

Elliman Report

Q2-2022 Hamptons, NY Sales

Condo & Single Family Dashboard

YEAR-OVER-YEAR

+ 13.9%
Prices
Median Sales Price

+ 1.3 mos
Pace
Months of Supply

- 34.7%
Sales
Closed Sales

- 17.1%
Inventory
Total Inventory

- 3 days
Marketing Time
Days on Market

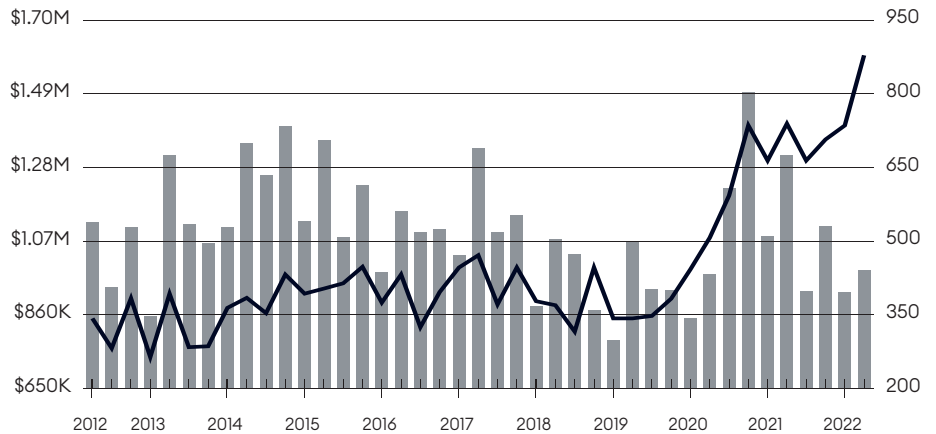
- 1.8%
Negotiability
Listing Discount

- Median sales price has reached both record and near-record levels for nine consecutive quarters
- Bidding wars accounted for one out of three sales during the quarter
- Listing inventory rose quarter over quarter from a new low to the third lowest on record
- The number of sales fell sharply year over year, restrained by a combination of low supply and rising mortgage rates

■ Median Sales Price

Hamptons

■ Number of Sales



Hamptons Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$2,905,209	10.8%	\$2,620,899	20.2%	\$2,416,521
Median Sales Price	\$1,600,000	14.3%	\$1,400,001	13.9%	\$1,405,000
Number of Sales (Closed)	441	11.6%	395	-34.7%	675
Days on Market (From Last List Date)	106	17.8%	90	-2.8%	109
Listing Discount (From Last List Price)	4.5%		6.0%		6.3%
Listing Inventory	896	33.5%	671	-17.1%	1,081
Months of Supply	6.1	19.6%	5.1	27.1%	4.8
Year-to-Date	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price (YTD)	\$2,770,876	N/A	N/A	21.5%	\$2,281,445
Median Sales Price (YTD)	\$1,525,000	N/A	N/A	12.1%	\$1,360,009
Number of Sales (YTD)	836	N/A	N/A	-29.4%	1,184

Price trend indicators continued to press higher as sales slowed.

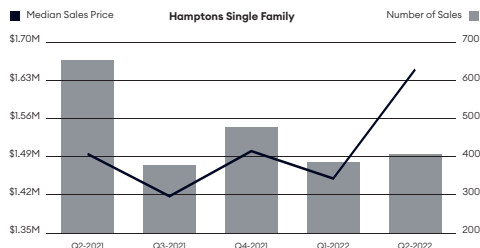
Single family median sales price rose 10.4% annually to \$1,650,000, a new record and the seventh of nine quarters with record and near-record results. The median sales price was 87.5% above pre-pandemic levels. Single family sales fell 37.8% from the prior-year quarter to 406 as listing inventory surged 33.1% quarter over quarter to 877, still the third lowest level on record. Despite the increase in supply, listing inventory was 64% below pre-pandemic levels and was roughly half the second quarter decade average of 1,490. With the decline in sales and increase

in listing inventory, months of supply, the number of months to sell all single family listing inventory at the current sales rate was 6.5 months, a brisk market pace and 21.7% faster than the decade average of 8.3 for the second quarter. The market share of bidding wars rose to a record 36.1%. Condo's median sales price more than doubled year over year to \$908,000 and was 40.2% above pre-pandemic levels. Condo sales surged by 59.1% from the prior-year quarter to 35 as condo listing inventory dropped 54.8% to 19 and 83.9% below pre-pandemic levels.



