

HAMPTONS 4Q 2022 HOME SALES REPORT

The last three months of 2022 were quiet for Hamptons Real Estate Markets — no secret there — but the numbers tell the whole truth. Keep in mind these market reports are year-to-year comparisons, and comparing just about any year to 2021 is, well frankly, not fair. 2021 was one for the record books. As was the beginning of 2022. Then in June the faucet shut off — interest rates ticked up at the greatest speed ever, a ground war erupted, darling tech stocks were sinking like boulders, talk of recession, soft landing vs. hard landing. Obviously, these occurrences made our luxury markets come to a screeching halt.

Let's dive in...

All 12 markets monitored by Town & Country Real Estate were in the red, in fact four of them saw the Total Number of Home Sales drop -50% or more.

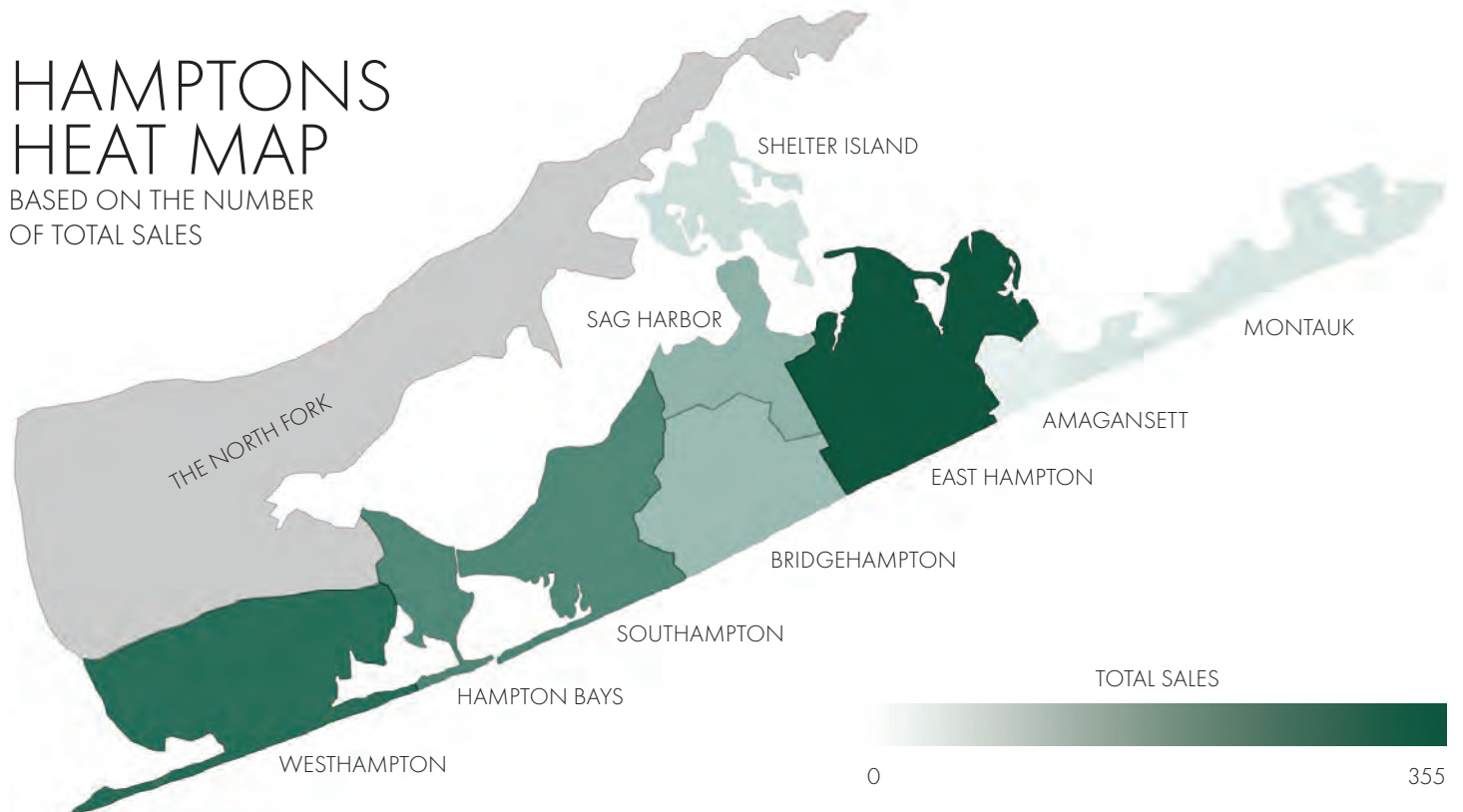
Looking at All Hampton Markets Combined, the home sales activity in the Hamptons comes clearly into focus. The Number of Home Sales and Total Home Sales Volume each sank -46% and -41.47% respectively while the Median Home Sales Price remained stable with a slight uptick of 1.59% to \$1,600,000.

