

Elliman Report

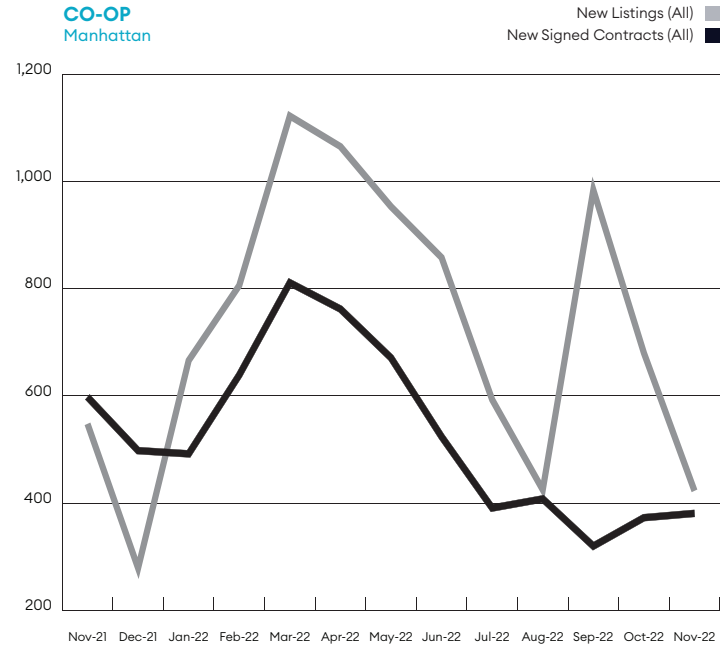
New York

November 2022 New Signed Contracts

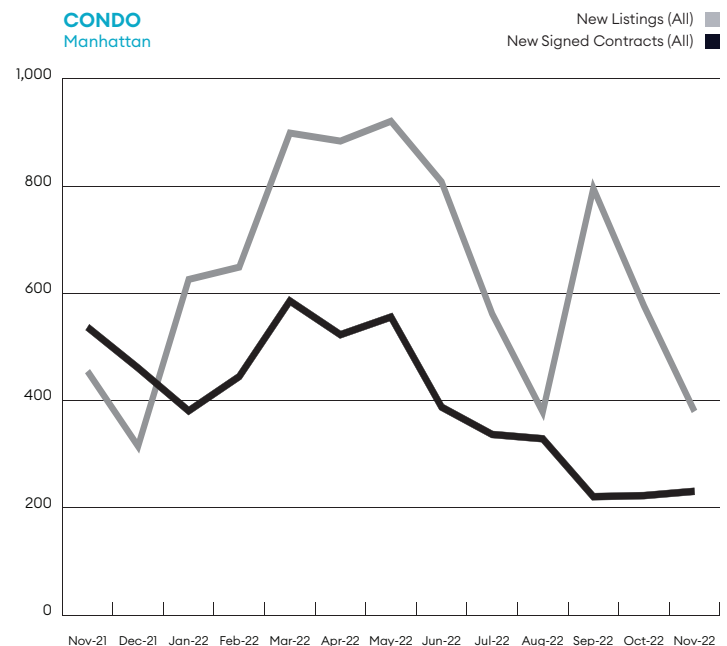
Manhattan

"Newly signed contracts increased month over month for the third time since August. However, they have been falling annually since April, distorted by comparisons against the pandemic-era housing boom. As a result, new listings have fallen annually for the fifth consecutive month, and monthly, they have fallen for the seventh time in the past eight months."

CO-OP MATRIX Manhattan	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	381	598	-36.3%
< \$500K	79	113	-30.1%
\$500K - \$999K	153	223	-31.4%
\$1M - \$1.99M	102	139	-26.6%
\$2M - \$3.99M	33	84	-60.7%
\$4M - \$4.99M	6	14	-57.1%
\$5M - \$9.99M	8	20	-60.0%
\$10M - \$19.99M	0	5	-100.0%
≥ \$20M	0	0	
New Listings (All)	423	548	-22.8%
< \$500K	66	105	-37.1%
\$500K - \$999K	156	209	-25.4%
\$1M - \$1.99M	107	128	-16.4%
\$2M - \$3.99M	66	67	-1.5%
\$4M - \$4.99M	5	9	-44.4%
\$5M - \$9.99M	17	19	-10.5%
\$10M - \$19.99M	3	9	-66.7%
≥ \$20M	3	2	50.0%



