

Q4 2020

# Hamptons Market Report

COMPASS



1041 Head of Pond Road  
Repped by Lori Schiaffino

# Hamptons

The Hamptons market had a remarkable performance in the fourth quarter of 2020, as sales volume soared 153% year-over-year. Westhampton led our region in sales volume increase with a record 426% surge. Each town saw an increase in the number of sales transactions, with an overall increase of 143%.

The overall average sales price increased 4% to \$2,502,899, but the median sales price in the Hamptons rose a healthy 26% to \$1,550,000. This was led by a 90% surge in Westhampton.

According to The Real Estate Report Inc., our source for closed data, this was the most dramatic rise in sales price on record. In the last 13 years, the overall median price never varied more than 11% year-over-year, in either direction. In 2020, the media price was \$1,375,000, up 39% from 2019. (Real Estate Report Inc.)

The luxury end of the market saw an impressive 18 deals over 10M with 50% of those being in Southampton alone.

In 2021 we are seeing a continuation of urgency and demand that drove the market last year. January kicked off with diminishing days on the market and multiple offers that are resulting in an influx of contracts signed.

# Hamptons

## UNITS SOLD

**+143%**

The number of sales rose significantly across all markets.

**+195%**

Sag Harbor saw the greatest increase in sales.

**+68%**

Bridgehampton had the least, yet still notable increase.

## SALES VOLUME

**+153%**

Sales Volume had the largest year-over-year increase in the 4th quarter.

**+426%**

Westhampton saw a record increase in sales volume.

**+54%**

Bridgehampton's sales volume increased the least.

## AVERAGE PRICES

**+4%**

The average price rose in all markets in the 4th quarter.

**+85%**

Westhampton saw the largest increase in average price.

**-8.3%**

Bridgehampton had the most significant decrease in average price.

## MEDIAN PRICES

**+26%**

Median prices experienced a considerable increase overall.

**+90%**

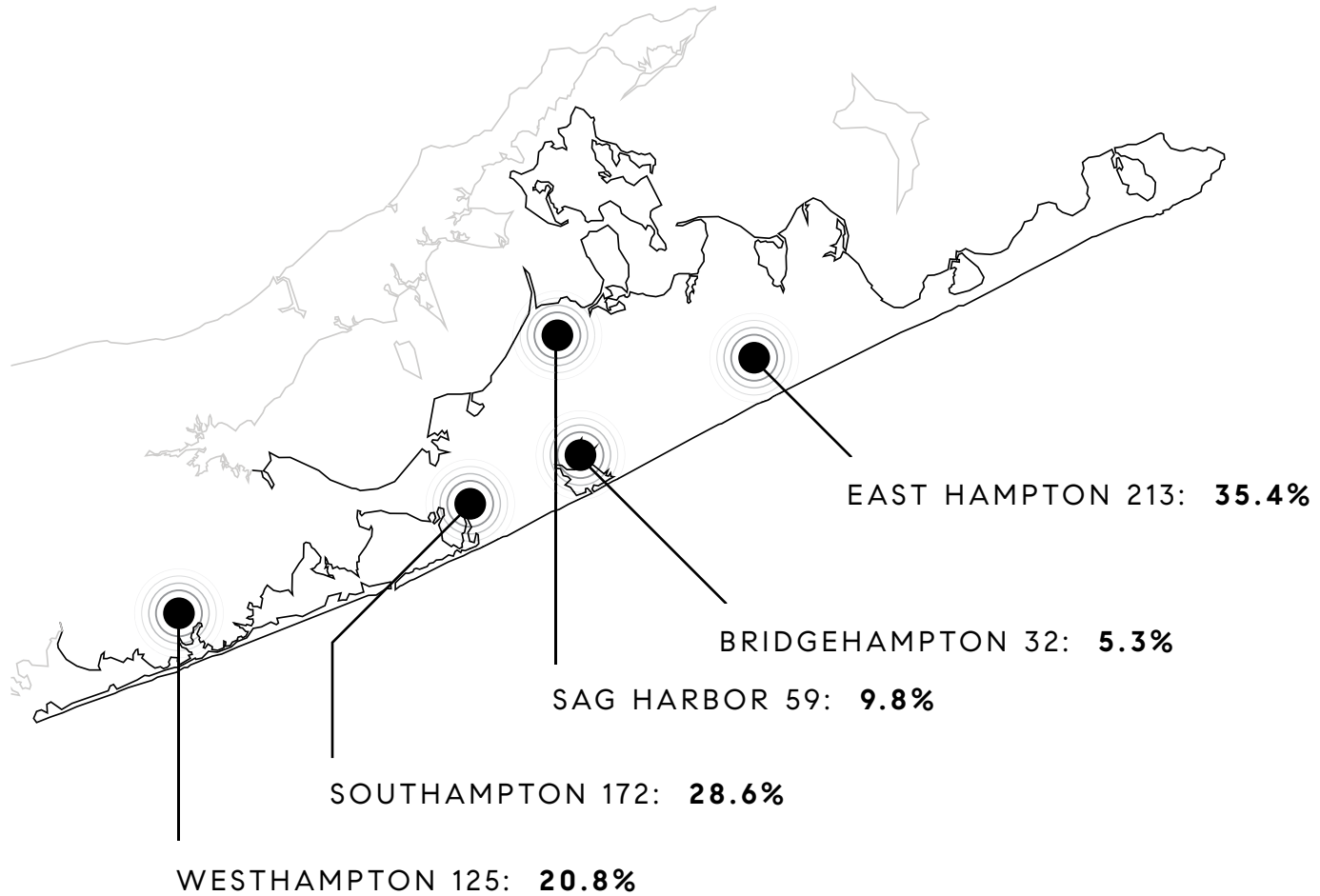
Westhampton had the most significant median price increase.

