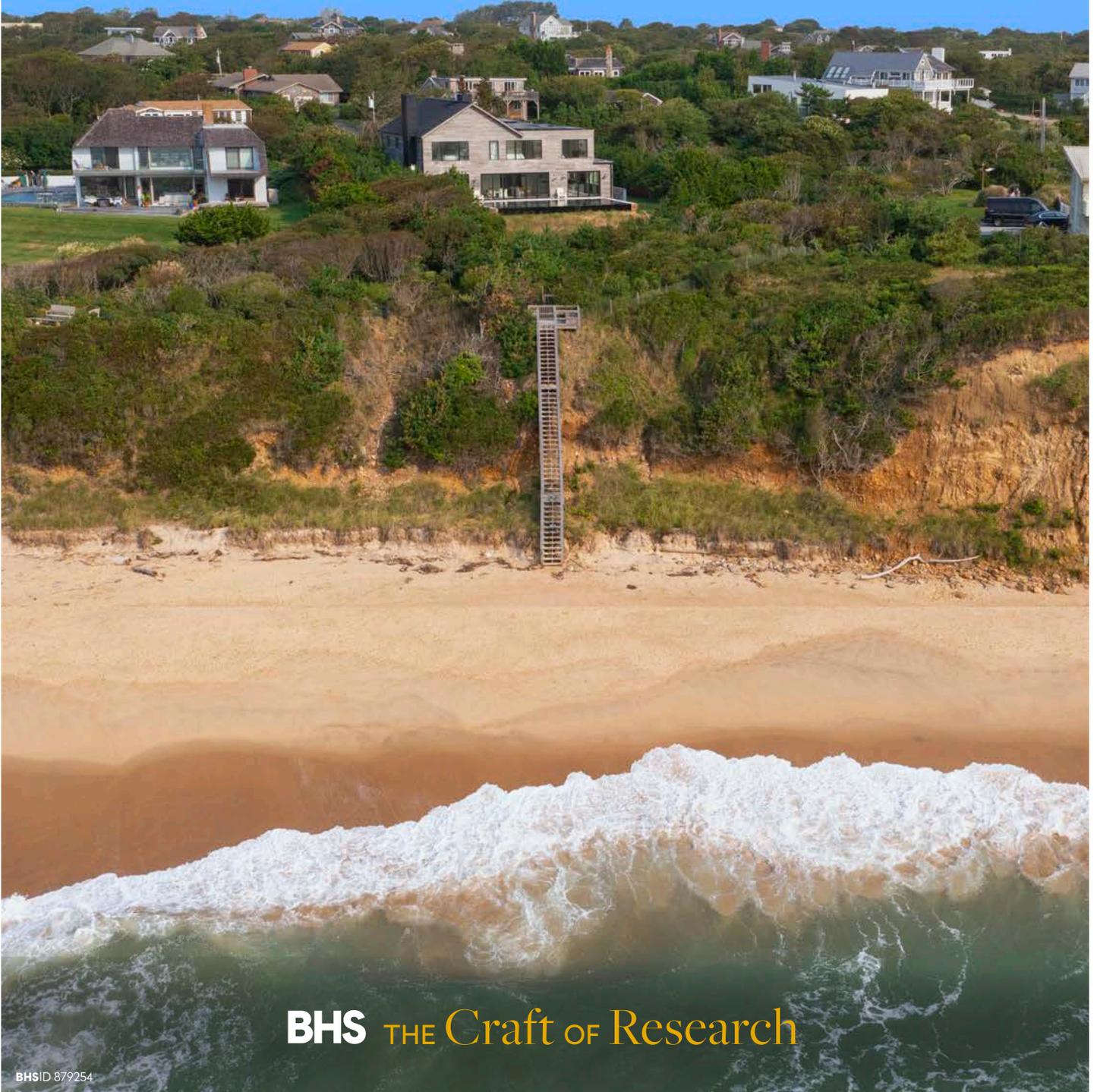


Hamptons

YEAR END 2021 MARKET REPORT



BHS THE Craft of Research

Year End 2021

Hamptons Market Report



We are pleased to present our 2021 Year End Hamptons and North Fork market report. After a banner year in 2020, demand for real estate on the East End continued unabated, despite unprecedented low inventory levels across the region. The result was a year of record sales activity, particularly at the high end of the market, and new records were set for the average and median prices as well as total dollar volume.

With a 5.2% increase in the number of sales (2,639 in 2021 vs. 2,508 in 2020), the Hamptons recorded the highest number of transactions since 2004. More impressively, those sales accounted for a 25.5% increase in the total dollar volume, reaching an all-time high of \$7.398 Billion.

A major factor in the steep rise in total dollar volume was the increased demand at the highest end of the market. There were 95 sales over \$10 Million in 2021 (compared to 71 in 2020) - an all-time record. These 95 sales accounted for only 3.6% of the total number of sales, yet were responsible for 26.1% of the total dollar volume for the year (\$1.93 Billion).

More sales in each category over \$1 Million contributed to the spike in both the average and median sales prices. The average price in the Hamptons was \$2,803,562, an increase of 19.3% from 2020, and an all-time record high. The median price rose 18.5% to \$1,600,000, the highest year-end median price to date.

Despite these remarkable numbers, every agent on the East End can attest to the lack of inventory as an impediment to even greater sales. However the issue of inventory resolves, one thing is certain: as the following data shows, real estate in the Hamptons continues to demonstrate its long term strength and resilience.

Robert Nelson

Executive Managing Director

Brown Harris Stevens of the Hamptons, LLC

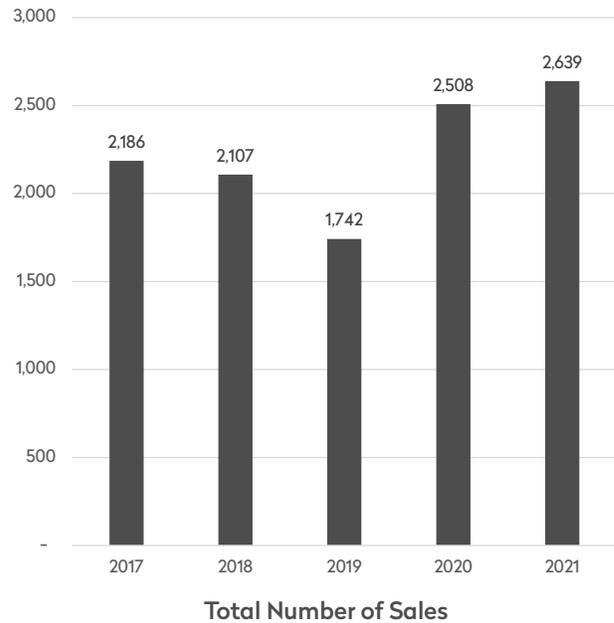
Hamptons

High Demand Yields Record Numbers

Despite low inventory levels persisting throughout the year, the demand for real estate on the East End continued to be strong in 2021, leading to a record number of sales and prices.

The Total Dollar Volume for 2021 jumped 25.5% as compared to 2020, with an historic high of \$7.4 Billion, crushing the previous record of \$5.89 Billion set in 2020.

