

Elliman Report

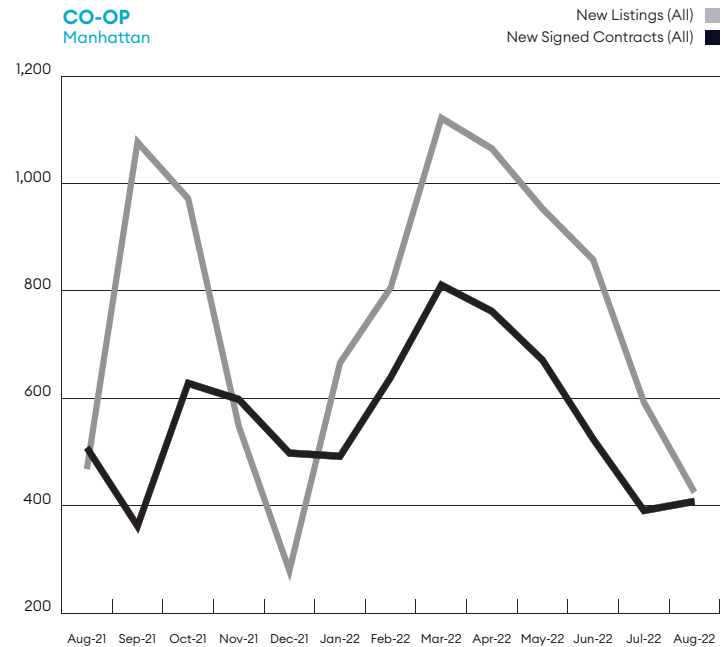
New York

August 2022 New Signed Contracts

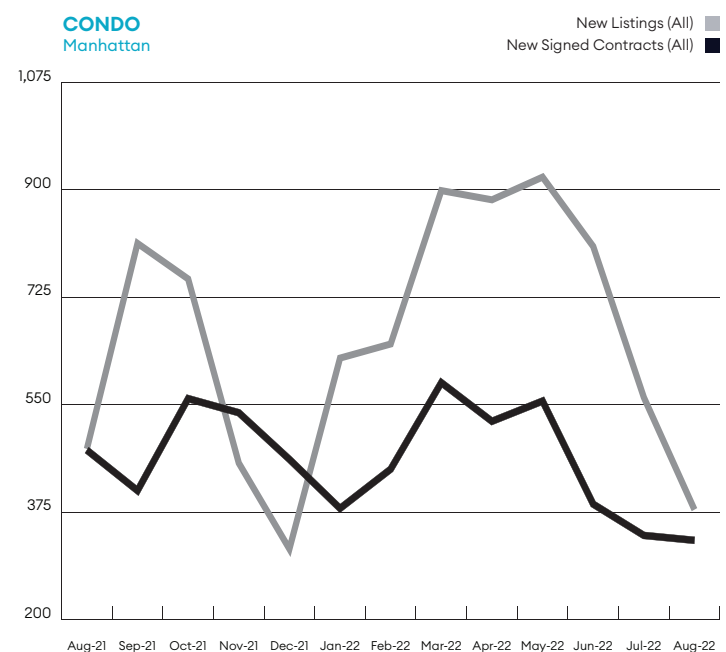
Manhattan

"Overall new signed contracts declined annually for the past five months against heavy volume last year but expanded month over month in August. Conversely, new listings fell year over year for the past two months."

CO-OP MATRIX Manhattan	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	408	508	-19.7%
< \$500K	102	104	-1.9%
\$500K - \$999K	159	214	-25.7%
\$1M - \$1.99M	102	121	-15.7%
\$2M - \$3.99M	37	49	-24.5%
\$4M - \$4.99M	5	7	-28.6%
\$5M - \$9.99M	2	10	-80.0%
\$10M - \$19.99M	1	2	-50.0%
≥ \$20M	0	1	-100.0%
New Listings (All)	425	468	-9.2%
< \$500K	99	106	-6.6%
\$500K - \$999K	193	196	-1.5%
\$1M - \$1.99M	93	102	-8.8%
\$2M - \$3.99M	29	48	-39.6%
\$4M - \$4.99M	5	6	-16.7%
\$5M - \$9.99M	4	8	-50.0%
\$10M - \$19.99M	0	1	-100.0%
≥ \$20M	2	1	100.0%



