

June 2023: Overview

The number of sales this month have increased slightly to 142 from 122 in May. Overall, the activity has been very steady and similar to the last few months. With interest rates increasing, buyers who need financing have been cautious, but still buying in a price-point that is within their means.

Tips for sellers:

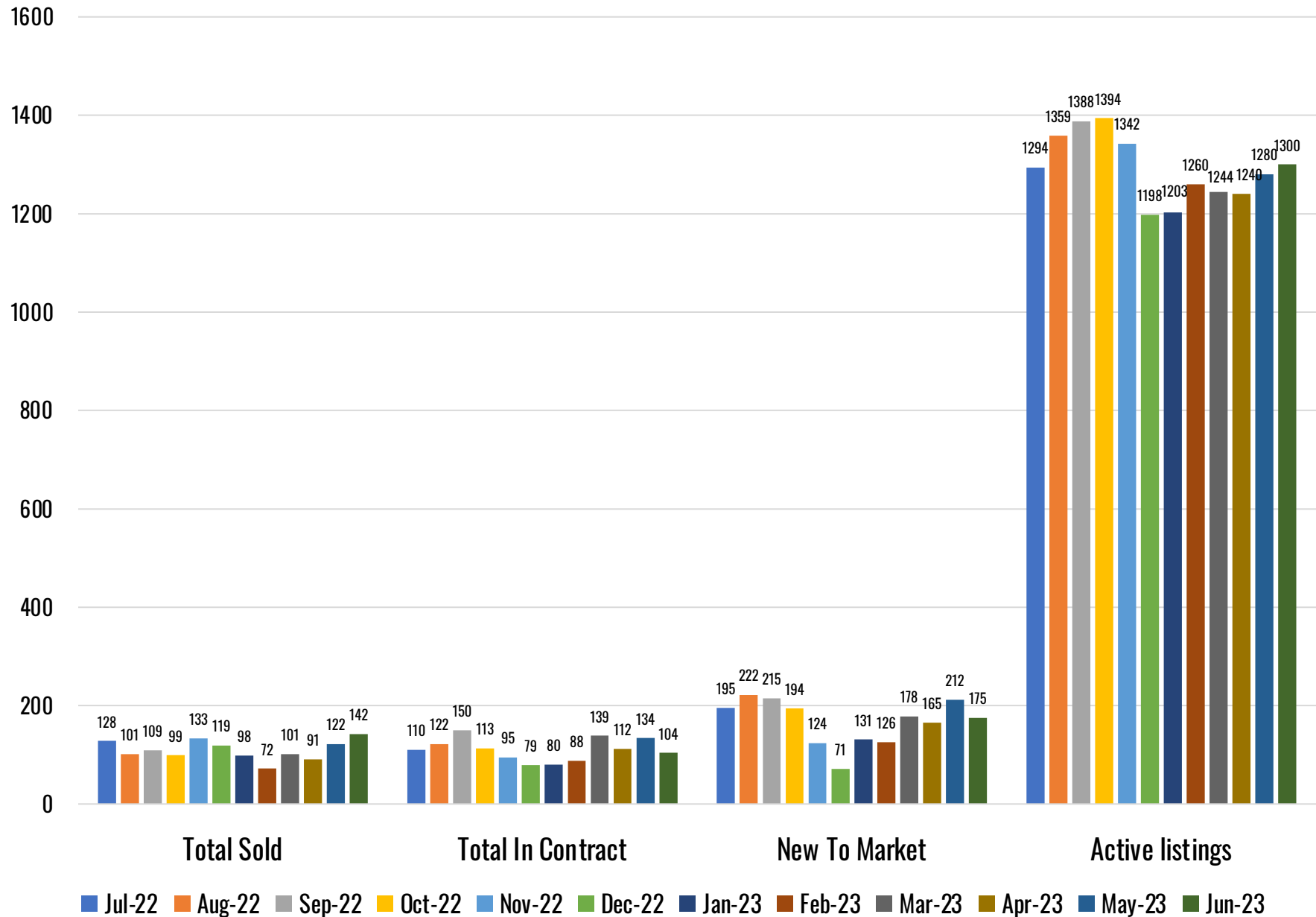
The time to put your house on the market is now. A Hampton's home always looks more inviting during the summer, when pools are open, gardens and trees are in full bloom, and lawns are green. Overall, inventory remains low. Buyers are here now and need houses to purchase.

