

March 2023: Overview

Prices are stable and pricing it right in a good location brings you multiple offers. Buyers are more comfortable in this market. People are realizing that interest rates are not substantially going down. A 5% target could be the new normal. Interest rates are moving up conservatively and nearing the end of increases. If at some point in the future, we continue to see inflation subsiding, slow and small increases in interest rates are going to become flat and could decrease towards the end of the year.

This month, we continue to see volume increases in sold, in-contract and new listings.
(As shown in graph #4.)

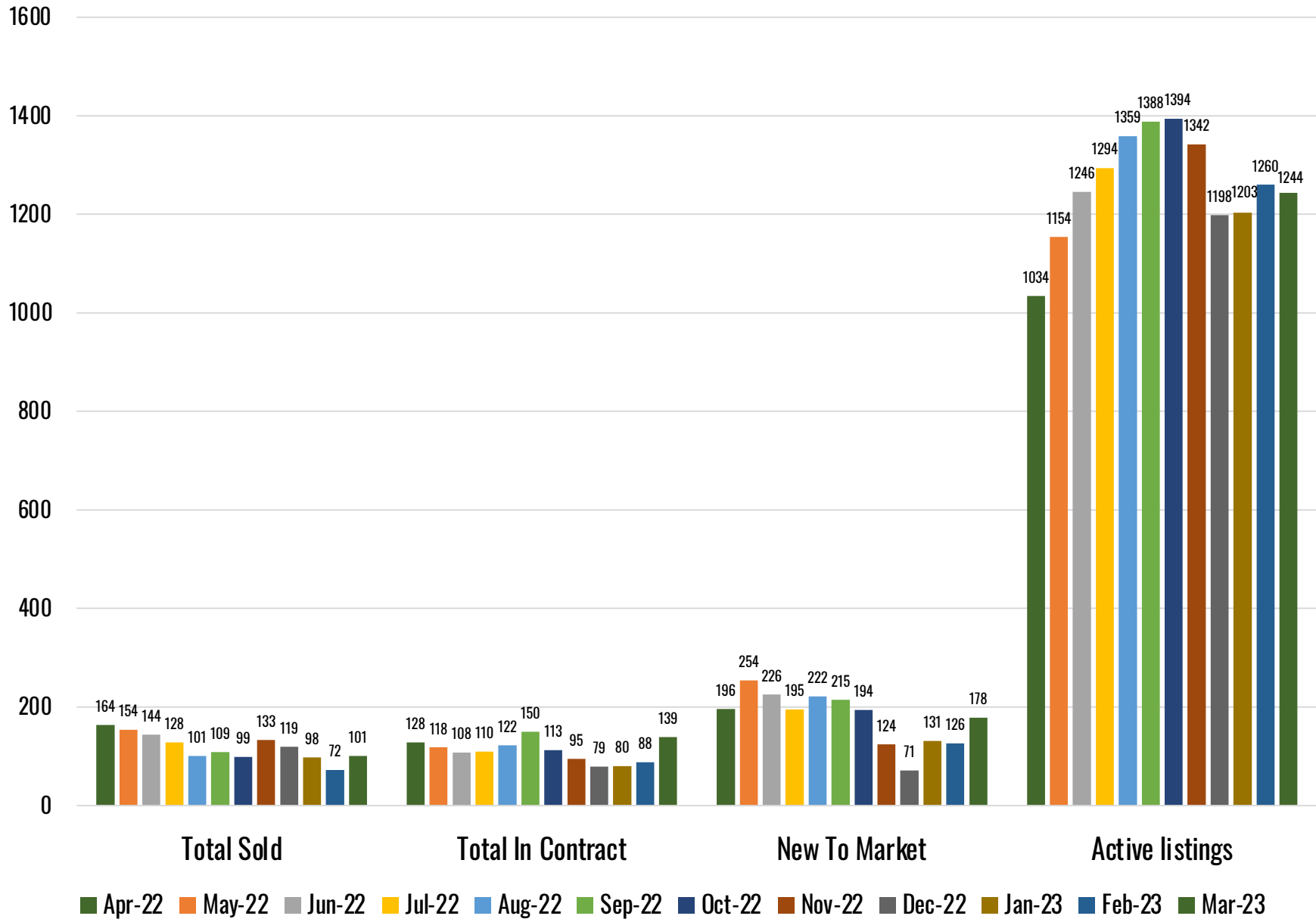
Tips for sellers:

Get your home ready to sell by decluttering. Make sure you partake in spring cleaning on the outside of your property. You want to show prospective buyers your house in the best light possible. Home maintenance is key. Pricing is important, so do not overprice!

