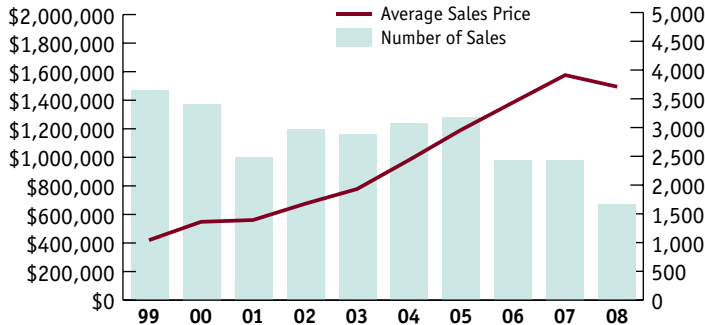


# HAMPTONS NORTH FORK

1999-2008

## 10-YEAR SALES TREND ANALYSIS

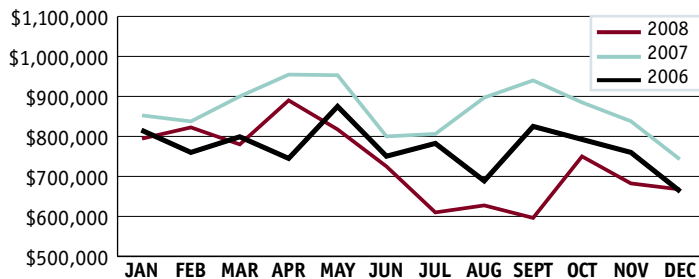
### AVERAGE SALES PRICE / NUMBER OF SALES



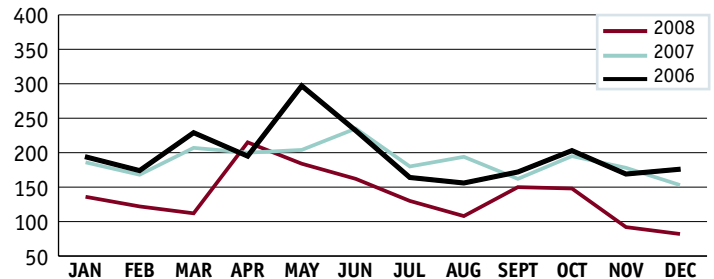
### HAMPTONS / NORTH FORK MARKET MATRIX

	Current Year	% Chg	Prior Year	% Chg	Prior Decade
<b>Average Sales Price</b>	\$1,494,472	-5.2%	\$1,576,050	256%	\$419,817
<b>Median Sales Price</b>	\$750,000	-12.8%	\$860,000	183%	\$265,000
<b>Number of Sales</b>	1,659	-31.9%	2,436	-54.4%	3,640
<b>Days on Market (From Last List Date)</b>	160	12.3%	142		n/a
<b>Listing Discount (From Last List Price)</b>	10.8%		6.7%		n/a
<b>Listing Inventory</b>	2,079	19%	1,747		n/a

### MEDIAN SALES PRICE BY MONTH



### NUMBER OF SALES BY MONTH



### PRICE BRACKETS / UNITS

Price Bracket	1 Year % Chg	Market Share
>\$50M	N/A	0%
>\$40M, <\$50M	N/A	0%
>\$30M, <\$40M	N/A	0%
>\$20M, <\$30M	-20%	0.3%
>\$10M, <\$20M	-42.9%	1.2%
>\$9M, <\$10M	-72.7%	0.2%
>\$8M, <\$9M	-40%	0.4%
>\$7M, <\$8M	-40%	0.4%
>\$6M, <\$7M	-54.2%	0.8%
>\$5M, <\$6M	-21.4%	1.6%
>\$4.5M, <\$5M	-40%	0.9%
>\$4M, <\$4.5M	-48.1%	1%
>\$3.5M, <\$4M	-63.8%	1.3%
>\$3M, <\$3.5M	-55.7%	2.3%
>\$2.5M, <\$3M	-62.2%	2.1%
>\$2M, <\$2.5M	-52.7%	3.8%
>\$1.5M, <\$2M	-48.7%	7.4%
>\$1M, <\$1.5M	-57.8%	9.9%
>\$500K, <\$1M	-45.1%	36.5%
<\$500K	-15.9%	29.9%

