

May 2023: Overview

The May 2023 market versus April 2023 indicated that active listings & new to market inventory are continuing to rise, allowing for an increase in total sold & total in contract properties as shown in graph #2. *Total sold & new to market inventory are still lower than May 2022, see chart #14.*

May 2023 versus April 2023:

- Sold listings in May are up from 91 to 122, up by 31.
- Total in contract listings in May are up from 112 to 134, up by 22.
- New to market May listings are up from 165 to 212, up by 47.
- Total active listings in May are up from 1240 to 1280, up by 40.

Steady increases in all categories indicate that this trend will continue. See graph #5.

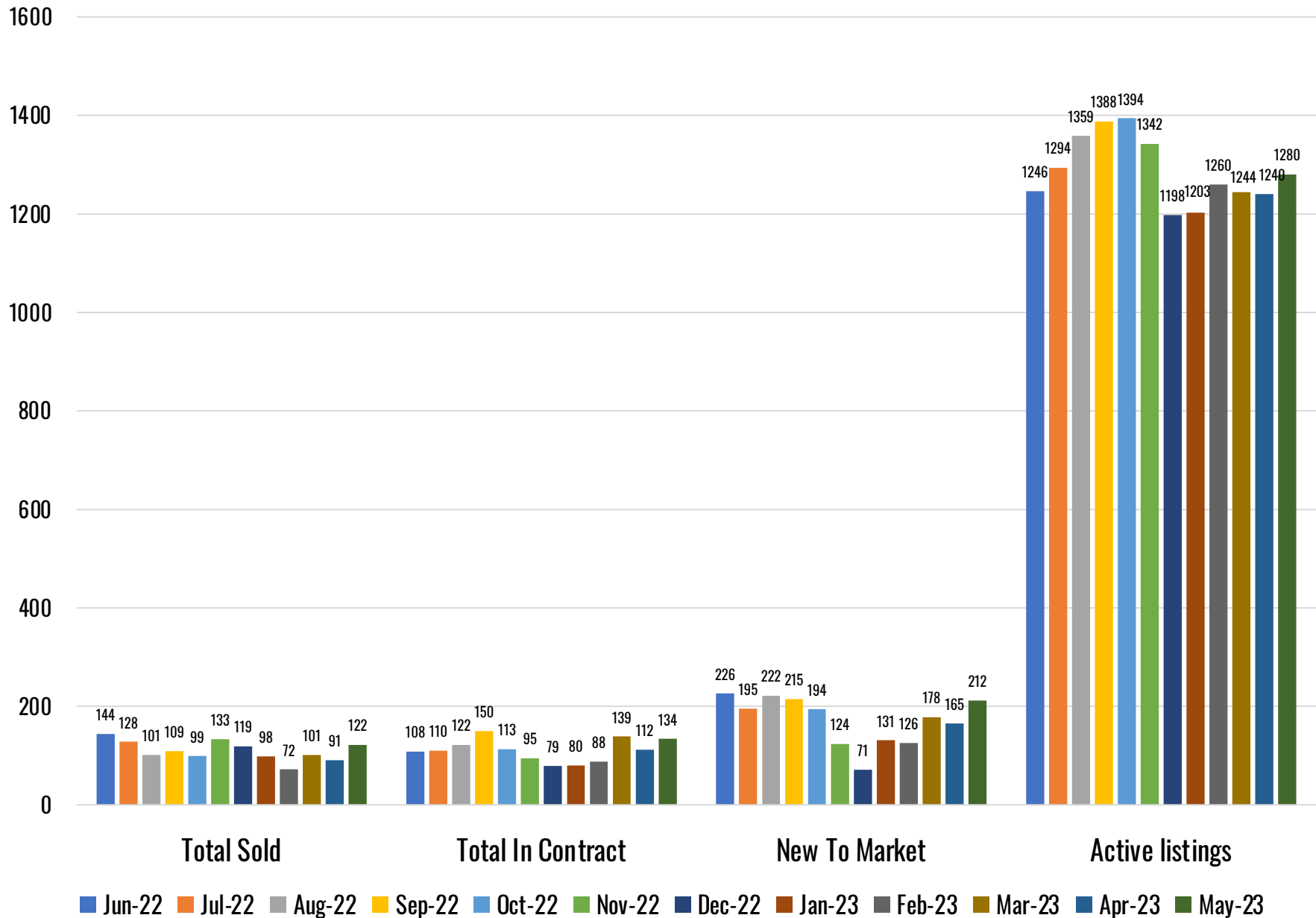
Tips for sellers:

Price it right. Make sure your pool is open and that your landscaping is in order. Given the increase in buyers that we are seeing, my #1 tip is to list now rather than wait until the fall.

