

Hamptons + North Fork Market Report

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Total Dollar Volume: 5-year comparison

18. Town/Hamlet Summaries (Average and Median Prices, Number of Sales, Price Categories)



We are pleased to present our Third Quarter 2023 Hamptons Market Report.

Considering all the factors that are currently impacting the economy – including multiple wars and international tensions, continued inflation, higher interest rates and low housing inventory – the Hamptons real estate market is remarkably strong. As is the case with all real estate reports as of late, we must factor in the two unprecedented years of record-high sales transactions and prices that occurred in the wake of the Covid-19 outbreak. Now that we are approaching two full years after that surge in sales, we can see the market entering a more stable period, with a similar number of sales as pre-pandemic quarters, and prices slowly normalizing after the very rapid rise to all-time highs.

The number of sales during the third quarter of 2023 declined by 4.6% compared to the same period last year. This represents a difference of only 16 transactions between the 335 sales of 3Q23 and the 351 sales of 3Q22. Furthermore, when looking at the five-year history we see that there were more third-quarter sales in 3Q23 than in 3Q19.

The average sold price in the Hamptons during 3Q23 was \$2,745,529. While this is 2.7% lower than the 3Q22 average, it is the second-highest third-quarter average sold price to date. The median sold price, measuring the middle of the market, increased by 5.9% to \$1,668,000. One factor that impacted the rise in the median sold price is the high number of sales between \$1 million and \$2 million, by far the price range with most transactions (34.3% of all 3Q23 sales). Traditionally, the Hamptons markets east and west of the Shinnecock Canal are markedly different in terms of pricing, and when we break out the average and median prices for these two areas, that difference is quite clear. For the Hamptons East of the Canal, the average sold price for 3Q23 was \$3,584,086 and the median price was \$2,125,000. West of the Canal, the average price was \$1,354,589 and the median price was \$990,000.

Impacted by fewer sales and lower average sold prices, the total dollar volume for 3Q23 declined by 7.1% to \$920 million. Again, looking at the five-year trend we see the most dramatic representation of the markets pre- and post-pandemic: the 3Q23 total dollar volume is 76.6% higher than the 3Q19 figure. While sales prices are trending lower compared to the boom years of 2020 and 2021, prices are still higher than all years prior to 2020, evidence that real estate in the Hamptons continues to be a strong investment over time.

Overall, we see a healthy market that is continuing to slowly level off after a few years of historically high numbers of sales and prices. Inventory is steadily rebuilding, as each week we have more listings coming to market than selling – good news for buyers who were forced to the sidelines by a lack of supply. With more homes on the market and prices slowly adjusting accordingly, we should look forward to continued stability in the Hamptons real estate market.

Robert Nelson

Executive Managing Director Brown Harris Stevens of the Hamptons, LLC

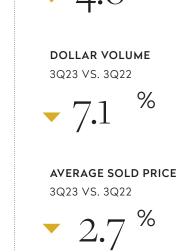
A SLOWLY COOLING MARKET

The pace of sales in the Hamptons real estate market continued to level off during the Third Quarter of 2023. As with many markets around the country, the Hamptons real estate market has been impacted by ongoing economic concerns, higher interest rates and inflation. Inventory of available homes is still much lower than in pre-pandemic years, but is slowly rising as more homes are coming to market than are selling.

There were 335 residential real estate transactions in 3Q23, which represented a 4.6% decline compared to 3Q22.

The total dollar volume dropped by 7.1% compared to 3Q22, but the \$920 Million in sales in 3Q23 is the fourth-highest third quarter dollar volume to date.

The 3Q23 average sold price declined by 2.7% to \$2.75M. This represents the second-highest third quarter average price in history. The median sold price rose by 5.9% to \$1.67M – the second-highest 3Q median price recorded.

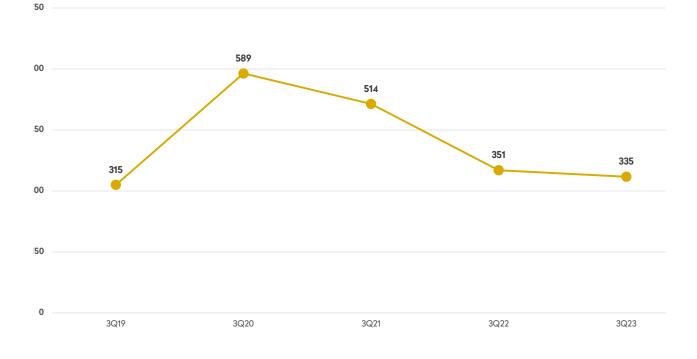


NUMBER OF SALES

%

3Q23 VS. 3Q22

Total Number of Sales

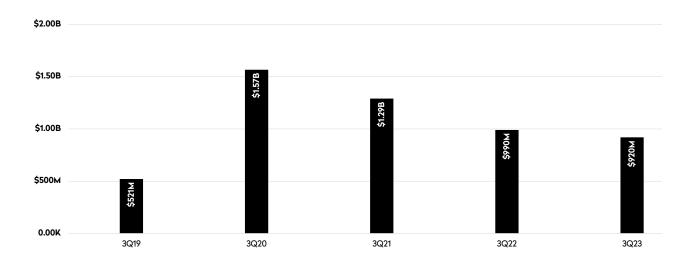


Data for this report is sourced from SuffolkVision.com, East End LI, and OneKey MLS, and references single-family residential real estate transactions. Based upon data available as of October 20th of each year reported. 3Q23 data is preliminary and subject to revision in future reports.

