

HAMPTONS 2Q 2022 HOME SALES REPORT

The second three months of 2022 remind me of that kid's game where the music stops and there aren't enough chairs for everyone to grab. Remember that game — borderline cruel wouldn't you say?

Needless to say, the numbers are sobering. One vital element to keep in mind though, is this year-to-year comparison was to 2021, which was one for the record books. So, let's check out 2Q 2019 — pre-COVID — to get a true read on the current market conditions.

Town & Country 2019 2Q Home Sales Report looked like this: 330 home sales in 2019 vs 422 in 2018 (decline of -22%); \$699,940,590 Total Home Sales Volume in 2019 vs \$908,009,149 in 2018 (decline of -22.19%); and \$1,050,000 Median Home Sales Price in 2019 vs \$1,182,500 in 2018 (decline of -11.21%).

Actually, 2022 looks pretty damn good — and don't we all wish we'd bought more in 2019 when it looked like our markets were dipping? Statistically, the Hamptons home sales markets remain significantly above pre-COVID levels.

Back to the task at hand, 2Q 2022 vs 2Q 2021 — all individual markets monitored by T&C declined, but alas, the numbers were not all that sad. The Median Home Sales Price rose in 10 of the 12 individual markets.

Looking at all Hampton Markets Combined and the true picture of 2Q 2022 comes clearly into focus. The Median Home Sales Price remained stable at \$1,590,000 yet the Number of Home Sales dropped nearly a third and the Total Home Sales Volume declined -28.83%. Again, the comparison to 2021, one of the greatest years in real estate nationwide, is somewhat unfair.

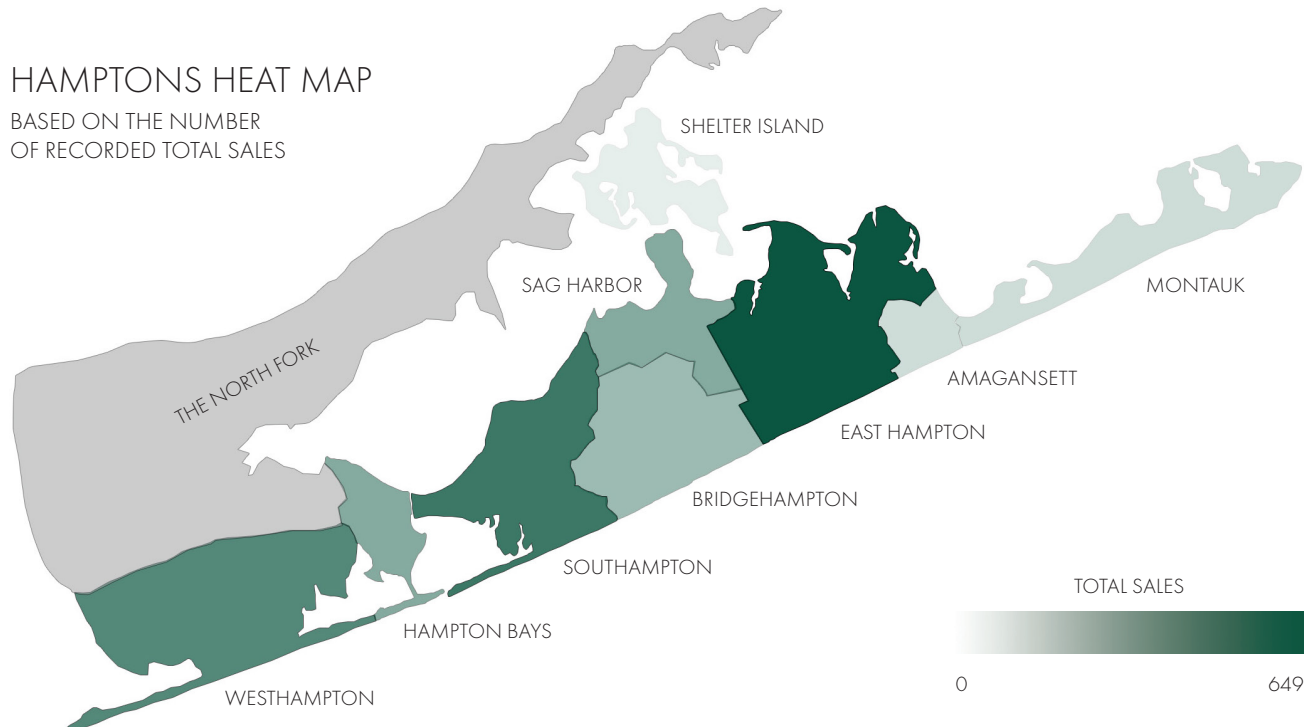
Nothing lasts forever, not good markets, not bad markets, and certainly not great markets.