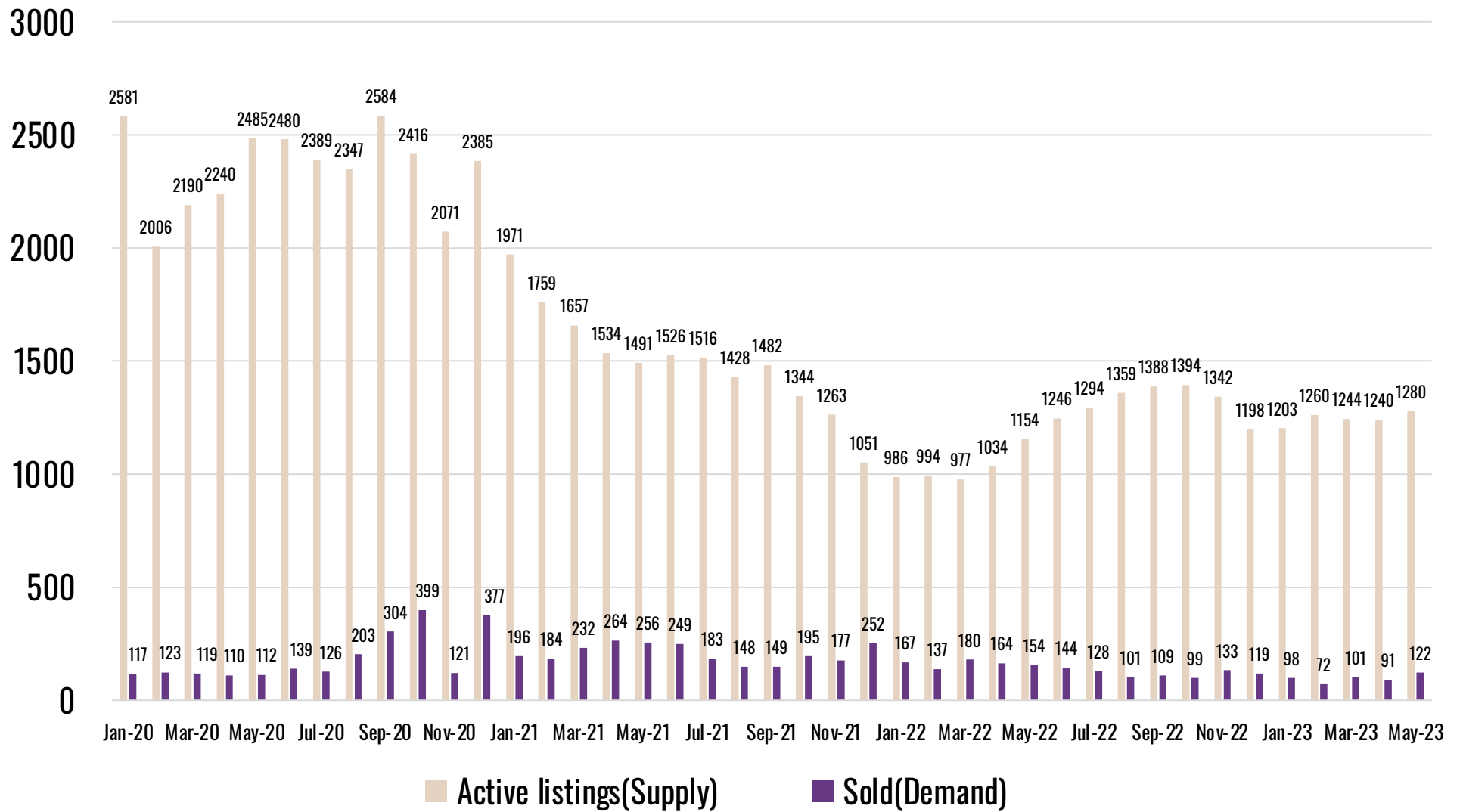
Tips for buyers:

Increased inventory is allowing buyers to have more choices. If you are ready to purchase, there is no need to wait until the fall given the increased inventory. Typically, inventory lessens in the summer, but we are seeing an increase this year.

