

Elliman Report

Q4-2020 Hamptons, NY Sales

Condo & Single Family Dashboard

YEAR-OVER-YEAR

+ 54.5%
Prices
Median Sales Price

- 7.9 mos
Pace
Months of Supply

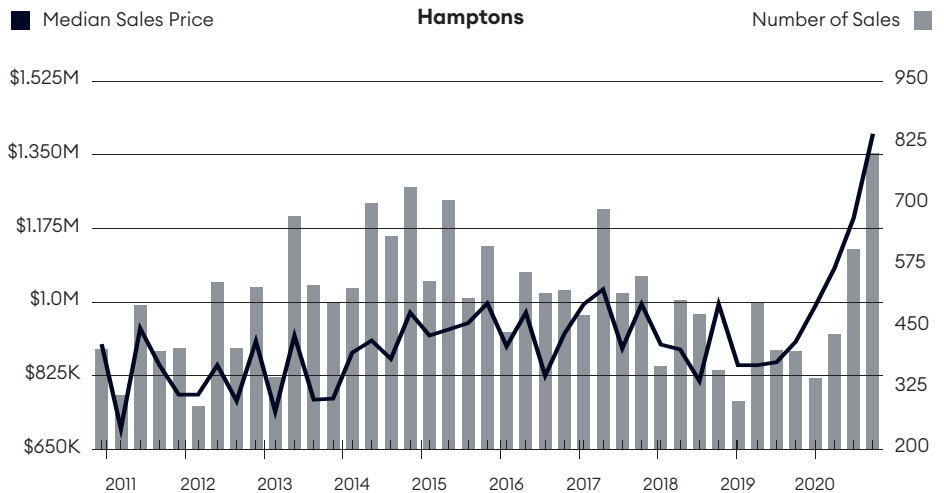
+ 100.8%
Sales
Closed Sales

- 9.1%
Inventory
Total Inventory

- 8 days
Marketing Time
Days on Market

- 5.3%
Negotiability
Listing Discount

- Median sales price reached a new record for the second straight quarter after fifteen years of tracking
- Sales surged annually at the highest rate in a decade to the most quarterly sales in at least fifteen years
- Listing inventory fell year over year for the fifth consecutive quarter
- Highest market share of bidding wars in nearly five years of tracking



Hamptons Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$2,228,932	11.0%	\$2,008,595	16.8%	\$1,908,303
Median Sales Price	\$1,400,000	16.7%	\$1,200,000	54.5%	\$906,250
Number of Sales (Closed)	803	32.3%	607	100.8%	400
Days on Market (From Last List Date)	139	-14.2%	162	-5.4%	147
Listing Discount (From Last List Price)	7.6%		11.7%		12.9%
Listing Inventory	1,745	-5.3%	1,842	-9.1%	1,919
Months of Supply	6.5	-28.6%	9.1	-54.9%	14.4
Year-to-Date	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price (YTD)	\$2,123,969	N/A	N/A	26.6%	\$1,677,606
Median Sales Price (YTD)	\$1,202,500	N/A	N/A	39.8%	\$860,000
Number of Sales (YTD)	2,186	N/A	N/A	36.9%	1,597

With falling supply and surging sales, and aided by record-low mortgage rates, the market pace was the fastest recorded since at least 2007.

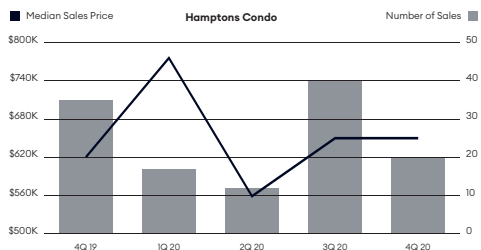
The Hamptons market continued to be one of the best performers in the New York City metro area with record prices and sales. Median sales price surged by 54.5% year over year to a record of \$1,400,000, skewed by the shift to higher-end properties. A record 52.1% market share evidenced this for sales above the \$1 million threshold, the highest level reached in at least nine years. The average sales price surged 16.8% to \$2,228,932 annually from the prior-year quarter. The surge in activity continued as

sales reached a new quarterly record of 803, more than double the prior-year quarter. Listing inventory fell 9.1% to 1,745 over the same period for the fifth straight month of annual declines. The result of surging sales and falling listing inventory was a much faster market pace. Months of supply, the number of months to sell all listing inventory at the current sales rate, was 6.5 months, the fastest moving quarter in three and a half years.



