



COMPASS

Q4 – 2022

EAST END MARKET REPORT

Overview

OVERALL MARKET SUMMARY

The East End market in the 4th quarter of 2022 continued to slow, as expected, compared to the record-breaking market of 2021. Multiple factors contributed to a softening market including diminished inventory, higher interest rates, and recession fears.

In the Hamptons, transactions decreased by 11% and sales volume dropped by 17% compared to Q4 2021. Despite this, the average sales price dipped only slightly by 6.1% to \$3,247,757 while median price jumped 14.1% to \$1,900,000.

The Sag Harbor market realized the most notable surge in average price, increasing 32.4% to \$3,311,656. Southampton experienced the largest increase in median price which jumped 24.5% to \$1,307,000. The market west of the canal also saw a healthy gain in average sales price by 25.4% to \$2,571,999, largely due to two sales in Quogue at \$12M and \$11.75M. The luxury end of the market saw 17 deals above \$10M in Q4, which is down 26% from Q4 2021.

Negotiability in Q4 of 2022 rose to 4.25%, compared to 3.01% in Q4 of 2021 and 3.05% in the third quarter of 2022.

In the North Fork, the number of transactions slipped by 27% and sales volume decreased by 34% from Q4 2021. The average price rose 5.4% to \$1,116,036. The average DOM increased 13.2% to 75 days.

There has been an increase in activity at the start of 2023, coupled with an upswing in buyer inquiries. We are keeping a close eye on interest rates along with inventory levels and remain optimistic for a robust spring/summer season.

SENIOR MANAGING DIRECTOR

Joe Fuer

*DUE TO A RANSOMWARE CYBERATTACK IN SEPTEMBER 2022, THE SUFFOLK COUNTY GOVERNMENT WAS PREVENTED FROM RECORDING REAL ESTATE TRANSFERS. AS A RESULT, WE ARE USING DATA FROM MULTIPLE SOURCES**

DATA FOR THIS REPORT IS SOURCED AND COMPILED BY THE REAL ESTATE REPORT INC. EELI AND ONEKEY MLS IS BASED ON TRANSACTIONS IN THE HAMPTONS ONLY (WESTHAMPTON, SOUTHAMPTON, BRIDGEHAMPTON, SAG HARBOR, EAST HAMPTON) AS OF 2.1.2023

2022 DATA IS PRELIMINARY AND MAY BE REVISED IN FUTURE REPORTS.



Highlights

UNITS SOLD

SALES VOLUME

AVERAGE PRICE

MEDIAN PRICE

-11%

The overall number of transactions decreased compared to Q4 2021

-17%

Total sales volume declined in the fourth quarter

-6%

Average price dipped overall and was down in 2 out of 5 markets

+14%

Median price rose overall in the fourth quarter

+16%

East Hampton saw the largest increase in number of transactions

+9%

Sag Harbor was the only market to realize a gain in sales volume

+32%

Sag Harbor had the most significant increase in average price

+25%

The Southampton market saw the largest jump in median price

-37%

Westhampton had the most significant decrease in the number of sales in the fourth quarter

