

Elliman Report

Q1-2022 Hamptons, NY Sales

Condo & Single Family Dashboard

YEAR-OVER-YEAR

+ 7.7%
Prices
Median Sales Price

- 1.7 mos
Pace
Months of Supply

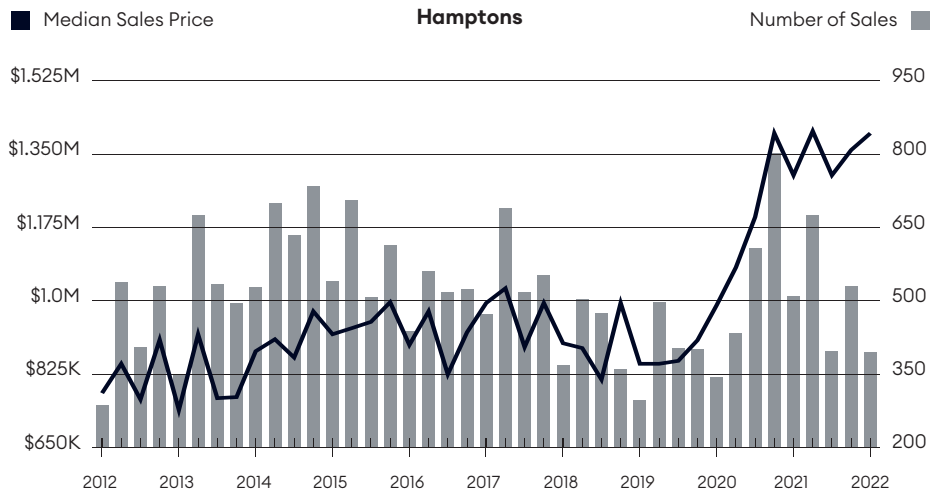
- 22.4%
Sales
Closed Sales

- 41.5%
Inventory
Total Inventory

- 11 days
Marketing Time
Days on Market

- 1.6%
Negotiability
Listing Discount

- Since the pandemic era began, median sales price has reached the top three highest levels each quarter
- Bidding wars were incurred in more than one out of four sales for the third straight quarter
- Listing inventory fell to a new low for the second straight quarter
- Severely restrained by lack of supply, sales declined annually for the past three quarters



Hamptons Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$2,620,899	4.2%	\$2,515,546	24.7%	\$2,102,315
Median Sales Price	\$1,400,001	2.9%	\$1,360,000	7.7%	\$1,300,000
Number of Sales (Closed)	395	-25.5%	530	-22.4%	509
Days on Market (From Last List Date)	90	2.3%	88	-10.9%	101
Listing Discount (From Last List Price)	6.0%		6.5%		7.6%
Listing Inventory	671	-15.5%	794	-41.5%	1,147
Months of Supply	5.1	13.3%	4.5	-25.0%	6.8
Year-to-Date	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price (YTD)	\$2,620,899	N/A	N/A	24.7%	\$2,102,315
Median Sales Price (YTD)	\$1,400,001	N/A	N/A	7.7%	\$1,300,000
Number of Sales (YTD)	395	N/A	N/A	-22.4%	509

Heavy bidding war activity confirmed high demand despite sale declines, largely due to the collapse in listing inventory.

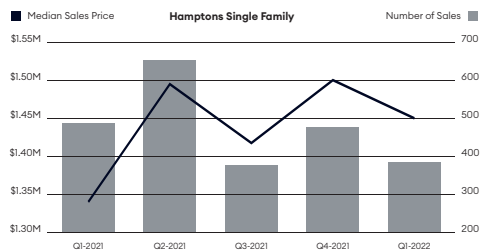
Median sales price rose 7.7% year over year to the second-highest level on record and 41.4% above the pre-pandemic level. Average sales price followed the same pattern, surging 24.7% to a record \$2,620,899 and 23.4% above the same period two years ago. The lack of supply was a key driver of rising price trends. Listing inventory fell 41.5% year over year to a record low of 671 for the tenth consecutive decline and 65.2% below the pre-pandemic levels. The collapse of

listing inventory reigned in demand as sales fell 22.4% annually to 395. Despite the third quarter with a year over year sales decline, the number of sales was still 15.2% higher than pre-pandemic levels. An indicator of continued demand, the market share of bidding wars reached 26.5%, the third-highest amount tracked and only nominally lower than both the prior quarter's market share of 26.6% and the all-time high of 26.7% two quarters ago.