### PRICE BRACKETS / VOLUME

Price Bracket	1 Year % Chg	Market Share
>\$50M	N/A	0%
>\$40M, <\$50M	N/A	0%
>\$30M, <\$40M	N/A	0%
>\$20M, <\$30M	-15.6%	2.8%
>\$10M, <\$20M	-68%	8.2%
>\$9M, <\$10M	-68.6%	1.2%
>\$8M, <\$9M	-24.4%	2.3%
>\$7M, <\$8M	-53.1%	2.2%
>\$6M, <\$7M	-30.4%	3.7%
>\$5M, <\$6M	-20.9%	6.3%
>\$4.5M, <\$5M	-56.4%	3%
>\$4M, <\$4.5M	-46.0%	3.2%
>\$3.5M, <\$4M	-58.8%	3.5%
>\$3M, <\$3.5M	-36.1%	5.6%
>\$2.5M, <\$3M	67.7%	4.3%
>\$2M, <\$2.5M	-44.7%	6.4%
>\$1.5M, <\$2M	-42.1%	9.8%
>\$1M, <\$1.5M	-54%	9.3%
>\$500K, <\$1M	-53.8%	19.9%
<\$500K	-30%	8.2%

### 10-YEAR DATA

Year	Avg Sales Price	Median Sales Price	No. of Sales
2008	\$1,494,472	\$750,000	1,659
2007	\$1,576,050	\$860,000	2,436
2006	\$1,384,774	\$772,500	2,434
2005	\$1,192,341	\$750,000	3,170
2004	\$981,409	\$640,000	3,073
2003	\$778,223	\$525,000	2,879
2002	\$674,783	\$450,000	2,968
2001	\$560,882	\$350,000	2,477
2000	\$548,308	\$328,000	3,409
1999	\$419,817	\$265,000	3,640

### QUINTILES / MEDIAN SALES PRICE

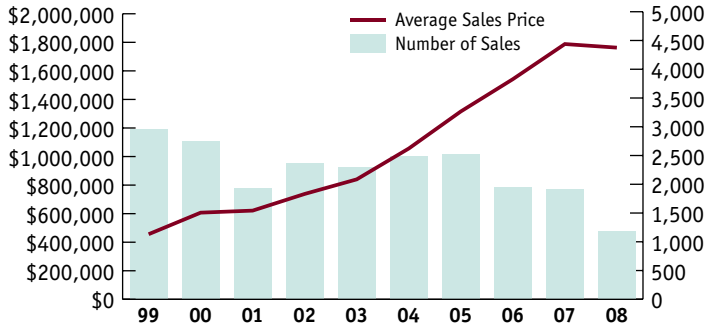
Quintile	Current Year	Prior Year	% Change
5/5	\$3,550,000	\$3,600,000	-1.4%
4/5	\$1,400,000	\$1,600,000	-12.5%
3/5	\$850,000	\$975,000	-12.8%
2/5	\$582,000	\$650,000	-10.5%
1/5	\$345,000	\$427,450	-19.3%



