

Elliman Report

Q2-2024 Hamptons, NY Sales

Condo & Single Family Dashboard

YEAR-OVER-YEAR

+ 30.8%
Prices
Median Sales Price

- 3.3 mos
Pace
Months of Supply

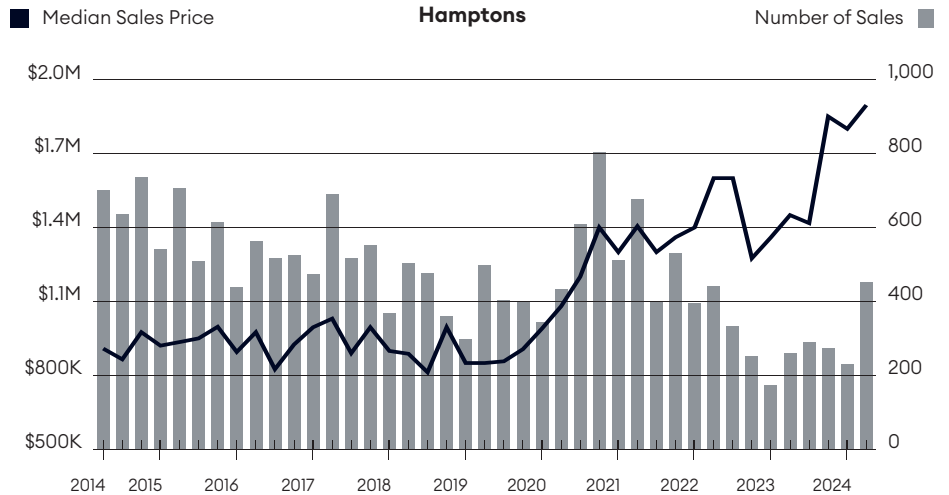
+ 74.1%
Sales
Closed Sales

+ 22.8%
Inventory
Total Inventory

+ 3 days
Marketing Time
Days on Market

+ 1.9%
Negotiability
Listing Discount

- Median sales price jumped to a new high for the second time in three quarters
- Sales increased year over year at an expanding rate for the third time
- Listing inventory rose year over year at a rising rate for the third time
- The market share of sales \$5 million or higher was the second highest on record



Hamptons Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$3,170,747	-0.7%	\$3,193,760	44.7%	\$2,191,589
Median Sales Price	\$1,896,250	5.3%	\$1,800,000	30.8%	\$1,450,000
Number of Sales (Closed)	451	97.8%	228	74.1%	259
Days on Market (From Last List Date)	132	14.8%	115	2.3%	129
Listing Discount (From Last List Price)	9.0%		10.2%		7.1%
Listing Inventory	1,173	8.9%	1,077	22.8%	955
Months of Supply	7.8	-45.1%	14.2	-29.7%	11.1

Year-to-Date	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price (YTD)	\$3,178,474	N/A	N/A	24.9%	\$2,545,790
Median Sales Price (YTD)	\$1,875,000	N/A	N/A	31.8%	\$1,422,500
Number of Sales (YTD)	679	N/A	N/A	57.9%	430

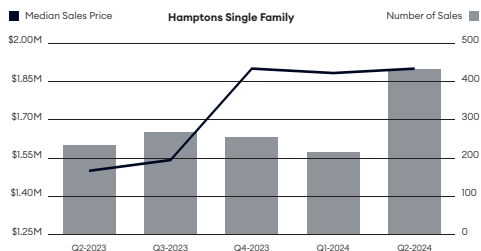
Hamptons Single Family + Condo Matrix	Median Price	%Δ (YOY)	Sales	%Δ (YOY)	INV*	%Δ (YOY)	MOS**	%Δ (YOY)
Amagansett	\$6,040,000	72.6%	11	1000.0%	43	-10.4%	11.7	-91.9%
Bridgehampton	\$3,510,000	21.0%	21	320.0%	64	16.4%	9.1	-72.4%
East Hampton	\$2,140,000	19.6%	87	67.3%	216	21.3%	7.4	-28.2%
East Quogue	\$1,025,000	3.5%	25	47.1%	29	-6.5%	3.5	-36.4%
Hampton Bays	\$940,000	24.5%	48	2.1%	58	31.8%	3.6	28.6%
Montauk	\$1,862,500	38.5%	24	166.7%	73	32.7%	9.1	-50.3%
Quogue/Quioque	\$2,650,000	15.2%	15	87.5%	31	34.8%	6.2	-27.9%
Remsenburg	\$1,350,000	-9.7%	12	-20.0%	21	-8.7%	5.3	15.2%
Sag Harbor	\$2,350,000	-5.5%	47	135.0%	159	38.3%	10.1	-41.6%
Sagaponack	\$12,000,000	73.9%	7	75.0%	32	-8.6%	13.7	-47.9%
Southampton	\$2,600,000	42.5%	73	87.2%	244	28.4%	10.0	-31.5%
Wainscott	\$1,980,000		5		21	0.0%	12.6	
Water Mill	\$5,700,000	16.9%	11	175.0%	96	7.9%	26.2	-60.8%
Westhampton	\$1,700,000	32.0%	15	50.0%	33	175.0%	6.6	83.3%
Westhampton Beach/Dunes	\$2,300,000	104.4%	26	23.8%	44	37.5%	5.1	10.9%

