HREA Market Report

2Q-2026 Hamptons Sales

THE HAMPTONS MARKET					
	2Q-2026	**%Chg (Qtr)**	**1Q-2026**	**%Chg (Yr)**	**2Q-2025**
Average Sales Price	$3,423,722	-19.6%	$4,257,787	2.9%	$3,328,713
Median Sales Price	$2,200,000	-8.8%	$2,412,500	16.1%	$1,895,000
Number of Sales (Closed)	425	45.5%	292	-10.0%	472
Days on Market (From Last List Date)	124	4.2%	119	27.8%	97
Listing Discount (From Last List Price)	6.2%		11.6%		8.4%
Listing Inventory	1,166	12.4%	1,037	-9.5%	1,289
Months of Supply	8.2	-23.4%	10.7	0.0%	8.2
Bidding War Market Share	10.7%		14.2%		13.3%

MARKET BY PROPERTY TYPE

SINGLE FAMILY

	2Q-2026	**%Chg (Qtr)**	**1Q-2026**	**%Chg (Yr)**	**2Q-2025**
Average Sales Price	$3,485,610	-22.2%	$4,480,165	1.8%	$3,423,477
Median Sales Price	$2,237,500	-13.5%	$2,587,500	15.5%	$1,937,500
Number of Sales (Closed)	412	51.5%	272	-8.4%	450
Days on Market (From Last List Date)	120	11.1%	108	23.7%	97
Listing Discount (From Last List Price)	6.2%		13.0%		8.5%
Listing Inventory	1,117	11.9%	998	-6.1%	1,190
Months of Supply	8.1	-26.4%	11.0	2.5%	7.9

CONDO

	2Q-2026	**%Chg (Qtr)**	**1Q-2026**	**%Chg (Yr)**	**2Q-2025**
Average Sales Price	$1,462,346	16.8%	$1,251,526	5.2%	$1,390,357
Median Sales Price	$1,440,000	46.9%	$980,000	6.3%	$1,355,000
Number of Sales (Closed)	13	-31.6%	19	-40.9%	22
Days on Market (From Last List Date)	185	-24.5%	245	131.3%	80
Listing Discount (From Last List Price)	7.0%		8.0%		5.2%
Listing Inventory	49	25.6%	39	-50.5%	99
Months of Supply	11.3	82.3%	6.2	-16.3%	13.5

LUXURY [highest 10% of all sales]

	2Q-2026	**%Chg (Qtr)**	**1Q-2026**	**%Chg (Yr)**	**2Q-2025**
Average Sales Price	$11,999,634	-33.4%	$18,028,638	-12.0%	$13,635,277
Median Sales Price	$10,850,000	-16.5%	$13,000,000	-4.4%	$11,350,000
Number of Sales (Closed)	43	43.3%	30	-10.4%	48
Days on Market (From Last List Date)	102	18.6%	86	-22.1%	131
Listing Discount (From Last List Price)	10.1%		8.4%		10.3%
Listing Inventory	303	37.7%	220	-18.1%	370
Months of Supply	21.1	-4.1%	22.0	-8.7%	23.1
Entry Price Threshold	$7,000,000	-15.7%	$8,300,000	4.5%	$6,700,000

