

# The Hamptons/North Fork Market Overview 2Q 2009 (Data Brief)

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## The Hamptons/North Fork MARKET

Matrix	Current Qtr	Prev %Chg	Prior Qtr	%Chg	Prior Yr Qtr
Average Sales Price	\$1,284,486	16.6%	\$1,101,230	-11.3%	\$1,447,923
Median Sales Price	\$680,000	12.4%	\$605,000	-16.8%	\$817,500
Number of Sales	307	52.7%	201	-43.3%	541
Days on Market (From Last List Date)	156	-14.4%	182	11.6%	140
Listing Discount (From Last List Price)	16.0%		12.1%		8.9%
Listing Inventory	2,286	-0.1%	2,289	23.6%	1,849

## MARKETS BY REGION

### The Hamptons MARKET

Matrix	Current Qtr	%Chg	Prior Qtr	%Chg	Prior Yr Qtr
Average Sales Price	\$1,500,735	14.2%	\$1,313,735	-13.3%	\$1,730,414
Median Sales Price	\$770,000	14.1%	\$675,000	-20.6%	\$970,000
Number of Sales	231	59.3%	145	-34.4%	352
Days on Market (From Last List Date)	156	8.3%	144	9.1%	143
Listing Discount (From Last List Price)	16.2%		11.2%		9.0%
Listing Inventory	1,662	-0.7%	1,673	14.2%	1,455

#### Quintiles (Median Sales Price By NOS)

	Current Qtr	%Chg	Prior Qtr	%Chg	Prior Yr Qtr
5/5	\$3,325,000	20.9%	\$2,750,000	-4.9%	\$3,497,500
4/5	\$1,437,500	25.0%	\$1,150,000	-2.9%	\$1,480,000
3/5	\$770,000	14.1%	\$675,000	-20.6%	\$970,000
2/5	\$525,000	14.1%	\$460,000	-20.3%	\$659,000
1/5	\$327,000	30.3%	\$251,000	-24.8%	\$435,000

#### Submarkets (Median Sales Price)

	Current Qtr	%Chg	Prior Qtr	%Chg	Prior Yr Qtr
North of Highway (rt 27)	\$712,500	4.0%	\$685,000	-18.1%	\$870,000
South of Highway (rt 27)	\$900,000	41.2%	\$637,500	-41.9%	\$1,550,000
East of Shinnecock Canal	\$999,750	31.5%	\$760,000	-13.1%	\$1,150,000
West of Shinnecock Canal	\$490,000	-10.7%	\$548,500	-20.3%	\$615,000

### The North Fork MARKET

Matrix	Current Qtr	%Chg	Prior Qtr	%Chg	Prior Yr Qtr
Average Sales Price	\$627,204	13.8%	\$550,994	-32.0%	\$921,803
Median Sales Price	\$450,000	1.5%	\$443,500	-25.6%	\$605,000
Number of Sales	76	35.7%	56	-59.8%	189
Days on Market (From Last List Date)	155	-44.6%	280	16.5%	133
Listing Discount (From Last List Price)	15.5%		14.3%		8.8%
Listing Inventory	624	1.3%	616	58.4%	394

#### Quintiles (Median Sales Price By NOS)

	Current Qtr	%Chg	Prior Qtr	%Chg	Prior Yr Qtr
5/5	\$1,500,000	50.3%	\$998,000	-9.4%	\$1,655,000
4/5	\$629,000	8.4%	\$580,000	-22.3%	\$810,000
3/5	\$450,000	1.5%	\$443,500	-25.6%	\$605,000

2/5	\$370,000	12.1%	\$330,000	-24.4%	\$489,500
1/5	\$263,200	11.6%	\$235,900	-30.7%	\$380,000

## MARKET BY PROPERTY TYPE

### Luxury SUBMARKET [highest 10% of all Hamptons/North Fork 1-3 family and condo sales]

Matrix	Current Qtr	%Chg	Prior Qtr	%Chg	Prior Yr Qtr
Average Sales Price	\$4,972,797	4.5%	\$4,759,070	-21.5%	\$6,331,236
Median Sales Price	\$3,996,500	-2.2%	\$4,087,500	-9.4%	\$4,412,500
Number Of Sales	37	85.0%	20	-31.5%	54
Days on Market (From Last List Date)	176	27.5%	138	15.8%	152
Listing Discount (From Last List Price)	19.8%		11.6%		5.6%
Listing Inventory	584	24.3%	470	46.4%	399

#### Top 5 Locations by Average Sales Price (No.)

	Current Qtr		Prior Qtr		Prior Yr Qtr
Wainscott (1)	\$11,200,000	Amagansett (2)	\$8,137,500	Quogue (1)	\$15,650,000
East Hampton (7)	\$5,891,429	Remsenburg (1)	\$6,000,000	Shelter Island (2)	\$12,200,000
Sagaponack (5)	\$5,757,500	North Haven (1)	\$6,000,000	Sagaponack (6)	\$8,275,000
Southampton (4)	\$5,636,875	Bridgehampton (3)	\$5,987,500	Southampton (14)	\$7,951,197
Water Mill (5)	\$5,479,300	Sagaponack (4)	\$5,293,600	Sag Harbor (1)	\$7,500,000

### Condo SUBMARKET

Matrix	Current Qtr	%Chg	Prior Qtr	%Chg	Prior Yr Qtr
Average Sales Price	\$544,200	45.4%	\$374,366	-8.9%	\$597,686
Median Sales Price	\$455,000	17.7%	\$386,540	-14.6%	\$532,500
Number Of Sales	15	66.7%	9	-37.5%	24
Days on Market (From Last List Date)	267	-1.8%	272	59.9%	167
Listing Discount (From Last List Price)	21.2%		6.4%		7.0%
Listing Inventory	99	-8.3%	108	7.6%	92

#### Median Sales Price by Location

	Current Qtr	%Chg	Prior Qtr	%Chg	Prior Yr Qtr
The Hamptons	\$490,000	34.6%	\$364,000	-15.3%	\$578,330
The North Fork	\$340,000	-12.0%	\$386,540	-1.4%	\$345,000

#### Market Share by Number of Sales

	Current Qtr		Prior Qtr		Prior Yr Qtr
The Hamptons	87%		67%		75%
The North Fork	13%		33%		25%