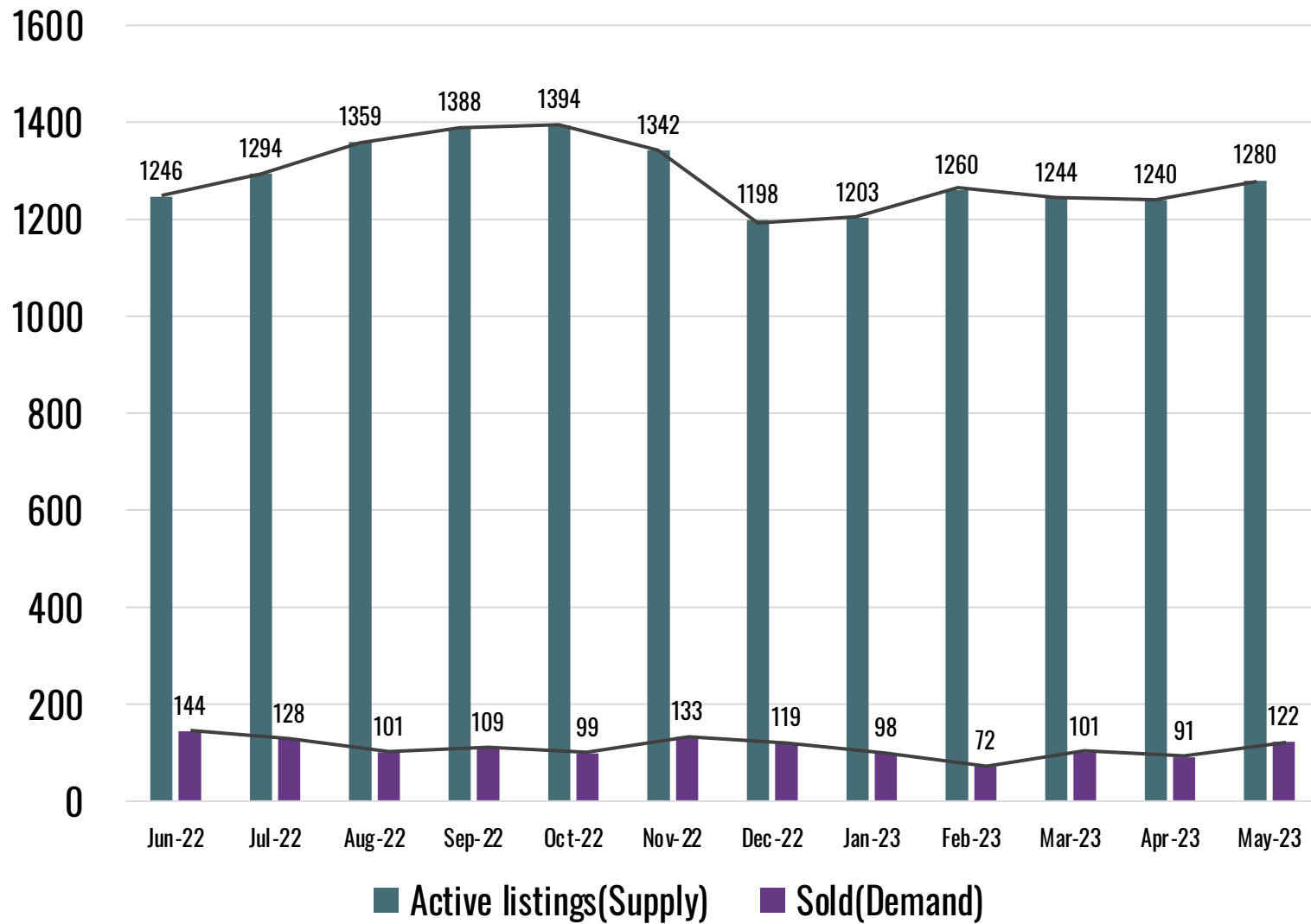
Hamptons Inventory - 12 Months



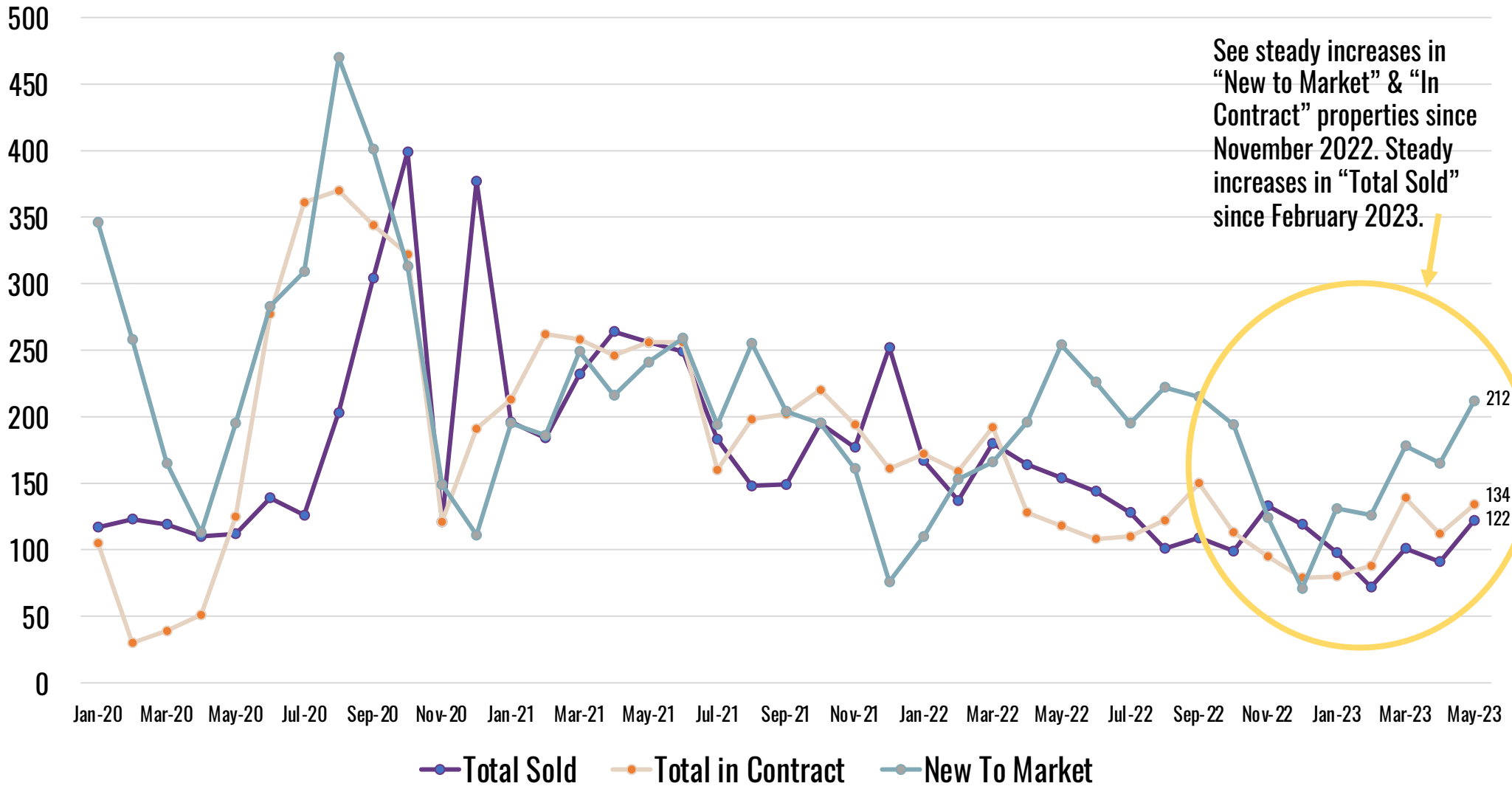
Hamptons Supply vs Demand Beginning 2020



