

# HAMPTONS YEAR END 2021 HOME SALES REPORT

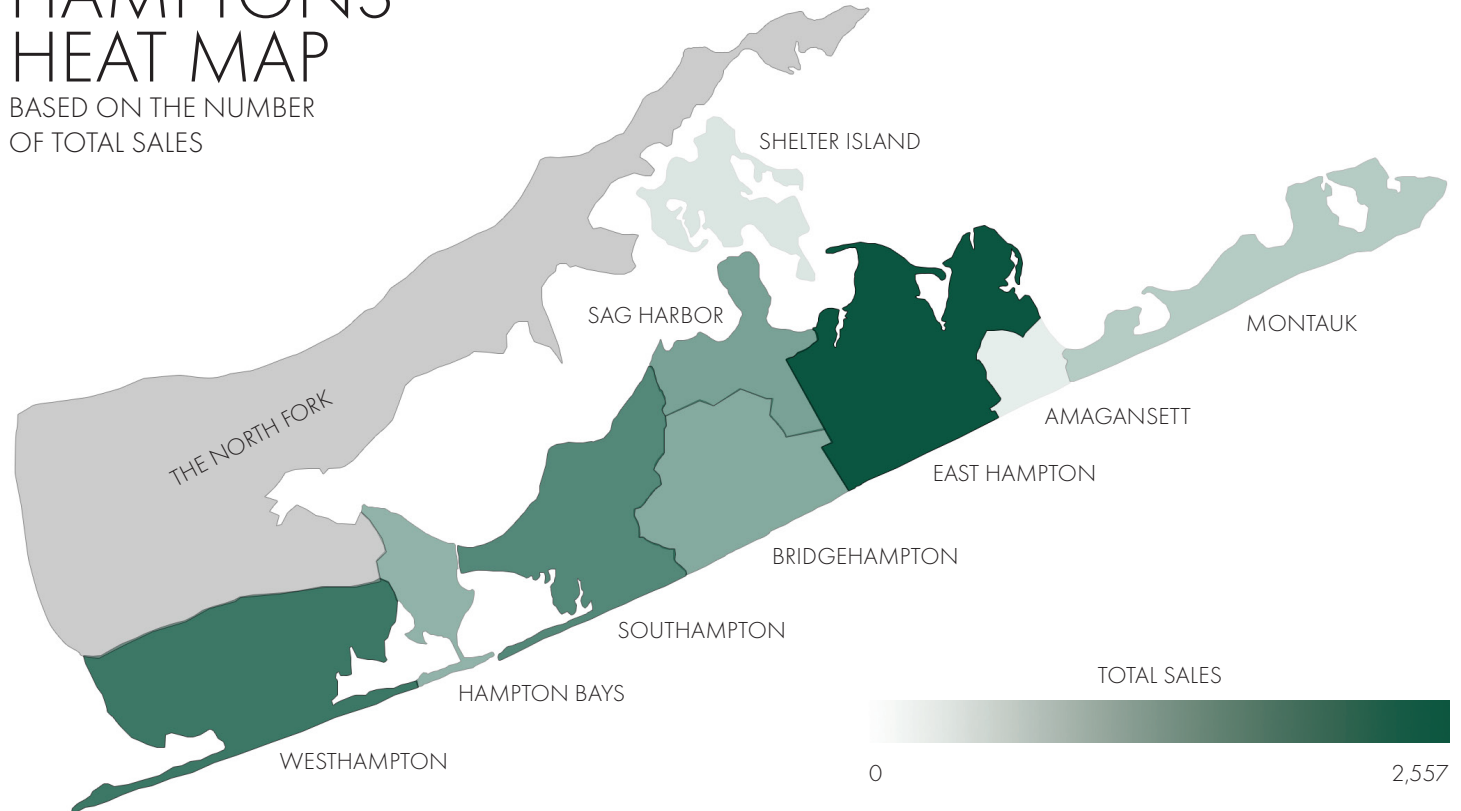
"For years now I have been referring to the high end being on a 7-year cycle to blast through new ceilings and 2021 is right on time! Let's evaluate the year by going right to the finale -- All Hamptons Markets Combined -- and slide your eyes to the last of all the price ranges monitored by Town & Country Real Estate. In the \$20M+ price range 28 deals closed over \$20M. That's a record no other year comes close to. As I've mentioned several times before over the past three decades of writing these reports, when the stock market does well Hamptons real estate follows. The stock market rose up 20% and our Median Home Sales Price rose 19% with Total Home Sales Volume swelling 25%. It's a clear connection between the two. Let's dig deep and see where the big bucks went."

