

Elliman Report

Q4-2023 Hamptons, NY Sales

Condo & Single Family Dashboard

YEAR-OVER-YEAR

+ 45.1%
Prices
Median Sales Price

+ 0.6 mos
Pace
Months of Supply

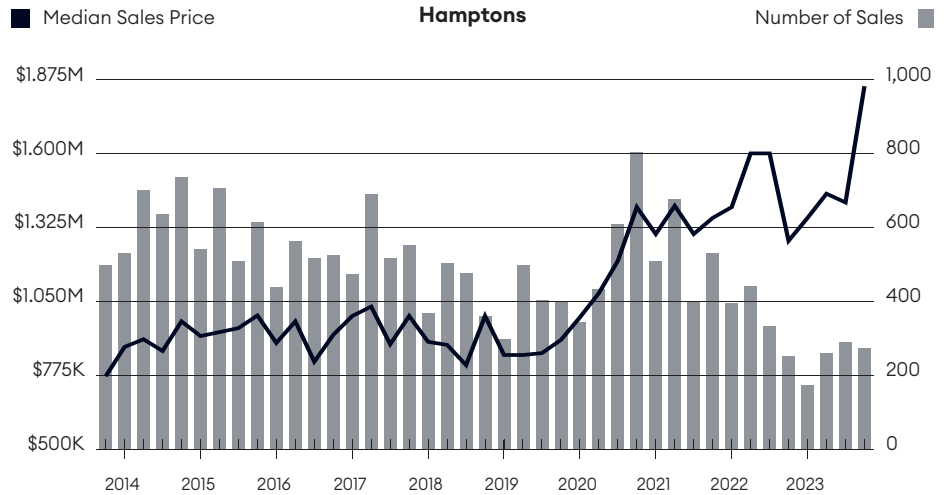
+ 8.8%
Sales
Closed Sales

+ 15.0%
Inventory
Total Inventory

+ 3 days
Marketing Time
Days on Market

- 0.9%
Negotiability
Listing Discount

- Price trend indicators surged to record highs and were more than double pre-pandemic levels
- Sales increased year over year for the first time in ten quarters
- Listing inventory increased annually for the fourth consecutive quarter
- Bidding war market share rose year over year to one in four sales



Hamptons Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$4,028,433	74.1%	\$2,314,138	63.5%	\$2,463,164
Median Sales Price	\$1,850,000	30.5%	\$1,417,500	45.1%	\$1,275,000
Number of Sales (Closed)	273	-5.5%	289	8.8%	251
Days on Market (From Last List Date)	95	-9.5%	105	3.3%	92
Listing Discount (From Last List Price)	7.8%		6.2%		8.7%
Listing Inventory	1,026	-5.6%	1,087	15.0%	892
Months of Supply	11.3	0.0%	11.3	5.6%	10.7

Year-to-Date	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price (YTD)	\$2,886,328	N/A	N/A	5.6%	\$2,733,784
Median Sales Price (YTD)	\$1,500,000	N/A	N/A	0.0%	\$1,500,000
Number of Sales (YTD)	992	N/A	N/A	-30.1%	1,420

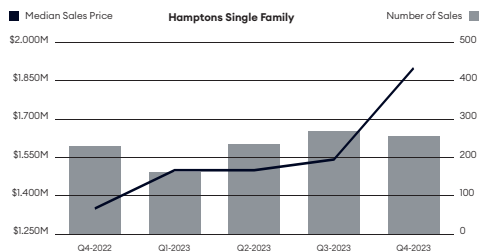
Hamptons Single Family + Condo Matrix	Median Price	%Δ (YOY)	Sales	%Δ (YOY)	INV*	%Δ (YOY)	MOS**	%Δ (YOY)
Amagansett	\$3,412,500	7.5%	6	-25.0%	33	-5.7%	16.5	26.0%
Bridgehampton	\$5,100,000	64.5%	10	233.3%	67	52.3%	20.1	-54.3%
East Hampton	\$1,847,500	21.1%	53	29.3%	189	4.4%	10.7	-18.9%
East Quogue	\$885,000	-11.5%	19	-20.8%	26	8.3%	4.1	36.7%
Hampton Bays	\$885,000	14.9%	37	-7.5%	51	18.6%	4.1	28.1%
Montauk	\$1,650,000	-17.5%	10	11.1%	72	12.5%	21.6	1.4%
Quogue/Quioque	\$3,000,000	14.3%	13	30.0%	27	42.1%	6.2	8.8%
Remsenburg	\$1,355,000	26.0%	5	-64.3%	22	-29.0%	13.2	100.0%
Sag Harbor	\$1,900,000	-12.0%	21	61.5%	132	16.8%	18.9	-27.6%
Sagaponack	\$6,300,000	288.3%	3	-25.0%	29	52.6%	29.0	102.8%
Southampton	\$1,615,000	24.5%	39	8.3%	211	22.7%	16.2	13.3%
Wainscott	\$2,300,000	84.0%	3	200.0%	21	40.0%	21.0	-53.3%
Water Mill	\$8,203,000	64.1%	17	466.7%	89	3.5%	15.7	-81.7%
Westhampton	\$1,300,000	-2.3%	9	-10.0%	15	-34.8%	5.0	-27.5%
Westhampton Beach/Dunes	\$3,250,000	98.5%	13	-35.0%	36	56.5%	8.3	137.1%