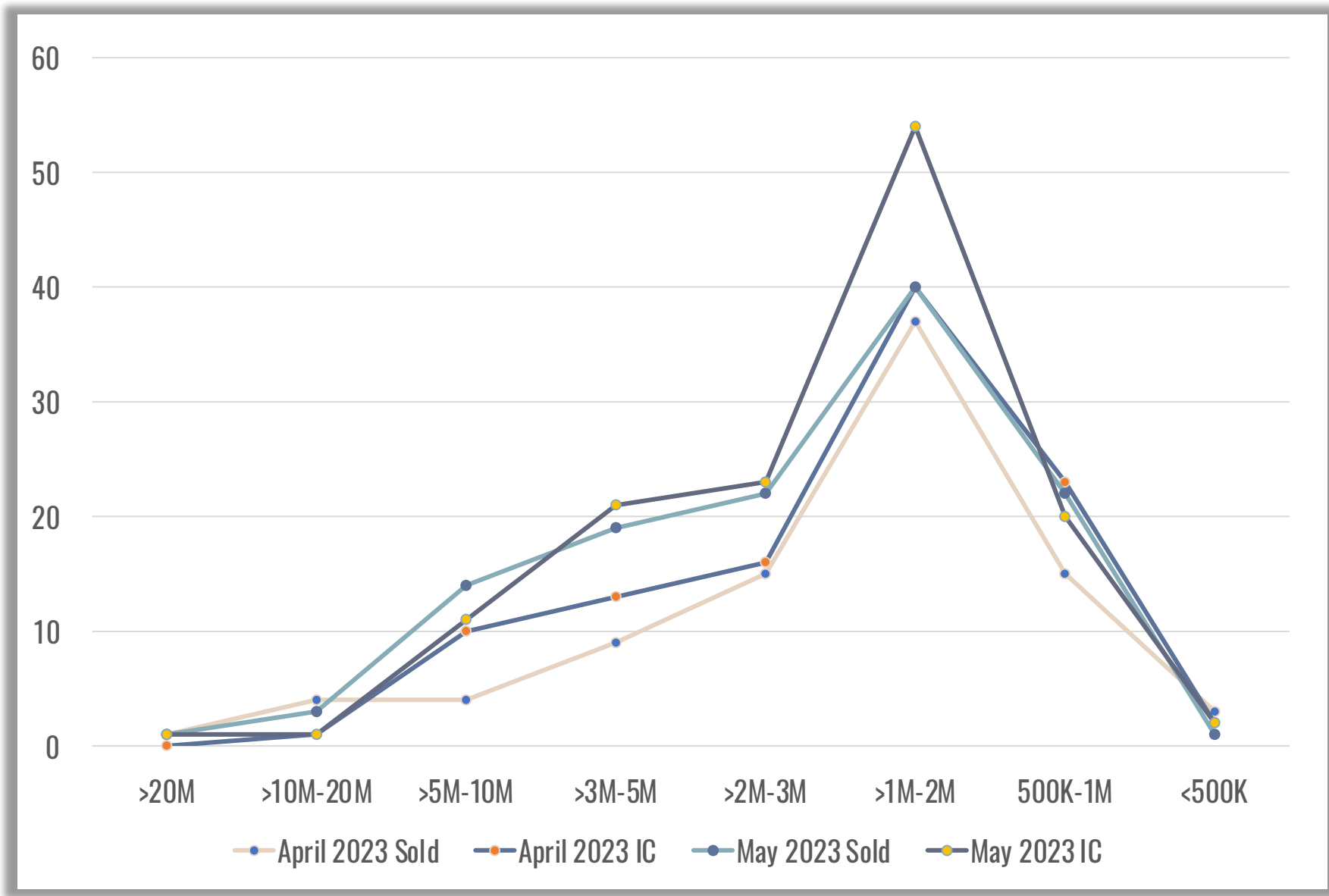
Hamptons Supply vs Demand 12 months



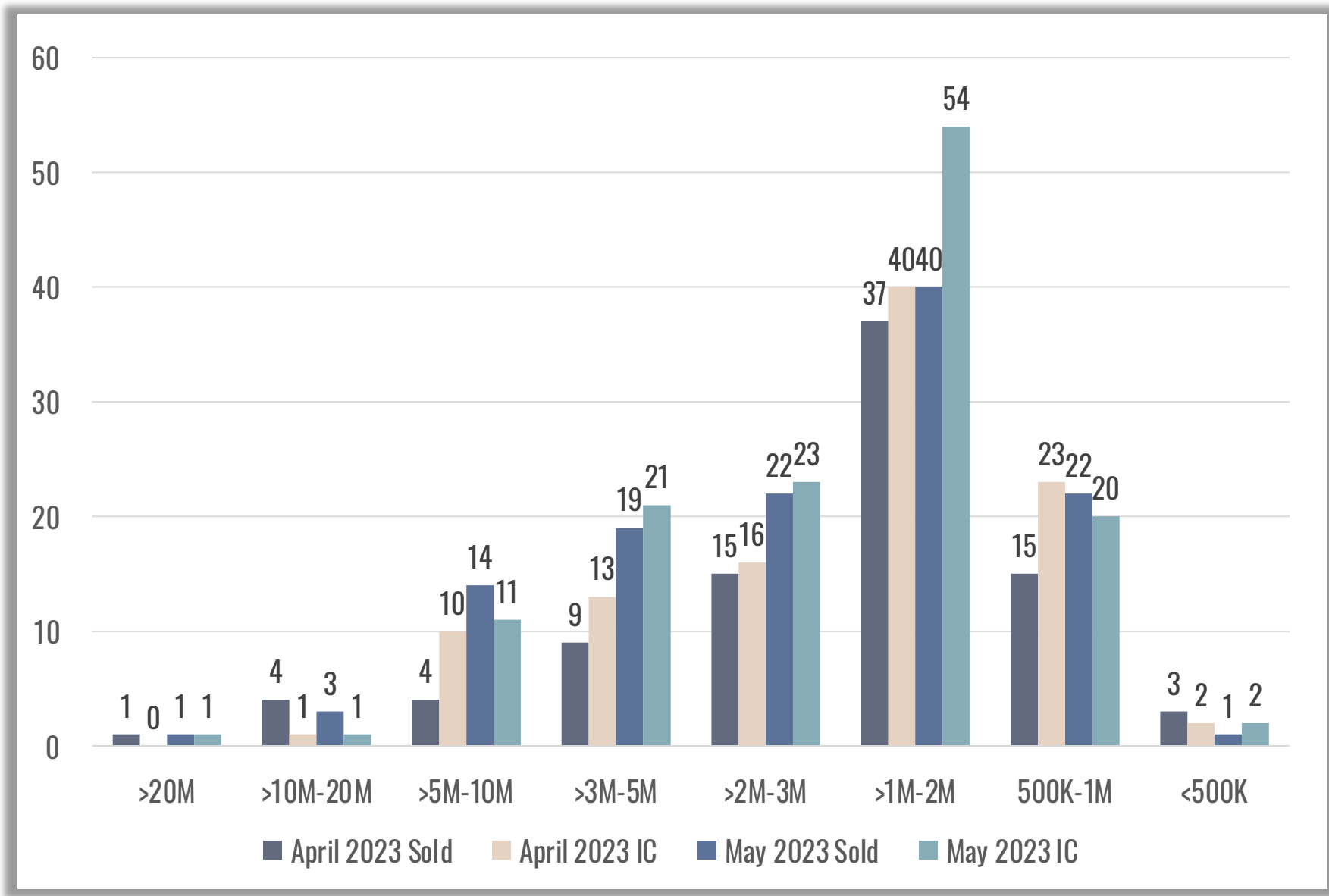