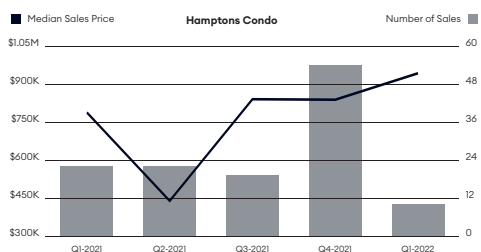
Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single Family



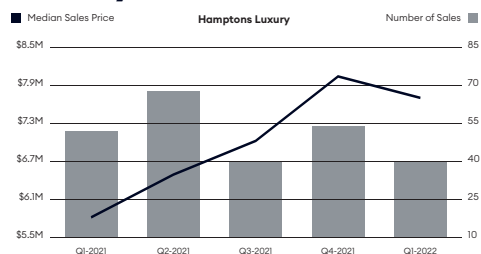
Hamptons Single Family Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$2,664,628	-0.8%	\$2,687,238	23.3%	\$2,161,261
Median Sales Price	\$1,450,000	-3.3%	\$1,500,250	8.2%	\$1,340,000
Number of Sales (Closed)	385	-19.1%	476	-20.9%	487
Days on Market (From Last List Date)	88	4.8%	84	-9.3%	97
Listing Discount (From Last List Price)	6.0%		6.6%		7.6%
Listing Inventory	659	-14.5%	771	-40.7%	1,111
Months of Supply	5.1	4.1%	4.9	-25.0%	6.8

Condo



Hamptons Condo Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$937,350	-6.5%	\$1,002,113	17.5%	\$797,466
Median Sales Price	\$942,500	12.5%	\$838,050	19.7%	\$787,500
Number of Sales (Closed)	10	-81.5%	54	-54.5%	22
Days on Market (From Last List Date)	150	11.9%	134	5.6%	142
Listing Discount (From Last List Price)	6.2%		3.5%		6.7%
Listing Inventory	12	-47.8%	23	-66.7%	36
Months of Supply	3.6	176.9%	1.3	-26.5%	4.9

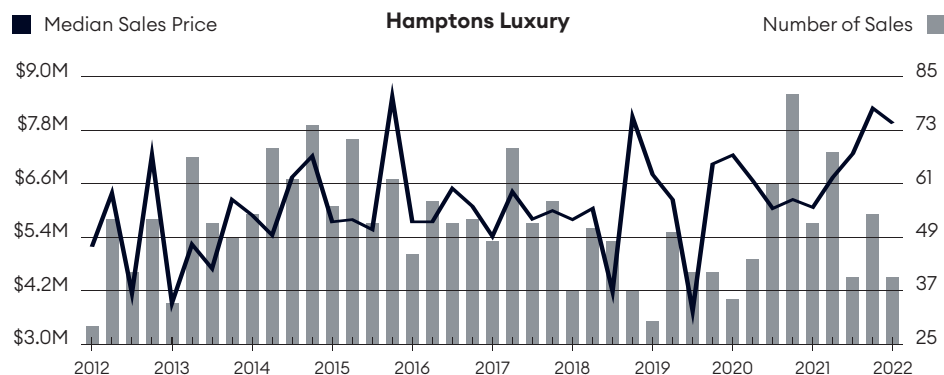
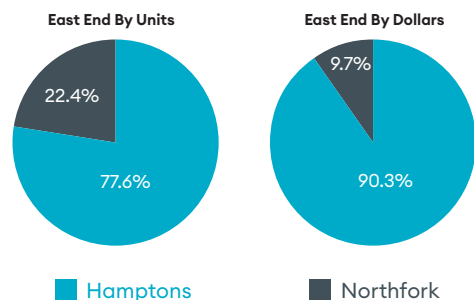
Luxury



Luxury Matrix (Top 10% of Sales)	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$12,102,413	12.8%	\$10,730,796	48.7%	\$8,136,794
Median Sales Price	\$7,711,250	-4.2%	\$8,050,000	32.4%	\$5,825,000
Number of Sales (Closed)	40	-25.9%	54	-23.1%	52
Days on Market (From Last List Date)	116	-17.1%	140	-11.5%	131
Listing Discount (From Last List Price)	6.6%		8.9%		10.5%
Listing Inventory	354	25.5%	282	-34.2%	538
Months of Supply	26.6	69.4%	15.7	-14.2%	31.0
Entry Price Threshold	\$4,800,000	-7.7%	\$5,200,000	24.7%	\$3,850,000

Share of East End Region

East End equals Hamptons and North Fork



By Sales Share Hamptons

Type	Current Quarter	Prior Year Quarter
Single Family Units	97.5%	95.7%
Condo Units	2.5%	4.3%
Single Family Dollars	99.1%	98.4%
Condo Dollars	0.9%	1.6%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Over \$5M	9.1%	6.1%	Over	26.5%	21.7%
\$1M - \$5M	44.3%	44.2%	At	13.6%	11.4%
Under \$1M	46.6%	49.7%	Under	59.9%	66.9%

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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