The Total Number of Sales in the Hamptons increased 5.2%, to 2,639. This represents the highest number of yearly sales since 2004.



↑ 25.5%

Dollar Volume
2021 vs. 2020

↑ 19.3%

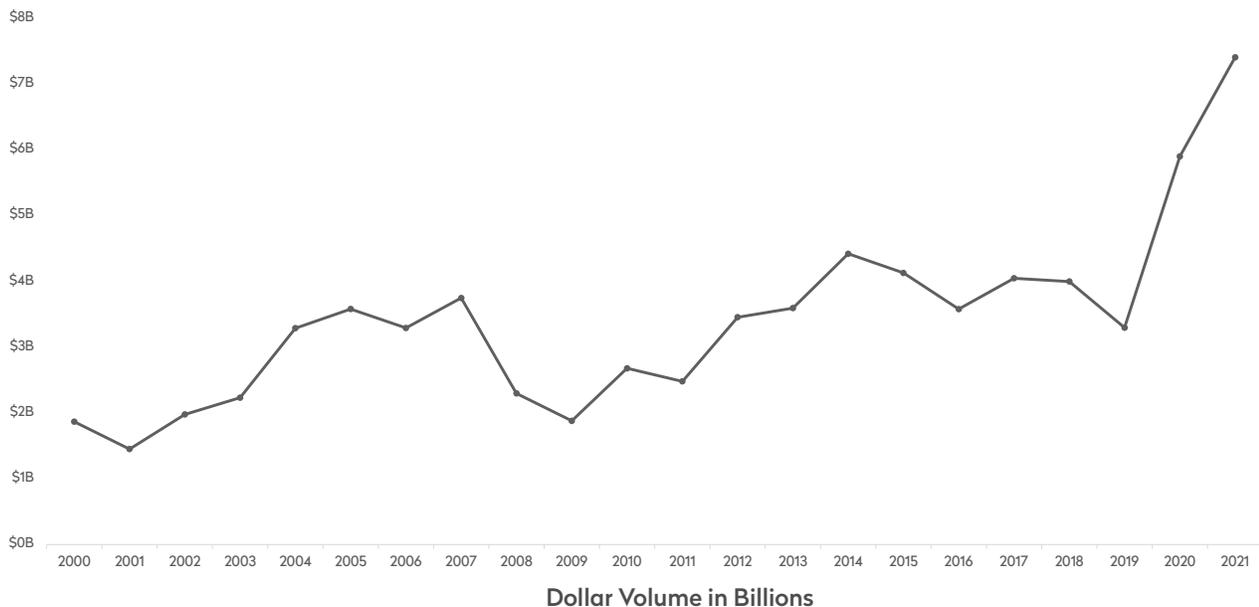
Average Sold Price
2021 vs. 2020

↑ 5.2%

Number of Sales
2021 vs. 2020

Historic Achievement in Total Dollar Volume

Increases in both the number of sales and in the average closing price led to an all-time record for Total Dollar Volume, which increased 25.5% from \$5.89 Billion in 2020 to \$7.4 Billion. A record number of sales over \$10M (95 in 2021 vs. 71 in 2020) contributed to this surge, accounting for \$1.93B, or 26.1% of the total dollar volume.

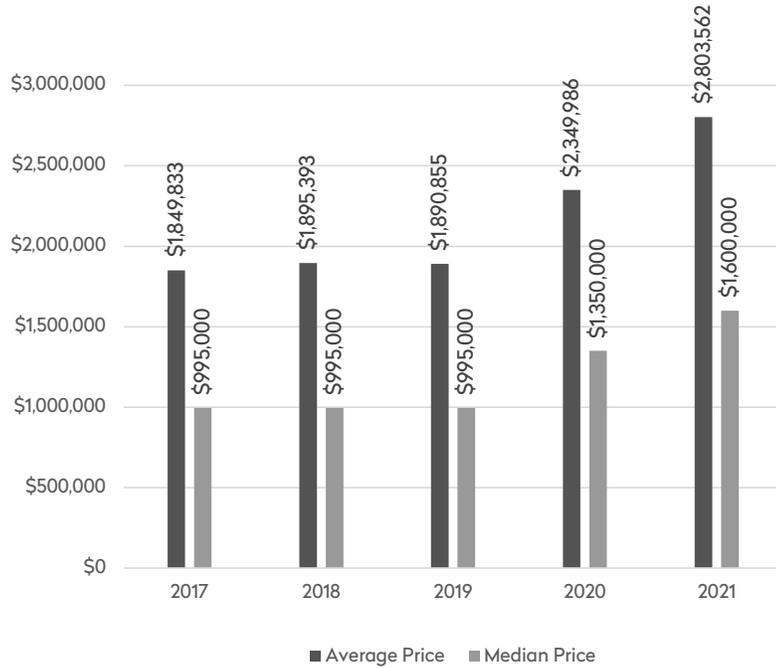


Data for this report is sourced from The Real Estate Report Inc. and references single-family residential real estate transactions. Based upon data available as of January 21, 2022. 2021 data is preliminary and subject to revision in future reports.

Hamptons

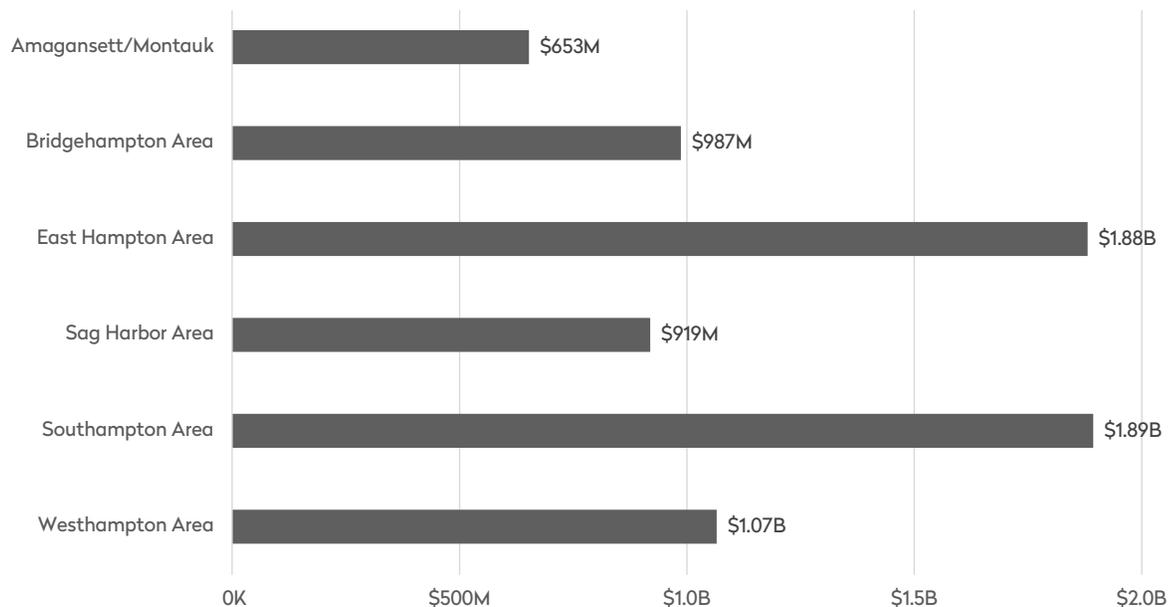
Average and Median Sales Prices Reach Record Numbers

Sales prices in the Hamptons averaged \$2,803,562 during 2021, an increase of 19.3% from 2020, and an all-time high for year-end average price. The median price - which measures the middle of the market - jumped 18.5% to \$1,600,000, also a year-end record high.



