

HAMPTONS 1Q 2022 HOME SALES REPORT

The first quarter of this year demonstrates how home sales on the South Fork are on the other side of the COVID-19 surge. Keep in mind the surge was like no other I have seen in my 37 years. It's not completely in the rearview mirror thanks to an inventory shortage, but there is a saturation point and markets are always in perpetual motion. When 10 of the 12 markets monitored by Town & Country Real Estate are in the red, it begins to show a trend.

Since these reports are based on *recorded* closings, they detail deals that occurred in the prior 30-90 days or more due to the time it takes for closings to be recorded then posted. Therefore, we can attest that the 4th Quarter deals of 2020 compared to the 4th Quarter deals of 2021 were vastly different.

Looking at All Hamptons Markets Combined and the 1st Quarter home sales activity shows that while pricing for closings increased 13.3% the Total Number of Home Sales declined -22%. Those figures resulted in a Total Home Sales Volume of approximately \$2,550,000,000 for 2022, similar to that of the 1st Quarter of 2021.

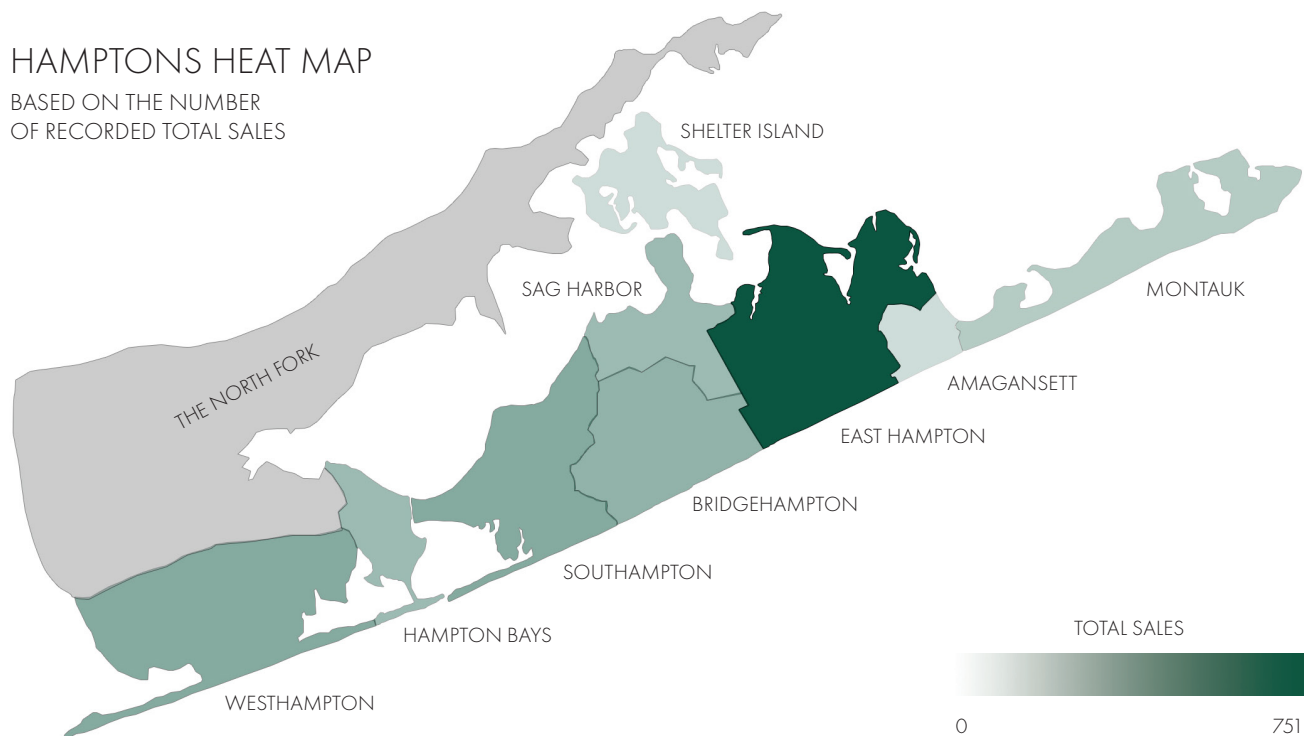
Sellers note, the time to sell at the top has eclipsed. If selling is on your radar, I suggest you contact a T&C Associate in the office nearest you for a confidential market analysis.

