

Elliman Report

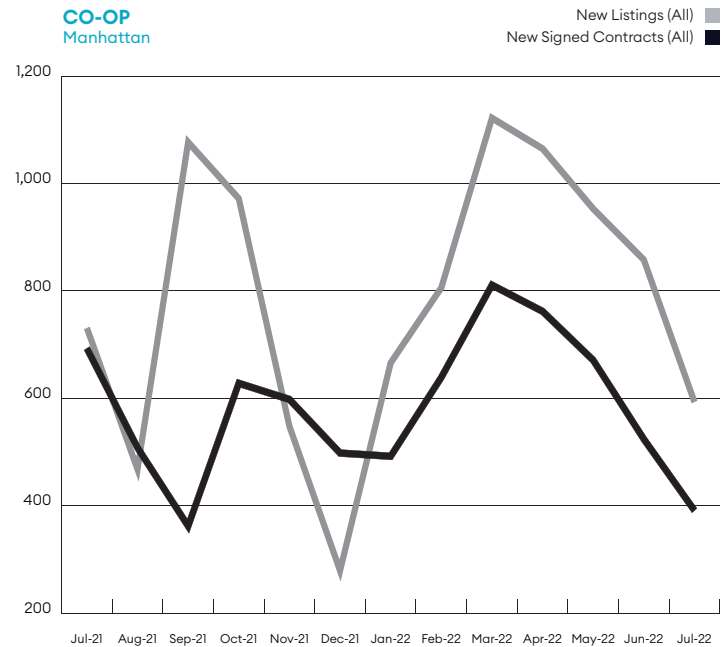
New York

July 2022 New Signed Contracts

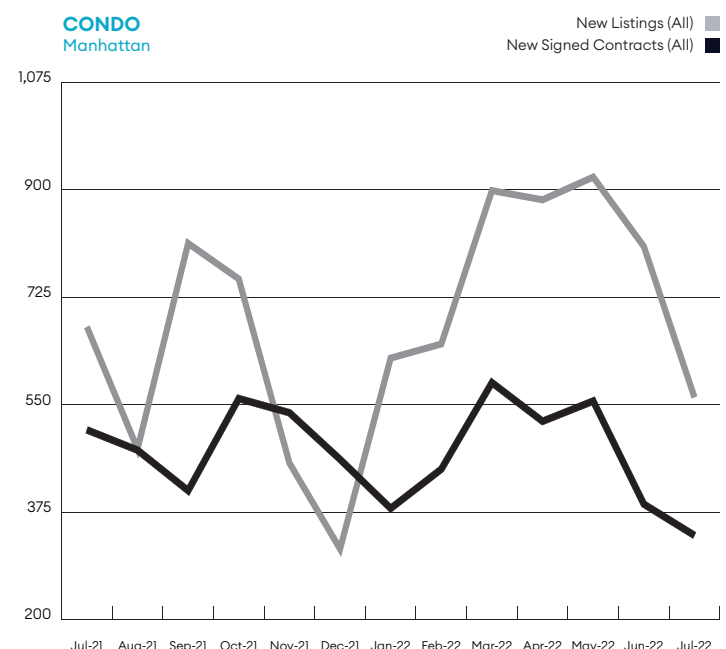
Manhattan

"While newly signed contracts have been down year over year since April against the prior year's sales surge, new listings fell for the first time in three months."

CO-OP MATRIX Manhattan	JUL 2022	JUL 2021	%Δ (YR)
New Signed Contracts (All)	391	693	-43.6%
< \$500K	98	138	-29.0%
\$500K - \$999K	158	301	-47.5%
\$1M - \$1.99M	75	155	-51.6%
\$2M - \$3.99M	42	78	-46.2%
\$4M - \$4.99M	10	10	0.0%
\$5M - \$9.99M	7	10	-30.0%
\$10M - \$19.99M	1	1	0.0%
≥ \$20M	0	0	
New Listings (All)	593	731	-18.9%
< \$500K	132	152	-13.2%
\$500K - \$999K	236	315	-25.1%
\$1M - \$1.99M	143	146	-2.1%
\$2M - \$3.99M	58	67	-13.4%
\$4M - \$4.99M	3	21	-85.7%
\$5M - \$9.99M	18	19	-5.3%
\$10M - \$19.99M	2	8	-75.0%
≥ \$20M	1	3	-66.7%



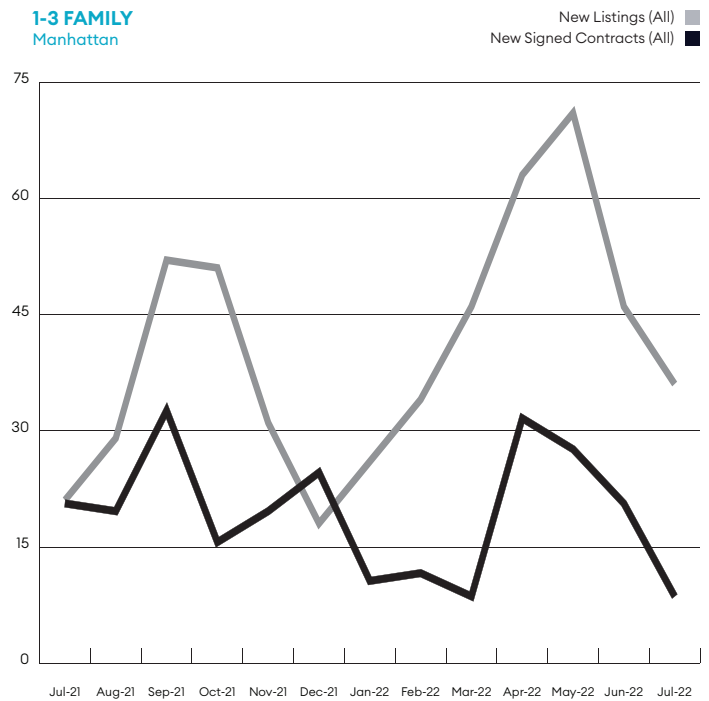
CONDO MATRIX Manhattan	JUL 2022	JUL 2021	%Δ (YR)
New Signed Contracts (All)	337	509	-33.8%
< \$500K	7	10	-30.0%
\$500K - \$999K	88	131	-32.8%
\$1M - \$1.99M	110	150	-26.7%
\$2M - \$3.99M	81	139	-41.7%
\$4M - \$4.99M	13	21	-38.1%
\$5M - \$9.99M	34	39	-12.8%
\$10M - \$19.99M	4	14	-71.4%
≥ \$20M	0	5	-100.0%
New Listings (All)	562	677	-17.0%
< \$500K	9	14	-35.7%
\$500K - \$999K	121	156	-22.4%
\$1M - \$1.99M	164	199	-17.6%
\$2M - \$3.99M	148	190	-22.1%
\$4M - \$4.99M	30	38	-21.1%
\$5M - \$9.99M	49	51	-3.9%
\$10M - \$19.99M	31	24	29.2%
≥ \$20M	10	5	100.0%