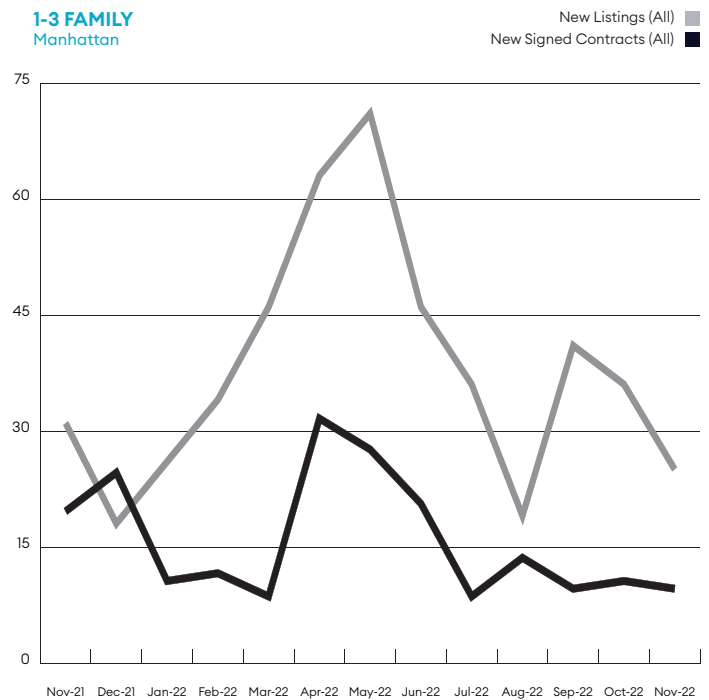
CONDO MATRIX Manhattan	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	231	537	-57.0%
< \$500K	1	11	-90.9%
\$500K - \$999K	49	108	-54.6%
\$1M - \$1.99M	67	136	-50.7%
\$2M - \$3.99M	70	145	-51.7%
\$4M - \$4.99M	13	29	-55.2%
\$5M - \$9.99M	24	77	-68.8%
\$10M - \$19.99M	7	22	-68.2%
≥ \$20M	0	9	-100.0%
New Listings (All)	380	455	-16.5%
< \$500K	10	9	11.1%
\$500K - \$999K	70	100	-30.0%
\$1M - \$1.99M	113	117	-3.4%
\$2M - \$3.99M	90	108	-16.7%
\$4M - \$4.99M	38	32	18.8%
\$5M - \$9.99M	39	56	-30.4%
\$10M - \$19.99M	19	27	-29.6%
≥ \$20M	1	6	-83.3%



Manhattan (continued)

1-3 FAMILY MATRIX Manhattan	NOV 2022	NOV 2021	%Δ (yr)
New Signed Contracts (All)	9	19	-52.6%
< \$500K	0	0	
\$500K - \$999K	0	1	-100.0%
\$1M - \$1.99M	0	3	-100.0%
\$2M - \$3.99M	1	1	0.0%
\$4M - \$4.99M	1	1	0.0%
\$5M - \$9.99M	3	4	-25.0%
\$10M - \$19.99M	0	6	-100.0%
≥ \$20M	4	3	33.3%
New Listings (All)	24	30	-20.0%
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	1	5	-80.0%
\$2M - \$3.99M	5	4	25.0%
\$4M - \$4.99M	0	1	-100.0%
\$5M - \$9.99M	11	10	10.0%
\$10M - \$19.99M	4	6	-33.3%
≥ \$20M	3	4	-25.0%

Source: REBNY



Brooklyn

"Newly signed contracts increased month over month for the first time since August. However, they have been falling annually since April, distorted by comparisons against the pandemic-era housing boom. As a result, new listings have fallen annually for the fourth consecutive month, and monthly, they have fallen for the fifth time in the past six months."

CO-OP MATRIX Brooklyn	NOV 2022	NOV 2021	%Δ (yr)
New Signed Contracts (All)	101	143	-29.4%
< \$500K	44	62	-29.0%
\$500K - \$999K	40	50	-20.0%
\$1M - \$1.99M	13	29	-55.2%
\$2M - \$3.99M	3	2	50.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	1	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	135	160	-15.6%
< \$500K	74	106	-30.2%
\$500K - \$999K	40	37	8.1%
\$1M - \$1.99M	19	11	72.7%
\$2M - \$3.99M	2	6	-66.7%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

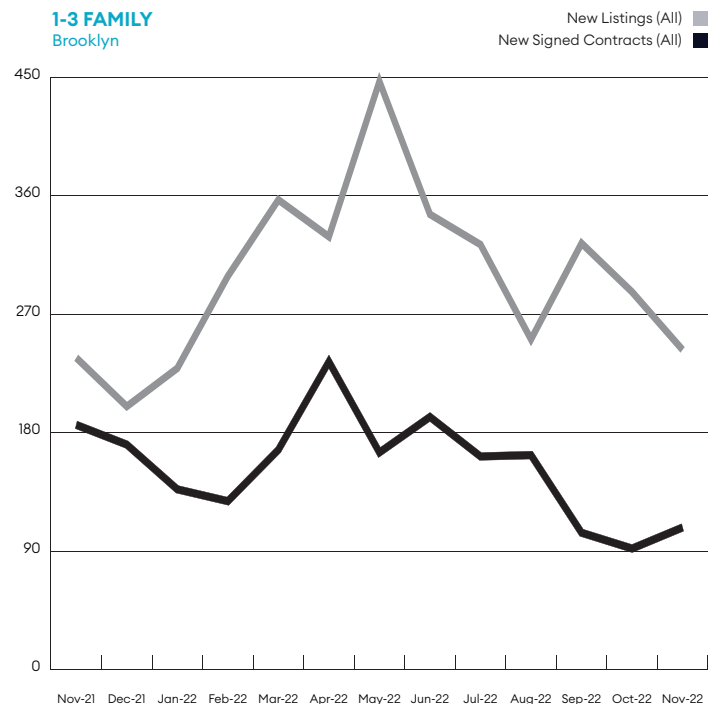


Brooklyn (continued)

