

# Jonathan Miller's Market Overview

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## 1Q-2026 Hamptons Sales

THE HAMPTONS MARKET					
	1Q-2026	%Chg (Qtr)	Q4-2025	%Chg (Yr)	1Q-2025
Average Sales Price	\$4,257,787	13.2%	\$3,762,062	34.1%	\$3,175,197
Median Sales Price	\$2,412,500	3.2%	\$2,337,500	18.3%	\$2,040,000
Number of Sales (Closed)	292	-37.9%	470	-31.0%	423
Days on Market (From Last List Date)	119	-6.3%	127	-9.8%	132
Listing Discount (From Last List Price)	11.6%		9.4%		11.0%
Listing Inventory	1,037	-3.1%	1,070	-10.4%	1,158
Months of Supply	10.7	57.4%	6.8	30.5%	8.2
Bidding War Market Share	14.2%		14.4%		11.2%
<b>MARKET BY PROPERTY TYPE</b>					
<b>SINGLE FAMILY</b>					
	1Q-2026	%Chg (Qtr)	Q4-2025	%Chg (Yr)	1Q-2025
Average Sales Price	\$4,480,165	17.0%	\$3,830,434	36.5%	\$3,281,221
Median Sales Price	\$2,587,500	10.1%	\$2,350,000	26.2%	\$2,050,000
Number of Sales (Closed)	272	-40.0%	453	-30.6%	392
Days on Market (From Last List Date)	108	-15.0%	127	-10.0%	120
Listing Discount (From Last List Price)	13.0%		9.2%		11.4%
Listing Inventory	998	-1.2%	1,010	-7.8%	1,082
Months of Supply	11.0	64.2%	6.7	32.5%	8.3
<b>CONDO</b>					
	1Q-2026	%Chg (Qtr)	Q4-2025	%Chg (Yr)	1Q-2025
Average Sales Price	\$1,251,526	-35.5%	\$1,940,153	-31.8%	\$1,834,512
Median Sales Price	\$980,000	-40.6%	\$1,650,000	-50.0%	\$1,960,000
Number of Sales (Closed)	19	11.8%	17	-38.7%	31
Days on Market (From Last List Date)	245	105.9%	119	-1.2%	248
Listing Discount (From Last List Price)	8.0%		12.5%		6.7%
Listing Inventory	39	-35.0%	60	-48.7%	76
Months of Supply	6.2	-41.5%	10.6	-16.2%	7.4
<b>LUXURY [highest 10% of all sales]</b>					
	1Q-2026	%Chg (Qtr)	Q4-2025	%Chg (Yr)	1Q-2025
Average Sales Price	\$18,028,638	20.8%	\$14,921,563	44.5%	\$12,473,047
Median Sales Price	\$13,000,000	14.0%	\$11,400,000	30.0%	\$10,000,000
Number of Sales (Closed)	30	-37.5%	48	-30.2%	43
Days on Market (From Last List Date)	86	-44.2%	154	-32.3%	127
Listing Discount (From Last List Price)	8.4%		11.0%		8.3%
Listing Inventory	220	-16.0%	262	-35.7%	342
Months of Supply	22.0	34.1%	16.4	-7.9%	23.9
Entry Price Threshold	\$8,300,000	12.5%	\$7,375,000	33.9%	\$6,200,000

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1Q26 Hamptons Single Family + Condo	Avg Sales Price	Avg SP YOY	Avg Listing Price	YOY	Listings	In Contract	Sales
Amagansett	\$7,823,867	-11.9%	\$7,706,509	-28.1%	52	12	15
Bridgehampton	\$9,097,600	69.2%	\$9,416,016	60.6%	62	11	10
East Hampton	\$4,628,403	55.0%	\$4,753,370	43.0%	218	92	59
East Quogue	\$1,659,167	71.2%	\$1,760,376	68.8%	23	5	15
Hampton Bays	\$1,193,706	11.9%	\$1,205,643	7.1%	82	15	28
Montauk	\$1,943,500	-47.3%	\$2,499,341	-38.9%	75	10	10
Quogue/Quogue	\$2,231,833	-20.4%	\$2,336,729	-26.1%	24	2	6
Remsenburg	\$2,229,200	-3.8%	\$2,255,950	-15.0%	18	3	5
Sag Harbor	\$4,034,997	35.5%	\$4,051,137	16.3%	141	46	32
Sagaponack	\$15,212,500	106.1%	\$15,212,500	88.5%	19	6	4
Southampton	\$5,454,570	52.8%	\$5,765,480	46.2%	191	51	50
Wainscott	\$3,058,500	-53.4%	\$3,364,350	-54.6%	34	7	6
Water Mill	\$6,447,167	99.7%	\$6,859,786	102.8%	10	18	15
Westhampton	\$2,021,538	48.2%	\$2,080,163	35.6%	27	13	13
Westhampton Beach/Dunes	\$2,761,706	-4.5%	\$3,013,021	-8.6%	33	9	17