2021 Dollar Volume by Area

Each market area in the Hamptons recorded increases in the total dollar volume, a reflection primarily of a rise in sales at higher price points and an increase in the average sales price.

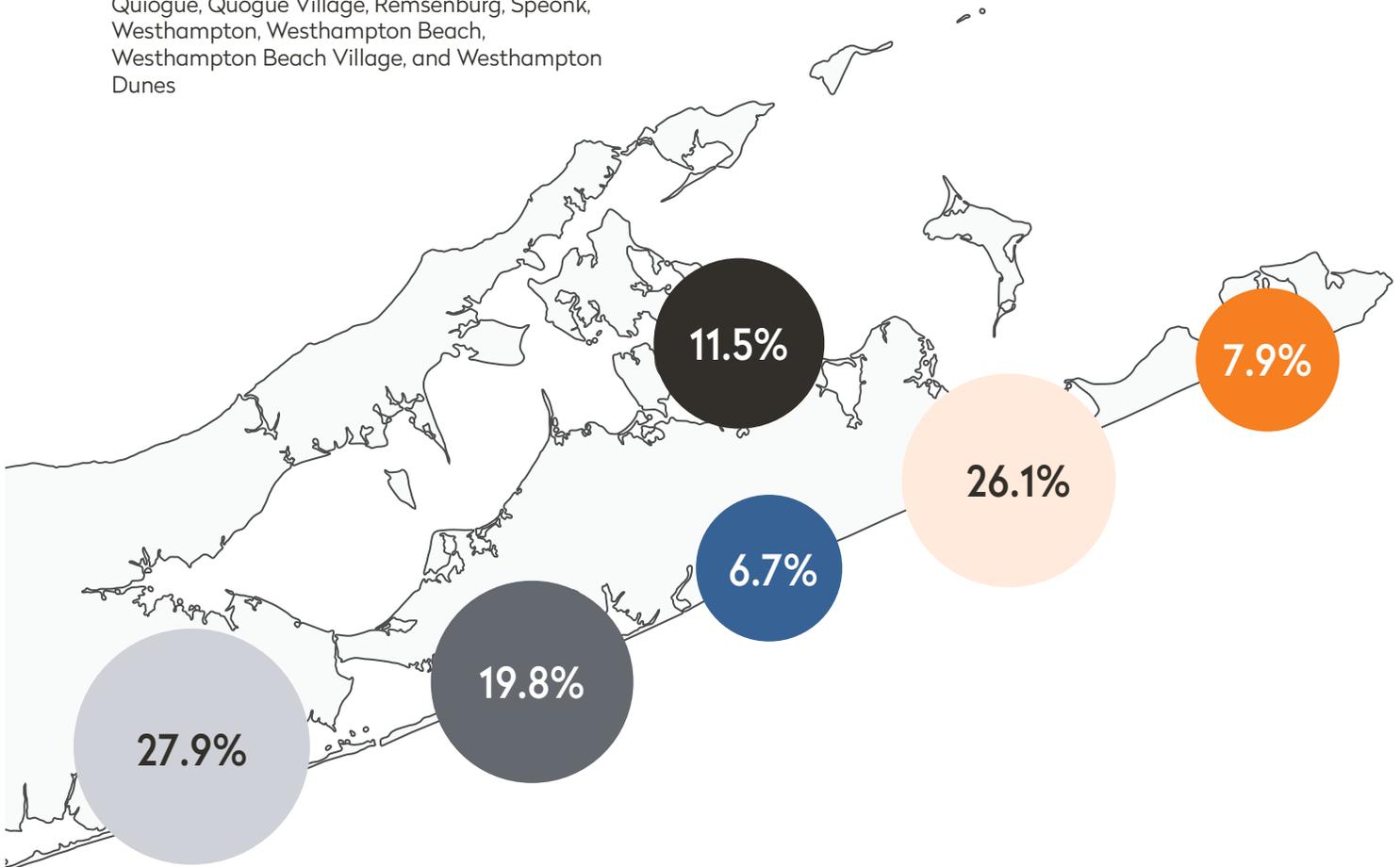


Year End 2021

Hamptons

Number of Sales by Area

- Amagansett/Montauk - 200 Sales**
- East Hampton - 654 Sales**
Includes East Hampton and East Hampton Village
- Bridgehampton Area - 167 Sales**
Includes Bridgehampton, Sagaponack and Wainscott
- Sag Harbor Area - 388 Sales**
Includes North Haven, Noyac, Sag Harbor, Sag Harbor Village, and Shelter Island
- Southampton Area- 496 Sales**
Includes North Sea, Southampton, Southampton Village and Water Mill
- Westhampton Area- 734 Sales**
Includes East Quogue, Eastport, Hampton Bays, Quogue, Quogue Village, Remsenburg, Speonk, Westhampton, Westhampton Beach, Westhampton Beach Village, and Westhampton Dunes