Tips for buyers:

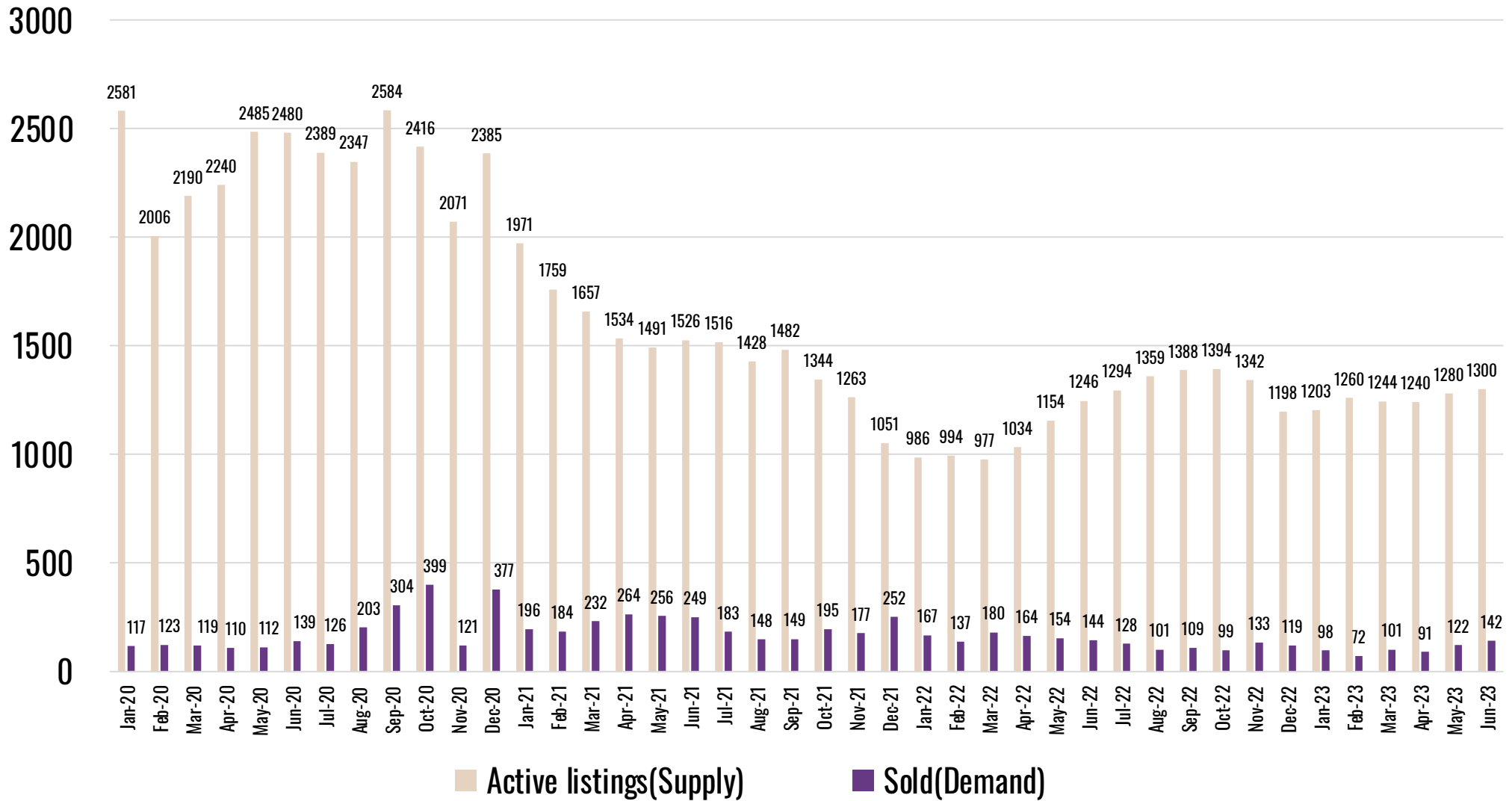
For those buyers who find a home that they love and need financing, I recommend locking in your interest rate and refinancing next year, when interest rates are expected to drop. The rule of thumb is to refinance when interest rates are 75 basis points lower than your current mortgage rate.

For those who are cash buyers, this is a prime opportunity to purchase a home.

