HREA Market Report

3Q-2026 Hamptons Sales

THE HAMPTONS MARKET					
	3Q-2026	%Chg (Qtr)	2Q-2026	%Chg (Yr)	3Q-2025
Average Sales Price	$3,046,488	-11.0%	$3,423,722	-13.1%	$3,505,284
Median Sales Price	$1,875,000	-14.8%	$2,200,000	-6.3%	$2,000,000
Number of Sales (Closed)	385	-9.4%	425	-8.6%	421
Days on Market (From Last List Date)	100	-19.4%	124	-7.4%	108
Listing Discount (From Last List Price)	4.5%		6.2%		10.1%
Listing Inventory	973	-16.6%	1,166	-22.5%	1,256
Months of Supply	7.6	-7.3%	8.2	-15.6%	9.0
Bidding War Market Share	5.2%		10.7%		17.8%

MARKET BY PROPERTY TYPE

SINGLE FAMILY

	3Q-2026	%Chg (Qtr)	2Q-2026	%Chg (Yr)	3Q-2025
Average Sales Price	$3,180,655	-8.7%	$3,485,610	-11.9%	$3,609,366
Median Sales Price	$1,995,000	-10.8%	$2,237,500	-5.0%	$2,100,000
Number of Sales (Closed)	353	-14.3%	412	-12.4%	403
Days on Market (From Last List Date)	94	-21.7%	120	-13.8%	109
Listing Discount (From Last List Price)	4.7%		6.2%		10.3%
Listing Inventory	923	-17.4%	1,117	-21.6%	1,177
Months of Supply	7.8	-3.7%	8.1	-11.4%	8.8

CONDO

	3Q-2026	%Chg (Qtr)	2Q-2026	%Chg (Yr)	3Q-2025
Average Sales Price	$1,566,453	7.1%	$1,462,346	33.3%	$1,174,994
Median Sales Price	$1,150,000	-20.1%	$1,440,000	1.3%	$1,135,000
Number of Sales (Closed)	32	146.2%	13	77.8%	18
Days on Market (From Last List Date)	141	-23.8%	185	98.6%	71
Listing Discount (From Last List Price)	2.8%		7.0%		-2.0%
Listing Inventory	50	2.0%	49	-36.7%	79
Months of Supply	4.7	-58.4%	11.3	-64.4%	13.2

LUXURY [highest 10% of all sales]

	3Q-2026	%Chg (Qtr)	2Q-2026	%Chg (Yr)	3Q-2025
Average Sales Price	$10,408,520	-13.3%	$11,999,634	-27.9%	$14,437,393
Median Sales Price	$10,000,000	-7.8%	$10,850,000	0.0%	$10,000,000
Number of Sales (Closed)	38	-11.6%	43	-11.6%	43
Days on Market (From Last List Date)	171	67.6%	102	1.2%	169
Listing Discount (From Last List Price)	5.8%		10.1%		12.3%
Listing Inventory	293	-3.3%	303	-0.3%	294
Months of Supply	23.1	9.5%	21.1	12.7%	20.5
Entry Price Threshold	$6,625,000	-5.4%	$7,000,000	-8.6%	$7,250,000