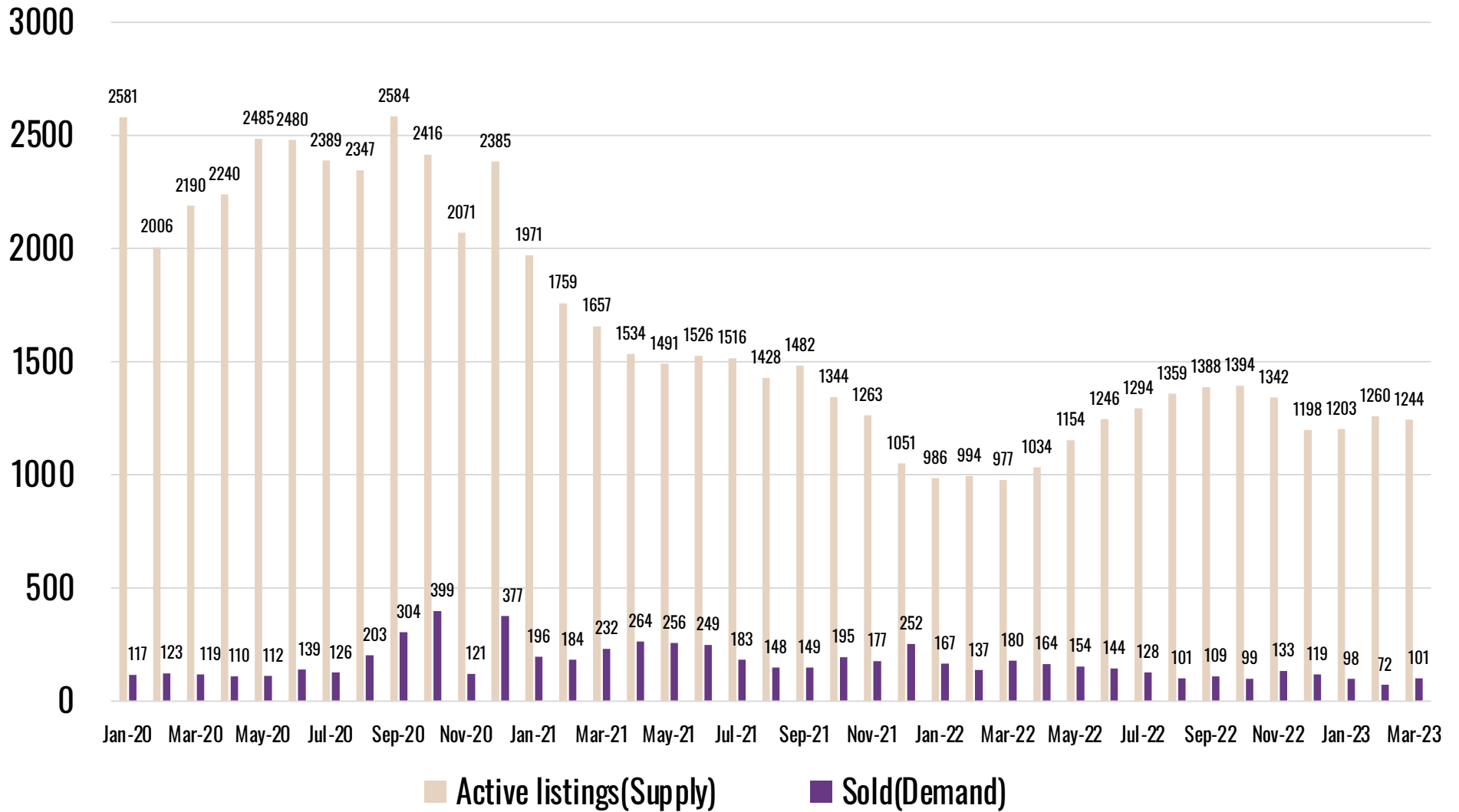
Tips for buyers:

For savvy buyers, the opportunity to buy now, if the properties come available is a smart move. As I've mentioned in the past, real estate is a long-term investment, not a day trade! ...under normal circumstances. 😊