The question on my mind is the next two quarters...but having been reporting on these market statistics for over 25 years, I do have some insight.

Judi Desiderio, CEO
JD@TCHamptons.com | 631.324.8080

HAMPTONS HEAT MAP

BASED ON THE NUMBER
OF RECORDED TOTAL SALES



To view all reports visit: <https://www.townandcountryhamptons.com/market-reports>
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EAST HAMPTON

BRIDGEHAMPTON

SOUTHAMPTON

WESTHAMPTON BEACH

MONTAUK

MATTITUCK

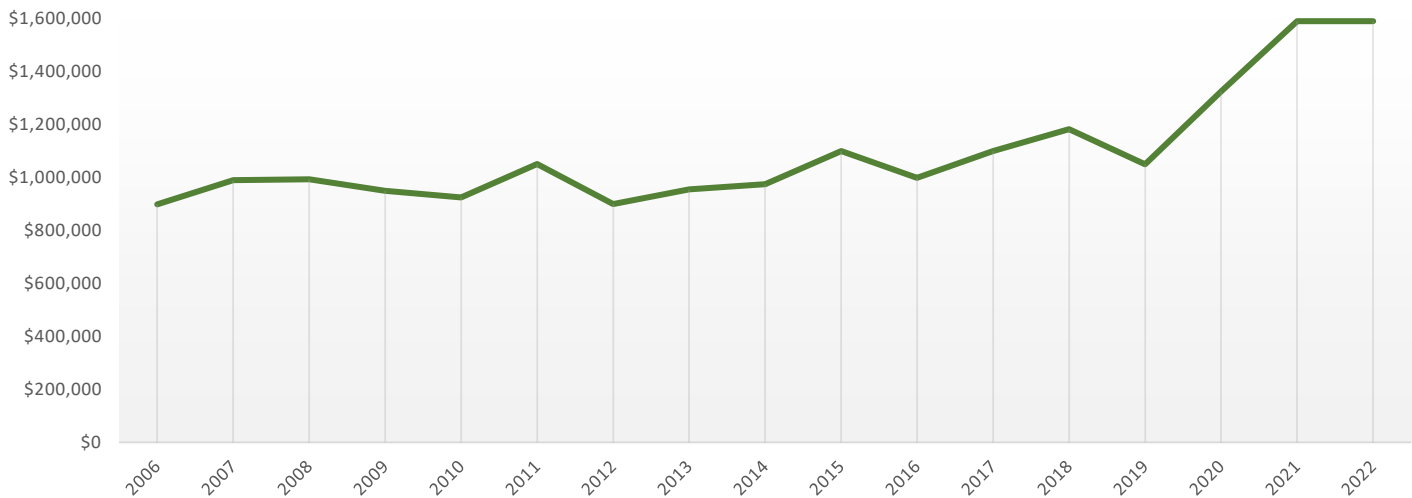
GREENPORT

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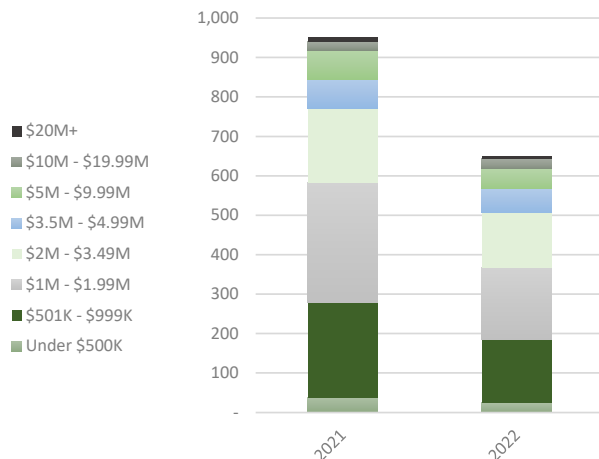
HAMPTONS 2Q 2022 HOME SALES REPORT

THE HAMPTONS ALL MARKETS COMBINED		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	2Q 2022	649	1,866,076,192	1,590,000	24	160	183	139	61	51	25	6
	CHANGE	-32%	-28.83%	-	-35%	-34%	-40%	-26%	-16%	-30%	+14%	-45%
	2Q 2021	951	2,621,939,424	1,590,000	37	241	305	189	73	73	22	11

