

# Elliman Report

## Q2-2021 Hamptons, NY Sales

### Condo & Single Family Dashboard

YEAR-OVER-YEAR

**+ 30.1%**  
Prices  
Median Sales Price

**- 8.4 mos**  
Pace  
Months of Supply

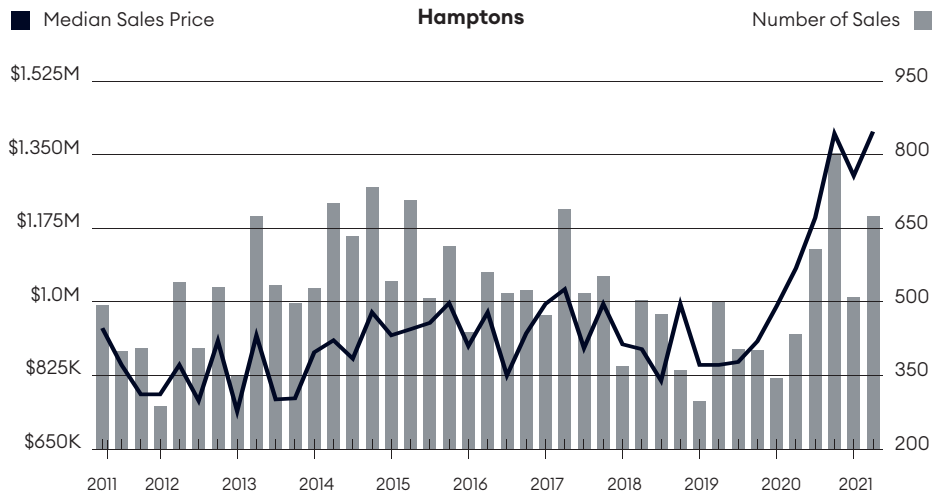
**+ 55.9%**  
Sales  
Closed Sales

**- 43.3%**  
Inventory  
Total Inventory

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

**- 6.8%**  
Negotiability  
Listing Discount

- Listing inventory fell sharply to the third-lowest level in nearly fifteen years
- Bidding wars rose annually to their second-highest market share in five years of tracking
- While sales rose market-wide, sales from \$1 million to \$5 million range saw the highest market share in a decade
- Luxury listing inventory fell sharply as the market share of sales to close at the asking price reached a new high



Hamptons Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$2,416,521	14.9%	\$2,102,315	15.6%	\$2,090,761
Median Sales Price	\$1,405,000	8.1%	\$1,300,000	30.1%	\$1,080,000
Number of Sales (Closed)	675	32.6%	509	55.9%	433
Days on Market (From Last List Date)	109	7.9%	101	-31.0%	158
Listing Discount (From Last List Price)	6.3%		7.6%		13.1%
Listing Inventory	1,081	-5.8%	1,147	-43.3%	1,906
Months of Supply	4.8	-29.4%	6.8	-63.6%	13.2
Year-to-Date	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price (YTD)	\$2,281,445	N/A	N/A	8.4%	\$2,105,601
Median Sales Price (YTD)	\$1,360,009	N/A	N/A	29.2%	\$1,052,500
Number of Sales (YTD)	1,184	N/A	N/A	52.6%	776

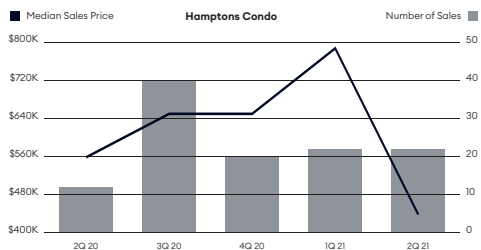
### Housing metrics across the eastern end of Long Island continued to set records this quarter.

Average and median sales price surged year over year to reach new highs as listing inventory fell to the third-lowest level on record. Median sales price rose 30.1% to \$1,405,000, the highest on record after four previous quarters that also set new records or came near records. Average sales price rose 15.6% to a record high of \$2,416,521 over the same period. One of the drivers of record price trends has been the chronic lack of listing inventory. There were 1,081 listings at the end of the second quarter, a 43.3% year over year drop to the third lowest level on record. The result of surging sales and falling

listing inventory was a 43.3% faster market pace from the prior-year quarter. Months of supply, the number of months to sell all listing inventory at the current sales rate, was 4.8 months, 63.6% faster than the 8.8-month second quarter average for the decade. One of the patterns of recent robust activity has been the shift towards the upper half of the housing market. The market share of sales above \$1 million rose to 55%, the highest level reached in a decade. More specifically, the market share of sales from \$1 million to \$5 million rose 8.1% year over year to a new high of 47.1%.