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by Hamlet

2q26 Hamptons SF + Condo	Avg Sales Price	YOY	Avg Listing Price	YOY	Listings	In Contract	Sales
Amagansett	$3,323,125	-39.1%	$3,691,992	-38.8%	47	9	8
Bridgehampton	$7,830,833	53.7%	$8,261,529	45.0%	59	16	12
East Hampton	$3,235,072	-16.2%	$3,493,878	-16.5%	214	54	146
East Quogue	$1,542,368	29.5%	$1,624,114	29.5%	27	11	19
Hampton Bays	$1,584,311	49.1%	$1,646,099	49.0%	98	27	38
Montauk	$2,817,846	-4.5%	$3,057,363	-13.7%	70	16	13
Quogue/Quiogue	$3,128,750	-42.2%	$3,447,883	-46.6%	30	7	4
Remsenburg	$1,927,083	-22.5%	$2,096,666	-21.6%	22	0	6
Sag Harbor	$3,519,668	26.6%	$3,688,612	20.2%	125	51	58
Sagaponack	$9,265,833	50.7%	$10,220,214	43.2%	18	3	6
Southampton	$4,760,221	31.9%	$5,174,360	37.4%	212	53	56
Wainscott	$6,115,833	-57.8%	$6,115,833	-63.3%	27	6	6
Water Mill	$7,539,750	20.7%	$8,150,470	19.8%	98	18	10
Westhampton	$1,651,533	-12.9%	$1,816,686	-9.2%	33	10	15
Westhampton Beach/Dunes	$2,538,624	17.8%	$2,594,474	8.5%	50	5	19

2q26 Hamptons SF + Condo	Median Price	YOY%	Sales	YOY%	Inventory	YOY%	MOS*	YOY%
Amagansett	$2,992,500	-27.0%	8	-42.9%	47	-9.6%	17.6	58.6%
Bridgehampton	$6,025,000	115.6%	12	-47.8%	59	0.0%	14.8	92.2%
East Hampton	$2,500,000	30.7%	146	43.1%	214	-11.2%	4.4	-38.0%
East Quogue	$1,400,000	47.8%	19	-36.7%	27	0.0%	4.3	59.3%
Hampton Bays	$1,122,500	14.7%	38	-24.0%	98	46.3%	7.7	92.5%
Montauk	$2,900,000	65.7%	13	-51.9%	70	-32.0%	16.2	42.1%
Quogue/Quiogue	$3,050,000	-33.0%	4	-66.7%	30	-6.3%	22.5	181.3%
Remsenburg	$1,800,000	5.9%	6	-33.3%	22	120.0%	11.0	233.3%
Sag Harbor	$2,000,000	-9.1%	58	-4.9%	125	-22.4%	6.5	-17.7%
Sagaponack	$9,450,000	73.0%	6	-50.0%	18	-10.0%	9.0	80.0%
Southampton	$3,525,000	64.1%	56	-15.2%	212	-14.5%	11.4	0.9%
Wainscott	$4,800,000	-66.9%	6	200.0%	27	-12.9%	13.5	-71.0%
Water Mill	$3,512,500	-32.5%	10	-52.4%	98	-3.9%	29.4	101.4%
Westhampton	$1,575,000	-1.5%	15	-21.1%	33	10.0%	6.6	40.4%
Westhampton Beach/Dunes	$2,250,000	-0.1%	19	-5.0%	50	-26.5%	7.9	-22.5%

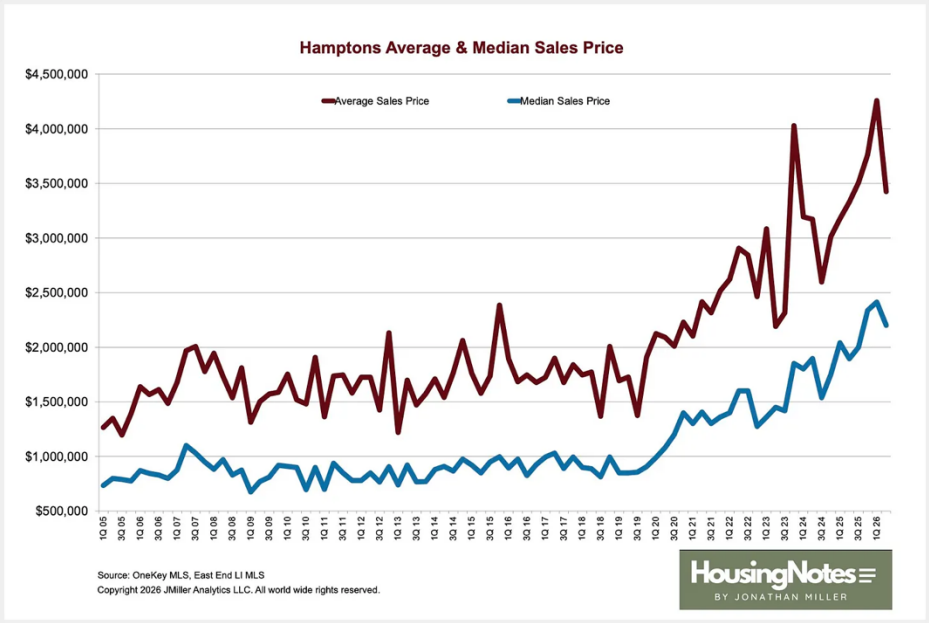
*Months of Supply: The number of months to sell all listing inventory at the current sales rate

