

HAMPTONS Q4 2023 HOME SALES REPORT

Seven of the twelve individual markets monitored by TOWN & COUNTRY experienced gains in both the Number of Home Sales and the Total Home Sales Volume for the last three months of 2023. Eight of the twelve logged a gain in Median Home Sales Price.

Looking at ALL HAMPTONS MARKETS COMBINED clearly you see year to year in Q4 the same Number of Home Sales occurred yet the Median Home Sales Price shot up nearly 20% from \$1,587,500 in Q3 2022 to \$1.9M Q4 2023. That says it all— see you in 2024!

More to come ...

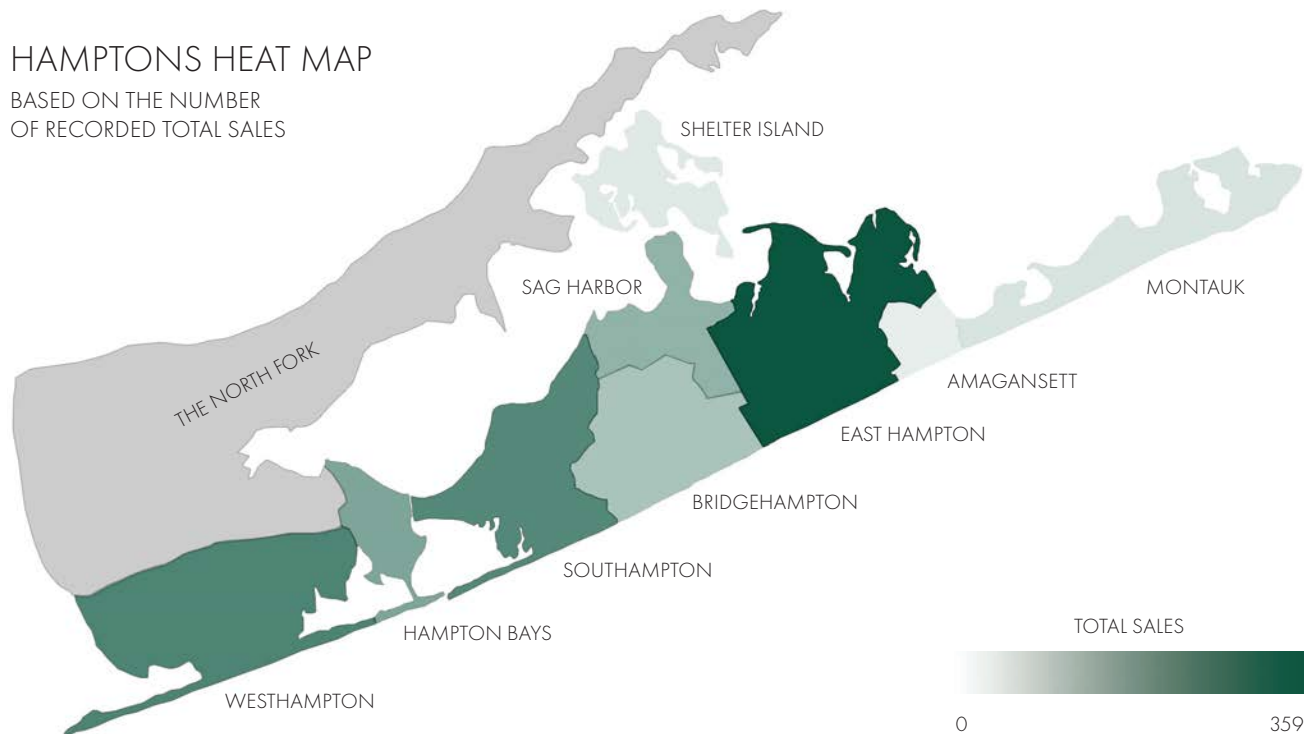
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HAMPTONS HEAT MAP