-51%

The Bridgehampton market realized the largest decrease in sales volume

-37%

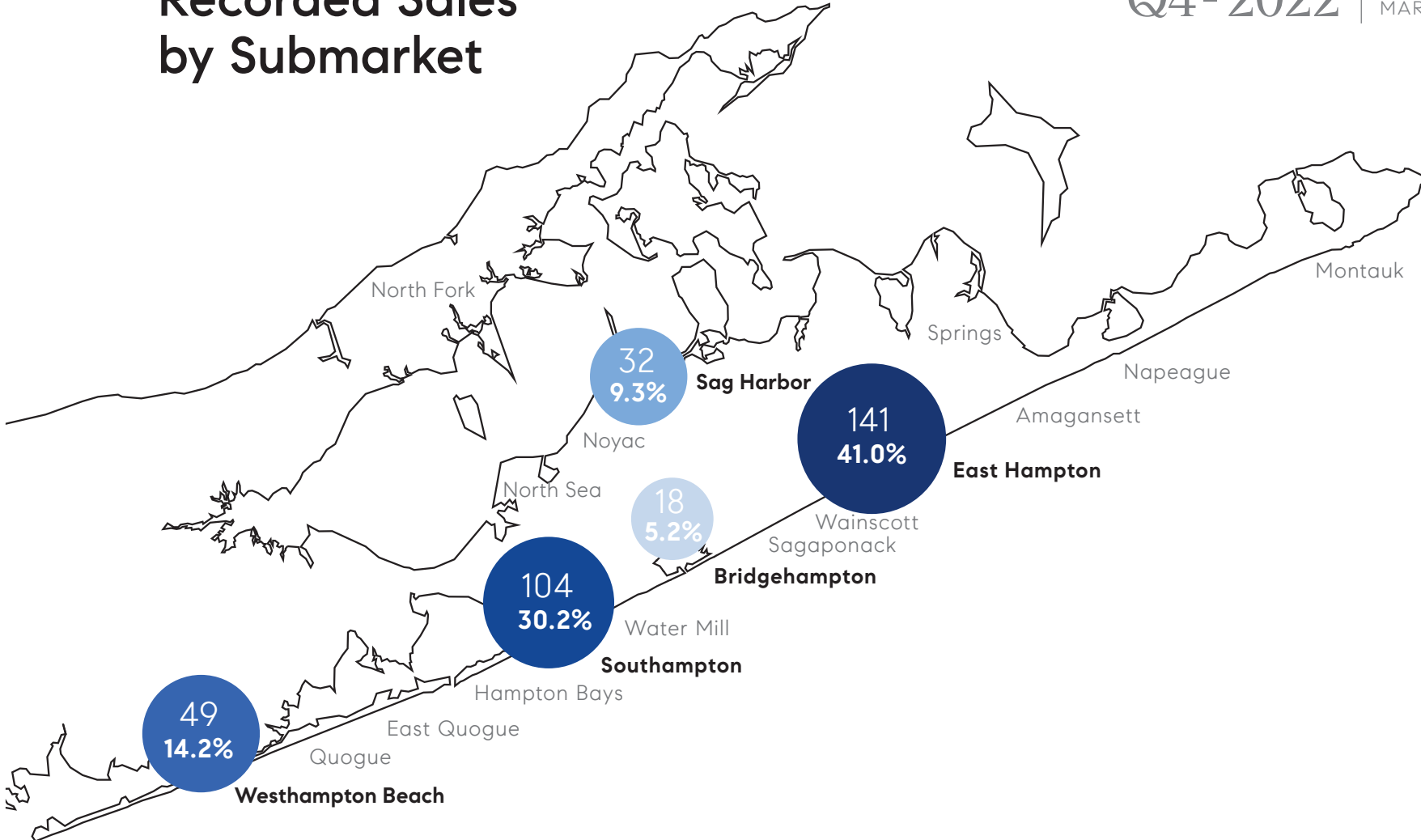
Bridgehampton also had the biggest decline in average price

-41%

Bridgehampton was the only market with a drop in median price

Recorded Sales by Submarket

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- **Westhampton Area**
East Quogue, Eastport, Hampton Bays, Quogue, Quogue, Remsemburg, Speonk, Westhampton, Westhampton Beach, Westhampton Beach Village and Westhampton Dunes

- **Southampton Area**
North Sea, Southampton, Southampton Village and Water Mill

- **Sag Harbor Area**
Sag Harbor, North Haven, Noyac and Sag Harbor Village

- **Bridgehampton Area**
Bridgehampton and Sagaponack

- **East Hampton Area**
East Hampton, East Hampton Village, Springs, Amagansett Northwest Woods, Wainscott, and Montauk.

Trades Over \$10M+ by Submarket

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MARKET REPORT



- Sag Harbor
- Westhampton
- Bridgehampton
- East Hampton
- Southampton

Westhampton

Q4 - 2022 | SOUTH FORK
MARKET REPORT

TOWN		Q4 - 2021	Q4 - 2022	% CHANGE
East Quogue	# OF SALES	20	17	-15.0%
	SALES VOLUME	\$26,298,757	\$20,718,499	-21.2%
	AVG. PRICE	\$1,314,938	\$1,218,735	-7.3%
	MED. PRICE	\$869,500	\$1,039,500	+19.6%
	NEGOTIABILITY	----	-3.8%	----
Quogue	# OF SALES	2	2	0%
	SALES VOLUME	\$2,150,000	\$3,200,000	+48.8%
	AVG. PRICE	\$1,075,000	\$1,600,000	+48.8%
	MED. PRICE	\$1,075,000	\$1,600,000	+48.8%
	NEGOTIABILITY	----	-9.82%	----
Quogue	# OF SALES	9	8	-11.1%
	SALES VOLUME	\$30,872,334	\$41,505,000	+34.4%
	AVG. PRICE	\$3,430,259	\$5,188,125	+51.2%
	MED. PRICE	\$2,866,667	\$3,130,000	+9.2%
	NEGOTIABILITY	----	-5.14%	----
Remsenburg	# OF SALES	37	37	0%
	SALES VOLUME	\$18,756,500	\$14,613,000	-22.1%
	AVG. PRICE	\$1,875,650	\$2,087,571	+11.3%
	MED. PRICE	\$1,840,000	\$1,700,000	-7.6%
	NEGOTIABILITY	----	-6.87%	----

