

HAMPTONS YEAR END 2023 HOME SALES REPORT

As the eternal realist I have no problem delivering the 2023 Year End stats.

While some may argue it was a 'good year for them', I'm a numbers junkie — and the numbers don't lie. All 12 Hampton markets monitored by TOWN & COUNTRY were in the red on the Number of Home Sales and Total Home Sales Volume and 7 of the 12 markets even showed red when it came to Median Home Sales Price — this was the only shocker for the Year End report for me! Let's start at the bottom since I normally read the first paragraph or two then go straight to the last few for the gist of any article or study...

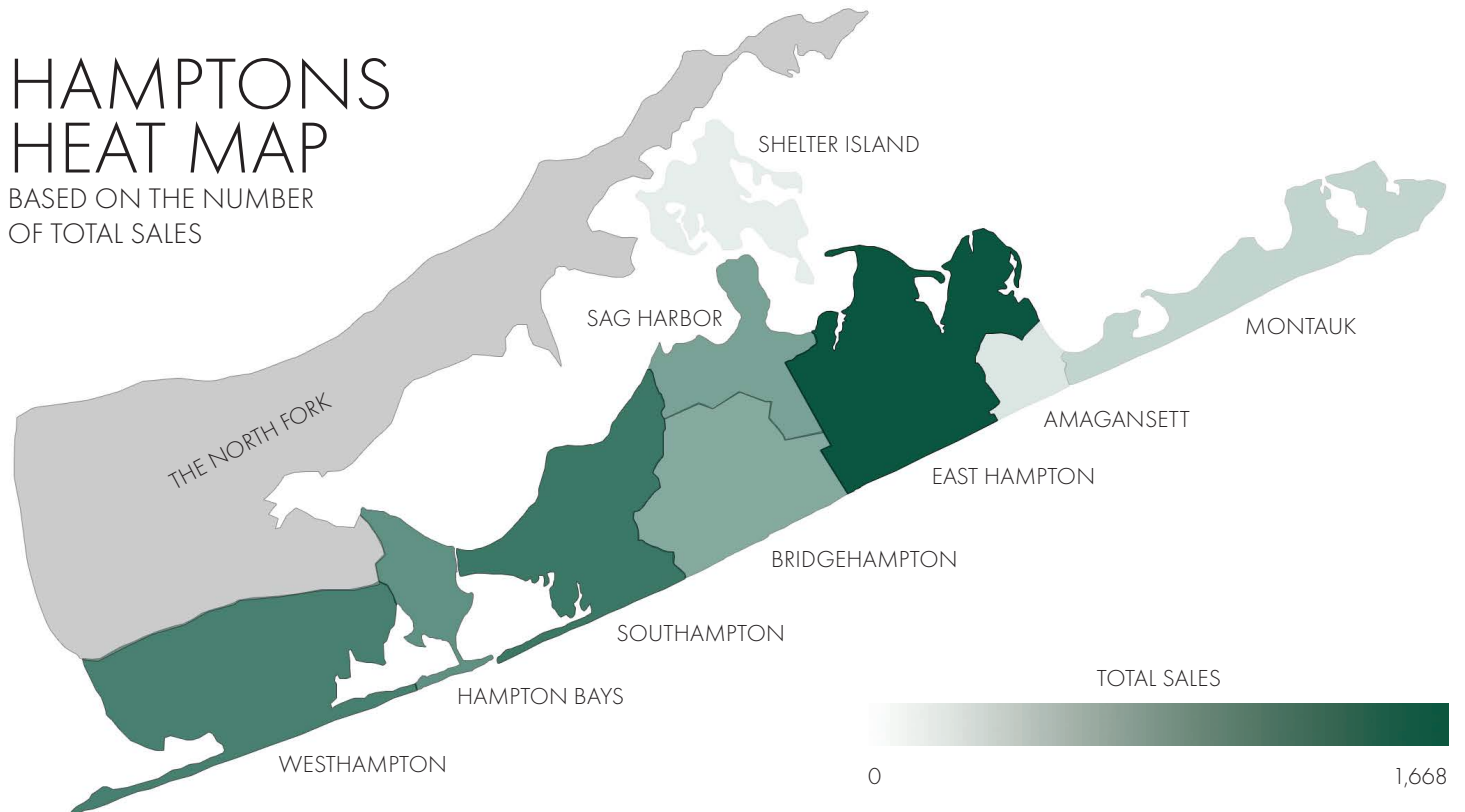
As we all experienced in the trenches... the Number of Home Sales was down by 26% year to year and the Total Home Sales Volume was off by nearly 31% — and 2022 was not a banner year!! All while the Median Home Sales Price stabilized at \$1.78M. I want you to sit on that a moment... the Median Home Sales Price is \$1.78M for the year 2023— wow! Maybe I've been reporting on East End Real Estate Statistics too long but measured against national standards that's quite impressive for a hamlet our size.

