

Third Quarter 2021
Residential Market Report

Hampshires

Brown Harris Stevens

Third Quarter 2021 Market Report

We are pleased to present our Third Quarter 2021 Hamptons and North Fork market report. After a year of record sales activity, the real estate market is adjusting to one of fewer sales at higher prices.

Year-to-year comparisons during periods of volatility can be misleading and should always be viewed in context. The Third Quarter of 2020 was truly exceptional. Pent up demand was released as business restrictions started to lift, compounded by a considerable exodus from more urban regions to the perceived safety of the East End. The result was a record number of sales and prices from 2Q20 through 2Q21.

As sales inventory remains historically low and buyers feel less urgency to act quickly, the number of sales has responded accordingly. Third Quarter 2021 transactions were considerably lower than 3Q20 (a 36.1% decline), but were nearly equal to those of 3Q19. Additionally, while the Total Dollar Volume generated dropped 9.6% from 3Q20, it was 83.7% higher than 3Q19.

The average sales price in the Hamptons was \$3,082,134 during 3Q21, an increase of 41.4% from 3Q20, and an all-time record high. The median price rose 34% to \$1,695,000, the highest Third Quarter median price to date. The conclusion? Despite a marked decline in sales compared to the same period last year, demand for Hamptons real estate remains strong.

Looking ahead, uncertainties in the U.S. and global economies - from supply chain difficulties, labor pool shortages and budget battles in Washington - are factors we will want to watch closely. Time will tell how the market will develop in the Fourth Quarter, but as the following data shows, real estate in the Hamptons continues to demonstrate its long term strength and resilience.

Philip V. O'Connell

Executive Managing Director

Brown Harris Stevens of the Hamptons, LLC

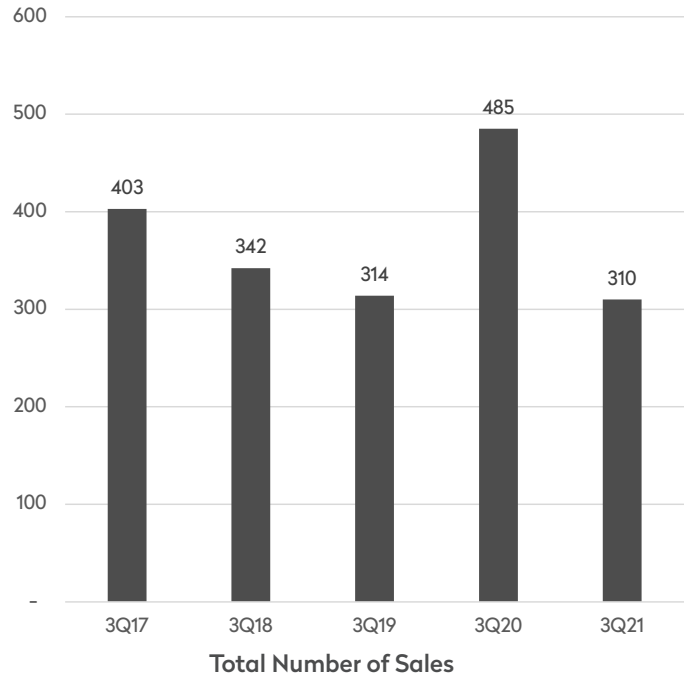
3Q 2021

Hamptons

A Market Shift to Fewer Sales at Higher Prices

After four straight quarters of record sales, the Hamptons real estate market is settling into a more stable and less reactive period. While properties that are properly priced continue to sell quickly, persistent low inventory and less urgency on behalf of buyers has led to a year-over-year 36.1% decrease in the number of sales in the Third Quarter of 2021.

Reflecting higher sales prices being realized, the Total Dollar Volume for 3Q21 only declined 9.6%, to \$955 Million.



-9.6%

Dollar Volume
3Q21 vs. 3Q20

+41.4%

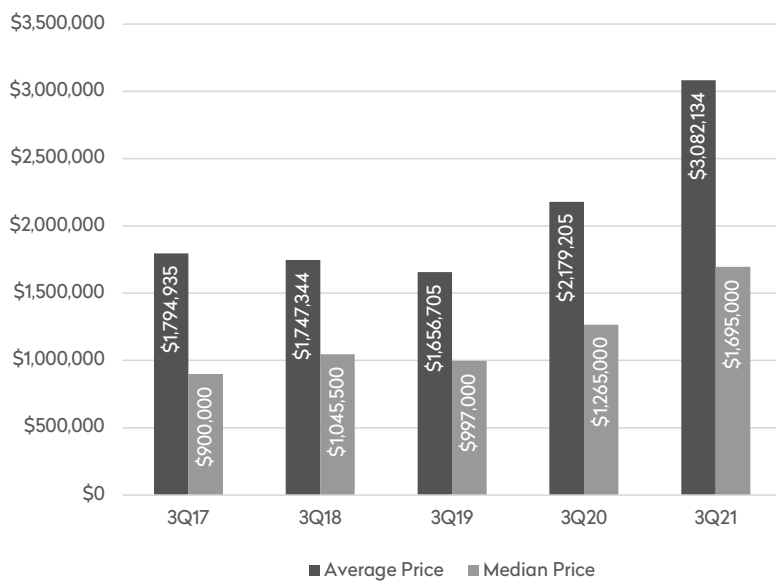
Average Sold Price
3Q21 vs. 3Q20

-36.1%

Number of Sales
3Q21 vs. 3Q20

Average and Median Sales Prices Continue to Climb

The average sales price in the Hamptons averaged \$3,082,134 during 3Q21, an increase of 41.4% from 3Q20, and an all-time record high. The median price - which measures the middle of the market - jumped 34% to \$1,695,000, the highest Third Quarter median price to date.



Data for this report is sourced from The Real Estate Report Inc. and references single-family residential real estate transactions. Based upon data available as of October 22, 2021. 3Q21 data is preliminary and subject to revision in future reports.