THIRD QUARTER 2023 Hamptons Market Report

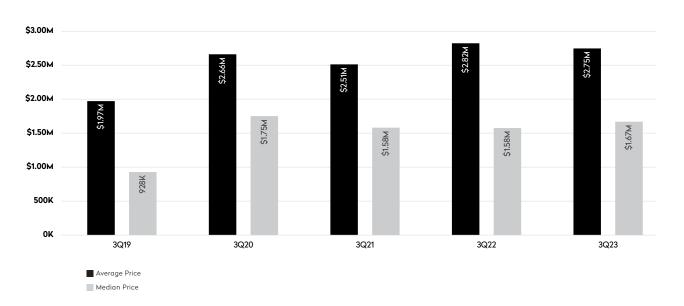
TOTAL DOLLAR VOLUME DECLINES

Impacted by fewer sales and lower average sold prices, the total dollar volume for 3Q23 declined by 7.1% to \$920 million. Looking at the five-year trend we see the most dramatic representation of the markets pre- and post-pandemic: the 3Q23 total dollar volume is 76.6% higher than the 3Q19 figure.



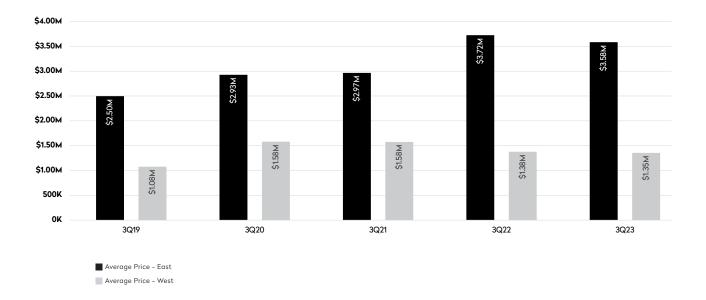
AVERAGE AND MEDIAN SALES PRICES

The average sold price in the Hamptons during 3Q23 was \$2,745,529. While this is 2.7% lower than the 3Q22 average, it is the second-highest third-quarter average sold price to date. The median sold price, measuring the middle of the market, increased by 5.9% to \$1,668,000. This is the second-highest third-quarter median sold price recorded.



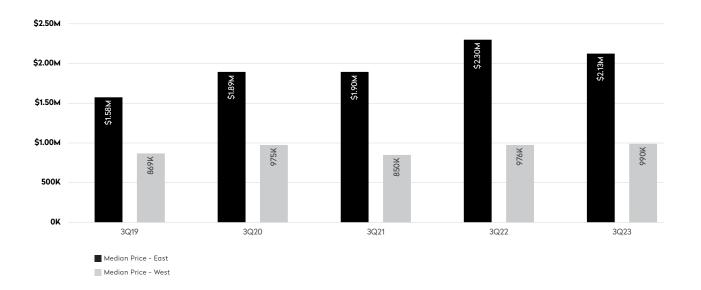
AVERAGE SALES PRICES - EAST VS. WEST OF THE SHINNECOCK CANAL

In terms of real estate prices, the Hamptons has historically seen a significant difference between the areas east and west of the Shinnecock Canal. This is made quite clear when we break out the average and median sales prices by these two areas. The average sales price east of the canal in 3Q23 was \$3.58M, while west of the canal it was \$1.35M.



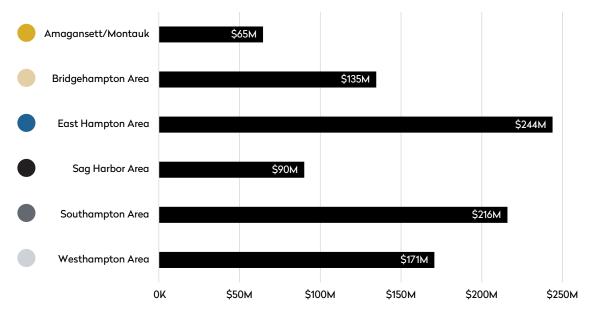
MEDIAN SALES PRICES - EAST VS. WEST OF THE SHINNECOCK CANAL

The median sales price east of the canal in 3Q23 was \$2.13M, while west of the canal it was \$990K.

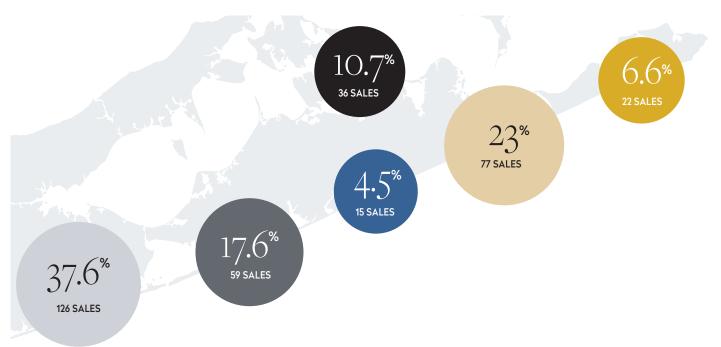


DOLLAR VOLUME BY AREA

The East Hampton Area accounted for 23% of the total number of sales, generating \$244M in dollar volume. The Westhampton Area had 37.6% of the total number of sales, yet accounted for \$171M, reflecting lower average sales prices in that area. Conversely, the Bridgehampton/Sagaponack area had only 15 sales (4.5% of the total), yet generated \$135M in dollar volume (14.6% of the total).



