

January 2025: Overview

The market started the year with fluctuating activity. New listings increased, but demand hasn't kept pace, leading to inconsistent in-contract numbers. Closed sales were steady but not showing strong momentum. Price changes remained high, suggesting sellers are adjusting expectations.

A key concern is the sharp inventory jump in early February, which could indicate slowing absorption. If demand doesn't rise to match supply, we may see downward pressure on prices. The coming weeks will reveal whether this trend continues or stabilizes.

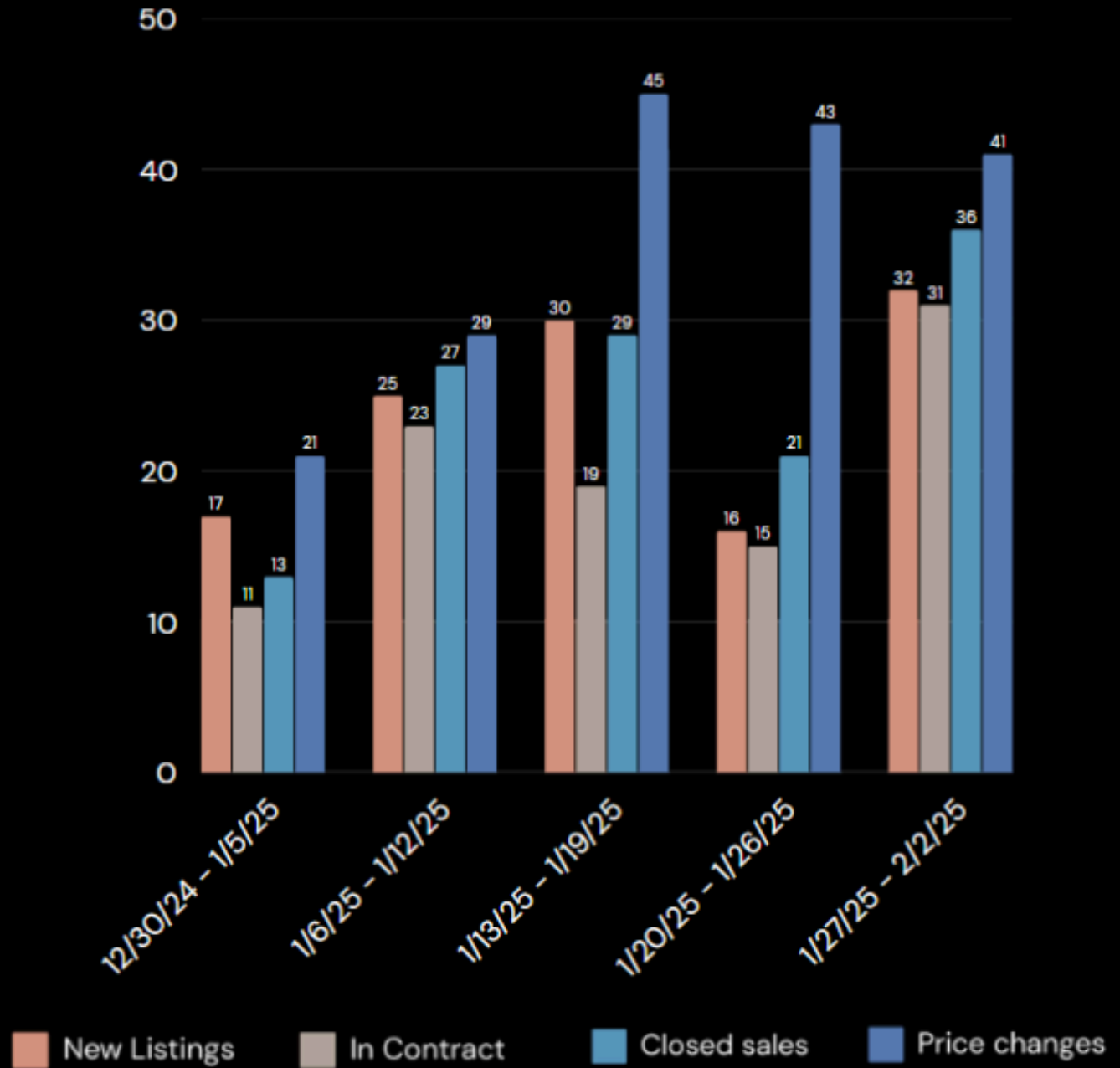
Tips for sellers:

Pricing competitively is crucial as buyers now have more choices. Strong marketing, great presentation, and a willingness to negotiate can help properties stand out.

