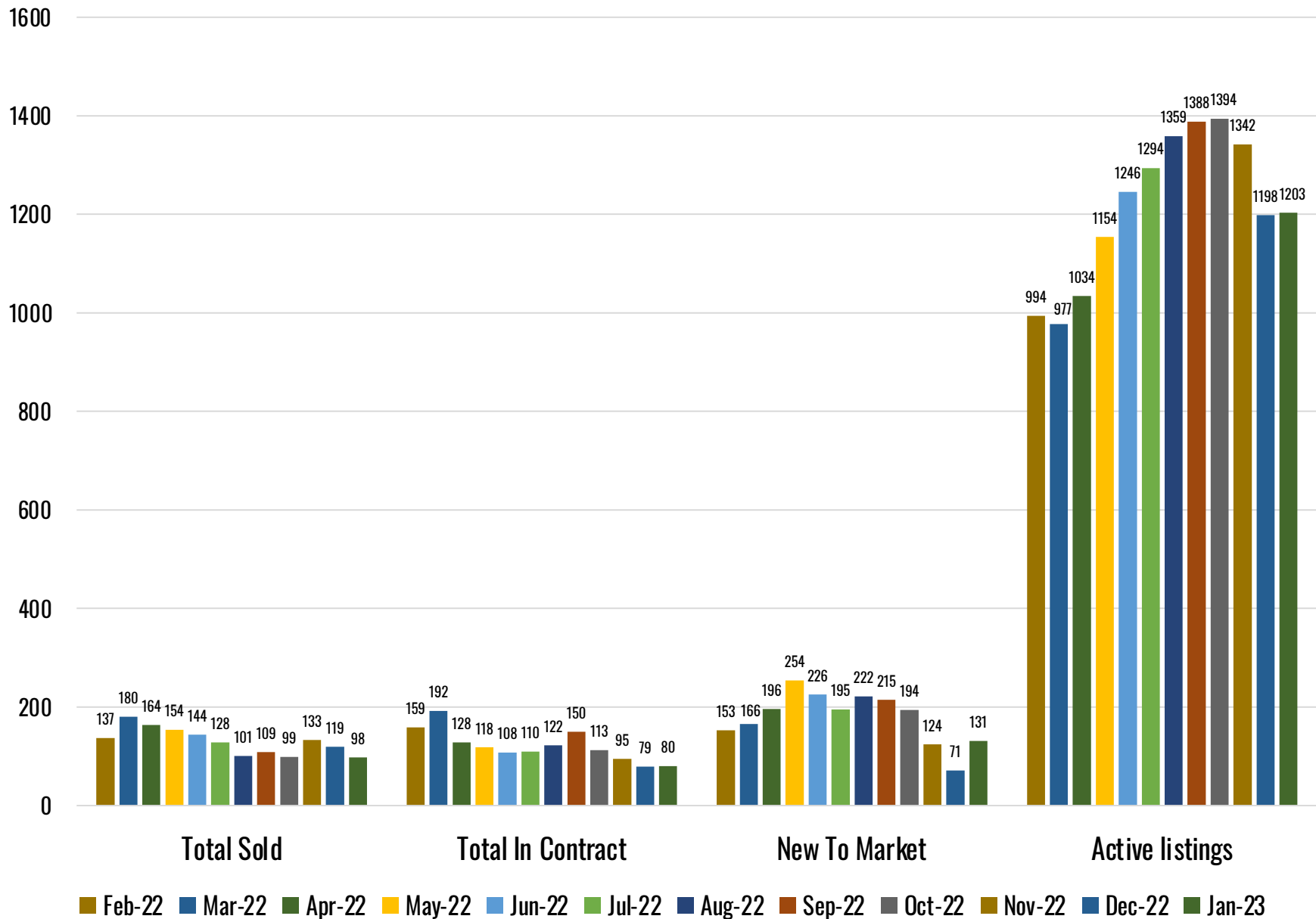
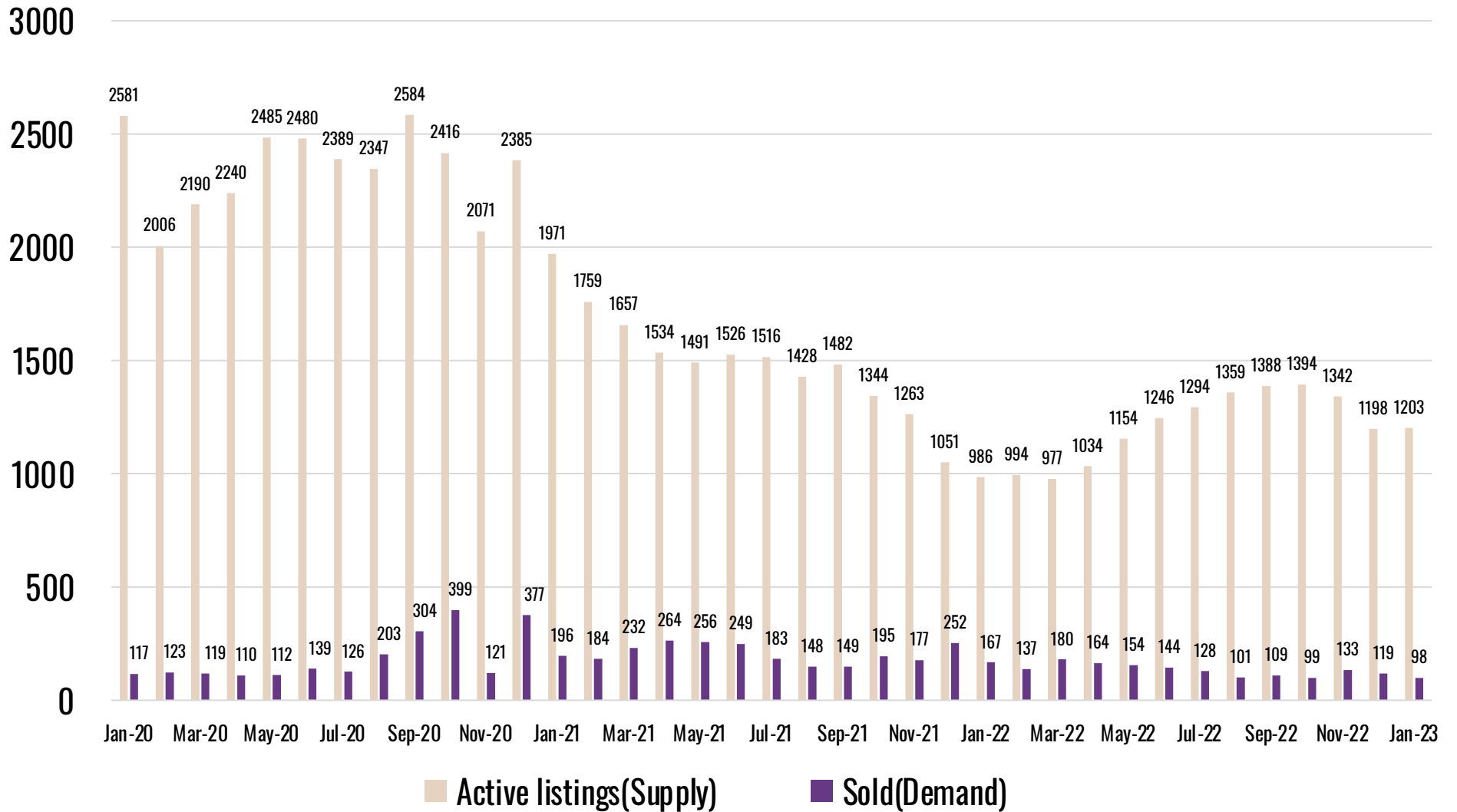