Westhampton

Q4 - 2022 | SOUTH FORK MARKET REPORT

TOWN		Q4 - 2021	Q4 - 2022	% CHANGE
Westhampton	# OF SALES	15	6	-60.0%
	SALES VOLUME	\$18,960,225	\$12,285,000	-35.2%
	AVG. PRICE	\$1,264,015	\$2,047,500	+62.0%
	MED. PRICE	\$1,169,000	\$1,067,500	-8.7%
	NEGOTIABILITY	----	-5.88%	----
Westhampton Beach	# OF SALES	19	9	-52.6%
	SALES VOLUME	\$53,347,000	\$33,706,500	-36.8%
	AVG. PRICE	\$2,807,737	\$3,745,167	+33.4%
	MED. PRICE	\$2,550,000	\$3,675,000	+44.1%
	NEGOTIABILITY	----	-3.39%	----
Westhampton Dunes	# OF SALES	3	-	-100.0%
	SALES VOLUME	\$9,637,500	-	-100.0%
	AVG. PRICE	\$3,212,500	-	0.0%
	MED. PRICE	\$3,062,500	-	0.0%
	NEGOTIABILITY	----	----	----



Southampton

Q4 - 2022 | SOUTH FORK MARKET REPORT

TOWN		Q4 - 2021	Q4 - 2022	% CHANGE
Hampton Bays	# OF SALES	46	38	-17.4%
	SALES VOLUME	\$39,096,530	\$42,774,248	+9.4%
	AVG. PRICE	\$849,925	\$1,125,638	+32.4%
	MED. PRICE	\$737,250	\$820,000	+11.2%
	NEGOTIABILITY	----	-1.79%	----
Southampton	# OF SALES	61	56	-8.2%
	SALES VOLUME	\$252,244,310	\$307,381,000	+21.9%
	AVG. PRICE	\$4,135,153	\$5,488,946	+32.7%
	MED. PRICE	\$1,300,000	\$1,872,500	+44.0%
	NEGOTIABILITY	----	-5.27%	----
Water Mill	# OF SALES	19	10	-47.4%
	SALES VOLUME	\$183,176,225	\$56,365,000	-69.2%
	AVG. PRICE	\$9,640,854	\$5,636,500	-41.5%
	MED. PRICE	\$4,200,000	\$5,250,000	+25.0%
	NEGOTIABILITY	----	-5.91%	----

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Bridgehampton

Q4 - 2022 | SOUTH FORK MARKET REPORT

TOWN		Q4 - 2021	Q4 - 2022	% CHANGE
Bridgehampton	# OF SALES	19	13	-31.6%
	SALES VOLUME	\$141,182,500	\$63,491,000	-55.0%
	AVG. PRICE	\$7,430,658	\$4,883,923	-34.3%
	MED. PRICE	\$7,000,000	\$3,750,000	-46.4%
	NEGOTIABILITY	----	-4.54%	----
Sagaponack	# OF SALES	4	5	+25.0%
	SALES VOLUME	\$19,514,800	\$15,520,000	-20.5%
	AVG. PRICE	\$4,878,700	\$3,104,000	-36.4%
	MED. PRICE	\$4,475,000	\$2,050,000	-54.2%
	NEGOTIABILITY	----	-2.31%	----



Sag Harbor

Q4 - 2022 | SOUTH FORK MARKET REPORT

TOWN		Q4 - 2021	Q4 - 2022	% CHANGE
North Haven	# OF SALES	6	3	-50.0%
	SALES VOLUME	\$21,545,000	\$12,675,000	-41.2%
	AVG. PRICE	\$3,590,833	\$4,225,000	+17.7%
	MED. PRICE	\$3,235,000	\$1,475,000	-54.4%
	NEGOTIABILITY	----	-5.47%	----
Sag Harbor	# OF SALES	33	29	-12.1%
	SALES VOLUME	\$75,979,412	\$93,298,000	+22.8%
	AVG. PRICE	\$2,302,406	\$3,217,172	+39.7%
	MED. PRICE	\$2,000,000	\$2,375,000	+18.8%
	NEGOTIABILITY	----	-4.85%	----



