

Q1 2021

# Hamptons Market Report

COMPASS



136 Bishops Lane, Southampton  
Repped by the Breitenbach Advisory Team

# Hamptons

The urgency and demand that dominated the Hamptons market in 2020 eased slightly at the beginning of 2021 but quickly began to gain momentum as supply diminished through the quarter.

While the percentage increases in sales volume and number of sales transactions were less dramatic than Q4 of 2020, they were still impressive. Sales volume rose 30% while the number of transactions increased a healthy 42%. East Hampton experienced significant increases with a 91% surge in sales volume and a 39% jump in average sales price.

The overall sales price dipped slightly by 9% to \$2,304,123, however, the median sales price saw a favorable increase of 16% to \$1,392,500.

The luxury end of the market saw only 4 deals above 10M which were down 70% year-over-year.

Q2 of 2021 is behaving more like 2020 than the first quarter. With inventory continuing to be a challenge and demand keeping pace, multiple bids on appropriately priced properties are the norm.

# Hamptons

## UNITS SOLD

**+42%**

The number of sales rose significantly across all markets.

**+82%**

Bridgehampton saw the greatest increase in sales.

**+33%**

Sag Harbor had the least, yet still notable increase.

## SALES VOLUME

**+30%**

Sales volume increased overall in the 1st quarter.

**+91%**

East Hampton saw a substantial increase in sales volume.

**-9%**

Southampton saw the only decrease in sales volume.

## AVERAGE PRICES

**-8%**

The average price fell in 4 out of 5 markets in the quarter.

**+39%**

East Hampton saw the only increase in average price.

**-37%**

Southampton had the most significant decrease in average price.

## MEDIAN PRICES

**+16%**

Median price experienced a considerable increase overall.

**+50%**

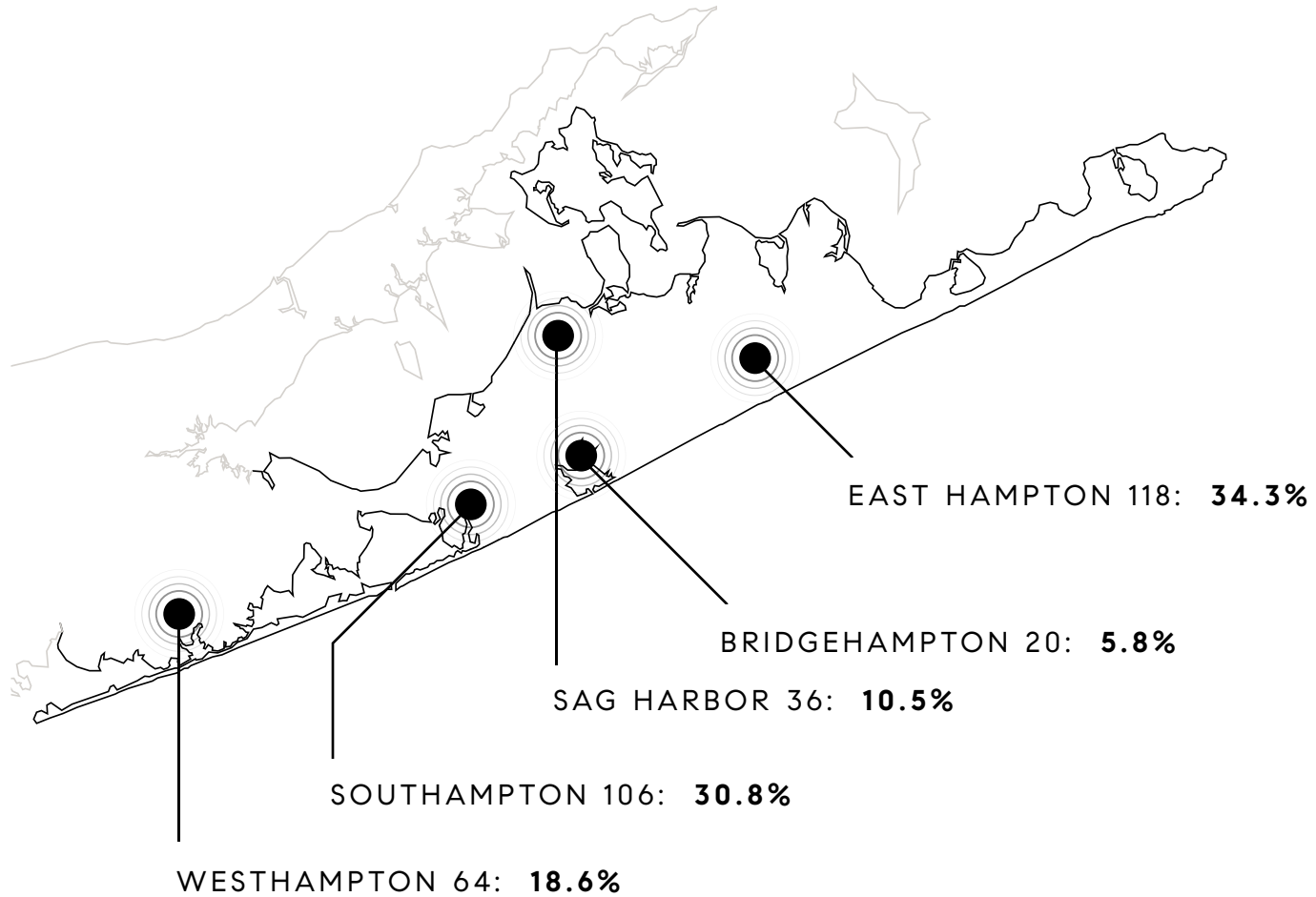
Sag Harbor had the most significant median price increase.