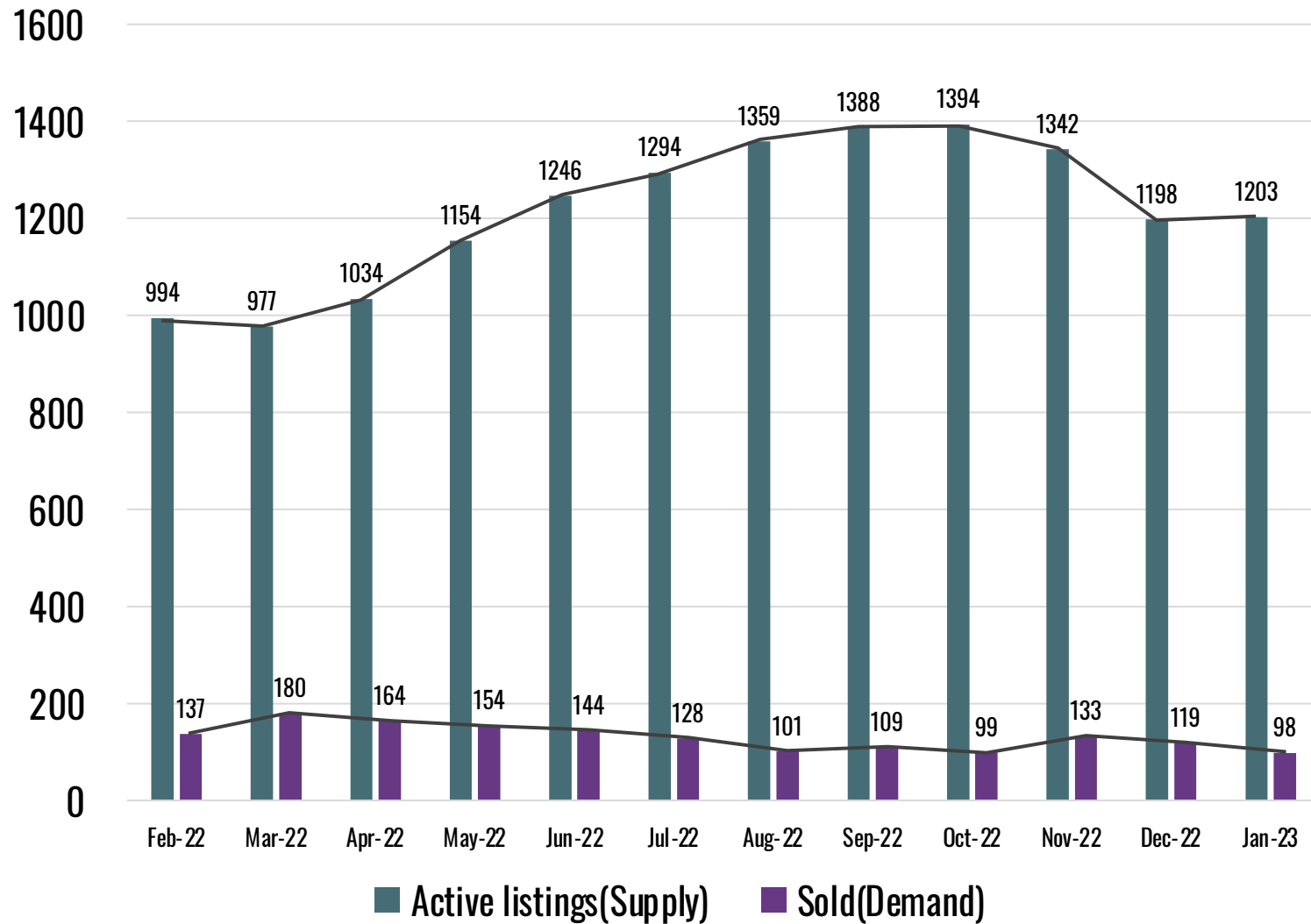
Hamptons Inventory - 12 Months



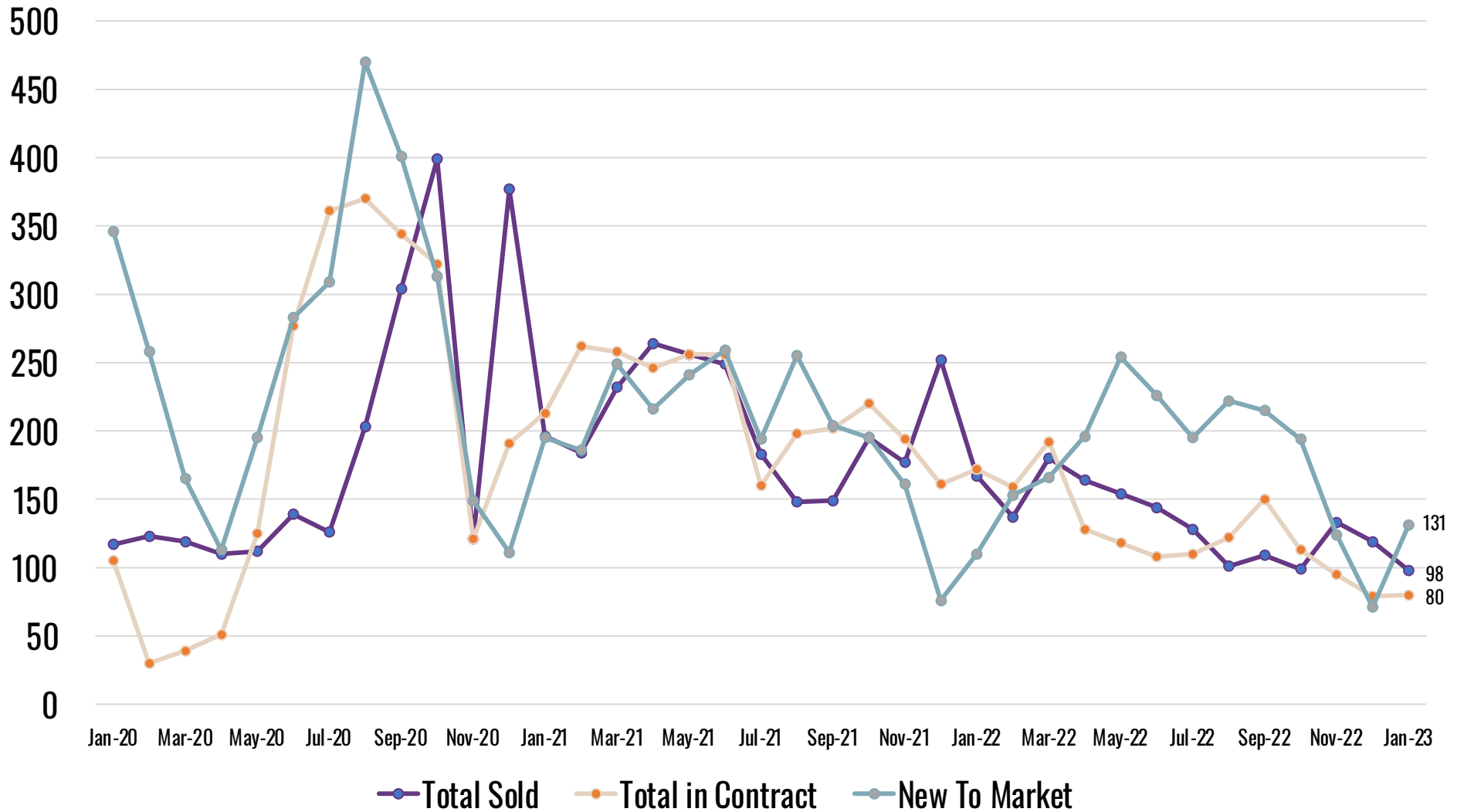
Hamptons Supply vs Demand Beginning 2020



