

# Elliman Report

## Q4-2021 Hamptons, NY Sales

### Condo & Single Family Dashboard

YEAR-OVER-YEAR

- **2.9%**  
Prices  
Median Sales Price

- **2.0 mos**  
Pace  
Months of Supply

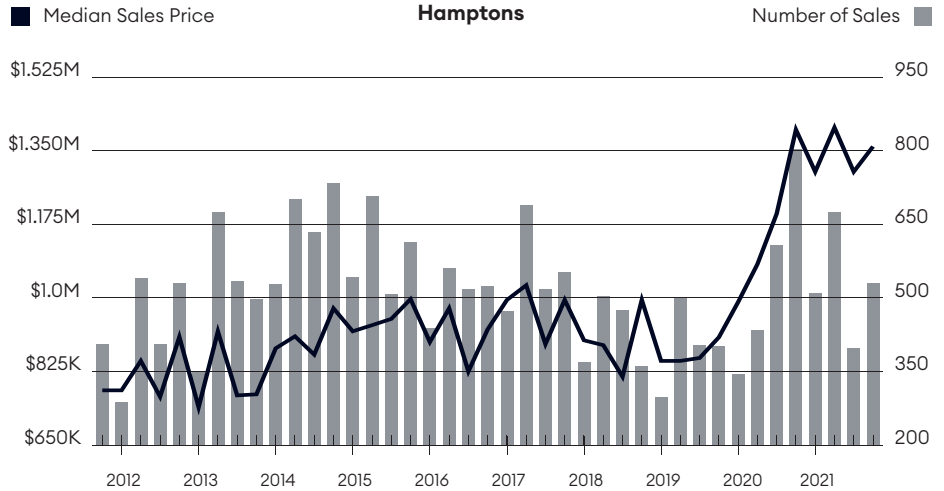
- **34.0%**  
Sales  
Closed Sales

- **54.5%**  
Inventory  
Total Inventory

- **51 days**  
Marketing Time  
Days on Market

- **1.1%**  
Negotiability  
Listing Discount

- Average and median sales prices were at a record and near-record levels respectively in the final quarter of 2021
- Listing inventory dropped annually at the fastest rate on record, to a new low
- Bidding wars were incurred during one out of four sales for the second consecutive quarter
- The pace of the market remained blistering, reaching the fastest rate recorded



Hamptons Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$2,515,546	8.7%	\$2,314,466	12.9%	\$2,228,932
Median Sales Price	\$1,360,000	4.6%	\$1,300,000	-2.9%	\$1,400,000
Number of Sales (Closed)	530	33.5%	397	-34.0%	803
Days on Market (From Last List Date)	88	-8.3%	96	-36.7%	139
Listing Discount (From Last List Price)	6.5%		6.7%		7.6%
Listing Inventory	794	-26.5%	1,081	-54.5%	1,745
Months of Supply	4.5	-45.1%	8.2	-30.8%	6.5
Year-to-Date	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price (YTD)	\$2,346,430	N/A	N/A	10.5%	\$2,123,969
Median Sales Price (YTD)	\$1,350,000	N/A	N/A	12.3%	\$1,202,500
Number of Sales (YTD)	2,111	N/A	N/A	-3.4%	2,186

**The sharp drop in listing inventory has restrained sales activity over the past two quarters.**

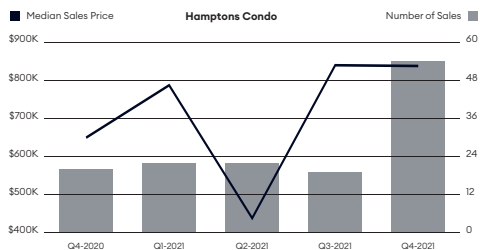
Listing inventory declines accelerated, unable to keep pace with heavy demand. As a result, lower supply restrained potential sales in the second half of 2021, driving housing prices higher. Listing inventory plunged year over year at a record rate of 54.5% to a new low of 794, also down 58.6% below pre-pandemic levels. As a result, sales dropped 34% annually to 530 but were still 32.5% above pre-pandemic levels. With listing inventory falling much faster than sales, the pace of the market was the fastest

in history. Months of supply, the number of months to sell all supply at the current sales rate, was 4.5 months, 30.8% faster than the same period last year and 68.8% faster than the pre-pandemic rate. With the brisk pace and listing inventory at new lows, average sales price reached a new high as median sales price was the second-highest on record. Consistent with these conditions, the market share of bidding wars reached 26.6%, the second-highest level tracked and second only to the prior quarter result of 26.7%.