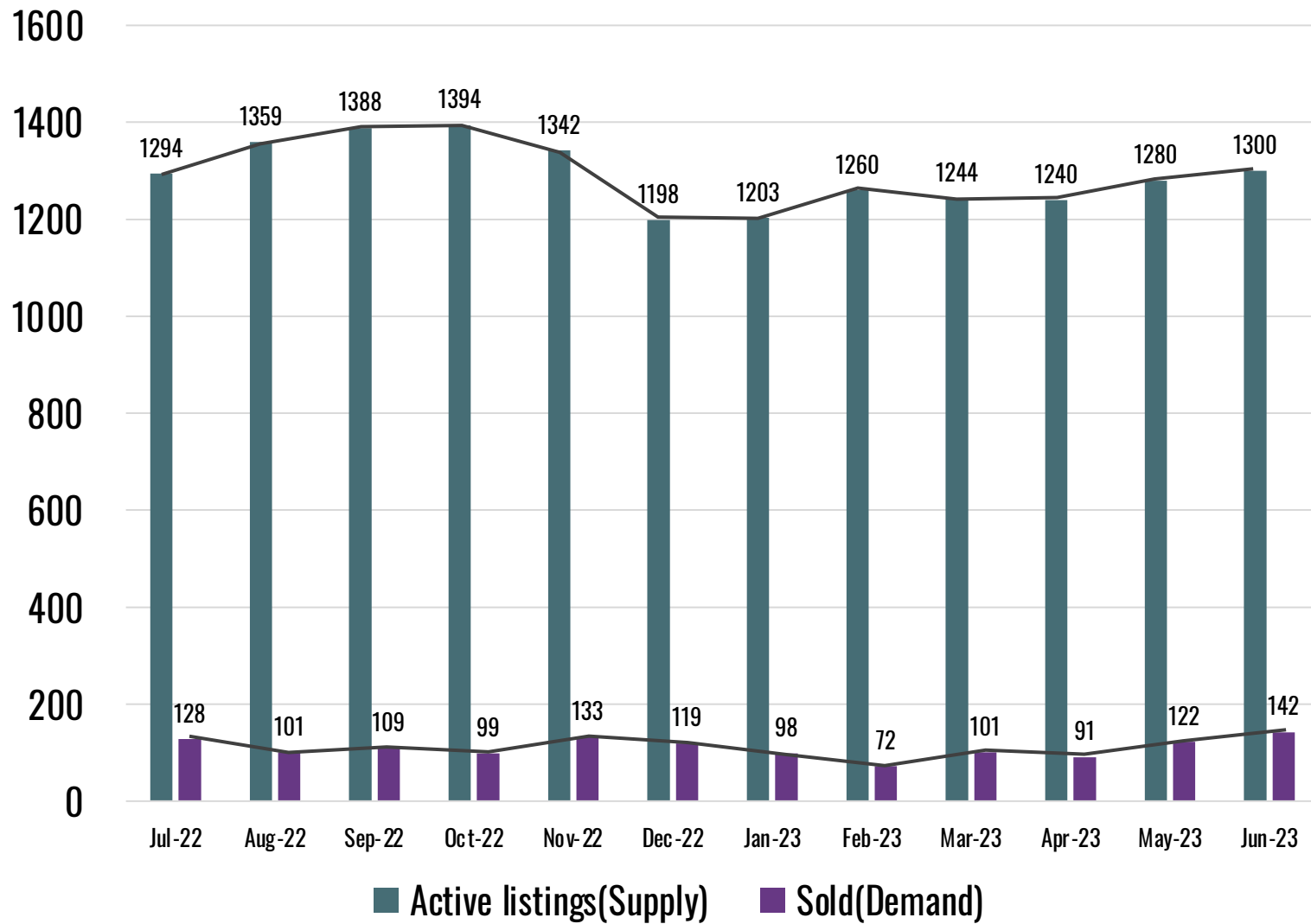
Hamptons Inventory - 12 Months