NUMBER OF SALES BY AREA

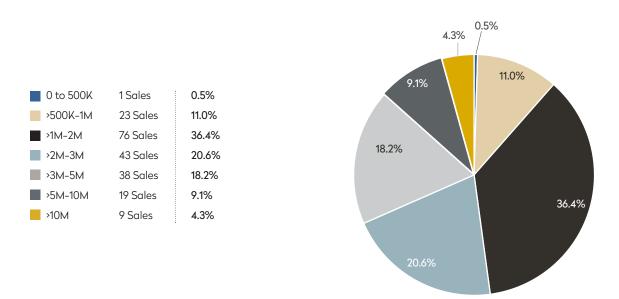


Hamptons Market Report

PERCENTAGE OF SALES BY PRICE

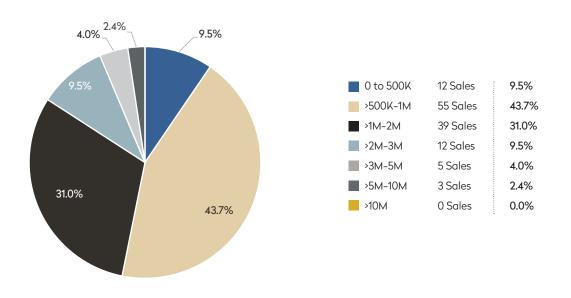
Hamptons East of the Shinnecock Canal

The single largest category of sales in the eastern part of the Hamptons was the \$1 million to \$2 million range, with 76 sales in 3Q23, accounting for 36.4% of all transactions. The \$2 million to \$3 million range had the second highest number of sales, with 43 transactions.



Hamptons West of the Shinnecock Canal

With a higher availability of more moderately priced houses, 43.7% of all sales in the Hamptons west of the Shinnecock Canal were in the \$500K to \$1M category. The next largest range, between \$1 and \$2 million, accounted for 31% of all closings in this area.

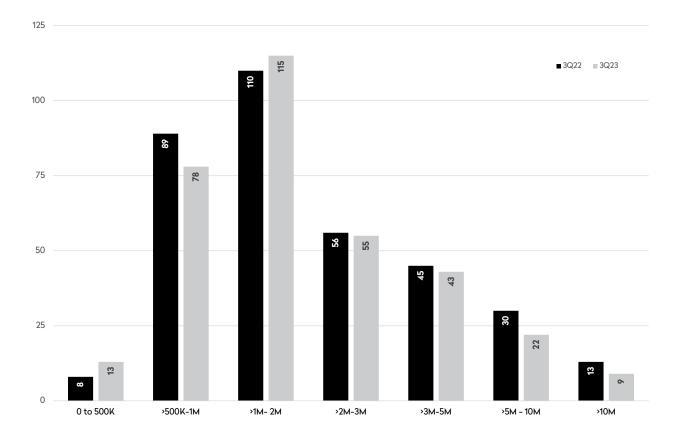


Hamptons Market Report

SOUTH FORK SALES BY PRICE: 3Q23 VS. 3Q22

Looking at the entire Hamptons area, east and west of the Shinnecock Canal, the price ranges that experienced the largest declines compared to 3Q22 were the \$500K to \$1M range and those above \$5M. The most stable part of the market was the middle, between \$1M and \$5M, with the \$1M - \$2M range showing a year-over-year increase.

Particularly affecting the total dollar volume is the ultra high-end of the market. Although there were 30.8% fewer sales in this range compared to 3Q22, the 9 transactions above \$10M in 3Q23 (only 4.3% of the total number of sales) accounted for \$222M or 24.2% of the total dollar volume for the year.



Hamptons

SINGLE-FAMILY HOMES - EAST OF THE SHINNECOCK CANAL

AMAGANSETT

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$3,471,900 | \$2,762,500 | 10 | 0 | 1 | 2 | 3 | 2 | 2 | 0 |
| 3Q22 | \$4,189,500 | \$4,947,500 | 5 | 0 | 0 | 1 | 1 | 1 | 2 | 0 |
| 3Q21 | \$3,961,875 | \$3,250,000 | 16 | 0 | 1 | 3 | 2 | 6 | 4 | 0 |

BRIDGEHAMPTON

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$9,529,444 | \$6,800,000 | 9 | 0 | 0 | 1 | 2 | 1 | 2 | 3 |
| 3Q22 | \$5,113,056 | \$3,595,000 | 18 | 0 | 3 | 3 | 1 | 3 | 6 | 2 |
| 3Q21 | \$5,604,350 | \$3,240,000 | 20 | 0 | 2 | 5 | 2 | 5 | 2 | 4 |