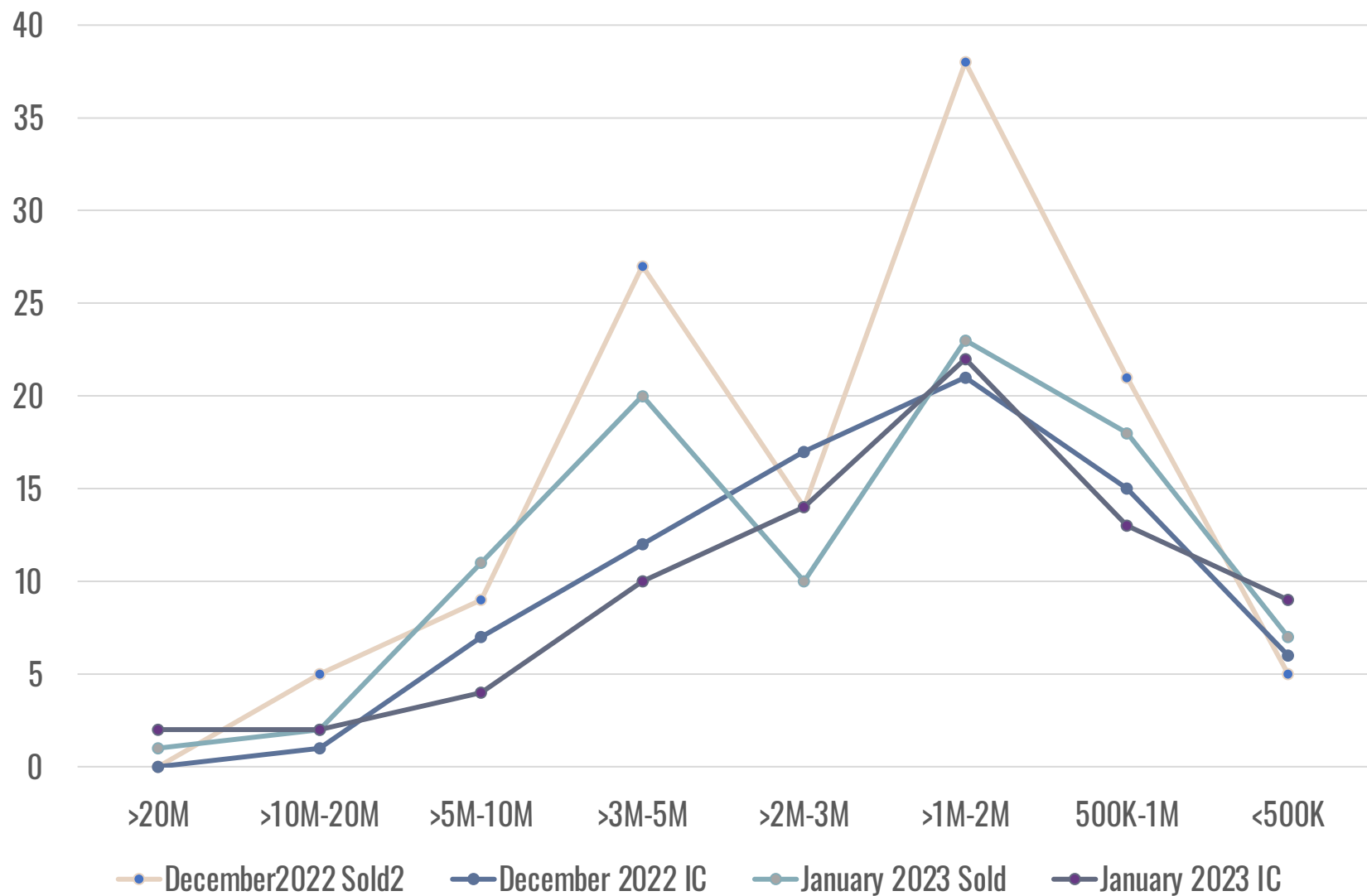
Hamptons Supply vs Demand 12 months



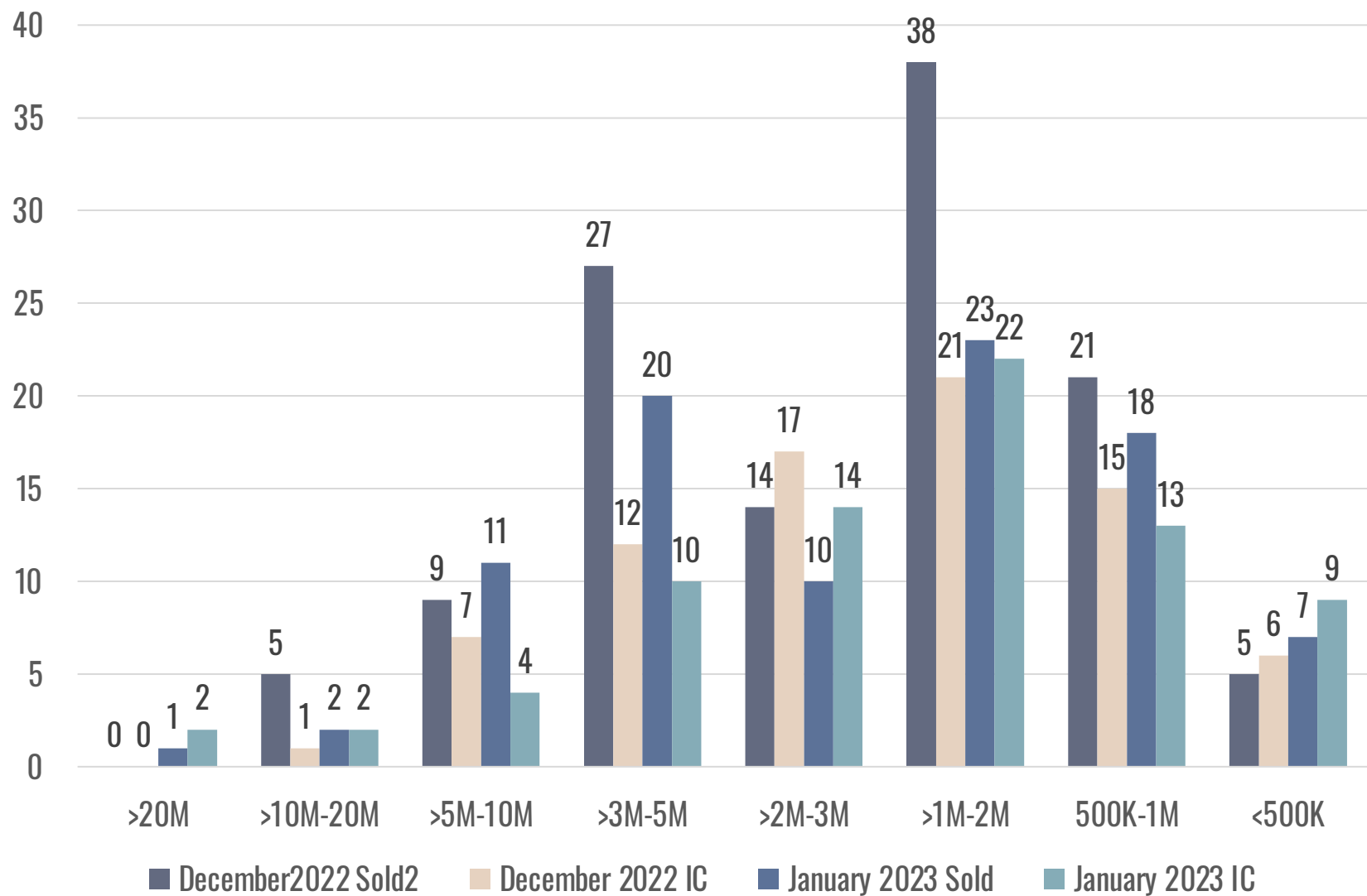