**-22%**

Bridgehampton saw the only decrease in median price in the quarter.

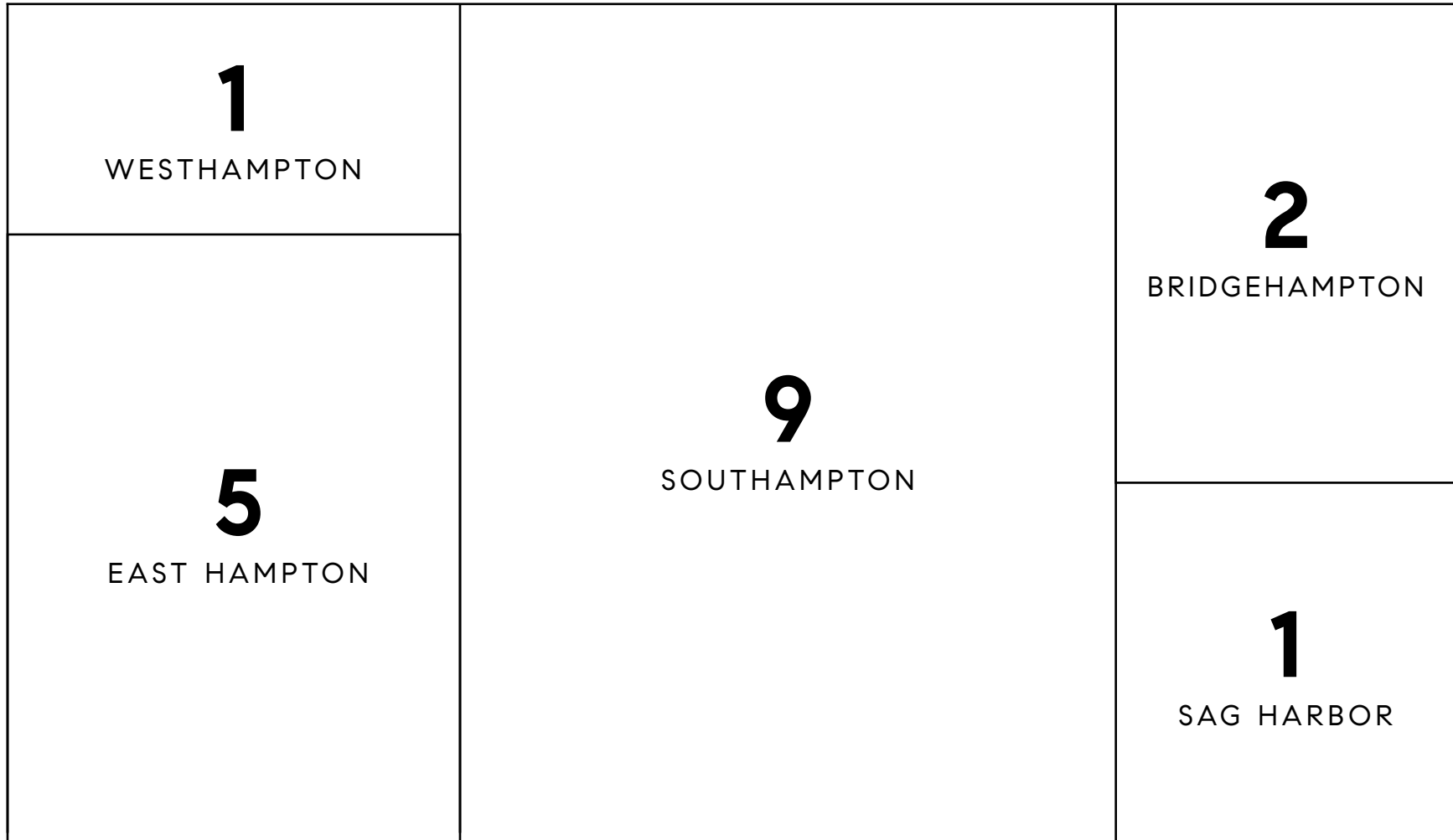
# Recorded Sales

BY SUBMARKET



# Trades over 10M+

BY SUBMARKET



# Westhampton

TOWN		2019	2020	% Change
<b>East Quogue</b>	# OF SALES	15	28	+86.7%
	SALES VOLUME	\$9,186,500	\$30,005,500	+226.6%
	AVG. PRICE	\$612,433	\$1,071,625	+75.0%
	MED. PRICE	\$575,000	\$855,000	+48.7%
<b>Quiogue</b>	# OF SALES	1	6	+500.0%
	SALES VOLUME	\$637,500	\$11,826,000	+1755.1%
	AVG. PRICE	\$637,500	\$1,971,000	+209.2%
	MED. PRICE	\$637,500	\$1,663,000	+160.9%
<b>Quogue</b>	# OF SALES	7	18	+157.1%
	SALES VOLUME	\$13,019,000	\$71,884,033	+452.1%
	AVG. PRICE	\$1,859,857	\$3,993,557	+114.7%
	MED. PRICE	\$2,000,000	\$2,737,500	+36.9%
<b>Remsenburg</b>	# OF SALES	37	37	0%
	SALES VOLUME	\$5,626,000	\$37,759,400	+571.2%
	AVG. PRICE	\$937,667	\$1,398,496	+49.1%
	MED. PRICE	\$735,500	\$1,550,000	+110.7%

# Westhampton

TOWN		2019	2020	% Change
<b>Westhampton</b>	# OF SALES	5	17	+240.0%
	SALES VOLUME	\$6,368,000	\$25,547,500	+301.2%
	AVG. PRICE	\$1,273,600	\$1,502,794	+18.0%
	MED. PRICE	\$1,125,000	\$1,350,000	+20.0%
<b>Westhampton Beach</b>	# OF SALES	9	26	+188.9%
	SALES VOLUME	\$9,992,500	\$58,981,750	+490.3%