2020-2023 Monthly Totals



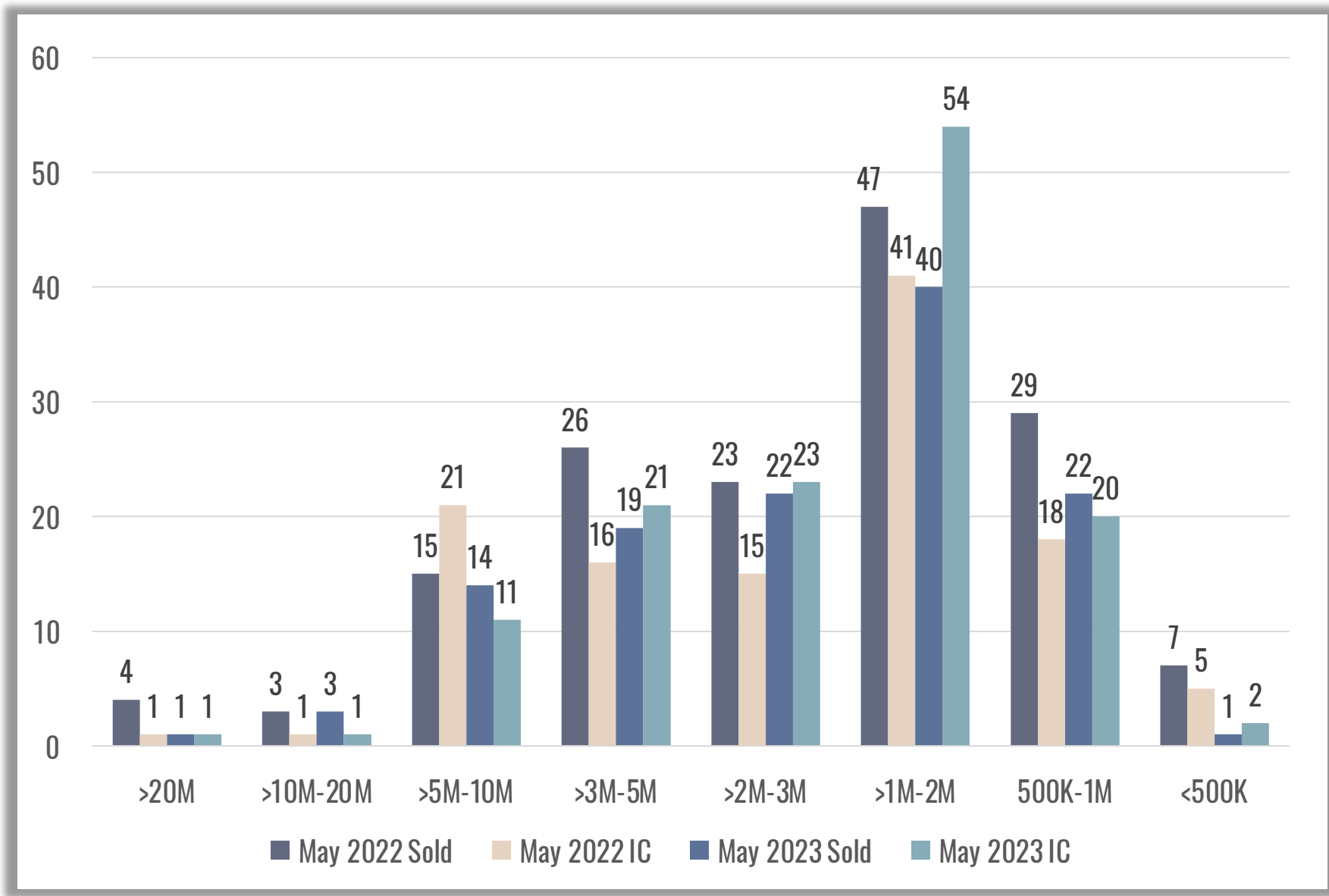
Sold & In Contract April 