

# Elliman Report

## Q1-2025

### Hamptons, NY Sales

## Condo & Single Family Dashboard

YEAR-OVER-YEAR

**+ 13.3%**  
Prices  
Median Sales Price

**- 5.8 mos**  
Pace  
Months of Supply

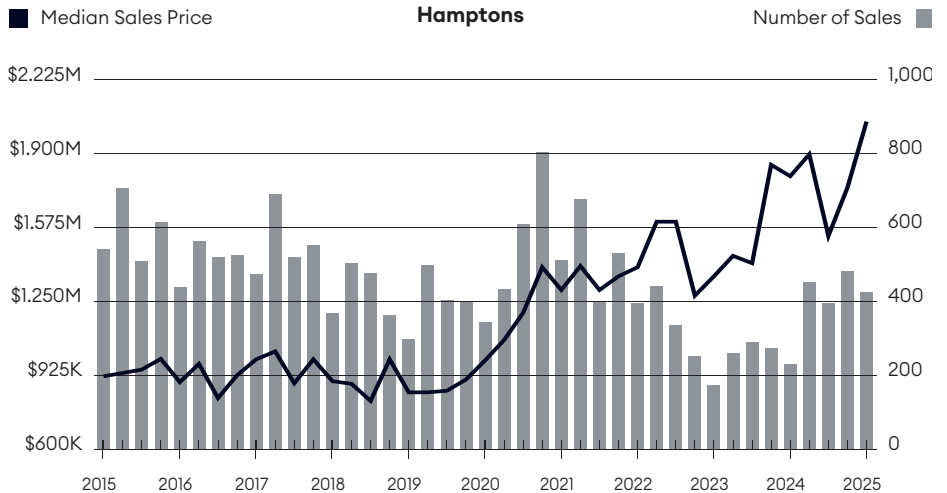
**+ 85.5%**  
Sales  
Closed Sales

**+ 9.7%**  
Inventory  
Total Inventory

**+ 17 days**  
Marketing Time  
Days on Market

**+ 0.8%**  
Negotiability  
Listing Discount

- Median sales price increased annually to the highest on record, exceeding the \$2 million threshold for the first time
- Sales posted sharp annual gains for the sixth time, nearly doubling the year-ago level
- Listing inventory has been expanding for more than two years, enabling more sales
- A record high share of sales was in the "Hamptons Middle," from \$1 million to \$5 million



Hamptons Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$3,175,197	5.5%	\$3,010,683	-0.6%	\$3,193,760
Median Sales Price	\$2,040,000	16.6%	\$1,750,000	13.3%	\$1,800,000
Number of Sales (Closed)	423	-12.1%	481	85.5%	228
Days on Market (From Last List Date)	132	29.4%	102	14.8%	115
Listing Discount (From Last List Price)	11.0%		10.5%		10.2%
Listing Inventory	1,181	10.8%	1,066	9.7%	1,077
Months of Supply	8.4	27.3%	6.6	-40.8%	14.2

Year-to-Date	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price (YTD)	\$3,175,197	N/A	N/A	-0.6%	\$3,193,760
Median Sales Price (YTD)	\$2,040,000	N/A	N/A	13.3%	\$1,800,000
Number of Sales (YTD)	423	N/A	N/A	85.5%	228

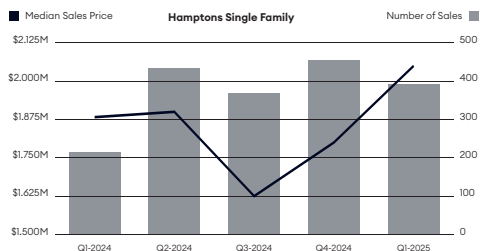
Hamptons Single Family + Condo Matrix	Median Price	%Δ (YOY)	Sales	%Δ (YOY)	INV*	%Δ (YOY)	MOS**	%Δ (YOY)
Amagansett	\$3,900,000	-21.1%	20	233.3%	49	48.5%	7.4	-55.2%
Bridgehampton	\$2,900,000	20.0%	21	600.0%	63	14.5%	9.0	-83.6%
East Hampton	\$2,155,000	-31.0%	76	40.7%	232	5.0%	9.2	-25.2%
East Quogue	\$847,000	-33.5%	20	25.0%	23	-11.5%	3.5	-28.6%
Hampton Bays	\$850,000	-27.5%	44	46.7%	60	11.1%	4.1	-24.1%
Montauk	\$2,120,000	-34.1%	14	75.0%	101	53.0%	21.6	-12.9%
Quogue/Quioque	\$2,187,500	-24.6%	18	100.0%	30	-16.7%	5.0	-58.3%
Remsenburg	\$1,682,500	84.1%	10	100.0%	12	-52.0%	3.6	-76.0%
Sag Harbor	\$2,250,000	-26.4%	41	115.8%	142	6.0%	10.4	-50.9%
Sagaponack	\$7,400,000	-1.3%	5	0.0%	23	-17.9%	13.8	-17.9%
Southampton	\$2,426,000	-63.5%	69	146.4%	234	1.3%	10.2	-58.9%
Wainscott	\$6,280,000	248.9%	5	400.0%	20	33.3%	12.0	-73.3%
Water Mill	\$2,370,000	-64.2%	35	288.9%	90	3.4%	7.7	-73.4%
Westhampton	\$1,224,000	-30.3%	15	150.0%	13	-45.8%	2.6	-78.3%
Westhampton Beach/ Dunes	\$2,825,000	25.8%	16	23.1%	64	68.4%	12.0	36.4%