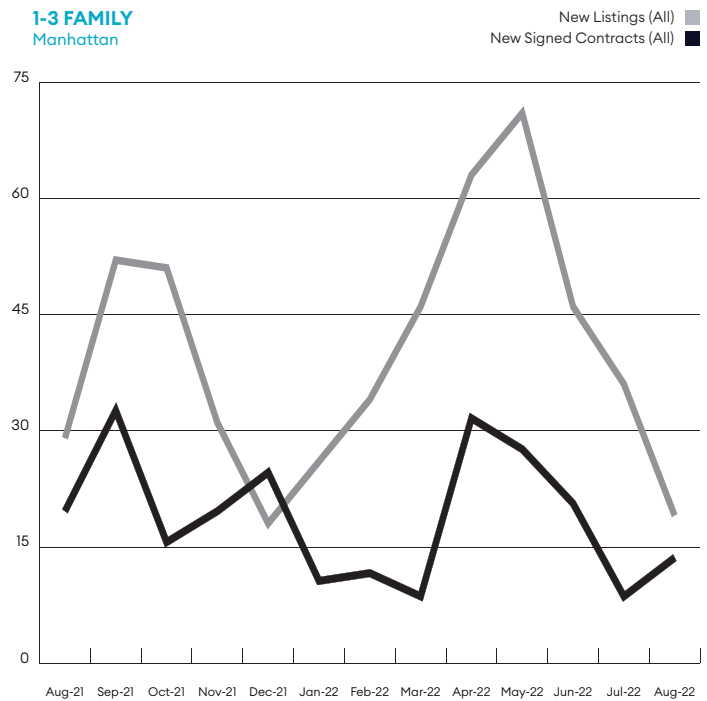
CONDO MATRIX Manhattan	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	329	476	-30.9%
< \$500K	3	6	-50.0%
\$500K - \$999K	87	104	-16.3%
\$1M - \$1.99M	125	149	-16.1%
\$2M - \$3.99M	68	134	-49.3%
\$4M - \$4.99M	14	23	-39.1%
\$5M - \$9.99M	22	48	-54.2%
\$10M - \$19.99M	10	11	-9.1%
≥ \$20M	0	1	-100.0%
New Listings (All)	379	478	-20.7%
< \$500K	15	8	87.5%
\$500K - \$999K	86	130	-33.8%
\$1M - \$1.99M	125	130	-3.8%
\$2M - \$3.99M	83	122	-32.0%
\$4M - \$4.99M	19	23	-17.4%
\$5M - \$9.99M	32	48	-33.3%
\$10M - \$19.99M	13	13	0.0%
≥ \$20M	6	4	50.0%



Manhattan (continued)

1-3 FAMILY MATRIX Manhattan	AUG 2022	AUG 2021	%Δ (yr)
New Signed Contracts (All)	13	19	-31.6%
< \$500K	0	0	
\$500K - \$999K	1	0	
\$1M - \$1.99M	0	1	-100.0%
\$2M - \$3.99M	3	5	-40.0%
\$4M - \$4.99M	1	0	
\$5M - \$9.99M	6	7	-14.3%
\$10M - \$19.99M	1	3	-66.7%
≥ \$20M	1	3	-66.7%
New Listings (All)	18	28	-35.7%
< \$500K	0	0	
\$500K - \$999K	1	0	
\$1M - \$1.99M	4	4	0.0%
\$2M - \$3.99M	3	4	-25.0%
\$4M - \$4.99M	1	4	-75.0%
\$5M - \$9.99M	4	8	-50.0%
\$10M - \$19.99M	3	3	0.0%
≥ \$20M	2	5	-60.0%

Source: REBNY



Brooklyn

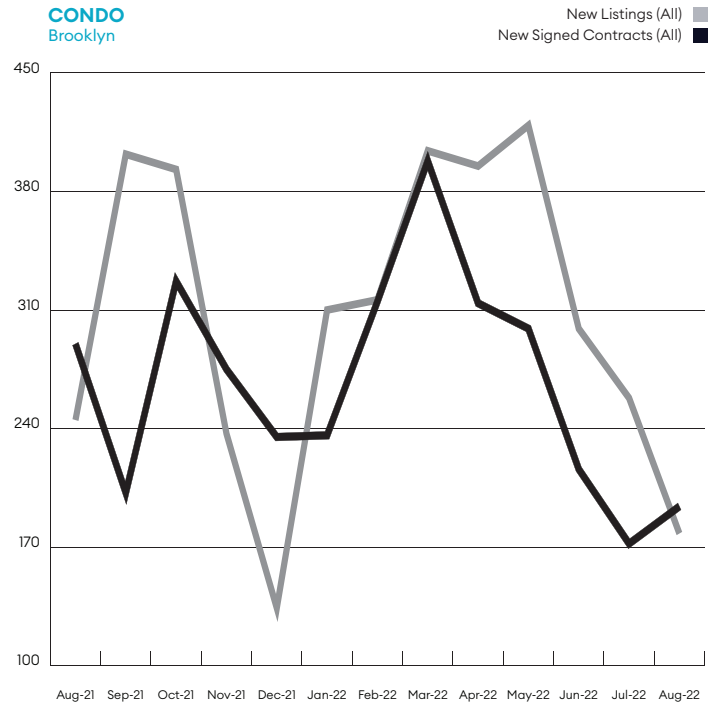
"Newly signed contracts declined annually for the past four months against heavy volume last year. The exception was with 1-5 family newly signed contracts that rose annually for the past two months. Overall new listings fell year over year for the past two months."

CO-OP MATRIX Brooklyn	AUG 2022	AUG 2021	%Δ (yr)
New Signed Contracts (All)	111	159	-30.2%
< \$500K	64	74	-13.5%
\$500K - \$999K	31	62	-50.0%
\$1M - \$1.99M	13	22	-40.9%
\$2M - \$3.99M	3	0	
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	1	-100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	165	178	-7.3%
< \$500K	106	118	-10.2%
\$500K - \$999K	49	42	16.7%
\$1M - \$1.99M	10	12	-16.7%
\$2M - \$3.99M	0	5	-100.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	1	-100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