2023 vs. May 2023



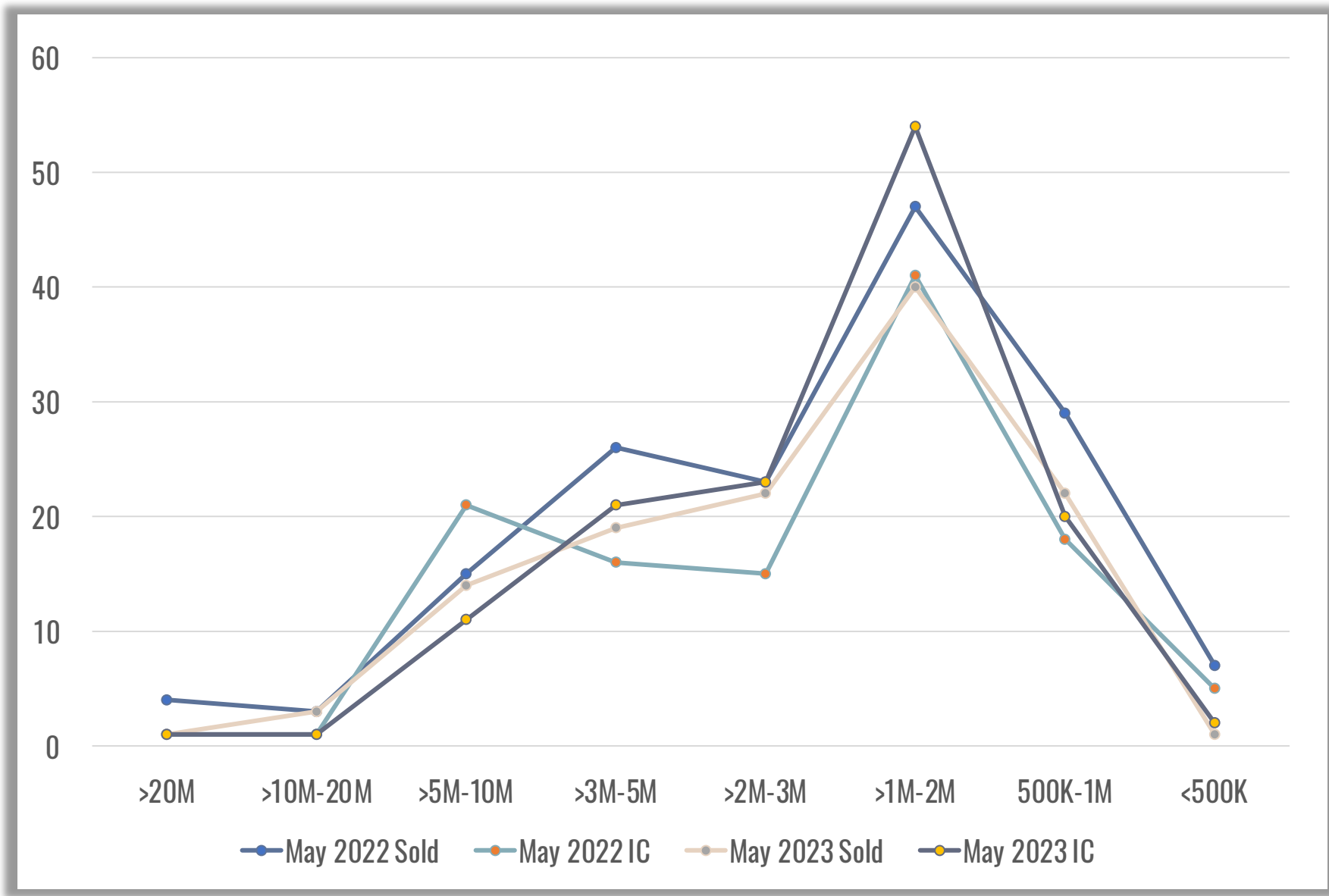
Sold & In Contract April 2023 vs. May 2023