2020-2023 Monthly Totals



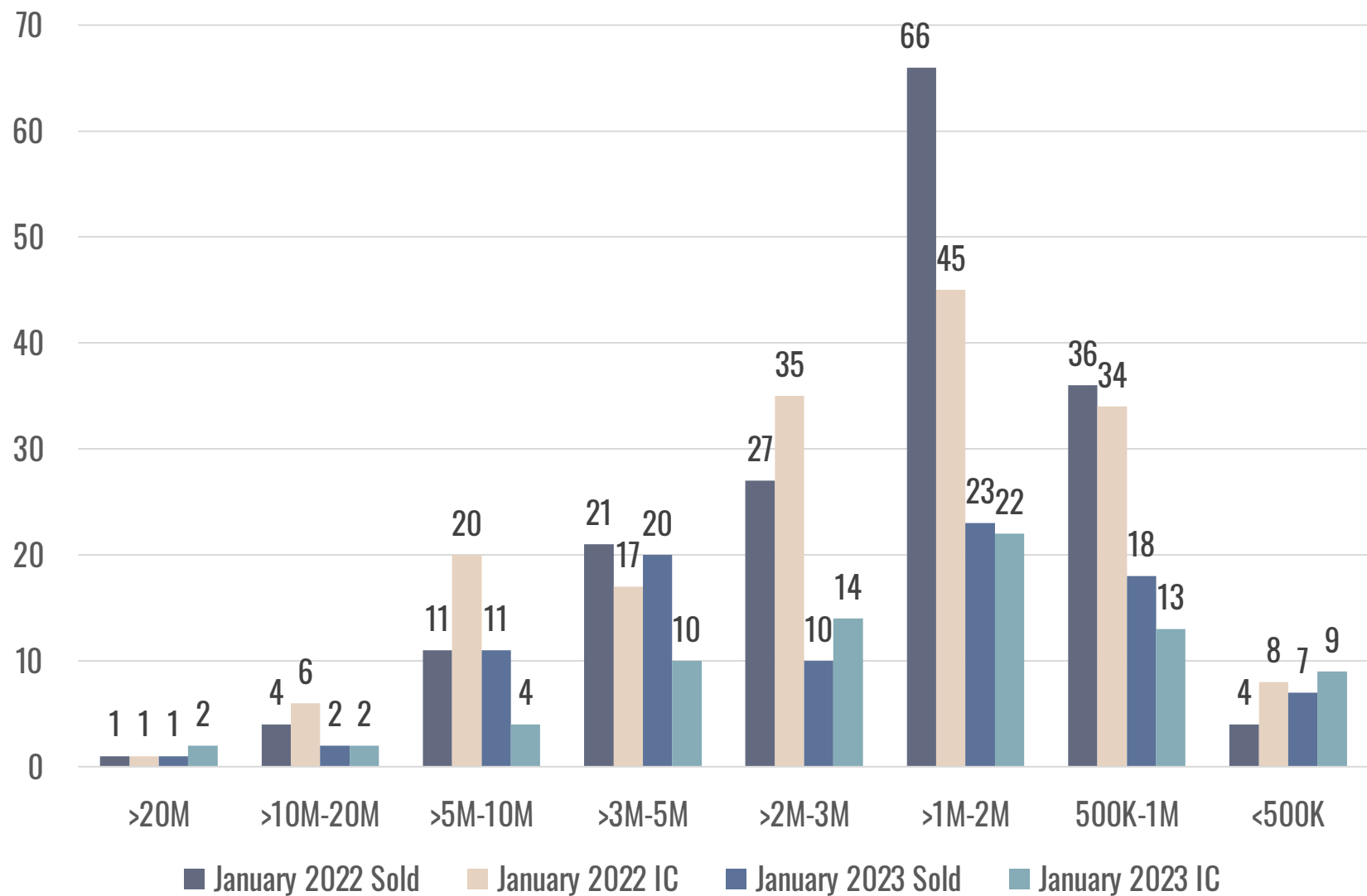
Sold & In Contract December 2022 