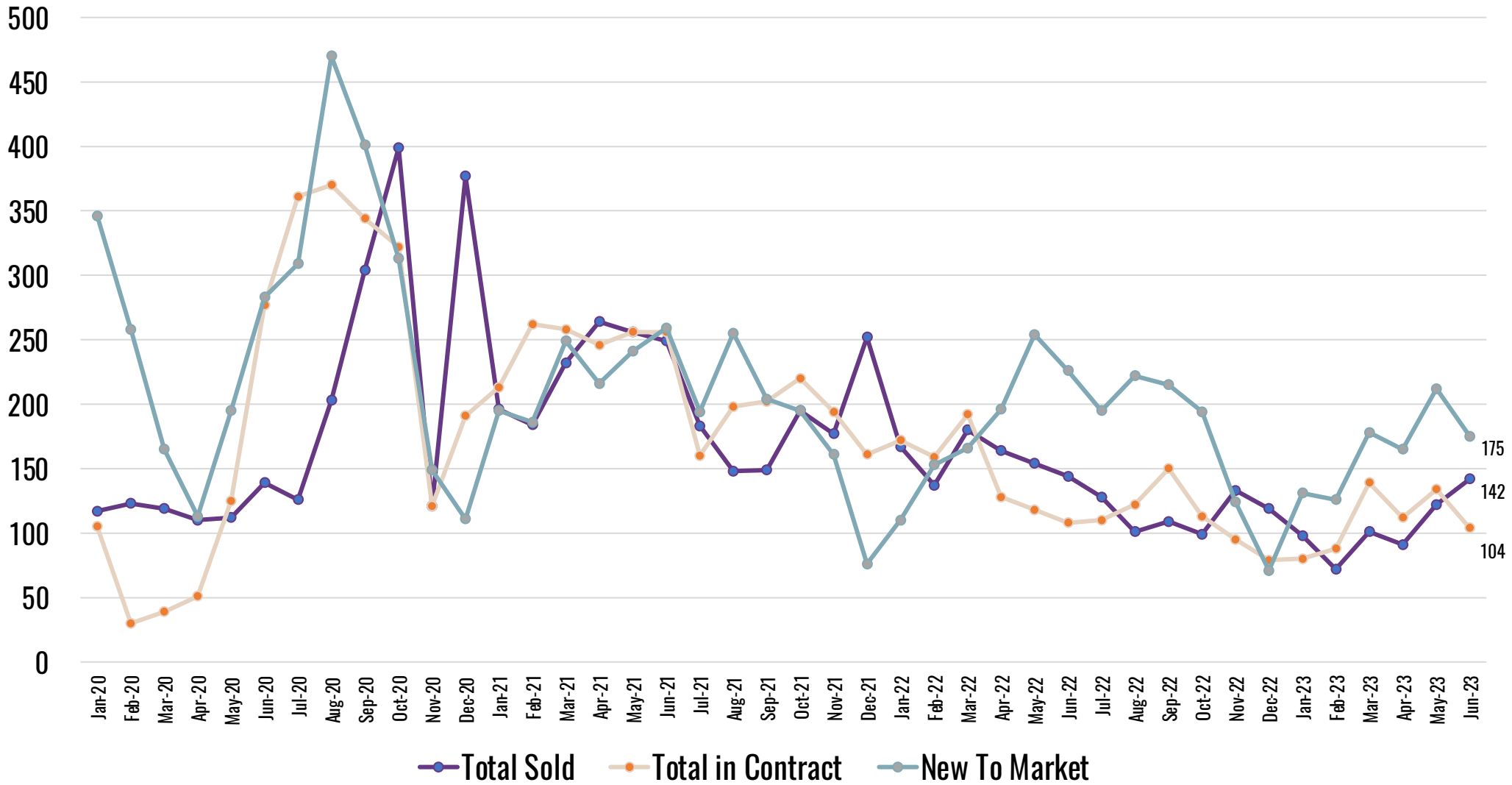
Hamptons Supply vs Demand Beginning 2020