Manhattan (continued)

1-3 FAMILY MATRIX Manhattan	JUL 2022	JUL 2021	%Δ (YR)
New Signed Contracts (All)	8	20	-60.0%
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	1	0	
\$2M - \$3.99M	2	4	-50.0%
\$4M - \$4.99M	2	0	
\$5M - \$9.99M	0	10	-100.0%
\$10M - \$19.99M	2	5	-60.0%
≥ \$20M	1	1	0.0%
New Listings (All)	35	20	75.0%
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	5	0	
\$2M - \$3.99M	12	5	140.0%
\$4M - \$4.99M	1	2	-50.0%
\$5M - \$9.99M	6	10	-40.0%
\$10M - \$19.99M	6	2	200.0%
≥ \$20M	5	1	400.0%

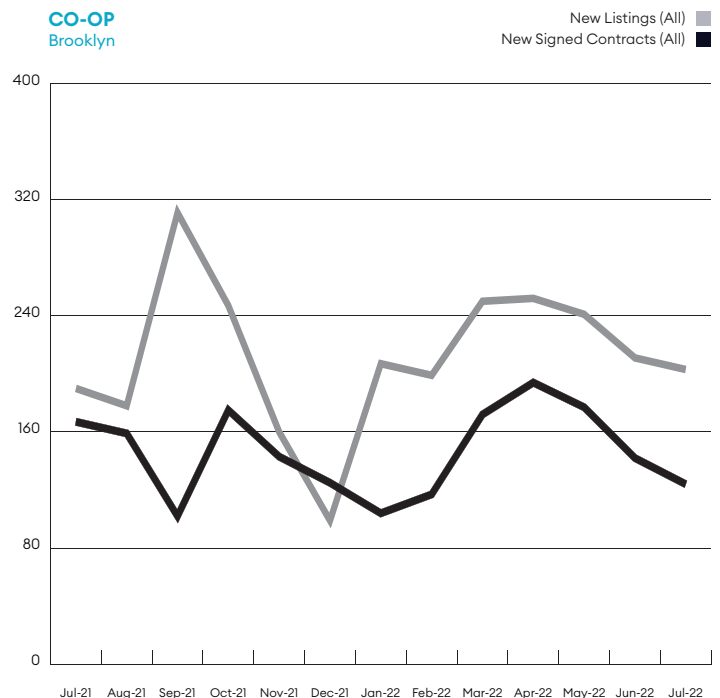
Source: REBNY



Brooklyn

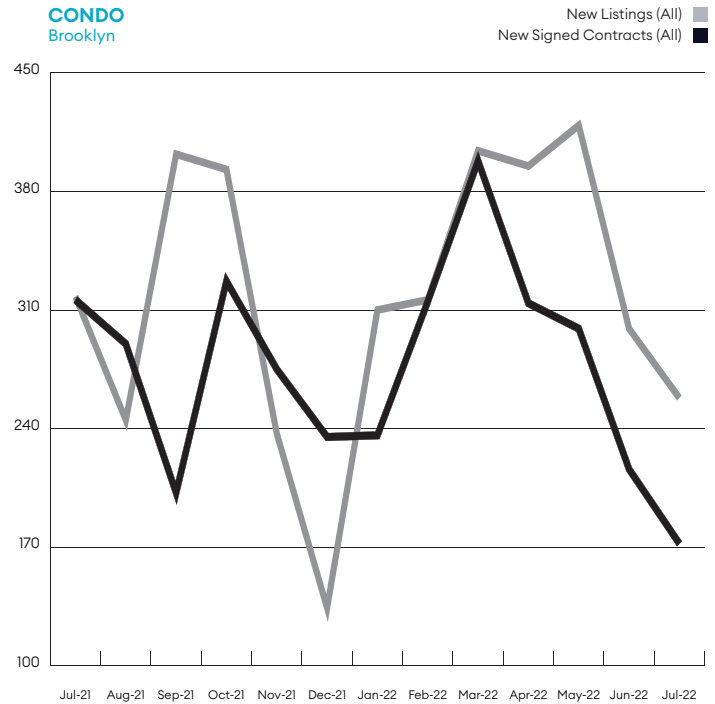
"While newly signed contracts have been down yearly since May against the prior year's sales surge, new listings rose at the slowest rate since March."

