

Elliman Report

Q1-2024 Hamptons, NY Sales

Condo & Single Family Dashboard

YEAR-OVER-YEAR

+ 32.4%
Prices
Median Sales Price

- 1.5 mos
Pace
Months of Supply

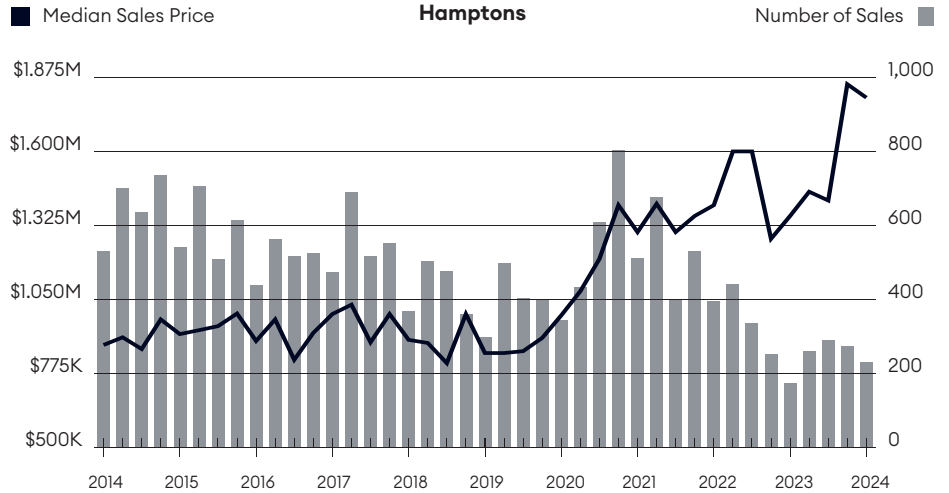
+ 33.3%
Sales
Closed Sales

+ 20.5%
Inventory
Total Inventory

+ 2 days
Marketing Time
Days on Market

+ 0.3%
Negotiability
Listing Discount

- Price trend indicators increased annually to their second-highest on record
- Sales surged annually, rising for the second time, enabled by more supply
- Listing inventory rose annually for the sixth time but remained at half-pre-pandemic levels
- Bidding war market share was the lowest level in a year at one out of seven sales



Hamptons Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$3,193,760	-20.7%	\$4,028,433	3.6%	\$3,082,269
Median Sales Price	\$1,800,000	-2.7%	\$1,850,000	32.4%	\$1,360,000
Number of Sales (Closed)	228	-16.5%	273	33.3%	171
Days on Market (From Last List Date)	115	21.1%	95	1.8%	113
Listing Discount (From Last List Price)	10.2%		7.8%		9.9%
Listing Inventory	1,077	5.0%	1,026	20.5%	894
Months of Supply	14.2	25.7%	11.3	-9.6%	15.7
Year-to-Date	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price (YTD)	\$3,193,760	N/A	N/A	3.6%	\$3,082,269
Median Sales Price (YTD)	\$1,800,000	N/A	N/A	32.4%	\$1,360,000
Number of Sales (YTD)	228	N/A	N/A	33.3%	171

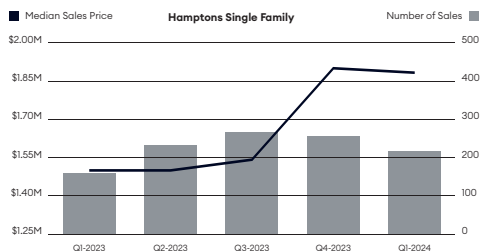
Hamptons Single Family + Condo Matrix	Median Price	%Δ (YOY)	Sales	%Δ (YOY)	INV*	%Δ (YOY)	MOS**	%Δ (YOY)
Amagansett	\$4,942,500	134.0%	6	200.0%	33	-15.4%	16.5	-71.8%
Bridgehampton	\$2,416,667	9.8%	3	-57.1%	55	10.0%	55.0	157.0%
East Hampton	\$3,124,606	45.3%	54	54.3%	221	27.7%	12.3	-16.9%
East Quogue	\$1,274,511	15.5%	16	-20.0%	26	52.9%	4.9	88.5%
Hampton Bays	\$1,172,717	50.8%	30	-14.3%	54	54.3%	5.4	80.0%
Montauk	\$3,215,453	142.7%	8	100.0%	66	4.8%	24.8	-47.6%
Quogue/Quioque	\$2,901,722	-9.3%	9	50.0%	36	63.6%	12.0	9.1%
Remsenburg	\$914,000	-29.7%	5	-28.6%	25	8.7%	15.0	51.5%
Sag Harbor	\$3,057,664	103.8%	19	171.4%	134	16.5%	21.2	-57.0%
Sagaponack	\$7,501,000		5		28	-17.6%	16.8	
Southampton	\$6,655,496	237.0%	28	47.4%	231	33.5%	24.8	-9.2%
Wainscott	\$1,800,000		1		15	-16.7%	45.0	
Water Mill	\$6,614,444	10.7%	9	125.0%	87	1.2%	29.0	-55.0%
Westhampton	\$1,755,833	40.5%	6	-45.5%	24	20.0%	12.0	118.2%
Westhampton Beach/ Dunes	\$2,245,154	36.1%	13	44.4%	38	65.2%	8.8	14.3%

