

HAMPTONS Q1 2024 HOME SALES REPORT

Q1 2024 was more RED than BLACK yet there were some very impressive statistics.

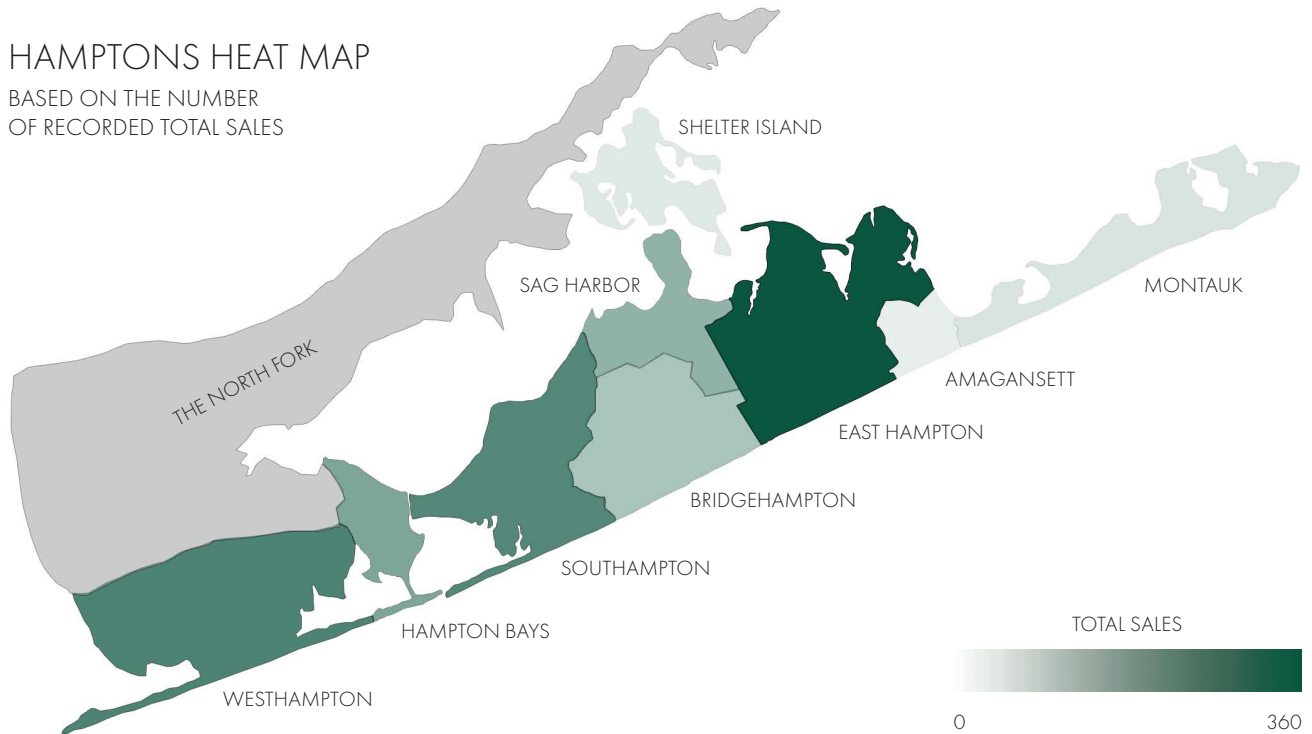
Starting with All Hampton Markets combined you see a 15% decrease in the Number of Home Sales as well as the Total Home Sales Volume, conversely the Median Home Sales Price climbed 14% from \$1,662,500 '23 to \$1.9 this year.