**-13%**

Westhampton saw the only decrease in median price in the quarter.

# Recorded Sales

BY SUBMARKET



# Trades over 10M+

BY SUBMARKET



# Westhampton

TOWN		2020	2021	% Change
<b>East Quogue</b>	# OF SALES	11	19	+72.7%
	SALES VOLUME	\$11,717,500	\$16,735,000	+42.8%
	AVG. PRICE	\$1,065,227	\$880,789	-17.3%
	MED. PRICE	\$705,000	\$800,000	+13.5%
<b>Quiogue</b>	# OF SALES	3	1	+66.7%
	SALES VOLUME	\$6,319,000	\$740,000	-88.3%
	AVG. PRICE	\$2,106,333	\$740,000	-64.9%
	MED. PRICE	\$2,450,000	\$740,000	-69.8%
<b>Quogue</b>	# OF SALES	7	9	+28.6%
	SALES VOLUME	\$18,292,507	\$15,033,500	-17.8%
	AVG. PRICE	\$2,613,215	\$1,670,389	-36.1%
	MED. PRICE	\$2,375,000	\$1,247,500	-47.5%
<b>Remsenburg</b>	# OF SALES	37	37	0%
	SALES VOLUME	\$2,190,000	\$7,775,625	+255.1%
	AVG. PRICE	\$730,000	\$1,295,938	+77.5%
	MED. PRICE	\$705,000	\$1,260,000	+78.7%

# Westhampton

TOWN		2020	2021	% Change
<b>Westhampton</b>	# OF SALES	7	13	+85.7%
	SALES VOLUME	\$6,997,000	\$14,975,250	+114.0%
	AVG. PRICE	\$999,571	\$1,151,942	+15.2%
	MED. PRICE	\$975,000	\$955,000	-2.1%
<b>Westhampton Beach</b>	# OF SALES	12	13	+8.3%
	SALES VOLUME	\$22,457,167	\$17,437,768	-22.4%
	AVG. PRICE	\$1,871,431	\$1,341,367	-28.3%
	MED. PRICE	\$1,538,250	\$1,200,000	-22.0%
<b>Westhampton Dunes</b>	# OF SALES	1	3	+200.0%
	SALES VOLUME	\$3,600,000	\$7,550,000	+109.7%
	AVG. PRICE	\$3,600,000	\$2,516,667	-30.1%
	MED. PRICE	\$3,600,000	\$2,700,000	-25.0%

# Southampton

TOWN		2020	2021	% Change
<b>Hampton Bays</b>	# OF SALES	21	34	+61.9%
	SALES VOLUME	\$12,067,641	\$24,901,700	+106.4%
	AVG. PRICE	\$574,650	\$732,403	+27.5%
	MED. PRICE	\$510,000	\$666,250	+30.6%
<b>Southampton</b>	# OF SALES	42	54	+28.6%
	SALES VOLUME	\$182,630,768	\$125,697,908	-31.2%
	AVG. PRICE	\$4,348,352	\$2,327,739	-46.5%
	MED. PRICE	\$1,000,000	\$1,518,750	+51.9%
<b>Water Mill</b>	# OF SALES	11	18	+63.6%
	SALES VOLUME	\$44,370,000	\$66,167,000	+49.1%
	AVG. PRICE	\$4,033,636	\$3,675,944	-8.9%
	MED. PRICE	\$3,200,000	\$2,966,000	-7.3%



