



The Hamptons Housing Market Is Hopping—With Sales Topping \$1.4 Billion in Three Months

Kimberly Dawn Neumann | July 26, 2025



It's high season in the Hamptons—and its real estate market is thriving as more Manhattan residents seek a seaside escape.

The luxury real estate market in the Hamptons topped more than \$1.4 billion in home sales volume from April to June 2025 alone, according to Judi Desiderio, managing partner and senior vice president at William Raveis in East Hampton. That's a 15% increase from the same time last year.

"Sag Harbor Village knocked it out of the park in Q2 2025," says Desiderio. "All three criteria monitored by William Raveis showed staggering performance with the number of home sales up over 200%, the median home sales price up 79%, and the total home sales volume a whopping +774%.

"'Wow' doesn't do it enough justice."

New listings also picked up 44% year over year in East Hampton and 33% in Westhampton, and the increase in home choices is driving market activity.

Though the median home price is down slightly, according to the latest Miller Samuel market report prepared for Douglas Elliman brokerage, the median home price sits at a cool \$1,895,000 for the "Hamptons Matrix."



Clearly, having a place in the Hamptons is a hot ticket.

In January to May 2025, home sales in the Hamptons were up 10.3% year over year, according to Realtor.com® senior economic research analyst Hannah Jones, with

roughly 675 homes sold across the towns analyzed compared with 615 one year prior.

A steady surge in sales prices isn't hindering interest

In recent years, prices in the Hamptons spiked as the urge for more space lured many Manhattanites eastward. In fact, there was a time during the height of the COVID pandemic in 2020 when almost \$1 billion in property was snatched up from July through September.

Though the current market is less panic-driven, the desire to have a home away from the city is still strong. At the start of 2025, home prices hit an all-time high for the area with the median sales price being above \$2 million for the first time in history. Though that number was down -7.1% in the second quarter, sales prices are seemingly not a deterrent to homebuyers in the area.

Home prices are up 18.0% in Quogue, 51.5% in Westhampton, and 12.8% in Hampton Bays and yet properties are still selling faster than last year, according to Jones (respectively, -24 days, -19 days, and -5 days in these markets compared with last year).



In the ultra-luxury market, however, home prices were up 13.5% in the second quarter with a median sales price of \$11,350,000, according to the Elliman report. The median listing prices were also highest in June in Bridgehampton (\$7.94 million), Sagaponack (\$7.3 million), and Water Mill (\$6.7 million), according to Realtor.com data.

In the \$20+ million category, Desiderio shared fresh data with Realtor.com that showed a 33% increase in sales in spite of high prices.

An overall 8.2% increase in listing inventory in the luxury category, according to the Elliman report, seems to be helping to encourage sales.

More inventory from which to choose is driving sales

The biggest shift in the market seems to be more homes from which to choose.

"Inventory levels have improved in much of the Hamptons, creating opportunities for luxury buyers," says Jones.

And the hot village in the Hamptons right now is Sag Harbor.

"Savvy buyers know this village is hopping year-round, so this is exactly where they want to be," says **Kyle Barisch** with the CeeJack Team for Compass in the Hamptons.



Todd Bourgard, Douglas Elliman's CEO of brokerage for the Long Island, Hamptons, and North Fork regions, told 27east.com that luxury home sales are on fire owing to the fact that people who were sitting on the sidelines before when inventory was low are now entering the market since they're seeing more "quality homes" come on the market.

"Most people don't want to come in and do a total gut renovation ... they want to come in and live in their home, so that's what they're able to find now," says Bourgard.

Meeting the market in the luxury middle

Though prices are up, the largest number of sales are happening at the middle Hamptons luxury level, meaning homes in the \$2 million to \$5 million range (the average sales price in the year to date being \$3,256,157).



This beautiful Montauk home listed for \$2,155,000 is a perfect example of mid-level Hamptons luxury.

"We are seeing a lot of what our team leader Jack Pearson calls 'downsize luxury'—folks who are looking to sell a beloved larger home they have maybe had for years and years, wanting to move into something a bit more manageable but still expertly finished and in the areas they know and love," Barisch told Realtor.com. "We have a lot of inventory at the moment that is perfect for this type of buyer, so showings are busy."

Indeed, home sales have picked up compared with last year in various towns in the Hamptons, led by Water Mill (+115.4%), Bridgehampton (+43.5%) and Sag Harbor (+39.7%).

The bottom line is that the Hamptons never seem to go out of style, so even in a volatile market, sales look to be steamy this summer.