CONDO MATRIX Brooklyn	NOV 2022	NOV 2021	%Δ (yr)
New Signed Contracts (All)	144	275	-47.6%
< \$500K	11	17	-35.3%
\$500K - \$999K	58	115	-49.6%
\$1M - \$1.99M	47	101	-53.5%
\$2M - \$3.99M	22	33	-33.3%
\$4M - \$4.99M	2	5	-60.0%
\$5M - \$9.99M	4	4	0.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	181	237	-23.6%
< \$500K	20	16	25.0%
\$500K - \$999K	64	109	-41.3%
\$1M - \$1.99M	63	82	-23.2%
\$2M - \$3.99M	26	26	0.0%
\$4M - \$4.99M	3	2	50.0%
\$5M - \$9.99M	5	2	150.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	



1-3 FAMILY MATRIX Brooklyn	NOV 2022	NOV 2021	%Δ (yr)
New Signed Contracts (All)	108	186	-41.9%
< \$500K	1	2	-50.0%
\$500K - \$999K	32	47	-31.9%
\$1M - \$1.99M	43	86	-50.0%
\$2M - \$3.99M	25	41	-39.0%
\$4M - \$4.99M	3	3	0.0%
\$5M - \$9.99M	4	7	-42.9%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	243	237	2.5%
< \$500K	2	0	
\$500K - \$999K	70	70	0.0%
\$1M - \$1.99M	112	105	6.7%
\$2M - \$3.99M	48	51	-5.9%
\$4M - \$4.99M	6	5	20.0%
\$5M - \$9.99M	4	5	-20.0%
\$10M - \$19.99M	1	1	0.0%
≥ \$20M	0	0	

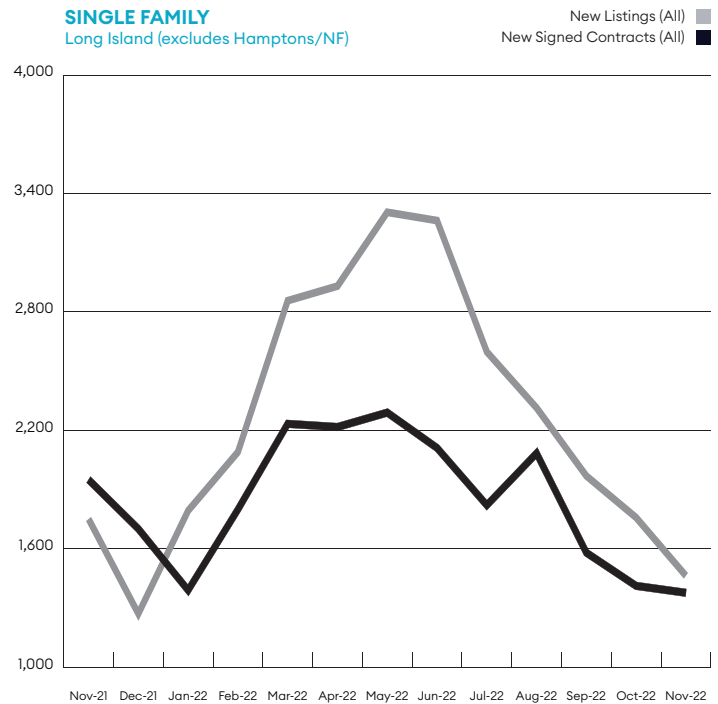


Source: REBNY

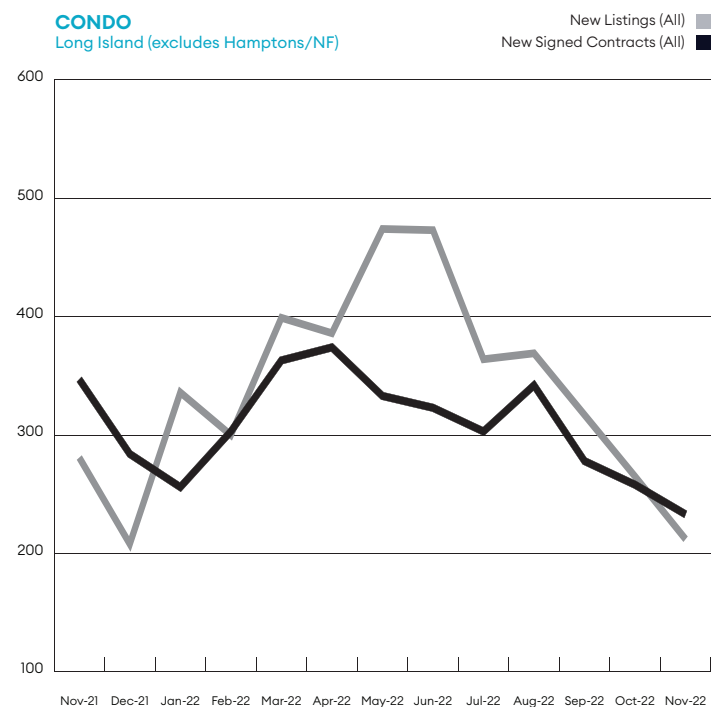
Long Island (excludes Hamptons/North Fork)

"Newly signed contracts have fallen annually for more than a year, distorted by the pandemic-era housing boom. New listings fell month over month for the sixth consecutive month as would-be sellers remained wedded to their lower rates."

SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	1,377	1,950	-29.4%
< \$200K	36	55	-34.5%
\$200K - \$299K	105	154	-31.8%
\$300K - \$399K	238	385	-38.2%
\$400K - \$499K	335	450	-25.6%
\$500K - \$599K	347	492	-29.5%
\$600K - \$799K	138	183	-24.6%
\$800K - \$999K	141	177	-20.3%
≥ \$1M	37	54	-31.5%
New Listings (All)	1,463	1,751	-16.4%
< \$200K	47	53	-11.3%
\$200K - \$299K	107	147	-27.2%
\$300K - \$399K	209	325	-35.7%
\$400K - \$499K	310	387	-19.9%
\$500K - \$599K	384	463	-17.1%
\$600K - \$799K	163	144	13.2%
\$800K - \$999K	169	158	7.0%
≥ \$1M	74	74	0.0%



CONDO MATRIX Long Island (excludes Hamptons/NF)	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	233	347	-32.9%
< \$200K	21	52	-59.6%
\$200K - \$299K	56	65	-13.8%
\$300K - \$399K	48	71	-32.4%
\$400K - \$499K	44	68	-35.3%
\$500K - \$599K	20	28	-28.6%
\$600K - \$799K	26	35	-25.7%
\$800K - \$999K	6	9	-33.3%
≥ \$1M	12	19	-36.8%
New Listings (All)	212	281	-24.6%
< \$200K	20	32	-37.5%
\$200K - \$299K	51	51	0.0%
\$300K - \$399K	40	72	-44.4%
\$400K - \$499K	39	45	-13.3%
\$500K - \$599K	19	25	-24.0%
\$600K - \$799K	26	19	36.8%
\$800K - \$999K	6	12	-50.0%
≥ \$1M	11	25	-56.0%

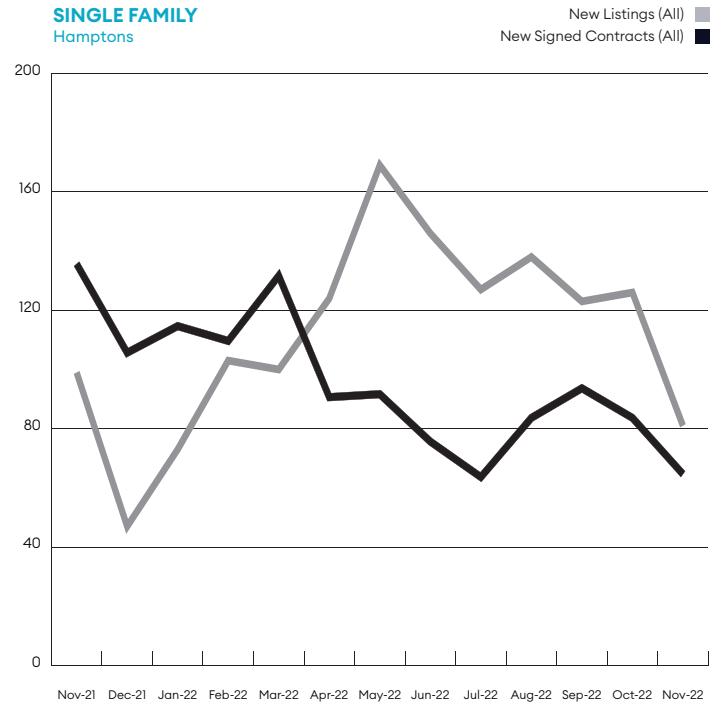


Source: One Key MLS

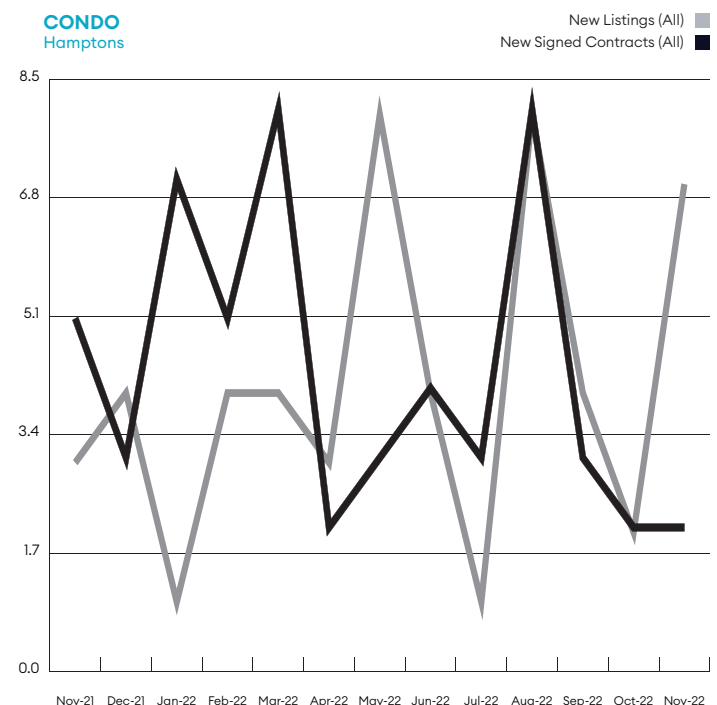
Hamptons

"Newly signed contracts have fallen annually for more than a year, distorted by the pandemic-era housing boom. New listings fell month over month for the second time in three months as would-be sellers remained wedded to their lower rates."