vs. January 2023



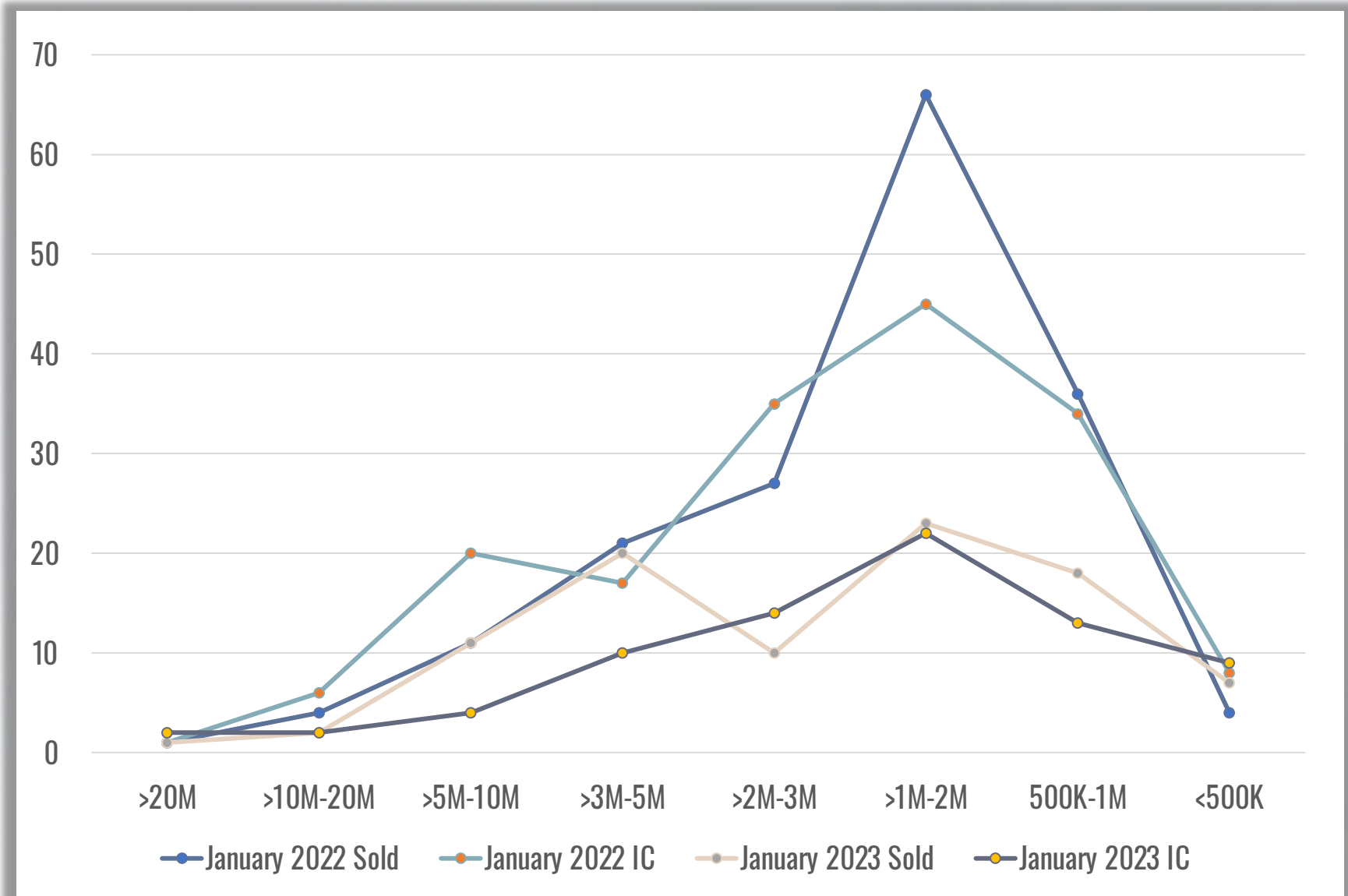
Sold & In Contract December 2022 vs. January 2023