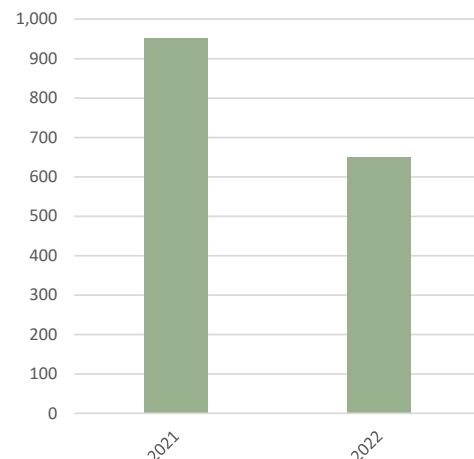
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



HAMPTONS 2Q 2022 HOME SALES REPORT



THE END

"Montauk broke the \$2M mark for the Medina Homes Sales Price in 2Q 2022 up 32.45% from last year. Amagansett declined -41% in the Number of Home Sales and Total Home Sales Volume YET — big YET — the Median Home Sales Price shot up nearly 37% to over \$3M! This hamlet is golden both North and South of the Highway."

MONTAUK		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	2Q 2022	24	58,062,500	2,000,000	-	1	10	10	1	2	-	-
	CHANGE	-35%	-27.06%	+32.45%	-	-80%	-52%	+67%	-67%	+100%	-100%	-
	2Q 2021	37	79,597,968	1,510,000	-	5	21	6	3	1	1	-
AMAGANSETT		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	2Q 2022	23	79,739,348	3,075,000	-	4	2	6	7	4	-	-
	CHANGE	-41%	-40.39%	+36.67%	-	-	-85%	-33%	-	-	-100%	-
	2Q 2021	39	133,772,976	2,250,000	-	4	13	9	7	4	2	-

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\$8,100,000
Web# 883259

EAST HAMPTON

"The East Hampton Area, which includes Wainscott, logged in the greatest number of home sales at 144 for 2Q, yet it was a -28% decline from the prior year. The Median Home Sales Price increased by 12.77% to \$1,625,000 with the 63% increase in number of home sales in the \$3.5-\$4.99M price range contributing. East Hampton Village suffered the worst statistical decline in the Total Number of Home Sales sinking -67%, this also resulted in the Total Home Sales Volume declining -66.83%. Yet East Hampton Village had the highest Median Home Sales Price of all markets 2Q 2022 at \$5,255,500."

EAST HAMPTON AREA INCLUDES WAINSCOTT		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	2Q 2022	144	287,944,482	1,625,000	5	29	51	43	13	2	1	-
	CHANGE	-28%	-42.45%	+12.77%	+25%	-45%	-34%	-12%	+63%	-50%	-67%	-100%
	2Q 2021	200	500,354,632	1,441,000	4	53	77	49	8	4	3	2

EAST HAMPTON VILLAGE		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	2Q 2022	12	80,668,611	5,255,500	-	-	1	3	2	4	1	1
	CHANGE	-67%	-66.83%	+26.33%	-	-	-83%	-63%	-82%	-43%	-50%	-50%
	2Q 2021	36	243,231,932	4,160,000	-	-	6	8	11	7	2	2

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\$6,495,000
Web# 90371

SOUTHAMPTON

"In Southampton Village, the Median Home Sales Price shot up 66.23% year-to-year from \$2,850,000 in 2021 to \$4,737,500 in 2Q 2022. This was directly due to a 233% increase in the number of home sales in the price category of \$10-\$19.99M. The Southampton Area, which includes North Sea, saw the number of home sales decline -22% year-over-year while the Median Home Sales Price shot up 44.52%. This is due to less homes available at lower prices as well as new homes built larger and of greater quality."