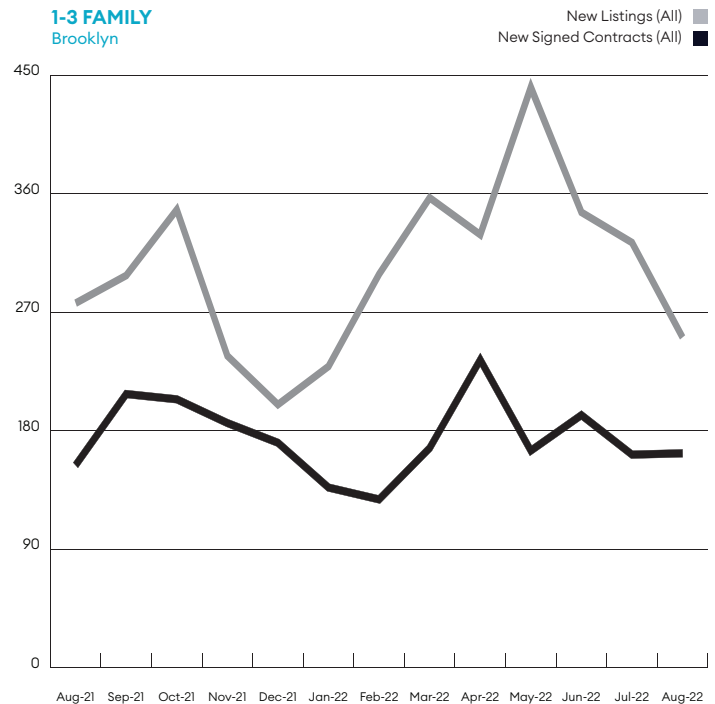


Brooklyn (continued)

CONDO MATRIX Brooklyn	AUG 2022	AUG 2021	%Δ (yr)
New Signed Contracts (All)	194	290	-33.1%
< \$500K	13	19	-31.6%
\$500K - \$999K	72	116	-37.9%
\$1M - \$1.99M	75	101	-25.7%
\$2M - \$3.99M	30	49	-38.8%
\$4M - \$4.99M	3	2	50.0%
\$5M - \$9.99M	1	2	-50.0%
\$10M - \$19.99M	0	1	-100.0%
≥ \$20M	0	0	
New Listings (All)	178	245	-27.3%
< \$500K	23	30	-23.3%
\$500K - \$999K	83	138	-39.9%
\$1M - \$1.99M	52	54	-3.7%
\$2M - \$3.99M	16	21	-23.8%
\$4M - \$4.99M	2	0	
\$5M - \$9.99M	2	2	0.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	



1-3 FAMILY MATRIX Brooklyn	AUG 2022	AUG 2021	%Δ (yr)
New Signed Contracts (All)	163	154	5.8%
< \$500K	3	0	
\$500K - \$999K	52	49	6.1%
\$1M - \$1.99M	67	69	-2.9%
\$2M - \$3.99M	34	25	36.0%
\$4M - \$4.99M	4	5	-20.0%
\$5M - \$9.99M	3	6	-50.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	251	277	-9.4%
< \$500K	1	4	-75.0%
\$500K - \$999K	71	84	-15.5%
\$1M - \$1.99M	126	128	-1.6%
\$2M - \$3.99M	41	54	-24.1%
\$4M - \$4.99M	8	3	166.7%
\$5M - \$9.99M	4	3	33.3%
\$10M - \$19.99M	0	0	
≥ \$20M	0	1	-100.0%

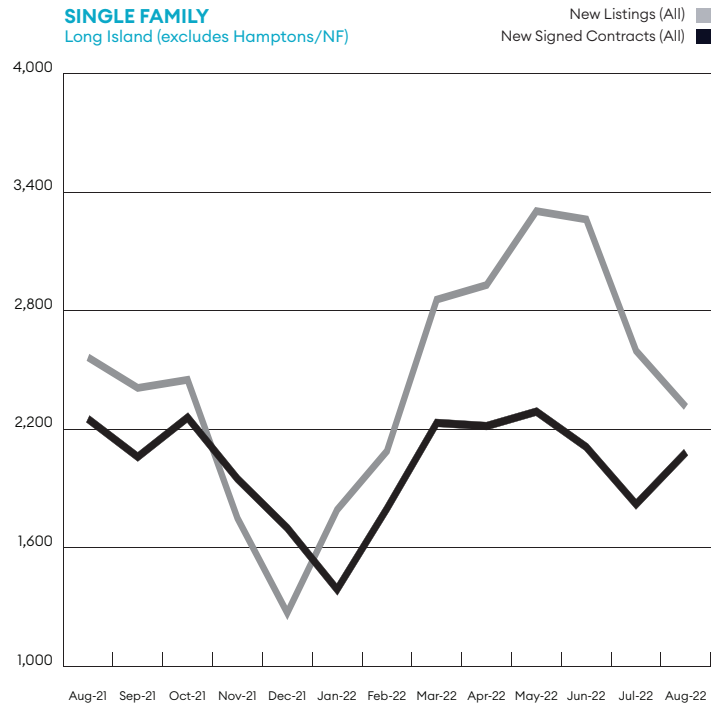


Source: REBNY

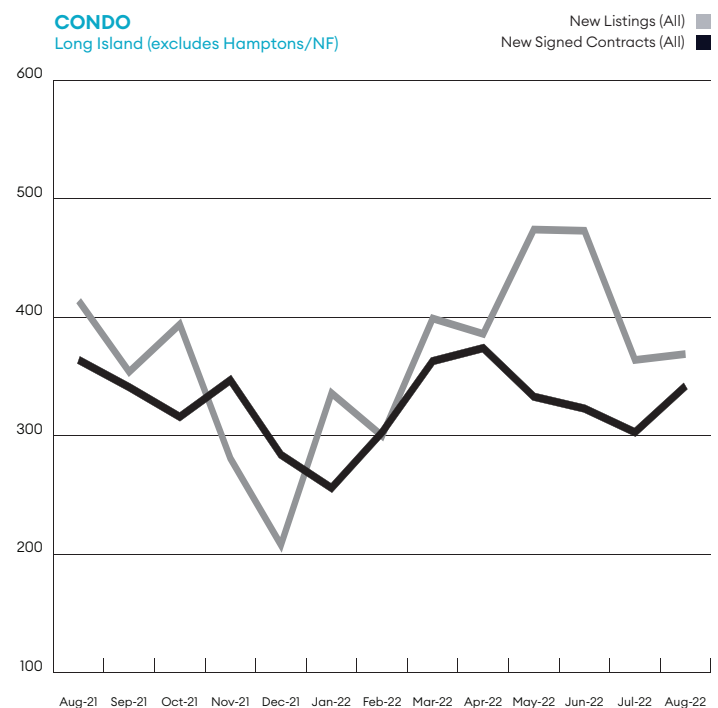
Long Island (excludes Hamptons/North Fork)