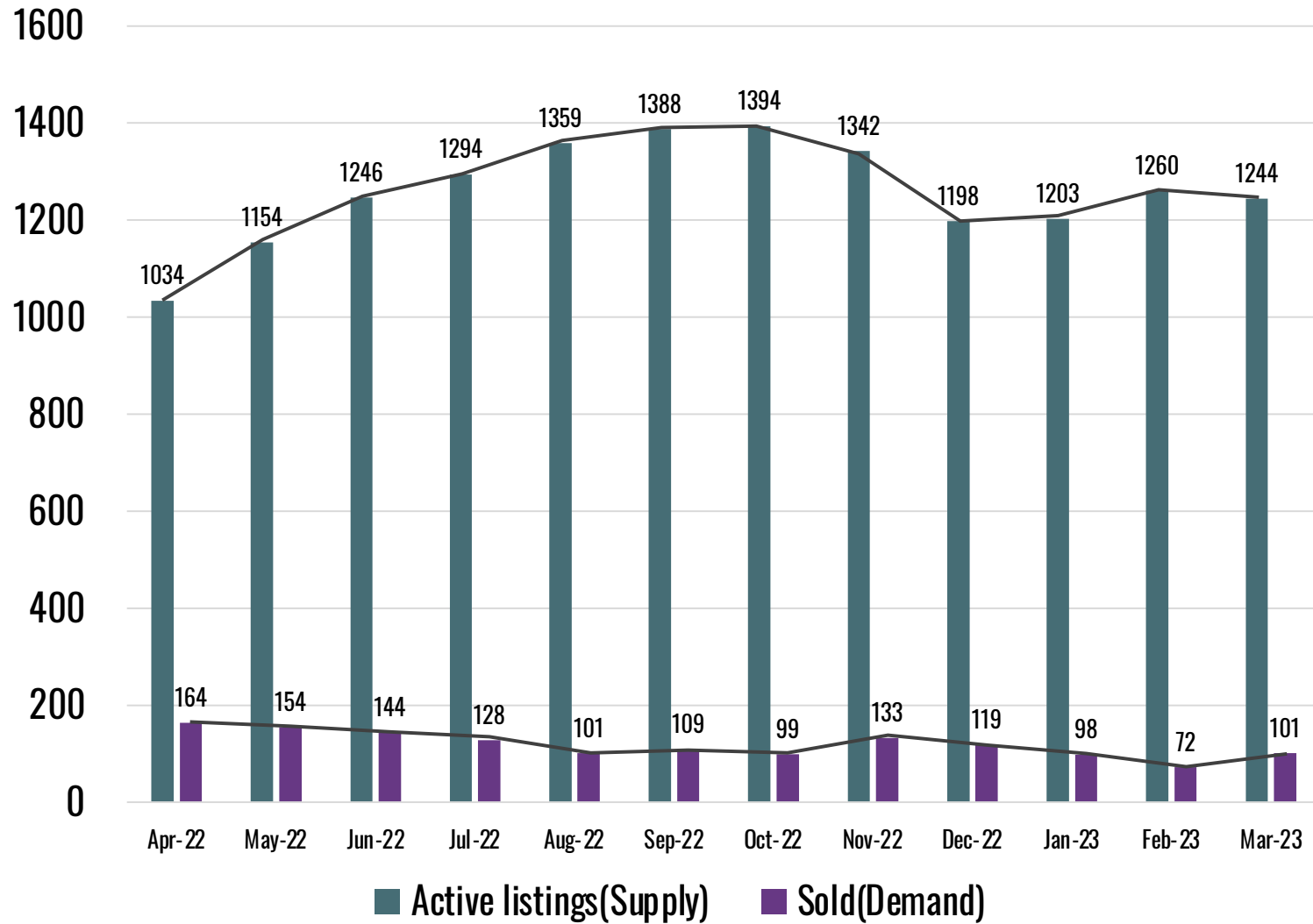
Hamptons Inventory - 12 Months



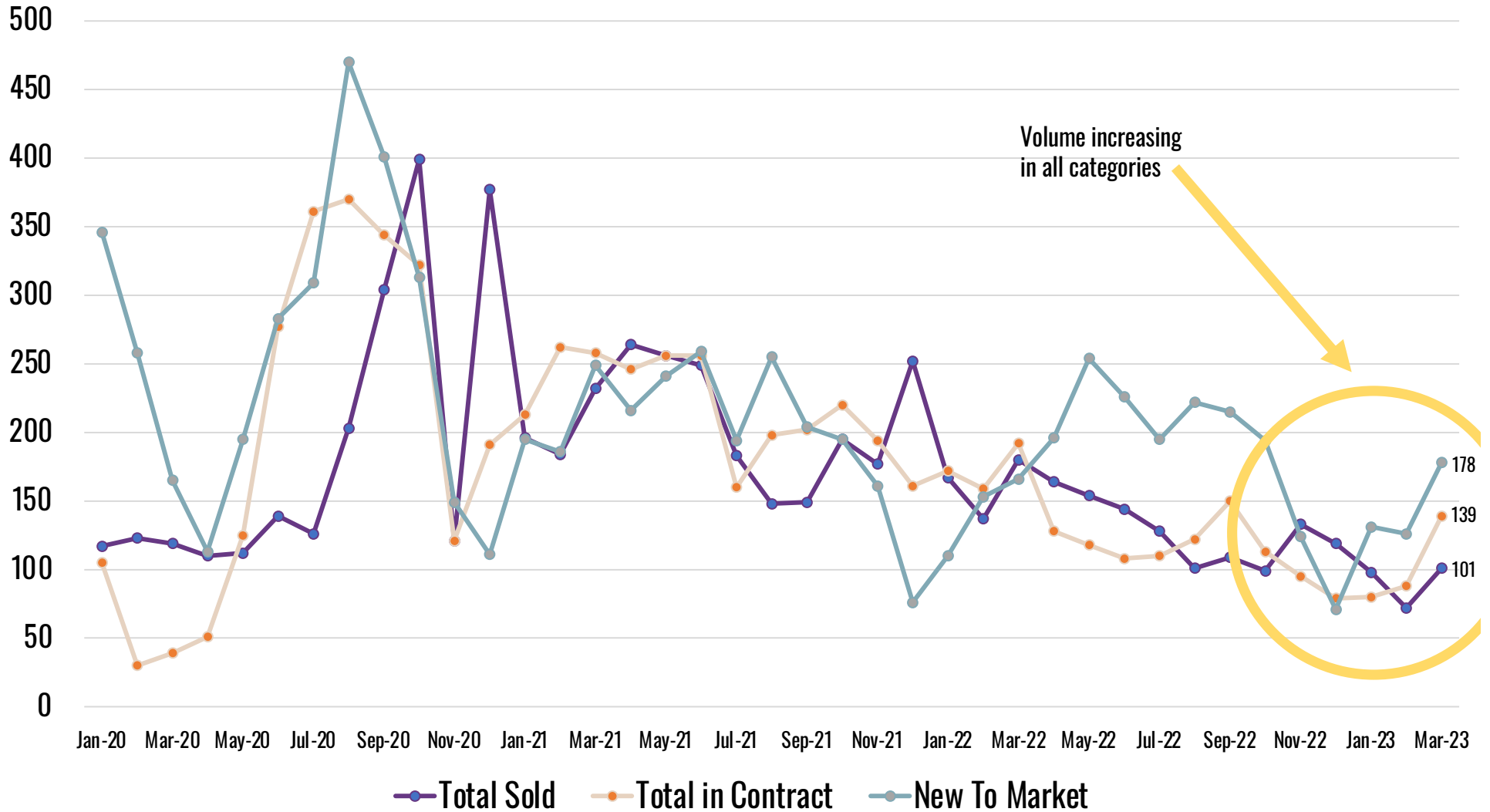
Hamptons Supply vs Demand Beginning 2020