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

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+
	2021	2,557	7,224,790,815	1,613,000	78	672	785	524	200	202	68	28
	CHANGE	+4%	+24.84%	+19.04%	-52%	-13%	+12%	+23%	+11%	+45%	+28%	+65%
	2020	2,450	5,787,371,421	1,355,000	162	770	703	426	180	139	53	17

## HAMPTONS HEAT MAP

BASED ON THE NUMBER  
OF TOTAL SALES



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

All information is deemed reliable and correct. Information is subject to errors, omissions and withdrawal without prior notice. (Source: The Real Estate Report Inc.)



EAST HAMPTON

BRIDGEHAMPTON

SOUTHAMPTON

WESTHAMPTON BEACH

MONTAUK

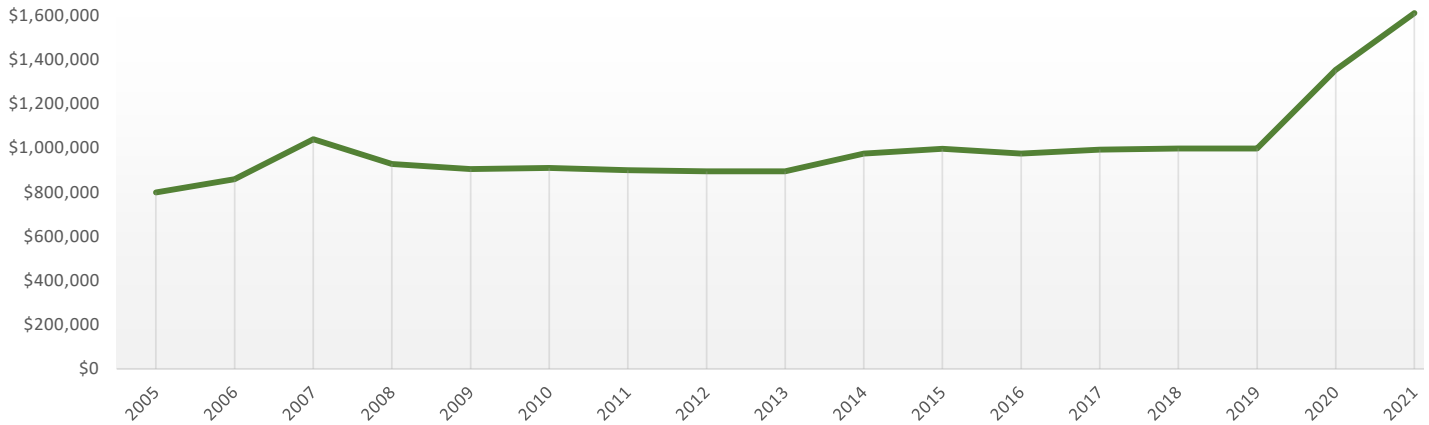
MATTITUCK

GREENPORT

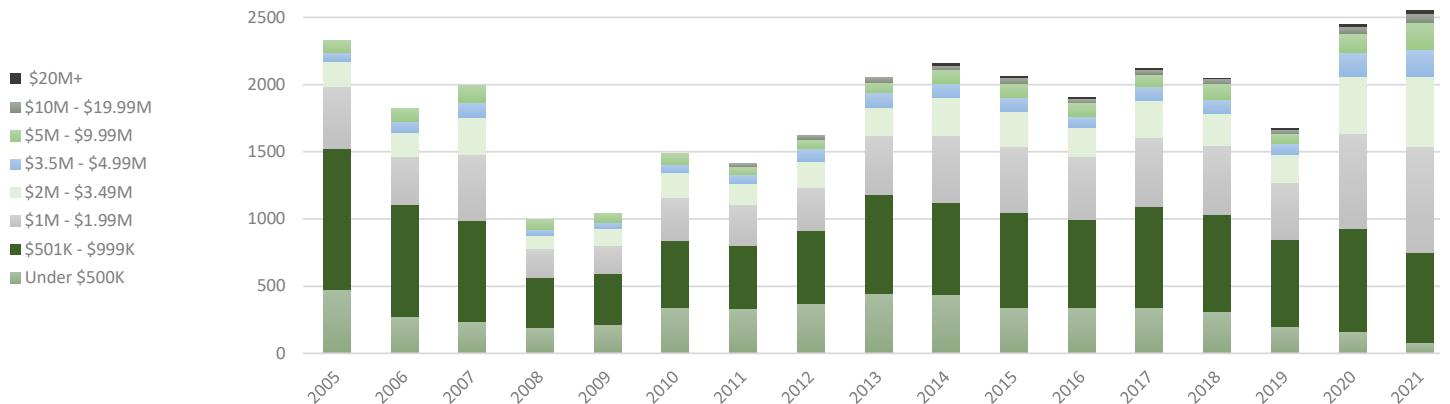
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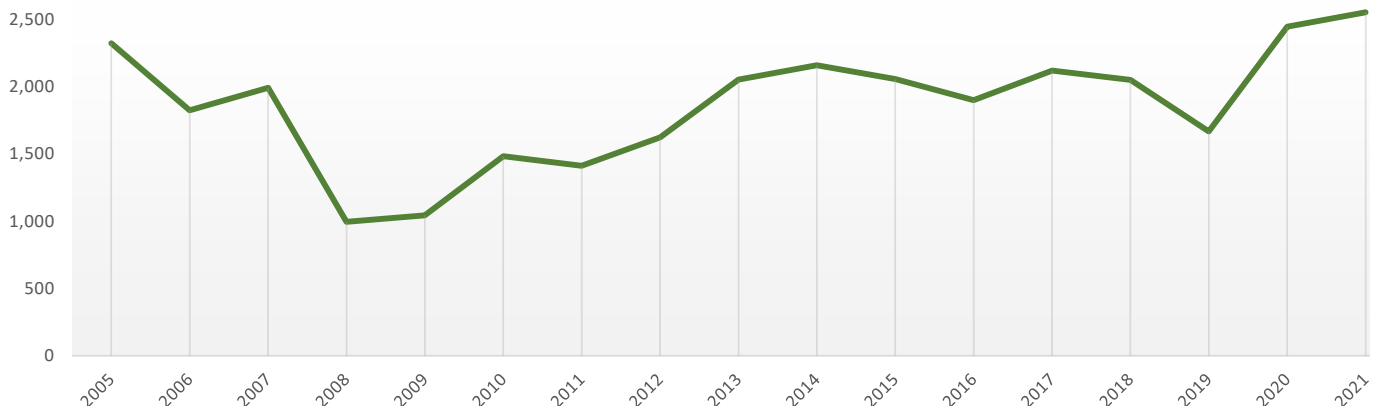
## MEDIAN HOME SALES PRICE



## SALES TRENDS



## TOTAL # OF HOME SALES



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## THE END

"In Montauk, while 9 less homes changed hands in 2021 compared with 2020, the Median Home Sales Price rose 23% to an impressive \$1,782,500. Montauk is surrounded on three sides by water and has vast areas of preserved land, so if you want a slice