

HAMPTONS Q2 2023 HOME SALES REPORT

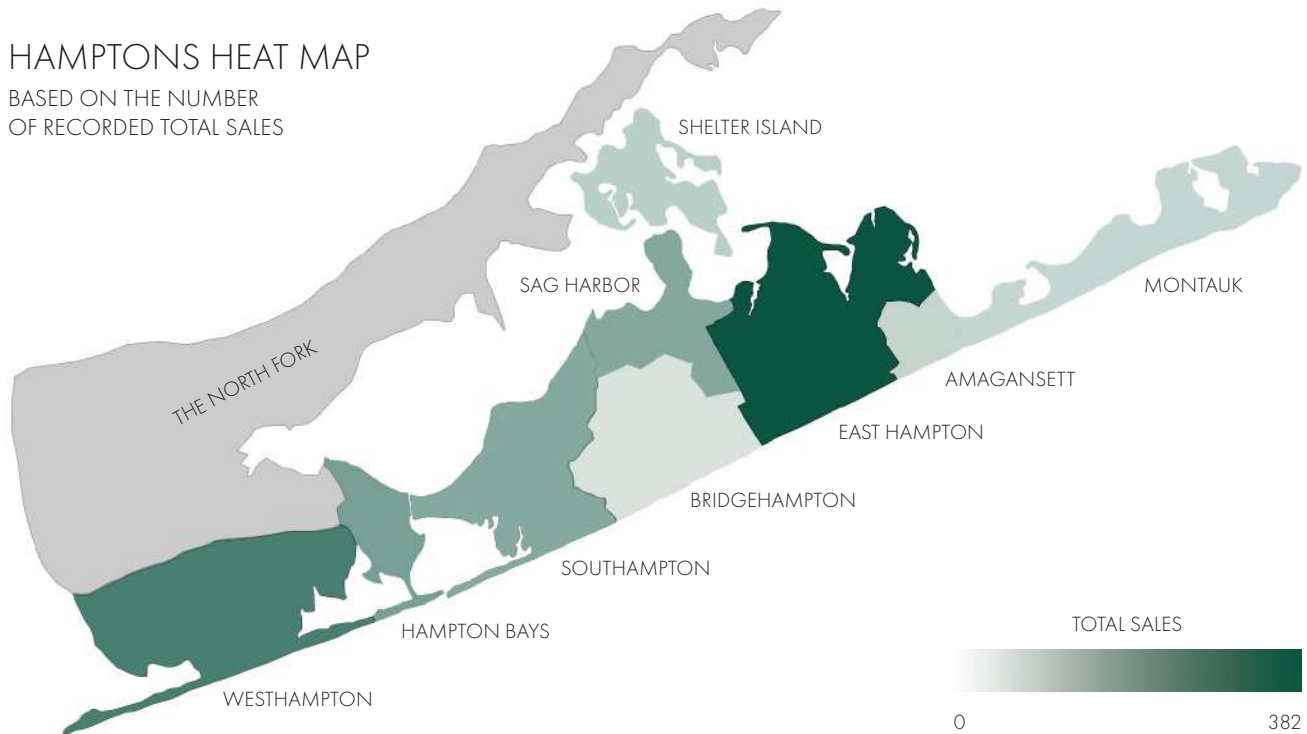
The second quarter of 2023 was a continuation of Q1 2023 in so far as the significant declines in both the Number of Home Sales as well as the Total Home Sales Volume. Again, when doing these year-to-year comparisons, with last year being the end of the covid wave, the stats present a snapshot of a market repositioning to a more typical market. Looking back to Q2 2019 -precovid-- you see the Number of Home Sales was 330 with \$700M changing hands and a Median Home Sales Price of \$1,050,000... placing Q2 2023 above those of Q2 2019 for sales activity and although the Median Home Sales Price may have dipped 2022 to 2023, the \$1.6M Median Home Sales Price stands far above the Median Home Sales Price Q2 2019 at \$1,050,000.