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

HAMPTONS HEAT MAP

BASED ON THE NUMBER
OF RECORDED TOTAL SALES

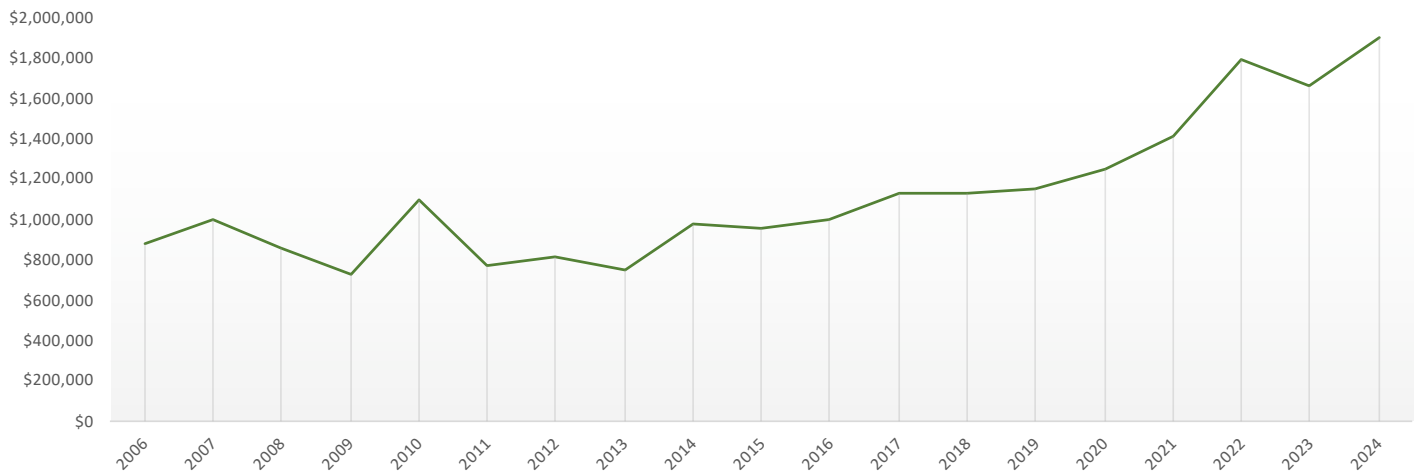


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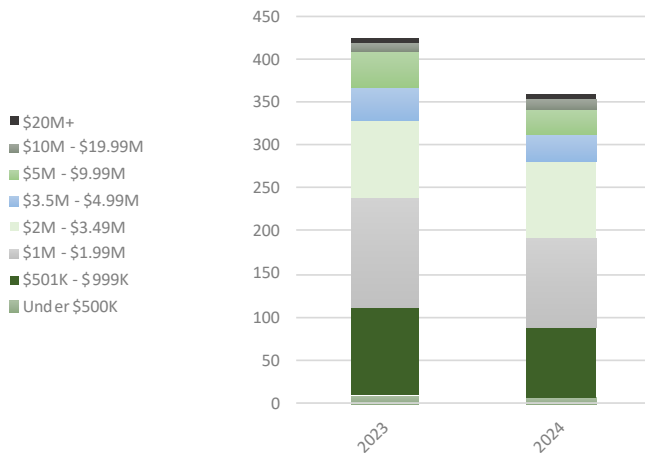
HAMPTONS Q1 2024 HOME SALES REPORT

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+
	Q1 2024	360	1,100,612,064	1,900,000	7	81	104	89	30	31	12	6
	CHANGE	-15%	-14.50%	+14.29%	-13%	-22%	-17%	-	-23%	-26%	+9%	+20%
	Q1 2023	424	1,287,230,934	1,662,500	8	104	126	89	39	42	11	5

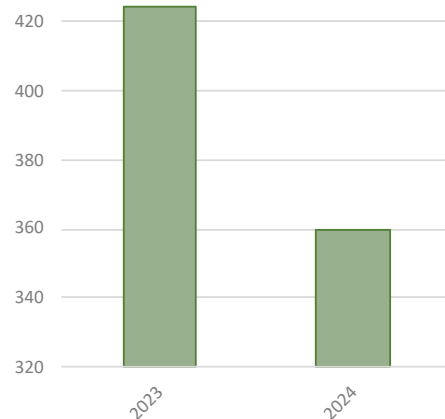
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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THE END

Montauk, had a happy Q1 2024 with an increase of 31% in Total Home Sales Volume and a Median Home Sales Price of \$2,525,000-- 36% higher than the same three months of the prior year. Amagansett wears the crown for the first three months of 2024 with a staggering 70% increase in the Number of Home Sales. Admittedly, Amagansett's market is finite and the Number of Home Sales went from 10 to 17, still that is quite a statistical rise. With 298 Further Lane closing at \$40M and 34 Ashwood Court selling at \$10.65 the Total Home Sales Volume rocketed up 149% and the Median Home Sales Price shot up 44% to \$4,000,005.