# Bridgehampton

TOWN		2020	2021	% Change
<b>Bridgehampton</b>	# OF SALES	9	12	+33.3%
	SALES VOLUME	\$44,457,500	\$49,593,188	+11.6%
	AVG. PRICE	\$4,939,722	\$4,132,766	-16.3%
	MED. PRICE	\$3,455,000	\$3,400,000	-1.6%
<b>Sagaponack</b>	# OF SALES	2	8	+300.0%
	SALES VOLUME	\$29,100,000	\$53,505,000	+83.9%
	AVG. PRICE	\$14,550,000	\$6,688,125	-54.0%
	MED. PRICE	\$14,550,000	\$4,112,500	-71.7%

# Sag Harbor

TOWN		2020	2021	% Change
<b>North Haven</b>	# OF SALES	3	5	+66.7%
	SALES VOLUME	\$23,350,000	\$15,825,000	-32.2%
	AVG. PRICE	\$7,783,333	\$3,165,000	-59.3%
	MED. PRICE	\$6,450,000	\$2,650,000	-58.9%
<b>Sag Harbor</b>	# OF SALES	24	31	+29.2%
	SALES VOLUME	\$38,031,992	\$64,532,049	+69.7%
	AVG. PRICE	\$1,584,666	\$2,081,679	+31.4%
	MED. PRICE	\$1,225,000	\$1,820,000	+48.6%

# East Hampton

TOWN		2020	2021	% Change
<b>Amagansett</b>	# OF SALES	9	10	+11.1%
	SALES VOLUME	\$33,005,000	\$34,325,000	+4.0%
	AVG. PRICE	\$3,667,222	\$3,432,500	-6.4%
	MED. PRICE	\$3,500,000	\$2,037,500	-41.8%
<b>East Hampton</b>	# OF SALES	59	88	+49.2%
	SALES VOLUME	\$97,366,367	\$217,624,767	+123.5%
	AVG. PRICE	\$1,650,277	\$2,473,009	+49.9%
	MED. PRICE	\$936,000	\$1,342,500	+43.4%
<b>Montauk</b>	# OF SALES	14	14	+0%
	SALES VOLUME	\$24,515,888	\$37,249,500	+51.9%
	AVG. PRICE	\$1,751,135	\$2,660,679	+51.9%
	MED. PRICE	\$1,317,500	\$2,111,250	+60.2%
<b>Wainscott</b>	# OF SALES	4	6	+50.0%
	SALES VOLUME	\$8,740,000	\$22,950,000	+162.6%
	AVG. PRICE	\$2,185,000	\$3,825,000	+75.1%
	MED. PRICE	\$2,237,500	\$2,025,000	-9.5%

# Hamlet Totals

TOWN		2020	2021	% Change
<b>Westhampton Group</b>	# OF SALES	44	64	+45.5%
	SALES VOLUME	\$71,573,174	\$80,247,143	+12.1%
	AVG. PRICE	\$1,626,663	\$1,253,862	-22.9%
	MED. PRICE	\$1,134,780	\$985,000	-13.2%
<b>Southampton Group</b>	# OF SALES	74	106	+43.2%
	SALES VOLUME	\$239,068,409	\$216,766,608	-9.3%
	AVG. PRICE	\$3,230,654	\$2,044,968	-36.7%
	MED. PRICE	\$836,250	\$1,200,000	+43.5%
<b>Bridgehampton Group</b>	# OF SALES	11	20	+81.8%
	SALES VOLUME	\$73,557,500	\$103,098,188	+40.2%
	AVG. PRICE	\$6,687,045	\$5,154,909	-22.9%
	MED. PRICE	\$3,545,000	\$3,812,500	+7.5%
<b>Sag Harbor Group</b>	# OF SALES	27	36	+33.3%
	SALES VOLUME	\$61,381,992	\$80,357,049	+30.9%
	AVG. PRICE	\$2,273,407	\$2,232,140	-1.8%
	MED. PRICE	\$1,275,000	\$1,917,500	+50.4%
<b>East Hampton Group</b>	# OF SALES	86	118	+37.2%
	SALES VOLUME	\$163,627,255	\$312,149,267	+222.9%
	AVG. PRICE	\$1,902,643	\$2,645,333	+39.0%
	MED. PRICE	\$1,282,500	\$1,525,000	+18.9%
<b>HAMPTONS TOTAL</b>	# OF SALES	242	344	+42.1%
	SALES VOLUME	\$609,208,330	\$792,618,255	+30.1%
	AVG. PRICE	\$2,517,390	\$2,304,123	-8.5%
	MED. PRICE	\$1,197,500	\$1,392,500	+16.3%



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