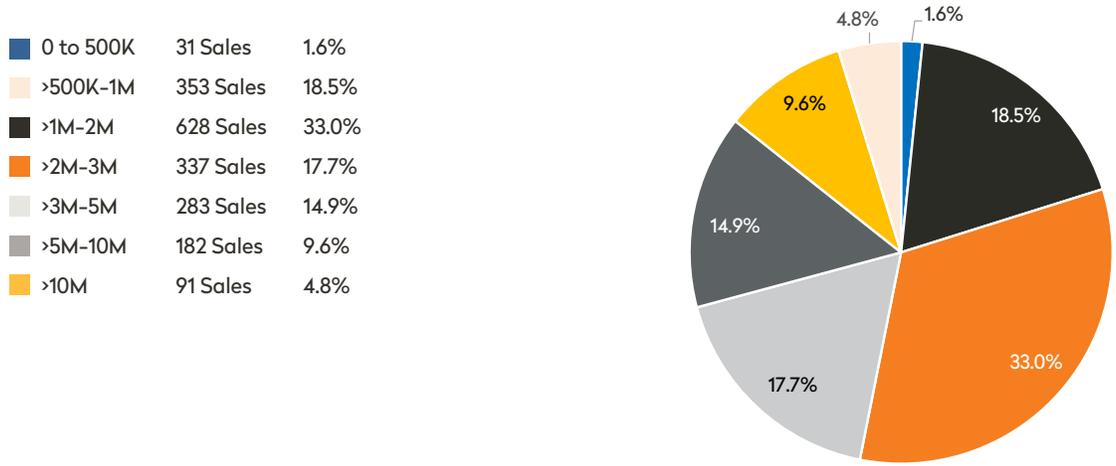
Year End 2021

Hamptons

Percentage of Sales by Price

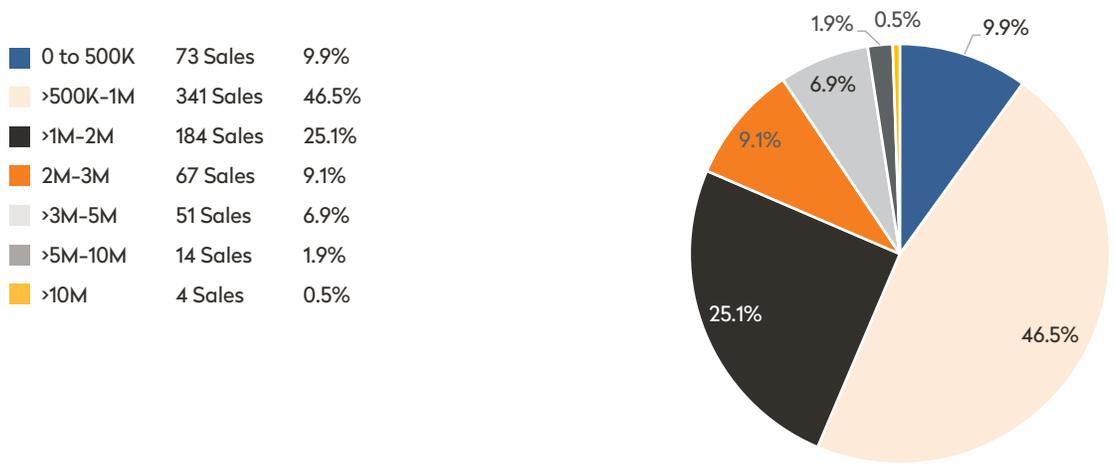
Hamptons East of the Shinnecock Canal

The single largest category of sales in the eastern part of the Hamptons was the \$1 million to \$2 million range, with 628 sales in 2021, accounting for 33% of all transactions.



Hamptons West of the Shinnecock Canal

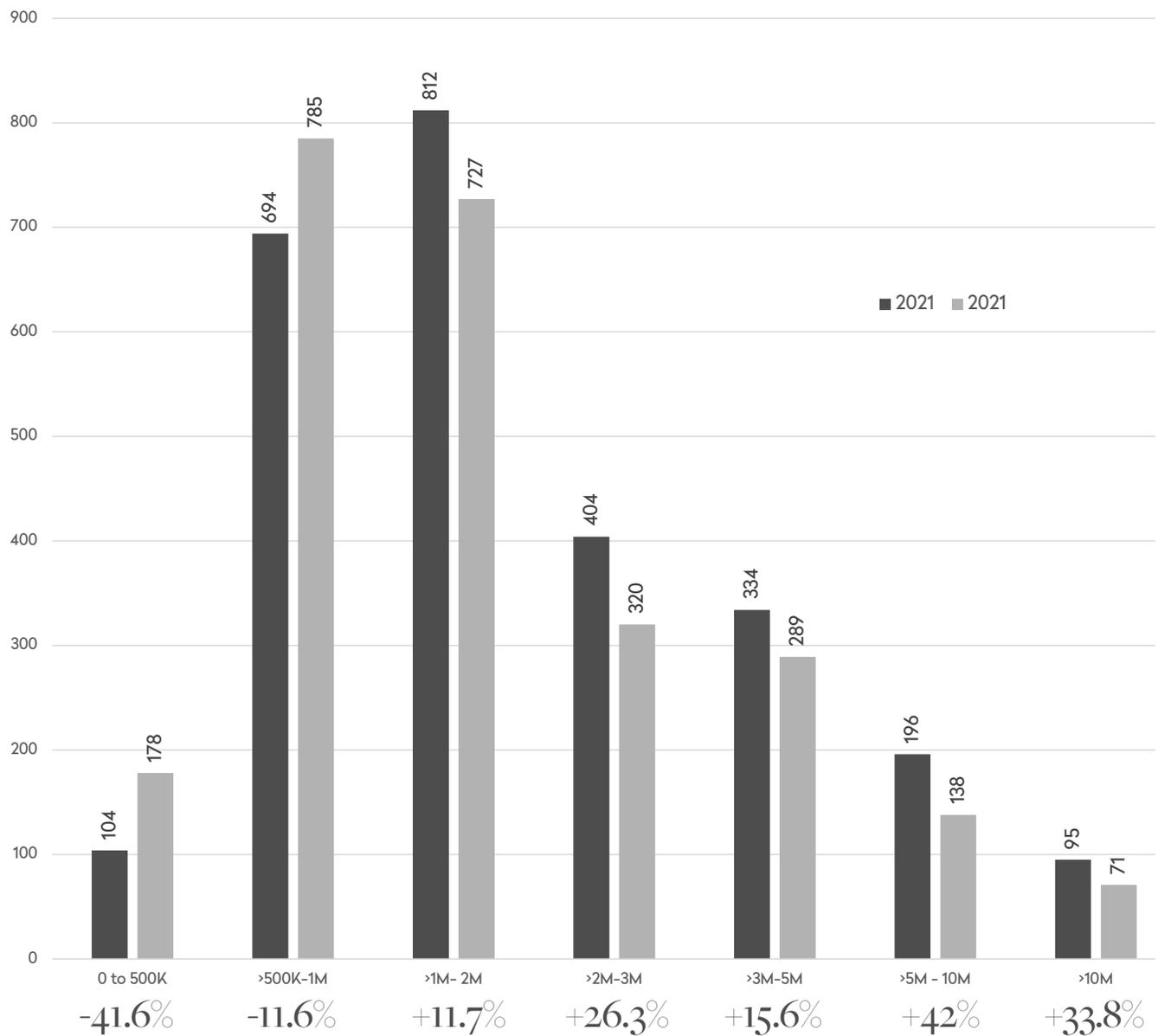
With a higher availability of more moderately priced houses, the Hamptons west of the Shinnecock Canal saw the majority of sales under \$1 million, with 46.5% of all sales in the \$500K to \$1M category. The next largest range, between \$1 and \$2 million, accounted for 25.1% of all closings west of the Canal.