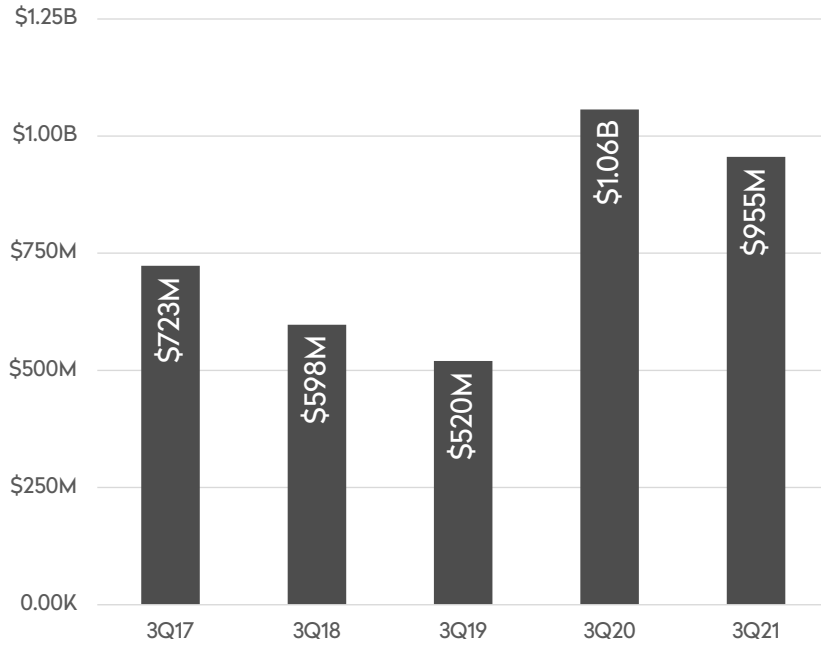
3Q 2021

Hamptons

Dollar Volume

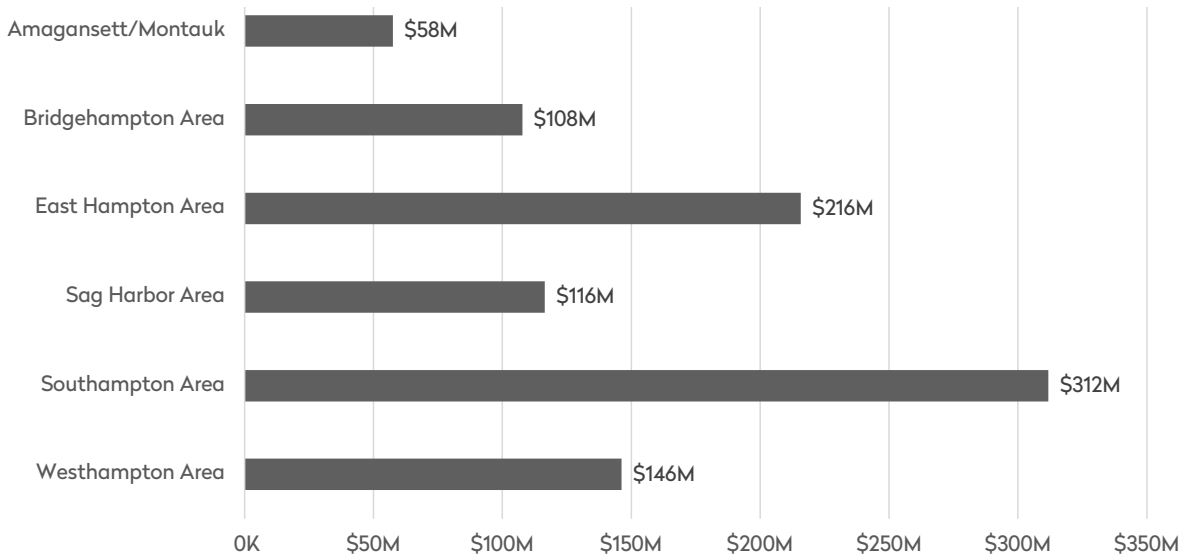
Total Dollar Volume - 2017 to 2021

While fewer sales contributed to a 9.6% decline in the Total Dollar Volume, the 3Q21 total of \$955 Million represents an 83.7% increase over the 3Q19 total - a quarter which had nearly the exact same number of sales.



3Q21 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. During 3Q21, the Southampton Area accounted for 16.8% of the total number of sales but garnered 32.6% of dollar volume, the highest by far of any area in the region.

