

First Quarter 2021
Residential Market Report

Hampsons

Brown Harris Stevens

1Q 2021

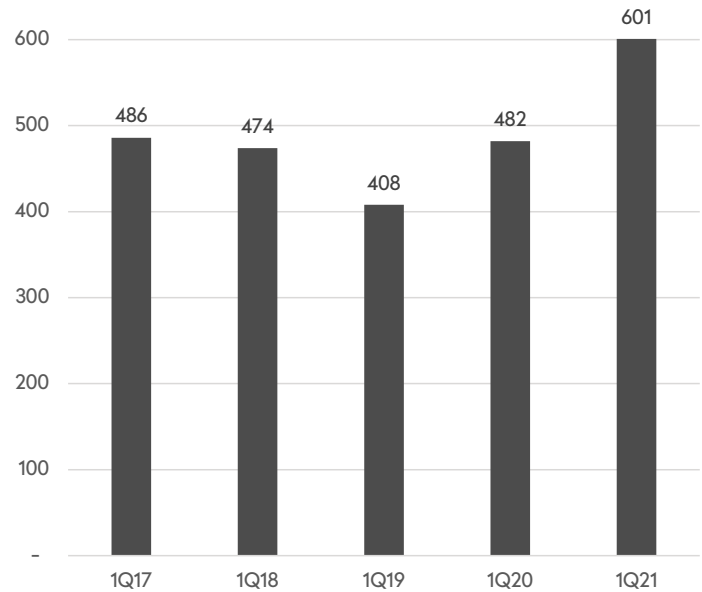
Hamptons

Record Sales Continue in the New Year

The Hamptons real estate market in the First Quarter of 2021 continued to be one of high demand amid a dwindling inventory of available homes for sale. The result was another quarter of year-to-year record increases in the number of sales, average price and total dollar volume.

Rising by 24.7%, sales of single-family homes in the Hamptons achieved a First Quarter record high of 601 in 1Q21.

The Total Dollar Volume for 1Q21 soared 125% as compared to 1Q20, with a total of \$1.65 Billion, up from \$734 Million in the First Quarter of 2020.



Total Number of Sales

+125%

Dollar Volume
1Q21 vs. 1Q20

+15.9%

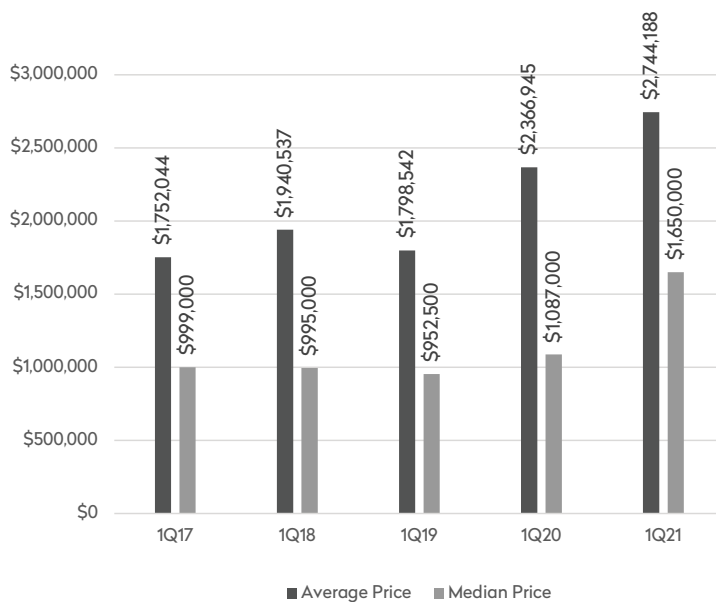
Average Sold Price
1Q21 vs. 1Q20

+24.7%

Number of Sales
1Q21 vs. 1Q20

Average and Median Sales Prices Rise

The average sales price in the Hamptons averaged \$2,744,188 during 1Q21, an increase of 15.9% from 1Q20. Fueled by significant increases in sales above \$1M, the median price - which measures the middle of the market - jumped 51.8% to \$1,650,000, the highest first quarter median price recorded.



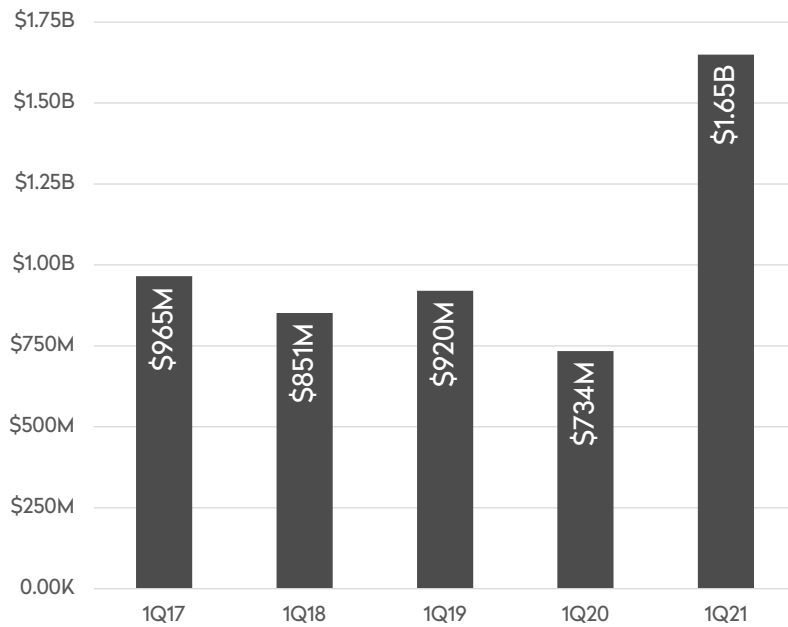
Data for this report is sourced from The Real Estate Report Inc. and East End LI and references single-family residential real estate transactions. Based upon data available as of April 16, 2021. 1Q21 data is preliminary and subject to revision in future reports.