I began this report saying how 'unfair' it is to compare any year to 2021, so I reviewed 2019 and 2020 for the Number of Home Sales. While 355 in 4Q of 2022 was a -46% decline from 2021 it beat out 2019 at 248 but was eclipsed by 2020 where 608 home sales changed hands in the last three months of the year. This demonstrates the importance of keeping stats in context of broader comparisons then just year-to-year.

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

HAMPTONS HEAT MAP

BASED ON THE NUMBER OF TOTAL SALES



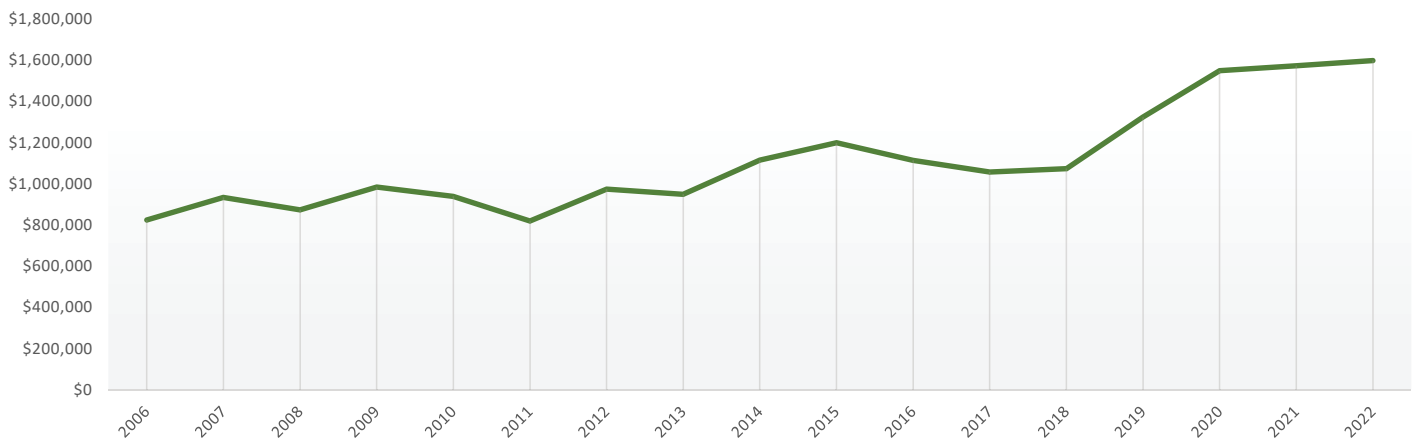
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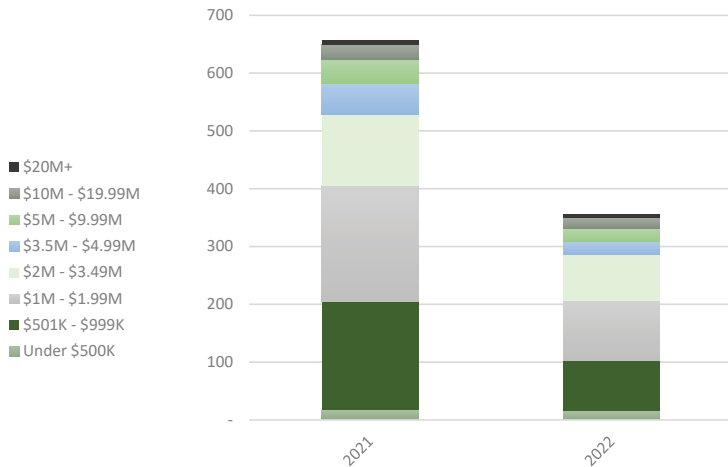
HAMPTONS 4Q 2022 HOME SALES REPORT