BASED ON THE NUMBER
OF RECORDED TOTAL SALES

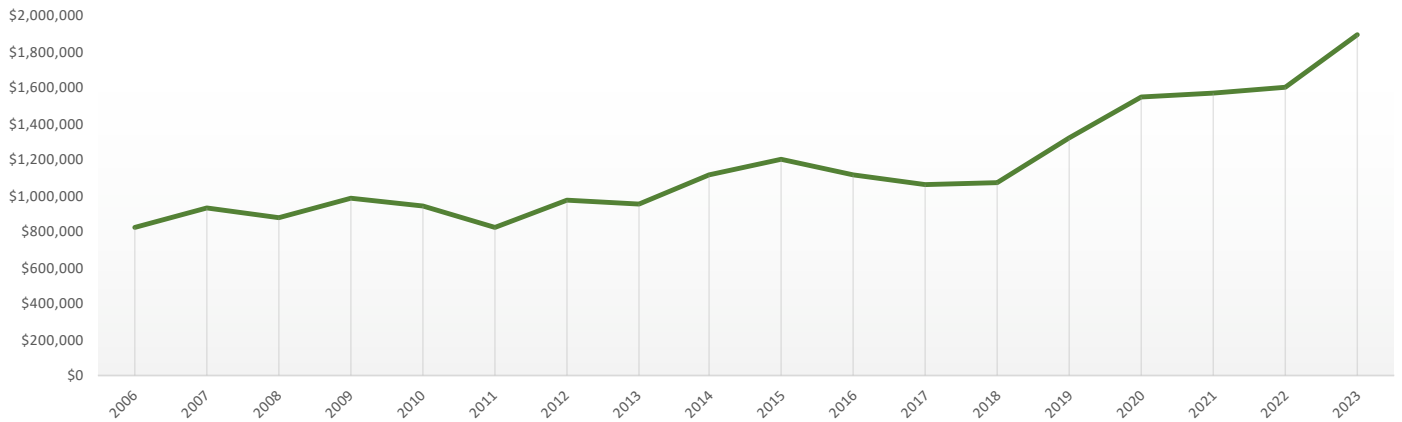


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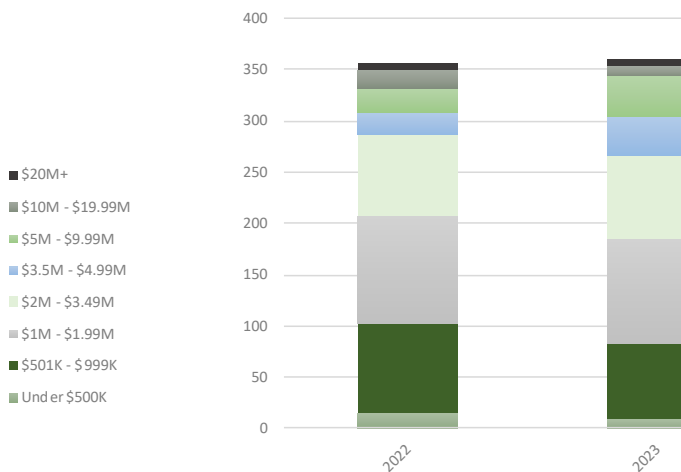
HAMPTONS Q4 2023 HOME SALES REPORT

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+
	Q4 2023	359	1,222,259,600	1,900,000	9	74	103	81	37	39	11	5
	CHANGE	+1%	+8.04%	+19.69%	-40%	-15%	-2%	+1%	+76%	+63%	-35%	-17%
	Q4 2022	355	1,131,306,381	1,587,500	15	87	105	80	21	24	17	6

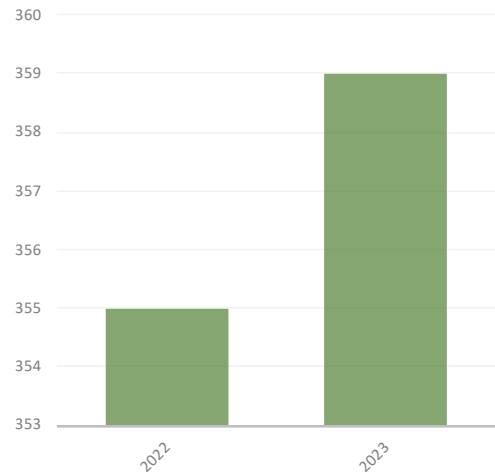
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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\$6,495,000
Web#895960

THE END

Montauk, the End or the Beginning depending on your perspective, did just fine. Though there were 14% fewer home sales, the Median Home Sales Price rose nearly 7%.

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+	
	Q4 2023	12	31,443,500	2,262,500	1	-	4	4	2	1	-	-
	CHANGE	-14%	-28.26%	+6.72%	-	-	-20%	-20%	-	-	-100%	-
	Q4 2022	14	43,832,180	2,120,000	-	-	5	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+	
	Q4 2023	12	42,775,125	2,691,000	-	-	3	5	2	2	-	-
	CHANGE	+20%	+20.98%	-13.19%	-	-	+50%	-	-	-33%	-	-
	Q4 2022	10	35,355,894	3,100,000	-	-	2	5	-	3	-	-

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\$17,950,000
Web# 903353

EAST HAMPTON

East Hampton Village Median Home Sales Price rose nearly 50% from \$2.875M to \$4.3M year to year. This Village window of opportunity is closing. East Hampton Village & Brighampton each had two sales over \$20M— so 4 of the 5 sales in Q4 over \$20M done and dusted. East Hampton Area, which includes Wainscott, had the greatest Number of Home Sales at 73.