SINGLE FAMILY MATRIX Hamptons	NOV 2022	NOV 2021	%Δ (yr)
New Signed Contracts (All)	63	134	-53.0%
< \$500K	1	1	0.0%
\$500K - \$999K	13	29	-55.2%
\$1M - \$1.99M	17	39	-56.4%
\$2M - \$3.99M	13	37	-64.9%
\$4M - \$4.99M	7	8	-12.5%
\$5M - \$9.99M	7	15	-53.3%
\$10M - \$19.99M	5	5	0.0%
≥ \$20M	0	0	
New Listings (All)	81	99	-18.2%
< \$500K	1	0	
\$500K - \$999K	12	15	-20.0%
\$1M - \$1.99M	24	27	-11.1%
\$2M - \$3.99M	23	26	-11.5%
\$4M - \$4.99M	5	8	-37.5%
\$5M - \$9.99M	10	16	-37.5%
\$10M - \$19.99M	5	2	150.0%
≥ \$20M	1	5	-80.0%



CONDO MATRIX Hamptons	NOV 2022	NOV 2021	%Δ (yr)
New Signed Contracts (All)	2	5	-60.0%
< \$500K	0	0	
\$500K - \$999K	1	2	-50.0%
\$1M - \$1.99M	1	1	0.0%
\$2M - \$3.99M	0	2	-100.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	7	3	133.3%
< \$500K	0	1	-100.0%
\$500K - \$999K	2	1	100.0%
\$1M - \$1.99M	4	0	
\$2M - \$3.99M	0	1	-100.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	1	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

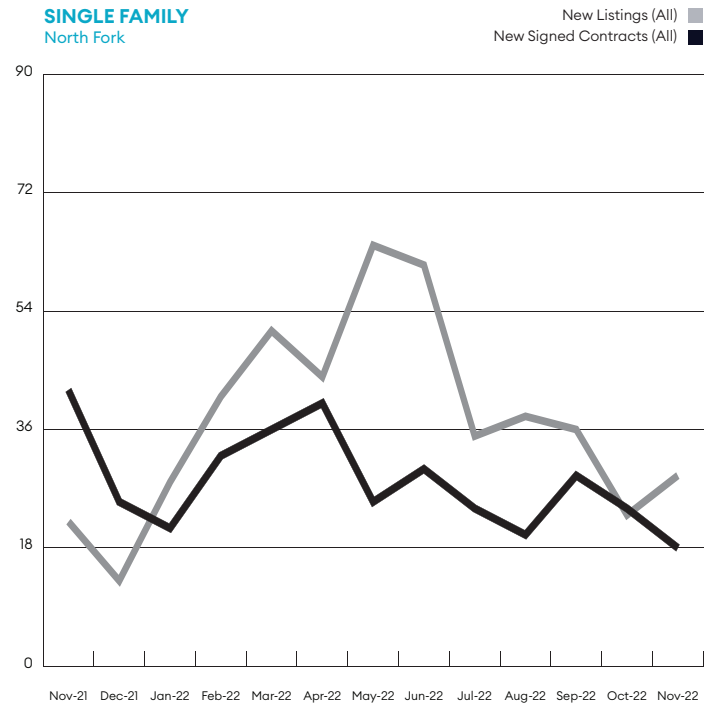


Source: East End LI MLS

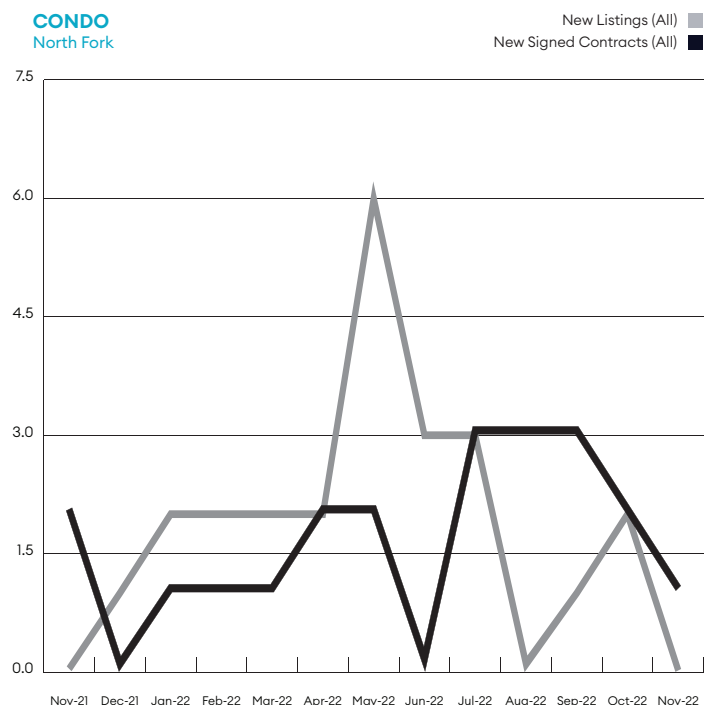
North Fork

"Newly signed contracts have fallen annually since May, distorted by the pandemic-era housing boom. However, new listings rose monthly for the first time since May."