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+
	4Q 2022	355	1,131,306,381	1,600,000	15	87	105	80	21	24	17	6
	CHANGE	-46%	-41.47%	+1.59%	-12%	-54%	-48%	-35%	-60%	-44%	-32%	-25%
	4Q 2021	657	1,932,854,623	1,575,000	17	188	200	124	52	43	25	8

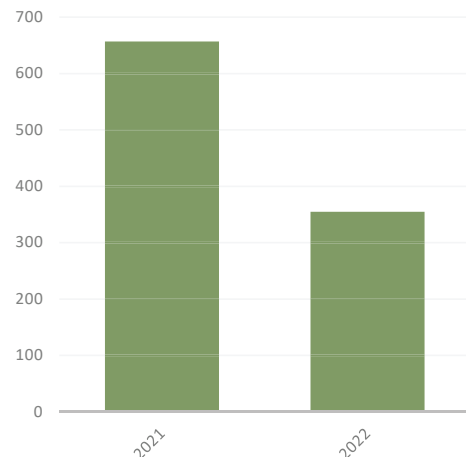
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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\$7,950,000
Web# 893494

THE END

Montauk had -58% fewer home sales - only 14 - with a Total Home Sales Volume drop of -48.56%, yet the Median Home Sales Price rose 23.77% to \$2,135,000. Montauk is 'The End' and there will always be a finite number of properties therefore prices stabilize or in this case increase even in down markets. In Amagansett, the Median Home Sales Price remained above \$3M - \$3,100,000 to be exact - but is still -7.46% less than in 2021. This is another testament to hamlets with limited inventory holding their value.

	# 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+	
MONTAUK	4Q 2022	14	50,332,180	2,135,000	-	-	5	5	2	1	1	-
	CHANGE	-58%	-48.56%	+23.77%	-100%	-100%	-64%	-50%	+100%	-	-	-100%
	4Q 2021	33	97,841,016	1,725,000	1	4	14	10	1	1	1	1
AMAGANSETT	4Q 2022	10	35,355,894	3,100,000	-	-	2	5	-	3	-	-
	CHANGE	-41%	-67.30%	-7.46%	-	-100%	-50%	+67%	-100%	-25%	-	-100%
	4Q 2021	17	108,115,000	3,350,000	-	3	4	3	2	4	-	1

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\$11,600,000
Web# 896577

EAST HAMPTON

East Hampton Village didn't stay on par with Southampton Village this quarter. While the 6th home sale \$20M+ was in East Hampton Village only 8 home sales closed in 4Q, a -43% decline and the Median Home Sales Price was down -41.18% to a soft \$2,875,000. The East Hampton Area, which includes Wainscott, closed with the greatest Number of Home Sales at 76. However, that remains -47% fewer than the previous year's same quarter. This resulted in the Total Home Sales Volume dropping -48.43% with the Median Home Sales Price ticking up 14.49%.

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+	
	4Q 2022	76	165,070,085	1,600,000	2	12	33	22	3	3	1	-
	CHANGE	-47%	-48.43%	+14.49%	-	-68%	-49%	-12%	-63%	-25%	-	-100%
	4Q 2021	144	320,101,565	1,397,500	2	38	65	25	8	4	-	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+	
	4Q 2022	8	67,140,000	2,875,000	-	-	1	4	1	-	1	1
	CHANGE	-43%	-8.32%	-41.18%	-	-100%	-67%	+300%	-50%	-100%	-67%	-
	4Q 2021	14	73,230,001	4,887,500	-	1	3	1	2	4	3	-

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SOUTHAMPTON

Southampton Village had a remarkable quarter for sales of \$20M+, 5 of the 6 for 4Q were closed in Southampton Village. This shot the Total Home Sales Volume up 66.7% to \$281,015,000 and the Median Home Sales Price to a record \$8,575,000. There were only 20 sales for the last 3 months of 2022, so these stats are impressive. The Southampton Area, which includes North Sea, had -33% fewer home sales. The Southampton Area saw more sales \$10M+ sales, thus the Total Home Sales Volume only dropped -12.66% while the Median Home Sales Price rose 7.61% to \$1,450,000.