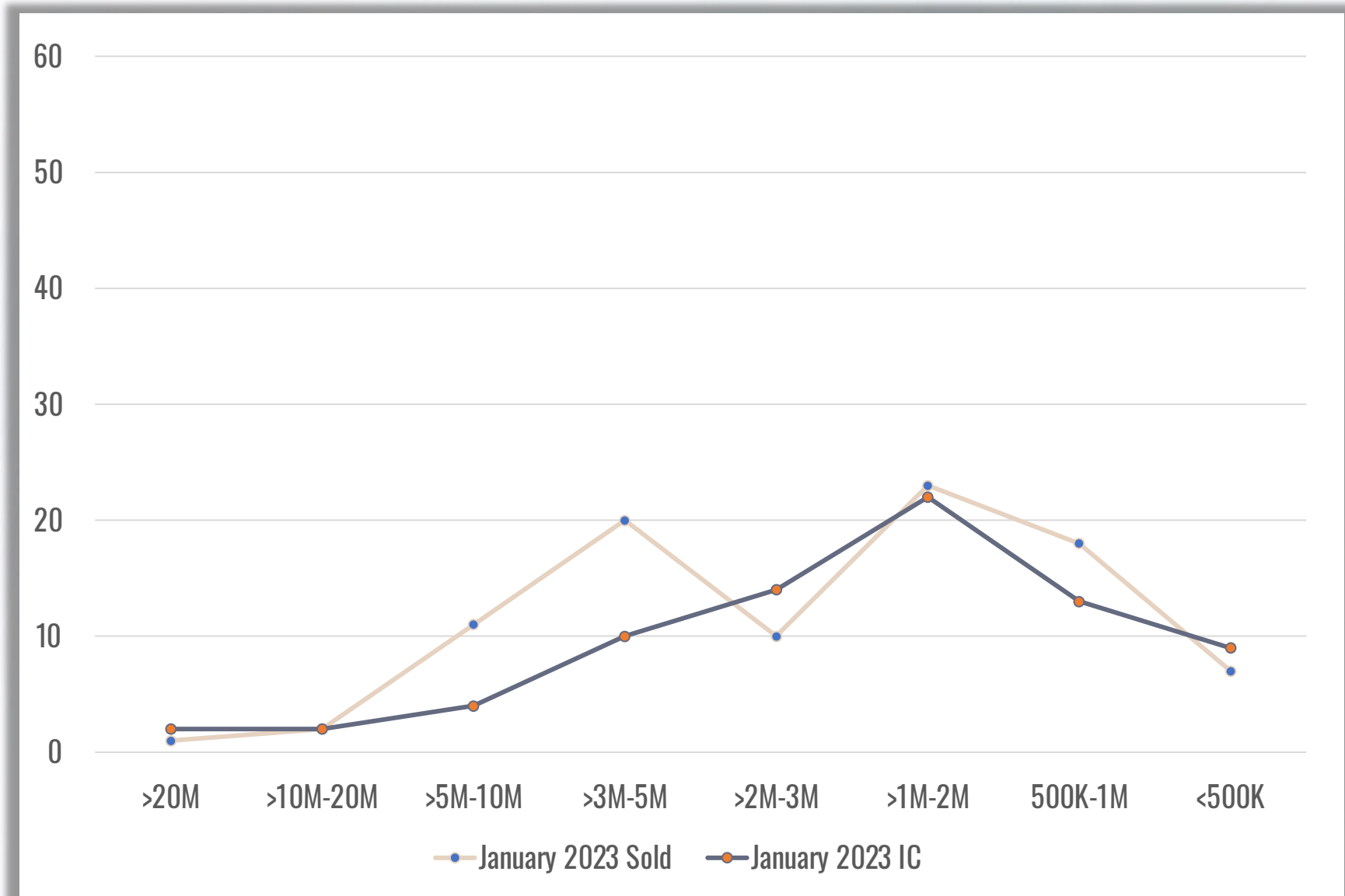
Sold & In Contract January 2022 vs. January 2023



