

# Elliman Report

## Q3-2020 Hamptons, NY Sales

### Condo & Single Family Dashboard

YEAR-OVER-YEAR

**+ 40.0%**  
Prices  
Median Sales Price

**- 10.1 mos**  
Pace  
Months of Supply

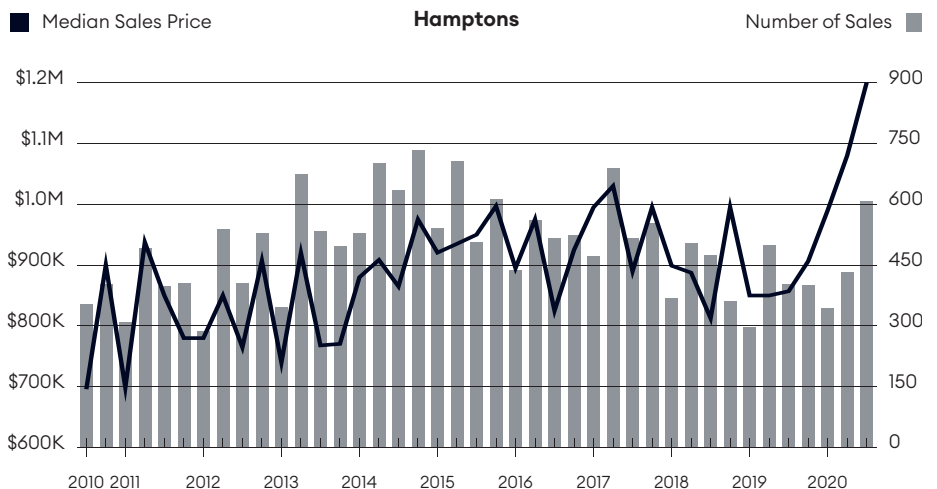
**+ 51.0%**  
Sales  
Closed Sales

**- 28.4%**  
Inventory  
Total Inventory

**+ 24 days**  
Marketing Time  
Days on Market

**- 0.6%**  
Negotiability  
Listing Discount

- Highest median sales price reached during fifteen years of tracking
- Largest year over year surge in sales in nearly seven years
- Listing inventory fell annually for the fourth straight quarter
- Marketing time expanded annually for the fifth straight quarter as older listings were sold off



Hamptons Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$2,008,595	-3.9%	\$2,090,761	46.0%	\$1,375,772
Median Sales Price	\$1,200,000	11.1%	\$1,080,000	40.0%	\$857,000
Number of Sales (Closed)	607	40.2%	433	51.0%	402
Days on Market (From Last List Date)	162	2.5%	158	17.4%	138
Listing Discount (From Last List Price)	11.7%		13.1%		12.3%
Listing Inventory	1,842	-3.4%	1,906	-28.4%	2,571
Months of Supply	9.1	-31.1%	13.2	-52.6%	19.2
Year-to-Date	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price (YTD)	\$2,063,025	N/A	N/A	28.9%	\$1,600,515
Median Sales Price (YTD)	\$1,112,500	N/A	N/A	30.9%	\$850,000
Number of Sales (YTD)	1,383	N/A	N/A	15.5%	1,197

**Sales surged quarter over quarter, rebounding quickly from the restraint of spring market activity at the onset of the COVID crisis.**

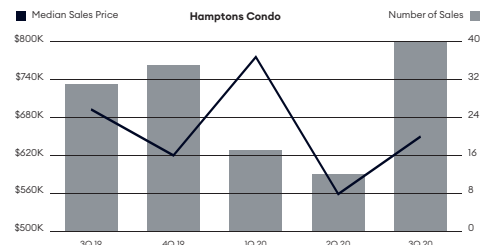
A robust sales environment, coupled with diminishing listing inventory, has pressed price trend indicators to record levels. The median sales price surged 40% to a nearly seventeen-year record of \$1,200,000 from the prior-year quarter. The average sales price surged 46% to \$2,008,595 over the same period. After excluding the luxury market or top ten percent of the market, median sales price and average sales price still reached new records of \$1,055,000 and

\$1,371,965, respectively. The record price trend indicators were driven by the 51% year over year surge to 607 sales and the 28.4% decline to 1,842 listings in inventory. The number of sales was the highest third-quarter total in six years, helping make the market move faster. Months of supply, the number of months to sell all listing inventory at the current sales rate, was 9.1 months, 15.1% faster than the quarterly average for the decade.