SINGLE FAMILY MATRIX North Fork	NOV 2022	NOV 2021	%Δ (yr)
New Signed Contracts (All)	18	42	-57.1%
< \$500K	0	1	-100.0%
\$500K - \$999K	9	28	-67.9%
\$1M - \$1.99M	9	9	0.0%
\$2M - \$3.99M	0	3	-100.0%
\$4M - \$4.99M	0	1	-100.0%
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	29	22	31.8%
< \$500K	0	1	-100.0%
\$500K - \$999K	16	12	33.3%
\$1M - \$1.99M	8	7	14.3%
\$2M - \$3.99M	4	1	300.0%
\$4M - \$4.99M	0	1	-100.0%
\$5M - \$9.99M	1	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	



CONDO MATRIX North Fork	NOV 2022	NOV 2021	%Δ (yr)
New Signed Contracts (All)	1	2	-50.0%
< \$500K	1	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	0	2	-100.0%
\$2M - \$3.99M	0	0	
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	0	0	
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	0	0	
\$2M - \$3.99M	0	0	
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

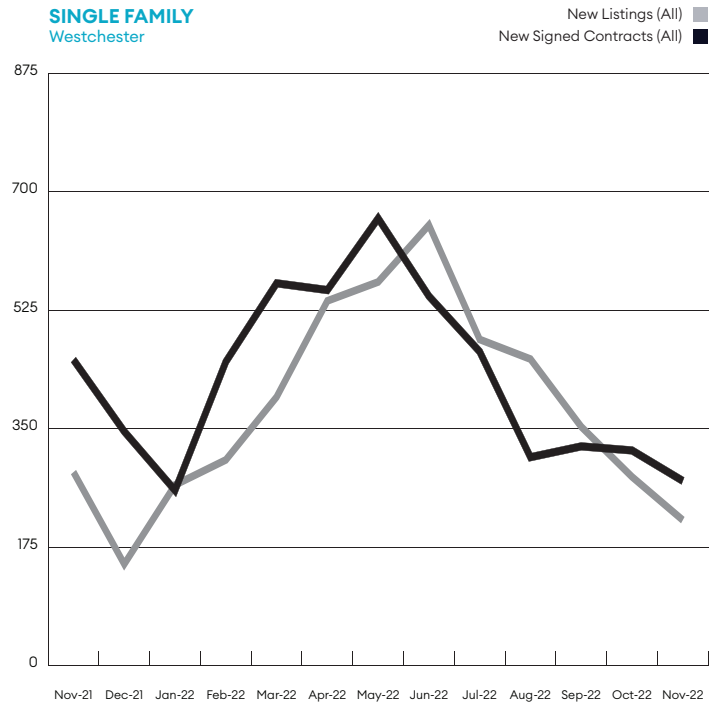


Source: One Key MLS

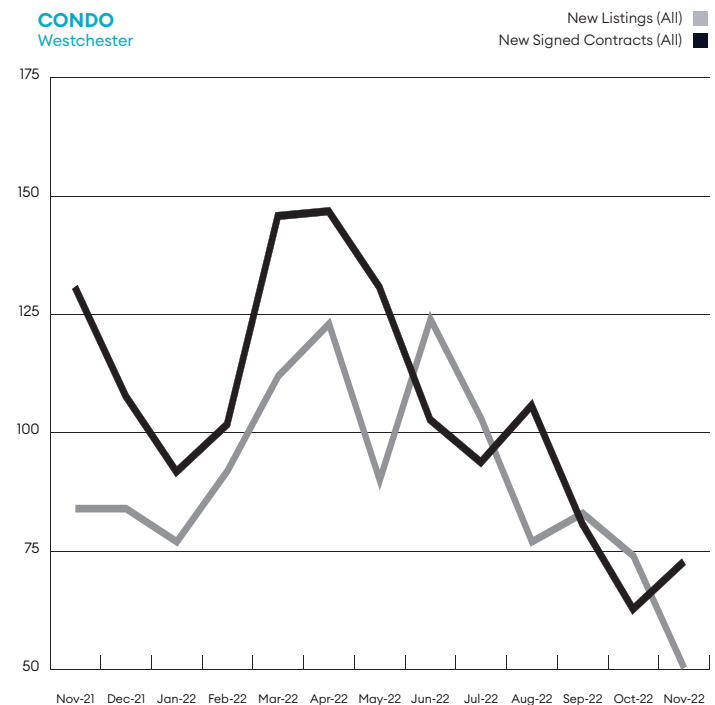
Westchester

"Newly signed contracts have fallen annually for more than a year, distorted by the pandemic-era housing boom. New listings fell month over month for the fifth consecutive month as would-be sellers remained wedded to their lower rates."

SINGLE FAMILY MATRIX Westchester	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	273	452	-39.6%
< \$300K	4	3	33.3%
\$300K - \$399K	11	23	-52.2%
\$400K - \$499K	32	38	-15.8%
\$500K - \$599K	45	85	-47.1%
\$600K - \$799K	64	99	-35.4%
\$800K - \$999K	43	75	-42.7%
\$1M - \$1.99M	51	93	-45.2%
≥ \$2M	23	36	-36.1%
New Listings (All)	215	286	-24.8%
< \$300K	3	5	-40.0%
\$300K - \$399K	7	9	-22.2%
\$400K - \$499K	26	36	-27.8%
\$500K - \$599K	28	33	-15.2%
\$600K - \$799K	61	77	-20.8%
\$800K - \$999K	26	34	-23.5%
\$1M - \$1.99M	40	65	-38.5%
≥ \$2M	24	27	-11.1%



CONDO MATRIX Westchester	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	72	130	-44.6%
< \$200K	2	4	-50.0%
\$200K - \$299K	7	21	-66.7%
\$300K - \$399K	19	44	-56.8%
\$400K - \$499K	15	18	-16.7%
\$500K - \$599K	7	14	-50.0%
\$600K - \$799K	10	13	-23.1%
\$800K - \$999K	5	7	-28.6%
≥ \$1M	7	9	-22.2%
New Listings (All)	50	84	-40.5%
< \$200K	0	1	-100.0%
\$200K - \$299K	8	8	0.0%
\$300K - \$399K	13	15	-13.3%
\$400K - \$499K	9	17	-47.1%
\$500K - \$599K	5	14	-64.3%
\$600K - \$799K	3	16	-81.3%
\$800K - \$999K	7	5	40.0%
≥ \$1M	5	8	-37.5%