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



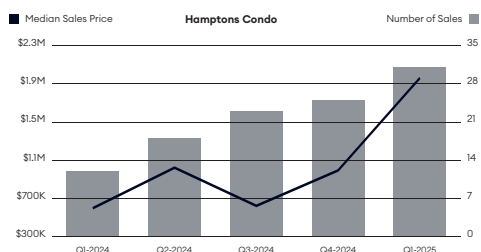
Prepared by Miller Samuel Real Estate Appraisers & Consultants

## Single Family



Hamptons Single Family Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$3,281,221	5.5%	\$3,111,380	-0.9%	\$3,310,883
Median Sales Price	\$2,050,000	13.9%	\$1,800,000	8.9%	\$1,882,644
Number of Sales (Closed)	392	-14.0%	456	81.5%	216
Days on Market (From Last List Date)	120	18.8%	101	11.1%	108
Listing Discount (From Last List Price)	11.4%		10.6%		10.3%
Listing Inventory	1,082	6.8%	1,013	3.3%	1,047
Months of Supply	8.3	23.9%	6.7	-42.8%	14.5

## Condo



Hamptons Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$1,834,512	56.3%	\$1,173,978	69.0%	\$1,085,542
Median Sales Price	\$1,960,000	97.0%	\$995,000	226.5%	\$600,250
Number of Sales (Closed)	31	24.0%	25	158.3%	12
Days on Market (From Last List Date)	248	103.3%	122	16.4%	213
Listing Discount (From Last List Price)	6.7%		7.7%		7.7%
Listing Inventory	99	86.8%	53	230.0%	30
Months of Supply	9.6	50.0%	6.4	28.0%	7.5

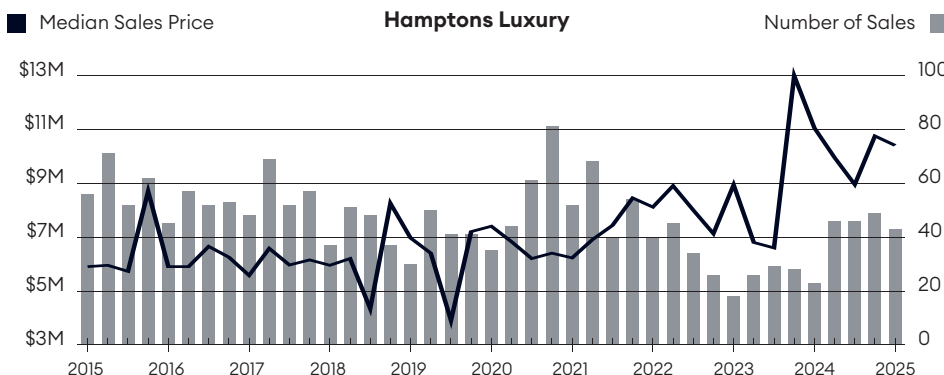
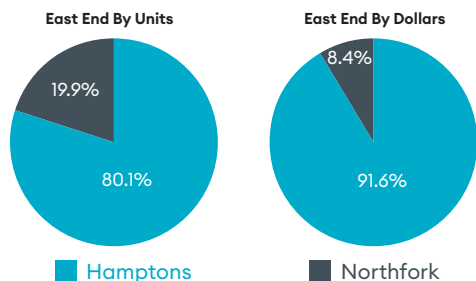
## Luxury



Luxury Matrix (Top 10% of Sales)	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$12,473,047	12.2%	\$11,113,827	-11.8%	\$14,146,130
Median Sales Price	\$10,000,000	-3.4%	\$10,350,000	-6.1%	\$10,650,000
Number of Sales (Closed)	43	-12.2%	49	87.0%	23
Days on Market (From Last List Date)	127	3.3%	123	-20.1%	159
Listing Discount (From Last List Price)	8.3%		9.9%		12.0%
Listing Inventory	342	19.6%	286	6.9%	320
Months of Supply	23.9	36.6%	17.5	-42.7%	41.7
Entry Price Threshold	\$6,200,000	-7.5%	\$6,700,000	-7.5%	\$6,700,000

## 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	92.7%	94.7%
Condo Units	7.3%	5.3%
Single Family Dollars	95.8%	98.2%
Condo Dollars	4.2%	1.8%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Over \$5M	14.7%	14.0%	Over	11.2%	15.4%
\$1M - \$5M	54.6%	39.0%	At	11.2%	13.8%
Under \$1M	30.7%	46.9%	Under	77.5%	70.8%

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

Douglas Elliman Real Estate  
575 Madison Avenue, New York, NY 10022  
212.891.7000 • [elliman.com](http://elliman.com)

Miller Samuel Real Estate Appraisers & Consultants  
21 West 38<sup>th</sup> Street, New York, NY 10018  
212.768.8100 • [millersamuel.com](http://millersamuel.com)