Sold & In Contract May 2022 vs. May 2023

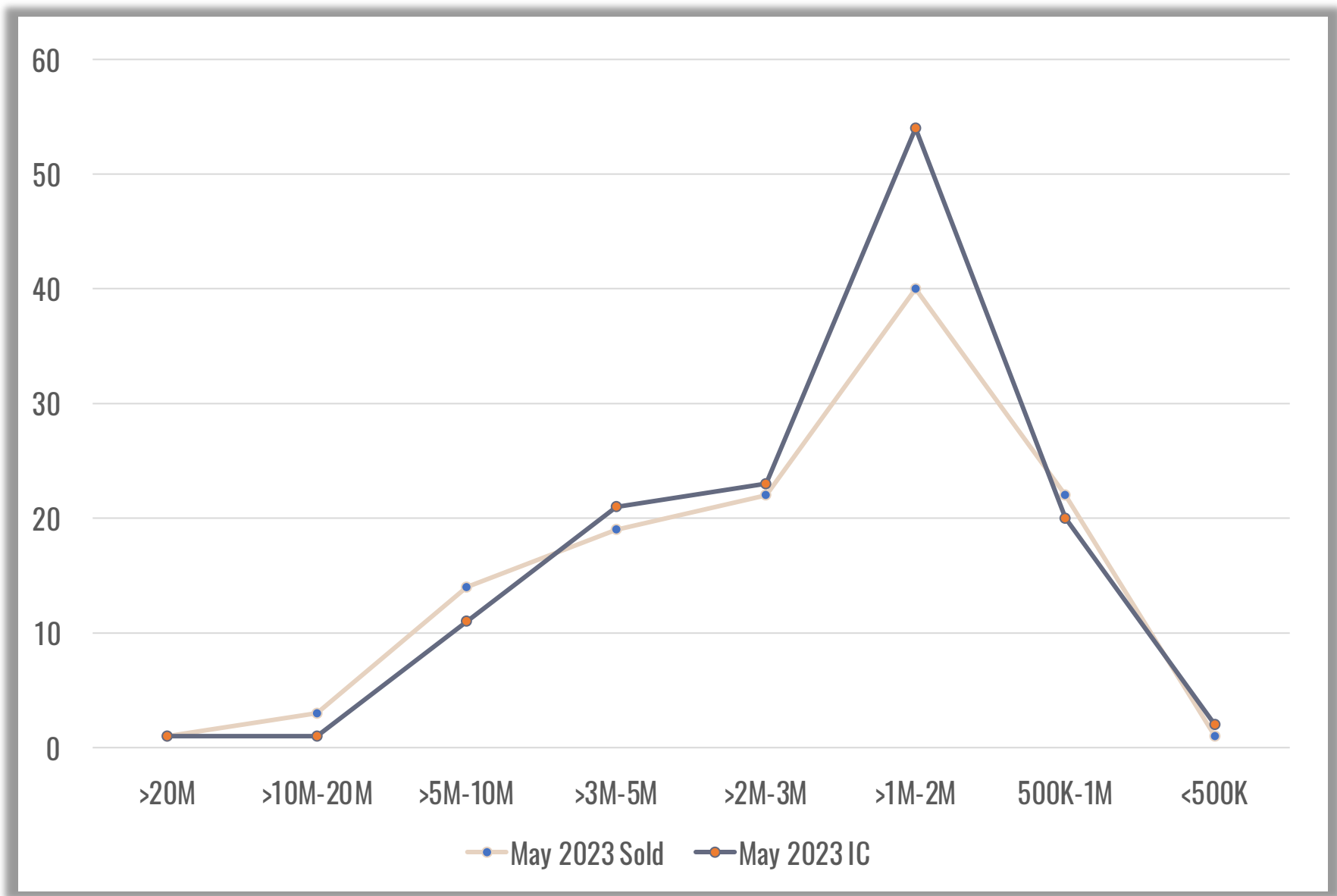


Sold & In Contract May 2022 vs. May 2023



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Sold & In Contract May 2023



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Sold & In Contract May 2022




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May 2022

| PRICE RANGE | SOLD PROPERTIES | IN CONTRACT |
|--------------|-----------------|-------------|
| >20M | 4 | 1 |
| >10M-20M | 3 | 1 |
| >5M-10M | 15 | 21 |
| >3M-5M | 26 | 16 |
| >2M-3M | 23 | 15 |
| >1M-2M | 47 | 41 |
| 500K-1M | 29 | 18 |
| <500K | 7 | 5 |
| Total | 154 | 118 |

| | | | |
|----------------------|------------|--------------------|-------------|
| NEW TO MARKET | 254 | ACTIVE LIST | 1154 |
|----------------------|------------|--------------------|-------------|