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+
	4Q 2022	36	85,300,823	1,450,000	1	12	9	8	4	-	2	-
	CHANGE	-33%	-12.66%	+7.61%	-	-20%	-57%	-33%	+33%	-100%	-	-
	4Q 2021	54	97,665,570	1,347,500	1	15	21	12	3	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+
	4Q 2022	20	281,015,000	8,575,000	-	-	2	2	3	4	4	5
	CHANGE	-31%	+66.70%	+138.19%	-	-100%	-60%	-71%	-25%	-43%	-	+400%
	4Q 2021	29	168,573,500	3,600,000	-	1	5	7	4	7	4	1

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\$12,950,000
Web# 873656

BRIDGEHAMPTON & SHELTER ISLAND

Bridgehampton, which includes Water Mill and Sagaponack, saw -59% fewer home sales trade hands. In Bridgehampton, the Total Home Sales Volume sank nearly -65% yet the Median Home Sales Price shot up 34.39% from \$3,795,000 to \$5,100,000. On Shelter Island, the Median Home Sales Price increased nearly 18% while the Total Home Sales Volume and Median Home Sales Price each dropped significantly at -54.6% and -44% respectively.

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+
	4Q 2022	29	185,597,350	5,100,000	-	2	2	6	3	10	6	-
	CHANGE	-59%	-64.69%	+34.39%	-	-67%	-83%	-63%	-67%	-17%	-54%	-100%
	4Q 2021	71	525,616,725	3,795,000	-	6	12	16	9	12	13	3

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+
	4Q 2022	15	27,864,898	1,645,000	-	4	6	4	1	-	-	-
	CHANGE	-44%	-54.60%	+17.92%	-	-43%	-45%	-20%	-50%	-100%	-100%	-
	4Q 2021	27	61,375,825	1,395,000	-	7	11	5	2	1	1	-

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SAG HARBOR

In Sag Harbor Village, only 11 homes changed hands. This is a -42% drop year-to-year while the Total Home Sales Volume followed closely at -41.31%, yet the Median Home Sales Price increased nearly 9% to \$2,200,000. Sag Harbor Village also has a very limited inventory.

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+	
	4Q 2022	20	35,729,500	1,655,000	1	3	8	8	-	-	-	-
	CHANGE	-50%	-66.07%	-14.58%	-	-63%	-27%	-20%	-100%	-100%	-100%	-
	4Q 2021	40	105,295,412	1,937,500	1	8	11	10	6	3	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+	
	4Q 2022	11	30,502,000	2,200,000	-	1	3	4	1	2	-	-
	CHANGE	-42%	-41.31%	+8.91%	-	-	-57%	-33%	-50%	-33%	-	-
	4Q 2021	19	51,967,000	2,020,000	-	1	7	6	2	3	-	-

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\$15,900,000
Web# 878040

WEST OF THE CANAL

Westhampton, which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quogue, was one of the four markets that declined -50% or more in the Number of Home Sales. As expected, the Total Home Sales Volume declined in line at -52.25% but the Median Home Sales Price remained virtually unchanged at \$1,407,500. The Median Home Sales Price in Hampton Bays rose slightly at 3.42%, up to \$755,000, while the Number of Home Sales and the Total Home Sales Volume declined -36% and -33.69% respectively.

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+	
	4Q 2022	61	120,511,501	1,407,500	4	14	26	12	2	1	2	-
	CHANGE	-50%	-52.25%	-0.53%	-43%	-59%	-32%	-57%	-83%	-50%	-	-
	4Q 2021	123	252,365,555	1,415,000	7	34	38	28	12	2	2	-

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+
	4Q 2022	55	46,887,150	755,000	7	39	8	-	1	-	-
	CHANGE	-36%	-33.69%	+3.42%	+40%	-44%	-11%	-100%	-	-	-
	4Q 2021	86	70,707,454	730,000	5	70	9	1	1	-	-

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