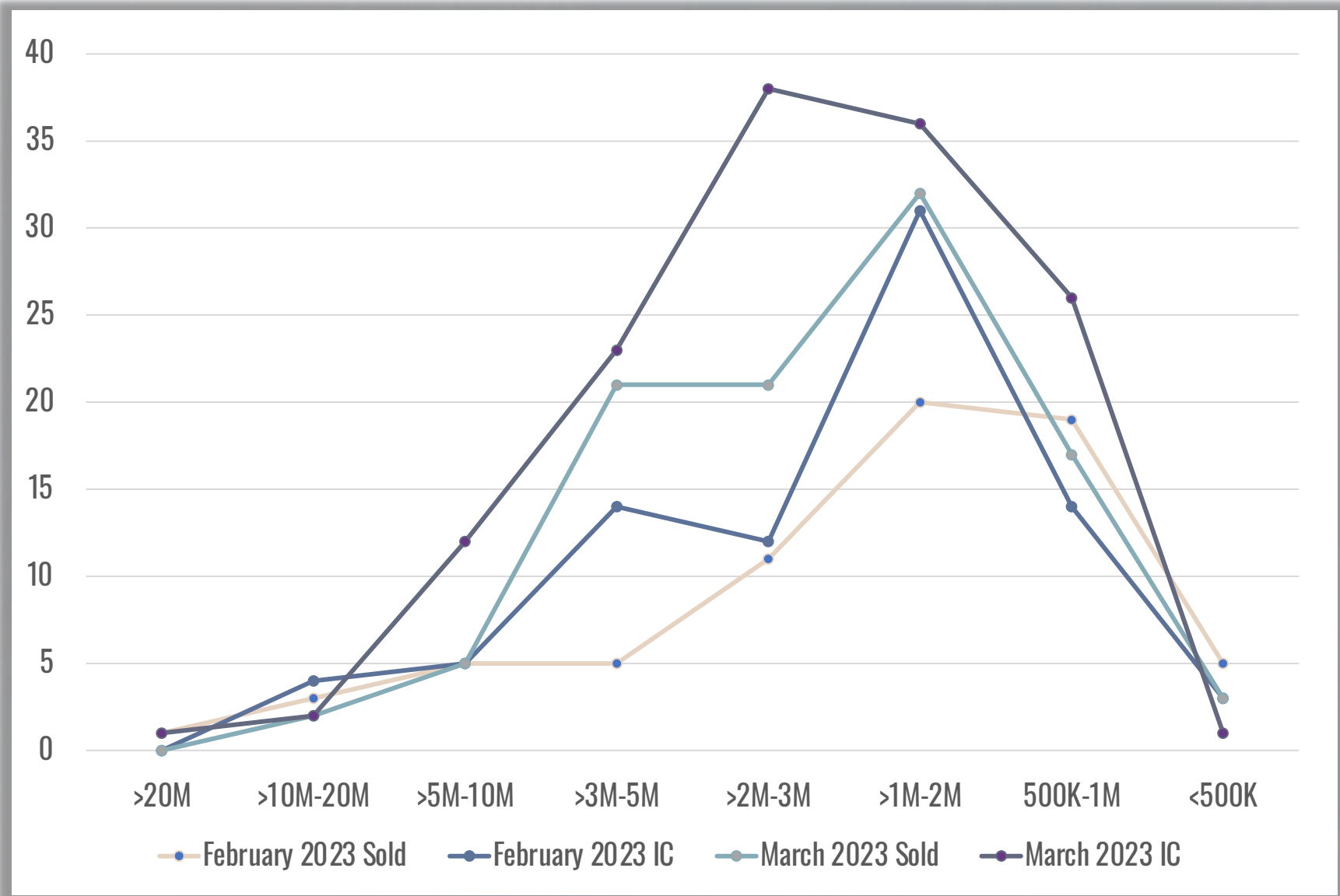
Hamptons Supply vs Demand 12 months



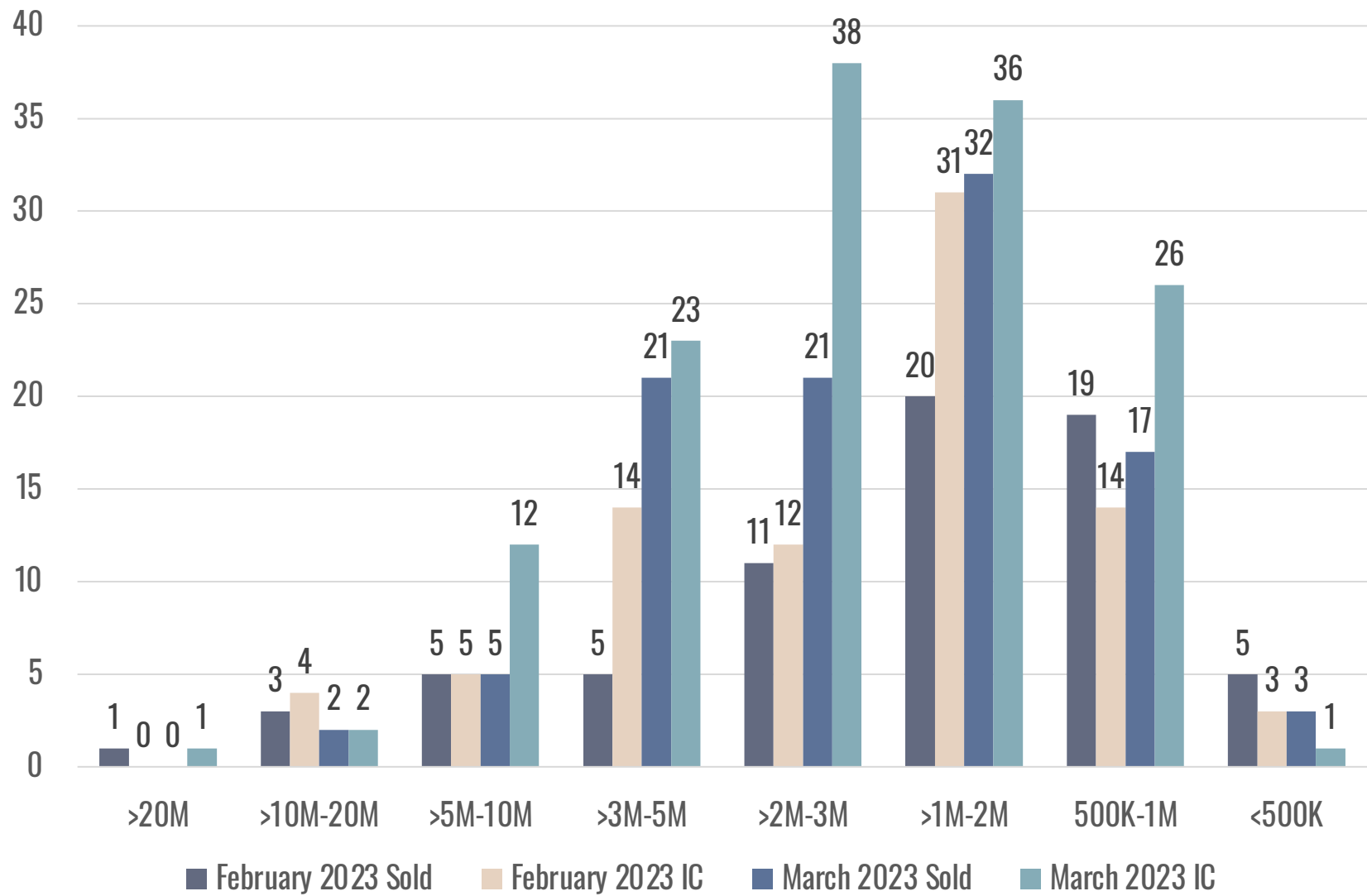