Let's dive into the numbers and start with the positive!

Judi Desiderio, CEO
JD@TCHamptons.com | 631.324.8080

HAMPTONS HEAT MAP

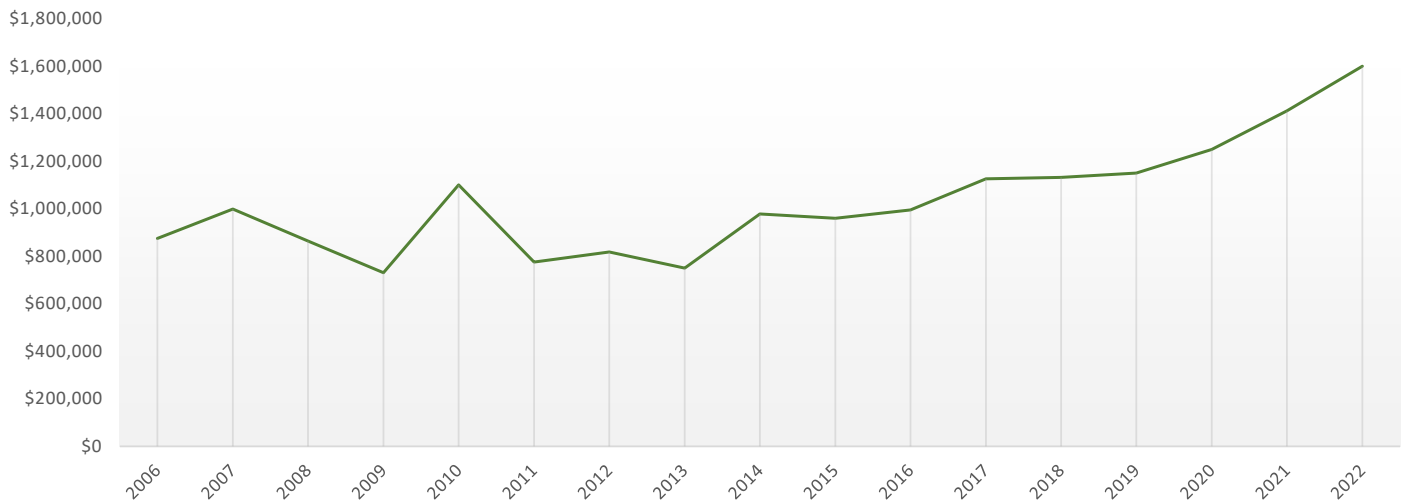
BASED ON THE NUMBER
OF RECORDED TOTAL SALES



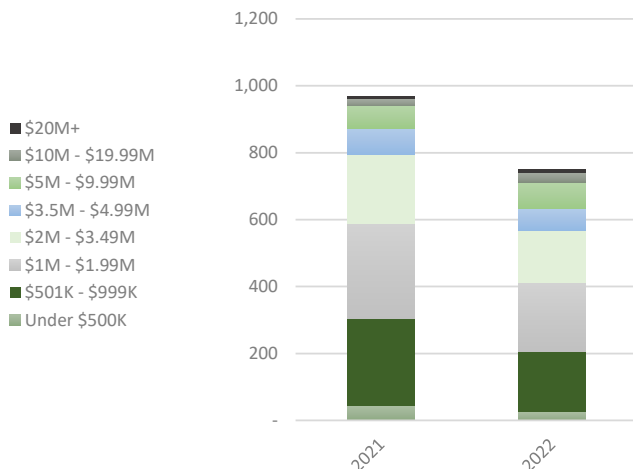
HAMPTONS 1Q 2022 HOME SALES REPORT

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+
	1Q 2022	751	2,549,063,349	1,600,000	27	180	203	158	65	79	28	11
	CHANGE	-22%	-0.59%	+13.27%	-39%	-31%	-28%	-24%	-17%	+18%	+40%	+38%
	1Q 2021	968	2,564,163,817	1,412,500	44	262	281	208	78	67	20	8

