

# HAMPTONS MID-YEAR 2022 HOME SALES REPORT

Remember, nothing lasts forever — and things aren't always as they seem.

This report looks at the first six months of 2022 compared with the same period of 2021. While the statistics reveal a slowdown in market conditions, I will take you back to Town & Country Hamptons Mid-Year 2019 Home Sales Report — pre-COVID — to get a more balanced look at home sales activity. After over 25 years of reporting to you on these 12 individual markets and the criteria of Number of Home Sales, Total Home Sales Volume, and Median Home Sales Price, that depth gives me insight I can share with you.

COVID created a temporary heightened market for home sales clear across the country, with the greatest impact on vacation markets within driving distance to major cities. Bottom line, the "COVID Kick-Up," as I call it, sent sales activity and prices to rise in volumes never seen before by this student of the market. Everything has its lifespan. This one has run its evolutionary course and I'm already looking forward to the markets to come and the opportunities they bring.

Let's start this report at the bottom, All Hampton Markets Combined, to view a snapshot of the first 6 months of this year. The Number of Home Sales dropped -27% year-over-year from 1,919 in 2021 to 1,400 in 2022. This resulted in the Total Home Sales Volume dip of nearly -15%, yet the Median Home Sales Price remained unchanged at \$1,595,000.

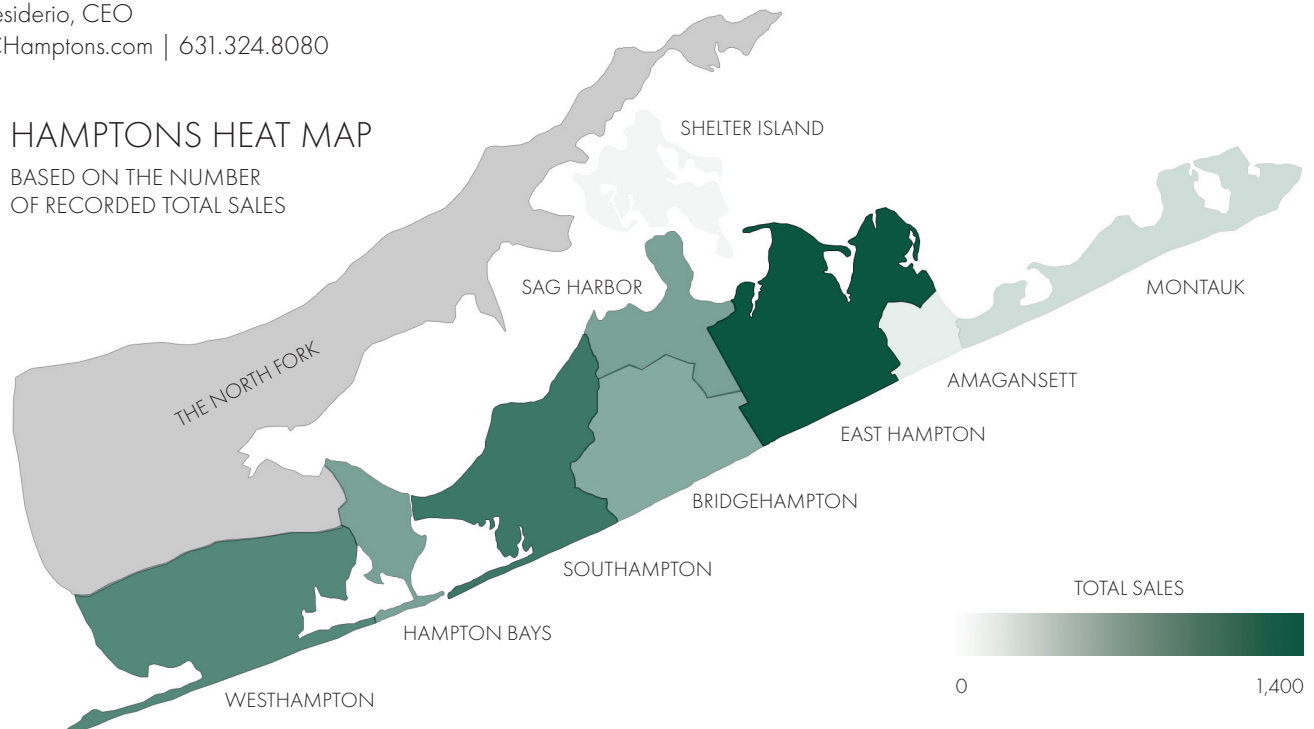
Now let's go to the Town & Country Hamptons Mid-Year 2019 Home Sales Report to get a realistic view of market comparisons. Keep in mind, 2019 and 2018 were not great markets for the East End: 729 home sales in 2019 vs 878 in 2018 (decline of -17%); \$1.43B Total Home Sales Volume in 2019 vs \$1.82B in 2018 (decline of -21.37%); and \$995,000 Median Home Sales Price in 2019 vs \$1,060,000 in 2018 (decline of -6.13%).