Tips for buyers:

Increased inventory means more options and room for negotiation. Taking the time to find the right deal and securing financing early will provide an advantage if competition picks up.

JANUARY HAMPTONS STATS



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New Listings

The market saw a steady increase in new listings, rising from 17 at the end of December to 30 by mid-January. This suggests growing seller activity, but the inconsistency hints at some hesitation or strategic timing from sellers.

In-Contract

While in-contract numbers improved in early January, they remained lower than new listings. This indicates that while buyers are active, demand isn't keeping up with the supply, possibly due to pricing concerns or market uncertainty.

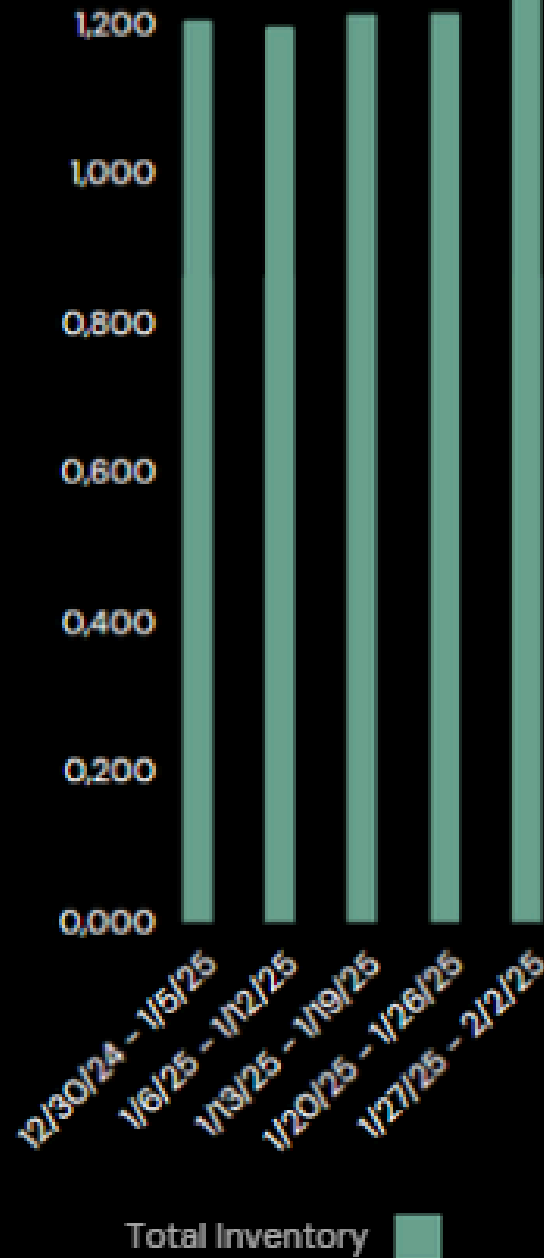
Closed Sales

Sales followed a similar trend, increasing from 13 to 29 in mid-January, but not at a steady pace. This suggests that while transactions are happening, the market lacks strong momentum, likely due to longer negotiation periods or financing delays.

Price Changes

Price adjustments jumped significantly, from 21 at the start of January to 45 by mid-month. This signals that many sellers may have overestimated pricing, forcing reductions to attract buyers.