CO-OP MATRIX Brooklyn	JUL 2022	JUL 2021	%Δ (YR)
New Signed Contracts (All)	124	167	-25.7%
< \$500K	49	64	-23.4%
\$500K - \$999K	47	69	-31.9%
\$1M - \$1.99M	25	27	-7.4%
\$2M - \$3.99M	3	7	-57.1%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	203	190	6.8%
< \$500K	123	91	35.2%
\$500K - \$999K	65	74	-12.2%
\$1M - \$1.99M	13	21	-38.1%
\$2M - \$3.99M	1	4	-75.0%
\$4M - \$4.99M	1	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

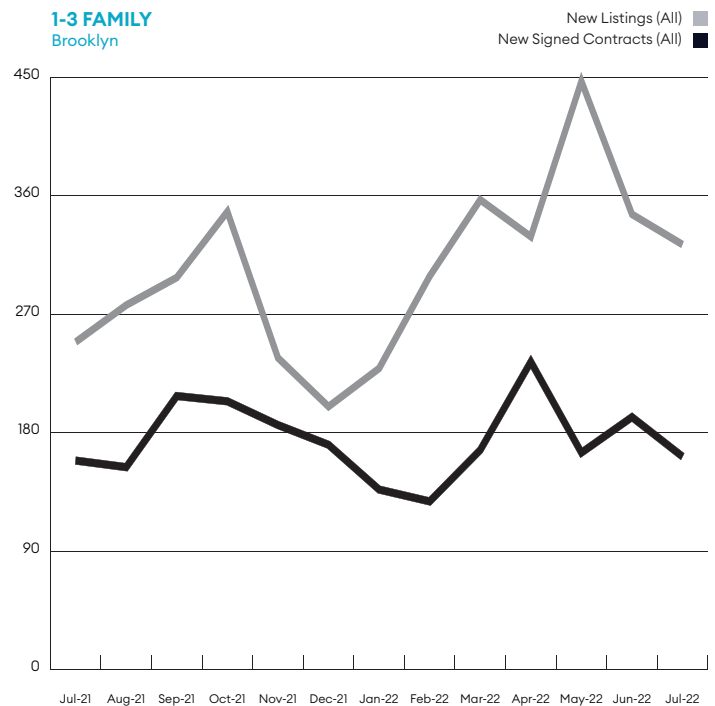


Brooklyn (continued)

CONDO MATRIX Brooklyn	JUL 2022	JUL 2021	%Δ (yr)
New Signed Contracts (All)	172	316	-45.6%
< \$500K	11	23	-52.2%
\$500K - \$999K	59	123	-52.0%
\$1M - \$1.99M	74	135	-45.2%
\$2M - \$3.99M	25	32	-21.9%
\$4M - \$4.99M	2	1	100.0%
\$5M - \$9.99M	1	2	-50.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	258	318	-18.9%
< \$500K	22	21	4.8%
\$500K - \$999K	120	151	-20.5%
\$1M - \$1.99M	75	114	-34.2%
\$2M - \$3.99M	37	24	54.2%
\$4M - \$4.99M	3	6	-50.0%
\$5M - \$9.99M	1	2	-50.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	



1-3 FAMILY MATRIX Brooklyn	JUL 2022	JUL 2021	%Δ (yr)
New Signed Contracts (All)	162	159	1.9%
< \$500K	1	1	0.0%
\$500K - \$999K	51	36	41.7%
\$1M - \$1.99M	70	78	-10.3%
\$2M - \$3.99M	25	36	-30.6%
\$4M - \$4.99M	9	4	125.0%
\$5M - \$9.99M	6	4	50.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	323	249	29.7%
< \$500K	0	0	
\$500K - \$999K	101	70	44.3%
\$1M - \$1.99M	144	126	14.3%
\$2M - \$3.99M	69	43	60.5%
\$4M - \$4.99M	3	5	-40.0%
\$5M - \$9.99M	5	5	0.0%
\$10M - \$19.99M	1	0	
≥ \$20M	0	0	