Hamptons

Dollar Volume

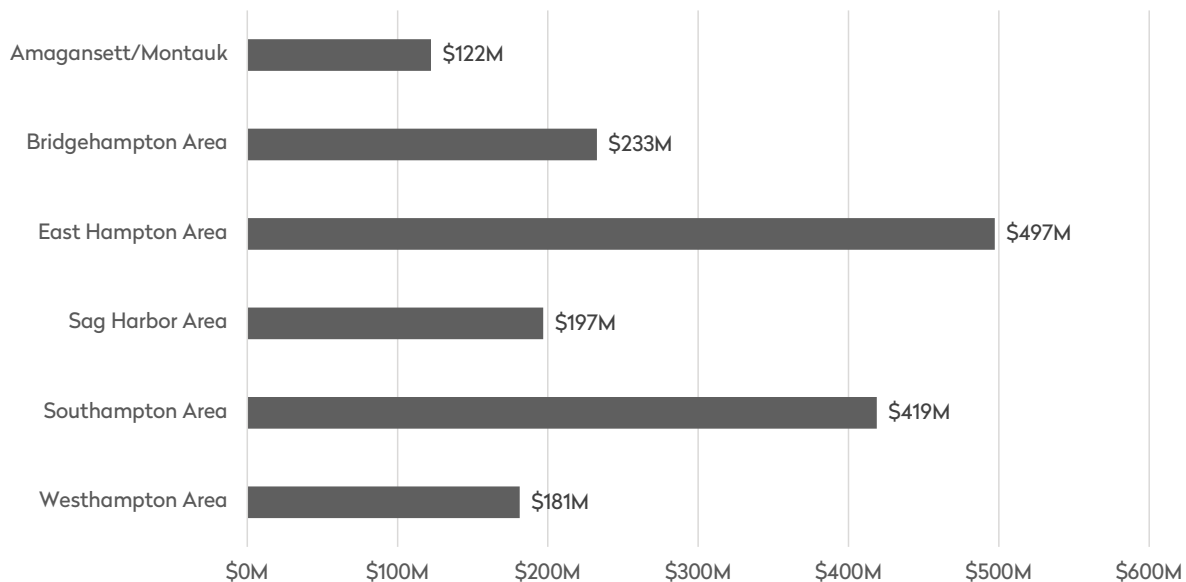
Total Dollar Volume - 2017 to 2021

The increase in the number of sales, particularly those above \$1M, led to an unprecedented 125% rise in total dollar volume, rising from \$734 Million in 1Q20 to a first quarter record of \$1.65 Billion in 1Q21.



1Q21 Dollar Volume by Area

The total dollar volume by area is impacted by both the number of sales and the average sales price within each respective area. For most regions these are proportional. Two outliers are the Bridgehampton/Sagaponack area and the Westhampton area. The Bridgehampton Area accounted for 6.2% of the total number of sales but garnered 14.1% of dollar volume, while the Westhampton area, reflecting lower average prices, had 20.6% of total transactions and yielded 11% of the dollar volume.