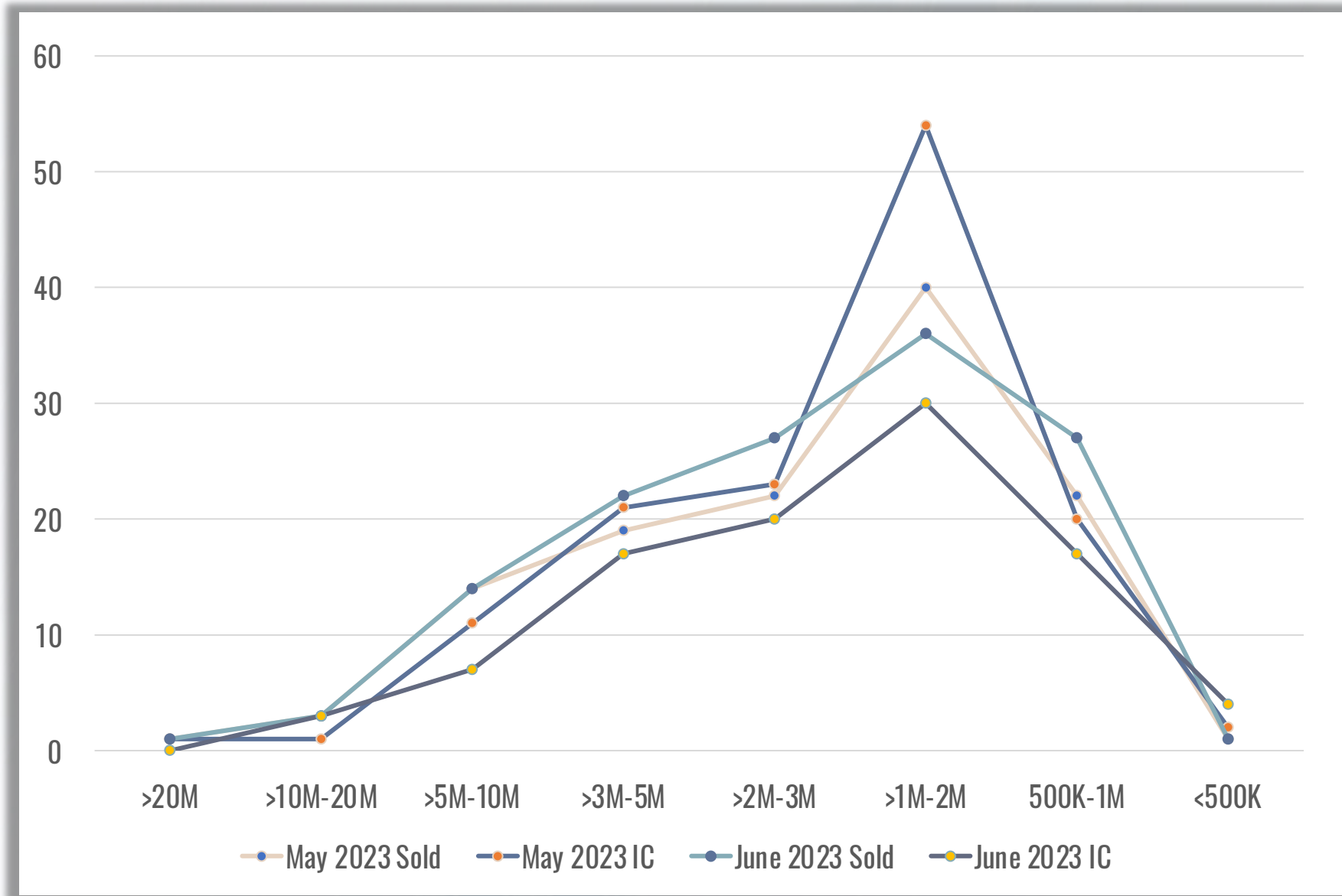
Hamptons Supply vs Demand 12 months



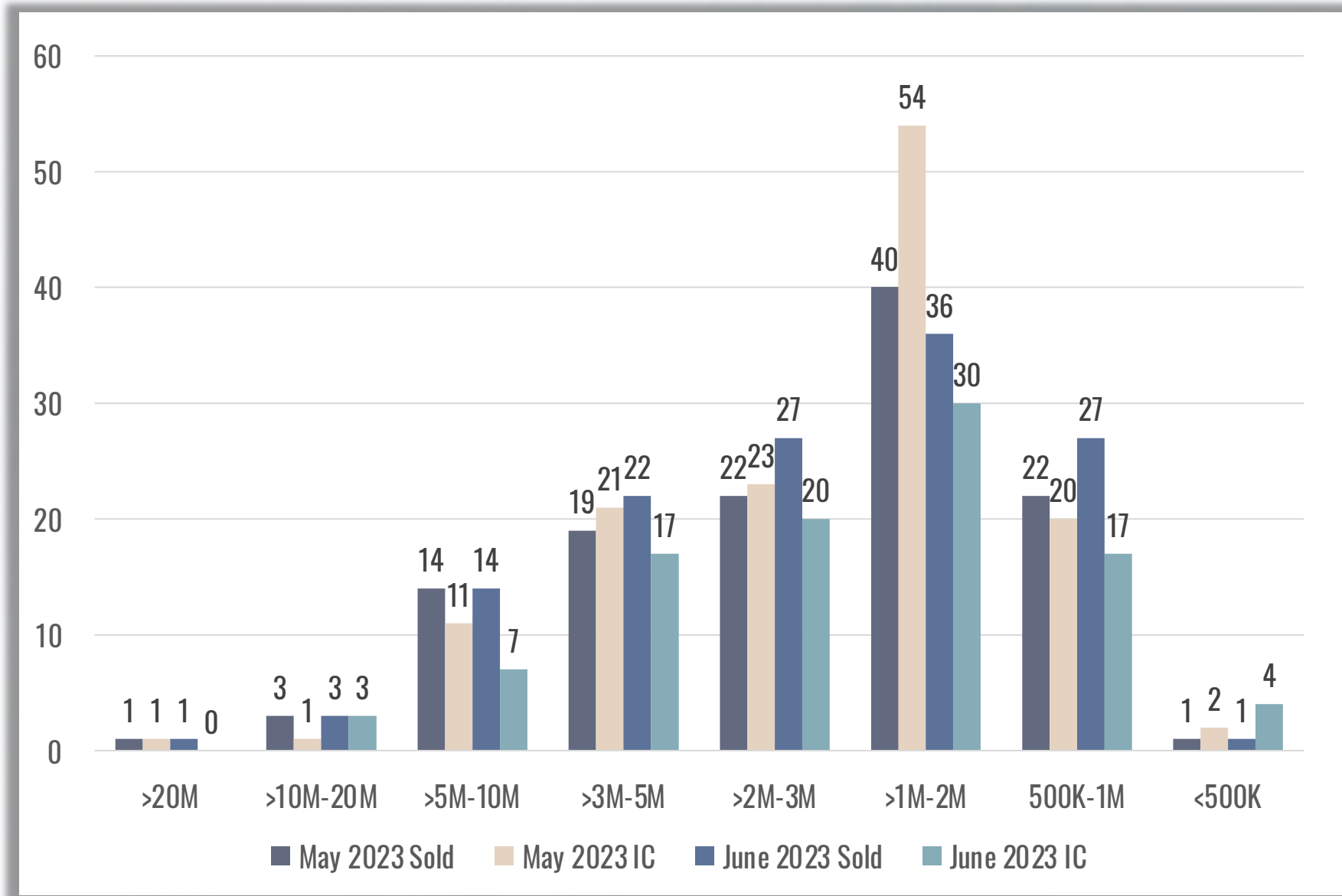
