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 2005

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.
**Hamptons Condo Matrix**

- **Q3-2021**: $729,058, 25.3% change, $581,682, -17.8% change, $887,177, 20.5% change.
- **Number of Sales Closed**: 19, -13.6% change, 22, -52.5% change, 40.
- **Days on Market (From Last List Date)**: 63, -3.1% change, 65, -71.1% change, 218.
- **Listing Discount (From Last List Price)**: 5.1%, 4.6%, 13.3%.
- **Listing Inventory**: 30, -28.6% change, 42, -61.0% change, 77.
- **Months of Supply**: 4.7, -17.5% change, 5.7, -19.0% change, 5.8.

**Hamptons Single Family Matrix**

- **Q3-2021**: $2,394,156, -3.4% change, $2,478,338, 14.7% change, $2,067,708, 96.4% change.
- **Number of Sales Closed**: 378, -42.1% change, 653, -33.3% change, 567.
- **Days on Market (From Last List Date)**: 99, -11.6% change, 112, -36.5% change, 156.
- **Listing Discount (From Last List Price)**: 6.7%, 6.3%, 11.7%.
- **Listing Inventory**: 1,051, 1.2%, 1,039, -40.5% change, 1,765.
- **Months of Supply**: 8.3, 72.9% change, 4.8, -10.8% change, 9.3.

**Hamptons Luxury Matrix**

- **Q3-2021**: $9,295,969, -10.2% change, $10,352,899, 20.6% change, $7,706,962, 217.2% change.
- **Number of Sales Closed**: 40, -41.2% change, 68, -34.4% change, 61.
- **Days on Market (From Last List Date)**: 241, 53.5% change, 157, 27.5% change, 189.
- **Listing Discount (From Last List Price)**: 8.7%, 6.4%, 16.3%.
- **Listing Inventory**: 369, -19.8% change, 460, -41.5% change, 631.
- **Months of Supply**: 27.7, 36.5% change, 20.3, -10.6% change, 31.0.
- **Entry Price Threshold**: $5,100,000, 15.9%, $4,400,000, 21.6%, $4,195,000, 41.3%.

**Hamptons Luxury**

- **Q3-2021**: $7,032,500, 8.2%, $6,500,000, 21.3%, $5,800,000, 121.8%.
- **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%.
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**Luxury**

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**Share of East End Region**

- **East End By Units**: 32.4%, 67.6%, 81.5%.
- **East End By Dollars**: 18.5%, 67.7%, 32.4%.

**By Sales Share**

- **Type**: Single Family Units, Condo Units, Single Family Dollars, Condo Dollars.
- **Current Quarter**: 95.2%, 4.8%, 98.5%, 1.5%.
- **Prior Year Quarter**: 93.4%, 6.6%, 97.1%, 2.9%.
- **Over/Under Last List**: Over $5M, $1M - $5M, Under $1M.
- **Current Quarter**: 10.8%, 33.2%, 55.9%.
- **Prior Year Quarter**: 7.1%, 41.7%, 51.2%.
- **Current Quarter**: 26.7%, 18.0%, 55.3%.
- **Prior Year Quarter**: 15.3%, 13.5%, 71.2%.

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*Questions or comments? Email report author
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Methodology: millersamuel.com/research-reports/methodology

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