

Elliman Report

Q3-2023 Hamptons, NY Sales

Condo & Single Family Dashboard

YEAR-OVER-YEAR

- **11.4%**
Prices
Median Sales Price

+ **1.8 mos**
Pace
Months of Supply

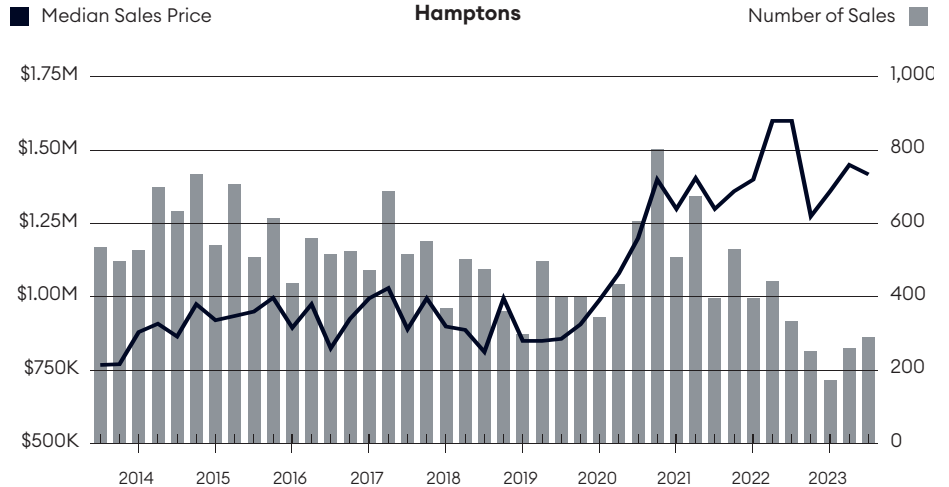
- **13.2%**
Sales
Closed Sales

+ **3.6%**
Inventory
Total Inventory

+ **35 days**
Marketing Time
Days on Market

- **1.3%**
Negotiability
Listing Discount

- Both price trend indicators fell short of year-ago levels but remained sharply higher than pre-pandemic levels
- Sales declined year over year for the ninth consecutive time as bidding wars accounted for nearly one in five sales
- Sales rose from the second to the third quarter for only the second time in eighteen years
- Listing inventory rose annually for the fourth straight quarter



Hamptons Matrix	Q3-2023	%Δ (QTR)	Q2-2023	%Δ (YR)	Q3-2022
Average Sales Price	\$2,314,138	5.6%	\$2,191,589	-18.6%	\$2,844,643
Median Sales Price	\$1,417,500	-2.2%	\$1,450,000	-11.4%	\$1,600,000
Number of Sales (Closed)	289	11.6%	259	-13.2%	333
Days on Market (From Last List Date)	105	-18.6%	129	50.0%	70
Listing Discount (From Last List Price)	6.2%		7.1%		7.5%
Listing Inventory	1,087	13.8%	955	3.6%	1,049
Months of Supply	11.3	1.8%	11.1	18.9%	9.5

Year-to-Date	Q3-2023	%Δ (QTR)	Q2-2023	%Δ (YR)	Q3-2022
Average Sales Price (YTD)	\$2,452,678	N/A	N/A	-12.1%	\$2,791,889
Median Sales Price (YTD)	\$1,420,000	N/A	N/A	-8.4%	\$1,550,000
Number of Sales (YTD)	719	N/A	N/A	-38.5%	1,169

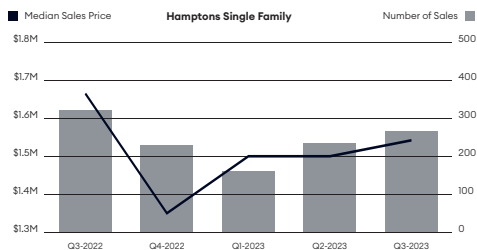
Hamptons Single Family + Condo Matrix	Median Price	%Δ (YOY)	Sales	%Δ (YOY)	INV*	%Δ (YOY)	MOS**	%Δ (YOY)
Amagansett	\$3,200,000	-35.3%	9	80.0%	47	14.6%	15.7	-36.2%
Bridgehampton	\$10,400,000	172.3%	7	-63.2%	66	10.0%	28.3	197.9%
East Hampton	\$1,423,750	-25.1%	66	-14.3%	203	-9.4%	9.2	5.7%
East Quogue	\$870,000	-29.0%	19	-13.6%	34	70.0%	5.4	100.0%
Hampton Bays	\$822,500	5.4%	52	2.0%	56	-5.1%	3.2	-8.6%
Montauk	\$1,300,000	-29.7%	8	-38.5%	64	-15.8%	24.0	37.1%
Quogue/Quioque	\$1,585,000	-30.2%	10	100.0%	32	6.7%	9.6	-46.7%
Remsenburg	\$1,640,000	1.4%	7	16.7%	26	-18.8%	11.1	-30.6%
Sag Harbor	\$2,100,000	-10.6%	11	-66.7%	136	20.4%	37.1	260.2%
Sagaponack	\$4,900,000	-19.7%	4	-20.0%	32	-13.5%	24.0	8.1%
Southampton	\$1,800,000	-17.5%	41	-2.4%	219	15.3%	16.0	17.6%
Wainscott	\$3,500,000	52.2%	5	66.7%	27	42.1%	16.2	-14.7%
Water Mill	\$3,200,000	-57.0%	7	-30.0%	82	-16.3%	35.1	19.4%
Westhampton	\$1,645,000	16.9%	16	-15.8%	19	5.6%	3.6	28.6%
Westhampton Beach/ Dunes	\$1,074,500	-39.2%	16	-5.9%	43	59.3%	8.1	68.8%

