

Southampton Housing Market Overview



Overview

As of October 2025, the median sale price in Southampton was approximately \$3.2 million, representing a year-over-year decrease of 15.9%. The price per square foot averaged \$1.17K, indicating softening in the luxury segment. Homes spent an average of 119 to 121 days on market, reflecting a slower sales pace. Overall, the market is not very competitive, with limited buyer urgency and rare multiple-offer situations.

Migration and Relocation Trends

Only about 3% of potential buyers viewing Southampton listings originated from outside metro areas, notably Los Angeles, Honolulu, and San Diego. The majority of interest remains regional, with 97% of activity coming from nearby or local markets. On the flip side, many current residents searching to relocate are looking at destinations like Miami, Boston, and Philadelphia. This suggests low net in-migration and a primarily local buyer pool, limiting upward pressure on demand.

Additional Insights

- Inventory exceeds current demand, contributing to lower buyer competition.
- Typical time on market exceeds 3 months, suggesting extended selling cycles.
- Sales frequently close under asking price, pointing to necessary price flexibility for sellers.
- Inbound migration is minimal, indicating limited external demand drivers at this time.

CURRENT MARKET CONDITIONS

\$3,200,000

Median Sale Price

INVENTORY AND SALES

119-121

Median Days on the Market

2

Total Homes Sold

PRICING DYNAMICS

95%

Sale-to-List Price Ratio

\$1,170

Sale \$/Sq.Ft.

Summary

The Southampton market has softened considerably, with falling prices, reduced buyer competition, and extended days on market. The local buyer pool remains the primary driver, while limited external interest and slow turnover keep the market tilted in favor of buyers. Sellers are encouraged to price competitively to account for fewer bidding scenarios and longer transaction timelines. While still a luxury market, recent trends show cooling dynamics across key indicators.

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Westhampton Housing Market Overview



Overview

The Westhampton housing market remains somewhat competitive. Over the past year, median sale prices soared — with the latest October 2025 median at \$2.30 million, up 67.9% year-over-year. Price per square foot is high (though showing a year-over-year decline), reflecting that many sales are for premium, larger properties. Demand appears strong: homes are selling relatively quickly (median ~68 days) and sales volume has increased compared with last year.

Migration and Relocation Trends

Only 3% of buyers moving to Westhampton came from outside U.S. metros, while the remainder relocated from within other metro areas. Among inbound buyers, the greatest interest originates from metros like Los Angeles, Honolulu, and San Diego. On the outbound side, many residents appear to move to warmer or more urban markets such as Miami, Boston, and Philadelphia. This trending mix — some influx from major coastal metros balanced by modest outflow — suggests Westhampton remains attractive largely to buyers seeking lifestyle or second-home value rather than long-term relocation.

Additional Insights

- Inventory appears limited; market action remains modest but slightly favoring sellers.
- The high sale-to-list ratio indicates many homes sell close to asking price, which suggests persistent demand and moderate competition among buyers.
- The low percentage (0%) of homes selling above list price implies bidding wars are uncommon — likely because the high price point restrains speculative competition.
- Speed of sale (median ~68 days) suggests that desirable homes — especially those in good locations or with premium amenities — still move relatively quickly.

Summary

Westhampton is currently a high-end market with elevated prices and steady demand. While sales volume is modest (given the luxury price tier), the rapid sale pace and strong sale-to-list metrics demonstrate that homes which meet buyer expectations continue selling efficiently. Inventory remains constrained, contributing to price stability. For sellers, Westhampton remains a viable market — particularly for well-priced, desirable properties. For buyers, competition is real but more measured relative to ultra-hot luxury markets, making diligence on price and condition essential.

CURRENT MARKET CONDITIONS

\$2,300,000

Median Sale Price

INVENTORY AND SALES

68

Median Days on the Market

5

Total Homes Sold

PRICING DYNAMICS

96.9%

Sale-to-List Price Ratio

\$739

Sale \$/Sq.Ft.

NoMad Housing Market Overview



Overview

The NoMad housing market remains strong, with a median sale price of approximately \$2.45 million — a significant 24% increase year-over-year. Homes are taking longer to sell, with median days on market rising to 126 days from 82 days last year. Total monthly sales have slowed, with only 22 homes sold compared to 35 the previous year. Despite this, the market remains competitive, as sellers receive an average of 98.4% of their list price.

Migration and Relocation Trends

NoMad continues to attract buyers from across New York City, other U.S. metros, and international markets. The area's appeal lies in its central location, cultural assets, and proximity to transit and major employers. The sharp rise in median sale price indicates ongoing interest from affluent, relocation-driven buyers, especially professionals in finance and tech. Even with lower turnover, demand from high-income relocators sustains home values and keeps the market competitive.

Additional Insights

- Inventory remains tight, with a notable drop in homes sold compared to last year.
- Homes are staying on the market longer, suggesting buyer caution and pricing sensitivity.
- Sellers are still achieving nearly full asking prices, indicating resilient demand at the top tier.
- The NoMad market favors affluent, discerning buyers seeking prime Manhattan living.

CURRENT MARKET CONDITIONS

\$2,447,500

Median Sale Price

INVENTORY AND SALES

126

Median Days on the Market

22

Total Homes Sold

PRICING DYNAMICS

98.4%

Sale-to-List Price Ratio

\$1,810

Sale \$/Sq.Ft.

Summary

NoMad's housing market reflects premium demand amid shifting conditions. While fewer homes are selling and days on market have increased, values continue to rise — supported by high-end buyer interest. The neighborhood's core appeal and location maintain its desirability. Buyers are more selective, but sellers continue to hold pricing power in this competitive Manhattan submarket.

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