"Newly signed contracts fell yearly at the lowest rate since June of 2021 against the prior year's sales surge. In addition, new listings have entered the market at a declining annual rate for the past three months."

SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	2,084	2,253	-7.5%
< \$200K	50	69	-27.5%
\$200K - \$299K	145	208	-30.3%
\$300K - \$399K	382	473	-19.2%
\$400K - \$499K	502	489	2.7%
\$500K - \$599K	563	562	0.2%
\$600K - \$799K	214	193	10.9%
\$800K - \$999K	181	191	-5.2%
≥ \$1M	47	68	-30.9%
New Listings (All)	2,314	2,565	-9.8%
< \$200K	47	56	-16.1%
\$200K - \$299K	153	219	-30.1%
\$300K - \$399K	370	521	-29.0%
\$400K - \$499K	459	558	-17.7%
\$500K - \$599K	644	635	1.4%
\$600K - \$799K	256	216	18.5%
\$800K - \$999K	255	241	5.8%
≥ \$1M	130	119	9.2%



CONDO MATRIX Long Island (excludes Hamptons/NF)	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	342	364	-6.0%
< \$200K	34	51	-33.3%
\$200K - \$299K	65	83	-21.7%
\$300K - \$399K	72	80	-10.0%
\$400K - \$499K	58	54	7.4%
\$500K - \$599K	34	38	-10.5%
\$600K - \$799K	34	33	3.0%
\$800K - \$999K	12	12	0.0%
≥ \$1M	33	13	153.8%
New Listings (All)	369	414	-10.9%
< \$200K	35	50	-30.0%
\$200K - \$299K	68	80	-15.0%
\$300K - \$399K	72	100	-28.0%
\$400K - \$499K	74	65	13.8%
\$500K - \$599K	40	37	8.1%
\$600K - \$799K	35	44	-20.5%
\$800K - \$999K	14	13	7.7%
≥ \$1M	31	25	24.0%

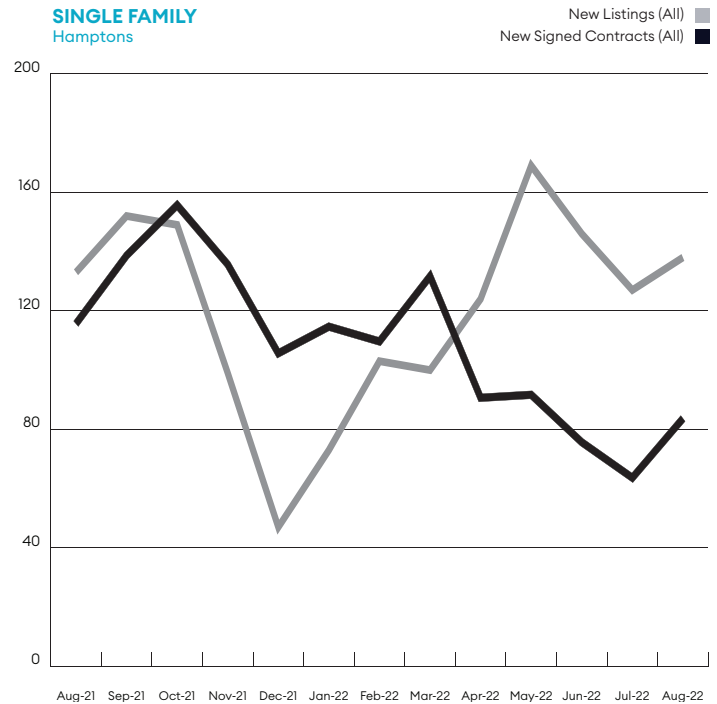


Source: One Key MLS

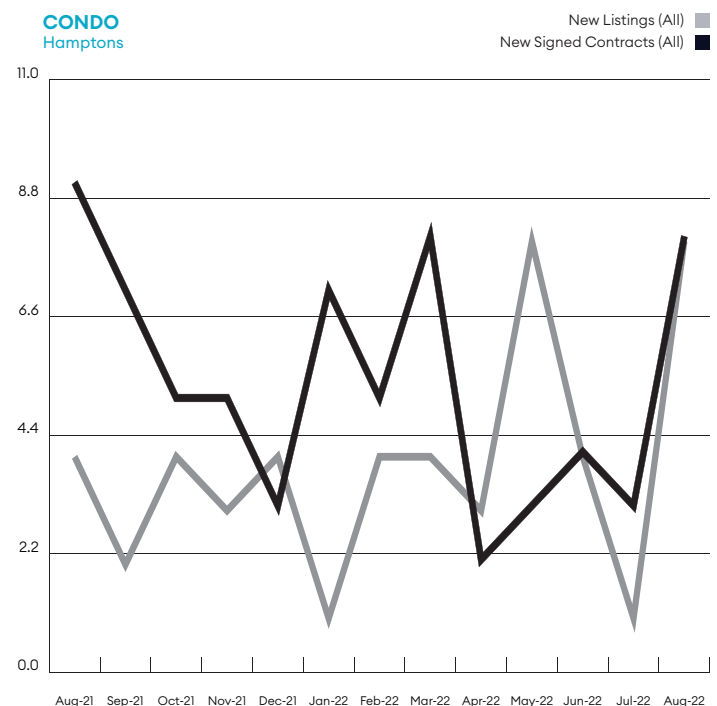
Hamptons

"While newly signed contracts have been falling annually each month for more than a year against the surge in activity the year before, month over month, newly signed contracts surged in August."