	AVG. PRICE	\$1,110,278	\$2,268,529	+104.3%
	MED. PRICE	\$1,200,000	\$1,675,000	+39.6%
<b>Westhampton Dunes</b>	# OF SALES	1	3	+200.0%
	SALES VOLUME	\$1,500,000	\$7,745,950	+416.4%
	AVG. PRICE	\$1,500,000	\$2,581,983	+72.1%
	MED. PRICE	\$1,500,000	\$2,545,950	+69.7%

# Southampton

TOWN		2019	2020	% Change
<b>Hampton Bays</b>	# OF SALES	26	58	+123.1%
	SALES VOLUME	\$17,244,000	\$46,144,650	+167.6%
	AVG. PRICE	\$663,231	\$795,597	+20.0%
	MED. PRICE	\$600,000	\$680,000	+13.3%
<b>Southampton</b>	# OF SALES	47	92	+95.7%
	SALES VOLUME	\$161,453,138	\$290,260,975	+79.8%
	AVG. PRICE	\$3,435,173	\$3,155,011	-8.2%
	MED. PRICE	\$1,700,000	\$1,668,750	-1.8%
<b>Water Mill</b>	# OF SALES	15	22	+46.7%
	SALES VOLUME	\$52,328,000	\$100,071,615	+91.2%
	AVG. PRICE	\$3,488,533	\$4,548,710	+30.4%
	MED. PRICE	\$1,995,000	\$3,278,308	+64.3%



# Bridgehampton

TOWN		2019	2020	% Change
<b>Bridgehampton</b>	# OF SALES	11	22	+100.0%
	SALES VOLUME	\$52,761,600	\$121,647,500	+130.6%
	AVG. PRICE	\$4,796,509	\$5,529,432	+15.3%
	MED. PRICE	\$3,250,000	\$2,600,000	-20.0%
<b>Sagaponack</b>	# OF SALES	8	10	+25.0%
	SALES VOLUME	\$56,227,500	\$46,625,000	-17.1%
	AVG. PRICE	\$7,028,438	\$4,662,500	-33.7%
	MED. PRICE	\$4,888,750	\$3,775,000	-22.8%