2022 vs 2019 saw nearly TWICE the Number of Home Sales trade hands. The Total Home Sales Volume more than TRIPLED! In fact, if you look at the uber high-end, home sales over \$10M, we had 70 in 2022, and a mere 16 in 2019, staggering statistical difference.

Let's get granular and look at the 12 individual markets monitored by Town & Country.

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## HAMPTONS HEAT MAP BASED ON THE NUMBER OF RECORDED TOTAL SALES



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EAST HAMPTON

BRIDGEHAMPTON

SOUTHAMPTON

WESTHAMPTON BEACH

MONTAUK

MATTITUCK

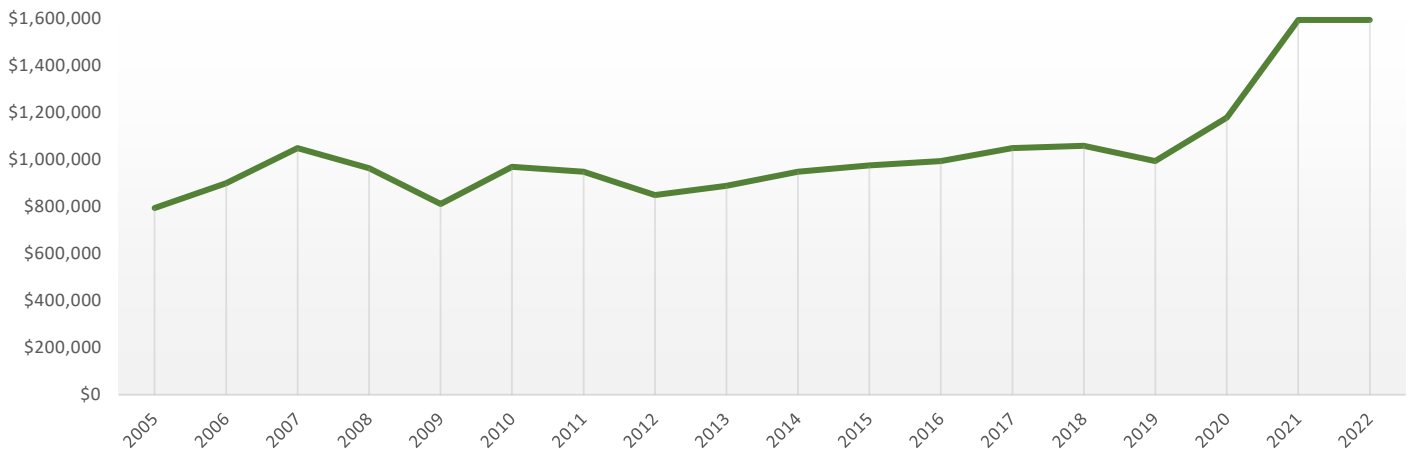
GREENPORT

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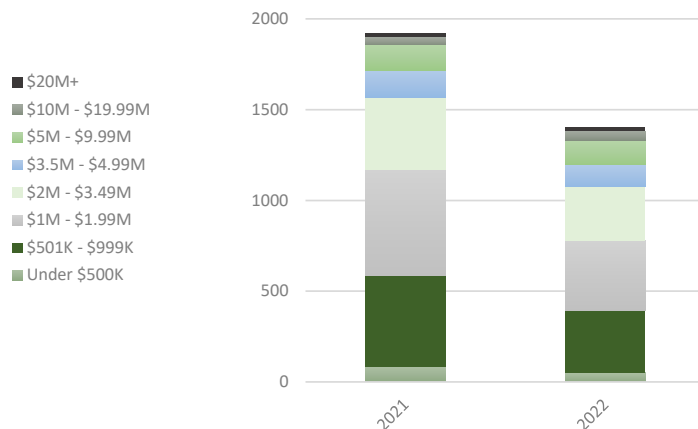
# HAMPTONS MID-YEAR 2022 HOME SALES REPORT