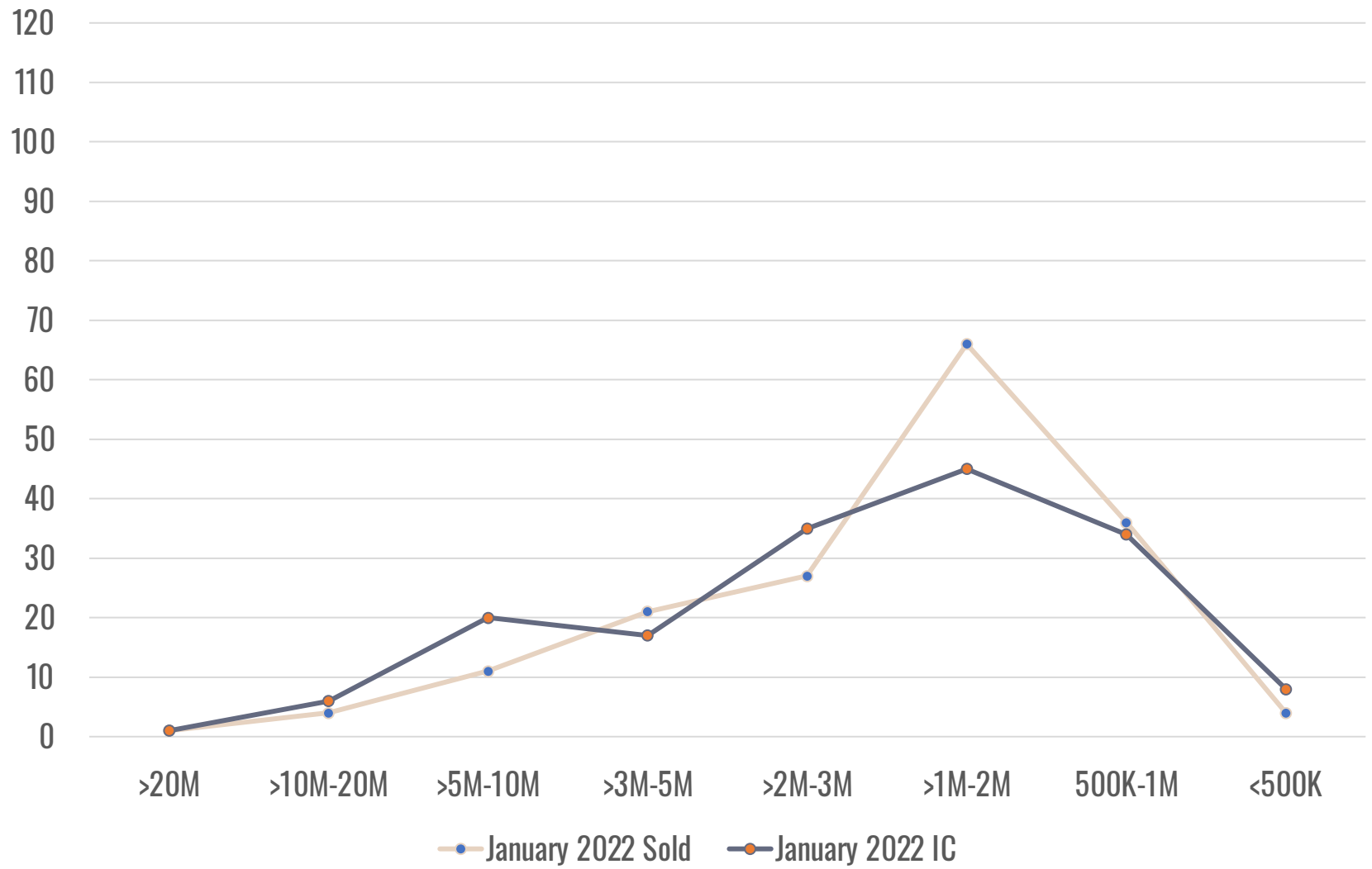
Sold & In Contract January 2022 vs. January 2023



Sold & In Contract January 2023



Sold & In Contract January 2022



January 2022

PRICE RANGE	SOLD PROPERTIES	IN CONTRACT
>20M	1	1
>10M-20M	4	6
>5M-10M	11	20
>3M-5M	21	17
>2M-3M	27	35
>1M-2M	66	45
500K-1M	36	34
<500K	4	8
Total	167	172

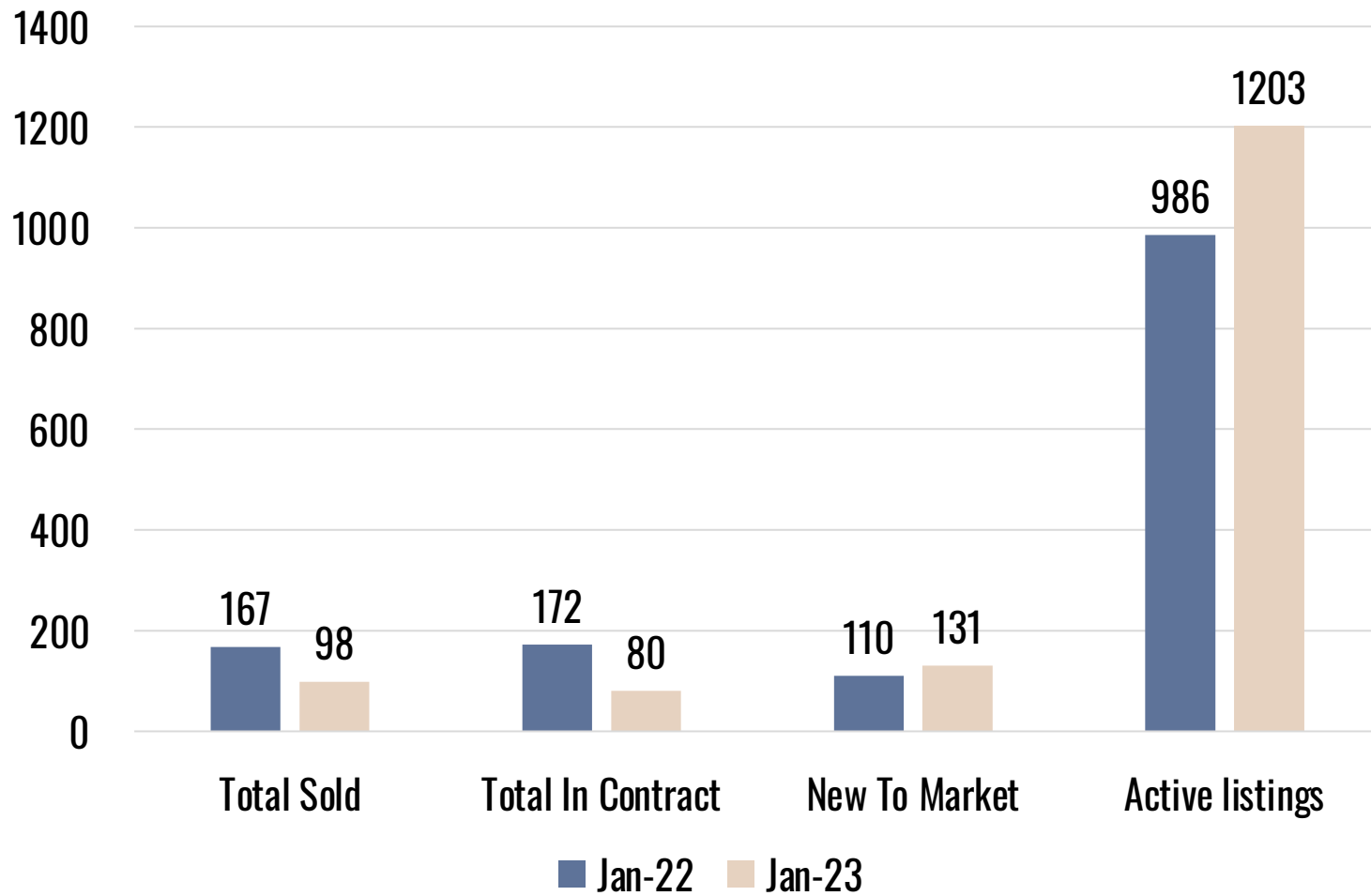
NEW TO MARKET	110	ACTIVE LIST	986
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January 2023