# Sag Harbor

TOWN		2019	2020	% Change
<b>North Haven</b>	# OF SALES	3	11	+266.7%
	SALES VOLUME	\$12,345,000	\$39,395,000	+219.1%
	AVG. PRICE	\$4,115,000	\$3,581,364	-13.0%
	MED. PRICE	\$1,600,000	\$3,100,000	+93.8%
<b>Sag Harbor</b>	# OF SALES	17	48	+182.4%
	SALES VOLUME	\$32,410,000	\$90,153,740	+178.2%
	AVG. PRICE	\$1,906,471	\$1,878,203	-1.5%
	MED. PRICE	\$1,300,000	\$1,599,500	+23.0%

# East Hampton

TOWN		2019	2020	% Change
<b>Amagansett</b>	# OF SALES	7	29	+314.3%
	SALES VOLUME	\$20,838,763	\$94,259,505	+352.3%
	AVG. PRICE	\$2,976,966	\$3,250,328	+9.2%
	MED. PRICE	\$3,450,000	\$3,005,005	-12.9%
<b>East Hampton</b>	# OF SALES	49	138	+181.6%
	SALES VOLUME	\$99,253,650	\$333,661,222	+236.2%
	AVG. PRICE	\$2,025,585	\$2,417,835	+19.4%
	MED. PRICE	\$1,075,000	\$1,512,500	+40.7%
<b>Montauk</b>	# OF SALES	19	39	+105.3%
	SALES VOLUME	\$41,223,000	\$73,689,000	+78.8%
	AVG. PRICE	\$2,169,632	\$1,889,462	-12.9%
	MED. PRICE	\$850,000	\$1,375,000	+61.8%
<b>Wainscott</b>	# OF SALES	1	7	+600.0%
	SALES VOLUME	\$1,624,000	\$24,584,000	+1413.8%
	AVG. PRICE	\$1,624,000	\$3,512,000	+116.3%
	MED. PRICE	\$1,624,000	\$2,650,000	+63.2%

# Hamlet Totals

TOWN		2019	2020	% Change
<b>Westhampton Group</b>	# OF SALES	44	125	+184.1%
	SALES VOLUME	\$46,329,500	\$243,750,133	+426.1%
	AVG. PRICE	\$1,052,943	\$1,950,001	+85.2%
	MED. PRICE	\$775,750	\$1,475,000	+90.1%
<b>Southampton Group</b>	# OF SALES	88	172	+95.5%
	SALES VOLUME	\$231,025,138	\$436,477,240	+88.9%
	AVG. PRICE	\$2,625,906	\$2,537,658	-3.3%
	MED. PRICE	\$1,099,490	\$1,165,488	+6.0%
<b>Bridgehampton Group</b>	# OF SALES	19	32	+68.4%
	SALES VOLUME	\$108,989,100	\$168,272,500	+54.4%
	AVG. PRICE	\$5,736,268	\$5,258,516	-8.3%
	MED. PRICE	\$3,900,000	\$3,025,000	-22.4%
<b>Sag Harbor Group</b>	# OF SALES	20	59	+195.0%
	SALES VOLUME	\$44,755,000	\$129,548,740	+189.5%
	AVG. PRICE	\$2,237,750	\$2,195,741	-1.9%
	MED. PRICE	\$1,547,500	\$1,600,000	+3.4%
<b>East Hampton Group</b>	# OF SALES	76	213	+180.3%
	SALES VOLUME	\$162,939,413	\$526,193,727	+222.9%
	AVG. PRICE	\$2,143,940	\$2,470,393	+15.2%
	MED. PRICE	\$1,150,000	\$1,625,000	+41.3%
<b>HAMPTONS TOTAL</b>	# OF SALES	247	601	+143.3%
	SALES VOLUME	\$594,038,151	\$1,504,242,340	+153.2%
	AVG. PRICE	\$2,405,013	\$2,502,899	+4.1%
	MED. PRICE	\$1,235,000	\$1,550,000	+25.5%

A modern dining room featuring a long, dark wood dining table surrounded by white leather chairs. In the background, there is a fireplace with a stone surround and a glass front, with a fire burning inside. To the right, a black grand piano is visible. The wall above the fireplace is a large, textured stone panel. A modern, multi-arm chandelier hangs from the ceiling. On the table, there are several small vases with purple flowers and a black planter with green succulents.

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