

# Elliman Report

## Q4-2024 Hamptons, NY Sales

### Condo & Single Family Dashboard

YEAR-OVER-YEAR

- **5.4%**  
Prices  
Median Sales Price

- **4.7 mos**  
Pace  
Months of Supply

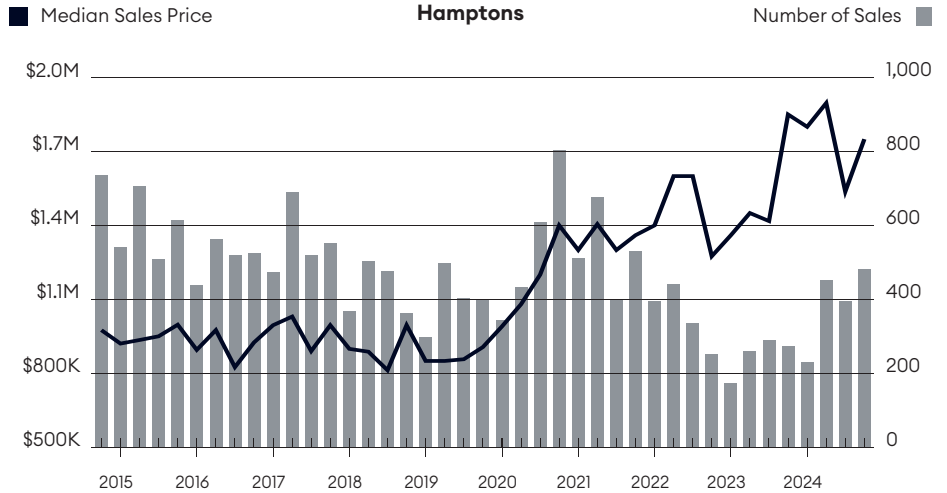
+ **76.2%**  
Sales  
Closed Sales

+ **3.9%**  
Inventory  
Total Inventory

+ **7 days**  
Marketing Time  
Days on Market

+ **2.7%**  
Negotiability  
Listing Discount

- Sales surged year over year for the fifth time
- Price trend indicators declined year over for the first time in five quarters
- Listing inventory continued to rise annually, enabling more sales
- The number of sales above the \$5 million threshold was the highest on record



Hamptons Matrix	Q4-2024	%Δ (QTR)	Q3-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$3,010,683	16.0%	\$2,596,174	-25.3%	\$4,028,433
Median Sales Price	\$1,750,000	13.8%	\$1,537,500	-5.4%	\$1,850,000
Number of Sales (Closed)	481	22.4%	393	76.2%	273
Days on Market (From Last List Date)	102	-12.1%	116	7.4%	95
Listing Discount (From Last List Price)	10.5%		9.6%		7.8%
Listing Inventory	1,066	-16.1%	1,270	3.9%	1,026
Months of Supply	6.6	-32.0%	9.7	-41.6%	11.3

Year-to-Date	Q4-2024	%Δ (QTR)	Q3-2024	%Δ (YR)	Q4-2023
Average Sales Price (YTD)	\$2,979,149	N/A	N/A	3.2%	\$2,886,328
Median Sales Price (YTD)	\$1,750,000	N/A	N/A	16.7%	\$1,500,000
Number of Sales (YTD)	1,553	N/A	N/A	56.6%	992

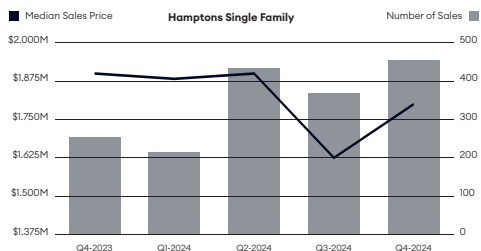
Hamptons Single Family + Condo Matrix	Median Price	%Δ (YOY)	Sales	%Δ (YOY)	INV*	%Δ (YOY)	MOS**	%Δ (YOY)
Amagansett	\$3,847,500	12.7%	20	233.3%	31	-6.1%	4.7	-71.5%
Bridgehampton	\$5,545,000	8.7%	16	60.0%	53	-20.9%	9.9	-50.7%
East Hampton	\$1,999,999	8.3%	107	101.9%	208	10.1%	5.8	-45.8%
East Quogue	\$1,160,000	31.1%	33	73.7%	16	-38.5%	1.5	-63.4%
Hampton Bays	\$850,000	-4.0%	61	64.9%	47	-7.8%	2.3	-43.9%
Montauk	\$2,070,000	25.5%	27	170.0%	81	12.5%	9.0	-58.3%
Quogue/Quioque	\$2,450,000	-18.3%	16	23.1%	28	3.7%	5.3	-14.5%
Remsenburg	\$949,200	-29.9%	11	120.0%	15	-31.8%	4.1	-68.9%
Sag Harbor	\$2,637,500	38.8%	38	81.0%	147	11.4%	11.6	-38.6%
Sagaponack	\$12,100,000	92.1%	5	66.7%	29	0.0%	17.4	-40.0%
Southampton	\$2,125,000	31.6%	74	89.7%	236	11.8%	9.6	-40.7%
Wainscott	\$6,575,000	185.9%	2	-33.3%	34	61.9%	51.0	142.9%
Water Mill	\$6,049,000	-26.3%	23	35.3%	87	-2.2%	11.3	-28.0%
Westhampton	\$1,160,000	-10.8%	15	66.7%	34	126.7%	6.8	36.0%
Westhampton Beach/ Dunes	\$1,225,000	-62.3%	25	92.3%	29	-19.4%	3.5	-57.8%