2020-2023 Monthly Totals



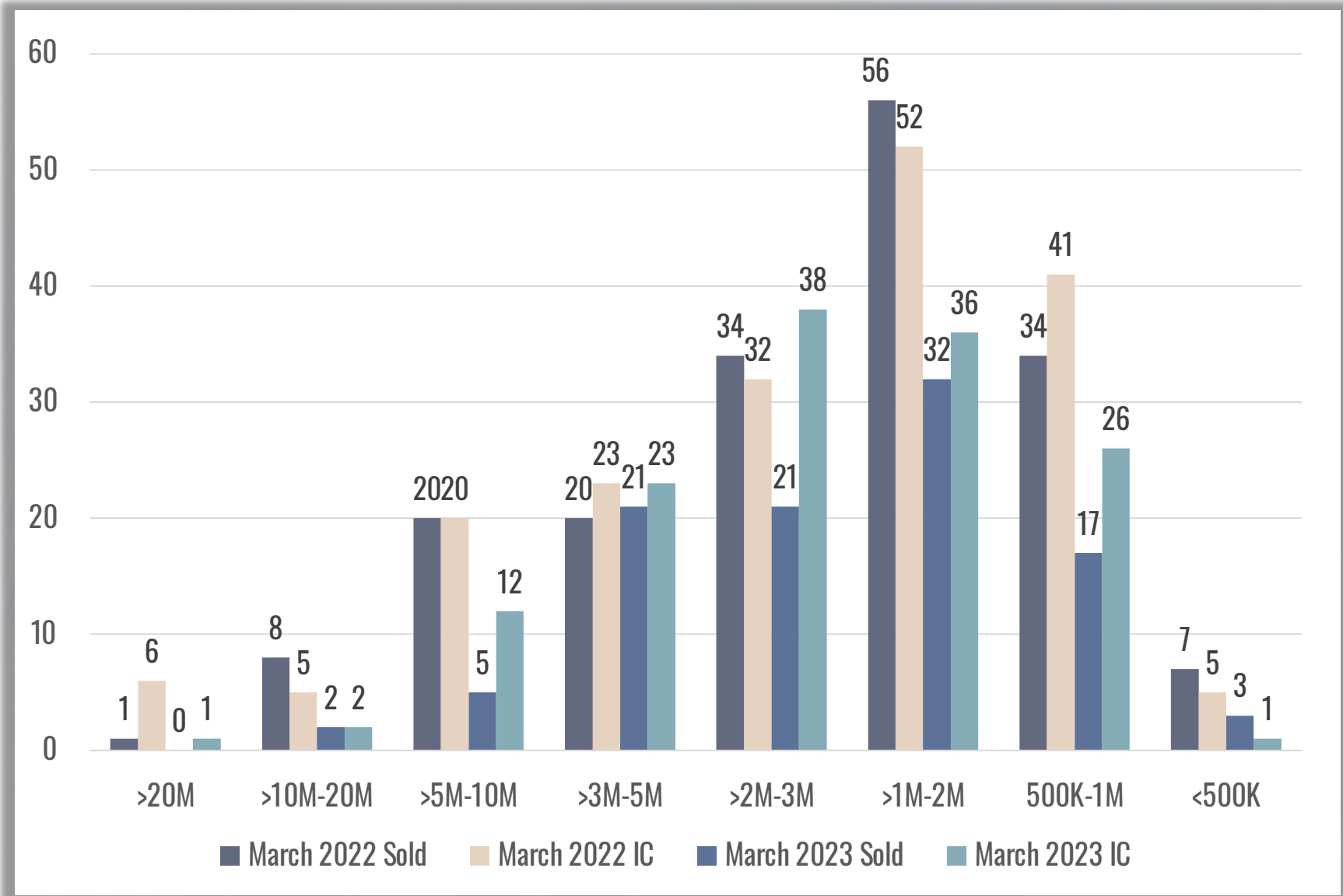
Sold & In Contract February 2023 vs. March 2023