2020-2023 Monthly Totals



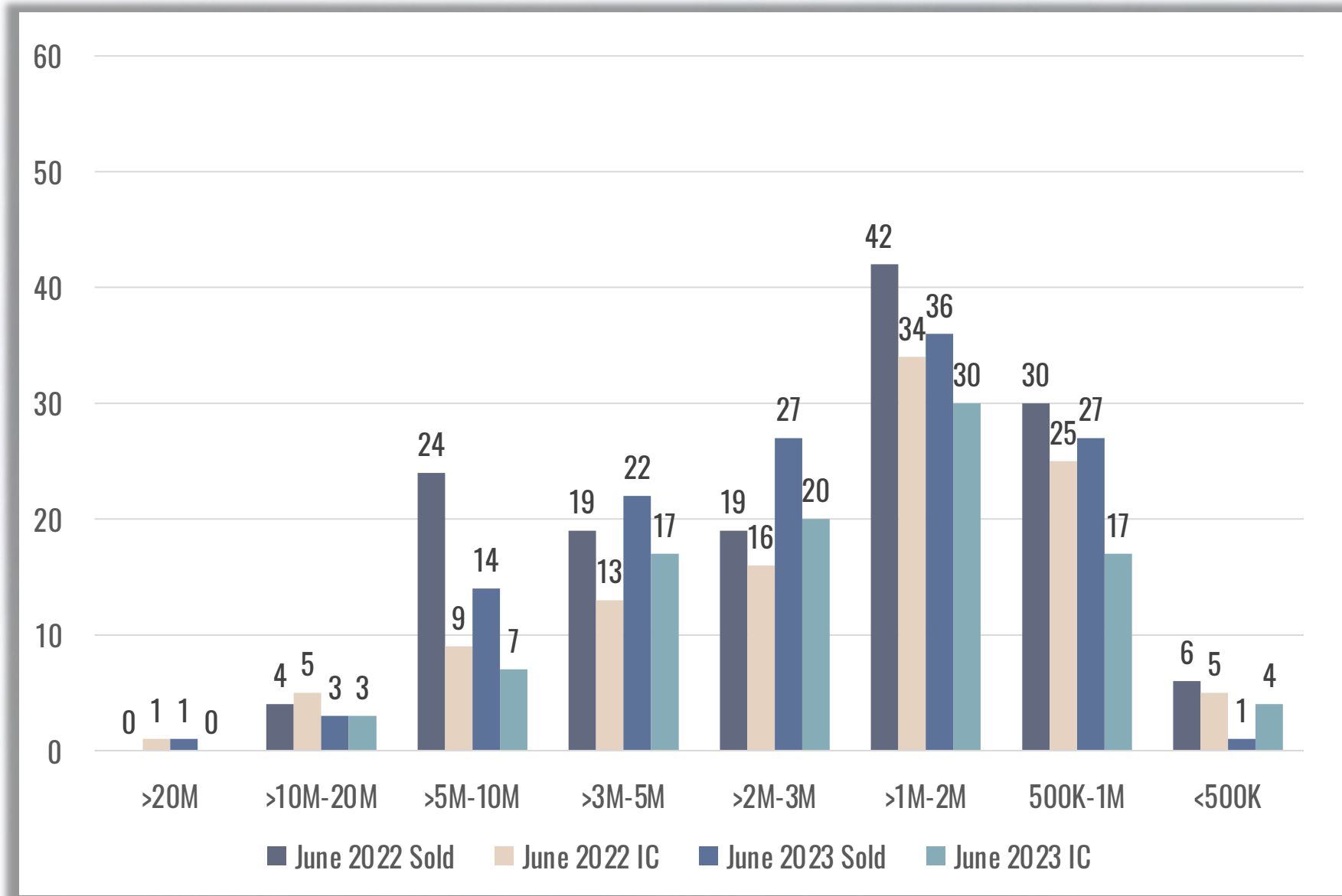
Sold & In Contract May 2023 vs. June 2023



