

# Elliman Report

## Q3-2022 Hamptons, NY Sales

### Condo & Single Family Dashboard

YEAR-OVER-YEAR

**+ 23.1%**  
Prices  
Median Sales Price

**+ 1.3 mos**  
Pace  
Months of Supply

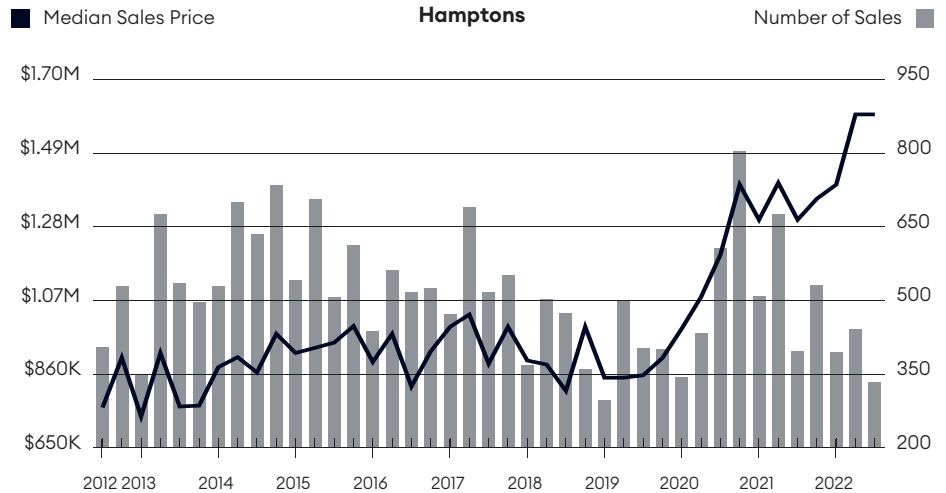
**- 16.1%**  
Sales  
Closed Sales

**- 3.0%**  
Inventory  
Total Inventory

**- 26 days**  
Marketing Time  
Days on Market

**+ 0.8%**  
Negotiability  
Listing Discount

- Price trend indicators rose annually to near-record levels and more than fifty percent above the same period two years ago
- Listing inventory fell at a near-record rate year over year to the third-lowest level on record, restraining sales
- More than one out of four sales that closed in the quarter sold above the last asking price
- The market share of sales above \$5 million was the highest tracked since at least 2006



Hamptons Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$2,844,643	-2.1%	\$2,905,209	22.9%	\$2,314,466
Median Sales Price	\$1,600,000	0.0%	\$1,600,000	23.1%	\$1,300,000
Number of Sales (Closed)	333	-24.5%	441	-16.1%	397
Days on Market (From Last List Date)	70	-34.0%	106	-27.1%	96
Listing Discount (From Last List Price)	7.5%		4.5%		6.7%
Listing Inventory	1,049	17.1%	896	-3.0%	1,081
Months of Supply	9.5	55.7%	6.1	15.9%	8.2
Year-to-Date	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price (YTD)	\$2,791,889	N/A	N/A	21.9%	\$2,289,736
Median Sales Price (YTD)	\$1,550,000	N/A	N/A	14.8%	\$1,350,000
Number of Sales (YTD)	1,169	N/A	N/A	-26.1%	1,581

### Prices continued to rise and set records from market strength at the high-end.

Price trends continued to rise as sales and listing inventory declined. The median sales price increased 23.1% year over year to \$1,600,000, tied with the prior quarter's record and nearly double pre-pandemic levels. With the spike in mortgage rates over the past six months, sales fell by 16.1% to 333 from the previous year's quarter. There were 1,049 listings at the end of the quarter, 3% below the year-ago levels and 59.2% below pre-pandemic conditions. The market share of sales above the \$5 million threshold was

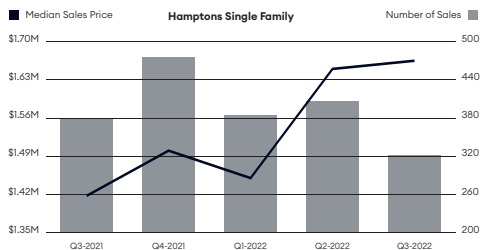
12.9%, the highest on record and the fourth time they reached a new high in five quarters.

On September 8th, the Suffolk County government was subjected to a "BlackCat ransomware cyberattack" that prevented the recording of real estate transfers. As a workaround for this report, greater reliance was placed on data from area multiple listing services. Given the random nature of the impacted sales data, the report metrics were believed to establish reasonable trends.