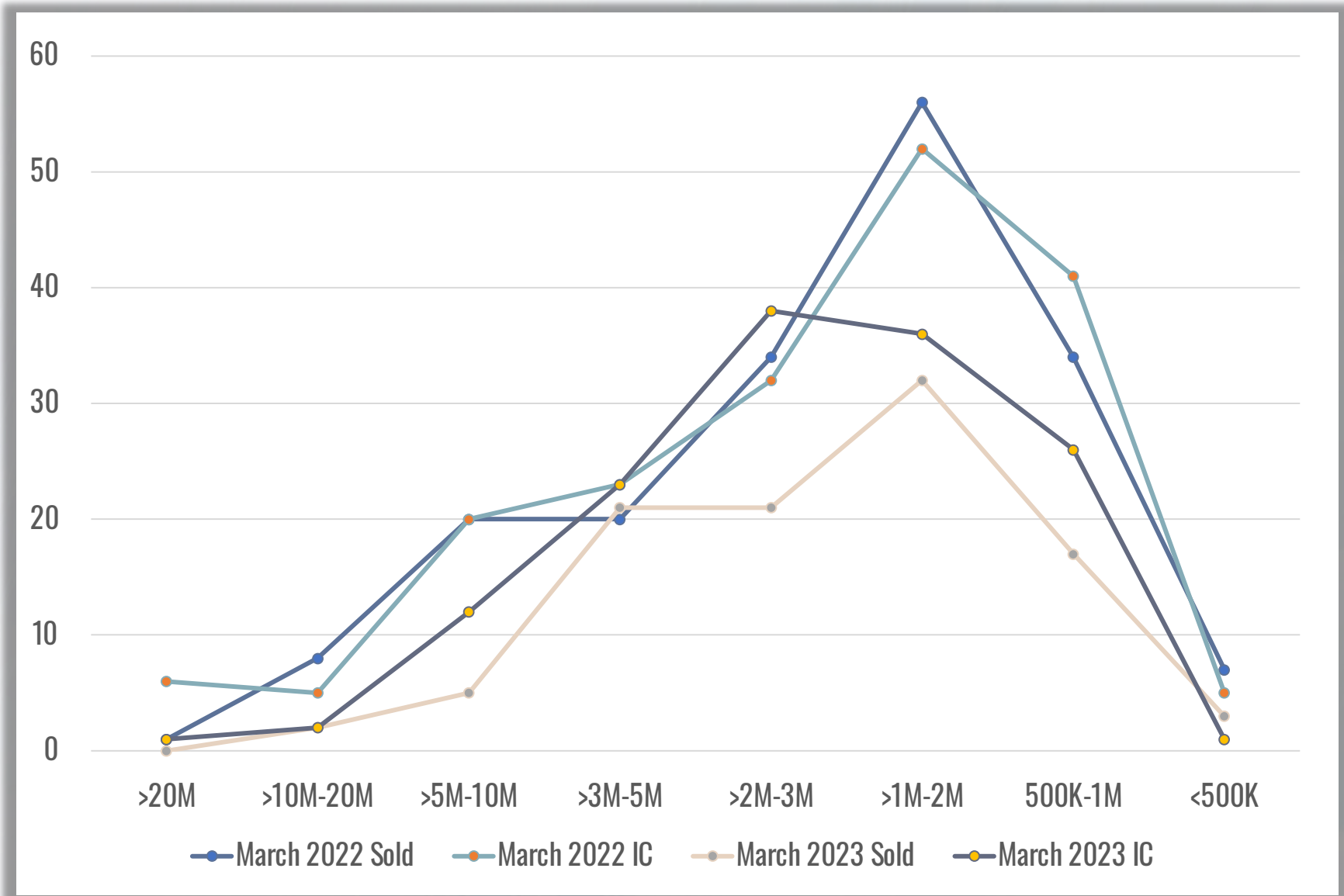
Sold & In Contract February 2023 vs. March 2023