Compiled by Jonathan Miller

1Q26 Hamptons Single Family + Condo	Median Sales Price	Median SP YOY%	Sales	Sales YOY%	Inventory	Inventory YOY%	MOS*	MOS YOY%
Amagansett	\$4,550,000	16.7%	15	-25.0%	52	6.1%	10.4	40.5%
Bridgehampton	\$9,075,000	212.9%	10	-52.4%	62	-1.6%	18.6	106.7%
East Hampton	\$2,625,000	21.8%	59	-22.4%	218	-6.0%	11.1	20.7%
East Quogue	\$1,350,000	59.4%	15	-25.0%	23	0.0%	4.6	31.4%
Hampton Bays	\$982,500	15.6%	28	-36.4%	82	36.7%	8.8	114.6%
Montauk	\$1,775,000	-16.3%	10	-28.6%	75	-25.7%	22.5	4.2%
Quogue/Quogue	\$1,815,000	-17.0%	6	-66.7%	24	-20.0%	12.0	140.0%
Remsenburg	\$1,690,000	0.4%	5	-50.0%	18	50.0%	10.8	200.0%
Sag Harbor	\$3,387,500	50.6%	32	-22.0%	141	-0.7%	13.2	26.9%
Sagaponack	\$15,750,000	112.8%	4	-20.0%	19	-17.4%	14.3	3.6%
Southampton	\$2,625,000	8.2%	50	-27.5%	191	-18.4%	11.5	12.7%
Wainscott	\$2,805,000	-55.3%	6	20.0%	34	70.0%	17.0	41.7%
Water Mill	\$6,337,500	167.4%	15	-57.1%	10	-88.9%	2.0	-74.0%
Westhampton	\$1,350,000	10.3%	13	-13.3%	27	107.7%	6.2	138.5%
Westhampton Beach/Dunes	\$1,775,000	-37.2%	17	6.3%	33	-19.5%	5.8	-24.7%

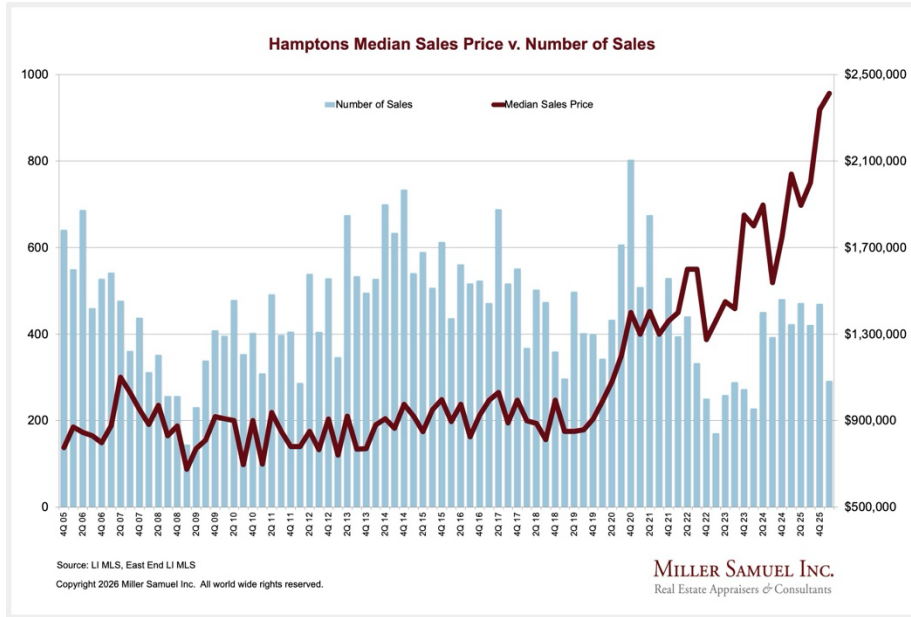
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\*Months of Supply: The number of months to sell all listing inventory at the current sales rate

