

ELLIMAN

REPORT

Q4 2018

HAMPTONS SALES

Highlights of the Quarterly Survey of Residential Sales

“ Median sales price stabilized as sales declined, and listing inventory expanded. ”

The Hamptons Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$2,006,610	13.1%	\$1,774,043	9.1%	\$1,839,641
Median Sales Price	\$995,000	3.1%	\$965,000	0.0%	\$995,000
Number of Sales (Closed)	360	-19.6%	448	-34.8%	552
Days on Market (From Last List Date)	108	-12.2%	123	-18.2%	132
Listing Discount (From Last List Price)	7.5%		10.9%		10.0%
Listing Inventory	2,197	51.2%	1,453	81.9%	1,208
Months of Supply	18.3	88.7%	9.7	177.3%	6.6
Year-to-Date	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$1,857,429	N/A	N/A	3.4%	\$1,795,617
Median Sales Price	\$958,167	N/A	N/A	-1.7%	\$974,500
Number of Sales	1,954	N/A	N/A	-12.4%	2,230

There were 360 sales in the fourth quarter, down 34.8% year over year to the lowest fourth quarter total in a decade.

With the cooling sales, listing inventory expanded. There were 2,197 listings at the end of the quarter, up 81.9% from the year-ago quarter.

The median sales price for the Hamptons was unchanged at \$995,000 from the prior year quarter. Average sales price rose 9.1% to \$2,006,610 from the same period last year and the third increase in the past four quarters.

Luxury median sales price jumped 36.5% year over year to \$7,850,000 reaching its highest level in three years.

Luxury listing inventory has been expanding year over year for six consecutive quarters to the highest level tracked in seven years.