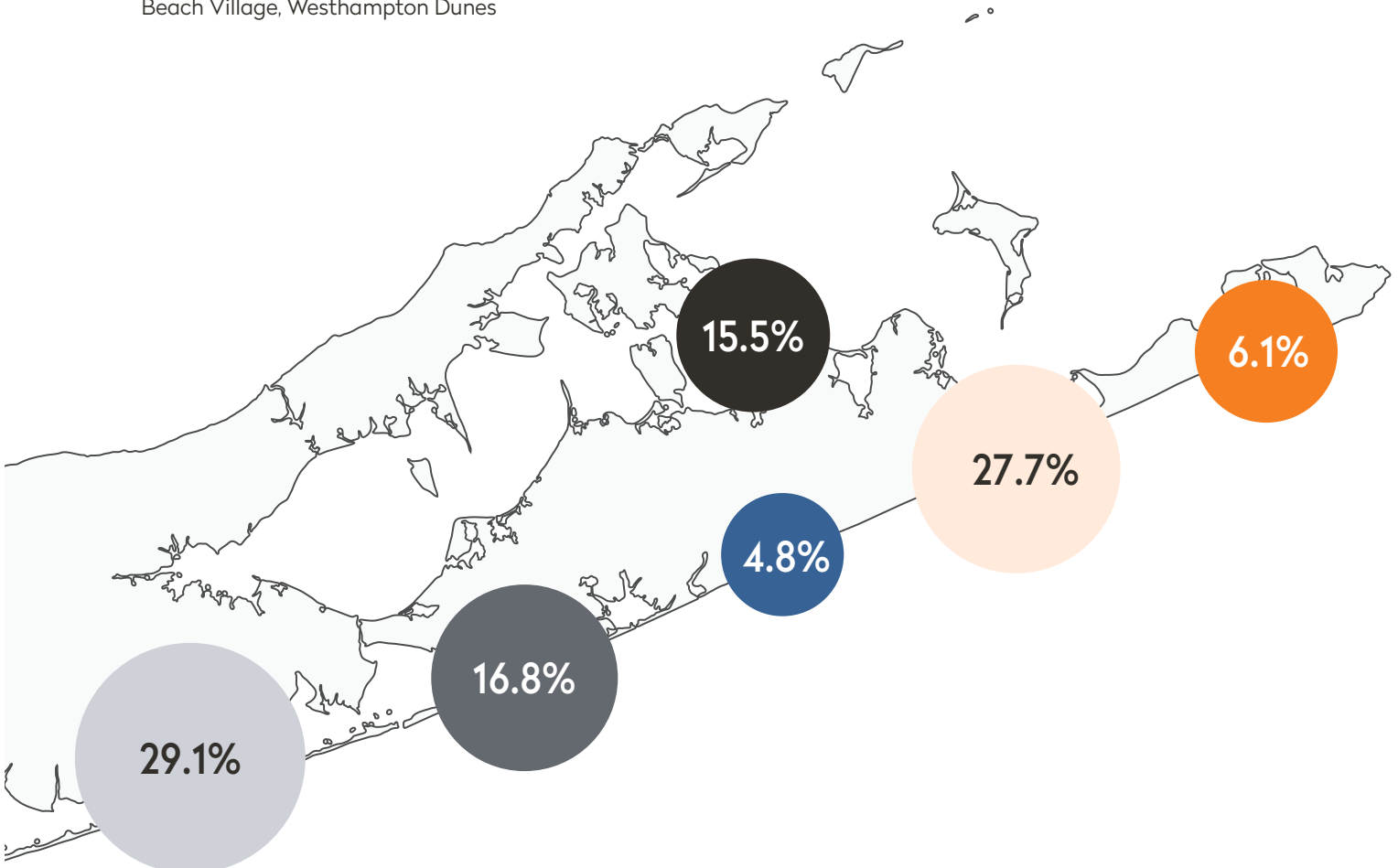


3Q 2021

Hamptons

Percentage of Sales by Area

- Amagansett/Montauk - 19 Sales**
- East Hampton - 86 Sales**
Includes East Hampton, East Hampton Village and Wainscott
- Bridgehampton Area - 15 Sales**
Includes Bridgehampton and Sagaponack
- Sag Harbor Area - 48 Sales**
Includes North Haven, Noyac, Sag Harbor, Sag Harbor Village, and Shelter Island
- Southampton Area - 52 Sales**
Includes North Sea, Southampton, Southampton Village and Water Mill
- Westhampton Area - 90 Sales**
Includes East Quogue, Eastport, Hampton Bays, Quogue, Quogue Village, Remsenburg, Speonk, Westhampton, Westhampton Beach, Westhampton Beach Village, Westhampton Dunes