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



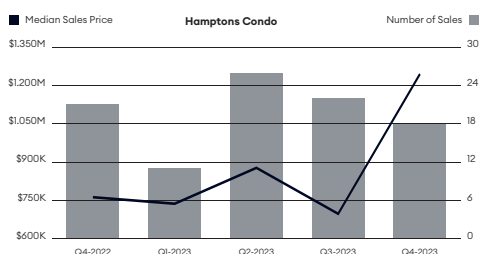
Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single Family



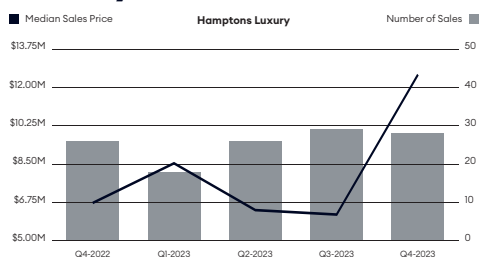
Hamptons Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$4,215,110	72.7%	\$2,441,064	61.7%	\$2,606,764
Median Sales Price	\$1,900,000	23.2%	\$1,542,000	40.7%	\$1,350,000
Number of Sales (Closed)	255	-4.5%	267	10.9%	230
Days on Market (From Last List Date)	100	2.0%	98	7.5%	93
Listing Discount (From Last List Price)	7.9%		6.1%		8.9%
Listing Inventory	996	-5.7%	1,056	15.1%	865
Months of Supply	11.7	-1.7%	11.9	3.5%	11.3

Condo



Hamptons Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$1,383,834	78.9%	\$773,727	55.4%	\$890,405
Median Sales Price	\$1,245,000	78.5%	\$697,500	63.3%	\$762,500
Number of Sales (Closed)	18	-18.2%	22	-14.3%	21
Days on Market (From Last List Date)	40	-74.4%	156	-49.4%	79
Listing Discount (From Last List Price)	5.4%		7.7%		5.4%
Listing Inventory	30	-3.2%	31	11.1%	27
Months of Supply	5.0	19.0%	4.2	28.2%	3.9

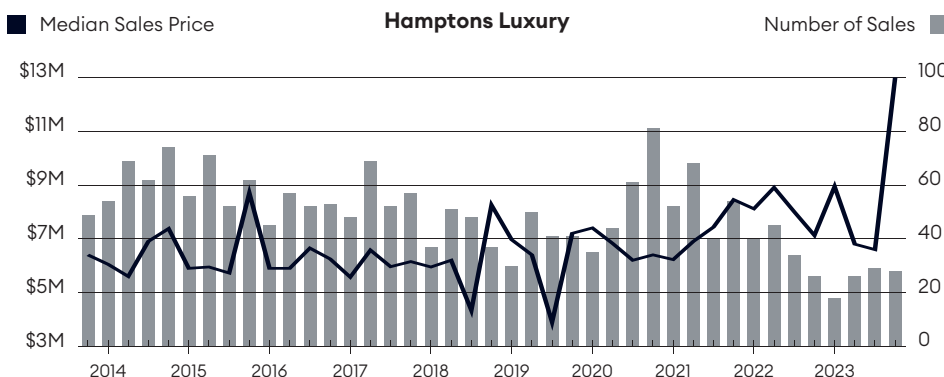
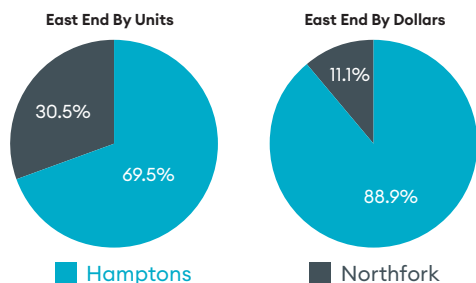
Luxury



Luxury Matrix (Top 10% of Sales)	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$19,783,500	106.3%	\$9,587,815	78.9%	\$11,056,538
Median Sales Price	\$12,587,500	103.2%	\$6,195,000	87.2%	\$6,725,000
Number of Sales (Closed)	28	-3.4%	29	7.7%	26
Days on Market (From Last List Date)	271	61.3%	168	35.5%	200
Listing Discount (From Last List Price)	7.0%		4.9%		10.4%
Listing Inventory	554	4.1%	532	51.4%	366
Months of Supply	59.4	8.0%	55.0	40.8%	42.2
Entry Price Threshold	\$7,300,000	73.8%	\$4,200,000	47.5%	\$4,950,000

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	93.4%	91.6%
Condo Units	6.6%	8.4%
Single Family Dollars	97.7%	97.0%
Condo Dollars	2.3%	3.0%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Over \$5M	19.8%	10.0%	Over	24.7%	19.3%
\$1M - \$5M	33.3%	31.9%	At	13.0%	15.0%
Under \$1M	46.9%	58.2%	Under	62.3%	65.8%

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

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