Hamptons

South Fork Sales by Price: 2021 vs. 2020

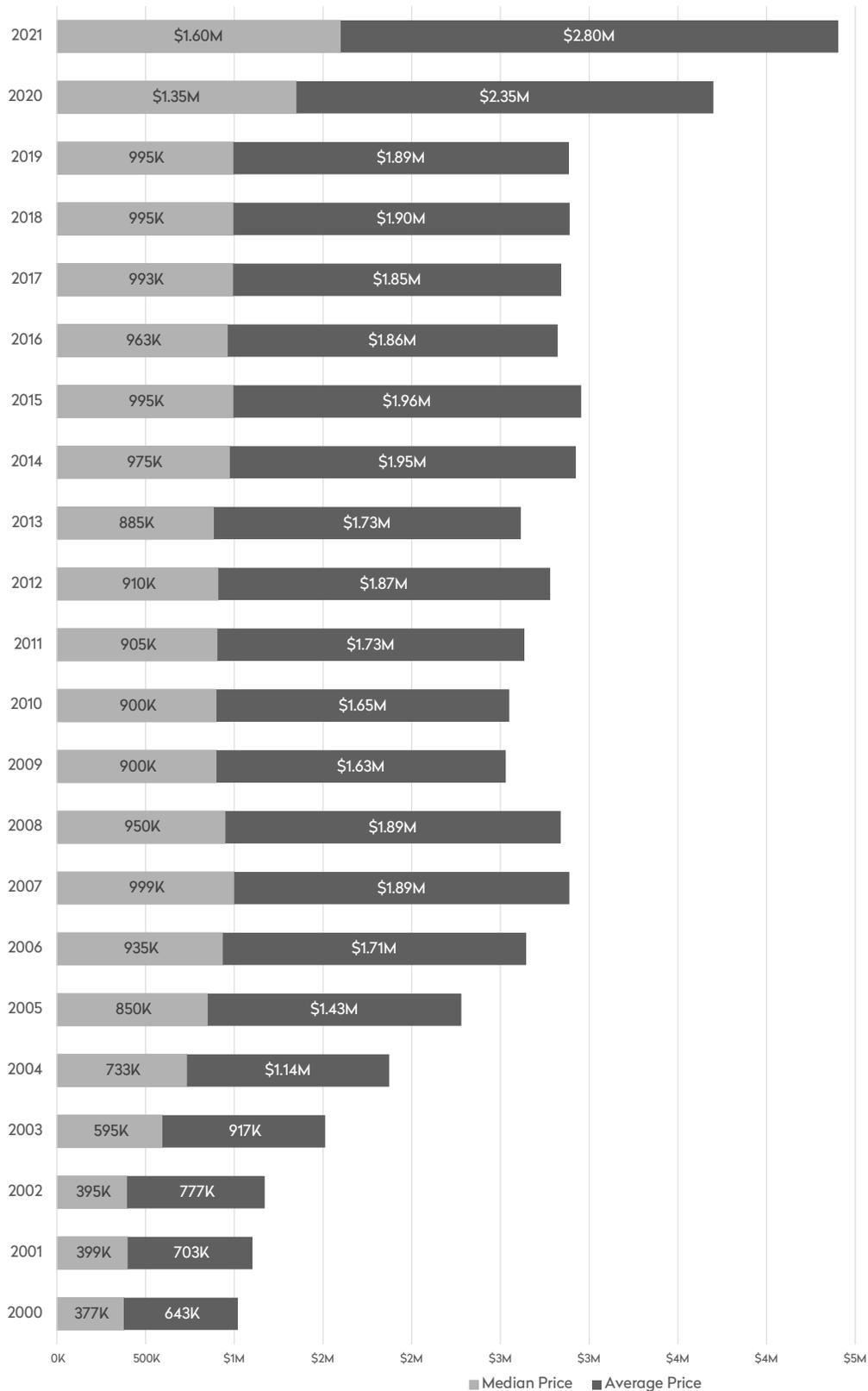
Looking at the entire Hamptons area, east and west of the Shinnecock Canal, all price range categories experienced increases in 2021 except for those under \$1,000,000 - a reflection more of the shrinking availability for the lower end of the market than one of low demand. Particularly affecting the total dollar volume, the high-end of the market experienced the largest year-over-year increases. The 95 sales above \$10M in 2021, while only 3.6% of the total number of sales, accounted for 26.1% of the total dollar volume for the year.



Long-Term Trends 2000 - 2021

Hamptons Average and Median Prices

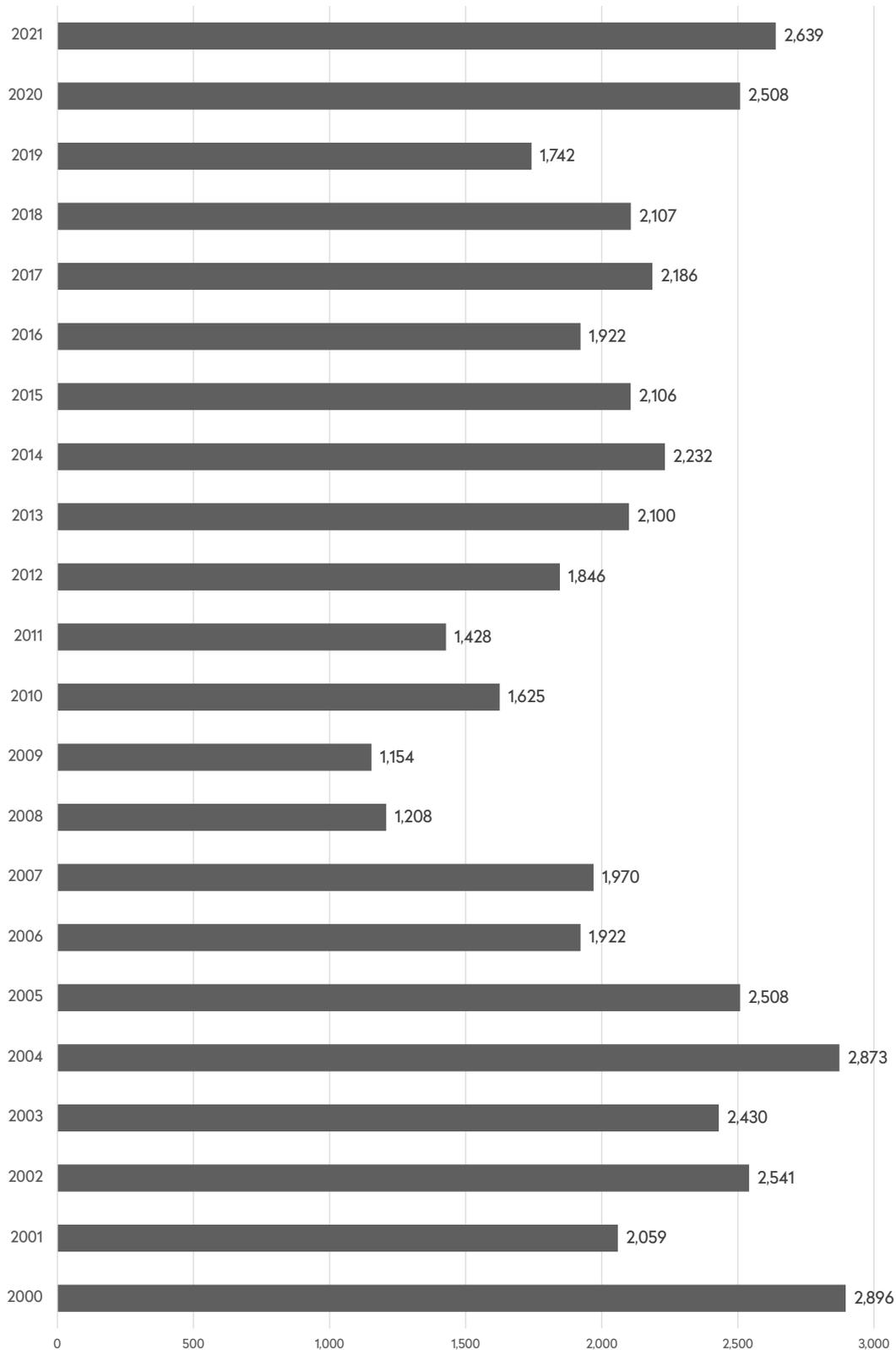
Sales prices in the Hamptons averaged \$2,803,562 during 2021 - an all-time high for year-end average price. This represents an increase of 19.2% from 2020 and is nearly \$1M higher than the 2019 average sales price of \$1,890,855. The median price - which measures the middle of the market - rose 18.5% to \$1,600,000, also a record high for a yearly median price.