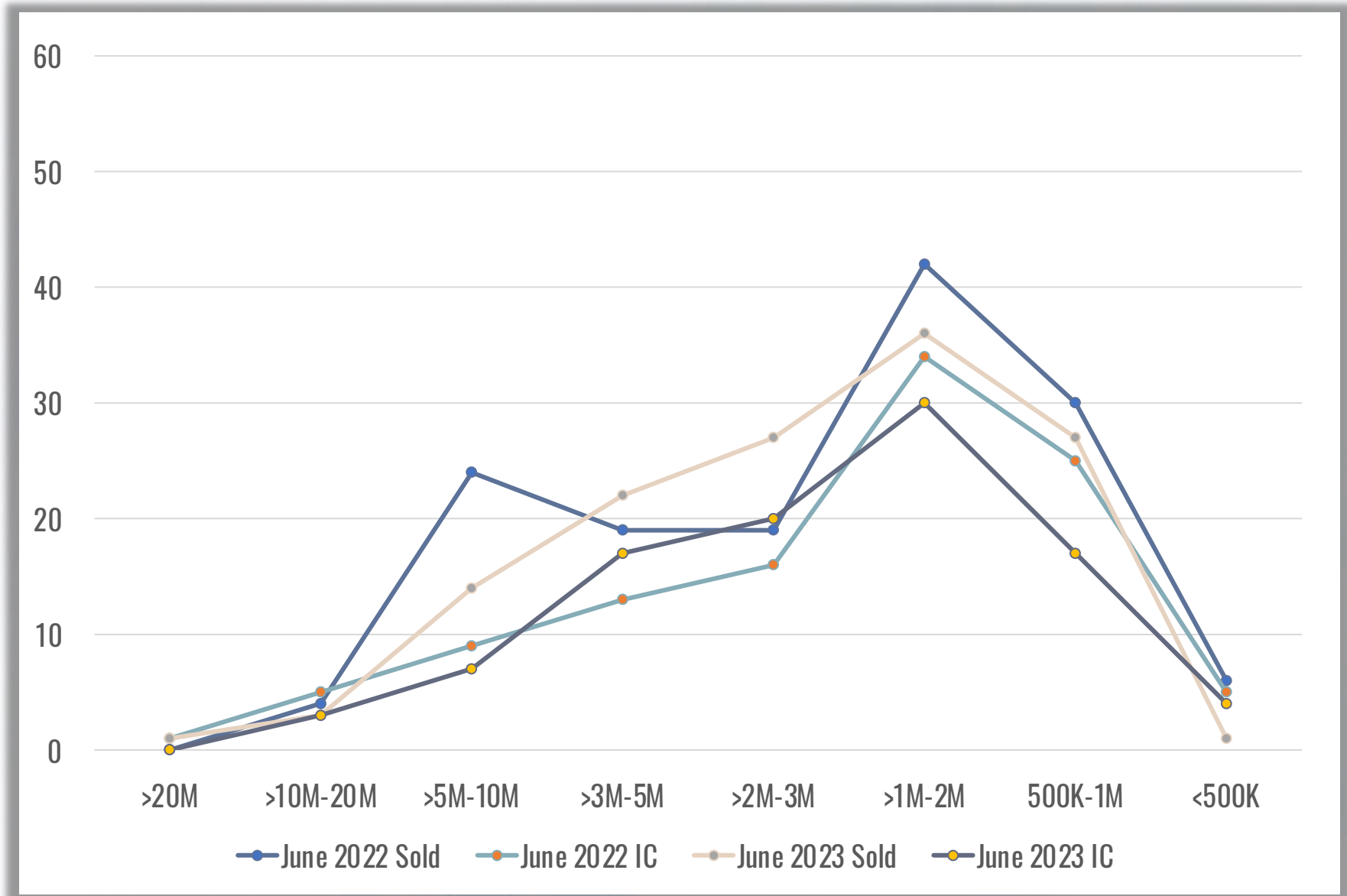
Sold & In Contract May 2023 vs. June 2023



Sold & In Contract June 2022 vs. June 2023



Sold & In Contract June 2022 vs. June 2023



Sold & In Contract June 2023



Sold & In Contract June 2022



June 2022

PRICE RANGE	SOLD PROPERTIES	IN CONTRACT
>20M	0	1
>10M-20M	4	5
>5M-10M	24	9
>3M-5M	19	13
>2M-3M	19	16
>1M-2M	42	34
500K-1M	30	25
<500K	6	5
Total	144	108