So, while my fellow number junkies may be seeing the repositioning in black & white and agents are feeling the repositioning in dollars & cents, we are doing just fine for a 'normal' year-- whatever 'normal' is. Let's get granular.

Looking at ALL Hampton Markets Combined you see where the pullback is more pronounced; the \$10-19.99M price category sank 60% and \$20M and up saw half the Number of Home Sales change hands. The uber high end FLEW for over two straight years... those Eagles are taking a breather.

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HAMPTONS HEAT MAP
BASED ON THE NUMBER
OF RECORDED TOTAL SALES

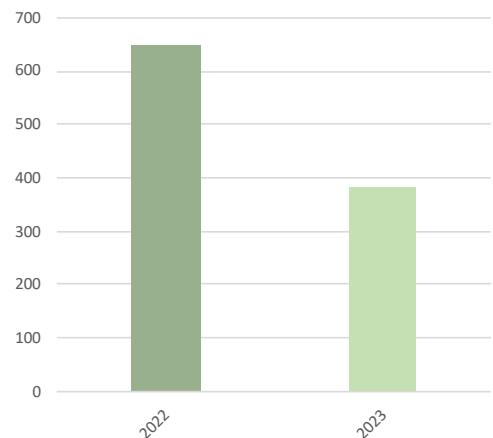
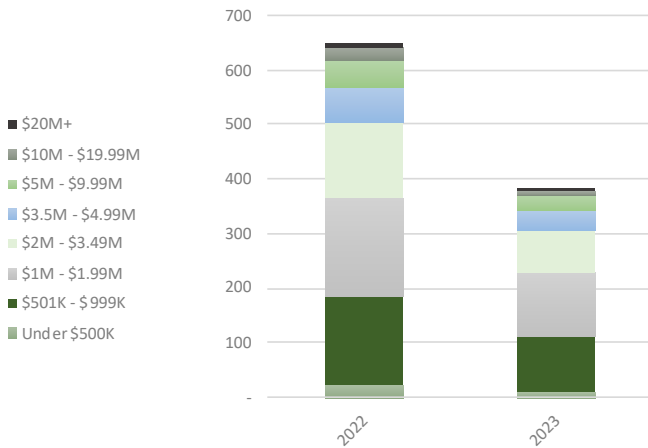
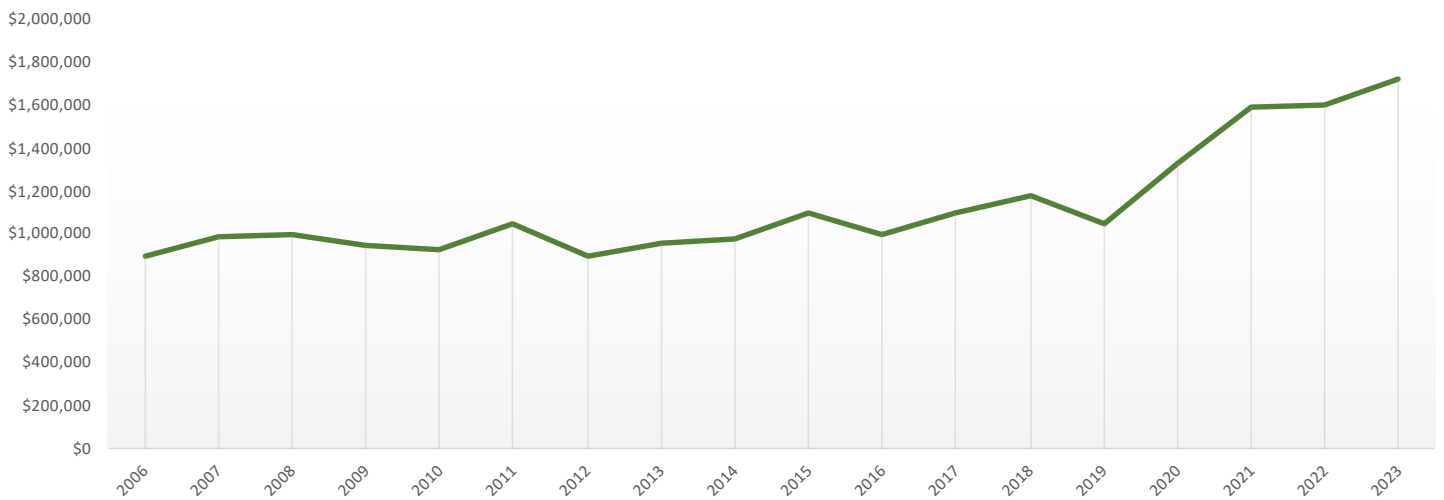