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+
	Q1 2024	14	62,200,000	2,525,000	-	1	4	5	1	1	2	-
	CHANGE	-13%	+30.97%	+35.57%	-100%	-50%	-33%	-	-	-	+100%	-
	Q1 2023	16	47,490,000	1,862,500	1	2	6	5	-	1	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+
	Q1 2024	17	106,440,005	4,000,005	1	-	1	6	3	4	1	1
	CHANGE	+70%	+148.55%	+43.50%	-	-	-67%	+100%	-	-	-	-
	Q1 2023	10	42,825,000	2,787,500	-	-	3	3	-	4	-	-

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HAMPTONS Q1 2024 HOME SALES REPORT



\$3,995,000
Web# 904852

EAST HAMPTON

East Hampton Village where the Median Home Sales Price dropped a record 36%, from \$6.75M to \$4,297,500 which was the highest Median Home Sales Price of all hamlets (for Q1 2024) ... whiplash! Two of the 6 home sales in the price range of \$20M+ closed in East Hampton Village but even with those two uber high end home sales the Total Home Sales Volume sank over 50% from \$212,012,800 to \$102,786,648. Fear not, this crown jewel shall rise again. East Hampton Area (which includes Wainscott) experienced a significant drop of 24% in the Number of Home Sales which in turn negatively impacted the Total Home Sales Volume to the extent of 28%, all while the Median Home Sales Price rose 3%.

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+	
	Q1 2024	75	162,864,248	1,800,000	-	7	39	20	4	4	1	-
	CHANGE	-24%	-28.76%	+2.56%	-100%	-42%	+3%	-35%	-67%	-20%	-	-
	Q1 2023	99	228,609,351	1,755,000	1	12	38	31	12	5	-	-

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+	
	Q1 2024	12	102,786,648	4,297,500	-	-	4	-	3	1	2	2
	CHANGE	-20%	-51.52%	-36.33%	-	-	+300%	-100%	+200%	-75%	-	-33%
	Q1 2023	15	212,012,800	6,750,000	-	-	1	4	1	4	2	3

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Summer Rental
Web# 51599

SOUTHAMPTON

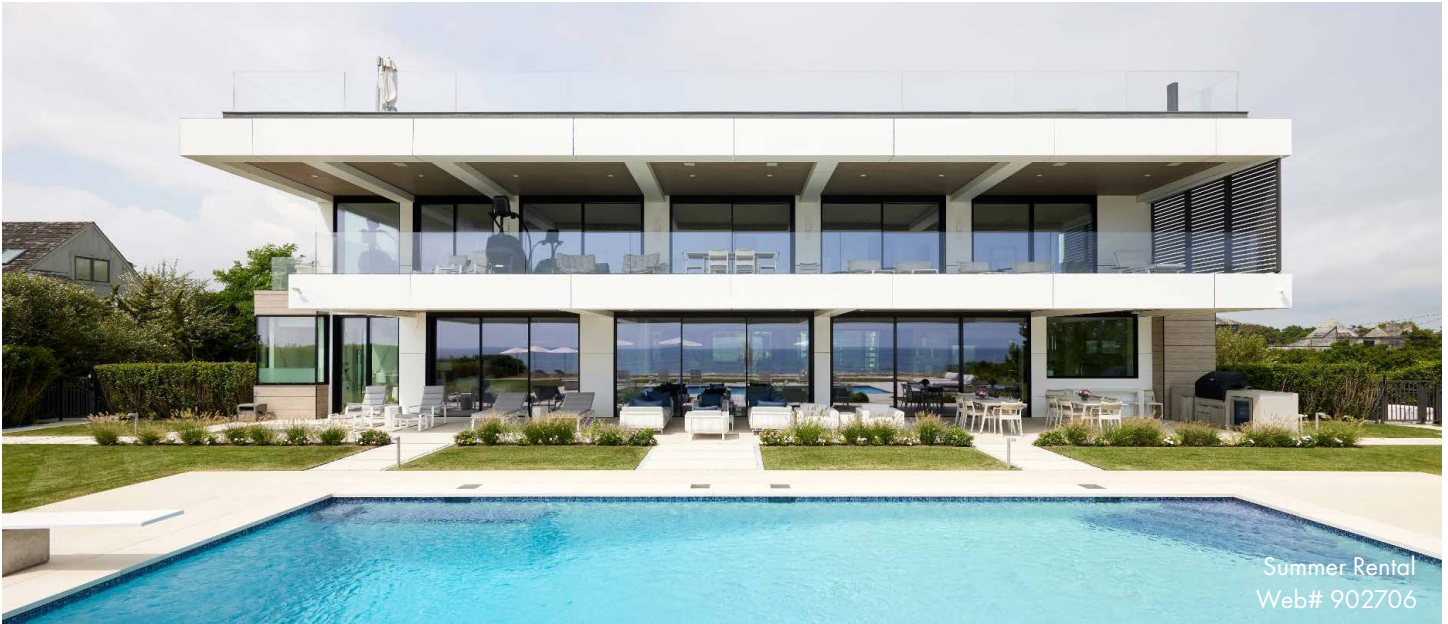
Southampton Village, experienced a 22% increase in the Number of Home Sales along with a 16% increase in the Total Home Sales Volume ... very sizable increases-- while the Median Home Sales Price was relatively flat. Southampton Area (which includes North Sea), Median Home Sales Price shot up 25% from \$1.3 Q1 2023 to \$1,622,500 Q1 2024. That's where the good news ends for this hamlet since 35% less home sales transferred and 43% less money changed hands. Next quarter will be better!