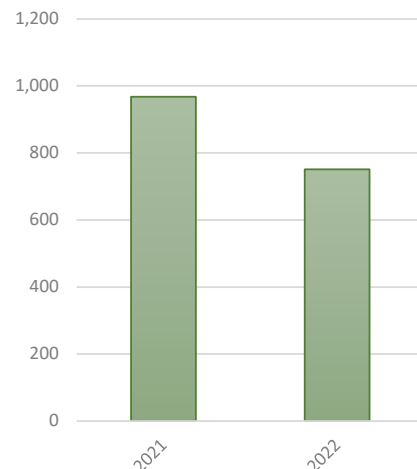
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



HAMPTONS 1Q 2022 HOME SALES REPORT



THE END

"The Median Home Sales Price in Montauk hit \$2,000,000 for the first time. The End is just at its beginning! In Amagansett, the Median Home Sales Price increased 10% to a sweet \$3,300,000 yet that beautiful hamlet also closed -36% less home sales."

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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+
	1Q 2022	37	102,437,500	2,000,000	1	2	15	11	-	8	-	-
	CHANGE	-3%	+39.79%	+33.00%	-	-80%	-	+10%	-100%	+700%	-	-
	1Q 2021	38	73,281,500	1,503,750	-	10	15	10	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+
	1Q 2022	28	153,845,999	3,300,000	1	2	5	7	3	6	3	1
	CHANGE	-36%	-28.08%	+10.18%	-	-	-44%	-53%	-57%	-33%	+200%	-
	1Q 2021	44	213,921,005	2,995,000	-	2	9	15	7	9	1	1

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EAST HAMPTON

BRIDGEHAMPTON

SOUTHAMPTON

WESTHAMPTON BEACH

MONTAUK

MATTITUCK

GREENPORT

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HAMPTONS 1Q 2022 HOME SALES REPORT



\$8,100,000
Web# 883259

EAST HAMPTON

"East Hampton Village's Median Home Sales Price shot up 122.5%, to a whopping \$6,675,000. This pushed the Total Home Sales Volume up 33% even though the Total Number of Home Sales dropped -24%. The East Hampton Area, which includes Wainscott, closed the most home sales at 159."

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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+
	1Q 2022	159	353,752,117	1,695,000	5	31	63	42	11	5	1	1
	CHANGE	-29%	-7.30%	+23.27%	-44%	-56%	-26%	-9%	+22%	+150%	-	-
	1Q 2021	223	381,604,340	1,375,000	9	71	85	46	9	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+
	1Q 2022	28	294,606,500	6,675,000	-	2	2	2	5	8	7	2
	CHANGE	-24%	+32.92%	+122.50%	-	-	-78%	-75%	+25%	-20%	+133%	+100%
	1Q 2021	37	221,639,167	3,000,000	-	2	9	8	4	10	3	1

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HAMPTONS 1Q 2022 HOME SALES REPORT



\$4,850,000
Web# 881767

SOUTHAMPTON

"The Southampton Area, which includes North Sea, saw a slight increase in Median Home Sales Price up to \$1,460,000 from \$1,395,000 in 1st Quarter 2021, but dropped -20% on the Total Number of Home Sales. The Median Home Sales Price in Southampton Village increased by 23% to \$3,375,000 from \$2,750,000 in 1st Quarter 2022, however Southampton Village closed one third fewer homes for the first three months of 2022."

