

Elliman Report

Q3-2024 Hamptons, NY Sales

Condo & Single Family Dashboard

YEAR-OVER-YEAR

+ 8.5%
Prices
Median Sales Price

- 1.6 mos
Pace
Months of Supply

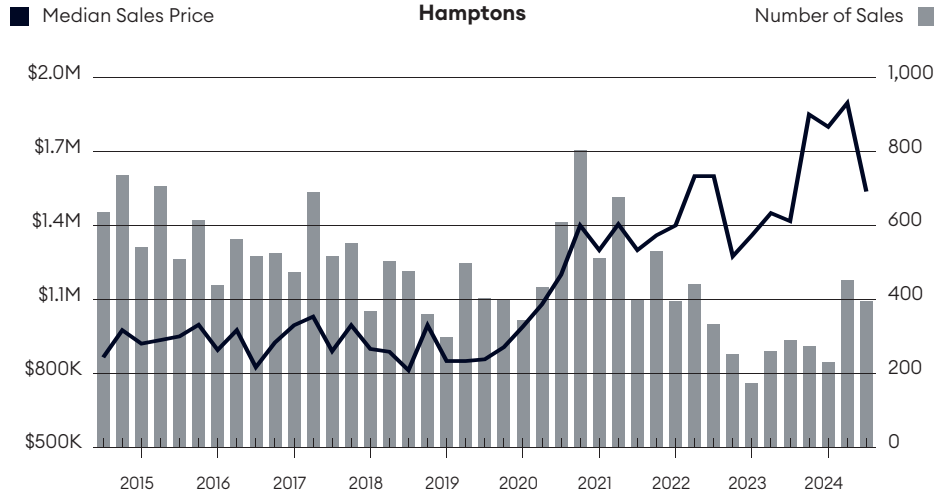
+ 36.0%
Sales
Closed Sales

+ 16.8%
Inventory
Total Inventory

+ 11 days
Marketing Time
Days on Market

+ 3.4%
Negotiability
Listing Discount

- Sales increased annually for the fourth time
- Price trend indicators increased year over year
- Listing inventory rose year over year for the eighth time
- The market share of sales above the \$5 million threshold continued to double annually



Hamptons Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$2,596,174	-18.1%	\$3,170,747	12.2%	\$2,314,138
Median Sales Price	\$1,537,500	-18.9%	\$1,896,250	8.5%	\$1,417,500
Number of Sales (Closed)	393	-12.9%	451	36.0%	289
Days on Market (From Last List Date)	116	-12.1%	132	10.5%	105
Listing Discount (From Last List Price)	9.6%		9.0%		6.2%
Listing Inventory	1,270	8.3%	1,173	16.8%	1,087
Months of Supply	9.7	24.4%	7.8	-14.2%	11.3

Year-to-Date	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price (YTD)	\$2,965,000	N/A	N/A	20.9%	\$2,452,678
Median Sales Price (YTD)	\$1,750,000	N/A	N/A	23.2%	\$1,420,000
Number of Sales (YTD)	1,072	N/A	N/A	49.1%	719

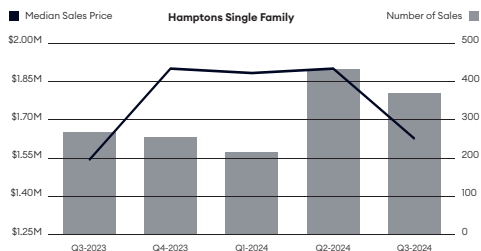
Hamptons Single Family + Condo Matrix	Median Price	%Δ (YOY)	Sales	%Δ (YOY)	INV*	%Δ (YOY)	MOS**	%Δ (YOY)
Amagansett	\$2,600,000	-18.8%	11	22.2%	51	8.5%	13.9	-11.5%
Bridgehampton	\$6,995,000	-32.7%	9	28.6%	66	0.0%	22.0	-22.3%
East Hampton	\$1,870,000	31.3%	68	3.0%	259	27.6%	11.4	23.9%
East Quogue	\$897,500	3.2%	30	57.9%	27	-20.6%	2.7	-50.0%
Hampton Bays	\$850,000	3.3%	64	23.1%	55	-1.8%	2.6	-18.8%
Montauk	\$1,825,000	40.4%	19	137.5%	79	23.4%	12.5	-47.9%
Quogue/Quioque	\$3,500,000	120.8%	17	70.0%	28	-12.5%	4.9	-49.0%
Remsenburg	\$1,902,500	16.0%	10	42.9%	22	-15.4%	6.6	-40.5%
Sag Harbor	\$2,197,500	4.6%	34	209.1%	182	33.8%	16.1	-56.6%
Sagaponack	\$8,500,000	73.5%	9	125.0%	22	-31.3%	7.3	-69.6%
Southampton	\$1,750,000	-2.8%	63	53.7%	276	26.0%	13.1	-18.1%
Wainscott	\$9,350,000	167.1%	1	-80.0%	19	-29.6%	57.0	251.9%
Water Mill	\$4,647,500	45.2%	8	14.3%	110	34.1%	41.3	17.7%
Westhampton	\$1,242,500	-24.5%	14	-12.5%	22	15.8%	4.7	30.6%
Westhampton Beach/ Dunes	\$1,325,000	23.3%	25	56.3%	43	0.0%	5.2	-35.8%