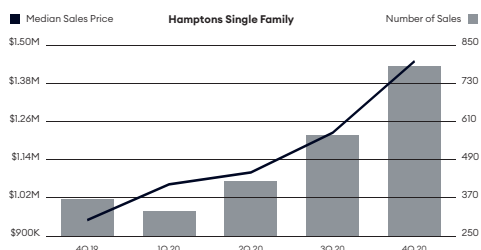
Prepared by Miller Samuel Real Estate Appraisers & Consultants

Condo



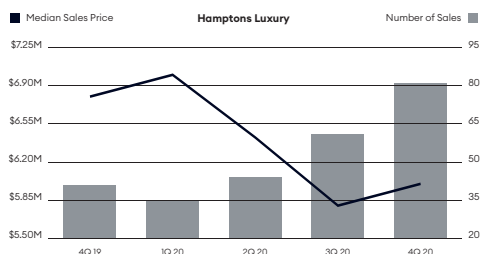
Hamptons Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$659,475	-25.7%	\$887,177	-14.0%	\$766,676
Median Sales Price	\$650,000	0.0%	\$650,000	4.8%	\$620,000
Number of Sales (Closed)	20	-50.0%	40	-42.9%	35
Days on Market (From Last List Date)	157	-28.0%	218	-9.2%	173
Listing Discount (From Last List Price)	7.8%		13.3%		11.4%
Listing Inventory	53	-31.2%	77	-39.8%	88
Months of Supply	8.0	37.9%	5.8	6.7%	7.5

Single Family



Hamptons Single Family Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$2,269,021	8.7%	\$2,087,708	12.5%	\$2,017,774
Median Sales Price	\$1,450,000	18.4%	\$1,225,000	52.6%	\$950,000
Number of Sales (Closed)	783	38.1%	567	114.5%	365
Days on Market (From Last List Date)	138	-11.5%	156	-4.2%	144
Listing Discount (From Last List Price)	7.6%		11.7%		13.0%
Listing Inventory	1,692	-4.1%	1,765	-7.6%	1,831
Months of Supply	6.5	-30.1%	9.3	-56.7%	15.0

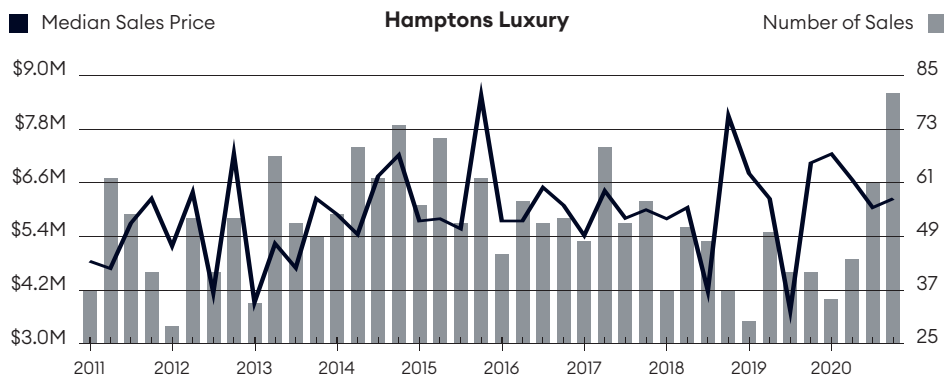
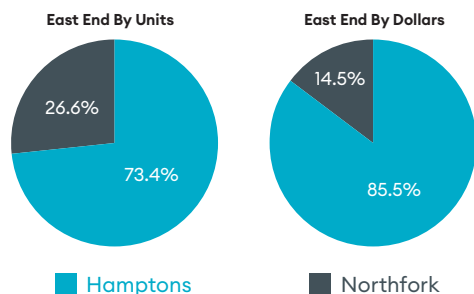
Luxury



Luxury Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$8,815,272	14.4%	\$7,706,962	0.5%	\$8,767,667
Median Sales Price	\$6,000,000	3.4%	\$5,800,000	-11.8%	\$6,800,000
Number of Sales (Closed)	81	32.8%	61	97.6%	41
Days on Market (From Last List Date)	166	-12.2%	189	-18.2%	203
Listing Discount (From Last List Price)	8.0%		16.3%		13.4%
Listing Inventory	0	-100.0%	631	-100.0%	508
Months of Supply	0.0	-100.0%	31.0	-100.0%	37.2
Entry Price Threshold	\$4,295,000	2.4%	\$4,195,000	14.5%	\$3,750,000

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	97.5%	91.3%
Condo Units	2.5%	8.8%
Single Family Dollars	99.3%	96.5%
Condo Dollars	0.7%	3.5%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Over \$5M	7.1%	6.8%	Over	19.1%	4.6%
\$1M - \$5M	45.0%	29.3%	At	11.6%	8.0%
Under \$1M	47.9%	64.0%	Under	69.3%	87.3%

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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