Let's dig deep and see who suffered the most— sorry that's the analyst in me.

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HAMPTONS HEAT MAP

BASED ON THE NUMBER OF TOTAL SALES

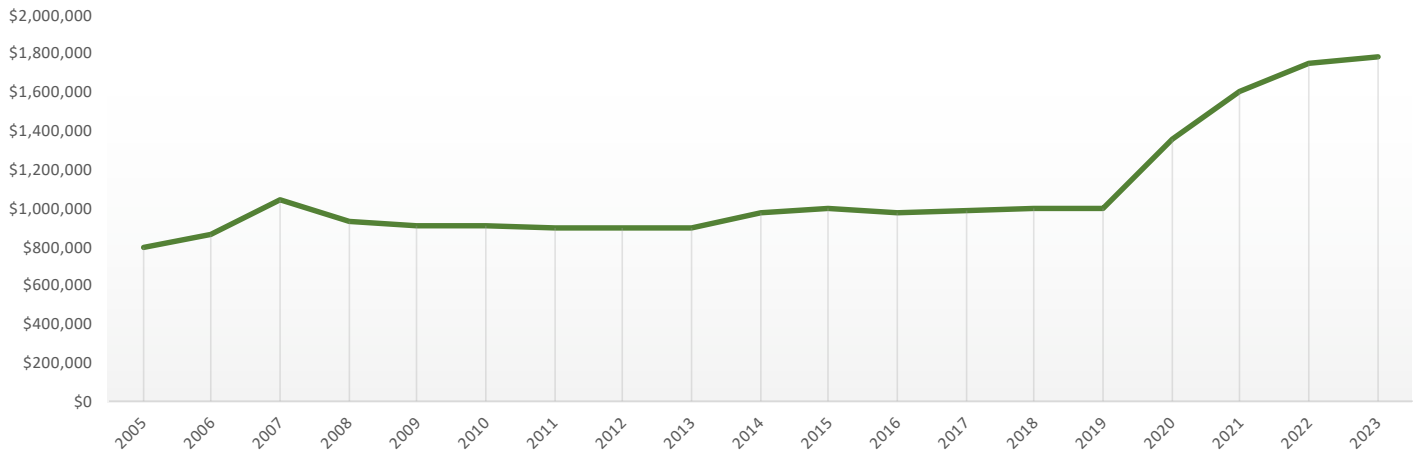


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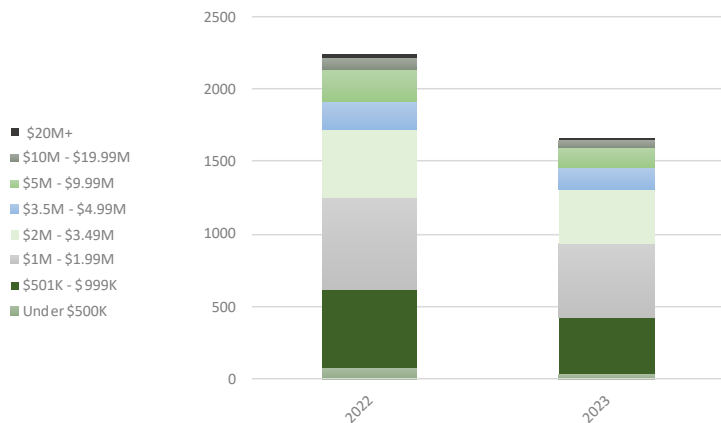
HAMPTONS YEAR END 2023 HOME SALES REPORT