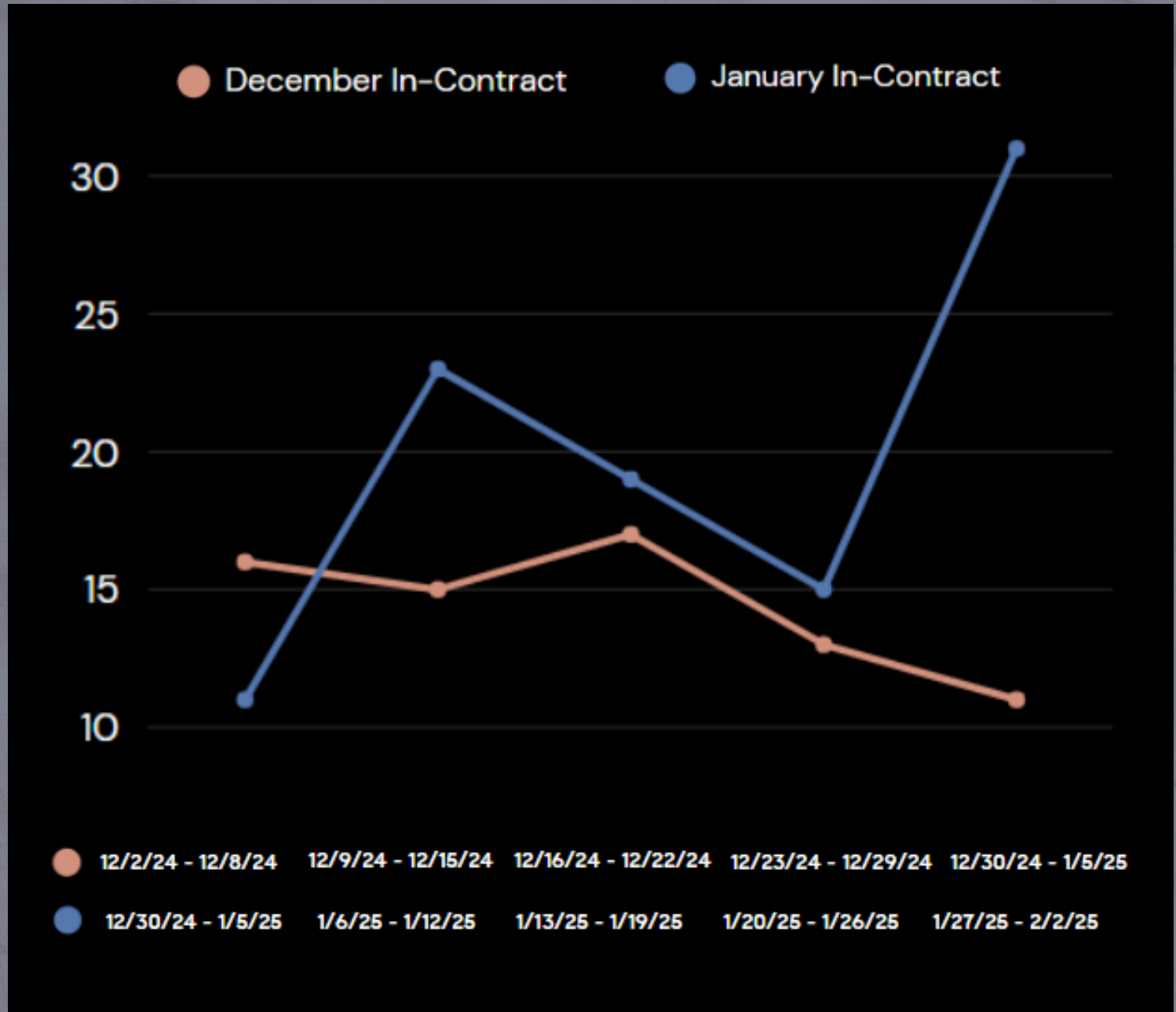
JANUARY HAMPTONS STATS



Inventory

Inventory remained stable around 1,200 in early January but saw a sharp jump to 1,320 by the end of the month. This suggests new listings are outpacing buyer demand, potentially leading to longer market times and increased pricing pressure on sellers.

IN CONTRACT DEC VS JAN



CLOSED SALES DEC VS JAN



DEC VS JAN

Dec. & Jan In-Contract

Late December and early January saw a significant slowdown in contracts, dropping from 16 to just 11. While the holiday season typically brings a dip, this decline suggests some hesitation in the market.

January showed a recovery, with in-contract numbers rising to 23 by mid-month and peaking at 31 by the end of January. However, the dip to 19 mid-month indicates that the rebound isn't fully stable, and buyer caution may still be a factor.

Overall, the shift from a slow December to a stronger January is encouraging, but the market remains sensitive to fluctuations in buyer confidence. Continued momentum in February will be key to maintaining stability.

Dec. & Jan Closed Sales

Closed sales fluctuated from late December to early January. After 47 sales in mid-December, numbers dropped to just 9 during the holiday week.