EAST HAMPTON

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$2,174,329 | \$1,795,000 | 65 | 0 | 9 | 32 | 11 | 13 | 1 | 0 |
| 3Q22 | \$2,271,871 | \$1,665,000 | 67 | 2 | 9 | 29 | 12 | 10 | 4 | 1 |
| 3Q21 | \$1,982,171 | \$1,587,500 | 104 | 0 | 18 | 54 | 19 | 8 | 5 | 0 |

EAST HAMPTON VILLAGE

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$12,747,500 | \$2,725,000 | 6 | 0 | 0 | 2 | 2 | 0 | 0 | 2 |
| 3Q22 | \$4,698,889 | \$3,000,000 | 9 | 0 | 0 | 2 | 3 | 2 | 1 | 1 |
| 3Q21 | \$4,486,136 | \$4,675,000 | 11 | 0 | 0 | 4 | 1 | 1 | 4 | 1 |

MONTAUK

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$2,485,500 | \$2,325,000 | 12 | 1 | 1 | 3 | 4 | 2 | 1 | 0 |
| 3Q22 | \$2,819,214 | \$1,675,000 | 14 | 0 | 2 | 7 | 3 | 1 | 0 | 1 |
| 3Q21 | \$1,751,333 | \$1,600,000 | 15 | 3 | 2 | 5 | 3 | 2 | 0 | 0 |

Hamptons

SINGLE-FAMILY HOMES - EAST OF THE SHINNECOCK CANAL

NORTH HAVEN

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$1,542,000 | \$1,542,000 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| 3Q22 | \$3,691,667 | \$4,000,000 | 3 | 0 | 0 | 1 | 0 | 1 | 1 | 0 |
| 3Q21 | \$5,580,000 | \$4,262,500 | 8 | 0 | 0 | 2 | 1 | 1 | 2 | 2 |

SAG HARBOR

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$2,588,125 | \$2,012,500 | 8 | 0 | 0 | 4 | 2 | 2 | 0 | 0 |
| 3Q22 | \$2,300,000 | \$2,275,000 | 16 | 0 | 0 | 7 | 7 | 1 | 1 | 0 |
| 3Q21 | \$1,850,000 | \$1,225,000 | 22 | 0 | 6 | 11 | 2 | 1 | 2 | 0 |

SAG HARBOR VILLAGE

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | »5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$2,742,583 | \$2,130,000 | 12 | 0 | 0 | 5 | 3 | 3 | 1 | 0 |
| 3Q22 | \$2,750,000 | \$2,220,000 | 13 | 0 | 1 | 4 | 2 | 6 | 0 | 0 |
| 3Q21 | \$2,814,114 | \$2,850,000 | 21 | 0 | 0 | 6 | 7 | 8 | 0 | 0 |

SAGAPONACK

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | »5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$8,150,000 | \$5,525,000 | 6 | 0 | 0 | 0 | 0 | 3 | 2 | 1 |
| 3Q22 | \$5,494,000 | \$6,100,000 | 5 | 0 | 0 | 0 | 0 | 2 | 3 | 0 |
| 3Q21 | \$8,950,000 | \$10,350,000 | 3 | 0 | 0 | 0 | 0 | 1 | 0 | 2 |

SHELTER ISLAND

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$2,330,842 | \$1,330,000 | 15 | 0 | 3 | 7 | 4 | 0 | 0 | 1 |
| 3Q22 | \$3,199,568 | \$2,325,000 | 14 | 0 | 2 | 3 | 3 | 4 | 2 | 0 |
| 3Q21 | \$2,157,452 | \$1,380,000 | 21 | 0 | 6 | 7 | 5 | 2 | 0 | 1 |

Hamptons

SINGLE-FAMILY HOMES - EAST OF THE SHINNECOCK CANAL

SOUTHAMPTON

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$1,836,889 | \$1,625,000 | 27 | 0 | 6 | 15 | 3 | 2 | 1 | 0 |
| 3Q22 | \$2,096,074 | \$1,600,000 | 27 | 1 | 6 | 8 | 6 | 4 | 2 | 0 |
| 3Q21 | \$2,128,135 | \$1,646,250 | 52 | 2 | 12 | 19 | 8 | 6 | 5 | 0 |

SOUTHAMPTON VILLAGE

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$6,018,000 | \$3,197,500 | 20 | 0 | 2 | 2 | 6 | 3 | 5 | 2 |
| 3Q22 | \$12,537,308 | \$5,140,000 | 13 | 0 | 0 | 1 | 3 | 2 | 2 | 5 |
| 3Q21 | \$4,840,000 | \$3,600,000 | 24 | 0 | 3 | 6 | 3 | 3 | 6 | 3 |

WAINSCOTT

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | »3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$4,625,000 | \$3,500,000 | 5 | 0 | 0 | 0 | 1 | 2 | 2 | 0 |
| 3Q22 | \$4,115,000 | \$2,300,000 | 3 | 0 | 0 | 1 | 1 | 0 | 1 | 0 |
| 3Q21 | \$3,687,778 | \$2,350,000 | 9 | 0 | 0 | 3 | 3 | 2 | 0 | 1 |