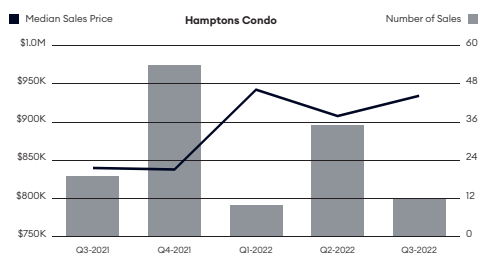
Prepared by Miller Samuel Real Estate Appraisers & Consultants

## Single Family



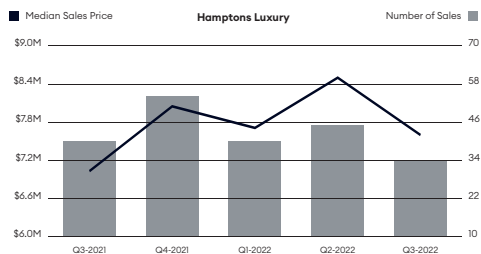
Hamptons Single Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$2,917,780	-3.7%	\$3,029,585	21.9%	\$2,394,156
Median Sales Price	\$1,665,000	0.9%	\$1,650,000	17.5%	\$1,417,500
Number of Sales (Closed)	321	-20.9%	406	-15.1%	378
Days on Market (From Last List Date)	67	-35.0%	103	-32.3%	99
Listing Discount (From Last List Price)	7.6%		4.5%		6.7%
Listing Inventory	1,023	16.6%	877	-2.7%	1,051
Months of Supply	9.6	47.7%	6.5	15.7%	8.3

## Condo



Hamptons Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$888,250	-39.3%	\$1,462,437	21.8%	\$729,058
Median Sales Price	\$934,500	2.9%	\$908,000	11.3%	\$840,000
Number of Sales (Closed)	12	-65.7%	35	-36.8%	19
Days on Market (From Last List Date)	105	-28.1%	146	66.7%	63
Listing Discount (From Last List Price)	6.8%		6.1%		5.1%
Listing Inventory	26	36.8%	19	-13.3%	30
Months of Supply	6.5	306.3%	1.6	38.3%	4.7

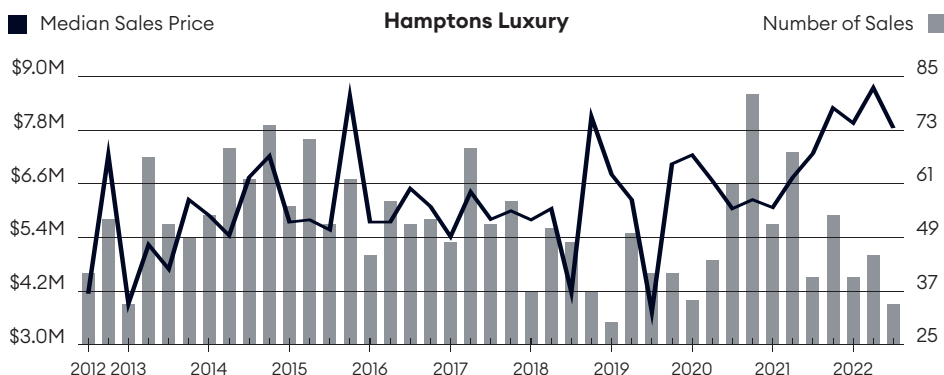
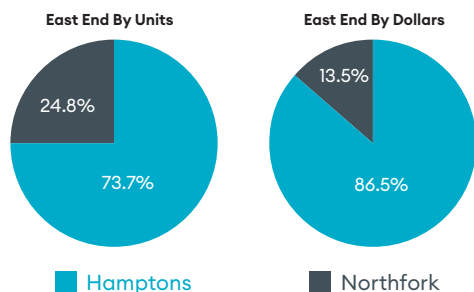
## Luxury



Luxury Matrix (Top 10% of Sales)	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$11,402,868	-5.7%	\$12,093,041	22.7%	\$9,295,969
Median Sales Price	\$7,600,000	-10.6%	\$8,500,000	8.1%	\$7,032,500
Number of Sales (Closed)	34	-24.4%	45	-15.0%	40
Days on Market (From Last List Date)	122	-47.9%	234	-49.4%	241
Listing Discount (From Last List Price)	10.9%		5.9%		8.7%
Listing Inventory	363	9.0%	333	-1.6%	369
Months of Supply	32.0	44.1%	22.2	15.5%	27.7
Entry Price Threshold	\$5,650,000	-2.2%	\$5,775,000	10.8%	\$5,100,000

## 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	96.4%	95.2%
Condo Units	3.6%	4.8%
Single Family Dollars	98.9%	98.5%
Condo Dollars	1.1%	1.5%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Over \$5M	12.9%	10.8%	Over	27.6%	26.7%
\$1M - \$5M	46.2%	33.2%	At	17.2%	18.0%
Under \$1M	40.8%	55.9%	Under	55.2%	55.3%

Questions or comments? Email report author Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
Methodology: [millersamuel.com/research-reports/methodology](http://millersamuel.com/research-reports/methodology)

Douglas Elliman Real Estate  
575 Madison Avenue, New York, NY 10022  
212.891.7000 • [elliman.com](http://elliman.com)

Miller Samuel Real Estate Appraisers & Consultants  
21 West 38<sup>th</sup> Street, New York, NY 10018  
212.768.8100 • [millersamuel.com](http://millersamuel.com)