East Hampton

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TOWN		Q4 - 2021	Q4 - 2022	% CHANGE
Amagansett	# OF SALES	12	13	+8.3%
	SALES VOLUME	\$98,135,000	\$55,980,000	-43.0%
	AVG. PRICE	\$8,177,917	\$4,306,154	-47.3%
	MED. PRICE	\$2,887,500	\$3,100,000	+7.4%
	NEGOTIABILITY	----	-7.13%	----
East Hampton	# OF SALES	84	106	+26.2%
	SALES VOLUME	\$232,583,432	\$261,333,900	+12.4%
	AVG. PRICE	\$2,768,850	\$2,465,414	-11.0%
	MED. PRICE	\$1,562,500	\$1,875,000	+20.0%
	NEGOTIABILITY	----	-2.05%	----
Montauk	# OF SALES	20	17	-15.0%
	SALES VOLUME	\$57,351,500	\$70,282,500	+22.5%
	AVG. PRICE	\$2,867,575	\$4,134,265	+44.2%
	MED. PRICE	\$1,862,500	\$1,500,000	-19.5%
	NEGOTIABILITY	----	-4.57%	----
Wainscott	# OF SALES	6	5	-16.7%
	SALES VOLUME	\$61,115,000	\$12,100,000	-80.2%
	AVG. PRICE	\$10,185,833	\$2,420,000	-76.2%
	MED. PRICE	\$3,212,500	\$2,555,000	-20.5%
	NEGOTIABILITY	----	-2.12%	----

South Fork Totals

TOWN		Q4 - 2021	Q4 - 2022	% CHANGE
Westhampton	# OF SALES	78	49	-37.2%
	SALES VOLUME	\$160,022,316	\$126,027,999	-21.2%
	AVG. PRICE	\$2,051,568	\$2,572,000	+25.4%
	MED. PRICE	\$1,575,000	\$1,725,000	+9.5%
	NEGOTIABILITY	----	-3.72%	----
Southampton	# OF SALES	126	104	-17.5%
	SALES VOLUME	\$474,517,065	\$406,520,248	-14.3%
	AVG. PRICE	\$3,766,008	\$3,908,849	+3.8%
	MED. PRICE	\$1,049,750	\$1,307,000	+24.5%
	NEGOTIABILITY	----	-5.33%	----
Bridgehampton	# OF SALES	23	18	-21.7%
	SALES VOLUME	\$160,697,300	\$79,011,000	-50.8%
	AVG. PRICE	\$6,986,839	\$4,389,500	-37.2%
	MED. PRICE	\$5,700,000	\$3,375,000	-40.8%
	NEGOTIABILITY	----	-4.92%	----
Sag Harbor	# OF SALES	39	32	-17.9%
	SALES VOLUME	\$97,524,412	\$105,973,000	+8.7%
	AVG. PRICE	\$2,500,626	\$3,311,656	+32.4%
	MED. PRICE	\$2,020,000	\$2,362,500	+17.0%
	NEGOTIABILITY	----	-4.67%	----
East Hampton	# OF SALES	122	141	+15.6%
	SALES VOLUME	\$449,184,932	\$399,696,400	-11.0%
	AVG. PRICE	\$3,681,844	\$2,834,726	-23.0%
	MED. PRICE	\$1,807,500	\$2,150,000	+18.9%
	NEGOTIABILITY	----	-3.65%	----

South Fork Totals

Number of Sales	Q4 - 2021	Q4 - 2022	% CHANGE
	388	344	-11.3%
Sales Volume	Q4 - 2021	Q4 - 2022	% CHANGE
	\$1,341,946,025	\$1,117,228,647	-16.7%
Average Price	Q4 - 2021	Q4 - 2022	% CHANGE
	\$3,458,624	\$3,247,758	-6.1%
Median Price	Q4 - 2021	Q4 - 2022	% CHANGE
	\$1,665,000	\$1,900,000	+14.1%





Q4 – 2022

NORTH FORK MARKET REPORT

COMPASS

DATA FOR THE NORTH FORK IS SOURCED FROM ONEKEY MLS AND CONSIDERS ALL AVAILABLE RESIDENTIAL DATA FROM SUFFOLK COUNTY (AQUEBOGUE, BAITING HOLLOW, CUTCHOGUE, EAST MARION, GREENPORT, JAMESPORT, LAUREL, MATTITUCK, NEW SUFFOLK, ORIENT, PECONIC, SOUTHOLD) BETWEEN OCTOBER 1, 2022, AND DECEMBER 31, 2022.