Takeaways

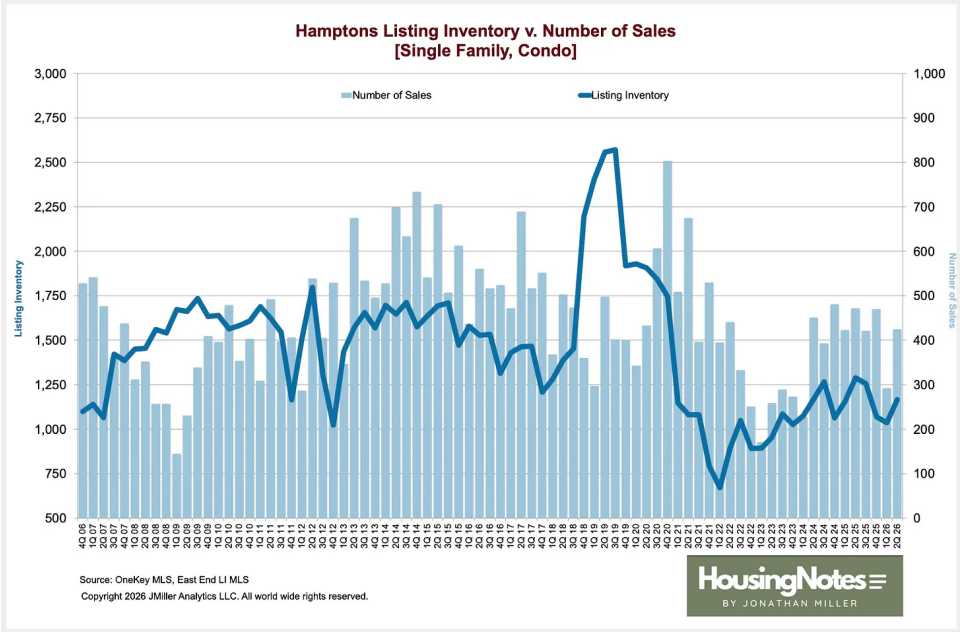
- Tight inventory remains the core constraint, with listings down year over year in three of the past four quarters.
- Median sales price jumped 16.1% annually to $2.2M, the third-highest level on record.
- Sales activity declined for the third consecutive quarter despite high compensation and profits on Wall Street and in financial markets.
- Quarterly sales (425) were 12.3% below the decade average, reflecting persistent supply shortages.
- Listing inventory fell 9.5% annually to 1,166, 15.8% below the ten-year average.
- The $1M–$5M "middle" market dominated with a record 67.8% share and 16.1% annual sales growth.
- Sub-$1M share dropped to 14.6% (near a record low), while $5M+ share reached a high of 17.9%, reflecting an ongoing upmarket shift and redevelopment trends.
- Luxury signals were mixed: median price fell 4.4% to $10.85M, while sales volume declined slightly and inventory dropped sharply (−18.1%).