Long-Term Trends 2000 - 2021

Hamptons Total Number of Sales

The Total Number of Sales in the Hamptons increased 5.2% compared to 2020, with 2,639 sales in 2021 - the highest number of yearly sales since 2004.



Year End 2021

Hamptons

Single-Family Homes - East of the Shinnecock Canal

Amagansett

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$2,550,000	\$3,522,059	55	0	9	13	7	14	10	2
2020	\$2,675,000	\$3,487,302	96	0	6	29	17	25	17	2
2021	\$2,750,000	\$4,103,151	87	0	8	21	23	20	11	4

Bridgehampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$2,911,600	\$4,803,555	61	1	5	14	13	12	12	4
2020	\$2,985,000	\$4,766,869	91	0	8	25	13	24	12	9
2021	\$3,511,000	\$5,503,472	129	2	9	24	23	27	24	20

East Hampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$975,000	\$1,232,973	308	23	143	109	21	8	4	0
2020	\$1,125,000	\$1,450,206	495	26	198	177	57	31	6	0
2021	\$1,400,000	\$1,783,185	510	14	133	221	86	45	10	1

East Hampton Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$3,513,213	\$5,296,714	44	0	4	7	7	12	8	6
2020	\$3,297,500	\$6,274,047	74	0	5	11	17	16	14	11
2021	\$4,300,000	\$6,975,133	91	0	3	18	12	25	21	12

Montauk

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$1,402,500	\$2,221,223	86	1	29	36	7	6	5	2
2020	\$1,450,000	\$1,929,259	124	3	30	51	25	10	4	1
2021	\$1,790,000	\$2,617,409	113	1	15	53	21	14	6	3

Year End 2021

Hamptons

Single-Family Homes - East of the Shinnecock Canal

North Haven

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$2,600,000	\$3,874,671	19	0	0	7	3	5	3	1
2020	\$2,350,000	\$3,642,160	47	0	8	11	9	11	3	5
2021	\$2,850,000	\$4,558,741	37	1	2	8	8	5	8	5

Sag Harbor

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$967,500	\$1,340,325	96	8	44	28	11	4	1	0
2020	\$1,325,000	\$1,675,889	131	6	41	53	14	13	4	0
2021	\$1,300,000	\$1,791,509	138	3	44	54	15	18	4	0

Sag Harbor Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$1,600,000	\$1,965,814	66	1	16	23	17	7	2	0
2020	\$1,995,000	\$2,335,156	69	0	13	24	10	18	4	0
2021	\$2,400,000	\$2,729,395	113	0	3	43	29	29	9	0

Sagaponack

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$4,000,000	\$5,679,700	35	0	1	8	3	9	8	6
2020	\$4,330,000	\$5,729,722	51	0	3	12	2	14	11	9
2021	\$5,465,000	\$7,283,947	38	0	0	4	3	11	9	11

Shelter Island

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$950,000	\$1,277,447	67	6	30	23	4	3	1	0
2020	\$1,125,000	\$1,731,163	98	4	41	29	14	5	4	1
2021	\$1,354,000	\$1,950,408	100	1	32	34	16	13	3	1

Year End 2021

Hamptons

Single-Family Homes - East of the Shinnecock Canal

Southampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$874,000	\$1,341,656	181	17	90	39	23	10	2	0
2020	\$1,050,000	\$1,485,304	255	13	111	69	41	18	3	0
2021	\$1,310,000	\$1,712,604	249	7	86	87	41	19	9	0

Southampton Village

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$2,620,000	\$5,056,800	71	4	9	14	13	13	9	9
2020	\$3,050,000	\$6,363,956	132	2	7	30	27	30	14	22
2021	\$3,250,000	\$5,841,965	135	2	11	25	25	24	30	18

Wainscott

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$1,337,500	\$2,369,706	17	0	3	9	3	0	1	1
2020	\$2,100,000	\$3,030,632	44	0	7	15	8	8	4	2
2021	\$2,650,000	\$6,355,532	53	0	4	16	17	5	5	6

Water Mill

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$2,100,000	\$3,335,096	68	1	8	21	12	15	8	3
2020	\$2,750,000	\$3,823,116	102	0	5	29	21	21	21	5
2021	\$3,932,500	\$6,053,868	112	0	3	20	18	28	33	10

Year End 2021

Hamptons

Single-Family Homes - West of the Shinnecock Canal

Eastport

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$444,000	\$517,336	12	8	3	1	0	0	0	0
2020	\$508,000	\$527,429	7	3	3	1	0	0	0	0
2021	\$602,500	\$734,566	20	4	13	2	1	0	0	0

East Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$647,275	\$733,337	100	21	64	15	0	0	0	0
2020	\$760,000	\$1,081,297	107	23	50	29	1	2	1	1
2021	\$875,000	\$1,245,444	123	11	63	37	10	1	0	1

Hampton Bays

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$520,000	\$601,508	239	107	119	9	2	2	0	0
2020	\$610,000	\$698,389	255	80	147	24	2	2	0	0
2021	\$715,000	\$808,411	261	37	178	43	1	2	0	0

Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$740,000	\$1,286,818	11	3	4	3	0	1	0	0
2020	\$1,228,250	\$1,782,621	20	1	7	6	4	1	1	0
2021	\$1,630,000	\$1,931,393	26	1	7	8	5	4	1	0

Quogue

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$1,487,000	\$1,969,301	36	0	7	17	6	5	1	0
2020	\$2,375,000	\$3,243,586	63	0	10	16	11	16	8	2
2021	\$2,362,500	\$3,045,182	71	0	10	22	14	18	4	3

Year End 2021

Hamptons

Single-Family Homes - West of the Shinnecock Canal

Remsenburg

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$797,500	\$1,148,845	36	2	25	5	1	3	0	0
2020	\$1,300,000	\$1,363,566	67	3	26	30	7	1	0	0
2021	\$1,300,000	\$1,629,319	53	2	17	21	9	2	2	0

Speonk

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$467,250	\$457,214	7	5	2	0	0	0	0	0
2020	\$515,000	\$545,231	13	5	8	0	0	0	0	0
2021	\$547,500	\$544,053	14	5	9	0	0	0	0	0

Westhampton

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$800,000	\$1,053,067	58	14	25	16	0	2	1	0
2020	\$1,024,500	\$1,231,219	68	7	27	27	5	1	1	0
2021	\$1,100,000	\$1,407,466	77	13	22	25	11	6	0	0

Westhampton Beach

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$1,030,000	\$1,397,432	60	6	23	18	10	2	1	0
2020	\$1,525,000	\$2,101,687	85	2	24	28	10	17	3	1
2021	\$1,662,500	\$2,422,824	74	0	21	21	13	12	7	0