WATER MILL

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | »5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$3,828,833 | \$3,837,500 | 12 | 0 | 1 | 2 | 2 | 5 | 2 | 0 |
| 3Q22 | \$7,749,056 | \$7,495,000 | 9 | 0 | 0 | 0 | 2 | 0 | 5 | 2 |
| 3Q21 | \$4,620,600 | \$3,050,000 | 20 | 0 | 2 | 6 | 2 | 5 | 3 | 2 |

Hamptons

SINGLE-FAMILY HOMES - WEST OF THE SHINNECOCK CANAL

EASTPORT

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$712,429 | \$740,000 | 7 | 1 | 6 | 0 | 0 | 0 | 0 | 0 |
| 3Q22 | \$712,429 | \$807,500 | 8 | 0 | 7 | 1 | 0 | 0 | 0 | 0 |
| 3Q21 | \$712,429 | \$650,000 | 15 | 2 | 12 | 0 | 1 | 0 | 0 | 0 |

EAST QUOGUE

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$1,027,521 | \$775,000 | 19 | 3 | 8 | 7 | 1 | 0 | 0 | 0 |
| 3Q22 | \$1,027,521 | \$1,200,000 | 25 | 0 | 11 | 11 | 3 | 0 | 0 | 0 |
| 3Q21 | \$1,027,521 | \$857,500 | 22 | 3 | 9 | 7 | 2 | 0 | 0 | 1 |

HAMPTON BAYS

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | »5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$978,050 | \$860,000 | 51 | 4 | 33 | 11 | 2 | 1 | 0 | 0 |
| 3Q22 | \$978,050 | \$790,000 | 52 | 5 | 38 | 7 | 0 | 2 | 0 | 0 |
| 3Q21 | \$978,050 | \$745,000 | 57 | 2 | 46 | 7 | 1 | 1 | 0 | 0 |

QUIOGUE

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | »5M-10M | »10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$1,149,500 | \$1,149,500 | 2 | 0 | 1 | 1 | 0 | 0 | 0 | 0 |
| 3Q22 | \$1,149,500 | \$660,000 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| 3Q21 | \$1,149,500 | \$2,650,000 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |

QUOGUE

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$2,015,833 | \$1,585,000 | 6 | 0 | 0 | 4 | 1 | 1 | 0 | 0 |
| 3Q22 | \$2,015,833 | \$2,675,000 | 4 | 0 | 0 | 1 | 2 | 0 | 0 | 1 |
| 3Q21 | \$2,015,833 | \$2,362,500 | 13 | 0 | 0 | 3 | 5 | 1 | 3 | 1 |

Hamptons

SINGLE-FAMILY HOMES - WEST OF THE SHINNECOCK CANAL

REMSENBURG

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$3,868,500 | \$3,400,000 | 5 | 0 | 0 | 2 | 0 | 1 | 2 | 0 |
| 3Q22 | \$3,868,500 | \$2,050,000 | 5 | 0 | 1 | 1 | 1 | 2 | 0 | 0 |
| 3Q21 | \$3,868,500 | \$1,550,000 | 10 | 0 | 4 | 2 | 2 | 1 | 1 | 0 |

SPEONK

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$682,000 | \$650,000 | 3 | 0 | 3 | 0 | 0 | 0 | 0 | 0 |
| 3Q22 | \$682,000 | \$749,000 | 3 | 0 | 3 | 0 | 0 | 0 | 0 | 0 |
| 3Q21 | \$682,000 | \$409,500 | 2 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |

WESTHAMPTON

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$5,900,000 | \$5,900,000 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| 3Q22 | \$5,900,000 | \$3,300,000 | 3 | 0 | 0 | 1 | 0 | 2 | 0 | 0 |
| 3Q21 | \$5,900,000 | \$1,425,000 | 3 | 0 | 0 | 2 | 1 | 0 | 0 | 0 |

WESTHAMPTON BEACH

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$1,959,954 | \$1,705,000 | 15 | 0 | 0 | 10 | 4 | 1 | 0 | 0 |
| 3Q22 | \$1,959,954 | \$1,403,750 | 20 | 0 | 1 | 17 | 1 | 1 | 0 | 0 |
| 3Q21 | \$1,959,954 | \$1,095,000 | 13 | 1 | 5 | 4 | 1 | 2 | 0 | 0 |

WEST HAMPTON DUNES

| | Average Price | Median Price | Sales | 0 to 500K | >500K -1M | >1M-2M | >2M-3M | >3M-5M | >5M-10M | >10M |
|------|---------------|--------------|-------|-----------|-----------|--------|--------|--------|---------|------|
| 3Q23 | \$1,482,706 | \$1,150,000 | 17 | 4 | 4 | 4 | 4 | 1 | 0 | 0 |
| 3Q22 | \$1,482,706 | \$1,440,000 | 14 | 0 | 4 | 4 | 5 | 1 | 0 | 0 |
| 3Q21 | \$1,482,706 | \$1,023,000 | 32 | 6 | 10 | 6 | 5 | 3 | 2 | 0 |