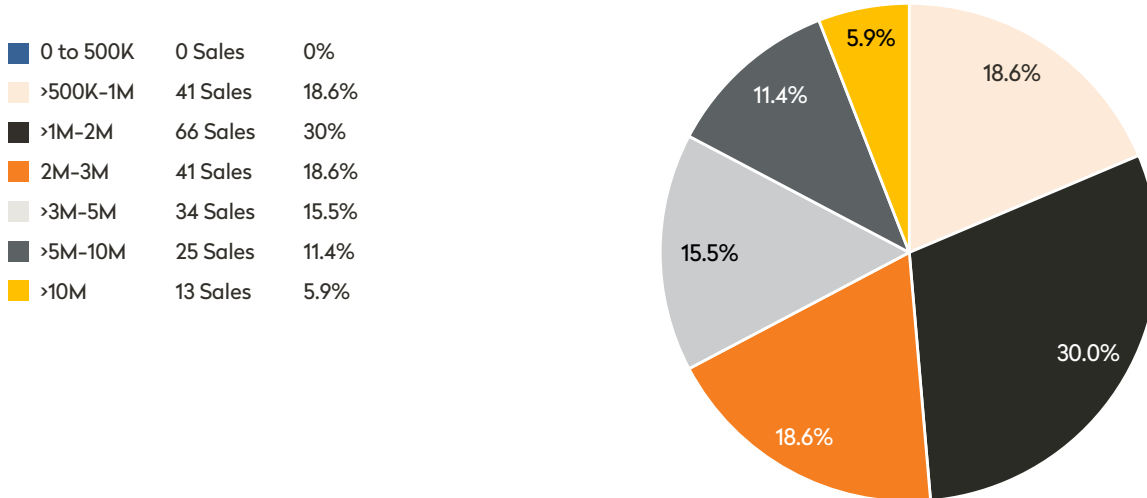
3Q 2021

Hamptons

Percentage of Sales by Price

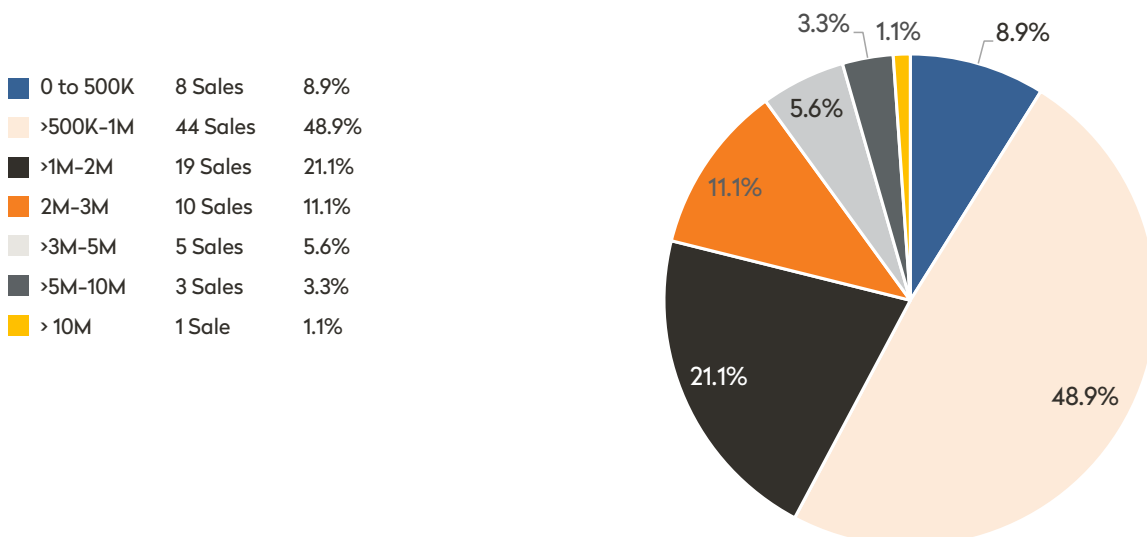
Hamptons East of the Shinnecock Canal

The single largest category of sales in the eastern part of the Hamptons was the \$1 million to \$2 million range, with 66 sales in 3Q21, accounting for 30% of transactions. Rising prices are evidenced by the absence of any sales below \$500,000.



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, with nearly half (48.9%) of all sales between \$500,000 and \$1M.

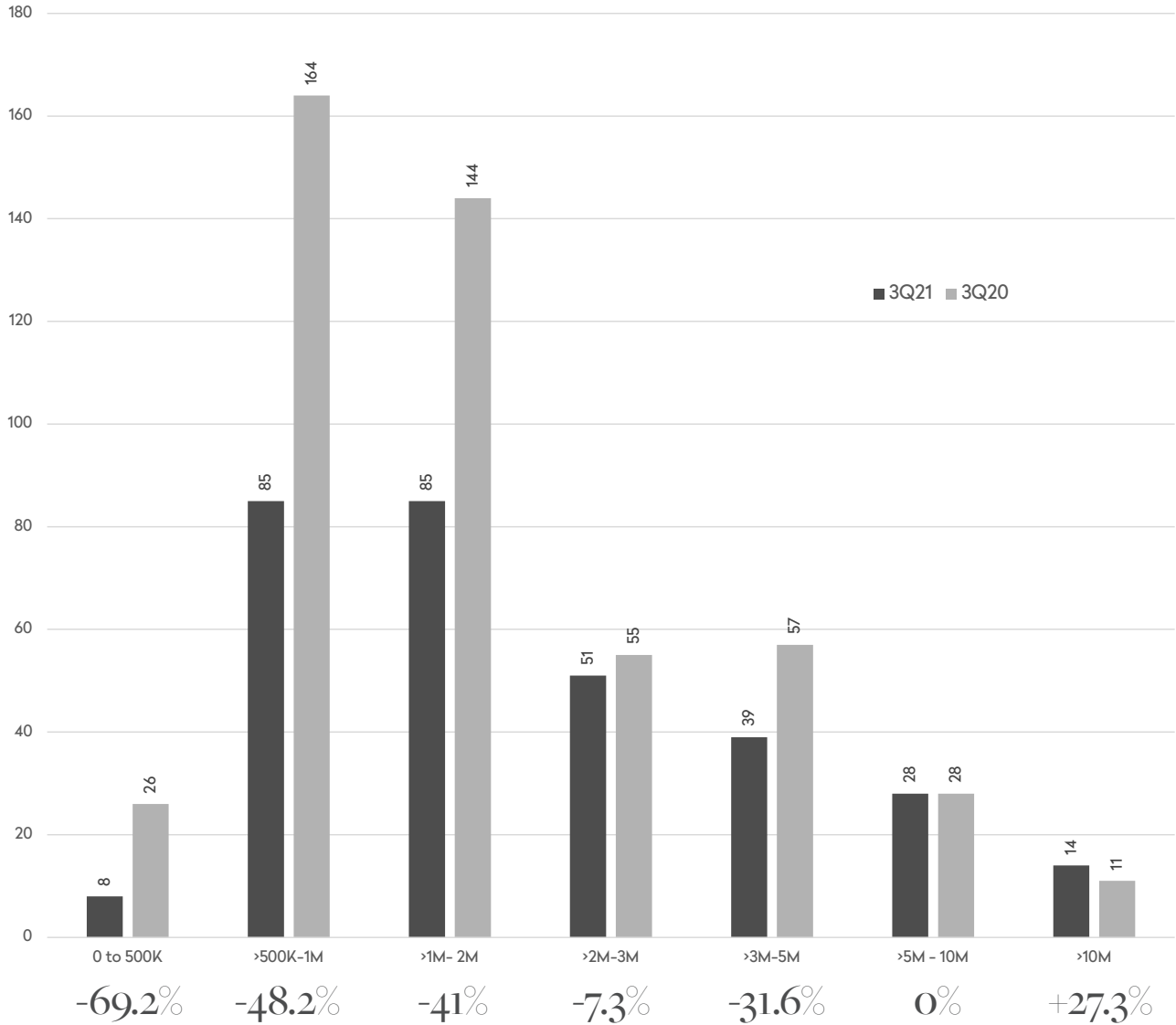


3Q 2021

Hamptons

Number of All South Fork Sales by Price: 3Q21 vs. 3Q20

As demonstrated below, the price ranges that experienced the largest declines in the numbers of sales were those \$2M and below. The \$2M - \$3M category only dipped by 4. The \$5M - \$10M remained strong at 28 sales, while those above \$10M actually rose by 3 - the only price range to post an increase. These 14 sales, while only representing 4.5% of the total number of transactions, accounted for 31.4% of the total dollar volume at \$300,295,000.