Prudential Douglas Elliman Real Estate

## HAMPTONS MARKET

### AVERAGE SALES PRICE / NUMBER OF SALES



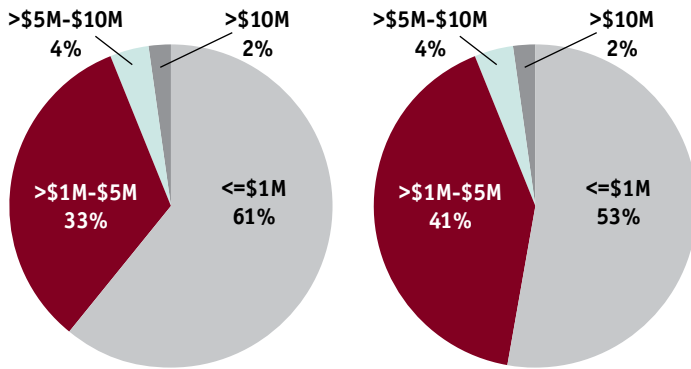
### HAMPTONS MARKET MATRIX

	Current Year	% Chg	Prior Year	% Chg	Prior Decade
<b>Average Sales Price</b>	\$1,762,779	-1.4%	\$1,787,955	286.5%	\$456,132
<b>Median Sales Price</b>	\$850,000	-12.5%	\$975,000	201.4%	\$282,000
<b>Number of Sales</b>	1,178	-38.5%	1,917	-60.2%	2,959
<b>Days on Market (From Last List Date)</b>	163	8.7%	150		n/a
<b>Listing Discount (From Last List Price)</b>	11.1%		6.8%		n/a
<b>Listing Inventory</b>	1,541	11.2%	1,386		n/a

### MARKET SHARE / UNIT

2008

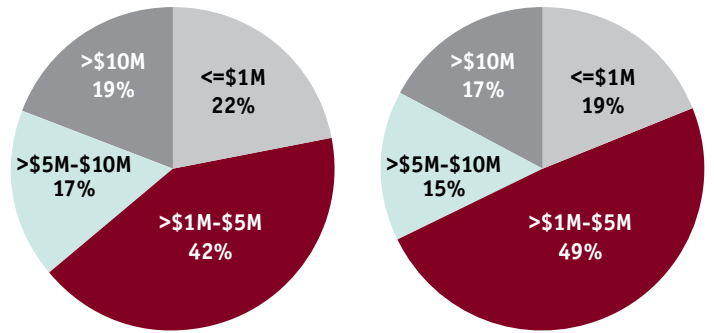
2007



### MARKET SHARE / VOLUME

2008

2007



### 10-YEAR DATA

	Average Sales Price	Median Sales Price	Number of Sales
2008	\$1,762,779	\$850,000	1,178
2007	\$1,787,955	\$975,000	1,917
2006	\$1,541,818	\$830,000	1,952
2005	\$1,315,732	\$800,000	2,528
2004	\$1,056,262	\$677,500	2,488
2003	\$840,276	\$550,000	2,299
2002	\$738,195	\$475,000	2,360
2001	\$621,376	\$366,000	1,926
2000	\$607,014	\$367,250	2,750
1999	\$456,132	\$282,000	2,959

### LAND

Acres	1
Frontage	154.8
Depth	168.7

### TIMING

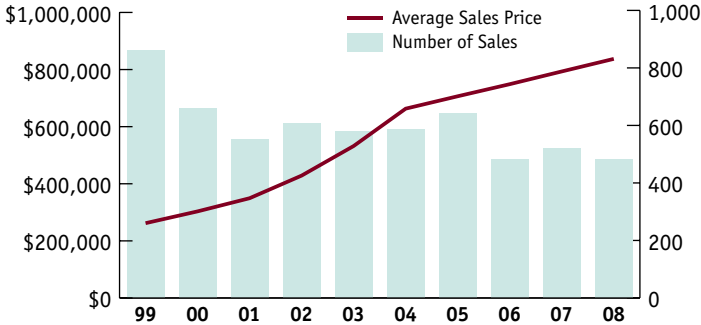
Contract to Close (Days)	88
Close to Record (Days)	7

### QUINTILES / MEDIAN SALES PRICE

	Current Year	% Chg	Prior Year	% Chg	Prior Decade
5/5	\$3,550,000	-1.4%	\$3,600,000	334.3%	\$817,500
4/5	\$1,400,000	-12.5%	\$1,600,000	233.3%	\$420,000
3/5	\$850,000	-12.8%	\$975,000	201.4%	\$282,000
2/5	\$582,000	-10.5%	\$650,000	205.2%	\$190,703
1/5	\$345,000	-19.3%	\$427,450	165.4%	\$130,000