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



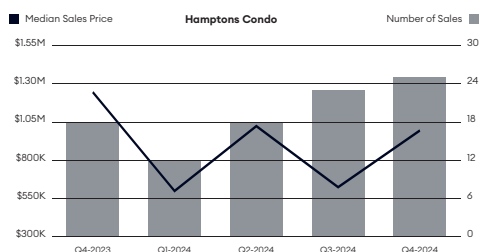
Prepared by Miller Samuel Real Estate Appraisers & Consultants

## Single Family



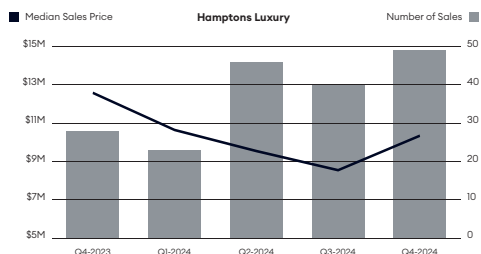
Hamptons Single Family Matrix	Q4-2024	%Δ (QTR)	Q3-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$3,111,380	15.1%	\$2,703,290	-26.2%	\$4,215,110
Median Sales Price	\$1,800,000	10.8%	\$1,625,000	-5.3%	\$1,900,000
Number of Sales (Closed)	456	23.2%	370	78.8%	255
Days on Market (From Last List Date)	101	-8.2%	110	1.0%	100
Listing Discount (From Last List Price)	10.6%		9.7%		7.9%
Listing Inventory	1,013	-17.7%	1,231	1.7%	996
Months of Supply	6.7	-33.0%	10.0	-42.7%	11.7

## Condo



Hamptons Condo Matrix	Q4-2024	%Δ (QTR)	Q3-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$1,173,978	34.5%	\$873,004	-15.2%	\$1,383,834
Median Sales Price	\$995,000	59.2%	\$625,000	-20.1%	\$1,245,000
Number of Sales (Closed)	25	8.7%	23	38.9%	18
Days on Market (From Last List Date)	122	-29.1%	172	205.0%	40
Listing Discount (From Last List Price)	7.7%		8.1%		5.4%
Listing Inventory	53	35.9%	39	76.7%	30
Months of Supply	6.4	25.5%	5.1	28.0%	5.0

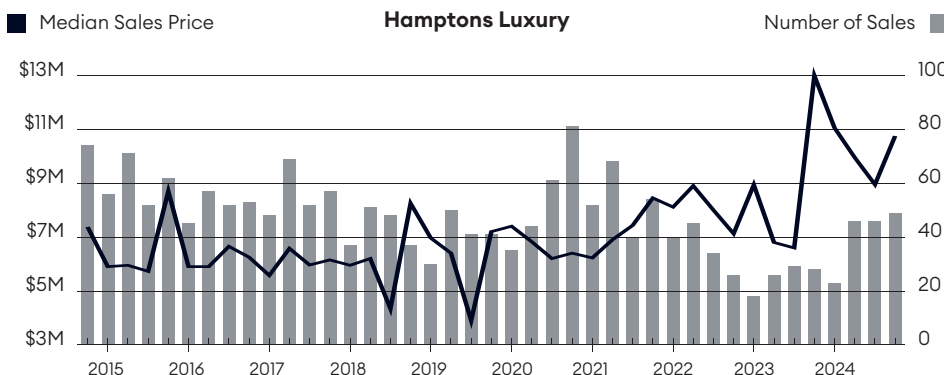
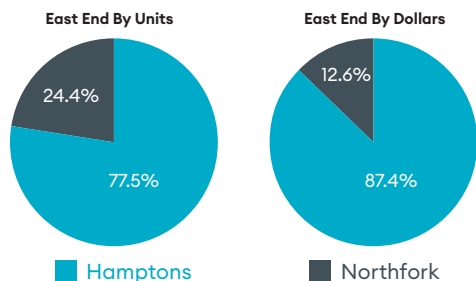
## Luxury



Luxury Matrix (Top 10% of Sales)	Q4-2024	%Δ (QTR)	Q3-2024	%Δ (YR)	Q4-2023
Average Sales Price	\$11,113,827	16.2%	\$9,562,563	-43.8%	\$19,783,500
Median Sales Price	\$10,350,000	21.1%	\$8,550,000	-17.8%	\$12,587,500
Number of Sales (Closed)	49	22.5%	40	75.0%	28
Days on Market (From Last List Date)	123	-45.1%	224	-54.6%	271
Listing Discount (From Last List Price)	9.9%		10.4%		7.0%
Listing Inventory	286	-36.2%	448	-48.4%	554
Months of Supply	17.5	-47.9%	33.6	-70.5%	59.4
Entry Price Threshold	\$6,700,000	16.5%	\$5,750,000	-8.2%	\$7,300,000

## 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	94.8%	93.4%
Condo Units	5.2%	6.6%
Single Family Dollars	98.0%	97.7%
Condo Dollars	2.0%	2.3%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Over \$5M	16.6%	19.8%	Over	18.0%	24.7%
\$1M - \$5M	42.8%	33.3%	At	9.0%	13.0%
Under \$1M	40.5%	46.9%	Under	73.0%	62.3%

Questions or comments? Email report author Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
Methodology: [millersamuel.com/research-reports/methodology](https://millersamuel.com/research-reports/methodology)

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