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3q26 Hamptons SF + Condo	Avg Sales Price	YOY	Avg Listing Price	YOY	Listings	In Contract	Sales
Amagansett	$2,720,000	-31.7%	$2,856,000	-30.5%	47	15	5
Bridgehampton	$5,779,167	-31.9%	$6,010,334	-36.7%	53	19	12
East Hampton	$2,640,137	-33.4%	$2,809,106	-37.0%	215	58	68
East Quogue	$1,180,685	-38.3%	$1,240,900	-36.7%	30	9	27
Hampton Bays	$1,172,508	2.9%	$1,233,478	-0.5%	77	14	55
Montauk	$3,498,050	29.0%	$3,879,337	33.7%	75	16	25
Quogue/Quiogue	$3,754,286	0.0%	$3,919,475	-3.0%	28	4	7
Remsenburg	$2,030,000	14.2%	$2,092,930	3.0%	27	3	4
Sag Harbor	$3,974,843	39.0%	$4,046,390	18.2%	108	24	55
Sagaponack	$10,850,000	40.6%	$11,718,000	50.5%	23	9	2
Southampton	$4,272,010	-1.1%	$4,314,730	-11.5%	105	40	52
Wainscott	$3,106,000	-41.8%	$3,258,194	-49.2%	33	4	5
Water Mill	$4,430,000	-41.2%	$4,700,230	-41.4%	82	12	16
Westhampton	$1,789,941	37.0%	$1,902,707	35.4%	29	8	17
Westhampton Beach/Dunes	$3,232,154	2.4%	$3,445,476	2.4%	41	10	26

3q26 Hamptons SF + Condo	Median Price	YOY%	Sales	YOY%	Inventory	YOY%	MOS*	YOY%
Amagansett	$2,100,000	-50.0%	5	-44.4%	47	4.4%	28.2	88.0%
Bridgehampton	$5,025,000	-26.2%	12	-20.0%	53	-1.9%	13.3	23.1%
East Hampton	$2,138,750	0.1%	68	-20.9%	215	-19.5%	9.5	2.2%
East Quogue	$1,215,000	-11.6%	27	58.8%	30	20.0%	3.3	-25.0%
Hampton Bays	$999,999	14.8%	55	25.0%	77	20.3%	4.2	-4.5%
Montauk	$2,300,000	15.0%	25	8.7%	75	-14.8%	9.0	-21.7%
Quogue/Quiogue	$2,050,000	-25.5%	7	-22.2%	28	12.0%	12.0	44.6%
Remsenburg	$1,017,500	-14.6%	4	-66.7%	27	50.0%	20.3	351.1%
Sag Harbor	$3,945,000	81.4%	55	10.0%	108	-27.0%	5.9	-33.7%
Sagaponack	$10,850,000	87.1%	2	-60.0%	23	21.1%	34.5	202.6%
Southampton	$2,857,500	22.3%	52	-24.6%	105	-55.9%	6.1	-40.8%
Wainscott	$3,580,000	6.9%	5	0.0%	33	6.5%	19.8	6.5%
Water Mill	$4,047,500	-16.1%	16	-15.8%	82	-24.1%	15.4	-9.9%
Westhampton	$1,650,000	36.6%	17	-5.6%	29	-3.3%	5.1	2.0%
Westhampton Beach/Dunes	$1,360,000	-32.3%	26	-3.7%	41	-26.8%	4.7	-24.2%

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

Takeaways

- Listing inventory fell annually for the third straight quarter, sharply below the third-quarter decade average
- Median sales price slipped for the first time in six months, reflecting a shift in the mix
- Number of sales declined annually for the fourth consecutive quarter, restrained by falling supply
- The market share of sales for sales above the $5 million threshold was the lowest in five quarters
- The $1M–$5M "middle" market was where all the year-over-year sales growth occurred
- Luxury listing inventory, which began at $6,625,000, was essentially flat year over year

The Chronic Listing Inventory Shortage Continues to Distort the Market

Overall, Hamptons housing prices declined, largely because the mix shifted toward smaller properties. Market distortion from limited inventory continues to drive the market's behavior. The median sales price declined 6.3% annually to $1,875,000, after 6 straight quarters of setting first-, second-, or third-highest levels in history. One might think falling inventory would always drive prices higher, but because the middle of the market surged and overpowered the top of the market ($5 million or higher), overall prices slipped. It's clearly not a declining market. At the same time, sales have fallen annually for four straight quarters, as listing inventory has declined year over year in four of the past five quarters. The actual sales gains are being seen in the "Hampton's middle," my nickname for the $1 million to $5 million price range, which accounted for 65.5% of all sales, the third-highest share for this submarket on record.