## NORTH FORK MARKET

### AVERAGE SALES PRICE / NUMBER OF SALES



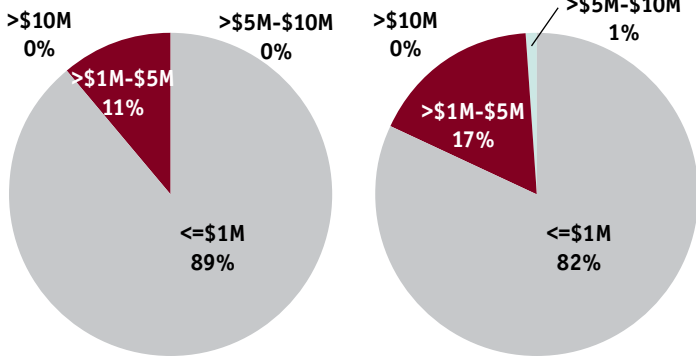
### NORTH FORK MARKET MATRIX

	Current Year	% Chg	Prior Year	% Chg	Prior Decade
Average Sales Price	\$837,372	5.5%	\$793,351	219.6%	\$262,024
Median Sales Price	\$480,000	-14.3%	\$560,000	150.0%	\$192,000
Number of Sales	481	-7.3%	519	-29.4%	681
Days on Market (From Last List Date)	151	18.9%	127		n/a
Listing Discount (From Last List Price)	10.1%		6.6%		n/a
Listing Inventory	538	49.0%	361		n/a

### MARKET SHARE / UNIT

2008

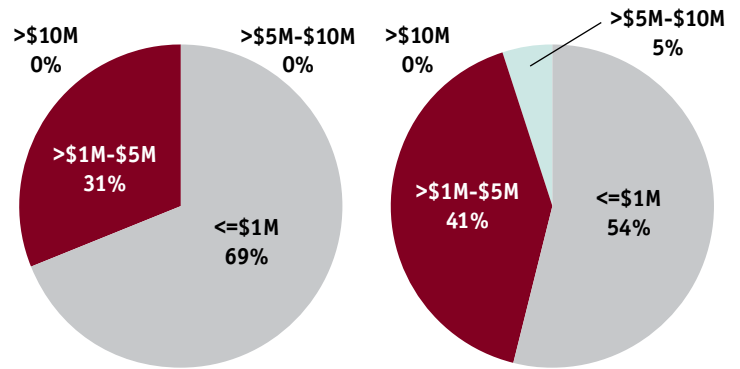
2007



### MARKET SHARE / VOLUME

2008

2007



### 10-YEAR DATA

	Average Sales Price	Median Sales Price	Number of Sales
2008	\$837,372	\$480,000	481
2007	\$793,351	\$560,000	519
2006	\$748,780	\$520,000	482
2005	\$706,465	\$528,500	642
2004	\$663,062	\$475,000	585
2003	\$532,259	\$420,000	580
2002	\$428,644	\$339,500	608
2001	\$349,428	\$270,000	551
2000	\$303,326	\$225,000	659
1999	\$262,024	\$192,000	681

### LAND

Acres	0.8
Frontage	173.4
Depth	177

### TIMING

Contract to Close (Days)	55
Close to Record (Days)	19

### QUINTILES / MEDIAN SALES PRICE

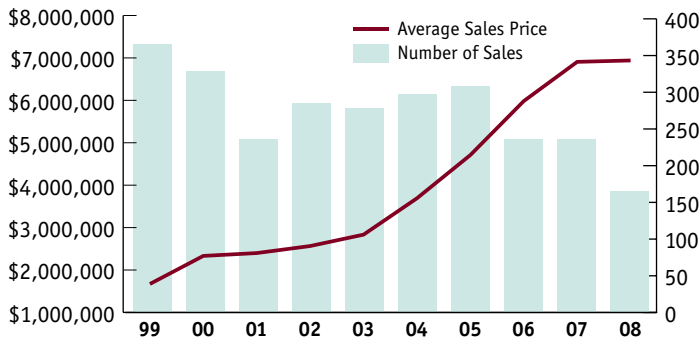
	Current Year	% Chg	Prior Year	% Chg	Prior Decade
5/5	\$1,060,000	-29.9%	\$1,512,500	116.3%	\$490,000
4/5	\$630,000	-16.0%	\$750,000	137.7%	\$265,000
3/5	\$480,000	-14.3%	\$560,000	150.0%	\$192,000
2/5	\$391,560	-10.6%	\$437,750	161.0%	\$150,000
1/5	\$306,220	-2.8%	\$315,000	206.2%	\$100,000