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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+
	1Q 2022	73	146,120,861	1,460,000	3	18	25	17	7	3	-	-
	CHANGE	-20%	-9.58%	+4.66%	+50%	-36%	-24%	-15%	+17%	+50%	-	-
	1Q 2021	91	161,598,008	1,395,000	2	28	33	20	6	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+
	1Q 2022	34	239,637,845	3,375,000	-	1	7	10	2	9	3	2
	CHANGE	-33%	-21.60%	+22.73%	-	-	-59%	-17%	-71%	+29%	-25%	-33%
	1Q 2021	51	305,646,500	2,750,000	-	1	17	12	7	7	4	3

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HAMPTONS 1Q 2022 HOME SALES REPORT



\$28,000,000
Web# 883042

BRIDGEHAMPTON & SHELTER ISLAND

"Bridgehampton, which includes Water Mill and Sagaponack, logged 18 of the 39 home sales \$10M and up, that's nearly half of all Hampton Home sales \$10M and up. Shelter Island had one third less closings for 1st Quarter from 40 to 27 but the Median Homes Sales Price leaped a staggering 89% from \$1,374,500 in 1st Quarter 2021 to \$2,600,000 in 1st Quarter 2022."

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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+
	1Q 2022	90	694,985,182	4,688,500	1	4	8	22	12	25	13	5
	CHANGE	-17%	+30.47%	+31.06%	-	-50%	-53%	-8%	-54%	+9%	+44%	+400%
	1Q 2021	108	532,680,030	3,577,500	-	8	17	24	26	23	9	1
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+
	1Q 2022	27	73,599,706	2,600,000	-	10	2	6	6	3	-	-
	CHANGE	-33%	-15.79%	+89.16%	-100%	-23%	-80%	-25%	-	+200%	-100%	-
	1Q 2021	40	87,396,250	1,374,500	1	13	10	8	6	1	1	-

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SAG HARBOR

"The Sag Harbor Area, which includes Noyack and North Haven, was fairly flat with -19% fewer homes closed title, yet the Median Home Sales Price rose 8% to \$1,875,000 up from \$1,735,000 same quarter last year. Sag Harbor Village was the only market that saw a drop in Median Home Sales Price -- and it was a significant drop of -25.8% from \$2,298,000 to \$1,705,000 in 1st Quarter 2022."

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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+
	1Q 2022	59	157,800,339	1,875,000	3	7	23	12	8	5	1	-
	CHANGE	-19%	-5.65%	+8.07%	-	-68%	+5%	-37%	+60%	+25%	-	-
	1Q 2021	73	167,256,149	1,735,000	-	22	22	19	5	4	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+
	1Q 2022	27	61,995,594	1,705,000	-	2	14	8	2	1	-	-
	CHANGE	+8%	-10.83%	-25.81%	-	-	+75%	-27%	+100%	-67%	-	-
	1Q 2021	25	69,525,277	2,298,000	-	2	8	11	1	3	-	-

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\$16,750,000
Web# 878040

WEST OF THE CANAL

"Westhampton, which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quogue, held steady on the Median Home Sales Price but had -34% fewer home sales and therefore -30% less in Total Home Sales Volume. Hampton Bays was the only market monitored by Town & Country Real Estate that realized advances in all 3 criteria: 5% of Total Number of Home Sales, 15% Total Home Sales Volume, 12% Median Home Sales Price."

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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+
	1Q 2022	105	201,439,407	1,350,000	9	34	27	20	9	6	-
	CHANGE	-34%	-30.52%	+3.05%	-36%	-35%	-41%	-41%	+80%	+20%	-100%
	1Q 2021	158	289,905,366	1,310,000	14	52	46	34	5	5	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+
	1Q 2022	84	68,842,299	752,000	4	67	12	1	-	-	-
	CHANGE	+5%	+15.29%	+11.61%	-78%	+31%	+20%	-	-	-	-
	1Q 2021	80	59,710,225	673,750	18	51	10	1	-	-	-

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