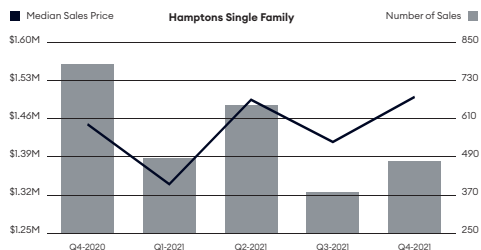
Prepared by Miller Samuel Real Estate Appraisers & Consultants

## Condo



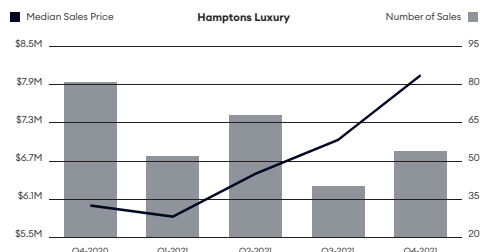
Hamptons Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,002,113	37.5%	\$729,058	52.0%	\$659,475
Median Sales Price	\$838,050	-0.2%	\$840,000	28.9%	\$650,000
Number of Sales (Closed)	54	184.2%	19	170.0%	20
Days on Market (From Last List Date)	134	112.7%	63	-14.6%	157
Listing Discount (From Last List Price)	3.5%		5.1%		7.8%
Listing Inventory	23	-23.3%	30	-56.6%	53
Months of Supply	1.3	-72.3%	4.7	-83.8%	8.0

## Single Family



Hamptons Single Family Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$2,687,238	12.2%	\$2,394,156	18.4%	\$2,269,021
Median Sales Price	\$1,500,250	5.8%	\$1,417,500	3.5%	\$1,450,000
Number of Sales (Closed)	476	25.9%	378	-39.2%	783
Days on Market (From Last List Date)	84	-15.2%	99	-39.1%	138
Listing Discount (From Last List Price)	6.6%		6.7%		7.6%
Listing Inventory	771	-26.6%	1,051	-54.4%	1,692
Months of Supply	4.9	-41.0%	8.3	-24.6%	6.5

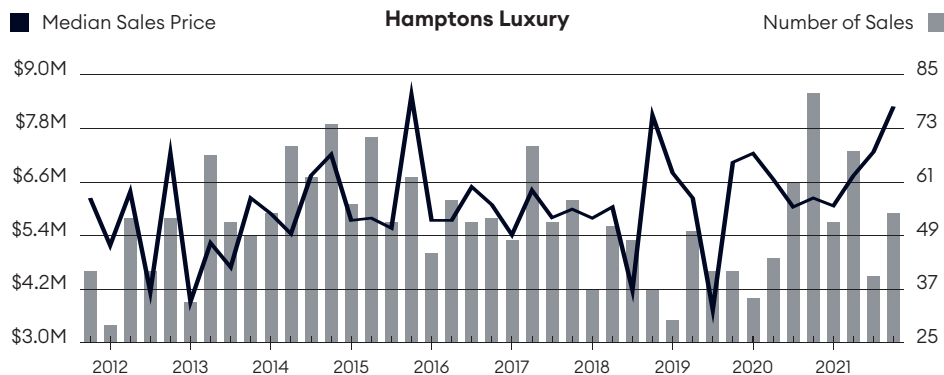
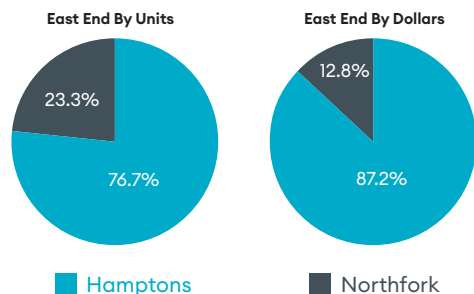
## Luxury



Luxury Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$10,730,796	15.4%	\$9,295,969	21.7%	\$8,815,272
Median Sales Price	\$8,050,000	14.5%	\$7,032,500	34.2%	\$6,000,000
Number of Sales (Closed)	54	35.0%	40	-33.3%	81
Days on Market (From Last List Date)	140	-41.9%	241	-15.7%	166
Listing Discount (From Last List Price)	8.9%		8.7%		8.0%
Listing Inventory	282	-23.6%	369	-44.3%	506
Months of Supply	15.7	-43.3%	27.7	-16.0%	18.7
Entry Price Threshold	\$5,200,000	2.0%	\$5,100,000	21.1%	\$4,295,000

## 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	89.8%	97.5%
Condo Units	10.2%	2.5%
Single Family Dollars	95.9%	99.3%
Condo Dollars	4.1%	0.7%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Over \$5M	10.9%	7.1%	Over	26.6%	19.1%
\$1M - \$5M	36.6%	45.0%	At	13.1%	11.6%
Under \$1M	52.5%	47.9%	Under	60.3%	69.3%

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)

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