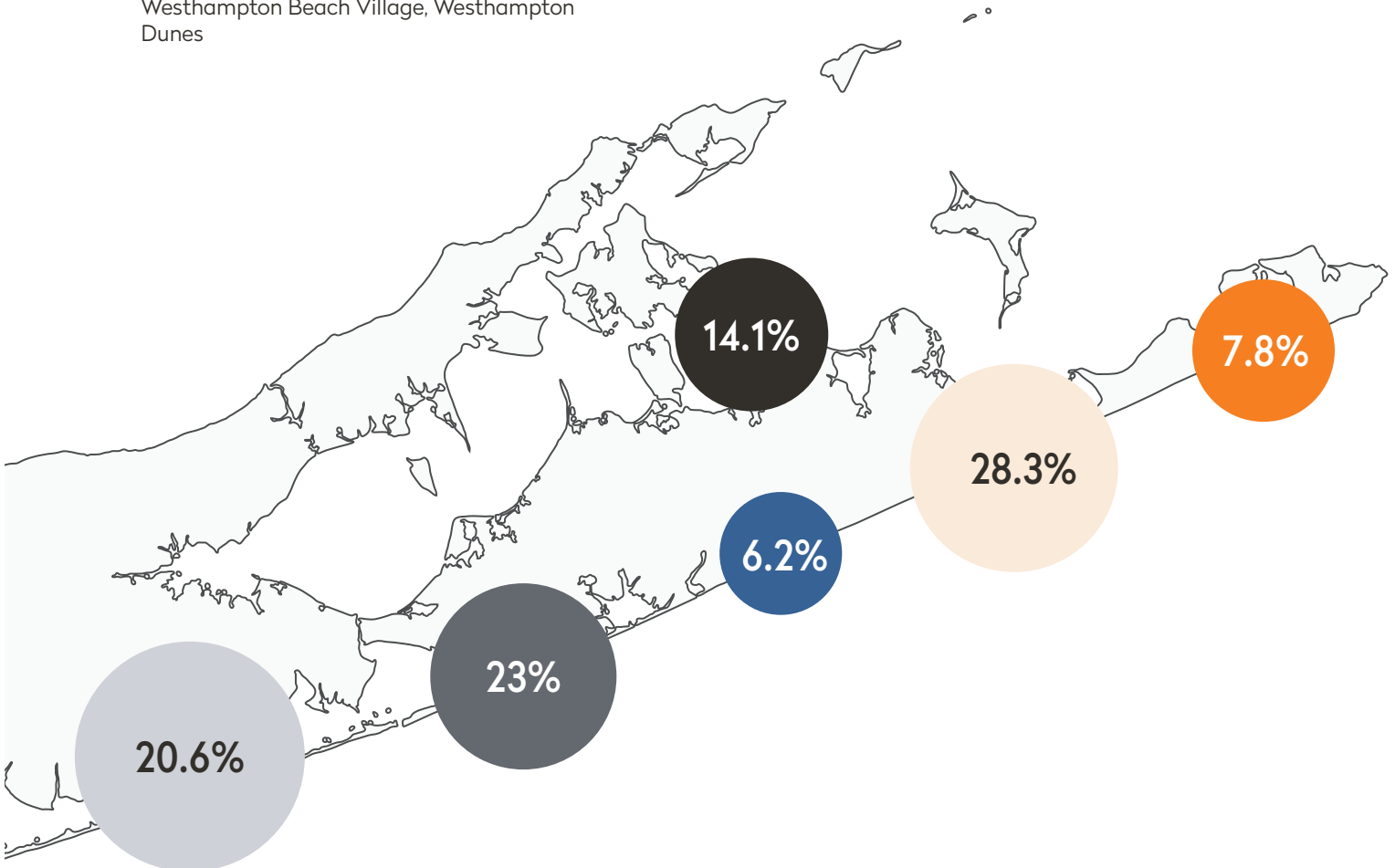


1Q 2021

Hamptons

Percentage of Sales by Area

- Amagansett/Montauk - 47 Sales**
- East Hampton - 170 Sales**
Includes East Hampton, East Hampton Village and Wainscott
- Bridgehampton Area - 37 Sales**
Includes Bridgehampton and Sagaponack
- Sag Harbor Area - 85 Sales**
Includes North Haven, Noyac, Sag Harbor, Sag Harbor Village, and Shelter Island
- Southampton Area - 138 Sales**
Includes North Sea, Southampton, Southampton Village and Water Mill
- Westhampton Area - 124 Sales**
Includes East Quogue, Eastport, Hampton Bays, Quogue, Quogue Village, Remsenburg, Speonk, Westhampton, Westhampton Beach, Westhampton Beach Village, Westhampton Dunes



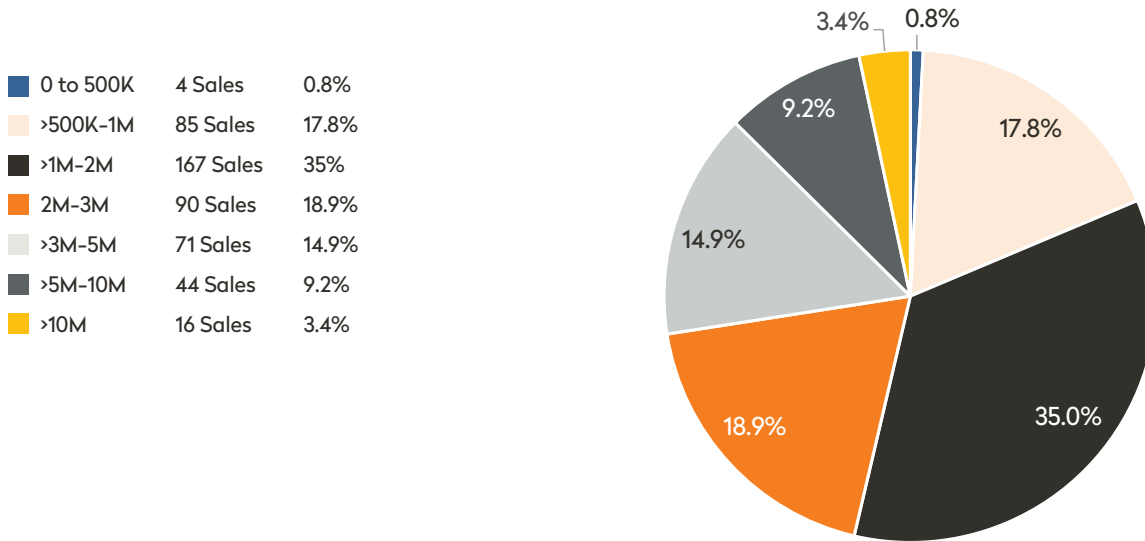
1Q 2021

Hamptons

Percentage of Sales by Price

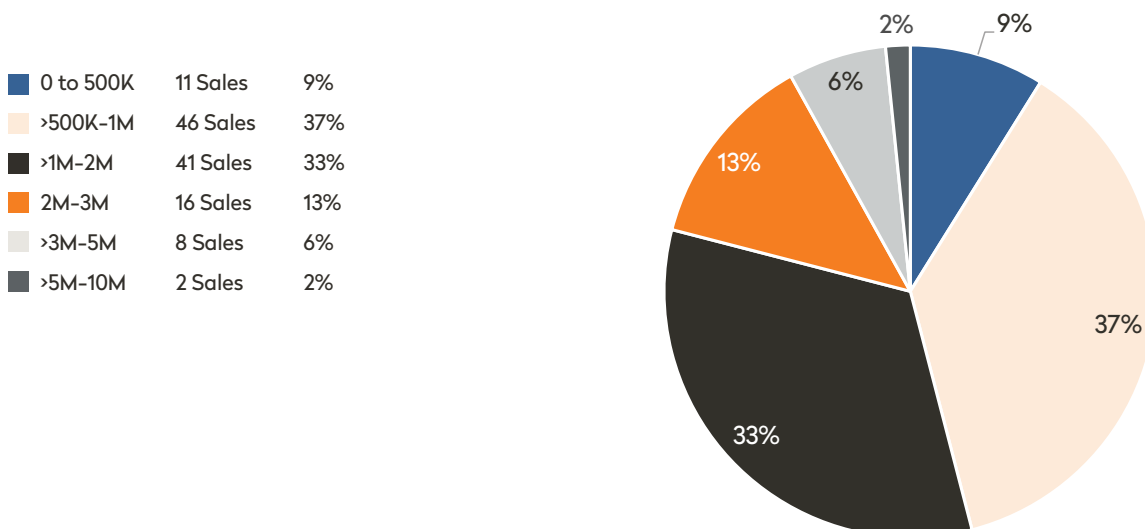
Hamptons East of the Shinnecock Canal

The single largest category of sales in the eastern part of the Hamptons was the \$1 million to \$2 million range, with 167 sales in 1Q21, accounting for 35% of transactions, roughly equivalent to the \$2M-\$3M and \$3M-\$5M ranges combined.