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



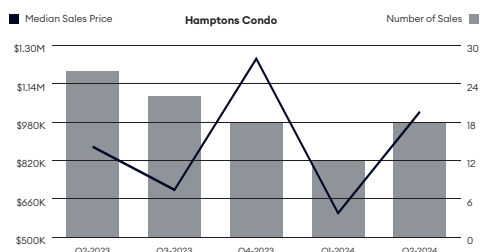
Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single Family



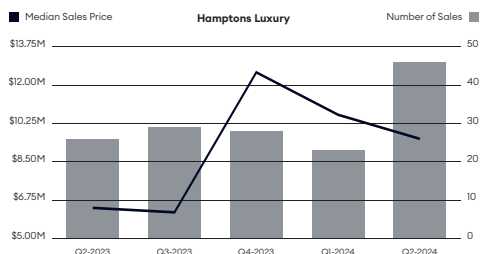
Hamptons Single Family Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$3,249,369	-1.9%	\$3,310,883	41.1%	\$2,302,073
Median Sales Price	\$1,900,000	0.9%	\$1,882,644	26.7%	\$1,500,000
Number of Sales (Closed)	433	100.5%	216	85.8%	233
Days on Market (From Last List Date)	133	23.1%	108	3.9%	128
Listing Discount (From Last List Price)	9.1%		10.3%		7.0%
Listing Inventory	1,140	8.9%	1,047	21.9%	935
Months of Supply	7.9	-45.5%	14.5	-34.2%	12.0

Condo



Hamptons Condo Matrix	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$1,279,444	17.9%	\$1,085,542	6.5%	\$1,201,485
Median Sales Price	\$1,023,500	70.5%	\$600,250	16.6%	\$877,500
Number of Sales (Closed)	18	50.0%	12	-30.8%	26
Days on Market (From Last List Date)	113	-46.9%	213	-18.7%	139
Listing Discount (From Last List Price)	4.3%		7.7%		7.5%
Listing Inventory	33	10.0%	30	65.0%	20
Months of Supply	5.5	-26.7%	7.5	139.1%	2.3

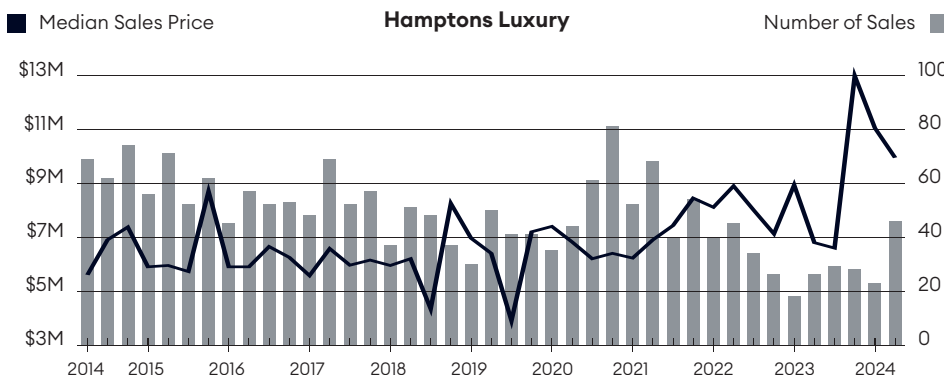
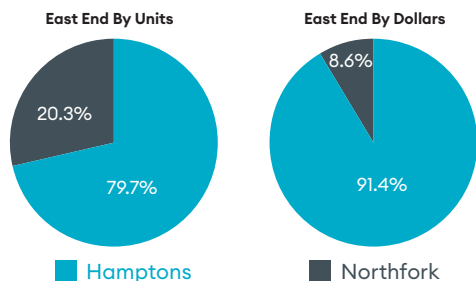
Luxury



Luxury Matrix (Top 10% of Sales)	Q2-2024	%Δ (QTR)	Q1-2024	%Δ (YR)	Q2-2023
Average Sales Price	\$12,181,504	-13.9%	\$14,146,130	50.5%	\$8,093,719
Median Sales Price	\$9,550,000	-10.3%	\$10,650,000	49.3%	\$6,397,600
Number of Sales (Closed)	46	100.0%	23	76.9%	26
Days on Market (From Last List Date)	207	30.2%	159	-8.0%	225
Listing Discount (From Last List Price)	9.2%		12.0%		5.4%
Listing Inventory	0	-100.0%	320	-100.0%	493
Months of Supply	0.0	-100.0%	41.7	-100.0%	56.9
Entry Price Threshold	\$6,700,000	0.0%	\$6,700,000	52.3%	\$4,400,000

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	96.0%	90.0%
Condo Units	4.0%	10.0%
Single Family Dollars	98.4%	94.5%
Condo Dollars	1.6%	5.5%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Over \$5M	16.0%	8.1%	Over	17.2%	21.3%
\$1M - \$5M	51.0%	40.9%	At	12.2%	9.0%
Under \$1M	33.0%	51.0%	Under	70.6%	69.7%

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Methodology: millersamuel.com/research-reports/methodology

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