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HAMPTONS Q2 2023 HOME SALES REPORT

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+
	Q2 2023	382	994,831,501	1,600,000	12	98	120	75	37	27	10	3
CHANGE	-41%	-46.69%	-7.30%	-50%	-39%	-34%	-46%	-39%	-47%	-60%	-50%	
Q2 2022	649	1,866,076,192	1,726,000	24	160	183	139	61	51	25	6	

MEDIAN HOME SALES PRICE



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\$4,295,000
Web# 890807

THE END

Montauk saw 33% fewer transfers of homes and a 26% dip in Total Home Sales Volume, but the surprising reveal here is the 23% lower Median Home Sales Price from \$2M to \$1,532,500. Taking a birds eye view of this incredible tip of our South Fork, I would never assume prices are going down! Amagansett, conversely, sank 78% on the Number of Home Sales from 23 in Q2 2022 to 5 in Q2 2023. This caused the Total Home Sales Volume to sink 84%-- there was only 1 sale \$3.5M and over. Curious to hear some theories on this.

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+
	Q2 2023	16	42,975,000	1,532,500	1	-	10	2	1	1	1	-
	CHANGE	-33%	-25.98%	-23.38%	-	-100%	-	-80%	-	-50%	-	-
	Q2 2022	24	58,062,500	2,000,000	-	1	10	10	1	2	-	-

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+
	Q2 2023	5	13,060,000	2,600,000	-	-	1	3	1	-	-	-
	CHANGE	-78%	-83.62%	-15.45%	-	-100%	-50%	-50%	-86%	-100%	-	-
	Q2 2022	23	79,739,348	3,075,000	-	4	2	6	7	4	-	-