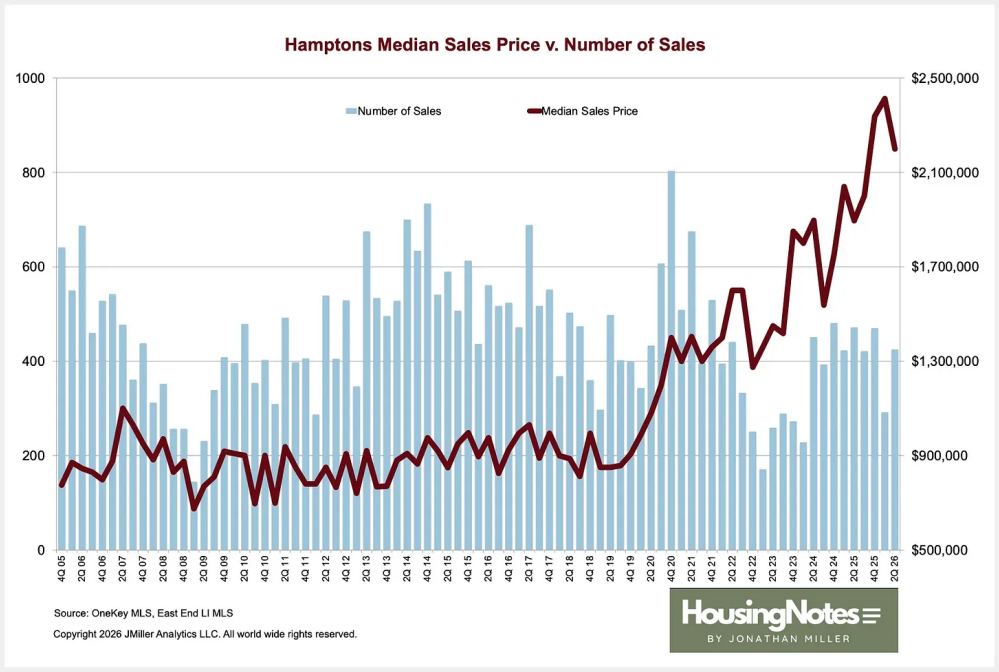
Tight Inventory Continues To Be The Primary Challenge

Price growth continues to expand annually at double-digit rates, up for the past four quarters, as listing inventory declined year over year during three of the past four quarters. With inadequate supply, the median sales price surged by 16.1% annually to $2,200,000, the third-highest on record. Despite record Wall Street compensation and profits for the past two years, as well as buoyant financial markets, sales