SINGLE FAMILY MATRIX Hamptons	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	82	114	-28.1%
< \$500K	1	0	
\$500K - \$999K	12	17	-29.4%
\$1M - \$1.99M	27	28	-3.6%
\$2M - \$3.99M	21	32	-34.4%
\$4M - \$4.99M	3	12	-75.0%
\$5M - \$9.99M	11	14	-21.4%
\$10M - \$19.99M	4	11	-63.6%
≥ \$20M	3	0	
New Listings (All)	138	133	3.8%
< \$500K	0	0	
\$500K - \$999K	16	11	45.5%
\$1M - \$1.99M	29	30	-3.3%
\$2M - \$3.99M	47	45	4.4%
\$4M - \$4.99M	5	11	-54.5%
\$5M - \$9.99M	20	24	-16.7%
\$10M - \$19.99M	13	6	116.7%
≥ \$20M	8	6	33.3%



CONDO MATRIX Hamptons	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	8	9	-11.1%
< \$500K	1	0	
\$500K - \$999K	2	4	-50.0%
\$1M - \$1.99M	2	2	0.0%
\$2M - \$3.99M	2	3	-33.3%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	1	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	8	4	100.0%
< \$500K	3	0	
\$500K - \$999K	2	0	
\$1M - \$1.99M	2	4	-50.0%
\$2M - \$3.99M	1	0	
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

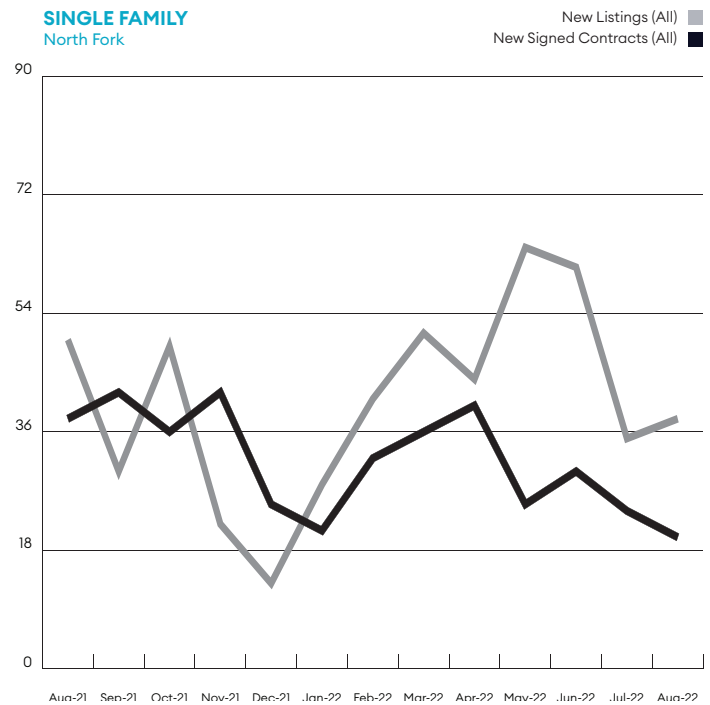


Source: East End LI MLS

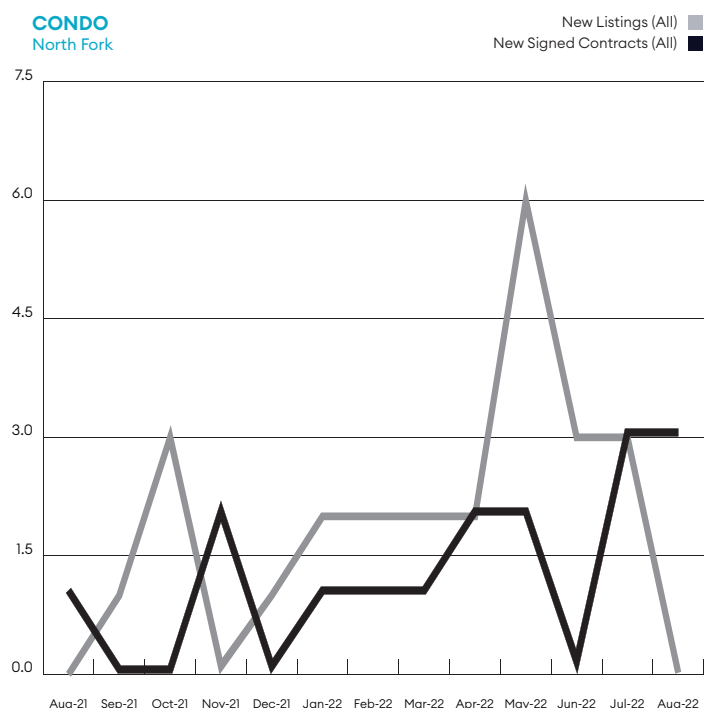
North Fork

"While newly signed contracts have been down yearly since June of 2021 against the surge in activity the year before, new listings have fallen annually for the past six months."