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+
	2023	1,668	4,919,936,542	1,780,000	39	382	509	370	159	143	49	17
	CHANGE	-26%	-30.65%	+1.71%	-52%	-29%	-21%	-21%	-15%	-33%	-40%	-43%
	2022	2,243	7,094,631,812	1,750,000	81	535	642	471	188	215	81	30

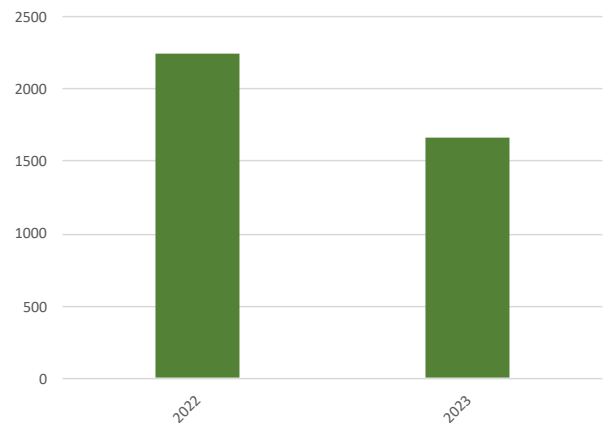
MEDIAN HOME SALES PRICE



SALES TRENDS



TOTAL # OF HOME SALES



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THE END

In Montauk, at the end of our beautiful South Fork— numbers can be so deceiving. While the Number of Home Sales and Total Home Sales Volume each declined by one third or more and the Median Home Sales Price dropped 14% do not be fooled to think MTK is on sale— oh no— speak with us for the real 10:4. Amagansett had a major pull back of high end homes — with only 15 homes trading hands over \$3.5M and up in 2023 compared to 42 in 2022. This negatively impacted the Total Home Sales Volume by nearly 58.8% and the Number of Home Sales by 46%, yet the Median Home Sales Price swallowed only 22.6% year to year.

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+
	2023	65	172,580,250	1,725,000	4	6	27	17	4	4	3	-
	CHANGE	-33%	-36.56%	-13.75%	+300%	+50%	-31%	-47%	-43%	-69%	+200%	-
	2022	97	272,048,180	2,000,000	1	4	39	32	7	13	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+
	2023	41	201,655,000	3,000,000	-	1	8	17	5	8	1	1
	CHANGE	-46%	-58.86%	-22.58%	-100%	-83%	-11%	-6%	-58%	-56%	-88%	-75%
	2022	76	490,121,241	3,875,000	1	6	9	18	12	18	8	4

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EAST HAMPTON

The East Hampton Area, which includes Wainscott, experienced the highest Number of Home Sales at 386 for 2023 – 20% fewer than 2022. But even at that, East Hampton Area, which includes Wainscott saw the smallest percentage decline in Median Home Sales Price from \$1.7M 2022 to \$1,667,500 in 2023. East Hampton Village had the greatest fall in Median Home Sales Price at 14% from \$4.95M to \$4.25M year to year – with \$4.25M being the greatest Median Home Sales Price of all markets monitored by Town & Country year to year ... 7 of the 14 sales over \$20M occurred.

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+	
	2023	386	837,474,007	1,667,500	7	59	157	103	44	14	2	-
	CHANGE	-20%	-20.37%	-1.91%	-53%	-33%	-16%	-25%	+22%	-26%	-33%	-100%
	2022	485	1,051,658,771	1,700,000	15	88	186	137	36	19	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+	
	2023	44	457,909,800	4,250,000	-	-	7	11	5	8	6	7
	CHANGE	-32%	-15.24%	-14.14%	-	-100%	+17%	-27%	-50%	-53%	-40%	+40%
	2022	65	540,267,111	4,950,000	-	2	6	15	10	17	10	5

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HAMPTONS YEAR END 2023 HOME SALES REPORT



Summer Rental
Web# 58401

SOUTHAMPTON

Southampton Village Median Home Sales Price sank 31.6% from \$4,608,073 in 2022 to \$3.15M in 2023 — quite a figure on its own. The Southampton Area, which includes North Sea, experienced a respectable ascent in Median Home Sales Price from \$1.565M in 2022 to \$1.650M in 2023 or +5.435% even as the Number of Home Sales & Total Home Sales Volume each dropped 21%.