## Takeaways

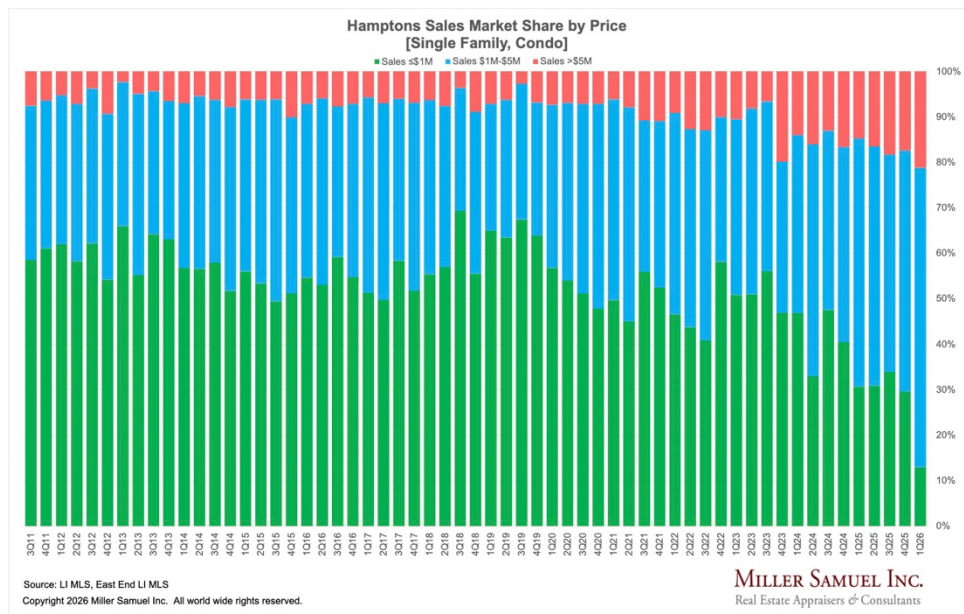
- Median and average sales prices surged to all-time highs, driven by the market's shift to the high end.
- Listing inventory declined annually for the second time in three quarters, restraining sales, which were 16.6% below the first quarter average for the decade.
- The share of sales above the \$5 million threshold was the highest on record, and the share of sales below \$1 million was the lowest on record.

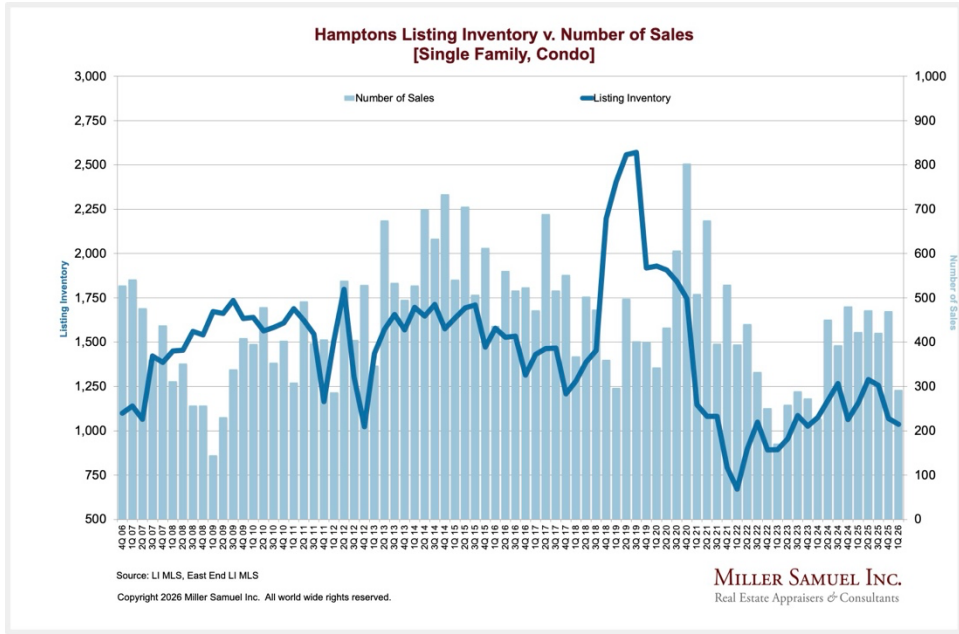
# Hamptons Market Continues Shift To Higher Elevations



The median sales price for the Hamptons surged 18.3% annually to \$2,412,500, the highest on record, and for the third time in five quarters, a new high was reached. The average sales price also surged 34.1% to \$4,257,787, the highest on record, and the second time it exceeded the \$4 million threshold