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+
	Mid-Year 2022	1,400	4,415,139,541	1,595,000	51	340	386	297	126	130	53	17
	CHANGE	-27%	-14.87%	-	-37%	-32%	-34%	-25%	-17%	-7%	+26%	-11%
	Mid-Year 2021	1,919	5,186,103,241	1,595,000	81	503	586	397	151	140	42	19

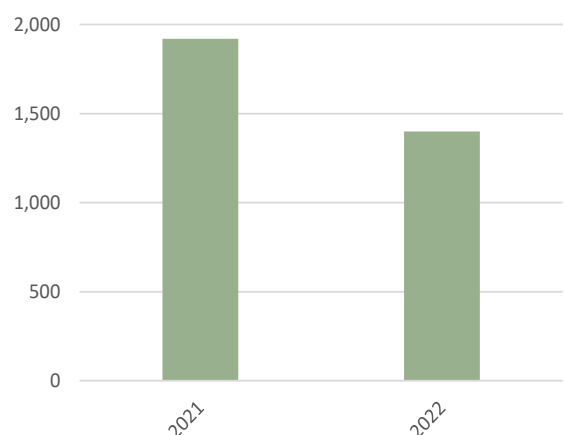
## MEDIAN HOME SALES PRICE



## SALES TRENDS



## TOTAL # OF HOME SALES



# HAMPTONS MID-YEAR 2022 HOME SALES REPORT



\$9,999,999  
Web# 886136

## THE END

"Montauk had 400% more home sales in the \$5M-\$9.99M price category, which in turn contributed to a Median Home Sales Price increase of 32.45% to \$2,000,000! The demand for properties at The Point remain heightened. Amagansett, probably the only hamlet that has nearly equal demand for its North of the Highway properties as its South of the Highway properties, experienced a pullback in sales activity much like that of other Hampton markets yet saw an increase of 12.7% in Median Home Sales Price."

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+
	Mid-Year 2022	61	160,500,000	2,000,000	1	3	25	21	1	10	-	-
	CHANGE	-19%	+4.98%	+32.45%	-	-80%	-31%	+31%	-80%	+400%	-100%	-
	Mid-Year 2021	75	152,879,468	1,510,000	-	15	36	16	5	2	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+
	Mid-Year 2022	51	233,585,347	3,150,000	1	6	7	13	10	10	3	1
	CHANGE	-39%	-32.82%	+12.70%	-	-	-68%	-46%	-29%	-23%	-	-
	Mid-Year 2021	83	347,693,981	2,795,000	-	6	22	24	14	13	3	1

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# HAMPTONS MID-YEAR 2022 HOME SALES REPORT



## EAST HAMPTON

"East Hampton Village, one of our Crown Jewels, logged a Median Home Sales Price of \$6,247,500. This is a 62.27% increase from the same period the prior year and no doubt due to a 60% increase in the Number of Home Sales in the \$10M-\$19.99M price range. The East Hampton Area, which includes Wainscott, closed the most Number of Home Sales for the first half of 2022 at 303. While the volume of sales dropped the Median Home Sales Price increased over 18% to \$1,650,000."

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+
	Mid-Year 2022	303	641,696,599	1,650,000	10	60	114	85	24	7	2	1
	CHANGE	-28%	-27.24%	+18.28%	-23%	-52%	-30%	-11%	+41%	+17%	-33%	-67%
	Mid-Year 2021	423	881,958,972	1,395,000	13	124	162	95	17	6	3	3

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+
	Mid-Year 2022	40	375,275,111	6,247,500	-	2	3	5	7	12	8	3
	CHANGE	-45%	-19.27%	+62.27%	-	-	-80%	-69%	-53%	-29%	+60%	-
	Mid-Year 2021	73	464,871,099	3,850,000	-	2	15	16	15	17	5	3

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# HAMPTONS MID-YEAR 2022 HOME SALES REPORT



\$6,495,000  
Web# 90371

## SOUTHAMPTON

"Southampton Village, another of our Crown Jewels, had the second highest Median Home Sales Price for this report at \$4,200,000, a 51.35% increase year-to-year in the same period. Southampton Village is also experiencing a significant upturn of 86% in the Number of Home Sales in the \$10M-\$19.99M price range. The Southampton Area, which includes North Sea, had a Median Home Sales Price increase over 28.2% to \$1,602,500. This was directly due to an increase in home sales activity over \$3M in this region."