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+	
	2023	179	385,196,518	1,650,000	2	46	67	40	12	10	2	-
	CHANGE	-21%	-21.02%	+5.43%	-75%	-18%	-14%	-22%	-45%	+25%	-33%	-
	2022	226	487,723,729	1,565,000	8	56	78	51	22	8	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+	
	2023	89	548,901,200	3,150,000	-	10	8	32	13	12	12	2
	CHANGE	-29%	-45.69%	-31.64%	-	+67%	-62%	+14%	-	-59%	-33%	-82%
	2022	126	1,010,717,087	4,608,073	-	6	21	28	13	29	18	11

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BRIDGEHAMPTON & SHELTER ISLAND

Bridgehampton, which includes Water Mill and Sagaponack, logged the second highest Median Home Sales Price for 2023 at \$4.175M— one of only two East End markets that have a Median Home Sales Price over \$4M. On Shelter Island, while the Median Home Sales Price was left relatively unchanged (-3.73% year to year), the Number of Home Sales sank 23%.

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+	
	2023	162	958,041,868	4,175,000	2	4	24	35	29	45	16	7
	CHANGE	-31%	-36.00%	-4.02%	-	-69%	-8%	-40%	-6%	-35%	-43%	-13%
	2022	235	1,496,879,732	4,350,000	2	13	26	58	31	69	28	8

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+	
	2023	53	117,727,466	1,550,000	-	12	22	11	4	3	1	-
	CHANGE	-23%	-24.41%	-3.73%	-100%	-45%	+22%	-21%	-50%	-40%	-	-
	2022	69	155,737,604	1,610,000	2	22	18	14	8	5	-	-

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SAG HARBOR

The Sag Harbor Area, which includes Noyack and North Haven, experienced a 14.11 increase in Median Home Sales Price to \$1.9M for 2023 while 21% fewer homes traded hands and the Total Home Sales Volume dropped 13%. Sag Harbor Village lost a little wind out of its sails from 2022 to 2023. On the high end— which is \$10-\$20M — this beautiful hamlet went from 3 sales \$10-20M to zero.

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+	
	2023	125	351,047,954	1,900,000	1	23	43	22	19	14	3	-
	CHANGE	-21%	-12.98%	+14.11%	-75%	-12%	-37%	-35%	+90%	+8%	+50%	-100%
	2022	158	403,403,790	1,665,000	4	26	68	34	10	13	2	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+	
	2023	50	140,532,999	2,372,500	-	4	15	17	7	7	-	-
	CHANGE	-43%	-43.70%	+12.98%	-	-33%	-58%	-32%	-46%	+40%	-100%	-
	2022	88	249,636,104	2,100,000	-	6	36	25	13	5	3	-

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Summer Rental
Web# 72909

WEST OF THE CANAL

Westhampton, which includes Remsenburg, Westhampton Beach, East Quogue, Quogue, and Quogue, closed the second highest Number of Home Sales at 271 – a 20% decline from 2022. Yet, important to note the Median Home Sales Price rose 7+%— pay attention to this market, it has no where but up to go. Hampton Bays made an impressive expansion into the higher markets with a 125% increase in the Number of Home Sales \$2M-\$3.49M from 4 to 9 year to year.

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+	
	2023	271	555,624,701	1,500,000	7	79	92	56	16	18	3	-
	CHANGE	-20%	-19.28%	+7.14%	-65%	-25%	-16%	+2%	-36%	-5%	-40%	-
	2022	339	688,310,989	1,400,000	20	106	109	55	25	19	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+	
	2023	203	193,244,779	790,000	16	138	39	9	1	-	-	-
	CHANGE	-27%	-16.98%	+5.33%	-43%	-31%	-15%	+125%	-	-	-	-
	2022	279	232,754,974	750,000	28	200	46	4	1	-	-	-

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