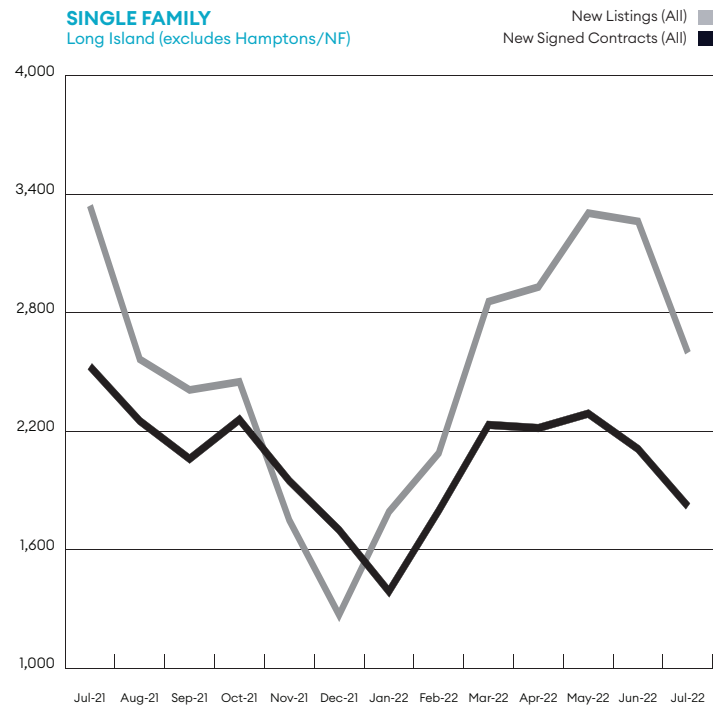


Source: REBNY

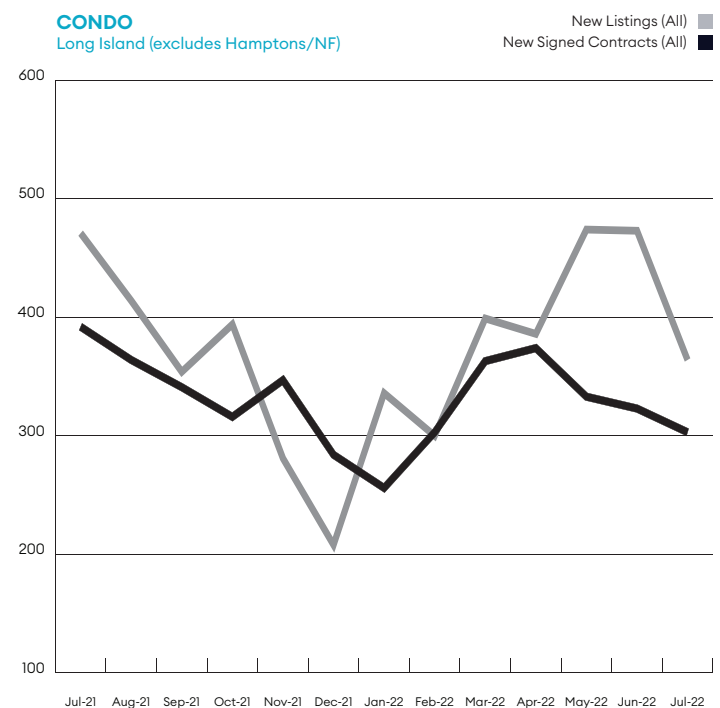
Long Island (excludes Hamptons/North Fork)

"While newly signed contracts have been down yearly since June of 2021 against the prior year's sales surge, new listings have fallen in four of the past five months."

SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	JUL 2022	JUL 2021	%Δ (YR)
New Signed Contracts (All)	1,821	2,529	-28.0%
< \$200K	38	68	-44.1%
\$200K - \$299K	122	218	-44.0%
\$300K - \$399K	298	525	-43.2%
\$400K - \$499K	452	548	-17.5%
\$500K - \$599K	468	630	-25.7%
\$600K - \$799K	191	248	-23.0%
\$800K - \$999K	203	224	-9.4%
≥ \$1M	49	68	-27.9%
New Listings (All)	2,598	3,343	-22.3%
< \$200K	62	83	-25.3%
\$200K - \$299K	142	280	-49.3%
\$300K - \$399K	403	597	-32.5%
\$400K - \$499K	544	696	-21.8%
\$500K - \$599K	706	846	-16.5%
\$600K - \$799K	312	352	-11.4%
\$800K - \$999K	296	366	-19.1%
≥ \$1M	133	123	8.1%



CONDO MATRIX Long Island (excludes Hamptons/NF)	JUL 2022	JUL 2021	%Δ (YR)
New Signed Contracts (All)	303	392	-22.7%
< \$200K	43	70	-38.6%
\$200K - \$299K	63	77	-18.2%
\$300K - \$399K	65	80	-18.8%
\$400K - \$499K	45	50	-10.0%
\$500K - \$599K	23	38	-39.5%
\$600K - \$799K	43	43	0.0%
\$800K - \$999K	13	11	18.2%
≥ \$1M	8	23	-65.2%
New Listings (All)	364	471	-22.7%
< \$200K	35	55	-36.4%
\$200K - \$299K	74	91	-18.7%
\$300K - \$399K	75	99	-24.2%
\$400K - \$499K	51	72	-29.2%
\$500K - \$599K	45	40	12.5%
\$600K - \$799K	38	59	-35.6%
\$800K - \$999K	14	24	-41.7%
≥ \$1M	32	31	3.2%