Westhampton Dunes

	Median Price	Average Price	Sales	0 to 500K	>500K -1M	>1M-2M	>2M-3M	>3M-5M	>5M-10M	>10M
2019	\$1,900,000	\$2,234,722	9	0	0	5	2	2	0	0
2020	\$3,387,500	\$3,552,111	14	0	0	1	5	5	3	0
2021	\$2,750,000	\$2,578,767	15	0	1	5	3	6	0	0

Year End 2021
**Residential
Market Report**

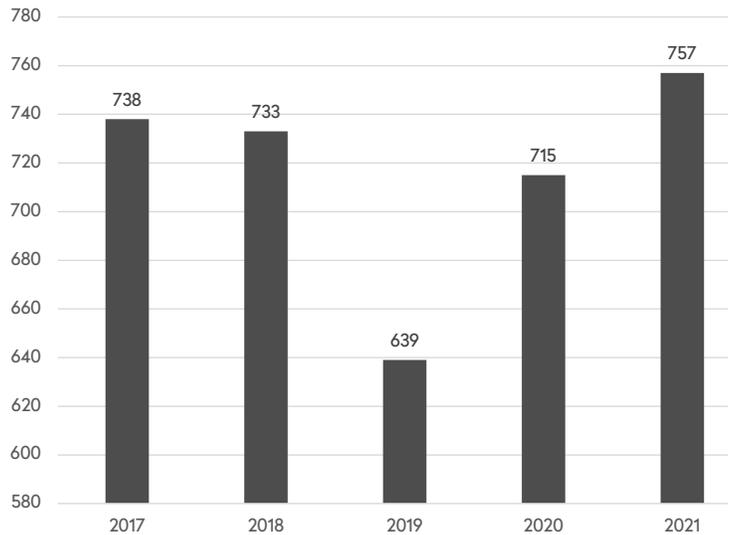


North Fork

Increased Demand + Higher Prices

The demand for residential real estate on the North Fork remained strong throughout 2021, with year-over-year increases in the number of sales, dollar volume and the average and median prices.

The number of single-family home sales on the North Fork rose 5.9%, from 715 sales in 2020 to 757 in 2021. Reflecting more sales at higher prices than in previous years, the total dollar volume jumped 24% to \$643M - a record high.



Total Number of Sales

↑ 24%

Dollar Volume
2021 vs. 2020

↑ 17.1%

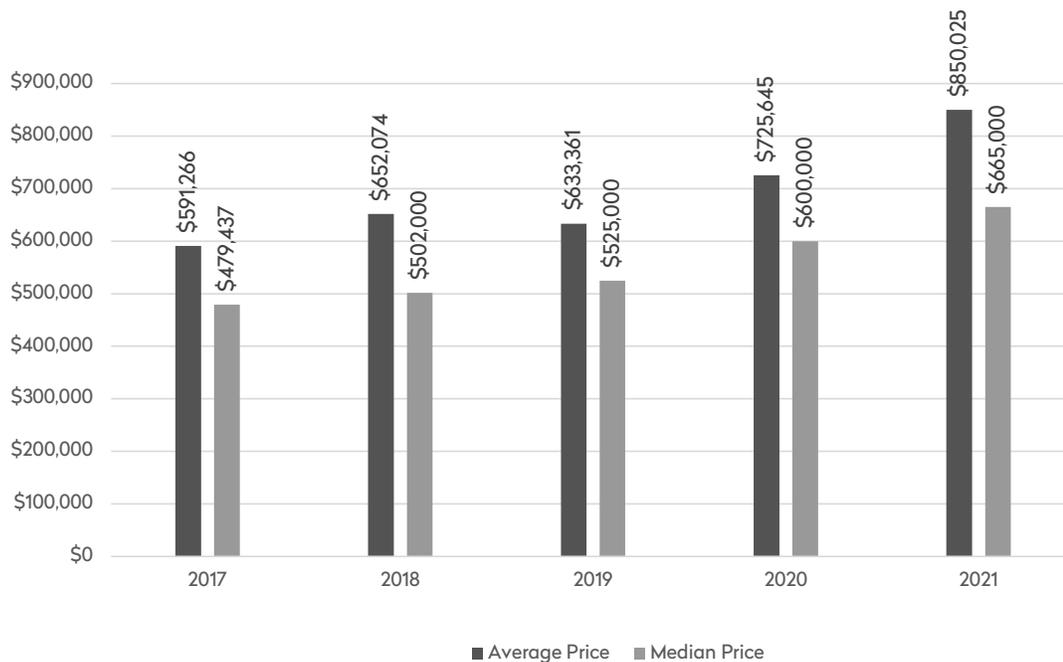
Average Sold Price
2021 vs. 2020

↑ 5.9%

Number of Sales
2021 vs. 2020

Average and Median Sales Prices

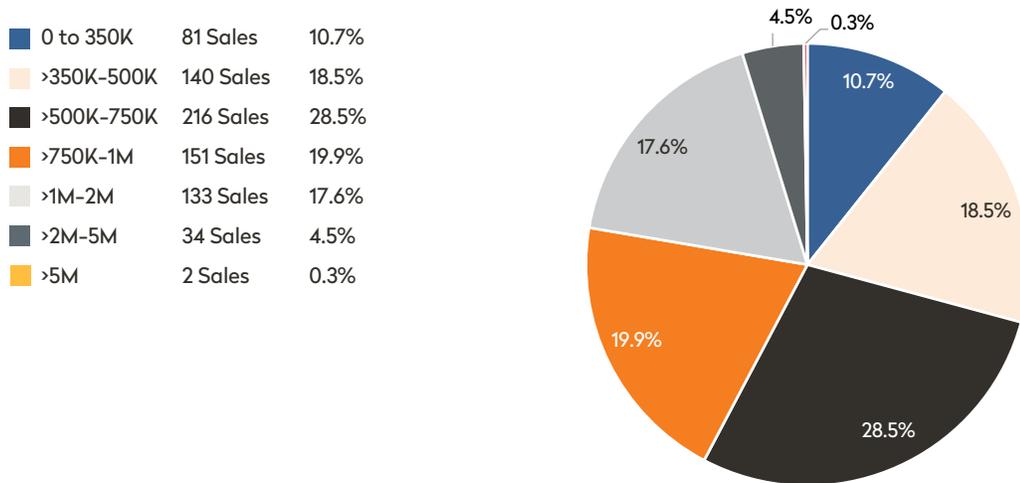
The average sales price on the North Fork increased 17.1% to \$850,025 - the highest year end average price achieved to date. Similarly, the median price - measuring the middle of the market - increased 10.8% compared to 2020, to \$665,000, also a record high.



