

# Elliman Report

## Q3-2021 Hamptons, NY Sales

### Condo & Single Family Dashboard

YEAR-OVER-YEAR

**+ 8.3%**  
Prices  
Median Sales Price

**- 0.9 mos**  
Pace  
Months of Supply

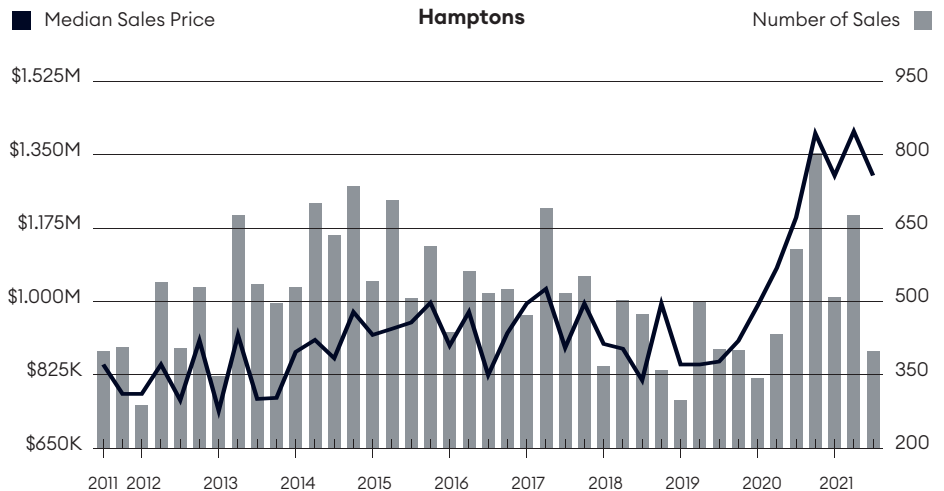
**- 34.6%**  
Sales  
Closed Sales

**- 41.3%**  
Inventory  
Total Inventory

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

**- 5.0%**  
Negotiability  
Listing Discount

- Price trend indicators rose annually to near-record levels and more than fifty percent above the same period two years ago
- Listing inventory fell at a near-record rate year over year to the third-lowest level on record, restraining sales
- More than one out of four sales that closed in the quarter sold above the last asking price
- The market share of sales above \$5 million was the highest tracked since at least 2006



| Hamptons Matrix                         | Q3-2021     | %Δ (QTR) | Q2-2021     | %Δ (YR) | Q3-2020     |
|---|-------------|----------|-------------|---------|-------------|
| Average Sales Price                     | \$2,314,466 | -4.2%    | \$2,416,521 | 15.2%   | \$2,008,595 |
| Median Sales Price                      | \$1,300,000 | -7.5%    | \$1,405,000 | 8.3%    | \$1,200,000 |
| Number of Sales (Closed)                | 397         | -41.2%   | 675         | -34.6%  | 607         |
| Days on Market (From Last List Date)    | 96          | -11.9%   | 109         | -40.7%  | 162         |
| Listing Discount (From Last List Price) | 6.7%        |          | 6.3%        |         | 11.7%       |
| Listing Inventory                       | 1,081       | 0.0%     | 1,081       | -41.3%  | 1,842       |
| Months of Supply                        | 8.2         | 70.8%    | 4.8         | -9.9%   | 9.1         |
| Year-to-Date                            | Q3-2021     | %Δ (QTR) | Q2-2021     | %Δ (YR) | Q3-2020     |
| Average Sales Price (YTD)               | \$2,289,736 | N/A      | N/A         | 11.0%   | \$2,063,025 |
| Median Sales Price (YTD)                | \$1,350,000 | N/A      | N/A         | 21.3%   | \$1,112,500 |
| Number of Sales (YTD)                   | 1,581       | N/A      | N/A         | 14.3%   | 1,383       |

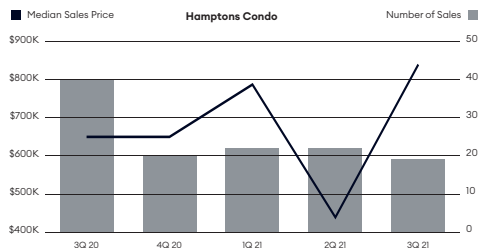
### Prices continued to rise and set records as market strength shifted towards higher-end.

While average and median sales price rose to near-record levels, comparisons with the same period two years ago, before the pandemic, showed more significant gains. This difference in performance was reflective of the weak conditions that existed at the high-end of the market in 2019. This quarter's median sales price rose by 8.3% year over year to \$1,300,000, the third-highest on record, but was 51.7% above the same period two years ago. Average sales price followed the same pattern. Besides the shift towards larger properties, a key driver

of price growth has been the chronic lack of listing inventory. Market supply plummeted 41.3% year over year to 1,081, the third-lowest on record and 58% below the same period two years ago. Listing inventory had been falling year over year for eight straight quarters, finally restraining sales. The number of sales fell 34.6% to 397, the first annual drop in five quarters. The decline in activity reflected a lack of supply, as evidenced by the 26.7% market share of bidding wars. More than one out of four sales in the quarter closed above the last asking price.

