

# Elliman Report

## Q2-2023 Hamptons, NY Sales

### Condo & Single Family Dashboard

YEAR-OVER-YEAR

- **9.4%**  
Prices  
Median Sales Price

+ **5.0 mos**  
Pace  
Months of Supply

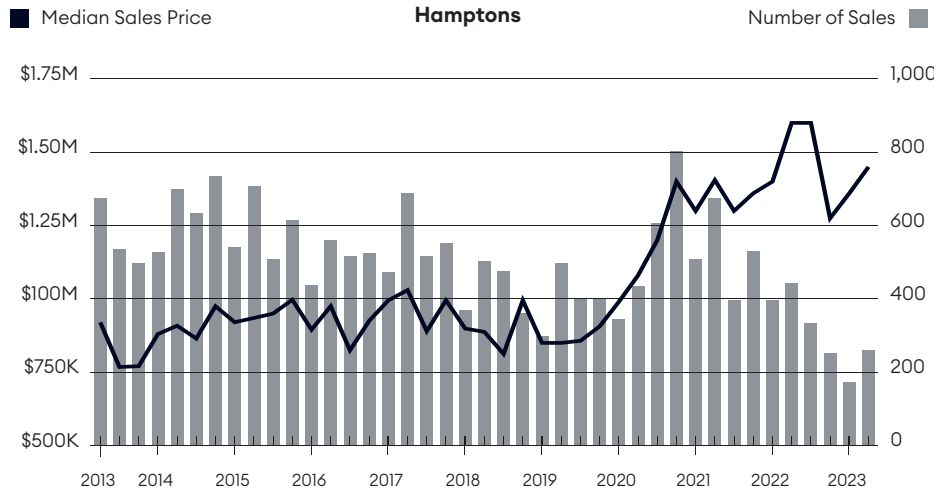
- **41.3%**  
Sales  
Closed Sales

+ **6.6%**  
Inventory  
Total Inventory

+ **23 days**  
Marketing Time  
Days on Market

+ **2.6%**  
Negotiability  
Listing Discount

- Listing inventory edged higher year over year but remained well below half of pre-pandemic levels
- Median sales price decreased annually for the third time but was nearly double pre-pandemic levels
- Sales for a second quarter were the lowest on record in more than sixteen years of tracking
- Luxury market bidding wars were nearly a third of all sales, a new record



Hamptons Matrix	Q2-2023	%Δ (QTR)	Q1-2023	%Δ (YR)	Q2-2022
Average Sales Price	\$2,191,589	-28.9%	\$3,082,269	-24.6%	\$2,905,209
Median Sales Price	\$1,450,000	6.6%	\$1,360,000	-9.4%	\$1,600,000
Number of Sales (Closed)	259	51.5%	171	-41.3%	441
Days on Market (From Last List Date)	129	14.2%	113	21.7%	106
Listing Discount (From Last List Price)	7.1%		9.9%		4.5%
Listing Inventory	955	6.8%	894	6.6%	896
Months of Supply	11.1	-29.3%	15.7	82.0%	6.1
Year-to-Date	Q2-2023	%Δ (QTR)	Q1-2023	%Δ (YR)	Q2-2022
Average Sales Price (YTD)	\$2,545,790	N/A	N/A	-8.1%	\$2,770,876
Median Sales Price (YTD)	\$1,422,500	N/A	N/A	-6.7%	\$1,525,000
Number of Sales (YTD)	430	N/A	N/A	-48.6%	836

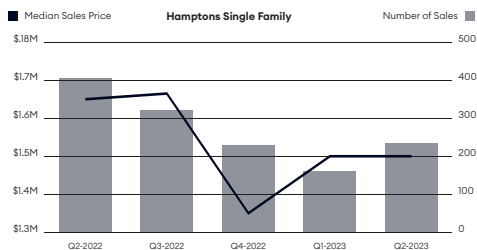
Hamptons Single Family + Condo Matrix	Median Price	%Δ (YOY)	Sales	%Δ (YOY)	INV*	%Δ (YOY)	MOS**	%Δ (YOY)
Amagansett	\$3,500,000	-11.9%	1	-90.0%	48	11.6%	144.0	1016.3%
Bridgehampton	\$2,900,000	-44.2%	5	-61.5%	55	0.0%	33.0	159.8%
East Hampton	\$1,790,000	-19.0%	52	-36.6%	178	-7.3%	10.3	47.1%
East Quogue	\$990,000	-0.9%	17	-26.1%	31	93.8%	5.5	161.9%
Hampton Bays	\$755,000	30.4%	47	-38.2%	44	-17.0%	2.8	33.3%
Montauk	\$1,345,000	69.2%	9	-52.6%	55	12.2%	18.3	137.7%
Quogue/Quioque	\$2,300,000	39.4%	8	-11.1%	23	-4.2%	8.6	7.5%
Remsenburg	\$1,495,000	-20.9%	15	66.7%	23	4.5%	4.6	-37.0%
Sag Harbor	\$2,487,500	34.5%	20	-50.0%	115	45.6%	17.3	193.2%
Sagaponack	\$6,900,000	49.2%	4	-33.3%	35	20.7%	26.3	81.4%
Southampton	\$1,825,000	-17.0%	39	-51.9%	190	12.4%	14.6	131.7%
Wainscott			0	-100.0%	21	10.5%		
Water Mill	\$4,875,000	57.2%	4	-69.2%	89	-6.3%	66.8	205.0%
Westhampton	\$1,287,500	1.0%	10	-28.6%	12	-25.0%	3.6	5.9%
Westhampton Beach/ Dunes	\$1,125,000	-21.4%	21	-8.7%	32	-5.9%	4.6	4.5%