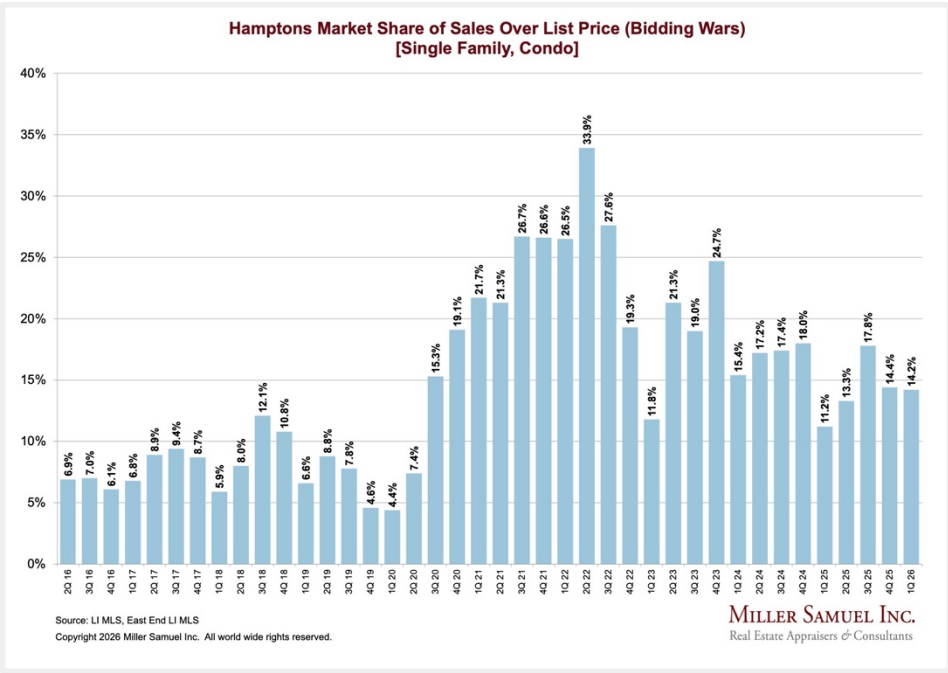
The market share of sales above the \$5 million threshold that closed in the quarter was 21.2%, the highest on record. Without adjusting for inflation, the market share above that threshold was 7.1% in 1Q16, a decade earlier.

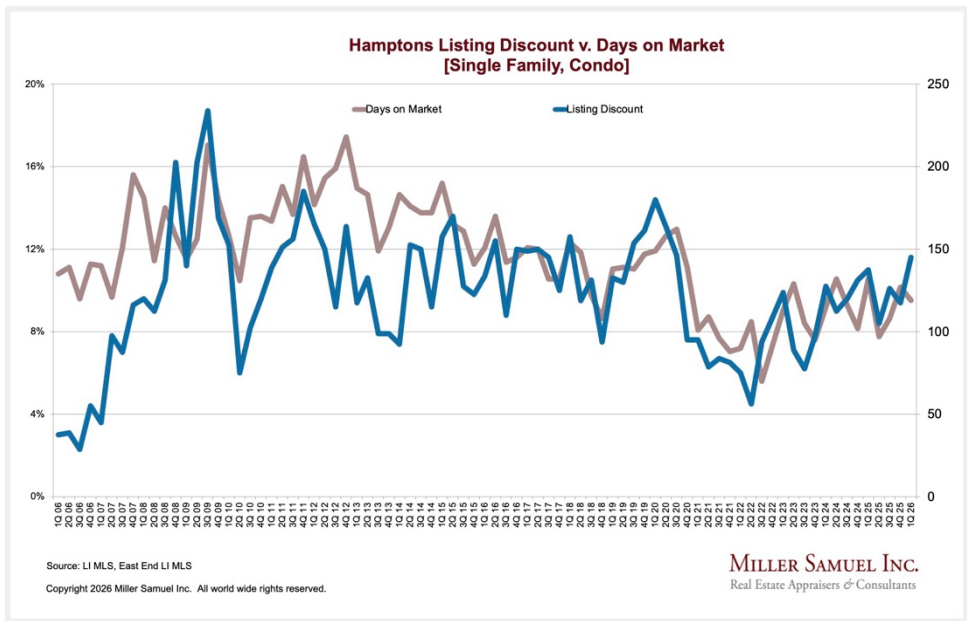




Coming out of the pandemic in 2022, listing inventory has not yet recovered to typical pre-pandemic levels of the prior decade. This lack of supply continues to place upward pressure on prices.

Evidence of upward price pressure remains evident in the bidding war market share metric. Current market share levels have remained at double or triple the market share of the pre-pandemic era.





With lower listing inventory, days on market, and listing discounts, the market is slightly shorter/tighter than the pre-pandemic era.

## Final Thoughts

The elevated share of bidding wars and tighter marketing times reinforces the idea that this is not a thin, speculative market, but one driven by high-end buyers drawn to the East End. Demand has been driven by high compensation on Wall Street and robust financial markets over the past few years.