North Fork

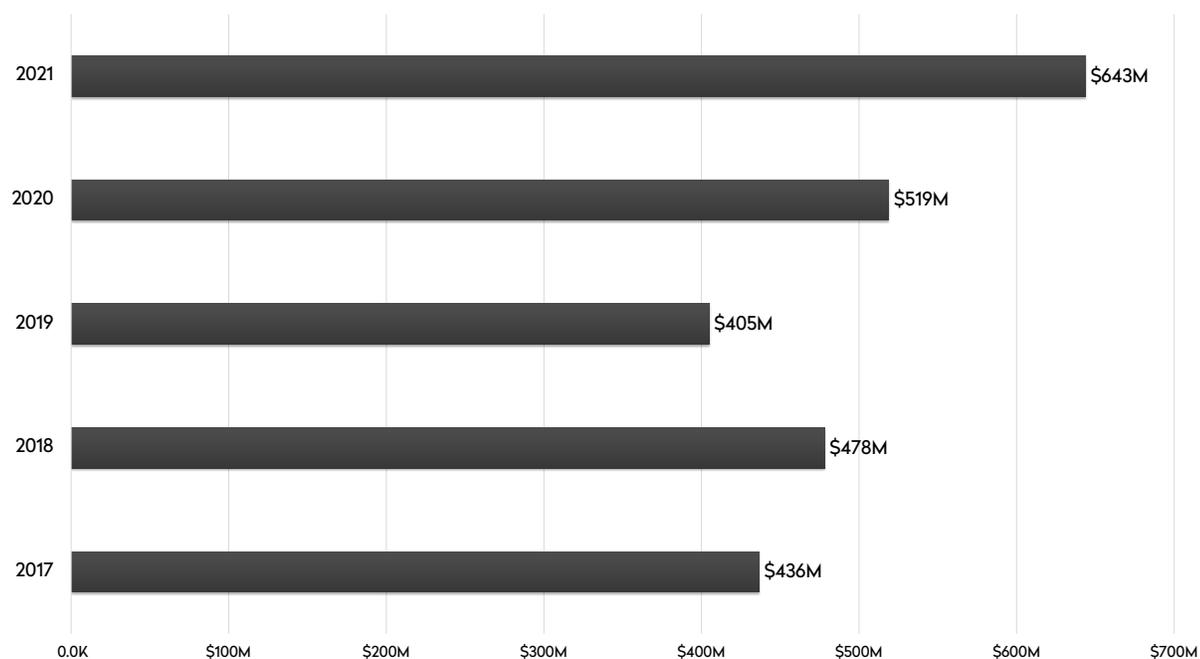
Percentage of Sales by Price

With nearly all sales on the North Fork under \$2 million, the price range with the most sales was the \$500,000 to \$750,000 category, responsible for 28.5% of total transactions in 2021 at 216 sales. All price categories below \$750K posted declines compared to 2020, indicating a growing scarcity of properties at these price points, while every category \$750K+ experienced increases in the number of transactions.



Total Dollar Volume

Reflecting the increases in both the average sales price and the total number of sales, the North Fork total dollar volume rose 24% to \$643 Million, compared to \$519 Million in 2020, establishing the all-time record.



Year End 2021

North Fork

Single-Family Homes

Aquebogue

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2019	\$446,500	\$502,813	39	4	22	9	3	1	0	0
2020	\$490,000	\$555,120	51	5	22	18	3	3	0	0
2021	\$575,000	\$732,387	31	2	10	7	8	4	0	0

Cutchogue

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2019	\$725,000	\$825,724	63	2	5	27	17	10	2	0
2020	\$755,000	\$949,933	69	6	5	23	19	11	5	0
2021	\$820,000	\$1,071,225	71	2	4	21	22	14	8	0

East Marion

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2019	\$577,500	\$782,246	22	2	2	10	5	2	1	0
2020	\$692,000	\$706,017	30	2	8	9	6	5	0	0
2021	\$799,000	\$943,143	21	0	1	6	9	4	1	0

Greenport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2019	\$608,000	\$705,086	43	6	9	16	5	6	1	0
2020	\$650,000	\$811,295	37	4	3	15	6	8	1	0
2021	\$705,000	\$872,308	39	3	6	13	9	6	2	0

Greenport Village

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2019	\$705,000	\$682,457	24	4	3	7	8	2	0	0
2020	\$659,000	\$707,334	31	2	5	16	6	1	1	0
2021	\$612,500	\$720,205	28	2	4	14	4	4	0	0

Year End 2021

North Fork

Single-Family Homes

Jamesport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2019	\$500,000	\$589,910	28	4	11	8	2	3	0	0
2020	\$488,500	\$502,389	18	3	6	8	1	0	0	0
2021	\$640,500	\$724,181	42	4	5	18	10	5	0	0

Laurel

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2019	\$532,738	\$725,416	15	3	4	4	1	3	0	0
2020	\$655,000	\$767,345	24	3	7	4	5	4	1	0
2021	\$702,500	\$794,651	20	1	6	5	2	6	0	0

Mattituck

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2019	\$562,500	\$685,845	70	5	24	24	9	6	2	0
2020	\$606,625	\$782,380	94	4	22	38	14	12	4	0
2021	\$705,000	\$935,436	101	6	16	33	20	18	8	0

New Suffolk

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2019	\$940,000	\$1,463,818	7	0	2	0	2	1	2	0
2020	\$998,250	\$1,126,500	6	0	0	0	4	2	0	0
2021	\$985,000	\$1,569,550	10	1	0	2	2	4	0	1

Orient

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2019	\$747,000	\$1,012,917	24	0	3	10	2	7	2	0
2020	\$960,000	\$1,052,520	27	0	1	6	12	6	2	0
2021	\$1,375,000	\$1,474,450	23	0	1	4	3	10	5	0

Year End 2021

North Fork

Single-Family Homes

Peconic

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2019	\$550,000	\$553,000	11	4	1	3	2	1	0	0
2020	\$700,000	\$859,556	25	1	4	8	4	8	0	0
2021	\$1,182,500	\$1,316,708	16	0	2	4	1	7	2	0

Riverhead

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2019	\$340,000	\$395,258	173	91	47	23	8	4	0	0
2020	\$389,500	\$417,830	150	66	48	29	5	2	0	0
2021	\$460,000	\$493,423	204	55	73	54	17	5	0	0

South Jamesport

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2019	\$437,000	\$486,188	8	1	6	0	1	0	0	0
2020	\$540,000	\$643,000	5	0	1	3	1	0	0	0
2021	\$707,500	\$707,500	2	0	0	1	1	0	0	0

Southold

	Median Price	Average Price	Sales	0 to 350K	>350K -500K	>500K-750K	>750K-1M	>1M-2M	>2M-5M	>5M
2019	\$596,500	\$721,998	112	4	31	44	18	13	2	0
2020	\$728,000	\$866,862	148	6	22	53	35	28	4	0
2021	\$877,000	\$1,054,897	149	5	12	34	43	46	8	1

Contact Us

Year End 2021

Residential Market Report

East Hampton

27 Main Street
East Hampton, NY 11937
631.324.6400

East Hampton

2 Newtown Lane
East Hampton, NY 11937
631.324.6100

Bridgehampton

2408 Main Street
Bridgehampton, NY 11932
631.537.2727

Southampton

31 Main Street
Southampton, NY 11968
631.287.4900

Sag Harbor

96 Main Street
Sag Harbor, NY 11963
631.725.2250

Westhampton Beach

70 Main Street
Westhampton, NY 11978
631.288.5500

North Fork

13105 Main Road
Mattituck, NY 11952
631.477.0551

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