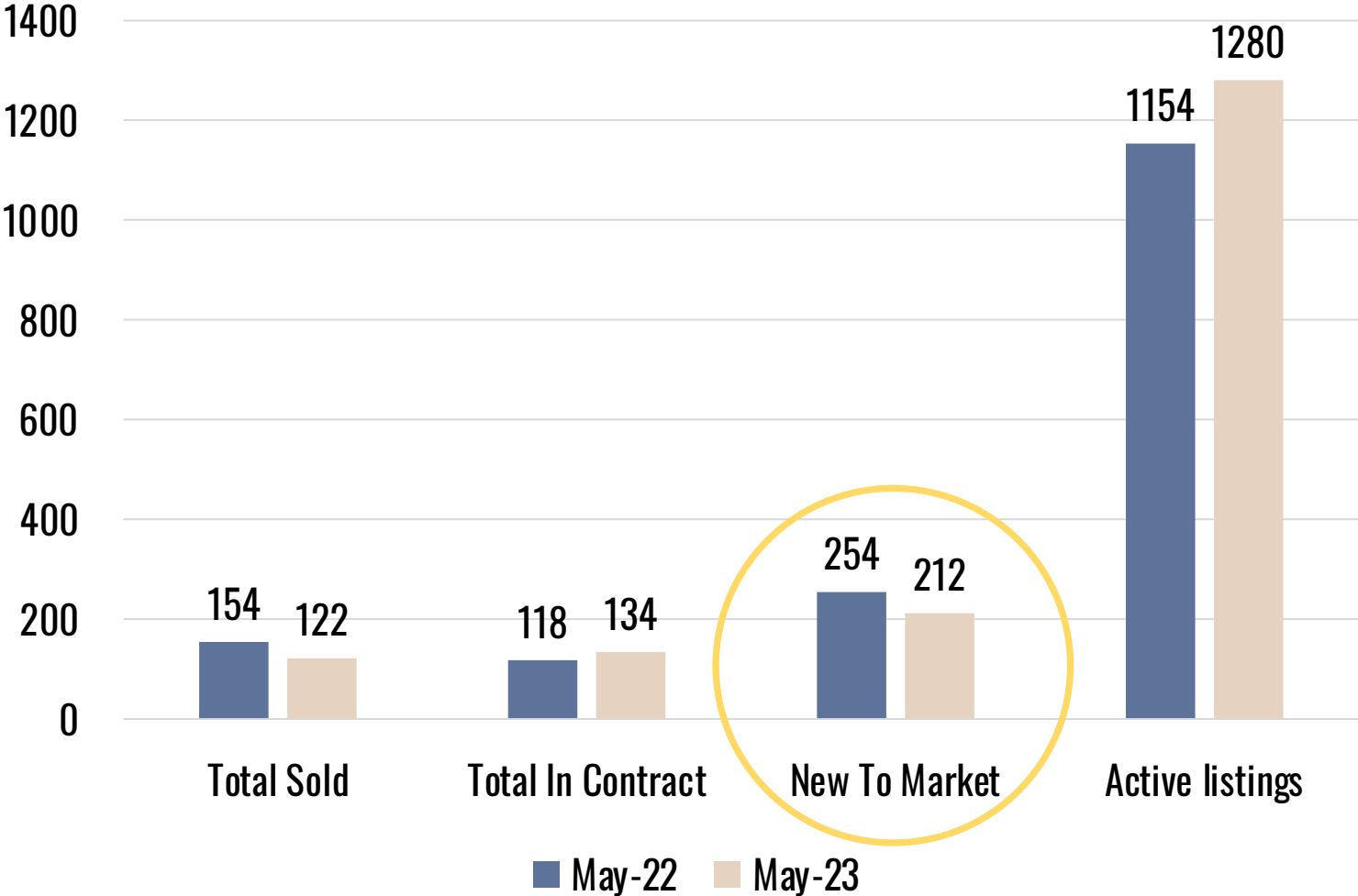
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May 2023

| PRICE RANGE | SOLD PROPERTIES | IN CONTRACT |
|--------------|-----------------|-------------|
| >20M | 1 | 1 |
| >10M-20M | 3 | 1 |
| >5M-10M | 14 | 11 |
| >3M-5M | 19 | 21 |
| >2M-3M | 22 | 23 |
| >1M-2M | 40 | 54 |
| 500K-1M | 22 | 20 |
| <500K | 1 | 2 |
| Total | 122 | 134 |

| | | | |
|----------------------|------------|--------------------|-------------|
| NEW TO MARKET | 212 | ACTIVE LIST | 1280 |
|----------------------|------------|--------------------|-------------|

May 2022 vs. May 2023



May 2022 vs. May 2023