Hamptons West of the Shinnecock Canal

With a higher availability of more moderately priced houses, the Hamptons west of the Shinnecock Canal saw larger percentages of sales in the under \$1 Million ranges and 79% of all sales were \$2 Million or under.

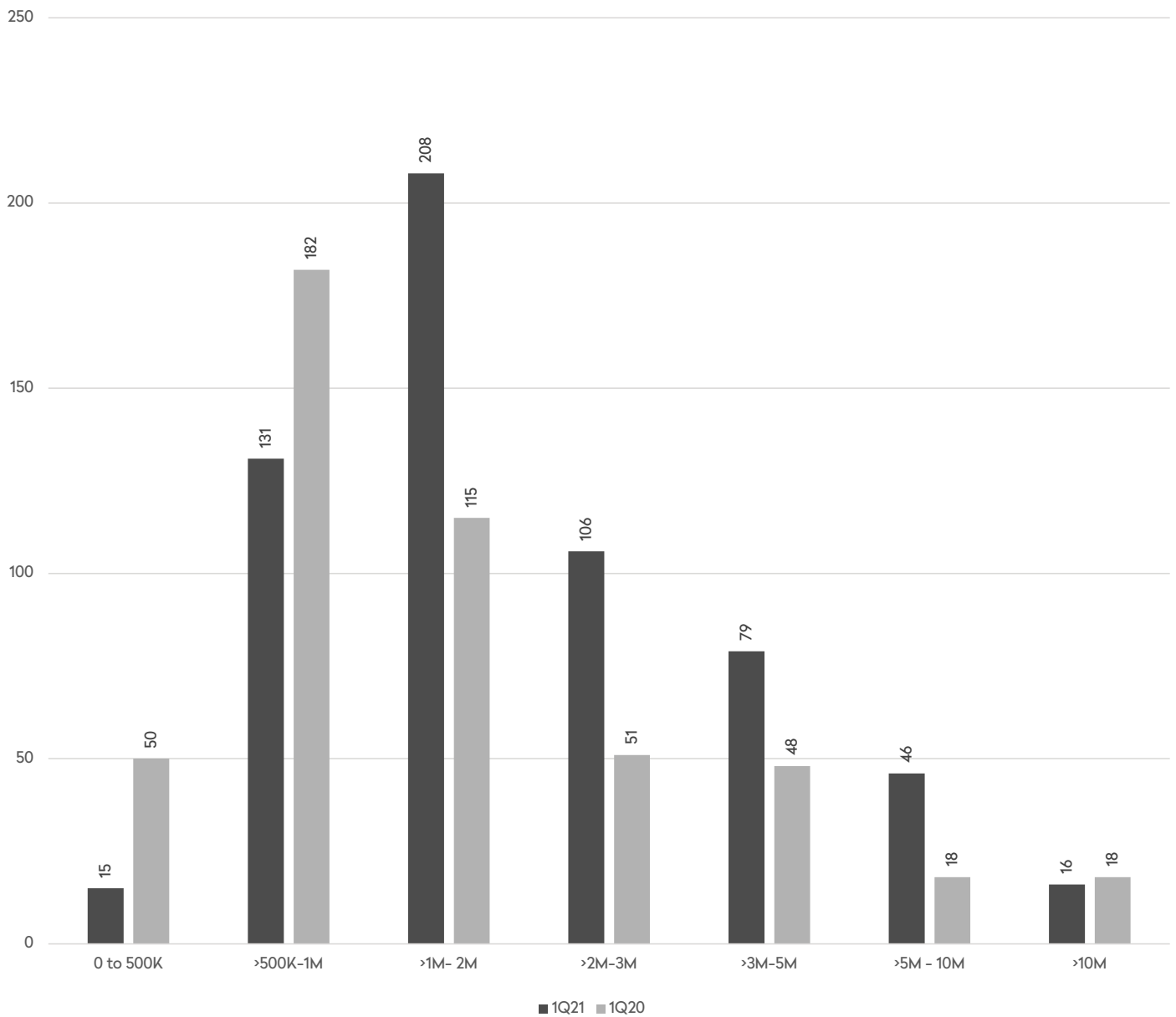


1Q 2021

Hamptons

Number of All South Fork Sales by Price: 1Q21 vs. 1Q20

Across the entire South Fork, the price range categories between \$1M and \$10M each experienced significant increases in the First Quarter of 2021 as compared to 1Q20. A reflection of shrinking inventory in the under \$1M market, sales in those ranges declined. While the ultra high-end, above \$10M, recorded an impressive 16 sales, this was comparable to the 18 recorded in 1Q20.



1Q 2021

Hamptons

Single-Family Homes - East of the Shinnecock Canal

Amagansett

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$2,543,750	\$2,973,417	12	0	1	2	4	4	1	0
1Q20	\$2,600,000	\$3,827,600	15	0	0	5	4	3	2	1
1Q21	\$2,795,000	\$3,817,316	19	0	1	5	5	4	4	0

Bridgehampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$2,911,600	\$3,436,707	15	0	2	3	3	5	2	0
1Q20	\$2,087,500	\$3,584,092	16	0	2	6	2	4	0	2
1Q21	\$4,150,000	\$5,259,400	28	0	0	5	4	10	6	3

East Hampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$1,150,000	\$1,287,479	76	5	31	32	6	0	1	0
1Q20	\$850,000	\$1,216,187	96	7	54	23	7	3	2	0
1Q21	\$1,300,000	\$1,835,649	137	1	38	61	28	6	1	2

East Hampton Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$3,750,000	\$6,615,000	11	0	1	1	3	1	2	3
1Q20	\$4,075,000	\$6,669,644	14	0	0	1	3	5	3	2
1Q21	\$3,775,000	\$8,616,824	24	0	2	7	1	7	4	3