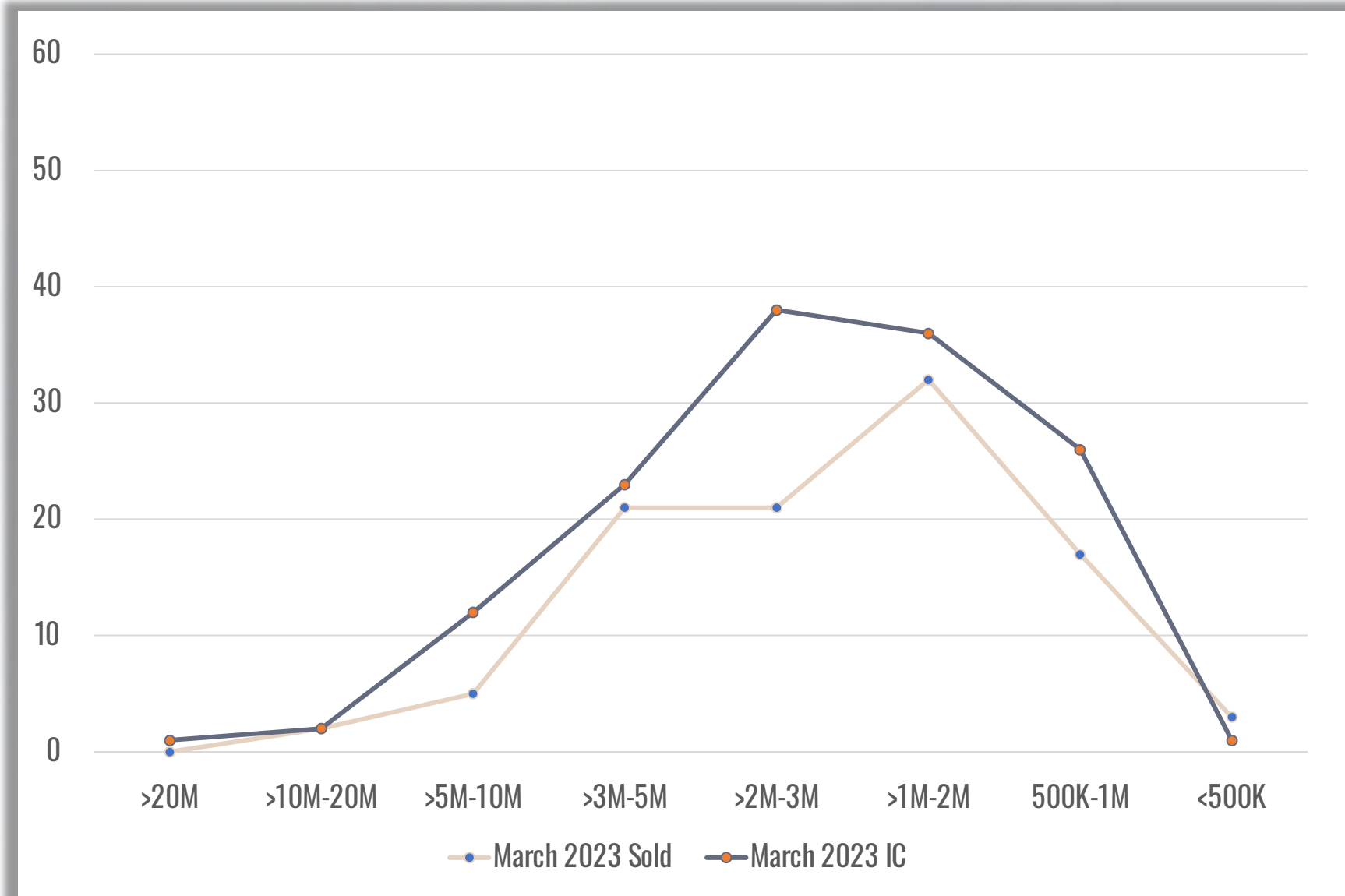
Sold & In Contract March 2022 vs. March 2023



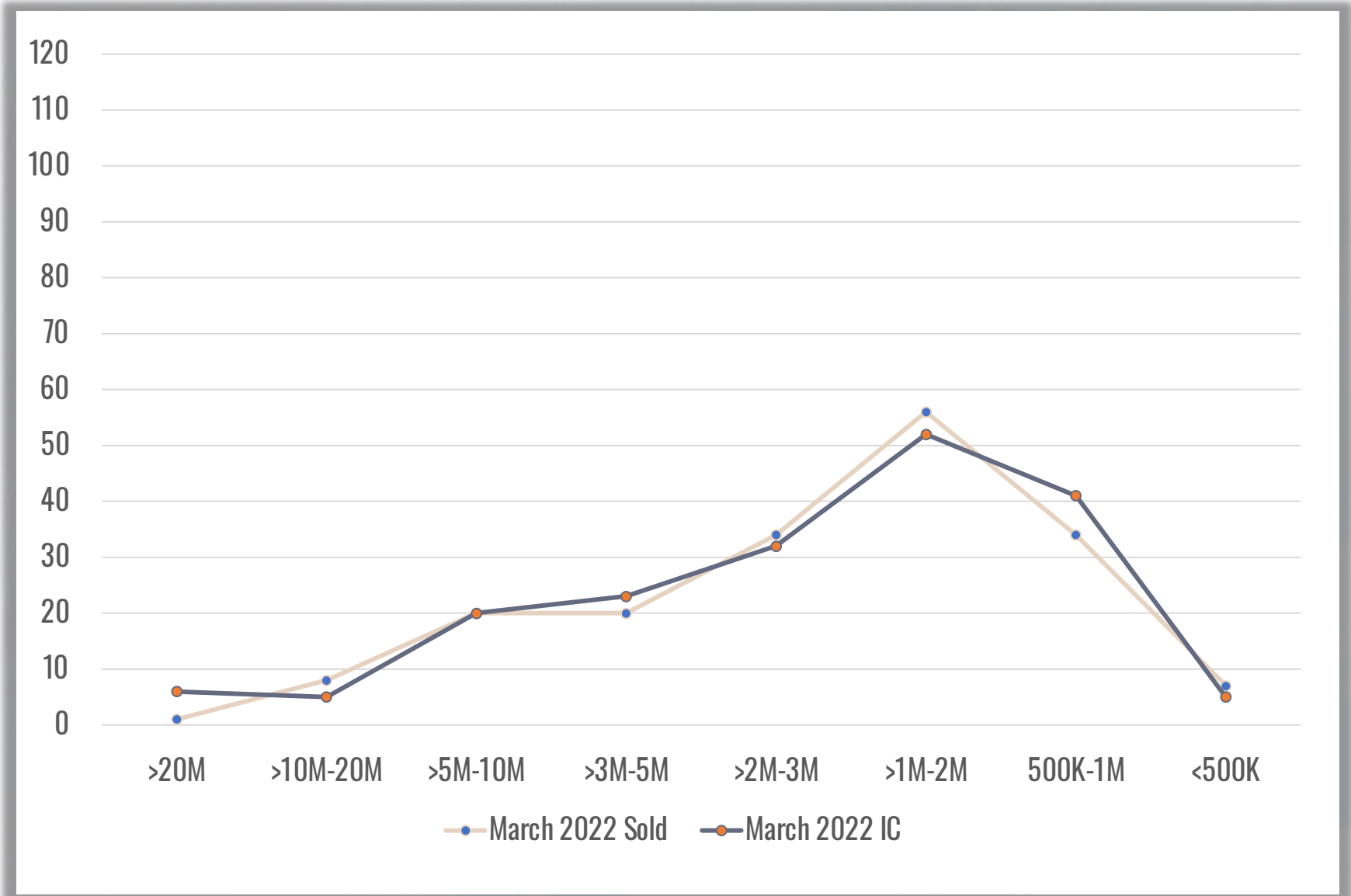
Sold & In Contract March 2022 vs. March 2023