2023 RESIDENTIAL MARKET REPORT

AQUEBOGUE

CUTCHOGUE

EAST MARION

GREENPORT

GREENPORT VILLAGE

JAMESPORT

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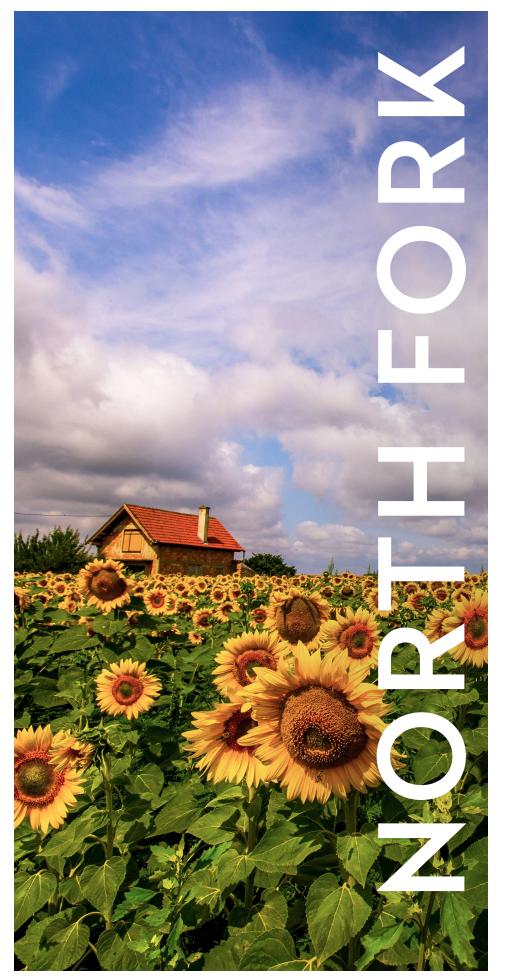
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North Fork Market Report

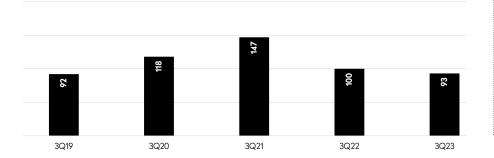
A STABLE MARKET WITH HIGHER PRICES

Total Number of Sales

The North Fork real estate market has slowly been returning to a more stable level after the record-high number of sales in 2020 and 2021.

The number of transactions on the North Fork declined a modest 7%, from 100 in 3Q22 to 93 in 3Q23. Compared to the same time period last year, the average sold price rose 6.2% to \$1,253,987 - the highest 3Q average sold price to date.

With fewer sales but higher prices, the total dollar volume dipped only 1.3% to \$117M.



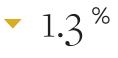
NUMBER OF SALES



AVERAGE SOLD PRICE 3Q23 VS. 3Q22

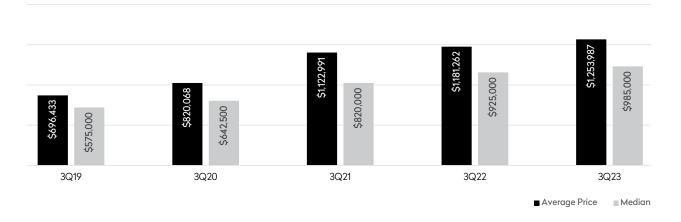


DOLLAR VOLUME 3Q23 VS. 3Q22



RECORD HIGH AVERAGE AND MEDIAN SALES PRICES

The average sales price on the North Fork increased by 6.2% compared to 3Q22. At \$1,253,987 this represents the highest 3Q average price to date. The median price – measuring the middle of the market – rose by 6.5% to \$985,000 in 3Q23, the record-high 3Q median price for the North Fork.

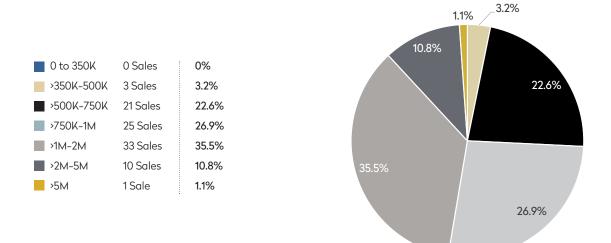


Data for this report is sourced from SuffolkVision.com, East End LI, and OneKey MLS, and references single-family residential real estate transactions. Based upon data available as of October 20th of each year reported. 3Q23 data is preliminary and subject to revision in future reports.

THIRD QUARTER 2023 North Fork Market Report

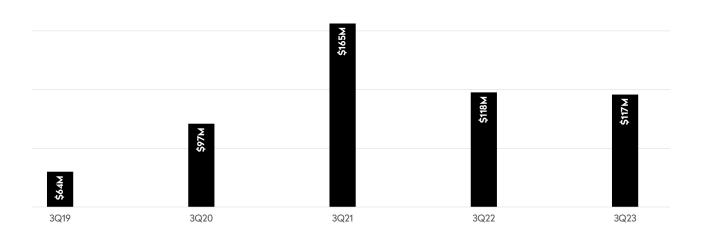
PERCENTAGE OF SALES BY PRICE

The price range with the highest number of sales in the Third Quarter of 2023 was the \$1M to \$2M category. There were 33 transactions in this range, representing 35.5% of the total sales in 3Q23. The categories above \$750,000 have been trending higher in recent years. As a point of comparison, only 14% of all North Fork sales in 3Q19 were over \$1M, while in 3Q23 47.3% of all transactions were above \$1M.