of that heavenly hamlet, don't hesitate. Amagansett closed the fewest home sales with only 86 for the year, -10% less than 2020. But don't underestimate the strength in this beautiful hamlet since the Median Home Sales Volume of \$2,762,500 is the 4th highest -- right behind our 3 crown jewels East Hampton Village, Southampton Village, and Bridgehampton."

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

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+
	2021	112	289,567,262	1,782,500	1	15	51	28	8	5	3	1
	CHANGE	-7%	+23.63%	+22.93%	-67%	-48%	+4%	+4%	-	+25%	+200%	-
	2020	121	234,222,160	1,450,000	3	29	49	27	8	4	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+
	2021	86	355,149,150	2,762,500	-	8	20	29	13	12	3	1
	CHANGE	-10%	+6.08%	+3.27%	-	+33%	-26%	+7%	-24%	-29%	+200%	-
	2020	96	334,781,005	2,675,000	-	6	27	27	17	17	1	1

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# HAMPTONS YEAR END 2021 HOME SALES REPORT



\$5,350,000  
Web# 872738

## EAST HAMPTON

"East Hampton Village held the greatest Median Home Sales Price of all 12 markets at \$4.3M, a 30.4% leap from the 2020 Median Home Sales Volume. The East Hampton Area, which includes Wainscott, closed the most home sales again, with a total of 551 for the year."