3Q 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
3Q19	\$1,500,000	\$3,857,143	7	0	2	2	0	1	1	1
3Q20	\$2,450,000	\$3,117,083	18	0	2	5	3	5	3	0
3Q21	\$2,576,000	\$3,619,450	10	0	1	3	1	2	3	0

Bridgehampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q19	\$2,062,500	\$3,686,667	12	0	2	4	2	2	1	1
3Q20	\$4,175,000	\$5,241,464	14	0	0	2	2	7	1	2
3Q21	\$3,647,500	\$6,745,833	12	0	0	3	1	5	0	3

East Hampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q19	\$922,500	\$1,018,470	56	5	29	19	2	1	0	0
3Q20	\$1,100,000	\$1,502,883	103	2	45	38	9	6	3	0
3Q21	\$1,537,500	\$2,009,525	70	0	22	26	12	5	5	0

East Hampton Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q19	\$3,000,000	\$4,628,889	9	0	1	1	3	3	0	1
3Q20	\$2,300,000	\$6,740,000	9	0	1	2	2	1	0	3
3Q21	\$4,997,500	\$5,915,000	8	0	1	1	1	1	2	2

Montauk

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q19	\$1,410,000	\$2,157,615	13	0	4	5	3	0	1	0
3Q20	\$1,275,000	\$1,811,366	28	1	7	14	3	1	2	0
3Q21	\$1,790,000	\$2,369,444	9	0	2	3	1	3	0	0

3Q 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
3Q19	\$7,190,000	\$7,190,000	1	0	0	0	0	0	1	0
3Q20	\$2,230,000	\$2,061,571	7	0	2	1	2	2	0	0
3Q21	\$5,400,000	\$5,404,000	5	0	0	2	0	0	2	1

Sag Harbor

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q19	\$1,230,000	\$1,445,959	23	2	9	6	4	2	0	0
3Q20	\$1,116,500	\$1,691,543	23	3	8	7	1	3	1	0
3Q21	\$1,450,000	\$2,067,385	13	0	4	4	2	2	1	0

Sag Harbor Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q19	\$1,650,000	\$2,139,645	13	0	2	6	3	1	1	0
3Q20	\$1,535,000	\$2,039,762	21	0	6	6	3	5	1	0
3Q21	\$2,650,000	\$2,501,459	15	0	0	5	6	4	0	0

Sagaponack

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q19	\$14,750,000	\$14,750,000	1	0	0	0	0	0	0	1
3Q20	\$3,250,000	\$7,317,231	13	0	0	5	0	3	1	4
3Q21	\$10,300,000	\$8,933,333	3	0	0	0	0	1	0	2

Shelter Island

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q19	\$775,000	\$1,238,227	11	1	5	4	0	1	0	0
3Q20	\$1,025,000	\$1,771,741	15	0	7	4	3	0	1	0
3Q21	\$1,350,000	\$1,670,467	15	0	7	2	4	2	0	0

3Q 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
3Q19	\$992,000	\$1,421,885	38	1	19	9	7	2	0	0
3Q20	\$1,175,000	\$1,668,176	51	0	22	15	9	4	1	0
3Q21	\$1,970,000	\$2,170,880	25	0	4	9	7	3	2	0

Southampton Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q19	\$1,675,000	\$1,901,667	12	0	3	4	3	2	0	0
3Q20	\$2,593,750	\$3,162,278	28	0	2	7	6	9	4	0
3Q21	\$5,500,000	\$6,200,667	15	0	0	3	1	3	6	2

Wainscott

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q19	\$1,265,000	\$2,784,636	11	0	3	4	2	0	1	1
3Q20	\$1,510,000	\$1,940,000	3	0	0	2	1	0	0	0
3Q21	\$2,354,250	\$3,466,388	8	0	0	3	3	1	0	1

Water Mill

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q19	\$2,100,000	\$2,641,614	11	0	2	3	3	2	1	0
3Q20	\$3,125,000	\$4,176,370	23	0	0	4	7	5	6	1
3Q21	\$4,950,000	\$13,708,542	12	0	0	2	2	2	4	2

3Q 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
3Q19	\$481,500	\$543,375	4	2	2	0	0	0	0	0
3Q20	\$575,000	\$566,667	3	1	2	0	0	0	0	0
3Q21	\$647,500	\$647,500	2	0	2	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
3Q19	\$725,000	\$766,470	19	6	9	4	0	0	0	0
3Q20	\$850,000	\$931,837	19	1	12	6	0	0	0	0
3Q21	\$785,500	\$2,114,961	16	2	8	4	1	0	0	1

Hampton Bays

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q19	\$528,750	\$563,726	34	14	17	3	0	0	0	0
3Q20	\$600,000	\$723,398	49	14	31	3	0	1	0	0
3Q21	\$750,000	\$802,870	27	2	21	4	0	0	0	0

Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q19	\$1,066,250	\$1,066,250	2	0	1	1	0	0	0	0
3Q20	\$996,000	\$1,013,625	4	1	1	2	0	0	0	0
3Q21	\$2,511,000	\$2,305,000	4	0	1	0	2	1	0	0

Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q19	\$1,851,000	\$1,615,244	5	0	2	1	2	0	0	0
3Q20	\$2,200,000	\$2,744,116	9	0	1	3	1	3	1	0
3Q21	\$2,375,000	\$2,655,000	5	0	0	2	2	0	1	0

3Q 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
3Q19	\$862,500	\$1,406,256	6	0	4	1	0	1	0	0
3Q20	\$1,700,000	\$1,532,588	16	0	5	8	3	0	0	0
3Q21	\$1,130,000	\$2,170,004	5	0	2	2	0	0	1	0

Speonk

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q19	\$600,000	\$600,000	1	0	1	0	0	0	0	0
3Q20	\$436,000	\$436,000	2	1	1	0	0	0	0	0
3Q21	\$687,000	\$658,250	4	1	3	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
3Q19	\$875,000	\$1,166,620	15	3	6	5	0	1	0	0
3Q20	\$955,000	\$972,629	14	1	7	6	0	0	0	0
3Q21	\$1,100,000	\$1,856,318	11	3	2	2	2	2	0	0