SOUTHAMPTON AREA <small>INCLUDES NORTH SEA</small>		# 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+
	Q1 2024	32	62,133,375	1,622,500	2	9	8	9	2	2	-	-
	CHANGE	-35%	-42.97%	+24.81%	-	-40%	-53%	-10%	-33%	-33%	-100%	-
	Q1 2023	49	108,939,592	1,300,000	-	15	17	10	3	3	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+
	Q1 2024	22	96,795,000	2,860,000	1	2	3	7	4	3	1	1
	CHANGE	+22%	+15.92%	-3.87%	-	-33%	+50%	+40%	+100%	-	-67%	-
	Q1 2023	18	83,504,000	2,975,000	-	3	2	5	2	3	3	-

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BRIDGEHAMPTON & SHELTER ISLAND

Bridgehampton (which includes Water Mill & Sagaponack), held the record for the highest Total Home Sales Volume for the quarter with \$202,711,000 changing hands. This stat was catapulted by 4 home sales in the \$10-19.99M price range-- the most of any hamlet monitored by **Town & Country**. Shelter Island had a Median Home Sales Price of \$2.1M for the first quarter of 2024-- a whopping 30% higher than last year, quarter to quarter. Yet there were only 8 home sales in those three months – one third fewer than last year resulting in a decline of 27% in Total Home Sales Volume.

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+	
	Q1 2024	32	202,711,000	3,780,000	-	-	2	13	3	8	4	2
	CHANGE	-6%	+1.47%	-4.61%	-	-100%	-71%	+86%	-57%	-	+100%	-
	Q1 2023	34	199,774,895	3,962,500	-	1	7	7	7	8	2	2
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+	
	Q1 2024	8	21,235,000	2,100,000	-	-	3	4	-	1	-	-
	CHANGE	-33%	-27.29%	+30.23%	-	-100%	-25%	+100%	-100%	-50%	-	-
	Q1 2023	12	29,206,850	1,612,500	-	3	4	2	1	2	-	-

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SAG HARBOR

Sag Harbor Area (which includes Noyack and North Haven), saw RED across the board with a 49% decline in Total Home Sales Volume and 28% less homes changing hands. The Median Home Sales Price sank 26% from \$2,492,500 Q1 2023 to \$1,847,500 Q1 2024. Sag Harbor Village had just 8 home sales for Q1 2024. Looking at the eight individual price ranges monitored by Town & Country and you can see the declines were all in the price ranges \$2M and up. This beautiful vibrant village will always be of great demand.

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+	
	Q1 2024	26	61,177,500	1,847,500	-	4	9	9	3	1	-	-
	CHANGE	-28%	-48.88%	-25.88%	-	-43%	-10%	+50%	-40%	-83%	-100%	-
	Q1 2023	36	119,672,000	2,492,500	-	7	10	6	5	6	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+	
	Q1 2024	8	16,915,120	1,900,000	-	1	5	1	1	-	-	
	CHANGE	-11%	-35.36%	-5.00%	-	-	+67%	-50%	-50%	-100%	-	
	Q1 2023	9	26,170,000	2,000,000	-	1	3	2	2	1	-	

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WESTHAMPTON BEACH
Web# 909501

WEST OF THE CANAL

Westhampton (which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quiogue), closed six fewer homes (-8%) while the Median Home Sales Price ticked up 5% to \$1.5M from \$1.425M year over year. Hampton Bays Median Home Sales Price hit one of its highest levels yet at \$850,000 even as the Number of Home Sales dropped 11%. This gateway to the Hamptons market is just getting started.

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+	
	Q1 2024	67	160,175,169	1,500,000	1	22	17	14	6	6	1	-
	CHANGE	-8%	+12.69%	+5.26%	-	-8%	-29%	+8%	-	+20%	-	-
	Q1 2023	73	142,138,498	1,425,000	1	24	24	13	6	5	-	-

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+	
	Q1 2024	47	45,178,999	850,000	2	35	9	1	-	-	-	-
	CHANGE	-11%	-3.64%	+9.40%	-60%	-3%	-18%	-	-	-	-	-
	Q1 2023	53	46,887,948	777,000	5	36	11	1	-	-	-	-

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