Montauk

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$1,426,000	\$3,065,659	22	0	7	10	0	1	3	1
1Q20	\$1,240,000	\$1,549,482	22	2	6	12	0	1	1	0
1Q21	\$1,420,000	\$1,777,642	28	2	4	14	5	2	1	0

1Q 2021

Hamptons

Single-Family Homes - East of the Shinnecock Canal

North Haven

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$2,600,000	\$3,525,000	4	0	0	1	1	1	1	0
1Q20	\$4,775,000	\$5,945,833	6	0	0	1	1	1	2	1
1Q21	\$3,400,000	\$3,706,943	7	0	0	1	2	2	2	0

Sag Harbor

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$952,000	\$1,345,257	26	2	14	7	2	0	1	0
1Q20	\$1,132,250	\$1,406,112	32	1	11	15	3	1	1	0
1Q21	\$1,827,500	\$2,236,870	46	0	8	17	8	5	1	0

Sag Harbor Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$1,400,000	\$1,662,766	17	1	5	6	3	2	0	0
1Q20	\$1,837,500	\$2,176,729	14	0	3	5	2	4	0	0
1Q21	\$2,510,000	\$2,424,442	28	0	1	10	10	7	0	0

Sagaponack

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$5,700,000	\$5,960,714	7	0	0	2	0	1	3	1
1Q20	\$11,729,095	\$11,114,548	4	0	0	0	0	1	0	3
1Q21	\$7,250,000	\$9,477,778	9	0	0	0	0	3	2	4

Shelter Island

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$800,000	\$1,048,230	16	3	7	5	0	1	0	0
1Q20	\$834,500	\$1,497,625	20	1	13	3	2	0	0	1
1Q21	\$1,350,000	\$2,377,455	11	0	3	3	3	1	1	0

1Q 2021

Hamptons

Single-Family Homes - East of the Shinnecock Canal

Southampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$862,000	\$1,104,059	44	5	24	10	4	1	0	0
1Q20	\$895,000	\$1,314,061	58	5	29	10	10	4	0	0
1Q21	\$1,250,000	\$1,684,873	65	1	24	23	11	4	2	0

Southampton Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$2,800,000	\$5,050,727	11	2	1	0	4	2	1	1
1Q20	\$2,800,118	\$13,350,033	19	2	0	4	4	1	1	7
1Q21	\$2,725,000	\$3,580,938	36	0	3	9	8	8	7	1

Wainscott

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$1,273,750	\$1,273,750	2	0	0	2	0	0	0	0
1Q20	\$2,807,500	\$3,292,500	10	0	2	2	2	3	0	1
1Q21	\$2,250,000	\$4,336,611	9	0	1	3	2	1	1	1

Water Mill

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$2,108,500	\$2,784,097	14	0	4	3	2	2	3	0
1Q20	\$3,200,000	\$3,856,171	19	0	0	6	3	5	5	0
1Q21	\$3,950,000	\$4,877,351	37	0	0	9	3	11	12	2

1Q 2021

Hamptons

Single-Family Homes - West of the Shinnecock Canal

Eastport

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$475,000	\$459,677	3	2	1	0	0	0	0	0
1Q20	\$509,000	\$509,000	2	0	2	0	0	0	0	0
1Q21	\$625,000	\$635,000	3	0	3	0	0	0	0	0

East Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$540,000	\$566,844	45	5	16	3	0	0	0	0
1Q20	\$525,000	\$635,697	53	7	10	3	0	0	0	0
1Q21	\$700,750	\$903,380	26	1	13	6	0	0	0	0

Hampton Bays

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$540,000	\$566,844	45	21	23	1	0	0	0	0
1Q20	\$525,000	\$635,697	53	22	26	4	1	0	0	0
1Q21	\$700,750	\$903,380	26	5	14	5	2	0	0	0

Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$1,850,000	\$2,530,000	3	0	1	1	0	1	0	0
1Q20	\$1,859,500	\$1,748,092	4	0	1	1	2	0	0	0
1Q21	\$1,530,000	\$1,290,000	3	0	1	2	0	0	0	0

Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$1,403,750	\$1,838,922	8	0	2	4	1	1	0	0
1Q20	\$2,187,504	\$2,349,526	14	0	4	2	3	5	0	0
1Q21	\$1,375,000	\$2,142,088	17	0	3	8	2	3	1	0

1Q 2021

Hamptons

Single-Family Homes - West of the Shinnecock Canal

Remsenburg

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$905,000	\$1,019,538	13	1	9	2	1	0	0	0
1Q20	\$960,000	\$902,500	4	0	4	0	0	0	0	0
1Q21	\$1,320,000	\$1,450,178	11	1	3	4	3	0	0	0

Speonk

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$467,250	\$467,250	1	1	0	0	0	0	0	0
1Q20	\$509,500	\$564,750	4	2	2	0	0	0	0	0
1Q21	\$0	\$0	0	0	0	0	0	0	0	0

Westhampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$805,000	\$895,589	13	2	8	3	0	0	0	0
1Q20	\$835,000	\$902,111	9	1	6	2	0	0	0	0
1Q21	\$1,150,000	\$1,333,958	18	2	6	5	5	0	0	0