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



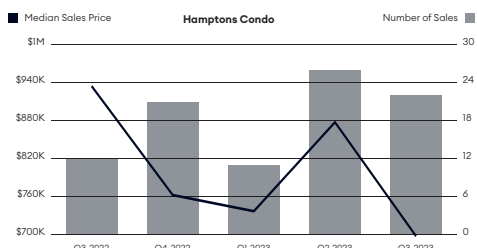
Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single Family



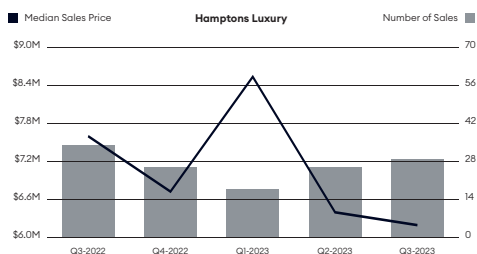
Hamptons Single Family Matrix	Q3-2023	%Δ (QTR)	Q2-2023	%Δ (YR)	Q3-2022
Average Sales Price	\$2,441,064	6.0%	\$2,302,073	-16.3%	\$2,917,780
Median Sales Price	\$1,542,000	2.8%	\$1,500,000	-7.4%	\$1,665,000
Number of Sales (Closed)	267	14.6%	233	-16.8%	321
Days on Market (From Last List Date)	98	-23.4%	128	46.3%	67
Listing Discount (From Last List Price)	6.1%		7.0%		7.6%
Listing Inventory	1,056	12.9%	935	3.2%	1,023
Months of Supply	11.9	-0.8%	12.0	24.0%	9.6

Condo



Hamptons Condo Matrix	Q3-2023	%Δ (QTR)	Q2-2023	%Δ (YR)	Q3-2022
Average Sales Price	\$773,727	-35.6%	\$1,201,485	-12.9%	\$888,250
Median Sales Price	\$697,500	-20.5%	\$877,500	-25.4%	\$934,500
Number of Sales (Closed)	22	-15.4%	26	83.3%	12
Days on Market (From Last List Date)	156	12.2%	139	48.6%	105
Listing Discount (From Last List Price)	7.7%		7.5%		6.8%
Listing Inventory	31	55.0%	20	19.2%	26
Months of Supply	4.2	82.6%	2.3	-35.4%	6.5

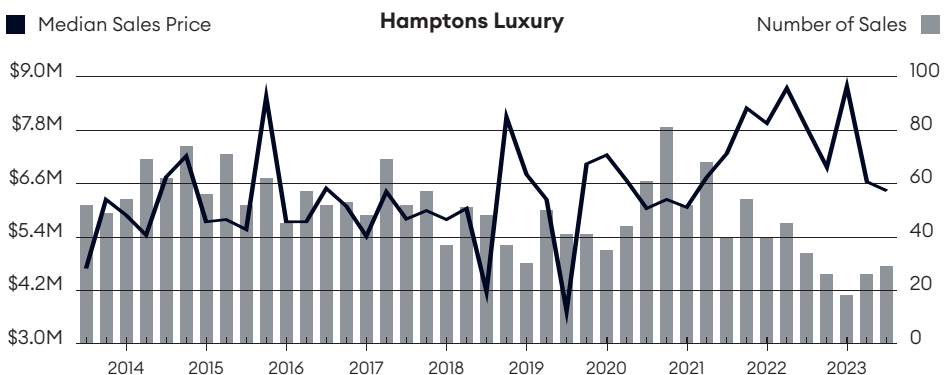
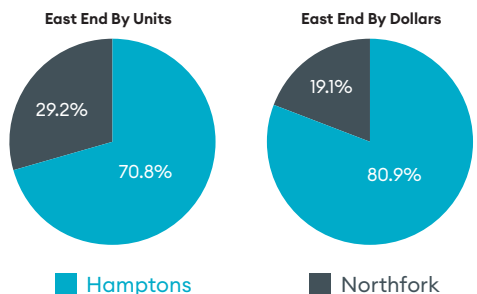
Luxury



Luxury Matrix (Top 10% of Sales)	Q3-2023	%Δ (QTR)	Q2-2023	%Δ (YR)	Q3-2022
Average Sales Price	\$9,587,815	18.5%	\$8,093,719	-15.9%	\$11,402,868
Median Sales Price	\$6,195,000	-3.2%	\$6,397,600	-18.5%	\$7,600,000
Number of Sales (Closed)	29	11.5%	26	-14.7%	34
Days on Market (From Last List Date)	168	-25.3%	225	37.7%	122
Listing Discount (From Last List Price)	4.9%		5.4%		10.9%
Listing Inventory	532	7.9%	493	46.6%	363
Months of Supply	55.0	-3.3%	56.9	71.9%	32.0
Entry Price Threshold	\$4,200,000	-4.5%	\$4,400,000	-25.7%	\$5,650,000

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	92.4%	96.4%
Condo Units	7.6%	3.6%
Single Family Dollars	97.5%	98.9%
Condo Dollars	2.5%	1.1%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Over \$5M	6.6%	12.9%	Over	19.0%	27.6%
\$1M - \$5M	37.4%	46.2%	At	12.5%	17.2%
Under \$1M	56.1%	40.8%	Under	68.5%	55.2%

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Methodology: millersamuel.com/research-reports/methodology

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