SOUTHAMPTON AREA INCLUDES NORTH SEA		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	2Q 2022	75	166,411,099	1,680,000	2	22	24	18	6	1	2	-
	CHANGE	-22%	+11.13%	+44.52%	-	-44%	-23%	-	+50%	-50%	-	-
	2Q 2021	96	149,738,150	1,162,500	2	39	31	18	4	2	-	-

SOUTHAMPTON VILLAGE		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	2Q 2022	46	315,858,000	4,737,500	-	3	6	10	6	9	10	2
	CHANGE	-13%	+12.99%	+66.23%	-100%	-50%	-25%	-17%	-40%	-	+233%	-33%
	2Q 2021	53	279,548,836	2,850,000	2	6	8	12	10	9	3	3

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\$13,950,000
Web# 873656

BRIDGEHAMPTON & SHELTER ISLAND

"Shelter Island looks like it took some time off from the market with a nearly -70% lower Total Home Sales Volume and -63% fewer home sales. Yet the Median Home Sales Price ticked up slightly to \$1,437,500. They certainly can't create any more homes here as it is an island! Bridgehampton, which includes Water Mill and Sagaponack, dropped in all 3 criteria monitored by Town & Country with the Total Home Sales Volume and Number of Home Sales declining by as much as -47.46% and -45% respectively. Even the Median Home Sales Price dropped by just over -11.38% year-to-year."

BRIDGEHAMPTON INCLUDES WATER MILL & SAGAPONACK		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	2Q 2022	66	335,979,750	3,545,000	-	5	9	19	12	14	5	2
	CHANGE	-45%	-47.64%	-11.38%	-	-	-57%	-27%	-37%	-60%	-50%	-50%
	2Q 2021	120	641,642,085	4,000,000	-	5	21	26	19	35	10	4
SHELTER ISLAND		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	2Q 2022	10	15,653,500	1,437,500	1	3	5	-	1	-	-	-
	CHANGE	-63%	-69.34%	+3.79%	-	-57%	-64%	-100%	-	-100%	-	-
	2Q 2021	27	51,063,000	1,385,000	-	7	14	4	1	1	-	-

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SAG HARBOR

"The Sag Harbor Area, which includes Noyack and North Haven, experienced the greatest increase in Total Home Sales Volume at 36.56%, climbing close to \$150M for the quarter. Sag Harbor Village had all red — declines — in all 3 criteria monitored by Town & Country with drops in most of the price categories. Obviously not indicative of a lack of demand, but rather a lack of supply in this beautiful harbor town."

SAG HARBOR AREA INCLUDES NOYACK & NORTH HAVEN		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	2Q 2022	49	146,127,000	1,625,000	-	10	21	10	2	4	1	1
	CHANGE	-17%	+36.56%	+20.46%	-100%	-41%	-19%	-9%	-	+300%	-	-
	2Q 2021	59	107,004,335	1,349,000	1	17	26	11	2	1	1	-
SAG HARBOR VILLAGE		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	2Q 2022	30	91,433,510	2,243,500	-	1	12	9	4	2	2	-
	CHANGE	-40%	-28.51%	-5.34%	-	-50%	-43%	-57%	-	-	-	-
	2Q 2021	50	127,902,875	2,370,000	-	2	21	21	4	2	-	-

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\$9,995,000
Web# 85934

WEST OF THE CANAL

"Westhampton, which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quogue, may have seen -32% fewer home sales but the demand here has resulted in nearly a 12% increase in the Median Home Sales Price. Many find these beautiful hamlets easier to access that points East. In Hampton Bays, the Median Home Sales Price rose to \$725,000, a 7.41% increase. If you ask me, this is just the beginning for our Gateway to the Hamptons."

WESTHAMPTON INCLUDES REMSENBURG, WESTHAMPTON BEACH, EAST QUOGUE, QUOGUE, QUIOGUE		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	2Q 2022	92	225,023,419	1,465,450	3	31	31	8	7	9	3	-
	CHANGE	-32%	-2.71%	+11.87%	-57%	-28%	-38%	-67%	+75%	+29%	-	-
	2Q 2021	135	231,297,638	1,310,000	7	43	50	24	4	7	-	-

HAMPTON BAYS		# OF HOME SALES	TOTAL HOME SALES VOLUME	MEDIAN HOME SALES PRICE	# SALES UNDER \$500K	# SALES \$500K - \$999K	# SALES \$1M - \$1.99M	# SALES \$2M - \$3.49M	# SALES \$3.5M - \$4.99M	# SALES \$5M - \$9.99M	# SALES \$10M - \$19.99M	# SALES \$20M+
	2Q 2022	78	63,174,973	725,000	13	51	11	3	-	-	-	-
	CHANGE	-21%	-17.72%	+7.41%	-38%	-15%	-35%	+200%	-	-	-	-
	2Q 2021	99	76,784,997	675,000	21	60	17	1	-	-	-	-

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