SINGLE FAMILY MATRIX North Fork	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	20	38	-47.4%
< \$500K	2	2	0.0%
\$500K - \$999K	6	20	-70.0%
\$1M - \$1.99M	11	12	-8.3%
\$2M - \$3.99M	1	3	-66.7%
\$4M - \$4.99M	0	1	-100.0%
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	38	50	-24.0%
< \$500K	0	2	-100.0%
\$500K - \$999K	10	27	-63.0%
\$1M - \$1.99M	17	16	6.3%
\$2M - \$3.99M	10	4	150.0%
\$4M - \$4.99M	1	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	1	-100.0%
≥ \$20M	0	0	



CONDO MATRIX North Fork	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	3	1	200.0%
< \$500K	0	1	-100.0%
\$500K - \$999K	1	0	
\$1M - \$1.99M	2	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	

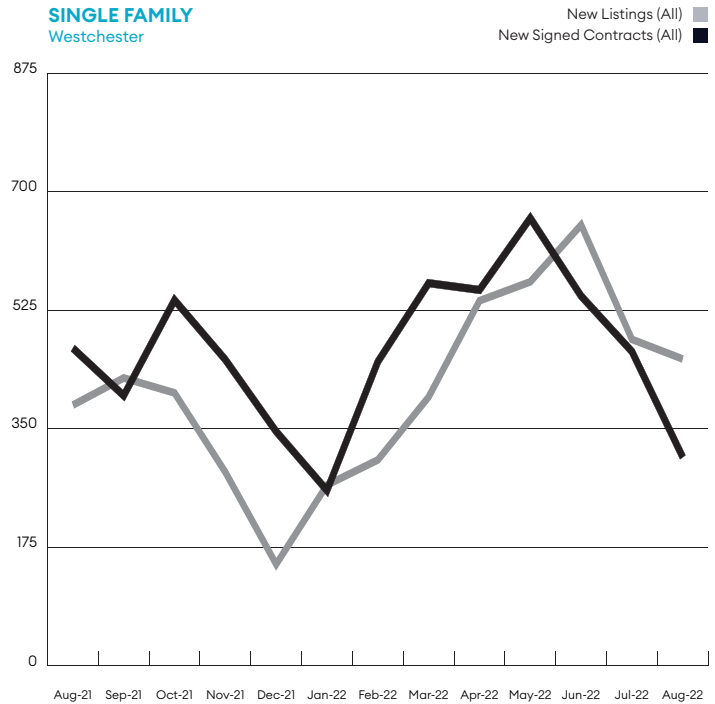


Source: One Key MLS

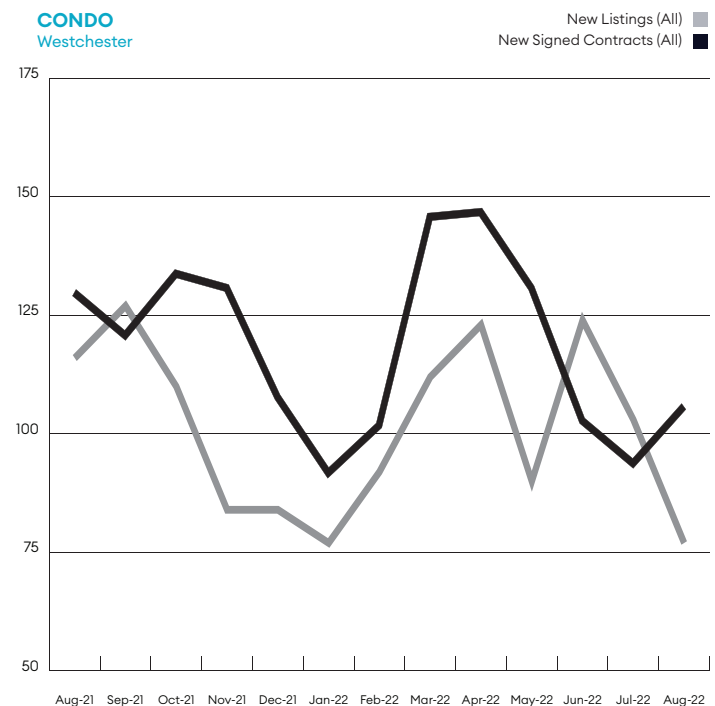
Westchester

"Newly signed contracts have been down yearly since July of 2021 against the prior year's sales surge. In addition, new listings have fallen month over month for the past two months."

SINGLE FAMILY MATRIX Westchester	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	308	469	-34.3%
< \$300K	4	5	-20.0%
\$300K - \$399K	14	22	-36.4%
\$400K - \$499K	34	53	-35.8%
\$500K - \$599K	48	78	-38.5%
\$600K - \$799K	80	126	-36.5%
\$800K - \$999K	55	66	-16.7%
\$1M - \$1.99M	52	89	-41.6%
≥ \$2M	21	30	-30.0%
New Listings (All)	453	385	17.7%
< \$300K	5	4	25.0%
\$300K - \$399K	21	23	-8.7%
\$400K - \$499K	41	45	-8.9%
\$500K - \$599K	73	70	4.3%
\$600K - \$799K	125	96	30.2%
\$800K - \$999K	77	64	20.3%
\$1M - \$1.99M	86	59	45.8%
≥ \$2M	25	24	4.2%