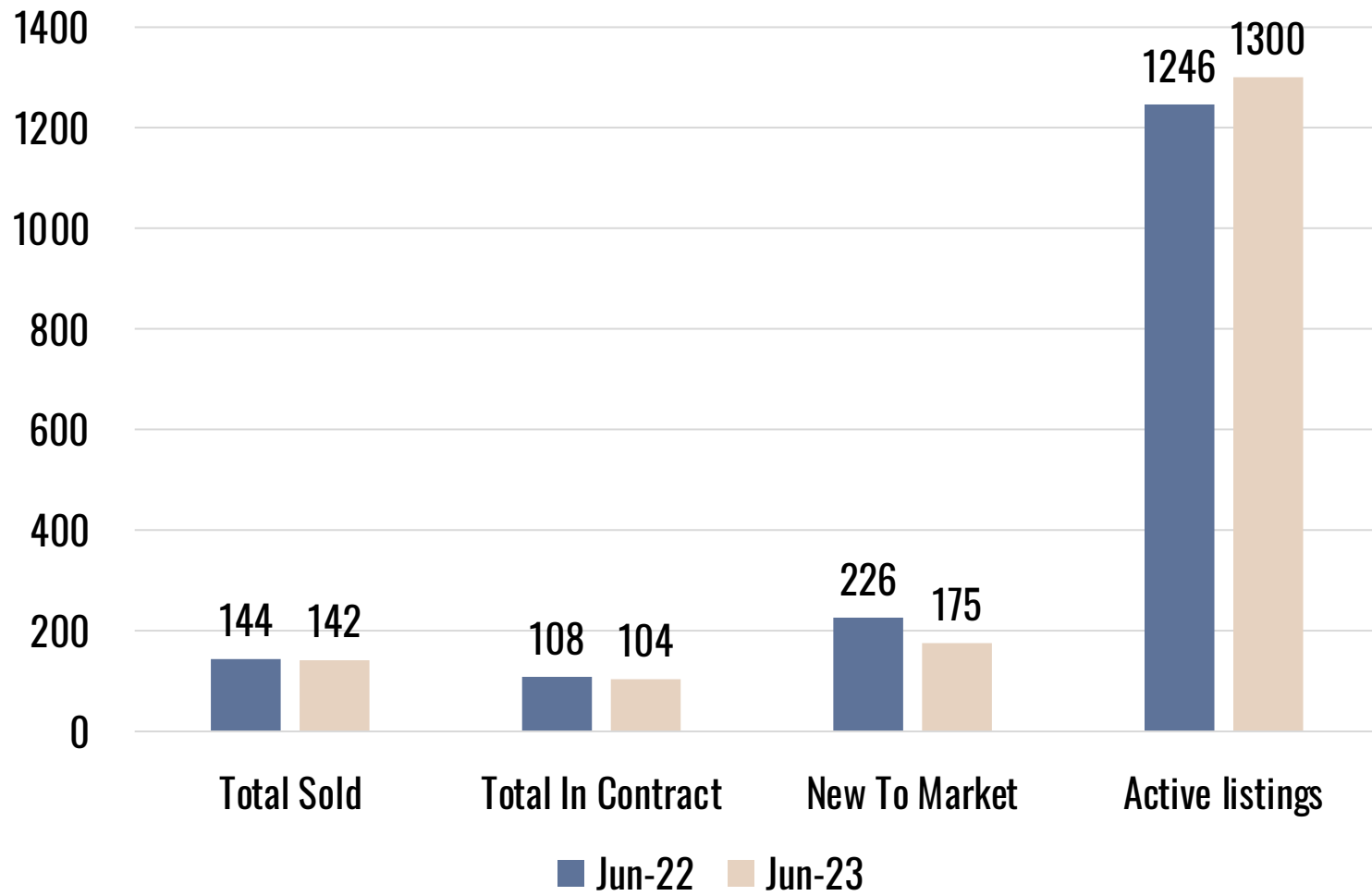
NEW TO MARKET	226	ACTIVE LIST	1246
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June 2023

PRICE RANGE	SOLD PROPERTIES	IN CONTRACT
>20M	1	0
>10M-20M	3	3
>5M-10M	14	7
>3M-5M	22	17
>2M-3M	27	20
>1M-2M	36	30
500K-1M	27	17
<500K	1	4
Total	142	104

NEW TO MARKET	175	ACTIVE LIST	1300
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June 2022 vs. June 2023



June 2022 vs. June 2023