Westhampton Beach

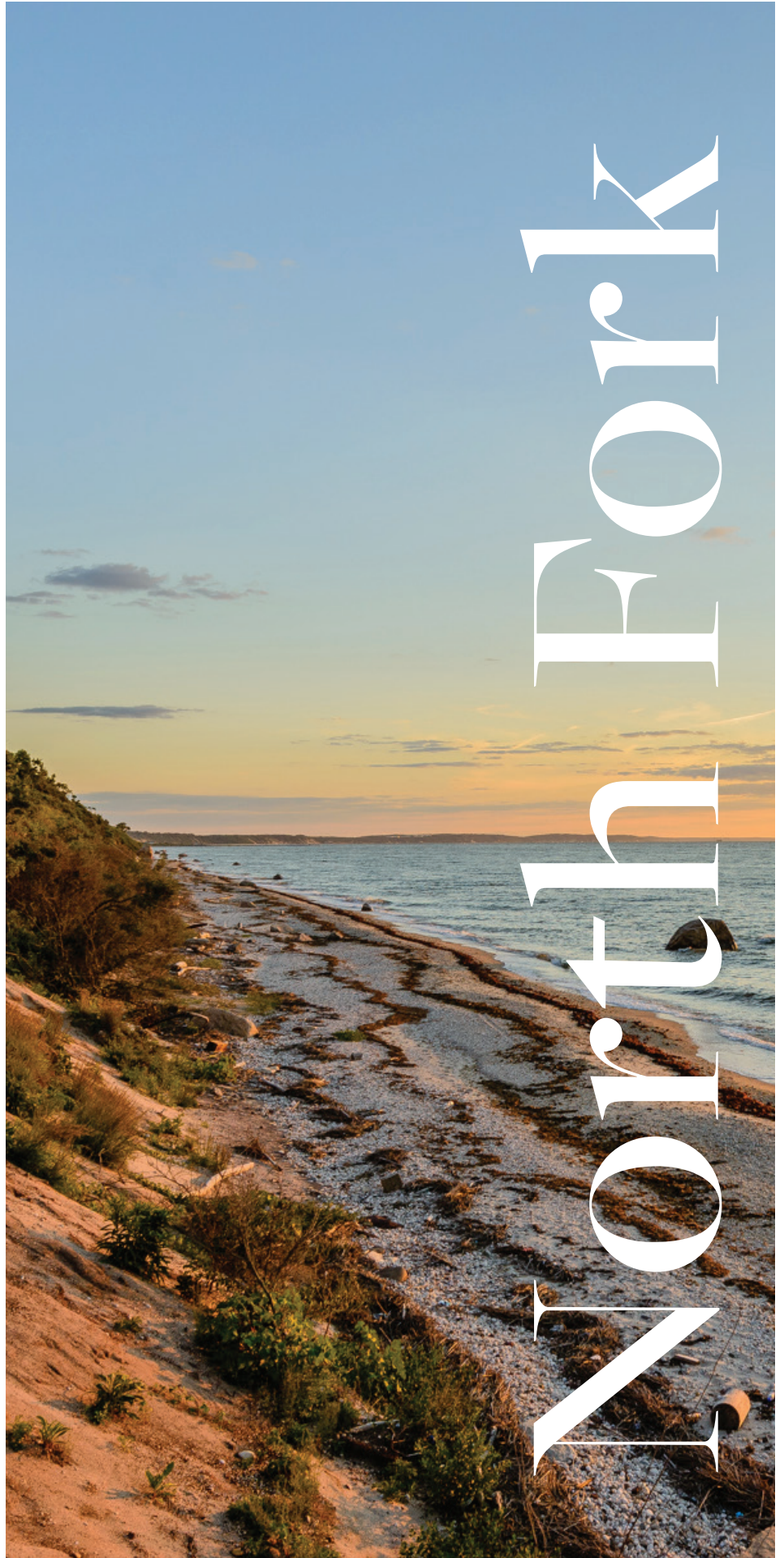
	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$946,780	\$1,769,362	20	3	9	3	2	1	2	0
1Q20	\$1,437,500	\$1,854,278	24	0	7	10	1	6	0	0
1Q21	\$1,512,500	\$2,088,058	22	2	3	10	3	3	1	0

Westhampton Dunes

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
1Q19	\$0	\$0	0	0	0	0	0	0	0	0
1Q20	\$3,600,000	\$3,906,200	3	0	0	0	1	1	1	0
1Q21	\$2,975,000	\$2,756,250	4	0	0	1	1	2	0	0

1Q 2021

**Residential
Market Report**



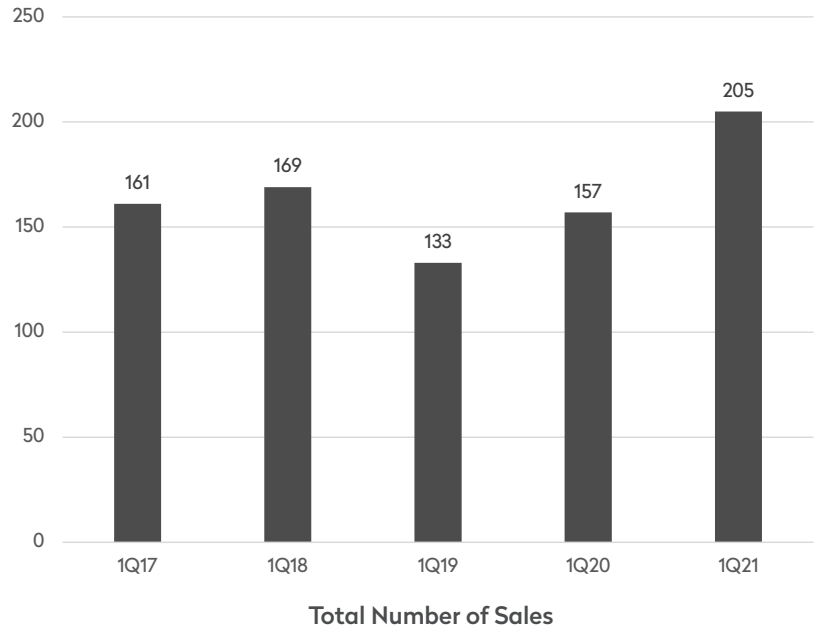
1Q 2021

North Fork

A Strong Market Continues

The First Quarter of 2021 reflected the continued demand for North Fork real estate, evidenced by an impressive 30.6% rise in the number of sales compared to 1Q20.

Reflecting both an increase in the number of sales and the average sales price, the Total Dollar Volume also rose, with an 42.7% gain over 1Q20.