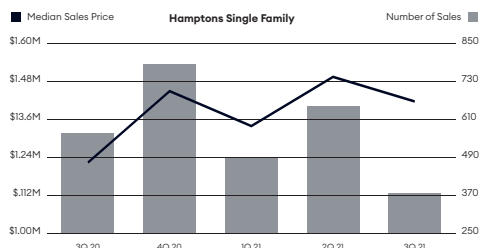


## Condo



| Hamptons Condo Matrix                   | Q3-2021   | %Δ (QTR) | Q2-2021   | %Δ (YR) | Q3-2020   |
|---|-----------|----------|-----------|---------|-----------|
| Average Sales Price                     | \$729,058 | 25.3%    | \$581,682 | -17.8%  | \$887,177 |
| Median Sales Price                      | \$840,000 | 91.5%    | \$438,750 | 29.2%   | \$650,000 |
| Number of Sales (Closed)                | 19        | -13.6%   | 22        | -52.5%  | 40        |
| Days on Market (From Last List Date)    | 63        | -3.1%    | 65        | -71.1%  | 218       |
| Listing Discount (From Last List Price) | 5.1%      |          | 4.6%      |         | 13.3%     |
| Listing Inventory                       | 30        | -28.6%   | 42        | -61.0%  | 77        |
| Months of Supply                        | 4.7       | -17.5%   | 5.7       | -19.0%  | 5.8       |

## Single Family



| Hamptons Single Family Matrix           | Q3-2021     | %Δ (QTR) | Q2-2021     | %Δ (YR) | Q3-2020     |
|---|-------------|----------|-------------|---------|-------------|
| Average Sales Price                     | \$2,394,156 | -3.4%    | \$2,478,338 | 14.7%   | \$2,087,708 |
| Median Sales Price                      | \$1,417,500 | -5.2%    | \$1,495,000 | 15.7%   | \$1,225,000 |
| Number of Sales (Closed)                | 378         | -42.1%   | 653         | -33.3%  | 567         |
| Days on Market (From Last List Date)    | 99          | -11.6%   | 112         | -36.5%  | 156         |
| Listing Discount (From Last List Price) | 6.7%        |          | 6.3%        |         | 11.7%       |
| Listing Inventory                       | 1,051       | 1.2%     | 1,039       | -40.5%  | 1,765       |
| Months of Supply                        | 8.3         | 72.9%    | 4.8         | -10.8%  | 9.3         |

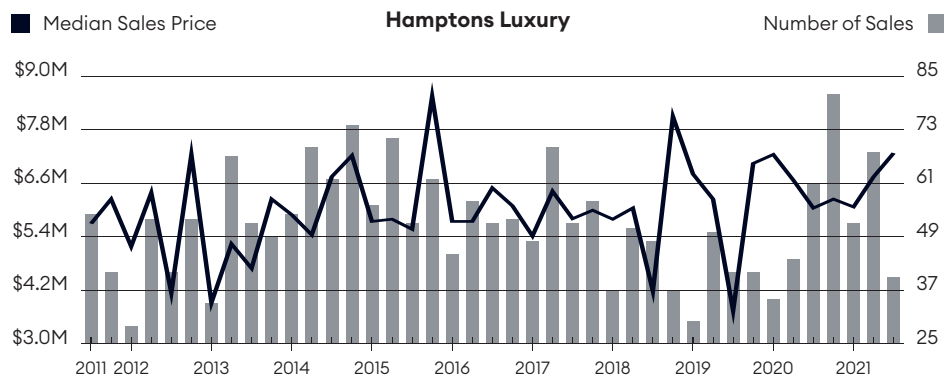
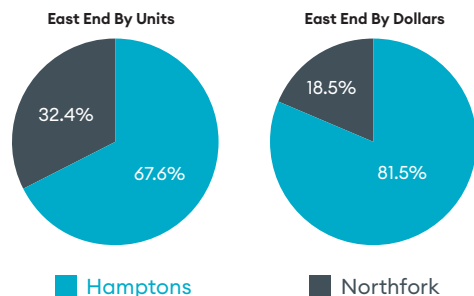
## Luxury



| Luxury Matrix                           | Q3-2021     | %Δ (QTR) | Q2-2021      | %Δ (YR) | Q3-2020     |
|---|-------------|----------|--------------|---------|-------------|
| Average Sales Price                     | \$9,295,969 | -10.2%   | \$10,352,899 | 20.6%   | \$7,706,962 |
| Median Sales Price                      | \$7,032,500 | 8.2%     | \$6,500,000  | 21.3%   | \$5,800,000 |
| Number of Sales (Closed)                | 40          | -41.2%   | 68           | -34.4%  | 61          |
| Days on Market (From Last List Date)    | 241         | 53.5%    | 157          | 27.5%   | 189         |
| Listing Discount (From Last List Price) | 8.7%        |          | 6.4%         |         | 16.3%       |
| Listing Inventory                       | 369         | -19.8%   | 460          | -41.5%  | 631         |
| Months of Supply                        | 27.7        | 36.5%    | 20.3         | -10.6%  | 31.0        |
| Entry Price Threshold                   | \$5,100,000 | 15.9%    | \$4,400,000  | 21.6%   | \$4,195,000 |

## 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   | 95.2%           | 93.4%              |
| Condo Units           | 4.8%            | 6.6%               |
| Single Family Dollars | 98.5%           | 97.1%              |
| Condo Dollars         | 1.5%            | 2.9%               |

| Price       | Current Quarter | Prior Year Quarter | Over/Under Last List | Current Quarter | Prior Year Quarter |
|-------------|-----------------|--------------------|----------------------|-----------------|--------------------|
| Over \$5M   | 10.8%           | 7.1%               | Over                 | 26.7%           | 15.3%              |
| \$1M - \$5M | 33.2%           | 41.7%              | At                   | 18.0%           | 13.5%              |
| Under \$1M  | 55.9%           | 51.2%              | Under                | 55.3%           | 71.2%              |

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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