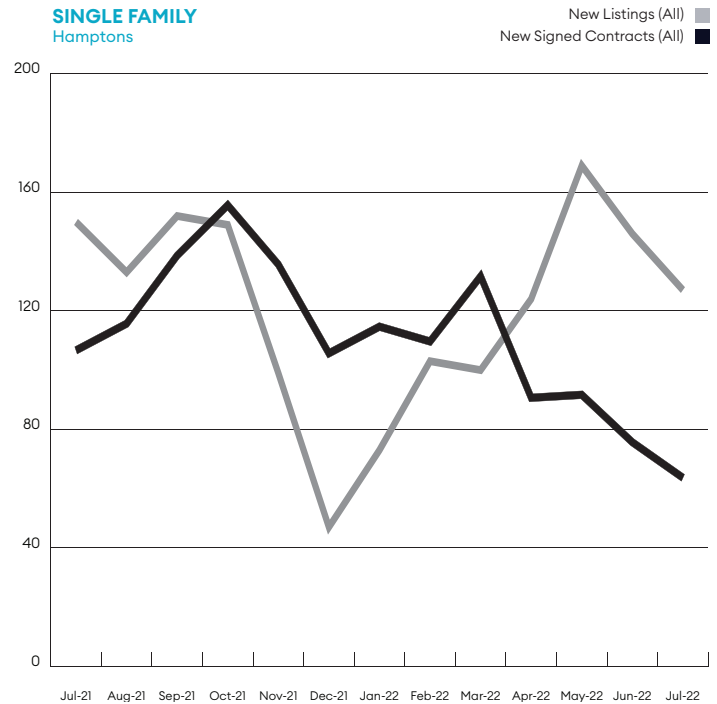


Source: One Key MLS

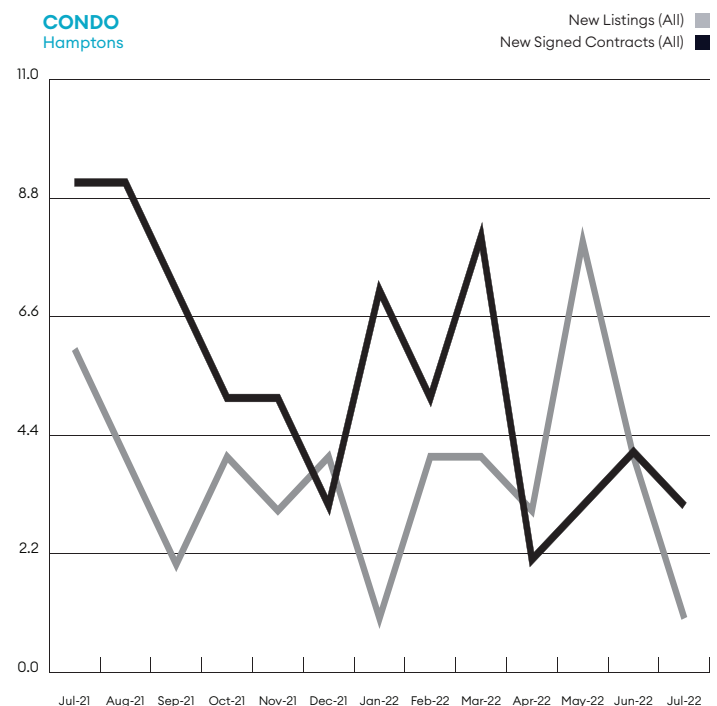
Hamptons

"While newly signed contracts have been down yearly since June of 2021 against the prior year's sales surge, new listings have fallen in four of the past five months."

SINGLE FAMILY MATRIX Hamptons	JUL 2022	JUL 2021	%Δ (yr)
New Signed Contracts (All)	62	105	-41.0%
< \$500K	0	1	-100.0%
\$500K - \$999K	9	18	-50.0%
\$1M - \$1.99M	17	33	-48.5%
\$2M - \$3.99M	16	28	-42.9%
\$4M - \$4.99M	6	10	-40.0%
\$5M - \$9.99M	8	14	-42.9%
\$10M - \$19.99M	4	1	300.0%
≥ \$20M	2	0	
New Listings (All)	127	150	-15.3%
< \$500K	1	3	-66.7%
\$500K - \$999K	9	23	-60.9%
\$1M - \$1.99M	39	40	-2.5%
\$2M - \$3.99M	39	43	-9.3%
\$4M - \$4.99M	7	9	-22.2%
\$5M - \$9.99M	15	21	-28.6%
\$10M - \$19.99M	9	9	0.0%
≥ \$20M	8	2	300.0%



CONDO MATRIX Hamptons	JUL 2022	JUL 2021	%Δ (yr)
New Signed Contracts (All)	3	9	-66.7%
< \$500K	0	1	-100.0%
\$500K - \$999K	2	6	-66.7%
\$1M - \$1.99M	1	1	0.0%
\$2M - \$3.99M	0	1	-100.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	1	6	-83.3%
< \$500K	0	1	-100.0%
\$500K - \$999K	0	3	-100.0%
\$1M - \$1.99M	0	2	-100.0%
\$2M - \$3.99M	1	0	
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

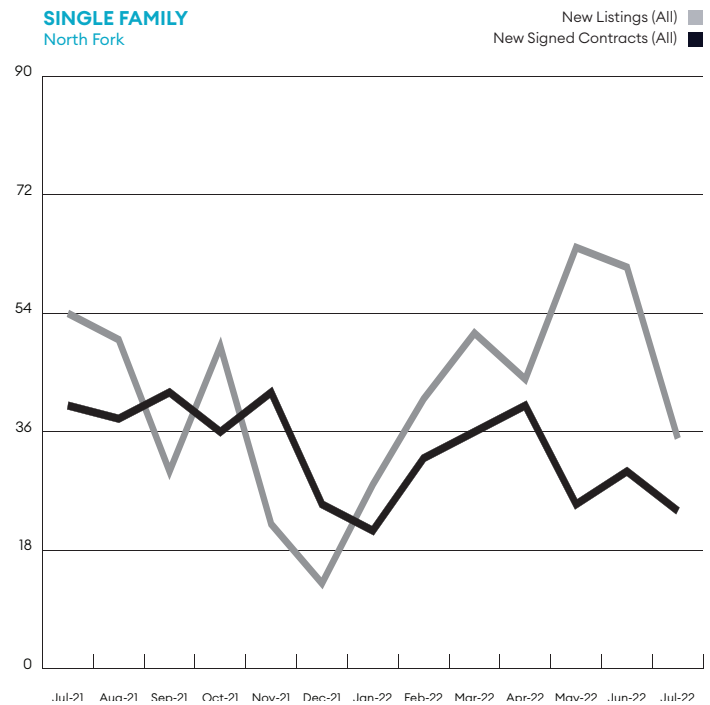


Source: East End LI MLS

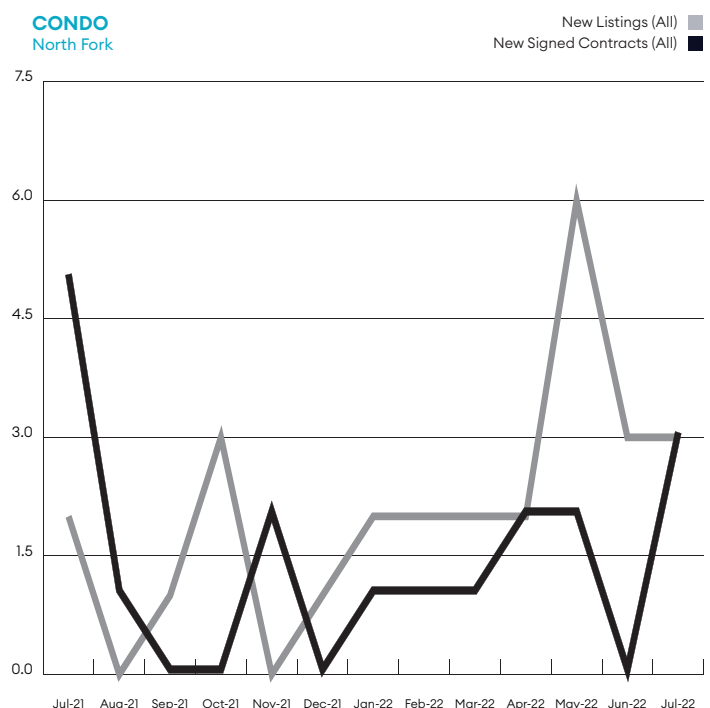
North Fork

"While newly signed contracts have been down yearly since May against the prior year's sales surge, new listings have fallen in three of the past four months."