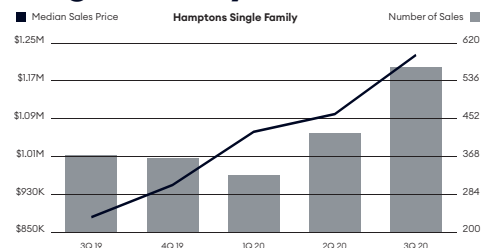
Prepared by Miller Samuel Real Estate Appraisers & Consultants

## Condo



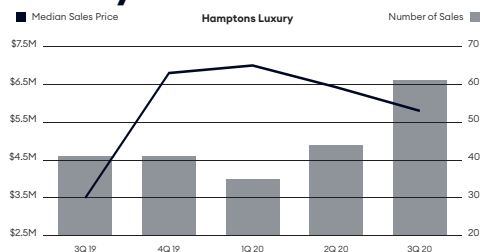
Hamptons Condo Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$887,177	55.1%	\$571,979	22.1%	\$726,376
Median Sales Price	\$650,000	16.3%	\$558,750	-6.2%	\$693,000
Number of Sales (Closed)	40	233.3%	12	29.0%	31
Days on Market (From Last List Date)	218	9.0%	200	61.5%	135
Listing Discount (From Last List Price)	13.3%		15.6%		10.9%
Listing Inventory	77	-18.1%	94	-36.4%	121
Months of Supply	5.8	-75.3%	23.5	-50.4%	11.7

## Single Family



Hamptons Single Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$2,087,708	-2.2%	\$2,134,051	46.0%	\$1,430,035
Median Sales Price	\$1,225,000	11.4%	\$1,100,000	38.9%	\$882,000
Number of Sales (Closed)	567	34.7%	421	52.8%	371
Days on Market (From Last List Date)	156	0.0%	156	13.0%	138
Listing Discount (From Last List Price)	11.7%		13.0%		12.4%
Listing Inventory	1,765	-2.6%	1,812	-28.0%	2,450
Months of Supply	9.3	-27.9%	12.9	-53.0%	19.8

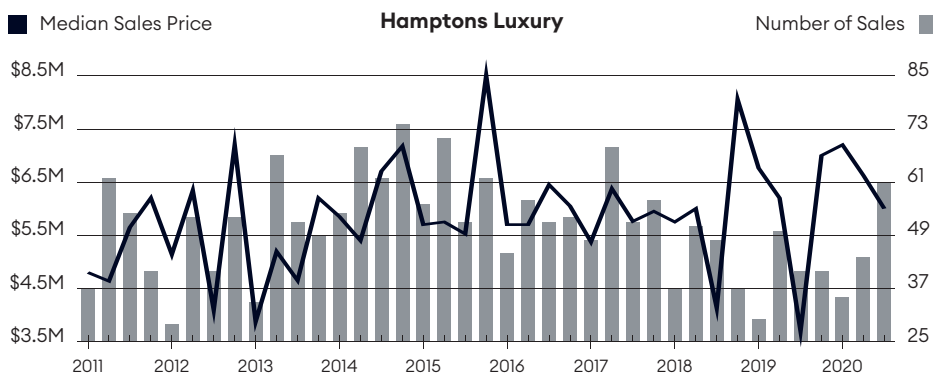
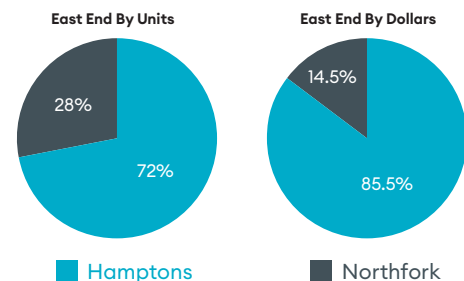
## Luxury



Luxury Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$7,706,962	-19.3%	\$9,550,957	47.7%	\$5,216,397
Median Sales Price	\$5,800,000	-9.7%	\$6,425,000	65.7%	\$3,500,000
Number of Sales (Closed)	61	38.6%	44	48.8%	41
Days on Market (From Last List Date)	189	-10.0%	210	-18.9%	233
Listing Discount (From Last List Price)	16.3%		14.7%		16.8%
Listing Inventory	631	6.9%	590	-42.6%	1,100
Months of Supply	31.0	-22.8%	40.2	-61.4%	80.5
Entry Price Threshold	\$4,195,000	2.3%	\$4,100,000	59.8%	\$2,625,000

## 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	93.4%	92.3%
Condo Units	6.6%	7.7%
Single Family Dollars	97.1%	95.9%
Condo Dollars	2.9%	4.1%

Price	Current Quarter	Prior Year Quarter
Over \$5M	7.1%	2.7%
\$1M - \$5M	41.7%	29.9%
Under \$1M	51.2%	67.4%

Over/Under Last List	Current Quarter	Prior Year Quarter
Over	15.3%	7.8%
At	13.5%	8.7%
Under	71.2%	83.6%

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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