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



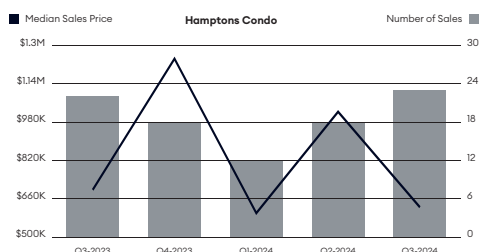
Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single Family



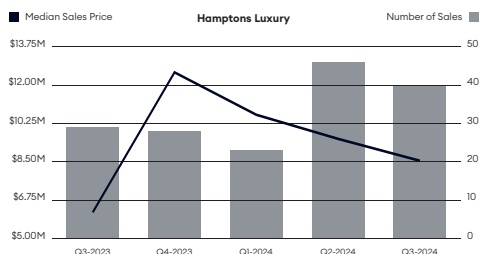
Hamptons Single Family Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$2,703,290	-16.8%	\$3,249,369	10.7%	\$2,441,064
Median Sales Price	\$1,625,000	-14.5%	\$1,900,000	5.4%	\$1,542,000
Number of Sales (Closed)	370	-14.5%	433	38.6%	267
Days on Market (From Last List Date)	110	-17.3%	133	12.2%	98
Listing Discount (From Last List Price)	9.7%		9.1%		6.1%
Listing Inventory	1,231	8.0%	1,140	16.6%	1,056
Months of Supply	10.0	26.6%	7.9	-16.0%	11.9

Condo



Hamptons Condo Matrix	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$873,004	-31.8%	\$1,279,444	12.8%	\$773,727
Median Sales Price	\$625,000	-38.9%	\$1,023,500	-10.4%	\$697,500
Number of Sales (Closed)	23	27.8%	18	4.5%	22
Days on Market (From Last List Date)	172	52.2%	113	10.3%	156
Listing Discount (From Last List Price)	8.1%		4.3%		7.7%
Listing Inventory	39	18.2%	33	25.8%	31
Months of Supply	5.1	-7.3%	5.5	21.4%	4.2

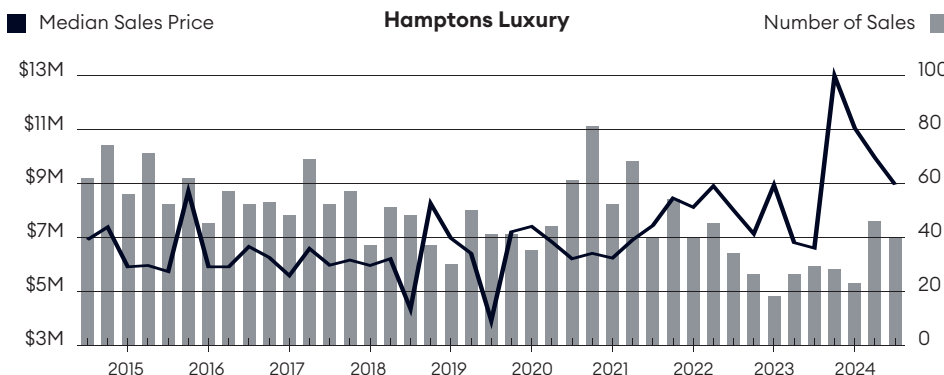
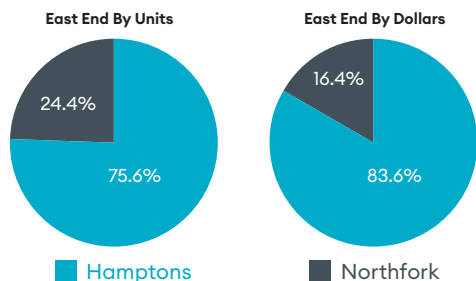
Luxury



Luxury Matrix (Top 10% of Sales)	Q3-2024	%Δ (QTR)	Q2-2024	%Δ (YR)	Q3-2023
Average Sales Price	\$9,562,563	-21.5%	\$12,181,504	-0.3%	\$9,587,815
Median Sales Price	\$8,550,000	-10.5%	\$9,550,000	38.0%	\$6,195,000
Number of Sales (Closed)	40	-13.0%	46	37.9%	29
Days on Market (From Last List Date)	224	8.2%	207	33.3%	168
Listing Discount (From Last List Price)	10.4%		9.2%		4.9%
Listing Inventory	448	21.7%	368	-15.8%	532
Months of Supply	33.6	40.0%	24.0	-38.9%	55.0
Entry Price Threshold	\$5,750,000	-14.2%	\$6,700,000	36.9%	\$4,200,000

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	94.1%	92.4%
Condo Units	5.9%	7.6%
Single Family Dollars	98.0%	97.5%
Condo Dollars	2.0%	2.5%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Over \$5M	13.0%	6.6%	Over	17.4%	19.0%
\$1M - \$5M	39.4%	37.4%	At	7.2%	12.5%
Under \$1M	47.6%	56.1%	Under	75.4%	68.5%

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

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