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\$2,750,000
Web# 897733

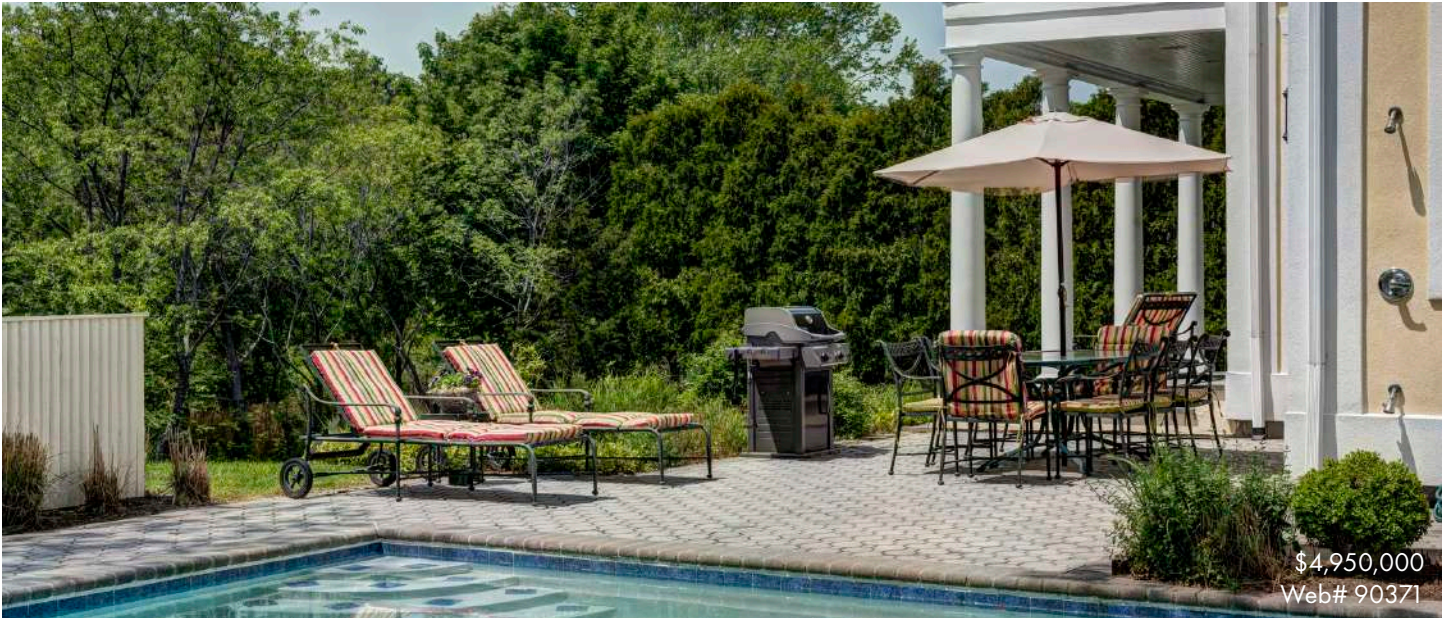
EAST HAMPTON

East Hampton Area, which includes Wainscott, logged a 2.37% increase in Median Home Sales Price from \$1,625,000 to \$1,663,500. While that is not a sizable increase by any means, East Hampton Area is only one of two Hampton Hamlets that saw any increase in Median Home Sales Price. 10 of the 12 markets monitored by T&C experienced declines in the Median Home Sales Price. East Hampton Village -- one of our Crown Jewels-- saw the Median Home Sales Price sink 28% from \$5,255,500 to \$3,797,500 Q2 2022 to Q2 2023-- WOW!

EAST HAMPTON AREA <small>INCLUDES WAINSCOTT</small>	# 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+	
	Q2 2023	86	174,902,025	1,663,500	1	13	37	27	6	1	1	-
	CHANGE	-40%	-39.26%	+2.37%	-80%	-55%	-27%	-37%	-54%	-50%	-	-
	Q2 2022	144	287,944,482	1,625,000	5	29	51	43	13	2	1	-

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+	
	Q2 2023	8	70,205,000	3,797,500	-	-	-	3	2	1	-	2
	CHANGE	-33%	-12.97%	-27.74%	-	-	-100%	-	-	-75%	-100%	+100%
	Q2 2022	12	80,668,611	5,255,500	-	-	1	3	2	4	1	1

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\$4,950,000
Web# 90371

SOUTHAMPTON

Southampton Area, which includes North Sea, stayed in line with the overall pullback with 40% fewer Home Sales and 48% decline in Total Home Sales Volume -- yet remained strong with a Median Home Sales Price just 1.8% less than that of Q2 2022. Southampton Village -- another of our Crown Jewels -- posted the highest Median Home Sales Price at a mere \$3,950,000. This was a 17% decline from the same quarter the year before. We'll come back to my analysis on sales activity on the high end.