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



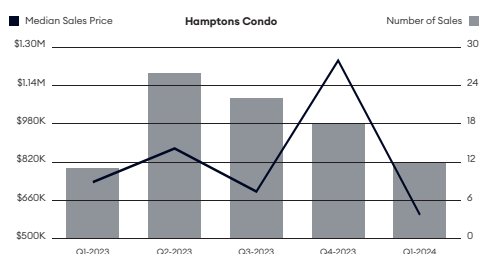
Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single Family



Hamptons Single Family Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$3,310,883	-21.5%	\$4,215,110	2.5%	\$3,229,014
Median Sales Price	\$1,882,644	-0.9%	\$1,900,000	25.5%	\$1,500,000
Number of Sales (Closed)	216	-15.3%	255	35.0%	160
Days on Market (From Last List Date)	108	8.0%	100	-2.7%	111
Listing Discount (From Last List Price)	10.3%		7.9%		10.0%
Listing Inventory	1,047	5.1%	996	21.2%	864
Months of Supply	14.5	23.9%	11.7	-10.5%	16.2

Condo



Hamptons Condo Matrix	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$1,085,542	-21.6%	\$1,383,834	14.5%	\$947,795
Median Sales Price	\$600,250	-51.8%	\$1,245,000	-18.6%	\$737,000
Number of Sales (Closed)	12	-33.3%	18	9.1%	11
Days on Market (From Last List Date)	213	432.5%	40	53.2%	139
Listing Discount (From Last List Price)	7.7%		5.4%		8.3%
Listing Inventory	30	0.0%	30	0.0%	30
Months of Supply	7.5	50.0%	5.0	-8.5%	8.2

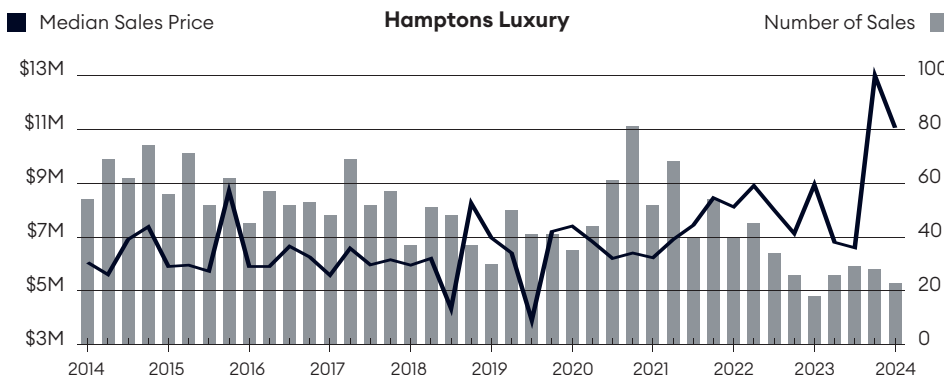
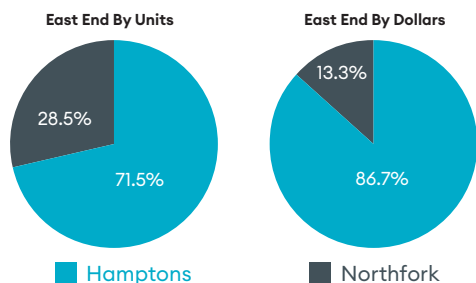
Luxury



Luxury Matrix (Top 10% of Sales)	Q1-2024	%Δ (QTR)	Q4-2023	%Δ (YR)	Q1-2023
Average Sales Price	\$14,146,130	-28.5%	\$19,783,500	-12.1%	\$16,088,633
Median Sales Price	\$10,650,000	-15.4%	\$12,587,500	24.7%	\$8,537,500
Number of Sales (Closed)	23	-17.9%	28	27.8%	18
Days on Market (From Last List Date)	159	-41.3%	271	-8.6%	174
Listing Discount (From Last List Price)	12.0%		7.0%		5.7%
Listing Inventory	320	-42.2%	554	-12.3%	365
Months of Supply	41.7	-29.8%	59.4	-31.4%	60.8
Entry Price Threshold	\$6,700,000	-8.2%	\$7,300,000	19.6%	\$5,600,000

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	94.7%	93.6%
Condo Units	5.3%	6.4%
Single Family Dollars	98.2%	98.0%
Condo Dollars	1.8%	2.0%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Over \$5M	14.0%	10.5%	Over	15.4%	11.8%
\$1M - \$5M	39.0%	38.6%	At	13.8%	11.0%
Under \$1M	46.9%	50.9%	Under	70.8%	77.2%

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

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