Westhampton Beach Village

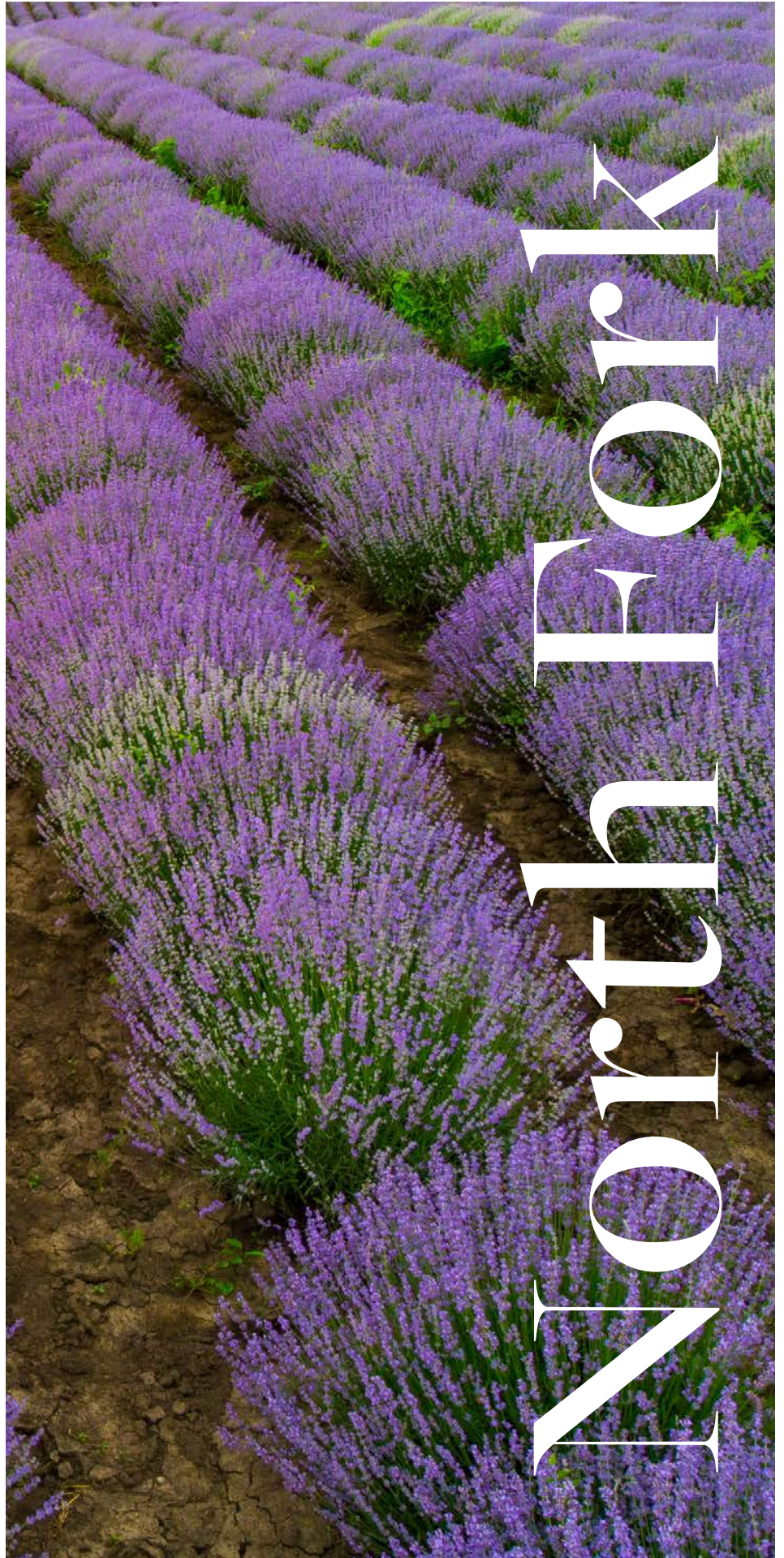
	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q19	\$1,387,500	\$1,678,125	8	1	1	3	2	1	0	0
3Q20	\$1,725,000	\$3,269,400	10	1	2	4	0	0	2	1
3Q21	\$1,295,000	\$2,070,747	14	0	5	4	2	2	1	0

Westhampton Dunes

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
3Q19	\$1,487,500	\$1,487,500	2	0	0	2	0	0	0	0
3Q20	\$3,475,000	\$4,191,667	3	0	0	0	0	2	1	0
3Q21	\$2,007,500	\$2,007,500	2	0	0	1	1	0	0	0

3Q 2021

**Residential
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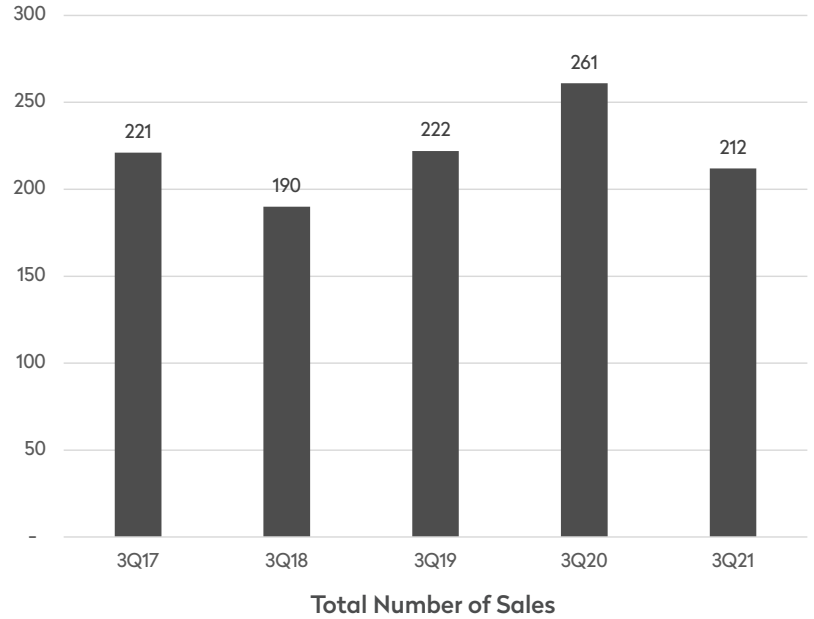


North Fork

Fewer Sales at Higher Prices

The Third Quarter of 2021 reflected the continued shift in the real estate market to one of fewer sales, but higher average prices. Sales on the North Fork declined 18.8% in 3Q21 as compared to 3Q20.