+42.7%

Dollar Volume
1Q21 vs. 1Q20

+26.8%

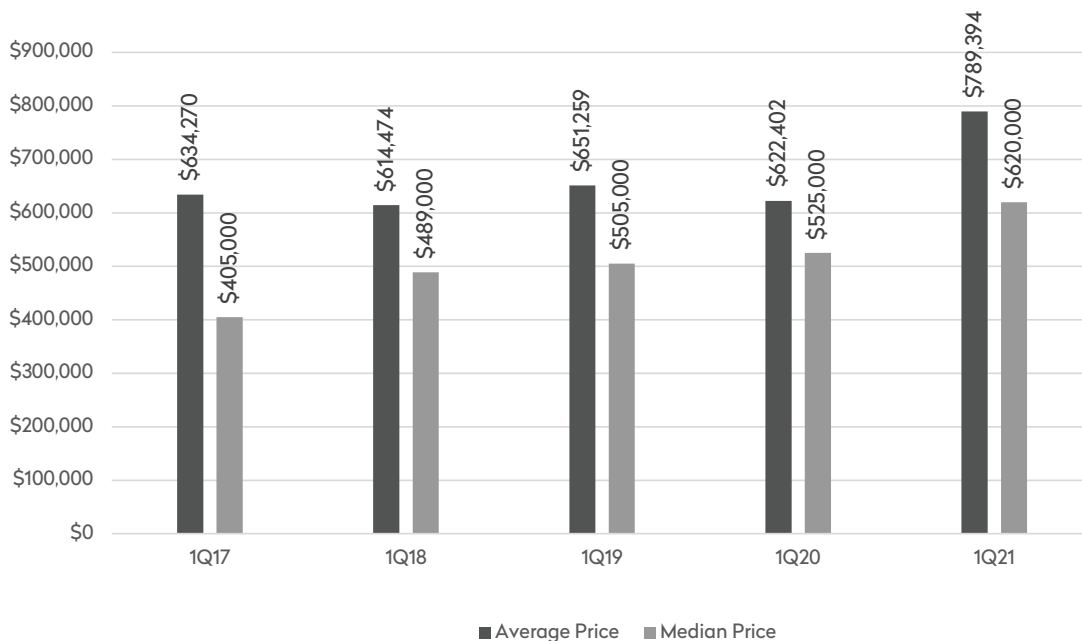
Average Sold Price
1Q21 vs. 1Q20

+30.6%

Number of Sales
1Q21 vs. 1Q20

Average and Median Sales Prices

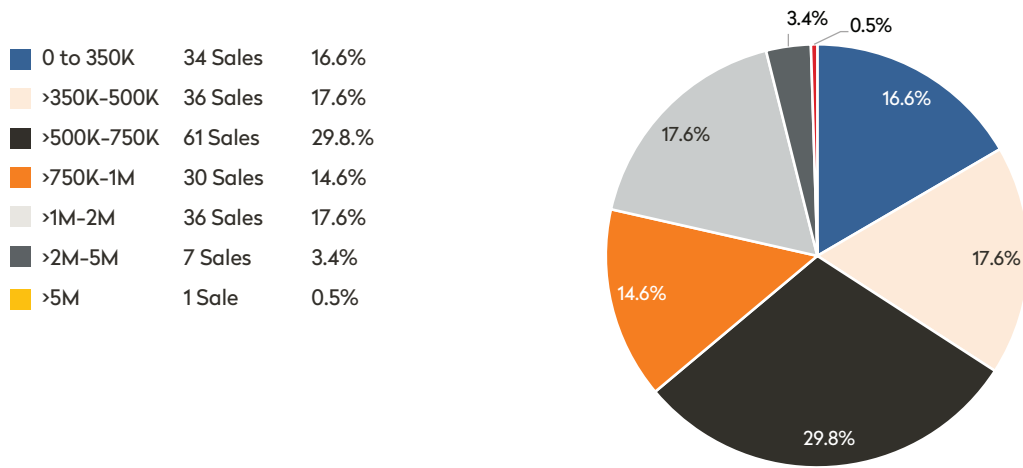
The average sales price on the North Fork spiked 26.8% to \$789,394, while the median price - measuring the middle of the market - increased 18.1% compared to 1Q20, to \$620,000.