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+
	Q2 2023	45	87,345,200	1,650,000	1	14	15	9	4	2	-	-
	CHANGE	-40%	-47.51%	-1.79%	-50%	-36%	-38%	-50%	-33%	+100%	-100%	-
	Q2 2022	75	166,411,099	1,680,000	2	22	24	18	6	1	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+
	Q2 2023	23	135,851,700	3,950,000	-	2	2	7	5	3	3	1
	CHANGE	-50%	-56.99%	-16.62%	-	-33%	-67%	-30%	-17%	-67%	-70%	-50%
	Q2 2022	46	315,858,000	4,737,500	-	3	6	10	6	9	10	2

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BRIDGEHAMPTON & SHELTER ISLAND

Bridgehampton, which includes Water Mill and Sagaponack, saw red clear across the board of each price range yet managed to tick up 5% in Median Home Sales Price from \$3,545,000 to \$3,725,000, all while dropping 61% in the Number of Home Sales. Shelter Island was the shining beacon of the entire Q2 2023 Home Sales Report. In fact, Shelter Island was the only Hampton market to log an increase in the Number of Home Sales with a rise of 40% from 10 to 14 year to year. The Total Home Sales Volume exploded with 133% more dollars changing hands-- slide your eyes over to the 8 price categories monitored by T&C and you see the increase in Home Sales \$2M and up. This led to a Median Home Sales Price increase of 50% year to year from \$1,437,500 to \$2,162,500.

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+	
	Q2 2023	26	135,364,955	3,725,000	1	3	4	3	5	7	3	-
	CHANGE	-61%	-59.71%	+5.08%	-	-40%	-56%	-84%	-58%	-50%	-40%	-100%
	Q2 2022	66	335,979,750	3,545,000	-	5	9	19	12	14	5	2

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+	
	Q2 2023	14	36,540,500	2,162,500	-	3	4	4	2	1	-	-
	CHANGE	+40%	+133.43%	+50.43%	-100%	-	-20%	-	+100%	-	-	-
	Q2 2022	10	15,653,500	1,437,500	1	3	5	-	1	-	-	-

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\$2,350,000
Web# 901853

SAG HARBOR

Sag Harbor Village posted a sizable increase in Median Home Sales Price from \$2,243,500 to \$2,600,000, a 16% jump year to year. This shows the strength of niche markets like Sag Harbor Village where inventory does not exceed demand even in a market such as this one. Sag Harbor Area, which includes Noyack and North Haven, touched a statistical high with an increase of 200% in the price category of \$3.5 to \$4.99M -- yet experienced a 10.5% drop in Median Home Sales Price in Q2 2023 vs Q2 2022.

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+	
	Q2 2023	38	83,690,104	1,455,000	1	11	12	5	6	3	-	-
	CHANGE	-22%	-42.73%	-10.46%	-	+10%	-43%	-50%	+200%	-25%	-100%	-100%
	Q2 2022	49	146,127,000	1,625,000	-	10	21	10	2	4	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+	
	Q2 2023	11	30,887,999	2,600,000	-	2	3	3	1	2	-	-
	CHANGE	-63%	-66.22%	+15.89%	-	+100%	-75%	-67%	-75%	-	-100%	-
	Q2 2022	30	91,433,510	2,243,500	-	1	12	9	4	2	2	-

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\$15,000,000
Web# 878040

WEST OF THE CANAL

Westhampton, which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quogue, closed the second most Number of Home Sales at 61 -- however 34% less than Q2 the prior year. The price category of \$2-3.49M rose 13% for Q2 2023. Hampton Bays Median Home Sales Price jumped 9% from \$725,000 to \$790,000 Q2 2022 to Q2 2023. This market has yet to hit its stride!

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+	
	Q2 2023	61	142,869,966	1,350,000	1	17	22	9	4	6	2	-
	CHANGE	-34%	-36.51%	-7.88%	-67%	-45%	-29%	+13%	-43%	-33%	-33%	-
	Q2 2022	92	225,023,419	1,465,450	3	31	31	8	7	9	3	-

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+
	Q2 2023	49	41,139,052	790,000	6	33	10	-	-	-	-
	CHANGE	-37%	-34.88%	+8.97%	-54%	-35%	-9%	-100%	-	-	-
	Q2 2022	78	63,174,973	725,000	13	51	11	3	-	-	-

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