## LUXURY MARKET

### LUXURY MARKET MATRIX

	Current Year	% Chg	Prior Year	% Chg	Prior Decade
<b>Average Sales Price</b>	\$6,940,130	0.5%	\$6,907,474	315.3%	\$1,670,994
<b>Median Sales Price</b>	\$5,012,500	2.3%	\$4,900,000	317.7%	\$1,200,000
<b>Number of Sales</b>	165	-30.1%	236	-54.9%	366
<b>Days on Market (From Last List Date)</b>	135	-32.2%	199		n/a
<b>Listing Discount (From Last List Price)</b>	7.9%		8.8%		n/a
<b>Listing Inventory</b>	385	10.3%	349		n/a

### AVERAGE SALES PRICE / NUMBER OF SALES



### 10-YEAR DATA

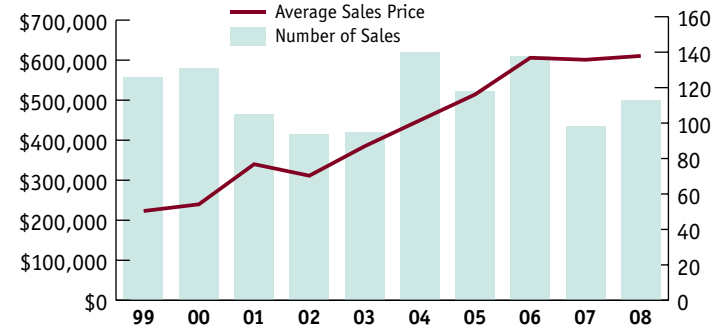
	Average Sales Price	Median Sales Price	Number of Sales
<b>2008</b>	\$6,940,130	\$5,012,500	165
<b>2007</b>	\$6,907,474	\$4,900,000	236
<b>2006</b>	\$5,982,904	\$4,400,000	236
<b>2005</b>	\$4,710,620	\$3,375,000	308
<b>2004</b>	\$3,691,384	\$2,995,000	297
<b>2003</b>	\$2,833,952	\$2,125,000	279
<b>2002</b>	\$2,565,215	\$1,860,000	285
<b>2001</b>	\$2,399,563	\$1,705,000	236
<b>2000</b>	\$2,332,550	\$1,750,000	329
<b>1999</b>	\$1,670,994	\$1,200,000	366

## CONDO MARKET

### CONDO MARKET MATRIX

	Current Year	% Chg	Prior Year	% Chg	Prior Decade
<b>Average Sales Price</b>	\$610,537	1.6%	\$600,958	173.7%	\$223,095
<b>Median Sales Price</b>	\$550,000	2.6%	\$536,000	189.5%	\$190,000
<b>Number of Sales</b>	113	15.3%	98	-10.3%	126
<b>Days on Market (From Last List Date)</b>	139	-17.8%	169		n/a
<b>Listing Discount (From Last List Price)</b>	9.6%		4.7%		n/a
<b>Listing Inventory</b>	61	-40.2%	102		n/a

### AVERAGE SALES PRICE / NUMBER OF SALES



### 10-YEAR DATA

	Average Sales Price	Median Sales Price	Number of Sales
<b>2008</b>	\$610,537	\$550,000	113
<b>2007</b>	\$600,958	\$536,000	98
<b>2006</b>	\$605,926	\$617,500	138
<b>2005</b>	\$514,205	\$419,500	118
<b>2004</b>	\$449,582	\$350,000	140
<b>2003</b>	\$384,768	\$361,700	95
<b>2002</b>	\$311,250	\$312,250	94
<b>2001</b>	\$340,010	\$260,000	105
<b>2000</b>	\$239,782	\$225,000	131
<b>1999</b>	\$223,095	\$190,000	126

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