

# MARKET REPORT DATA BRIEF - NOT FOR DISTRIBUTION

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# Elliman Report

## Q4-2023 Hamptons Sales

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### THE HAMPTONS MARKET

	Q4-2023	%Chg (Qtr)	Q3-2023	%Chg (Yr)	Q4-2022
Average Sales Price	\$4,028,433	74.1%	\$2,314,138	63.5%	\$2,463,164
Median Sales Price	\$1,850,000	30.5%	\$1,417,500	45.1%	\$1,275,000
Number of Sales (Closed)	273	-5.5%	289	8.8%	251
Days on Market (From Last List Date)	95	-9.5%	105	3.3%	92
Listing Discount (From Last List Price)	7.8%		6.2%		8.7%
Listing Inventory	1,026	-5.6%	1,087	15.0%	892
Months of Supply	11.3	0.0%	11.3	5.6%	10.7
Average Sales Price (YTD)	\$2,886,328	N/A	N/A	5.6%	\$2,733,784
Median Sales Price (YTD)	\$1,500,000	N/A	N/A	0.0%	\$1,500,000
Number of Sales (YTD)	992	N/A	N/A	-30.1%	1,420

### MARKET BY PROPERTY TYPE

#### SINGLE FAMILY

	Q4-2023	%Chg (Qtr)	Q3-2023	%Chg (Yr)	Q4-2022
Average Sales Price	\$4,215,110	72.7%	\$2,441,064	61.7%	\$2,606,764
Median Sales Price	\$1,900,000	23.2%	\$1,542,000	40.7%	\$1,350,000
Number of Sales (Closed)	255	-4.5%	267	10.9%	230
Days on Market (From Last List Date)	100	2.0%	98	7.5%	93
Listing Discount (From Last List Price)	7.9%		6.1%		8.9%
Listing Inventory	996	-5.7%	1,056	15.1%	865
Months of Supply	11.7	-1.7%	11.9	3.5%	11.3

#### CONDO

	Q4-2023	%Chg (Qtr)	Q3-2023	%Chg (Yr)	Q4-2022
Average Sales Price	\$1,383,834	78.9%	\$773,727	55.4%	\$890,405
Median Sales Price	\$1,245,000	78.5%	\$697,500	63.3%	\$762,500
Number of Sales (Closed)	18	-18.2%	22	-14.3%	21
Days on Market (From Last List Date)	40	-74.4%	156	-49.4%	79
Listing Discount (From Last List Price)	5.4%		7.7%		5.4%
Listing Inventory	30	-3.2%	31	11.1%	27
Months of Supply	5.0	19.0%	4.2	28.2%	3.9

**LUXURY [highest 10% of all sales]**

	<b>Q4-2023</b>	<b>%Chg (Qtr)</b>	<b>Q3-2023</b>	<b>%Chg (Yr)</b>	<b>Q4-2022</b>
Average Sales Price	\$19,783,500	106.3%	\$9,587,815	78.9%	\$11,056,538
Median Sales Price	\$12,587,500	103.2%	\$6,195,000	87.2%	\$6,725,000
Number of Sales (Closed)	28	-3.4%	29	7.7%	26
Days on Market (From Last List Date)	271	61.3%	168	35.5%	200
Listing Discount (From Last List Price)	7.0%		4.9%		10.4%
Listing Inventory	554	4.1%	532	51.4%	366
Months of Supply	59.4	8.0%	55.0	40.8%	42.2
Entry Price Threshold	\$7,300,000	73.8%	\$4,200,000	47.5%	\$4,950,000

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