TOTAL DOLLAR VOLUME

The North Fork total dollar volume declined by 1.3% to \$117 Million. Reflecting the continuing rise in the average sales prices on the North Fork, the 3Q23 dollar volume is 82% higher than in 3Q19, a quarter that had nearly the same number of sales.



North Fork Market Report

SINGLE-FAMILY HOMES

AQUEBOGUE

| | Average Price | Median Price | Sales | 0 to 350K | >350K -500K | >500K-750K | >750K-1M | >1M-2M | >2M-5M | >5M |
|------|---------------|--------------|-------|-----------|-------------|------------|----------|--------|--------|-----|
| 3Q23 | \$757,833 | \$777,500 | 6 | 0 | 0 | 3 | 3 | 0 | 0 | 0 |
| 3Q22 | \$648,429 | \$700,000 | 7 | 0 | 1 | 5 | 1 | 0 | 0 | 0 |
| 3Q21 | \$726,688 | \$676,250 | 8 | 1 | 2 | 2 | 2 | 1 | 0 | 0 |

CUTCHOGUE

| | Average Price | Median Price | Sales | 0 to 350K | >350K -500K | >500K-750K | >750K-1M | >1M-2M | >2M-5M | >5M |
|------|---------------|--------------|-------|-----------|-------------|------------|----------|--------|--------|-----|
| 3Q23 | \$1,948,483 | \$1,437,650 | 12 | 0 | 0 | 1 | 2 | 6 | 2 | 1 |
| 3Q22 | \$1,896,071 | \$992,000 | 14 | 0 | 0 | 3 | 5 | 2 | 3 | 1 |
| 3Q21 | \$1,298,515 | \$992,500 | 20 | 0 | 0 | 6 | 4 | 6 | 4 | 0 |

EAST MARION

| | Average Price | Median Price | Sales | 0 to 350K | >350K -500K | >500K-750K | >750K-1M | >1M-2M | >2M-5M | >5M |
|------|---------------|--------------|-------|-----------|-------------|------------|----------|--------|--------|-----|
| 3Q23 | \$1,244,000 | \$1,240,000 | 3 | 0 | 0 | 0 | 1 | 2 | 0 | 0 |
| 3Q22 | \$846,357 | \$753,000 | 7 | 0 | 0 | 3 | 3 | 1 | 0 | 0 |
| 3Q21 | \$816,143 | \$775,000 | 7 | 0 | 0 | 2 | 4 | 1 | 0 | 0 |

GREENPORT

| | Average Price | Median Price | Sales | 0 to 350K | >350K -500K | >500K-750K | >750K-1M | >1M-2M | >2M-5M | >5M |
|------|---------------|--------------|-------|-----------|-------------|------------|----------|--------|--------|-----|
| 3Q23 | \$769,750 | \$668,750 | 8 | 0 | 1 | 4 | 1 | 2 | 0 | 0 |
| 3Q22 | \$935,714 | \$725,000 | 7 | 0 | 1 | 3 | 1 | 2 | 0 | 0 |
| 3Q21 | \$871,031 | \$727,500 | 16 | 1 | 4 | 4 | 3 | 2 | 2 | 0 |

GREENPORT VILLAGE

| | Average Price | Median Price | Sales | 0 to 350K | >350K -500K | >500K-750K | >750K-1M | >1M-2M | >2M-5M | >5M |
|------|---------------|--------------|-------|-----------|-------------|------------|----------|--------|--------|-----|
| 3Q23 | \$1,174,000 | \$1,168,000 | 6 | 0 | 1 | 0 | 0 | 5 | 0 | 0 |
| 3Q22 | \$925,000 | \$835,000 | 8 | 0 | 0 | 3 | 2 | 3 | 0 | 0 |
| 3Q21 | \$1,059,000 | \$970,000 | 7 | 0 | 0 | 2 | 2 | 3 | 0 | 0 |

North Fork Market Report

SINGLE-FAMILY HOMES

JAMESPORT

| | Average Price | Median Price | Sales | 0 to 350K | >350K -500K | >500K-750K | >750K-1M | »1M-2M | >2M-5M | >5M |
|------|---------------|--------------|-------|-----------|-------------|------------|----------|--------|--------|-----|
| 3Q23 | \$1,115,100 | \$900,000 | 5 | 0 | 0 | 0 | 3 | 2 | 0 | 0 |
| 3Q22 | \$1,041,250 | \$1,095,000 | 4 | 0 | 0 | 1 | 1 | 2 | 0 | 0 |
| 3Q21 | \$756,313 | \$662,500 | 16 | 1 | 0 | 10 | 3 | 2 | 0 | 0 |

LAUREL

| | Average Price | Median Price | Sales | 0 to 350K | >350K -500K | >500K-750K | >750K-1M | >1M-2M | >2M-5M | >5M |
|------|---------------|--------------|-------|-----------|-------------|------------|----------|--------|--------|-----|
| 3Q23 | \$1,228,125 | \$1,002,500 | 4 | 0 | 0 | 2 | 0 | 1 | 1 | 0 |
| 3Q22 | \$810,200 | \$711,000 | 5 | 0 | 0 | 3 | 0 | 2 | 0 | 0 |
| 3Q21 | \$642,500 | \$642,500 | 2 | 0 | 0 | 2 | 0 | 0 | 0 | 0 |