\*Inventory | \*\*Months of Supply: The number of months to sell all listing inventory at the current sales rate



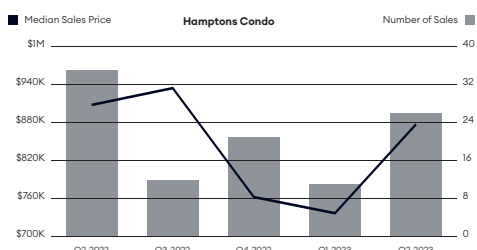
Prepared by Miller Samuel Real Estate Appraisers & Consultants

## Single Family



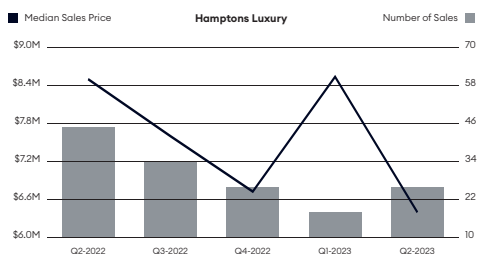
Hamptons Single Family Matrix	Q2-2023	%Δ (QTR)	Q1-2023	%Δ (YR)	Q2-2022
Average Sales Price	\$2,302,073	-28.7%	\$3,229,014	-24.0%	\$3,029,585
Median Sales Price	\$1,500,000	0.0%	\$1,500,000	-9.1%	\$1,650,000
Number of Sales (Closed)	233	45.6%	160	-42.6%	406
Days on Market (From Last List Date)	128	15.3%	111	24.3%	103
Listing Discount (From Last List Price)	7.0%		10.0%		4.5%
Listing Inventory	935	8.2%	864	6.6%	877
Months of Supply	12.0	-25.9%	16.2	84.6%	6.5

## Condo



Hamptons Condo Matrix	Q2-2023	%Δ (QTR)	Q1-2023	%Δ (YR)	Q2-2022
Average Sales Price	\$1,201,485	26.8%	\$947,795	-17.8%	\$1,462,437
Median Sales Price	\$877,500	19.1%	\$737,000	-3.4%	\$908,000
Number of Sales (Closed)	26	136.4%	11	-25.7%	35
Days on Market (From Last List Date)	139	0.0%	139	-4.8%	146
Listing Discount (From Last List Price)	7.5%		8.3%		6.1%
Listing Inventory	20	-33.3%	30	5.3%	19
Months of Supply	2.3	-72.0%	8.2	43.8%	1.6

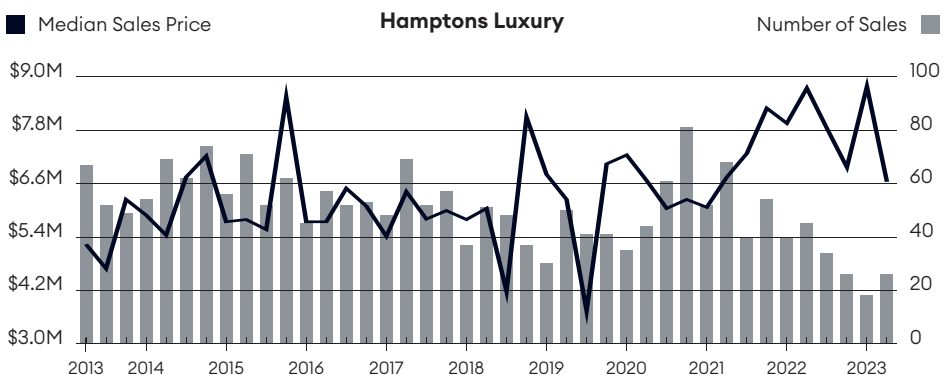
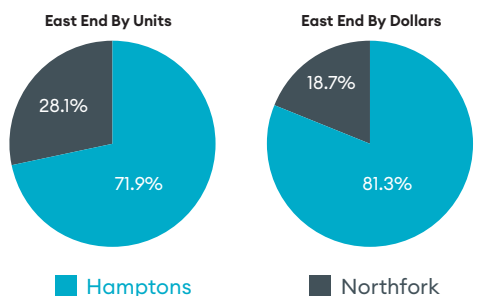
## Luxury



Luxury Matrix (Top 10% of Sales)	Q2-2023	%Δ (QTR)	Q1-2023	%Δ (YR)	Q2-2022
Average Sales Price	\$8,093,719	-49.7%	\$16,088,633	-33.1%	\$12,093,041
Median Sales Price	\$6,397,600	-25.1%	\$8,537,500	-24.7%	\$8,500,000
Number of Sales (Closed)	26	44.4%	18	-42.2%	45
Days on Market (From Last List Date)	225	29.3%	174	-3.8%	234
Listing Discount (From Last List Price)	5.4%		5.7%		5.9%
Listing Inventory	493	35.1%	365	48.0%	333
Months of Supply	56.9	-6.4%	60.8	156.3%	22.2
Entry Price Threshold	\$4,400,000	-21.4%	\$5,600,000	-23.8%	\$5,775,000

## 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	90.0%	92.1%
Condo Units	10.0%	7.9%
Single Family Dollars	94.5%	96.0%
Condo Dollars	5.5%	4.0%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Over \$5M	8.1%	12.7%	Over	21.3%	33.9%
\$1M - \$5M	40.9%	43.5%	At	9.0%	15.5%
Under \$1M	51.0%	43.8%	Under	69.7%	50.6%

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)

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