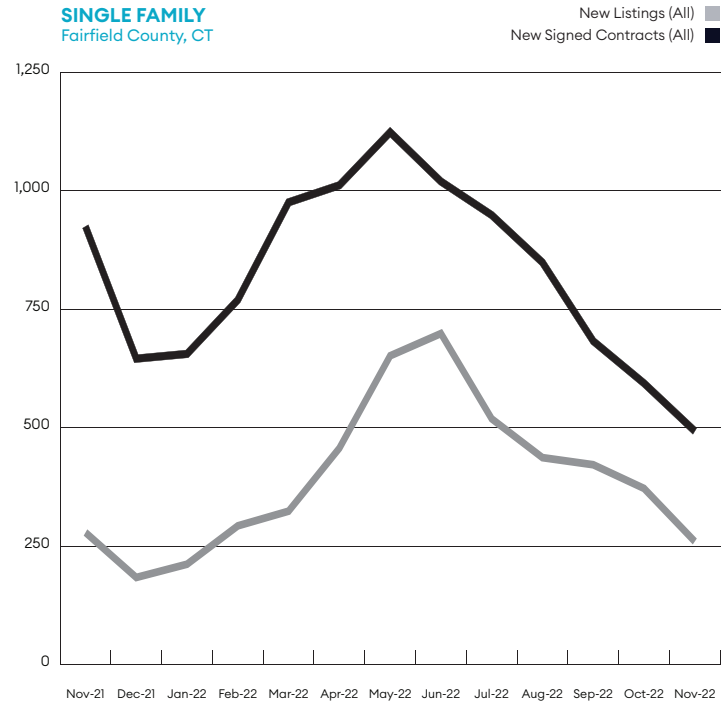


Source: One Key MLS

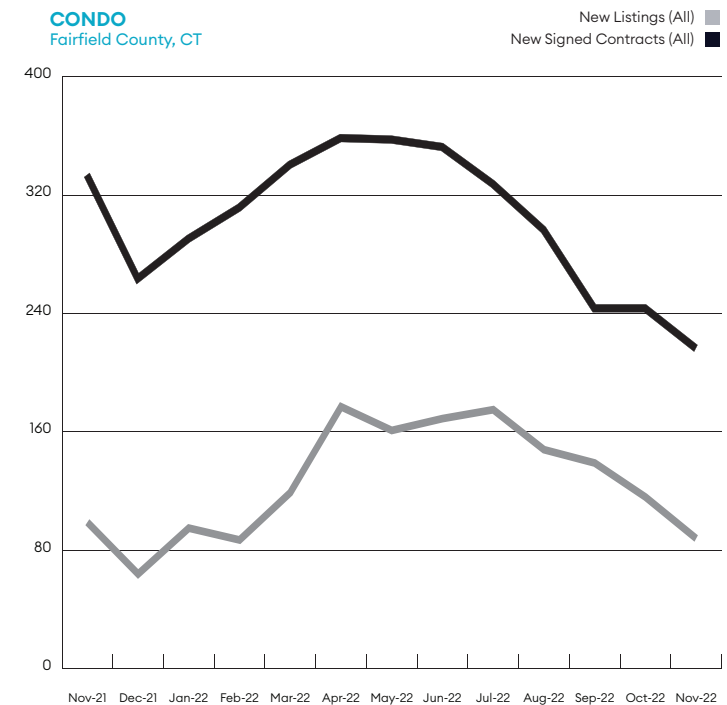
Fairfield County, CT

"Newly signed contracts have fallen annually since July, distorted by the pandemic-era housing boom. Moreover, newly signed contracts and new listings have been declining month over month since the summer as would-be sellers remained wedded to their lower rates."

SINGLE FAMILY MATRIX Fairfield County, CT	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	493	925	-46.7%
< \$300K	49	93	-47.3%
\$300K - \$399K	80	172	-53.5%
\$400K - \$499K	92	145	-36.6%
\$500K - \$599K	55	111	-50.5%
\$600K - \$799K	67	139	-51.8%
\$800K - \$999K	43	73	-41.1%
\$1M - \$1.99M	76	113	-32.7%
≥ \$2M	31	79	-60.8%
New Listings (All)	260	279	-6.8%
< \$300K	19	23	-17.4%
\$300K - \$399K	30	47	-36.2%
\$400K - \$499K	31	34	-8.8%
\$500K - \$599K	37	23	60.9%
\$600K - \$799K	47	49	-4.1%
\$800K - \$999K	25	25	0.0%
\$1M - \$1.99M	45	38	18.4%
≥ \$2M	26	40	-35.0%



CONDO MATRIX Fairfield County, CT	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	214	331	-35.3%
< \$200K	40	76	-47.4%
\$200K - \$299K	48	105	-54.3%
\$300K - \$399K	50	65	-23.1%
\$400K - \$499K	31	39	-20.5%
\$500K - \$599K	15	14	7.1%
\$600K - \$799K	13	10	30.0%
\$800K - \$999K	6	8	-25.0%
≥ \$1M	11	14	-21.4%
New Listings (All)	88	99	-11.1%
< \$200K	13	25	-48.0%
\$200K - \$299K	20	22	-9.1%
\$300K - \$399K	18	17	5.9%
\$400K - \$499K	16	12	33.3%
\$500K - \$599K	5	4	25.0%
\$600K - \$799K	10	8	25.0%
\$800K - \$999K	1	4	-75.0%
≥ \$1M	5	7	-28.6%