North Fork

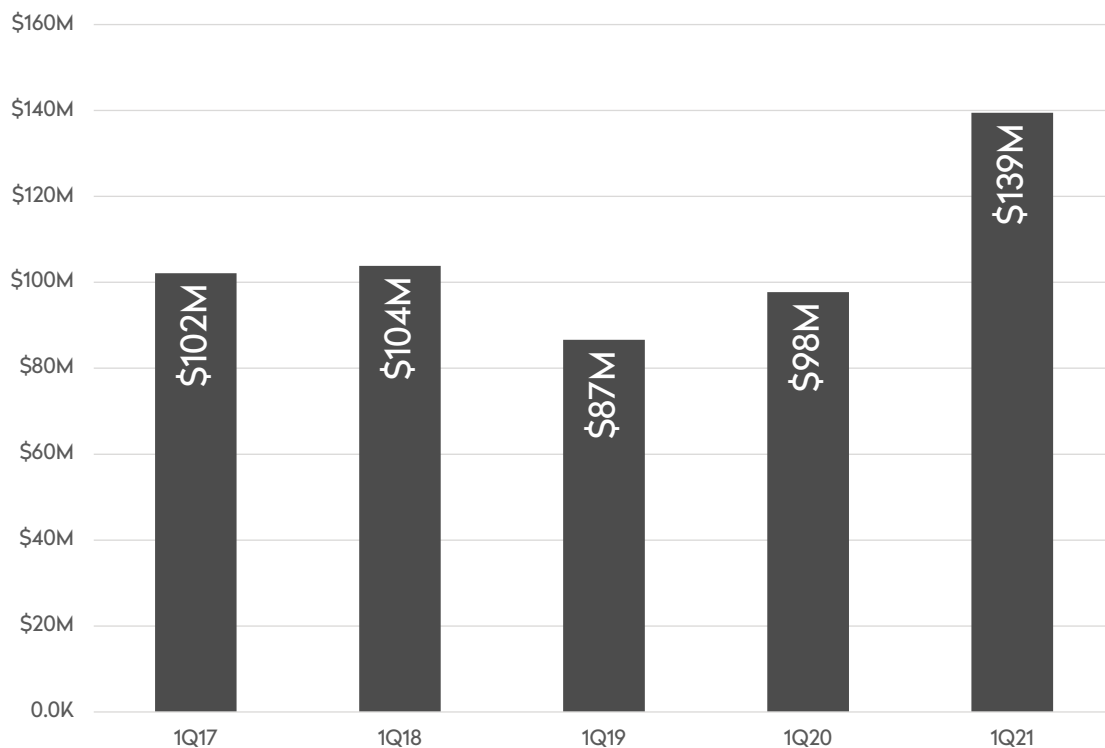
Percentage of Sales by Price

Only the lower end of the market, \$500,000 and below, experienced moderate declines in the number of sales in 1Q21 compared to 1Q20. Each of the other categories saw increased numbers of sales, with the above \$1M categories posting the largest year-over-year increases. The price range with the highest number of transactions continues to be the >\$500K - \$750K category, responsible for 29.8% of all 1Q21 sales.



Total Dollar Volume

With an increase in the total number of sales, and a greater number of sales over \$1M, the North Fork total dollar volume soared 42.7% to \$139 Million - a record first quarter for dollar volume.



1Q 2021

North Fork

Single-Family Homes

Aquebogue

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q19	\$426,000	\$473,624	8	2	3	3	0	0	0	0
1Q20	\$400,000	\$406,778	9	2	6	1	0	0	0	0
1Q21	\$549,000	\$722,192	11	0	1	6	3	1	0	0

Cutchogue

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q19	\$587,500	\$799,788	16	1	1	10	1	2	1	0
1Q20	\$692,500	\$1,061,929	14	1	1	6	1	4	1	0
1Q21	\$837,875	\$881,760	13	0	0	4	7	2	0	0

East Marion

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q19	\$527,500	\$527,500	2	0	1	1	0	0	0	0
1Q20	\$1,076,000	\$921,600	5	0	0	2	0	3	0	0
1Q21	\$972,500	\$1,447,333	6	0	0	1	3	0	2	0

Greenport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q19	\$765,000	\$782,688	8	0	3	1	2	2	0	0
1Q20	\$650,000	\$706,843	7	0	1	3	3	0	0	0
1Q21	\$600,000	\$774,089	14	1	3	5	1	4	0	0

Greenport Village

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q19	\$685,000	\$592,000	5	1	1	3	0	0	0	0
1Q20	\$550,000	\$489,544	8	1	2	5	0	0	0	0
1Q21	\$722,000	\$831,656	8	0	1	4	2	1	0	0

1Q 2021

North Fork

Single-Family Homes

Jamesport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q19	\$545,000	\$566,900	9	2	2	3	2	0	0	0
1Q20	\$325,000	\$325,000	1	1	0	0	0	0	0	0
1Q21	\$558,500	\$792,250	10	0	2	7	0	0	1	0

Laurel

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q19	\$393,750	\$701,375	4	2	1	0	0	1	0	0
1Q20	\$665,885	\$665,885	2	1	0	0	0	1	0	0
1Q21	\$860,950	\$899,613	8	0	2	2	0	4	0	0

Mattituck

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q19	\$587,500	\$762,548	12	1	3	3	2	2	0	0
1Q20	\$573,250	\$655,448	20	1	6	11	0	1	1	0
1Q21	\$690,000	\$748,000	14	0	2	6	5	1	0	0

New Suffolk

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q19	\$940,000	\$1,575,333	3	0	1	0	1	0	1	0
1Q20	\$999,000	\$999,000	1	0	0	0	1	0	0	0
1Q21	\$1,226,000	\$1,226,000	2	0	0	1	0	1	0	0

Orient

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q19	\$1,017,000	\$1,244,833	6	0	0	1	2	2	1	0
1Q20	\$873,875	\$880,688	4	0	0	0	4	0	0	0
1Q21	\$1,275,000	\$1,211,000	7	0	0	2	1	3	1	0

1Q 2021

North Fork

Single-Family Homes

Peconic

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q19	\$618,000	\$618,000	2	1	0	0	1	0	0	0
1Q20	\$512,000	\$502,250	4	1	1	2	0	0	0	0
1Q21	\$1,450,000	\$1,259,690	7	0	1	1	0	5	0	0

Riverhead

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q19	\$336,000	\$350,056	36	22	11	2	1	0	0	0
1Q20	\$350,000	\$425,484	49	26	14	4	3	2	0	0
1Q21	\$350,000	\$336,028	63	32	21	9	1	0	0	0

South Jamesport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q19	\$458,750	\$566,875	4	0	3	0	1	0	0	0
1Q20	\$767,500	\$767,500	2	0	0	1	1	0	0	0
1Q21	\$1,112,500	\$1,112,500	2	0	0	1	0	1	0	0

Southold

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
1Q19	\$703,500	\$799,818	18	0	2	7	5	3	0	0
1Q20	\$588,000	\$710,858	31	2	9	11	4	5	0	0
1Q21	\$850,000	\$1,187,781	40	1	3	12	7	13	3	1

First Quarter 2021 Residential Market Report

East Hampton

27 Main Street
East Hampton, NY 11937
631.324.6400

East Hampton

2 Newtown Lane
East Hampton, NY 11937
631.324.6100

Bridgehampton

2408 Main Street
Bridgehampton, NY 11932
631.537.2727

Southampton

31 Main Street
Southampton, NY 11968
631.287.4900

Sag Harbor

96 Main Street
Sag Harbor, NY 11963
631.725.2250

Westhampton Beach

70 Main Street
Westhampton, NY 11978
631.288.5500

North Fork

13105 Main Road
Mattituck, NY 11952
631.477.0551

Contact Us

©2021 by Brown Harris Stevens. All Rights Reserved. This information may not be copied, used or distributed without Brown Harris Stevens' consent. While information is believed true, no guaranty is made of accuracy.