SINGLE FAMILY MATRIX North Fork	JUL 2022	JUL 2021	%Δ (yr)
New Signed Contracts (All)	24	40	-40.0%
< \$500K	1	1	0.0%
\$500K - \$999K	13	23	-43.5%
\$1M - \$1.99M	9	9	0.0%
\$2M - \$3.99M	1	6	-83.3%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	1	-100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	35	54	-35.2%
< \$500K	2	3	-33.3%
\$500K - \$999K	9	31	-71.0%
\$1M - \$1.99M	13	16	-18.8%
\$2M - \$3.99M	9	3	200.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	2	0	
\$10M - \$19.99M	0	1	-100.0%
≥ \$20M	0	0	



CONDO MATRIX North Fork	JUL 2022	JUL 2021	%Δ (yr)
New Signed Contracts (All)	3	5	-40.0%
< \$500K	2	2	0.0%
\$500K - \$999K	1	1	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)	3	2	50.0%
< \$500K	0	1	-100.0%
\$500K - \$999K	1	0	
\$1M - \$1.99M	2	1	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	

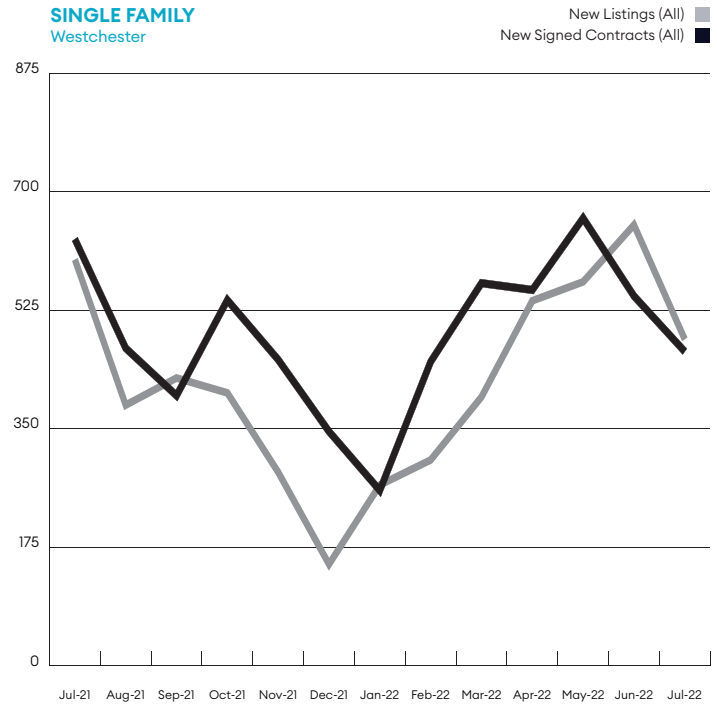


Source: One Key MLS

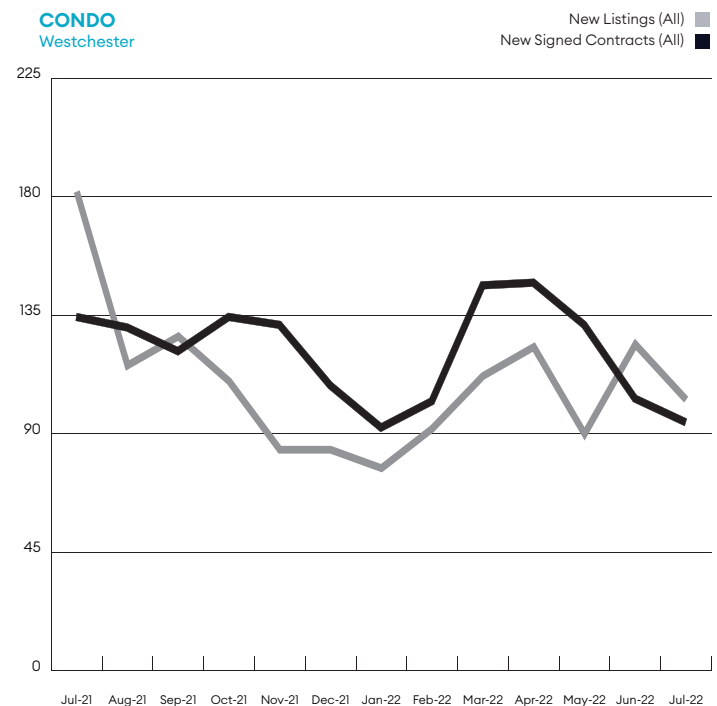
Westchester

"While newly signed contracts have been down yearly since July of 2021 against the prior year's sales surge, new listings have continued to fall since May 2021."