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+
	Mid-Year 2022	148	312,531,960	1,602,500	5	40	49	35	13	4	2	-
	CHANGE	-21%	+0.38%	+28.20%	+25%	-40%	-23%	-8%	+30%	-	-	-
	Mid-Year 2021	187	311,336,158	1,250,000	4	67	64	38	10	4	-	-

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+
	Mid-Year 2022	80	555,495,845	4,200,000	-	4	13	20	8	18	13	4
	CHANGE	-23%	-5.08%	+51.35%	-100%	-43%	-48%	-17%	-53%	+13%	+86%	-33%
	Mid-Year 2021	104	585,195,336	2,775,000	2	7	25	24	17	16	7	6

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\$3,195,000  
Web# 891870

## BRIDGEHAMPTON & SHELTER ISLAND

"Bridgehampton, which includes Water Mill and Sagaponack, the third of our Crown Jewels had the highest Total Home Sales Volume of just over a billion. Seven of the 17 homes in the \$20M+ price category for this period were closed in Bridgehampton. Shelter Island took quite a turn year-to-year with the Number of Home Sales sinking -45% and the Total Home Sales Volume decline of -35.54%, yet the Median Home Sales Price increased by 14.42%."

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+
	Mid-Year 2022	156	1,030,964,932	4,225,000	1	9	17	41	24	39	18	7
	CHANGE	-32%	-12.21%	+11.18%	-	-31%	-55%	-18%	-47%	-33%	-5%	+40%
	Mid-Year 2021	228	1,174,322,115	3,800,000	-	13	38	50	45	58	19	5

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+
	Mid-Year 2022	37	89,253,206	1,584,706	1	13	7	6	7	3	-	-
	CHANGE	-45%	-35.54%	+14.42%	-	-35%	-71%	-50%	-	+50%	-100%	-
	Mid-Year 2021	67	138,459,250	1,385,000	1	20	24	12	7	2	1	-

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\$3,295,000  
Web# 890832

## SAG HARBOR

"The Sag Harbor Area, which includes Noyack and North Haven, was one of three markets that saw an uptick in the Total Home Sales Volume by nearly 11%. The highest increase in Total Home Sales Volume for any Hamptons market. The Median Home Sales Price rose 20.98% for the first half of 2022. Sag Harbor Village was the only market to have a drop in Median Home Sales Price. The decline was -14.74% from \$2,340,000 in 2021 to \$1,995,000 in 2022. All other markets experienced increases in Median Home Sales Price."

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+
	Mid-Year 2022	108	303,927,339	1,787,500	3	17	44	22	10	9	2	1
	CHANGE	-18%	+10.82%	+20.98%	+200%	-56%	-8%	-27%	+43%	+80%	-	-
	Mid-Year 2021	132	274,260,484	1,477,500	1	39	48	30	7	5	2	-

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+
	Mid-Year 2022	57	153,429,104	1,995,000	-	3	26	17	6	3	2	-
	CHANGE	-24%	-22.29%	-14.74%	-	-25%	-10%	-47%	+20%	-40%	-	-
	Mid-Year 2021	75	197,428,152	2,340,000	-	4	29	32	5	5	-	-

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# HAMPTONS MID-YEAR 2022 HOME SALES REPORT



\$16,750,000  
Web# 878040

## WEST OF THE CANAL

"Westhampton, which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quogue, is seeing more and more home sales activity over the \$3.5M mark. In fact, 34 homes traded hands over \$3.5M in 2022 compared with 23 for the same six-month period in 2021. Hampton Bays experienced very slight changes in the three criteria we monitor but look closely and you will see the future trajectory— less sales at the lower end and more at the higher ends."

WESTHAMPTON INCLUDES REMSENBURG, WESTHAMPTON BEACH, EAST QUOGUE, QUOGUE, QUOGUE		# 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+
	Mid-Year 2022	197	426,462,826	1,390,000	12	65	58	28	16	15	3	-
	CHANGE	-33%	-18.18%	+6.11%	-43%	-32%	-40%	-52%	+78%	+25%	+200%	-100%
	Mid-Year 2021	293	521,203,004	1,310,000	21	95	96	58	9	12	1	1

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+
	Mid-Year 2022	162	132,017,272	730,000	17	118	23	4	-	-	-	-
	CHANGE	-9%	-3.28%	+8.15%	-56%	+6%	-15%	+100%	-	-	-	-
	Mid-Year 2021	179	136,495,222	675,000	39	111	27	2	-	-	-	-

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