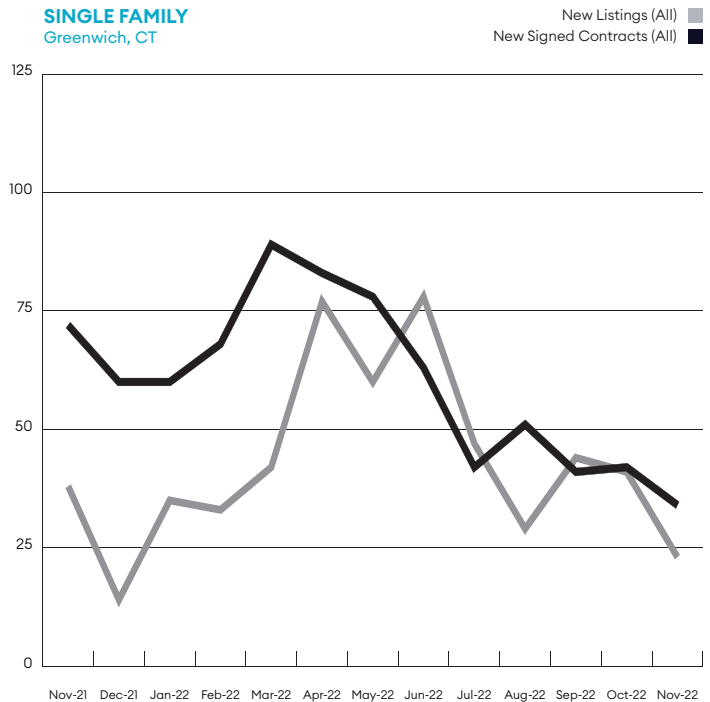


Source: Smart MLS

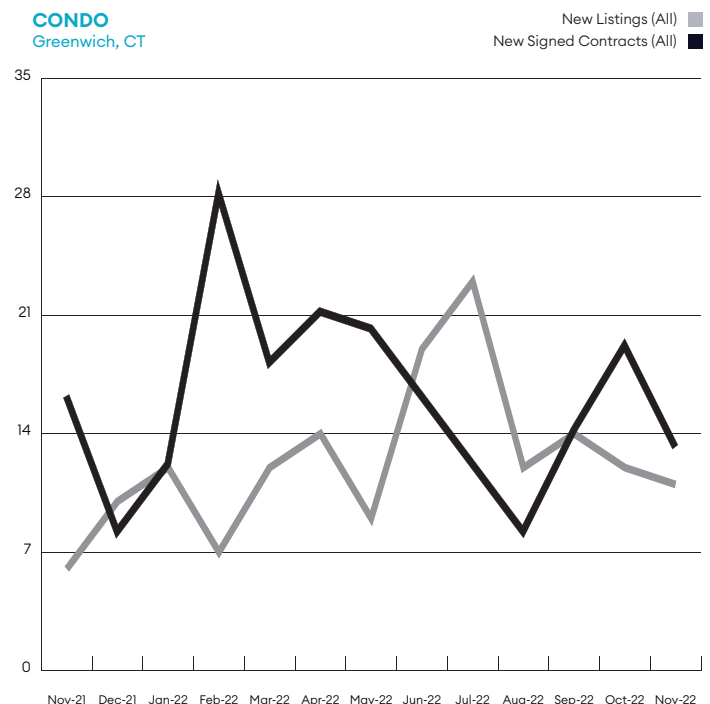
Greenwich, CT

"Newly signed contracts have fallen annually since February, distorted by the pandemic-era housing boom. New listings fell month over month for the fourth time in five months as would-be sellers remained wedded to their lower rates."

SINGLE FAMILY MATRIX Greenwich, CT	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	34	72	-52.8%
< \$500K	0	0	
\$500K - \$999K	4	15	-73.3%
\$1M - \$1.99M	16	19	-15.8%
\$2M - \$3.99M	10	27	-63.0%
\$4M - \$4.99M	2	4	-50.0%
\$5M - \$9.99M	2	5	-60.0%
\$10M - \$19.99M	0	2	-100.0%
≥ \$20M	0	0	
New Listings (All)	23	38	-39.5%
< \$500K	0	0	
\$500K - \$999K	5	6	-16.7%
\$1M - \$1.99M	8	14	-42.9%
\$2M - \$3.99M	5	10	-50.0%
\$4M - \$4.99M	3	3	0.0%
\$5M - \$9.99M	1	5	-80.0%
\$10M - \$19.99M	1	0	
≥ \$20M	0	0	



CONDO MATRIX Greenwich, CT	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	13	16	-18.8%
< \$500K	2	2	0.0%
\$500K - \$999K	4	8	-50.0%
\$1M - \$1.99M	5	6	-16.7%
\$2M - \$3.99M	2	0	
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	11	6	83.3%
< \$500K	1	0	
\$500K - \$999K	4	3	33.3%
\$1M - \$1.99M	5	2	150.0%
\$2M - \$3.99M	1	1	0.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	



Source: Greenwich MLS

Questions or comments? Email report author
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Methodology: millersamuel.com/research-reports/methodology

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