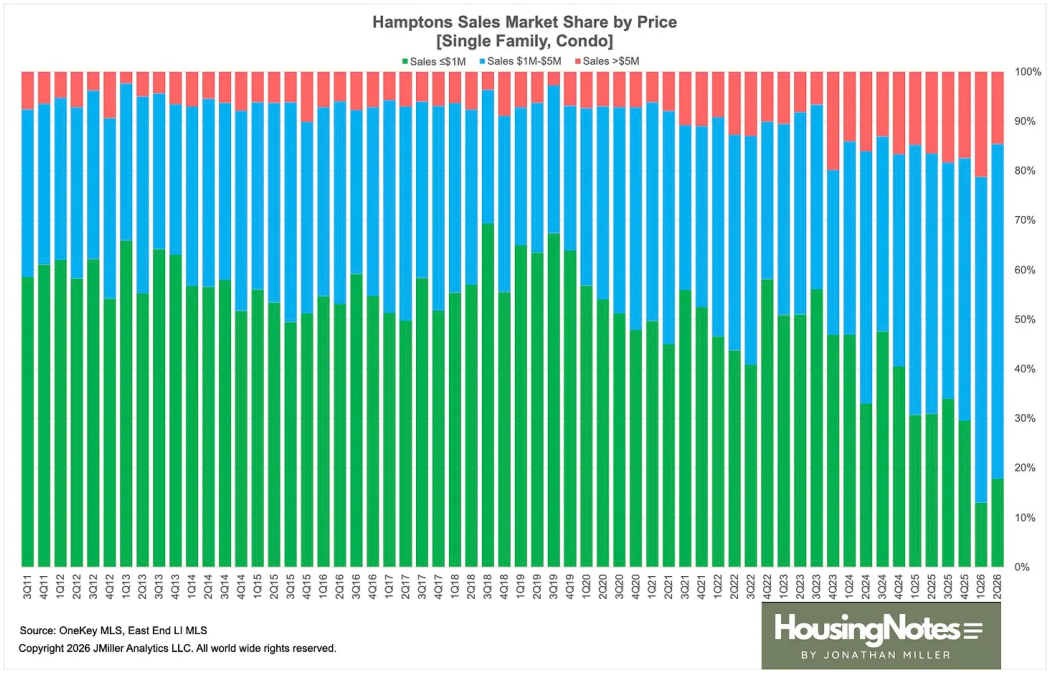


have declined annually for the past three quarters. The 425 sales in the current quarter were 12.3% below the 485-decade average, largely because supply remains so limited. Listing inventory was down 9.5% annually to 1,166 and was 15.8% below the ten-year decade average of 1,384.