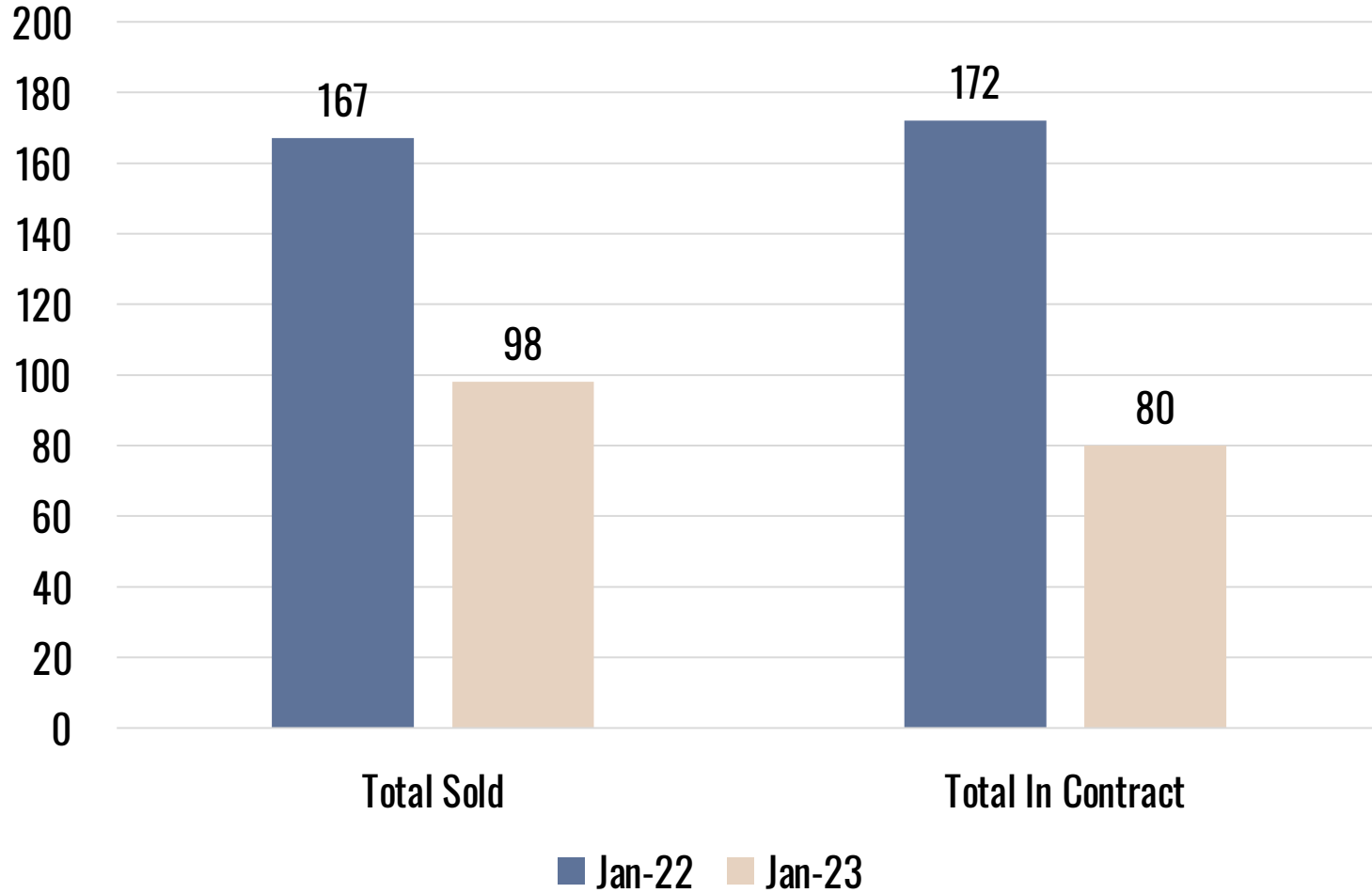
PRICE RANGE	SOLD PROPERTIES	IN CONTRACT
>20M	1	2
>10M-20M	2	2
>5M-10M	11	4
>3M-5M	20	10
>2M-3M	10	14
>1M-2M	23	22
500K-1M	18	13
<500K	7	9
Total	98	80

NEW TO MARKET	131	ACTIVE LIST	1203
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January 2022 vs. January 2023



January 2022 vs. January 2023



January 2023: Overview

Total sold and Total in-contract continue to mirror the #'s and uncertainty we saw in January - April 2020, during the infancy of the COVID pandemic (reference Line graph #4) New Inventory has increased in January 2023 but still at overall low levels. Comparing last January 2022 to January 2023, Total sold of 167 vs 98 units is 58% less and Total in-contract 172 vs 80 units is >53% lower. Total new listings and existing active on the market increased by 20% and 25% respectively January '22 vs January '23 (Reference Chart 13.) Expect new inventory increases to continue in the market through the spring.

Tips for Sellers:

Put your home on the market now, February, March, April while inventory is still low to capture buyers wanting to be in their new Hamptons home before Memorial Day to enjoy the summer months. Do interior touch ups in the winter months so that the home looks refreshed and clean.

Tips for Buyers:

Mortgage rates, despite firming a bit, up by .25% due to 500,000 new jobs being created, are still predicted to decrease to 5.25% by the end of 2023 according to the Mortgage Bankers Association. Sellers continue to have some flexibility in price and are willing to negotiate. Remember, Hamptons real estate is a safe haven where you can purchase, use and enjoy your investment. Any dip, which we are currently experiencing is an opportunity to buy. If you buy now, into the spring, you can be in your new home by summer. Remember, real estate is not a day trade.