SINGLE FAMILY MATRIX Westchester	JUL 2022	JUL 2021	%Δ (YR)
New Signed Contracts (All)	464	630	-26.3%
< \$300K	1	3	-66.7%
\$300K - \$399K	8	26	-69.2%
\$400K - \$499K	41	56	-26.8%
\$500K - \$599K	71	102	-30.4%
\$600K - \$799K	139	152	-8.6%
\$800K - \$999K	63	106	-40.6%
\$1M - \$1.99M	96	137	-29.9%
≥ \$2M	45	48	-6.3%
New Listings (All)	482	600	-19.7%
< \$300K	1	5	-80.0%
\$300K - \$399K	20	16	25.0%
\$400K - \$499K	37	50	-26.0%
\$500K - \$599K	71	74	-4.1%
\$600K - \$799K	122	184	-33.7%
\$800K - \$999K	74	94	-21.3%
\$1M - \$1.99M	109	119	-8.4%
≥ \$2M	48	58	-17.2%



CONDO MATRIX Westchester	JUL 2022	JUL 2021	%Δ (YR)
New Signed Contracts (All)	93	133	-30.1%
< \$200K	2	2	0.0%
\$200K - \$299K	13	13	0.0%
\$300K - \$399K	24	29	-17.2%
\$400K - \$499K	20	32	-37.5%
\$500K - \$599K	12	19	-36.8%
\$600K - \$799K	11	24	-54.2%
\$800K - \$999K	6	3	100.0%
≥ \$1M	5	11	-54.5%
New Listings (All)	103	182	-43.4%
< \$200K	1	6	-83.3%
\$200K - \$299K	14	35	-60.0%
\$300K - \$399K	28	44	-36.4%
\$400K - \$499K	25	31	-19.4%
\$500K - \$599K	15	24	-37.5%
\$600K - \$799K	13	16	-18.8%
\$800K - \$999K	4	6	-33.3%
≥ \$1M	3	20	-85.0%

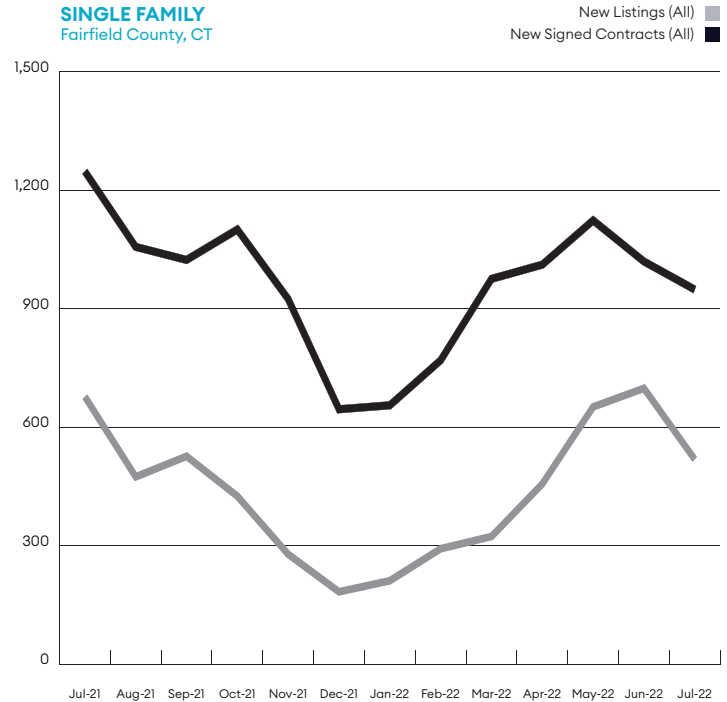


Source: One Key MLS

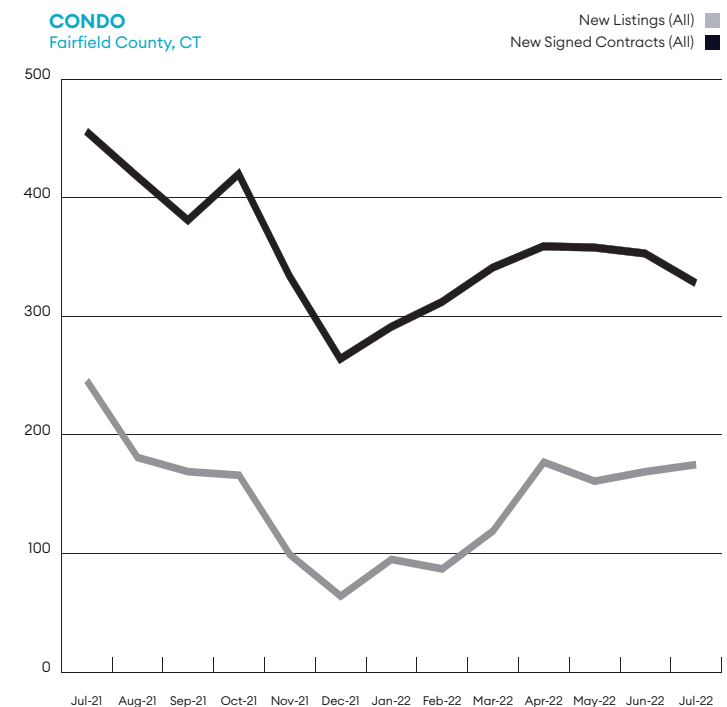
Fairfield County, CT

"While newly signed contracts fell year over year for the first time since June of 2021 against the prior year's sales surge, new listings have continued to fall since May 2021."

SINGLE FAMILY MATRIX Fairfield County, CT	JUL 2022	JUL 2021	%Δ (YR)
New Signed Contracts (All)	949	1,248	-24.0%
< \$300K	76	109	-30.3%
\$300K - \$399K	114	197	-42.1%
\$400K - \$499K	133	204	-34.8%
\$500K - \$599K	134	147	-8.8%
\$600K - \$799K	168	212	-20.8%
\$800K - \$999K	108	116	-6.9%
\$1M - \$1.99M	156	183	-14.8%
≥ \$2M	60	80	-25.0%
New Listings (All)	519	678	-23.5%
< \$300K	27	74	-63.5%
\$300K - \$399K	54	88	-38.6%
\$400K - \$499K	70	79	-11.4%
\$500K - \$599K	75	76	-1.3%
\$600K - \$799K	71	122	-41.8%
\$800K - \$999K	60	67	-10.4%
\$1M - \$1.99M	99	93	6.5%
≥ \$2M	63	79	-20.3%