The Total Dollar Volume also declined, but at a more modest 7.9% compared to the same period last year. At \$182 Million, the 3Q21 Total Dollar Volume is still the second highest recorded Third Quarter figure.



-7.9%

Dollar Volume
3Q21 vs. 3Q20

+20.6%

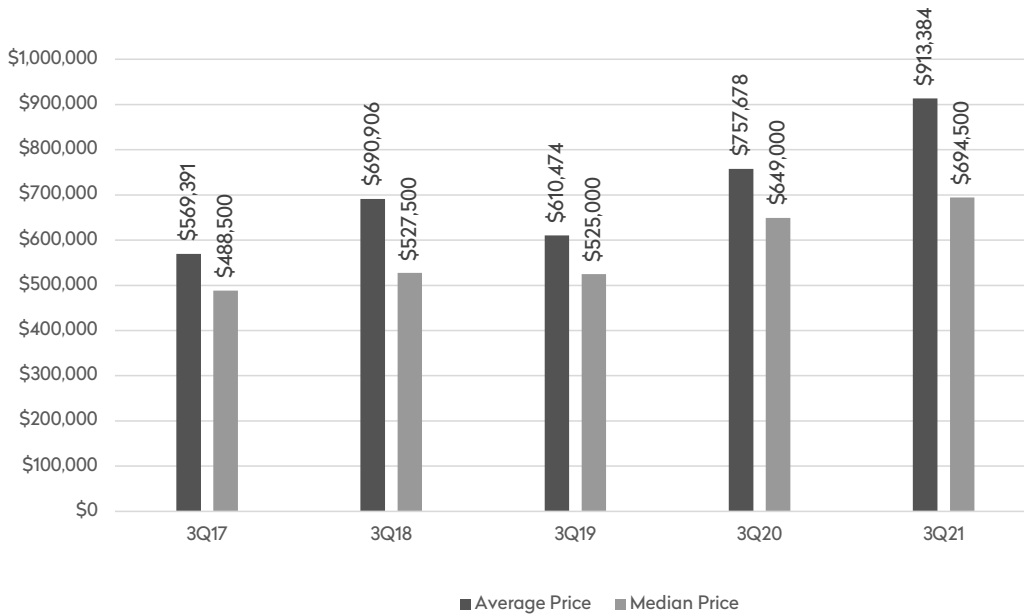
Average Sold Price
3Q21 vs. 3Q20

-18.8%

Number of Sales
3Q21 vs. 3Q20

Average and Median Sales Prices Continue to Rise

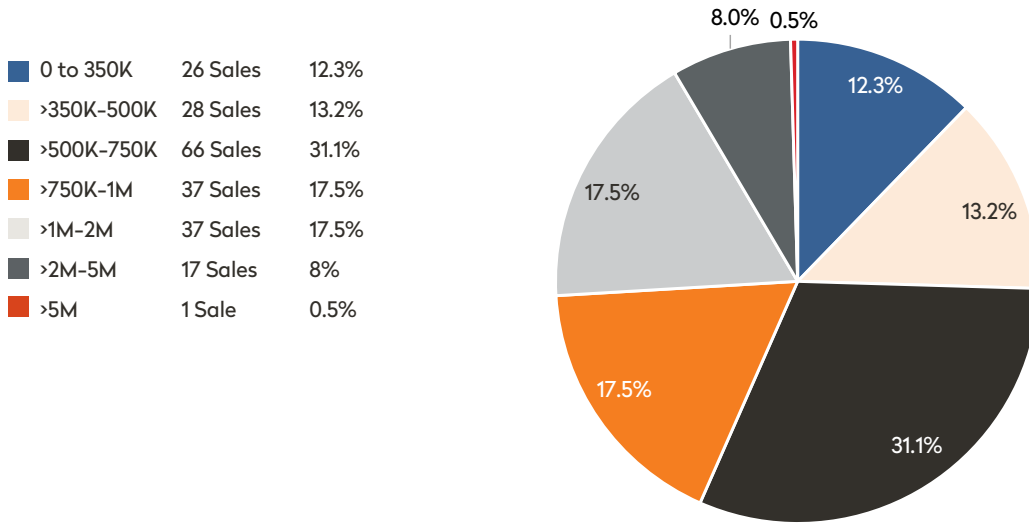
Fueled largely by an increase in the number of sales above \$2 Million, the average sales price on the North Fork jumped 20.6% to \$913,384. The median price - measuring the middle of the market - increased 7% compared to 3Q20, to \$694,500.