MATTITUCK

| | Average Price | Median Price | Sales | 0 to 350K | >350K -500K | >500K-750K | >750K-1M | »1M-2M | >2M-5M | >5M |
|------|---------------|--------------|-------|-----------|-------------|------------|----------|--------|--------|-----|
| 3Q23 | \$1,228,125 | \$1,002,500 | 4 | 0 | 0 | 2 | 0 | 1 | 1 | 0 |
| 3Q22 | \$810,200 | \$711,000 | 5 | 0 | 0 | 3 | 0 | 2 | 0 | 0 |
| 3Q21 | \$642,500 | \$642,500 | 2 | 0 | 0 | 2 | 0 | 0 | 0 | 0 |

NEW SUFFOLK

| | Average Price | Median Price | Sales | 0 to 350K | >350K -500K | >500K-750K | >750K-1M | »1M-2M | >2M-5M | >5M |
|------|---------------|--------------|-------|-----------|-------------|------------|----------|--------|--------|-----|
| 3Q23 | \$0 | \$0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 3Q22 | \$0 | \$0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 3Q21 | \$3,600,500 | \$3,600,500 | 2 | 0 | 0 | 1 | 0 | 0 | 0 | 1 |

ORIENT

| | Average Price | Median Price | Sales | 0 to 350K | >350K -500K | >500K-750K | >750K-1M | >1M-2M | >2M-5M | >5M |
|------|---------------|--------------|-------|-----------|-------------|------------|----------|--------|--------|-----|
| 3Q23 | \$1,391,100 | \$1,265,500 | 5 | 0 | 0 | 0 | 1 | 3 | 1 | 0 |
| 3Q22 | \$1,244,000 | \$1,244,000 | 2 | 0 | 0 | 0 | 2 | 1 | 0 | 0 |
| 3Q21 | \$1,825,667 | \$1,754,500 | 6 | 0 | 0 | 0 | 0 | 3 | 3 | 0 |

North Fork Market Report

SINGLE-FAMILY HOMES

PECONIC

| | Average Price | Median Price | Sales | 0 to 350K | >350K -500K | >500K-750K | >750K-1M | >1M-2M | >2M-5M | >5M |
|------|---------------|--------------|-------|-----------|-------------|------------|----------|--------|--------|-----|
| 3Q23 | \$2,084,000 | \$2,084,000 | 2 | 0 | 1 | 0 | 0 | 0 | 1 | 0 |
| 3Q22 | \$858,333 | \$835,000 | 3 | 0 | 0 | 0 | 3 | 0 | 0 | 0 |
| 3Q21 | \$2,215,875 | \$2,049,250 | 4 | 0 | 0 | 0 | 1 | 1 | 2 | 0 |

RIVERHEAD*

| | Average Price | Median Price | Sales | 0 to 350K | >350K -500K | >500K-750K | >750K-1M | >1M-2M | >2M-5M | >5M |
|------|---------------|--------------|-------|-----------|-------------|------------|----------|--------|--------|-----|
| 3Q23 | \$522,914 | \$504,500 | 38 | 2 | 17 | 17 | 2 | 0 | 0 | 0 |
| 3Q22 | \$522,728 | \$466,800 | 53 | 6 | 23 | 18 | 5 | 1 | 0 | 0 |
| 3Q21 | \$543,737 | \$500,000 | 52 | 9 | 18 | 19 | 4 | 2 | 0 | 0 |

SOUTH JAMESPORT

| | Average Price | Median Price | Sales | 0 to 350K | >350K -500K | >500K-750K | >750K-1M | >1M-2M | >2M-5M | >5M |
|------|---------------|--------------|-------|-----------|-------------|------------|----------|--------|--------|-----|
| 3Q23 | \$995,000 | \$995,000 | 2 | 0 | 0 | 0 | 1 | 1 | 0 | 0 |
| 3Q22 | \$957,833 | \$925,000 | 3 | 0 | 0 | 0 | 2 | 1 | 0 | 0 |
| 3Q21 | \$0 | \$0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

SOUTHOLD

| | Average Price | Median Price | Sales | 0 to 350K | >350K -500K | >500K-750K | >750K-1M | >1M-2M | >2M-5M | >5M |
|------|---------------|--------------|-------|-----------|-------------|------------|----------|--------|--------|-----|
| 3Q23 | \$1,272,065 | \$1,091,500 | 23 | 0 | 0 | 5 | 6 | 9 | 3 | 0 |
| 3Q22 | \$1,157,628 | \$1,100,000 | 25 | 0 | 0 | 7 | 5 | 11 | 2 | 0 |
| 3Q21 | \$1,102,723 | \$945,000 | 33 | 0 | 2 | 7 | 10 | 11 | 3 | 0 |

* Riverhead data is reported here for reference but is not included in the statistics for the North Fork on the previous pages.

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THIRD QUARTER 2023

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