CONDO MATRIX Fairfield County, CT	JUL 2022	JUL 2021	%Δ (YR)
New Signed Contracts (All)	325	453	-28.3%
< \$200K	69	119	-42.0%
\$200K - \$299K	81	117	-30.8%
\$300K - \$399K	62	89	-30.3%
\$400K - \$499K	46	55	-16.4%
\$500K - \$599K	21	18	16.7%
\$600K - \$799K	15	37	-59.5%
\$800K - \$999K	15	7	114.3%
≥ \$1M	16	11	45.5%
New Listings (All)	175	246	-28.9%
< \$200K	18	43	-58.1%
\$200K - \$299K	27	57	-52.6%
\$300K - \$399K	38	65	-41.5%
\$400K - \$499K	32	32	0.0%
\$500K - \$599K	16	24	-33.3%
\$600K - \$799K	10	12	-16.7%
\$800K - \$999K	6	6	0.0%
≥ \$1M	28	7	300.0%

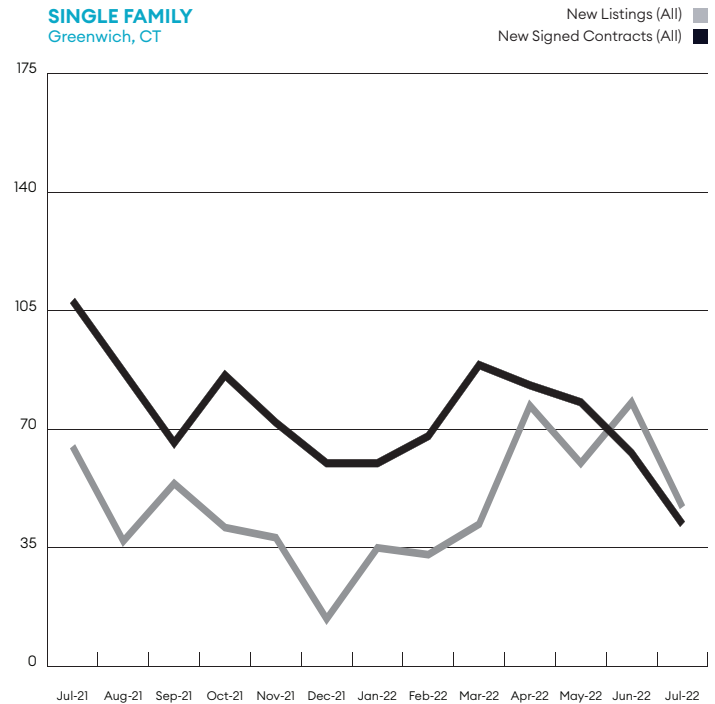


Source: Smart MLS

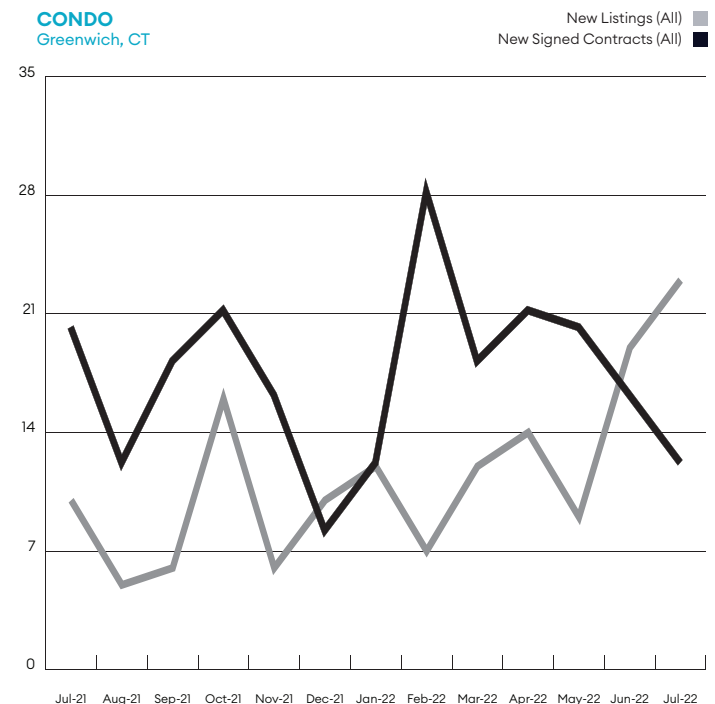
Greenwich, CT

"While newly signed contracts have been down yearly since February against the prior year's sales surge, new listings have continued to fall since July 2021."

SINGLE FAMILY MATRIX Greenwich, CT	JUL 2022	JUL 2021	%Δ (YR)
New Signed Contracts (All)	42	108	-61.1%
< \$500K	0	0	
\$500K - \$999K	2	17	-88.2%
\$1M - \$1.99M	18	37	-51.4%
\$2M - \$3.99M	18	41	-56.1%
\$4M - \$4.99M	2	1	100.0%
\$5M - \$9.99M	2	12	-83.3%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	47	65	-27.7%
< \$500K	0	0	
\$500K - \$999K	4	4	0.0%
\$1M - \$1.99M	12	19	-36.8%
\$2M - \$3.99M	17	22	-22.7%
\$4M - \$4.99M	2	3	-33.3%
\$5M - \$9.99M	8	16	-50.0%
\$10M - \$19.99M	2	1	100.0%
≥ \$20M	2	0	



CONDO MATRIX Greenwich, CT	JUL 2022	JUL 2021	%Δ (YR)
New Signed Contracts (All)	12	20	-40.0%
< \$500K	1	3	-66.7%
\$500K - \$999K	6	13	-53.8%
\$1M - \$1.99M	3	2	50.0%
\$2M - \$3.99M	2	1	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)	23	10	130.0%
< \$500K	1	1	0.0%
\$500K - \$999K	4	5	-20.0%
\$1M - \$1.99M	6	3	100.0%
\$2M - \$3.99M	12	1	1,100.0%
\$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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