North Fork

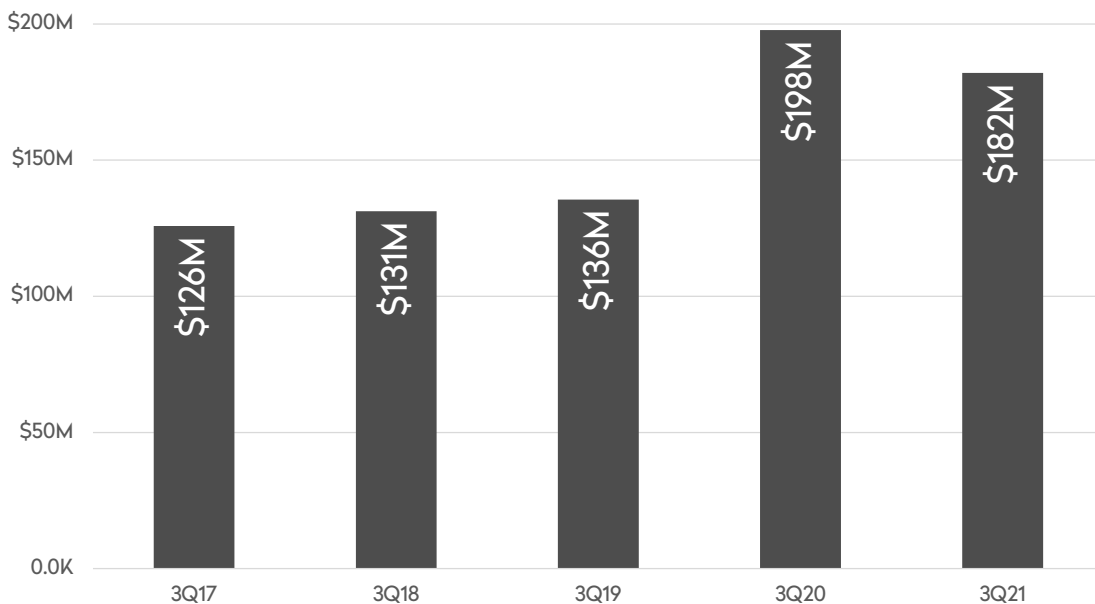
Percentage of Sales by Price

The price range with the highest number of transactions on the North Fork continues to be the >\$500K - \$750K category, responsible for 31.1% of all 3Q21 sales. The \$2M - \$5M category achieved the largest year-over-year increase, from 6 in 3Q20 to 17 in 3Q21. One sale above \$5M was the first Third Quarter sale in this price range since 2018.



Total Dollar Volume

With an increase in sales over \$2M, as well as higher average sales prices in general, the North Fork total dollar volume totaled \$182 Million. Although a 7.9% decrease compared to same period in 2020 - a record year by all measures - the 3Q21 Total Dollar Volume is 33.8% higher than 3Q19.



3Q 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
3Q19	\$436,391	\$573,401	13	1	8	3	1	0	0	0
3Q20	\$447,000	\$470,102	23	1	9	10	2	1	0	0
3Q21	\$549,000	\$616,214	7	1	2	2	2	0	0	0

Cutchogue

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q19	\$600,000	\$946,098	17	0	2	5	6	4	0	0
3Q20	\$769,000	\$831,412	30	3	2	8	9	4	4	0
3Q21	\$818,000	\$1,298,515	20	0	0	6	4	6	4	0

East Marion

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q19	\$575,000	\$1,203,800	7	1	0	3	1	2	0	0
3Q20	\$580,000	\$816,429	8	0	3	4	1	0	0	0
3Q21	\$642,500	\$816,143	7	0	0	2	4	1	0	0

Greenport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q19	\$594,063	\$823,313	15	2	2	7	2	2	0	0
3Q20	\$629,000	\$715,158	15	1	1	8	2	3	0	0
3Q21	\$595,000	\$871,031	16	1	4	4	3	2	2	0

Greenport Village

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q19	\$655,000	\$649,034	8	1	1	2	3	1	0	0
3Q20	\$740,000	\$735,938	13	0	1	5	5	1	1	0
3Q21	\$800,000	\$1,059,000	7	0	0	2	2	3	0	0

3Q 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
3Q19	\$510,000	\$608,351	10	2	5	3	0	0	0	0
3Q20	\$446,000	\$407,188	7	0	3	4	0	0	0	0
3Q21	\$515,000	\$759,233	15	1	0	9	3	2	0	0

Laurel

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q19	\$578,500	\$684,176	3	0	0	2	1	0	0	0
3Q20	\$670,000	\$704,333	9	1	1	3	2	2	0	0
3Q21	\$699,000	\$642,500	2	0	0	2	0	0	0	0

Mattituck

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q19	\$582,500	\$678,501	22	2	9	5	2	3	1	0
3Q20	\$505,000	\$695,484	40	2	11	16	7	3	1	0
3Q21	\$592,500	\$1,132,272	26	0	1	12	4	6	3	0

New Suffolk

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q19	\$1,772,500	\$1,772,500	2	0	1	0	0	1	0	0
3Q20	\$897,500	\$897,500	2	0	0	0	1	1	0	0
3Q21	\$1,120,000	\$3,600,500	2	0	0	1	0	0	0	1

Orient

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q19	\$658,500	\$697,833	7	0	0	6	0	1	0	0
3Q20	\$650,000	\$711,143	10	0	1	4	3	2	0	0
3Q21	\$842,500	\$1,825,667	6	0	0	0	0	3	3	0

3Q 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
3Q19	\$900,000	\$919,286	3	2	1	0	0	0	0	0
3Q20	\$310,000	\$337,333	8	0	0	2	3	3	0	0
3Q21	\$935,750	\$2,215,875	4	0	0	0	1	1	2	0

Riverhead

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q19	\$319,590	\$371,642	63	29	16	11	4	3	0	0
3Q20	\$385,000	\$443,003	45	15	16	11	2	1	0	0
3Q21	\$405,000	\$459,255	67	23	19	19	4	2	0	0

South Jamesport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q19	\$0	\$0	0	0	0	0	0	0	0	0
3Q20	\$0	\$0	0	0	0	0	0	0	0	0
3Q21	\$0	\$0	0	0	0	0	0	0	0	0

Southold

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
3Q19	\$568,000	\$783,490	45	3	12	19	5	5	1	0
3Q20	\$594,000	\$694,401	51	2	0	20	18	11	0	0
3Q21	\$771,500	\$1,102,723	33	0	2	7	10	11	3	0

Third 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

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