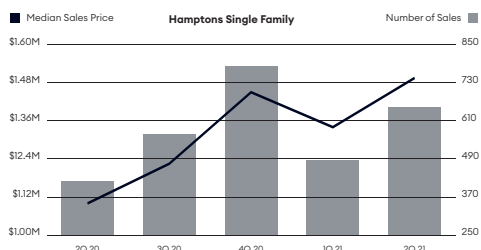


## Condo



Hamptons Condo Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$581,682	-27.1%	\$797,466	1.7%	\$571,979
Median Sales Price	\$438,750	-44.3%	\$787,500	-21.5%	\$558,750
Number of Sales (Closed)	22	0.0%	22	83.3%	12
Days on Market (From Last List Date)	65	-54.2%	142	-67.5%	200
Listing Discount (From Last List Price)	4.6%		6.7%		15.6%
Listing Inventory	42	16.7%	36	-55.3%	94
Months of Supply	5.7	16.3%	4.9	-75.7%	23.5

## Single Family



Hamptons Single Family Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$2,478,338	14.7%	\$2,161,261	16.1%	\$2,134,051
Median Sales Price	\$1,495,000	11.6%	\$1,340,000	35.9%	\$1,100,000
Number of Sales (Closed)	653	34.1%	487	55.1%	421
Days on Market (From Last List Date)	112	15.5%	97	-28.2%	156
Listing Discount (From Last List Price)	6.3%		7.6%		13.0%
Listing Inventory	1,039	-6.5%	1,111	-42.7%	1,812
Months of Supply	4.8	-29.4%	6.8	-62.8%	12.9

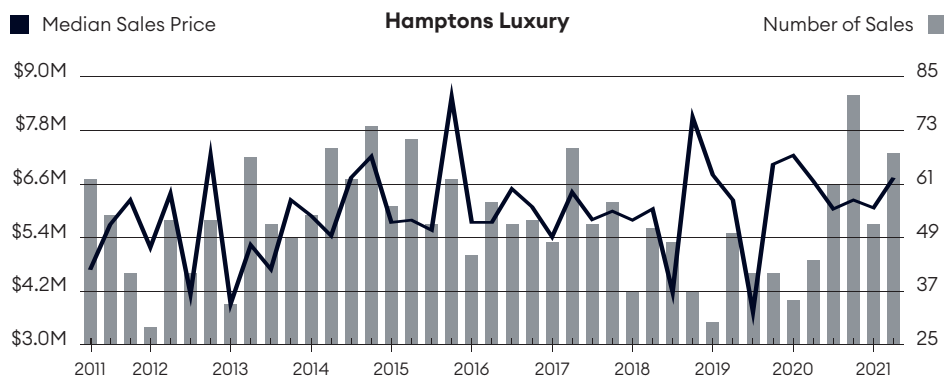
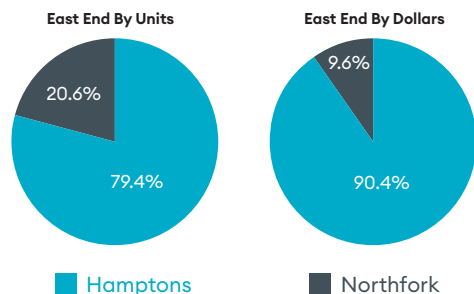
## Luxury



Luxury Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$10,352,899	27.2%	\$8,136,794	8.4%	\$9,550,957
Median Sales Price	\$6,500,000	11.6%	\$5,825,000	1.2%	\$6,425,000
Number of Sales (Closed)	68	30.8%	52	54.5%	44
Days on Market (From Last List Date)	157	19.8%	131	-25.2%	210
Listing Discount (From Last List Price)	6.4%		10.5%		14.7%
Listing Inventory	460	-14.5%	538	-22.0%	590
Months of Supply	20.3	-34.5%	31.0	-49.5%	40.2
Entry Price Threshold	\$4,400,000	14.3%	\$3,850,000	7.3%	\$4,100,000

## 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	96.7%	97.2%
Condo Units	3.3%	2.8%
Single Family Dollars	99.2%	99.2%
Condo Dollars	0.8%	0.8%

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Over \$5M	7.9%	6.9%	Over	21.3%	7.4%
\$1M - \$5M	47.1%	39.0%	At	15.6%	6.0%
Under \$1M	45.0%	54.0%	Under	63.2%	86.6%

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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