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+	
	Q4 2023	73	154,368,220	1,650,000	2	15	26	17	11	2	-	-
	CHANGE	-4%	-6.48%	+3.13%	-	+25%	-21%	-23%	+267%	-33%	-100%	-
	Q4 2022	76	165,070,085	1,600,000	2	12	33	22	3	3	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+	
	Q4 2023	9	105,390,000	4,300,000	-	-	3	1	1	1	1	2
	CHANGE	+13%	+56.97%	+49.57%	-	-	+200%	-75%	-	-	-	+100%
	Q4 2022	8	67,140,000	2,875,000	-	-	1	4	1	-	1	1

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Summer Rental
Web# 861856

SOUTHAMPTON

Southampton Village, on a negative note, experienced a decline in home sales price of nearly 68% from \$8.575M in 2023 Q4 to \$2.75M Q4 in 2023. This was directly related to the high end where only two home sales occurred over \$10M in 2023 when nine homes changed hands in Q4 2022. Southampton Area, which includes North Sea, had three homes in the \$5-9.9M price range in Q4 2023 when there were none in 2022

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+	
	Q4 2023	39	90,531,250	1,625,000	1	7	17	8	2	3	1	-
	CHANGE	+8%	+20.23%	+12.07%	-	-42%	+89%	-	-50%	-	-	-
	Q4 2022	36	75,300,823	1,450,000	1	12	9	8	4	-	1	-

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+	
	Q4 2023	23	195,480,500	2,750,000	-	4	1	10	1	5	1	1
	CHANGE	+15%	-30.44%	-67.93%	-	-	-50%	+400%	-67%	+25%	-75%	-80%
	Q4 2022	20	281,015,000	8,575,000	-	-	2	2	3	4	4	5

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Summer Rental
Web# 56248

BRIDGEHAMPTON & SHELTER ISLAND

Bridgehampton, which includes Water Mill & Sagaponack, was the star performer of all three criteria monitored by TOWN & COUNTRY with 59% more homes changing hands and nearly 65% greater Total Home Sales Volume keeping the Median Home Sales Volume at \$5M. WOW!! Shelter Island experienced nearly half as many home sales year to year in Q4 from 15 to 8.

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+	
	Q4 2023	46	305,705,000	5,000,000	-	-	5	7	10	16	6	2
	CHANGE	+59%	+64.71%	-1.96%	-	-100%	+150%	+17%	+233%	+60%	-	-
	Q4 2022	29	185,597,350	5,100,000	-	2	2	6	3	10	6	-

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+	
	Q4 2023	8	20,054,999	1,097,500	-	3	4	-	-	-	1	-
	CHANGE	-47%	-28.03%	-33.28%	-	-25%	-33%	-100%	-100%	-	-	-
	Q4 2022	15	27,864,898	1,645,000	-	4	6	4	1	-	-	-

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SAG HARBOR

Sag Harbor Area, which includes Noyack and North Haven, experienced the greatest statistical increase in Total Home Sales Volume at 86% from \$35.7M to \$66.4M year to year. Talk about our Crown Jewels! Sag Harbor Village had 200% more homes trade hands in the \$3.5-\$4.99M price range which resulted in a 22% increase in Median Home Sales Volume from \$2.2M to \$2.675M.

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+	
	Q4 2023	21	66,426,000	1,900,000	-	2	9	4	3	2	1	-
	CHANGE	+5%	+85.91%	+14.80%	-100%	-33%	+13%	-50%	-	-	-	-
	Q4 2022	20	35,729,500	1,655,000	1	3	8	8	-	-	-	-

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+
	Q4 2023	12	38,006,000	2,675,000	-	-	3	4	3	2	-
	CHANGE	+9%	+24.60%	+21.59%	-	-100%	-	-	+200%	-	-
	Q4 2022	11	30,502,000	2,200,000	-	1	3	4	1	2	-

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Summer Rental
Web# 52733

WEST OF THE CANAL

Westhampton, which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quogue, exploded on the \$5-\$9.99M price range at 400% increase.

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+	
	Q4 2023	60	125,979,716	1,682,500	3	15	17	18	2	5	-	-
	CHANGE	-2%	+3.98%	+19.86%	-25%	-	-35%	+50%	-	+400%	-100%	-
	Q4 2022	61	121,161,501	1,403,750	4	15	26	12	2	1	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+
	Q4 2023	44	46,099,290	865,000	2	28	11	3	-	-	-
	CHANGE	-20%	-1.68%	+14.57%	-71%	-28%	+38%	-	-100%	-	-
	Q4 2022	55	46,887,150	755,000	7	39	8	-	1	-	-

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