CONDO MATRIX Westchester	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	105	129	-18.6%
< \$200K	3	4	-25.0%
\$200K - \$299K	16	23	-30.4%
\$300K - \$399K	31	38	-18.4%
\$400K - \$499K	23	22	4.5%
\$500K - \$599K	10	11	-9.1%
\$600K - \$799K	15	13	15.4%
\$800K - \$999K	4	4	0.0%
≥ \$1M	3	14	-78.6%
New Listings (All)	77	116	-33.6%
< \$200K	2	3	-33.3%
\$200K - \$299K	12	15	-20.0%
\$300K - \$399K	21	37	-43.2%
\$400K - \$499K	17	25	-32.0%
\$500K - \$599K	8	11	-27.3%
\$600K - \$799K	10	11	-9.1%
\$800K - \$999K	0	3	-100.0%
≥ \$1M	7	11	-36.4%

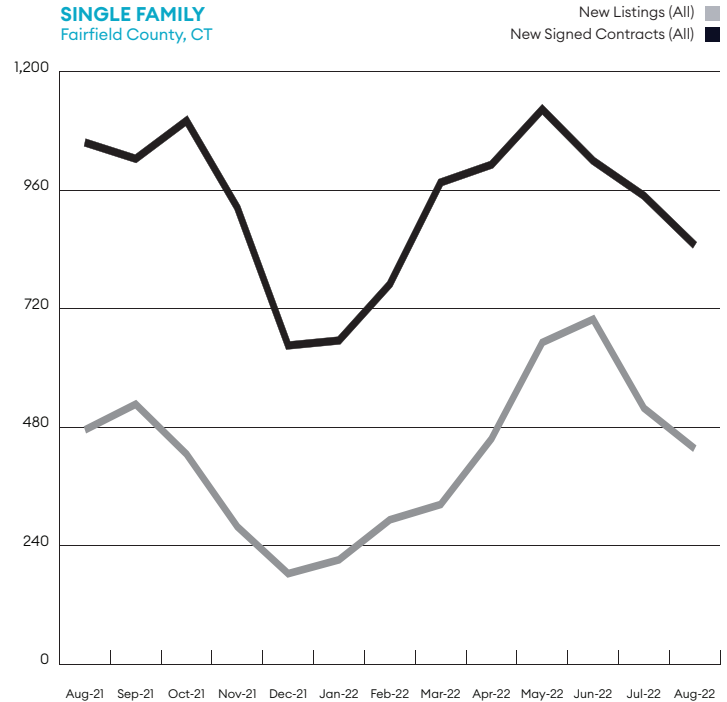


Source: One Key MLS

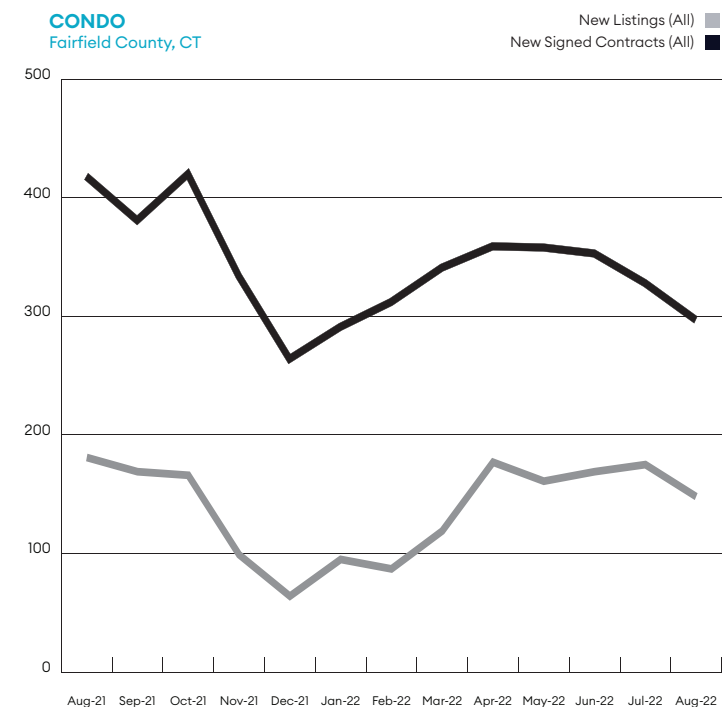
Fairfield County, CT

"After rising annually each month for the past year, newly signed contracts have fallen annually for the past two months. In addition, new listings have continued to decline year over year for the past sixteen months."

SINGLE FAMILY MATRIX Fairfield County, CT	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	849	1,057	-19.7%
< \$300K	71	115	-38.3%
\$300K - \$399K	116	191	-39.3%
\$400K - \$499K	117	163	-28.2%
\$500K - \$599K	131	133	-1.5%
\$600K - \$799K	145	165	-12.1%
\$800K - \$999K	89	98	-9.2%
\$1M - \$1.99M	124	137	-9.5%
≥ \$2M	56	55	1.8%
New Listings (All)	437	475	-8.0%
< \$300K	32	36	-11.1%
\$300K - \$399K	40	63	-36.5%
\$400K - \$499K	67	69	-2.9%
\$500K - \$599K	55	61	-9.8%
\$600K - \$799K	79	101	-21.8%
\$800K - \$999K	46	38	21.1%
\$1M - \$1.99M	72	67	7.5%
≥ \$2M	46	40	15.0%