North Fork

TOWN		Q4 - 2021	Q4 - 2022	% CHANGE
Aquebogue	NUMBER OF SALES	10	7	-30.0%
	SALES VOLUME	\$8,660,500	\$4,655,000	-46.3%
	AVERAGE PRICE	\$866,050	\$665,000	-23.2%
	DAYS ON MARKET	66	67	-1.5%
	NEGOTIABILITY	----	----	----
Baiting Hollow	NUMBER OF SALES	10	12	+20.0%
	SALES VOLUME	\$5,107,000	\$6,380,500	+24.9%
	AVERAGE PRICE	\$510,700	\$531,708	+4.1%
	DAYS ON MARKET	54	68	+25.9%
	NEGOTIABILITY	----	----	----
Cutchogue	NUMBER OF SALES	15	12	-20.0%
	SALES VOLUME	\$15,539,500	\$16,016,999	+3.1%
	AVERAGE PRICE	\$1,035,967	\$1,334,750	+28.8%
	DAYS ON MARKET	37	63	+70.3%
	NEGOTIABILITY	----	----	----
East Marion	NUMBER OF SALES	5	6	+20.0%
	SALES VOLUME	\$5,739,000	\$9,130,000	+59.1%
	AVERAGE PRICE	\$1,147,800	\$1,521,667	+32.6%
	DAYS ON MARKET	56	69	+23.2%
	NEGOTIABILITY	----	----	----

North Fork

TOWN		Q4 - 2021	Q4 - 2022	% CHANGE
Greenport	NUMBER OF SALES	21	9	-57.1%
	SALES VOLUME	\$19,706,500	\$12,974,999	-34.2%
	AVERAGE PRICE	\$938,405	\$1,441,667	+53.6%
	DAYS ON MARKET	38	81	+113.2%
	NEGOTIABILITY	----	----	----
Jamesport	NUMBER OF SALES	9	2	-77.8%
	SALES VOLUME	\$10,408,000	\$1,975,000	-81.0%
	AVERAGE PRICE	\$1,156,444	\$987,500	-14.6%
	DAYS ON MARKET	80	84	+5.0%
	NEGOTIABILITY	----	----	----
Laurel	NUMBER OF SALES	2	3	+50.0%
	SALES VOLUME	\$2,865,000	\$2,418,500	-15.6%
	AVERAGE PRICE	\$1,432,500	\$806,167	-43.7%
	DAYS ON MARKET	26	74	+184.6%
	NEGOTIABILITY	----	----	----
Mattituck	NUMBER OF SALES	25	17	-32.0%
	SALES VOLUME	\$32,527,999	\$21,108,600	-35.1%
	AVERAGE PRICE	\$1,301,120	\$1,241,682	-4.6%
	DAYS ON MARKET	74	92	+24.3%
	NEGOTIABILITY	----	----	----

North Fork

TOWN		Q4 - 2021	Q4 - 2022	% CHANGE
New Suffolk	NUMBER OF SALES	2	4	+100.0%
	SALES VOLUME	\$3,030,000	\$5,671,250	+87.2%
	AVERAGE PRICE	\$1,515,000	\$1,417,813	-6.4%
	DAYS ON MARKET	124	95	-23.4%
	NEGOTIABILITY	----	----	----
Orient	NUMBER OF SALES	5	5	0.0%
	SALES VOLUME	\$7,703,000	\$8,644,000	+12.2%
	AVERAGE PRICE	\$1,540,600	\$1,728,800	+12.2%
	DAYS ON MARKET	118	98	-16.9%
	NEGOTIABILITY	----	----	----
Peconic	NUMBER OF SALES	2	3	+50.0%
	SALES VOLUME	\$2,550,000	\$4,947,599	+94.0%
	AVERAGE PRICE	\$1,275,000	\$1,649,200	+29.3%
	DAYS ON MARKET	72	41	-43.1%
	NEGOTIABILITY	----	----	----
Southold	NUMBER OF SALES	26	15	-42.3%
	SALES VOLUME	\$26,768,500	\$17,627,600	-34.1%
	AVERAGE PRICE	\$1,029,558	\$1,175,173	+14.1%
	DAYS ON MARKET	47	72	+53.2%
	NEGOTIABILITY	----	----	----

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