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

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+
	2021	551	1,218,810,390	1,457,000	10	139	229	124	25	17	3	4
	CHANGE	+4%	+45.29%	+22.49%	-60%	-32%	+24%	+55%	-	+70%	+50%	-
	2020	530	838,886,427	1,189,500	25	203	185	80	25	10	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+
	2021	89	611,437,100	4,300,000	-	3	16	18	19	21	8	4
	CHANGE	+24%	+34.20%	+30.40%	-	-40%	+60%	-18%	+90%	+50%	+14%	-
	2020	72	455,629,443	3,297,500	-	5	10	22	10	14	7	4

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# HAMPTONS YEAR END 2021 HOME SALES REPORT



\$4,850,000  
Web# 8781767

## SOUTHAMPTON

"Southampton Village was the only one of the 12 markets monitored by Town & Country to experience a decline of -8.3% in Total Home Sales Volume year-over-year yet the Median Home Sales Price increased 10.3% to \$3.225M. The Southampton Area experienced a whopping 233% increase in home sales in the \$5M-\$9.99M price range. Up from 3 in 2020 to 10 in 2021."

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

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+
	2021	248	425,017,087	1,305,000	6	87	85	50	10	10	-	-
	CHANGE	-2%	+13.19%	+24.29%	-50%	-22%	+25%	+2%	-	+233%	-	-
	2020	254	375,477,582	1,050,000	12	112	68	49	10	3	-	-

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+
	2021	132	759,440,336	3,225,000	2	11	23	32	16	31	9	8
	CHANGE	+2%	-8.26%	+10.26%	-	+57%	-21%	+3%	-38%	+138%	-36%	-
	2020	130	827,782,235	2,925,000	2	7	29	31	26	13	14	8

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# HAMPTONS YEAR END 2021 HOME SALES REPORT



\$28,000,000  
Web# 883042

## BRIDGE & SHELTER ISLAND

"Bridgehampton, which includes Water Mill and Sagaponack, closed 10 of the 28 home sales over \$20M. To no surprise, that caused the Total Home Sales Volume for Bridgehampton to swell to \$1,653,061,139, 50% greater than 2020 Year-End. On Shelter Island there were 2 less home sales in 2021 compared with 2020 yet the Median Home Sales Price increased 22%. This demonstrates more expensive homes on the island."

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

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+
	2021	275	1,653,061,139	4,000,000	-	13	46	60	45	69	32	10
	CHANGE	+15%	+49.60%	+26.98%	-	-	-29%	+5%	+29%	+50%	+68%	+150%
	2020	239	1,104,981,792	3,150,000	-	13	65	57	35	46	19	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+
	2021	96	188,740,781	1,369,000	-	31	33	22	6	3	1	-
	CHANGE	-2%	+11.25%	+21.69%	-100%	-26%	+14%	+38%	+100%	-25%	-	-
	2020	98	169,654,003	1,125,000	3	42	29	16	3	4	1	-

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# HAMPTONS YEAR END 2021 HOME SALES REPORT



\$13,950,000  
Web# 873656

## SAG HARBOR

"Sag Harbor Village held the highest statistical increase in both the Total Number of Home Sales and Total Home Sales Volume, up 65% and up 90% respectively. Sag Harbor Area, which includes Noyack and North Haven, had relatively stable home sales activity year-over-year with single digit changes in all three criteria monitored by Town & Country."

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

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+
	2021	172	405,651,697	1,472,500	4	45	60	36	11	11	5	-
	CHANGE	-1%	+7.76%	+5.12%	-20%	-8%	-5%	-	+10%	+83%	-	-
	2020	174	376,442,926	1,400,800	5	49	63	36	10	6	5	-

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+
	2021	112	302,121,666	2,400,000	-	3	42	44	14	9	-	-
	CHANGE	+65%	+89.50%	+20.30%	-	-77%	+83%	+132%	+56%	+125%	-	-
	2020	68	159,426,788	1,995,000	-	13	23	19	9	4	-	-

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## WEST OF THE CANAL

"Westhampton, which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quogue, continues its steady ascent with a Total Home Sales Volume of \$808,368,041 trading hands with 428 home sales and a Median Home Sales Price of \$1.315M, 7.8% greater than the prior year. Hampton Bays, the gateway to the Hamptons, is still within reach for many with a Median Home Sales Price of \$712,500. Keep in mind that's a 17% increase year-to-year so that window is closing too."

Judi Desiderio, CEO | JD@TCHamptons.com | 631.324.8080

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+
	2021	428	808,368,041	1,315,000	22	140	137	79	32	14	4	-
	CHANGE	+3%	+9.98%	+7.79%	-39%	-3%	+4%	+36%	+23%	-22%	+33%	-
	2020	417	735,046,881	1,220,000	36	144	132	58	26	18	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+
	2021	256	207,426,166	712,500	33	177	43	2	1	-	-	-
	CHANGE	+2%	+18.50%	+16.80%	-57%	+20%	+87%	-50%	-	-	-	-
	2020	251	175,040,179	610,000	76	147	23	4	1	-	-	-

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