CONDO MATRIX Fairfield County, CT	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	294	415	-29.2%
< \$200K	54	104	-48.1%
\$200K - \$299K	72	104	-30.8%
\$300K - \$399K	62	85	-27.1%
\$400K - \$499K	46	56	-17.9%
\$500K - \$599K	16	20	-20.0%
\$600K - \$799K	17	27	-37.0%
\$800K - \$999K	14	8	75.0%
≥ \$1M	13	11	18.2%
New Listings (All)	148	181	-18.2%
< \$200K	39	45	-13.3%
\$200K - \$299K	30	46	-34.8%
\$300K - \$399K	27	31	-12.9%
\$400K - \$499K	25	25	0.0%
\$500K - \$599K	9	10	-10.0%
\$600K - \$799K	10	14	-28.6%
\$800K - \$999K	3	6	-50.0%
≥ \$1M	5	4	25.0%

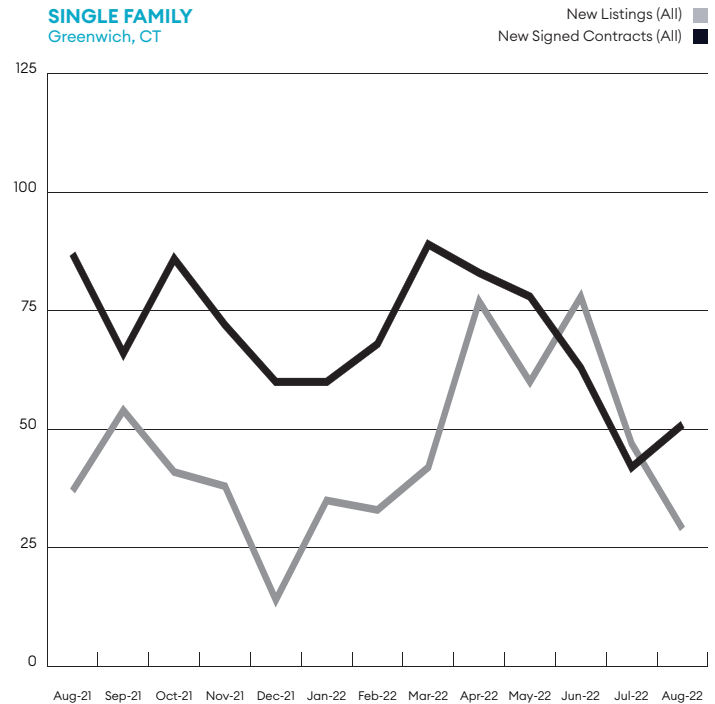


Source: Smart MLS

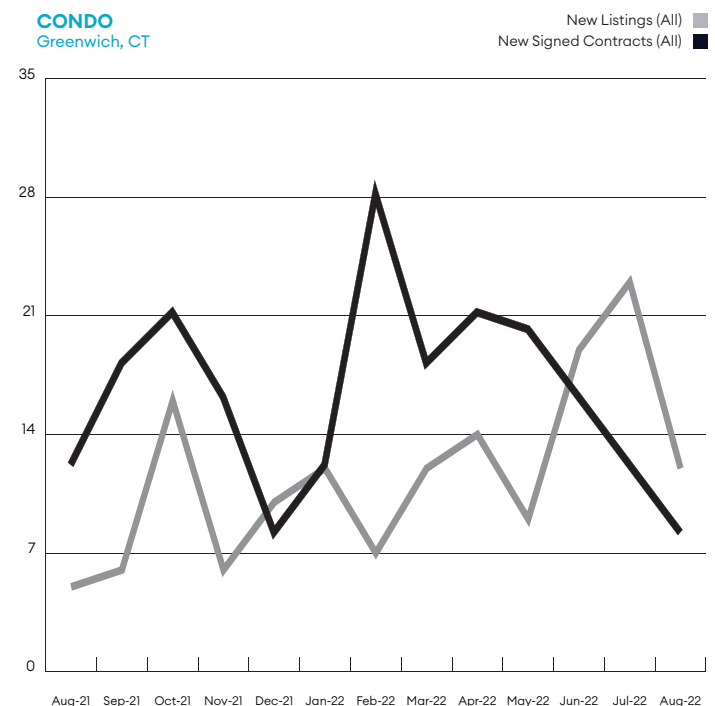
Greenwich, CT

"Although newly signed contracts have fallen annually since February against the prior year's sales surge, new listings have declined annually since July of 2021, keeping supply limited."

SINGLE FAMILY MATRIX Greenwich, CT	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	51	87	-41.4%
< \$500K	0	0	
\$500K - \$999K	4	15	-73.3%
\$1M - \$1.99M	23	35	-34.3%
\$2M - \$3.99M	17	25	-32.0%
\$4M - \$4.99M	2	1	100.0%
\$5M - \$9.99M	4	9	-55.6%
\$10M - \$19.99M	1	2	-50.0%
≥ \$20M	0	0	
New Listings (All)	29	37	-21.6%
< \$500K	0	0	
\$500K - \$999K	2	5	-60.0%
\$1M - \$1.99M	12	9	33.3%
\$2M - \$3.99M	7	11	-36.4%
\$4M - \$4.99M	3	6	-50.0%
\$5M - \$9.99M	4	4	0.0%
\$10M - \$19.99M	0	1	-100.0%
≥ \$20M	1	1	0.0%



CONDO MATRIX Greenwich, CT	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	8	12	-33.3%
< \$500K	1	1	0.0%
\$500K - \$999K	4	7	-42.9%
\$1M - \$1.99M	3	2	50.0%
\$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)	12	5	140.0%
< \$500K	4	2	100.0%
\$500K - \$999K	6	1	500.0%
\$1M - \$1.99M	2	2	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: Greenwich MLS

Questions or comments? Email report author
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