Sold & In Contract March 2023



Sold & In Contract March 2022



March 2022

PRICE RANGE	SOLD PROPERTIES	IN CONTRACT
>20M	1	6
>10M-20M	8	5
>5M-10M	20	20
>3M-5M	20	23
>2M-3M	34	32
>1M-2M	56	52
500K-1M	34	41
<500K	7	5
Total	180	192

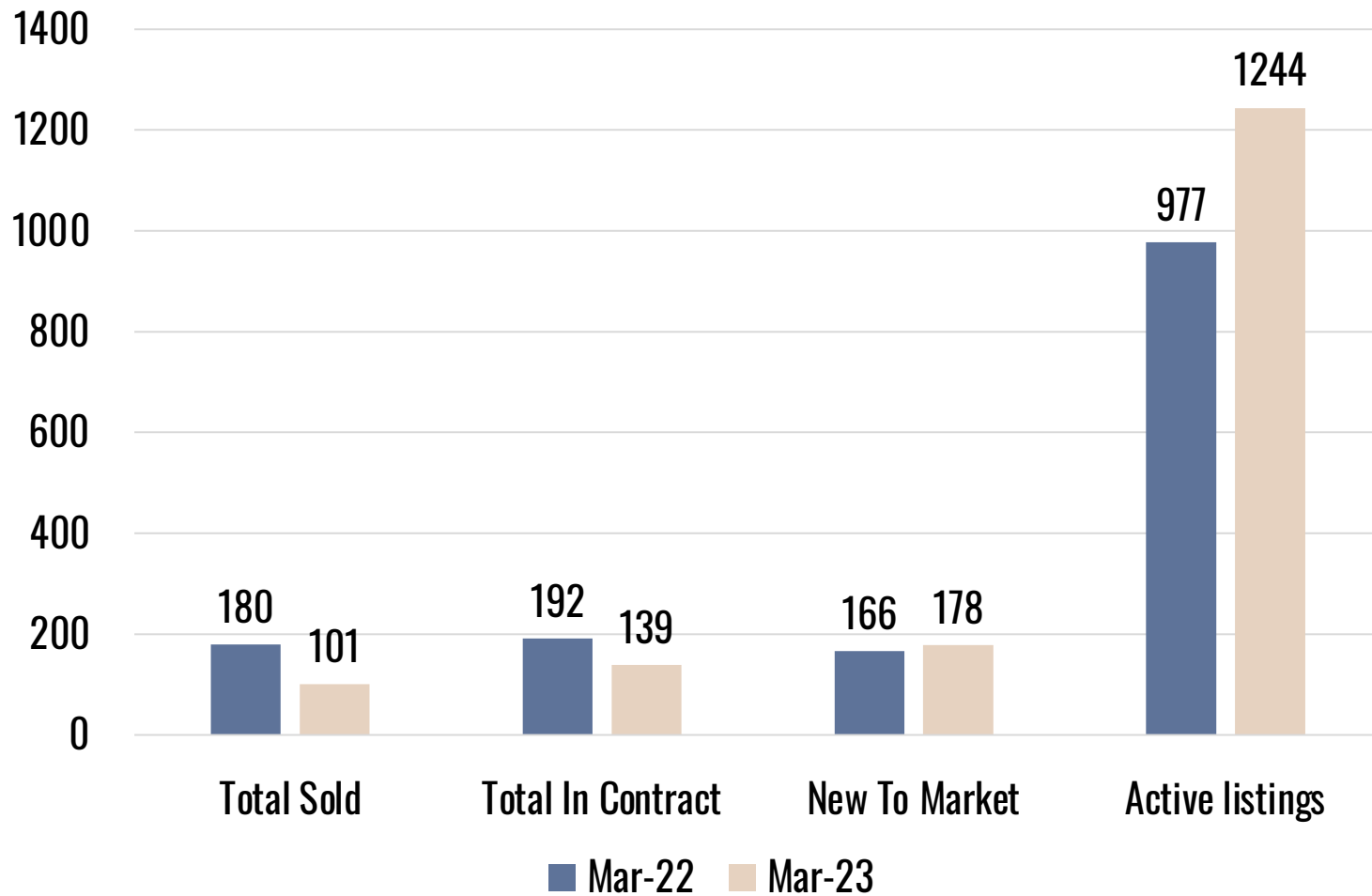
NEW TO MARKET	166	ACTIVE LIST	977
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March 2023

PRICE RANGE	SOLD PROPERTIES	IN CONTRACT
>20M	0	1
>10M-20M	2	2
>5M-10M	5	12
>3M-5M	21	23
>2M-3M	21	38
>1M-2M	32	36
500K-1M	17	26
<500K	3	1
Total	101	139

NEW TO MARKET	178	ACTIVE LIST	1244
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March 2022 vs. March 2023



March 2022 vs. March 2023