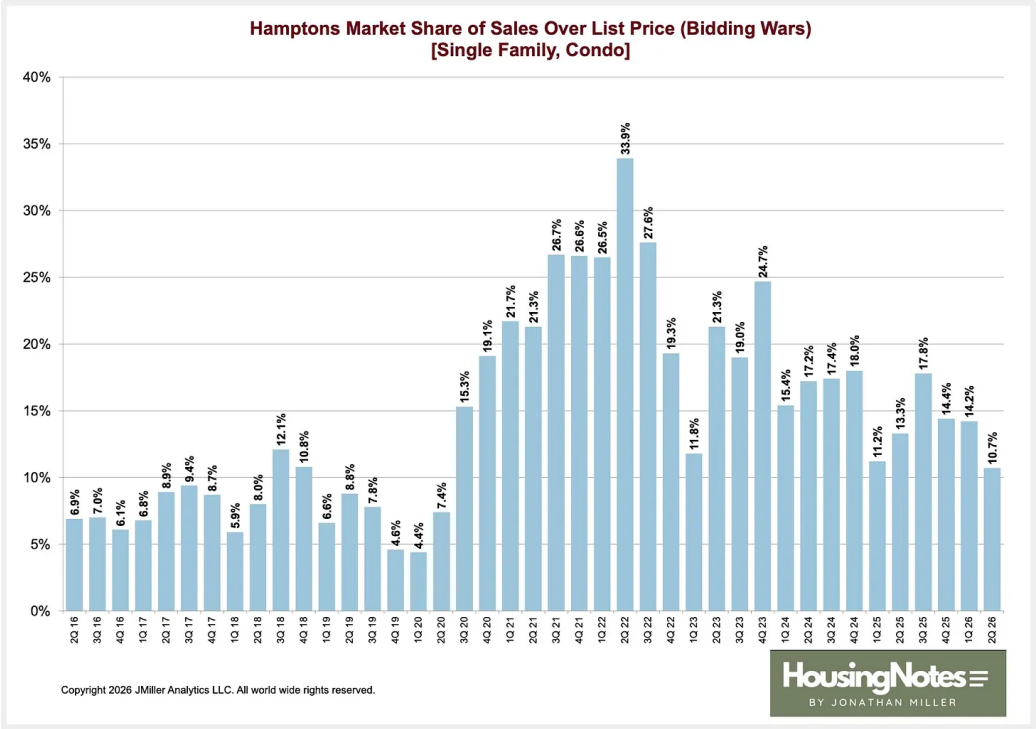




The Hamptons "Middle" Continued To Show Strength

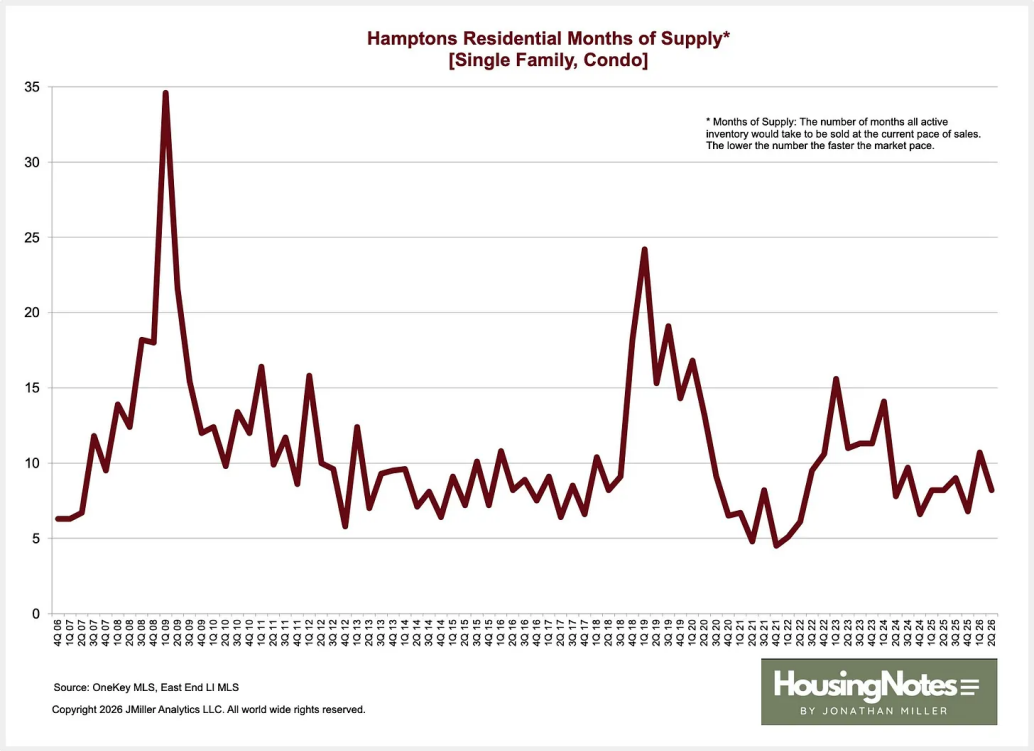


The market below $1 million accounted for 14.6% of all sales in the quarter, the second-lowest on record after the prior quarter, which averaged 13%. However, the $1 million to $5 million market, which I nickname the "middle," had a 67.8% market share, the highest in history. The market share of sales of $5 million or more was 17.9%, the third-highest on record. The distortion observed in these market share numbers is not just annual price appreciation but also the shift toward housing stock being replaced with large properties throughout the region. The value of the land is so high that it can support larger homes in most cases, and more modest-sized housing continues to be replaced.



The Luxury Market Is Sending An Unclear Message

I've been continuously describing the Hamptons as getting renovated and getting larger. Yet the luxury median sales price slipped annually by 4.4% to $10,850,000. Why? The burst of sales in the middle market was the engine of the spring housing market. While sales of $10 million homes were the third-highest total on record (25), they were down 3.8% annually, while sales in the middle were up 16.1% annually to 288. The volume in the middle was a force to be reckoned with, as luxury inventory fell 18.1% year over year to 303.



Final Thoughts

The Hamptons market is currently driven more by a lack of supply than anything else, with prices rising even as sales slow. Most of the activity is centered in the $1M–$5M range, where buyers are focused on newer, larger homes, while smaller and more affordable properties continue to disappear due to redevelopment. Even with strong Wall Street earnings, sales are down, which suggests the issue is more about limited choices, high costs, and financing conditions than a lack of demand. At the top end, pricing looks softer mainly due to what's selling, rather than a true drop in values, especially since inventory is so tight.