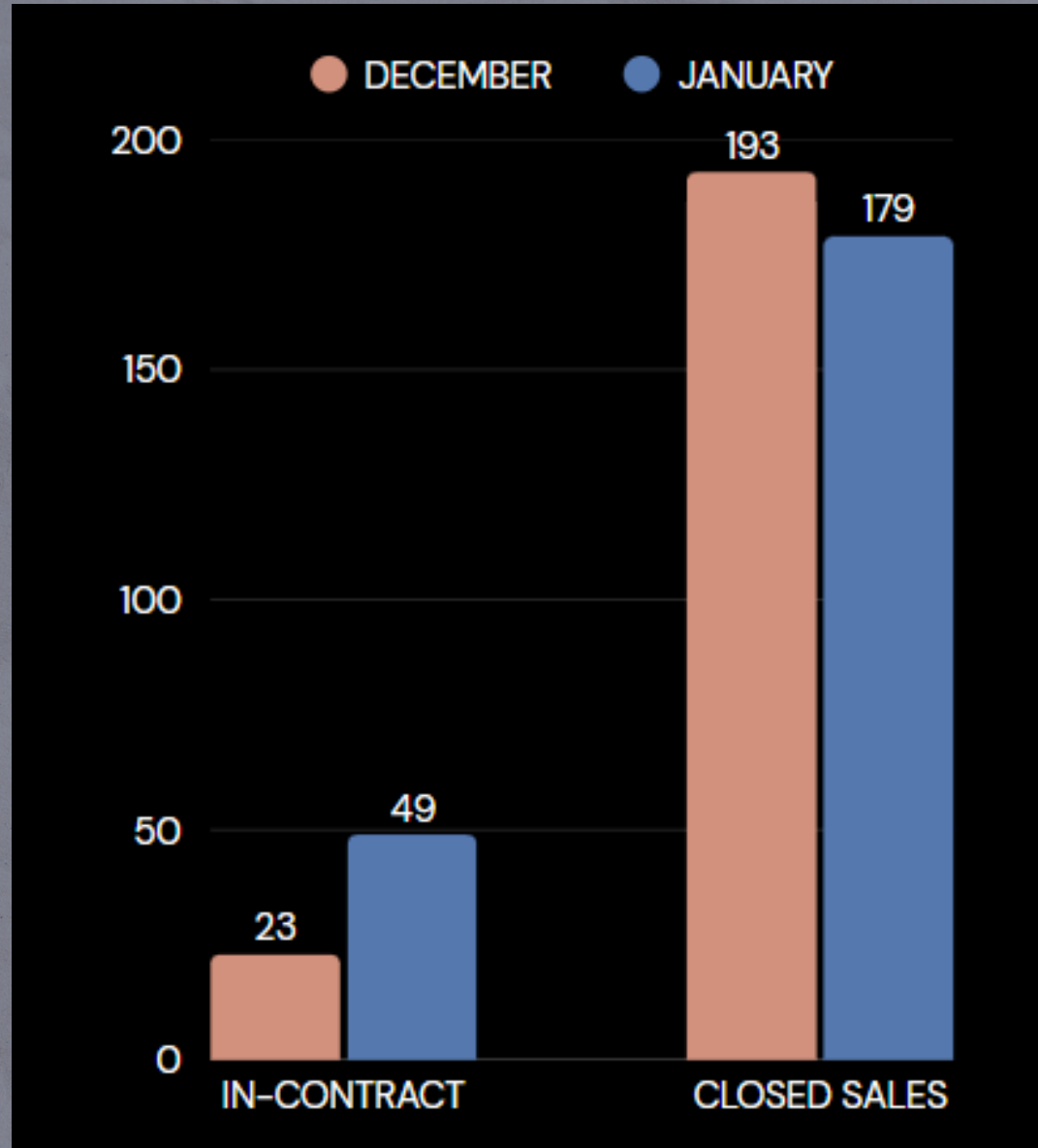
Sales picked up in early January, reaching 27 by the second week and 29 by the third week. However, a drop to 21 sales in late January showed the market still lacked consistency.

Sales rose to 36 by the end of January, which is a positive sign, but it's unclear if this will continue into February.

In summary, the market showed recovery after the holiday dip, but sales fluctuations suggest instability. Buyers and sellers should stay flexible.

Total In-contract & Closed Sales

DEC VS JAN



DEC VS JAN

Dec vs Jan In-Contract & Closed Sales

In December, in-contract properties were at 23, and the number nearly doubled in January to 49, showing a strong increase in buyer activity. This rise indicates renewed market interest, likely driven by the new year, but it's still uncertain if the momentum will continue into the next months.

Closed sales were higher in December at 193, but dropped to 179 in January. While there was more activity in contracts, the decline in closed sales suggests that many transactions were still in progress or facing delays. This could be due to extended negotiations or financing issues, which slowed the completion of deals.

Overall, while January saw a promising rise in in-contract properties, the drop in closed sales highlights the lag in finalizing deals. The market appears to be gaining interest, but challenges remain in converting contracts into completed transactions.



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