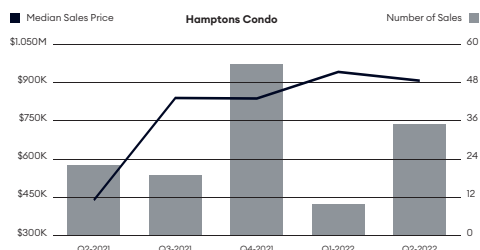
Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single Family



Hamptons Single Family Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$3,029,585	13.7%	\$2,664,628	22.2%	\$2,478,338
Median Sales Price	\$1,650,000	13.8%	\$1,450,000	10.4%	\$1,495,000
Number of Sales (Closed)	406	5.5%	385	-37.8%	653
Days on Market (From Last List Date)	103	17.0%	88	-8.0%	112
Listing Discount (From Last List Price)	4.5%		6.0%		6.3%
Listing Inventory	877	33.1%	659	-15.6%	1,039
Months of Supply	6.5	27.5%	5.1	35.4%	4.8

Condo



Hamptons Condo Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$1,462,437	56.0%	\$937,350	151.4%	\$581,682
Median Sales Price	\$908,000	-3.7%	\$942,500	107.0%	\$438,750
Number of Sales (Closed)	35	250.0%	10	59.1%	22
Days on Market (From Last List Date)	146	-2.7%	150	124.6%	65
Listing Discount (From Last List Price)	6.1%		6.2%		4.6%
Listing Inventory	19	58.3%	12	-54.8%	42
Months of Supply	1.6	-55.6%	3.6	-71.9%	5.7

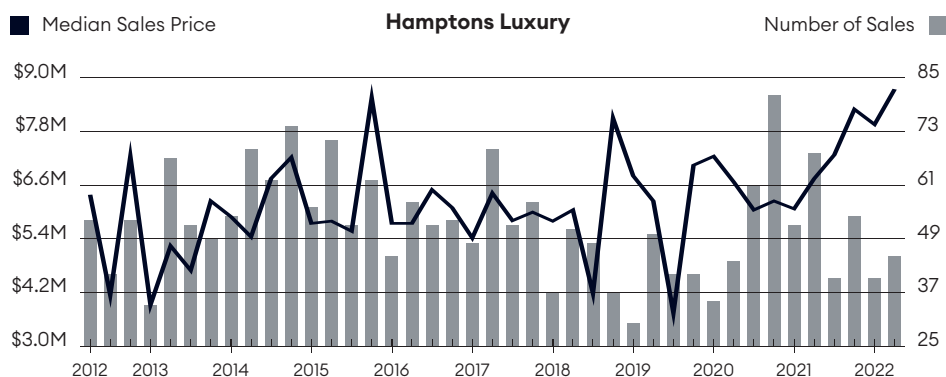
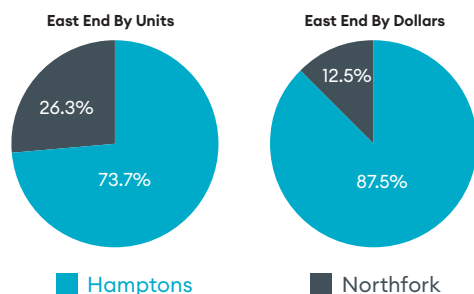
Luxury



Luxury Matrix (Top 10% of Sales)	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$12,093,041	-0.1%	\$12,102,413	16.8%	\$10,352,899
Median Sales Price	\$8,500,000	10.2%	\$7,711,250	30.8%	\$6,500,000
Number of Sales (Closed)	45	12.5%	40	-33.8%	68
Days on Market (From Last List Date)	234	101.7%	116	49.0%	157
Listing Discount (From Last List Price)	5.9%		6.6%		6.4%
Listing Inventory	333	-5.9%	354	-27.6%	460
Months of Supply	22.2	-16.5%	26.6	9.4%	20.3
Entry Price Threshold	\$5,775,000	20.3%	\$4,800,000	31.3%	\$4,400,000

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	92.1%	96.7%
Condo Units	7.9%	3.3%
Single Family Dollars	96.0%	99.2%
Condo Dollars	4.0%	0.8%

Price	Current Quarter	Prior Year Quarter
Over \$5M	12.7%	7.9%
\$1M - \$5M	43.5%	47.1%
Under \$1M	43.8%	45.0%

Over/Under Last List	Current Quarter	Prior Year Quarter
Over	33.9%	21.3%
At	15.5%	15.6%
Under	50.6%	63.2%

Questions or comments? Email report author
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Methodology: [millersamuel.com/research-reports/methodology](https://www.millersamuel.com/research-reports/methodology)

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