b>1</b>	<b>-</b>

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# Hamptons Q3 2007 Statistics

## 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+
3rd Q 2007	26	98,877,000	1,780,000	-	4	10	4	3	5
Change 3rd Q 2006	-3.70%	-6.55%	+7.88%	-100.00%	-20.00%	+11.11%	+100.00%	+50.00%	-28.57%
	27	105,807,180	1,650,000	2	5	9	2	2	7

## Westhampton (Includes Westhampton Beach, Hampton Bays, 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+
3rd Q 2007	98	102,561,671	655,000	27	43	20	3	4	1
Change 3rd Q 2006	-16.24%	+6.49%	+10.08%	-28.95%	-25.86%	+42.86%	-40.00%	+300.00%	-
	117	96,313,526	595,000	38	58	14	5	1	1

## 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+
3rd Q 2007	22	71,200,612	1,900,000	-	4	8	4	1	5
Change 3rd Q 2006	+22.22%	+36.23%	-26.88%	-	+100.00%	+33.33%	-	-66.67%	+66.67%
	18	52,266,100	2,598,500	-	2	6	4	3	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+
3rd Q 2007	39	118,741,132	2,240,000	4	5	9	9	5	7
Change 3rd Q 2006	+21.88%	+15.44%	+3.58%	+300.00%	+25.00%	-	-	+25.00%	+40.00%
	32	102,859,725	2,162,550	1	4	9	9	4	5

# Hamptons Q3 2007 Statistics

## 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+
<b>3rd Q 2007</b>	<b>76</b>	<b>151,661,650</b>	<b>1,137,500</b>	<b>5</b>	<b>30</b>	<b>25</b>	<b>12</b>	<b>1</b>	<b>3</b>
<b>Change 3rd Q 2006</b>	<b>+33.33%</b>	<b>+184.12%</b>	<b>+48.69%</b>	<b>-28.57%</b>	<b>-23.08%</b>	<b>+212.50%</b>	<b>+300.00%</b>	<b>-</b>	<b>-</b>
	<b>57</b>	<b>53,379,720</b>	<b>765,000</b>	<b>7</b>	<b>39</b>	<b>8</b>	<b>3</b>	<b>-</b>	<b>-</b>

## 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+
<b>3rd Q 2007</b>	<b>13</b>	<b>54,664,375</b>	<b>2,867,375</b>	<b>-</b>	<b>1</b>	<b>4</b>	<b>2</b>	<b>-</b>	<b>6</b>
<b>Change 3rd Q 2006</b>	<b>+85.71%</b>	<b>+110.73%</b>	<b>-15.67%</b>	<b>-</b>	<b>-</b>	<b>+300.00%</b>	<b>-</b>	<b>-100.00%</b>	<b>+200.00%</b>
	<b>7</b>	<b>25,940,000</b>	<b>3,400,000</b>	<b>-</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>1</b>	<b>2</b>

## 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+
<b>3rd Q 2007</b>	<b>28</b>	<b>32,198,000</b>	<b>953,750</b>	<b>-</b>	<b>16</b>	<b>9</b>	<b>2</b>	<b>1</b>	<b>-</b>
<b>Change 3rd Q 2006</b>	<b>+100.00%</b>	<b>+172.90%</b>	<b>+24.27%</b>	<b>-100.00%</b>	<b>+33.33%</b>	<b>+800.00%</b>	<b>-</b>	<b>-</b>	<b>-</b>
	<b>14</b>	<b>11,798,500</b>	<b>767,500</b>	<b>1</b>	<b>12</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>-</b>

## 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+
<b>3rd Q 2007</b>	<b>399</b>	<b>755,424,408</b>	<b>1,025,000</b>	<b>44</b>	<b>154</b>	<b>108</b>	<b>45</b>	<b>20</b>	<b>28</b>
<b>Change 3rd Q 2006</b>	<b>+11.14%</b>	<b>+37.29%</b>	<b>+25.00%</b>	<b>-24.14%</b>	<b>-11.49%</b>	<b>+83.05%</b>	<b>+32.35%</b>	<b>+33.33%</b>	<b>+47.37%</b>
	<b>359</b>	<b>550,227,121</b>	<b>820,000</b>	<b>58</b>	<b>174</b>	<b>59</b>	<b>34</b>	<b>15</b>	<b>19</b>