

# Elliman Report

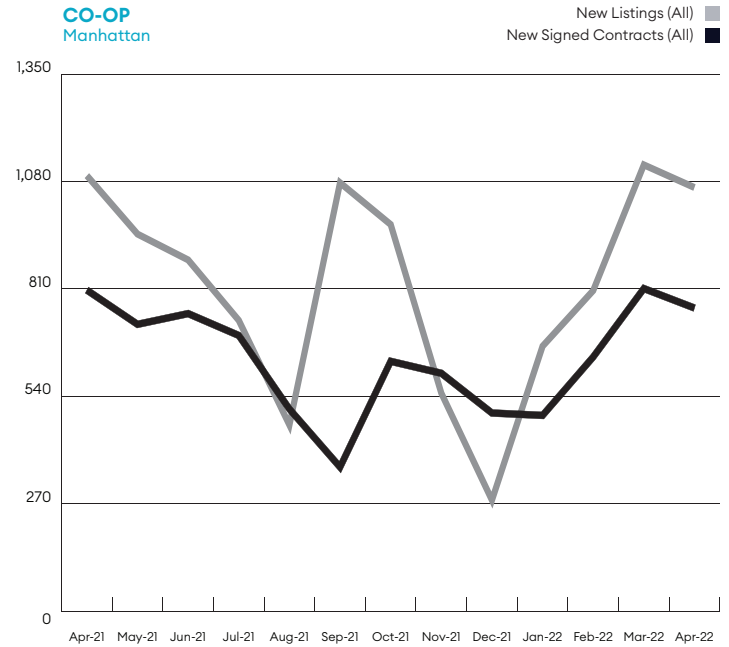
New York

April 2022 New Signed Contracts

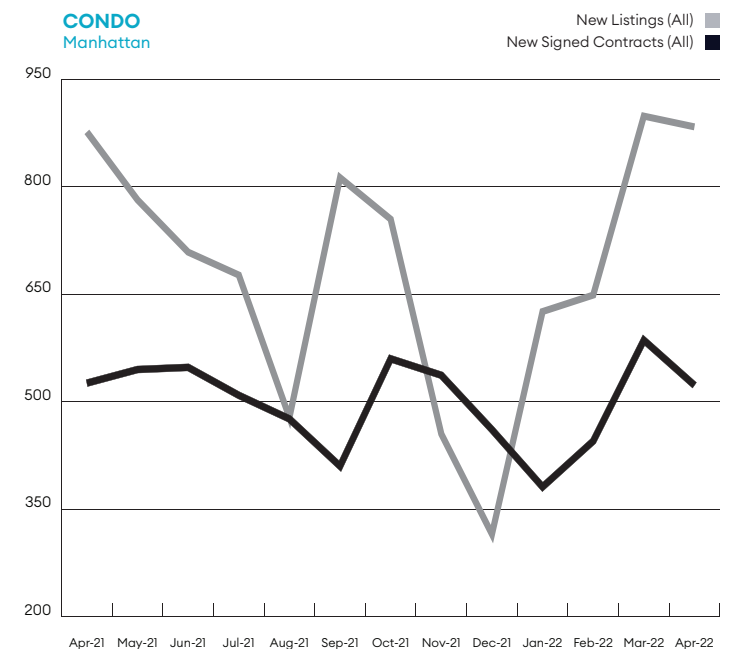
## Manhattan

"Newly signed contracts for co-ops and condos declined month over month for the first time in three months. However, newly signed contracts for 1-3 families surged as new inventory jumped each month in 2022."

CO-OP MATRIX Manhattan	APR 2022	APR 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>762</b>	<b>807</b>	<b>-5.6%</b>
< \$500K	113	128	-11.7%
\$500K - \$999K	329	313	5.1%
\$1M - \$1.99M	190	220	-13.6%
\$2M - \$3.99M	96	110	-12.7%
\$4M - \$4.99M	20	5	300.0%
\$5M - \$9.99M	11	23	-52.2%
\$10M - \$19.99M	2	7	-71.4%
≥ \$20M	1	1	0.0%
<b>New Listings (All)</b>	<b>1,065</b>	<b>1,095</b>	<b>-2.7%</b>
< \$500K	144	203	-29.1%
\$500K - \$999K	392	408	-3.9%
\$1M - \$1.99M	288	249	15.7%
\$2M - \$3.99M	148	157	-5.7%
\$4M - \$4.99M	34	23	47.8%
\$5M - \$9.99M	46	38	21.1%
\$10M - \$19.99M	11	11	0.0%
≥ \$20M	2	6	-66.7%



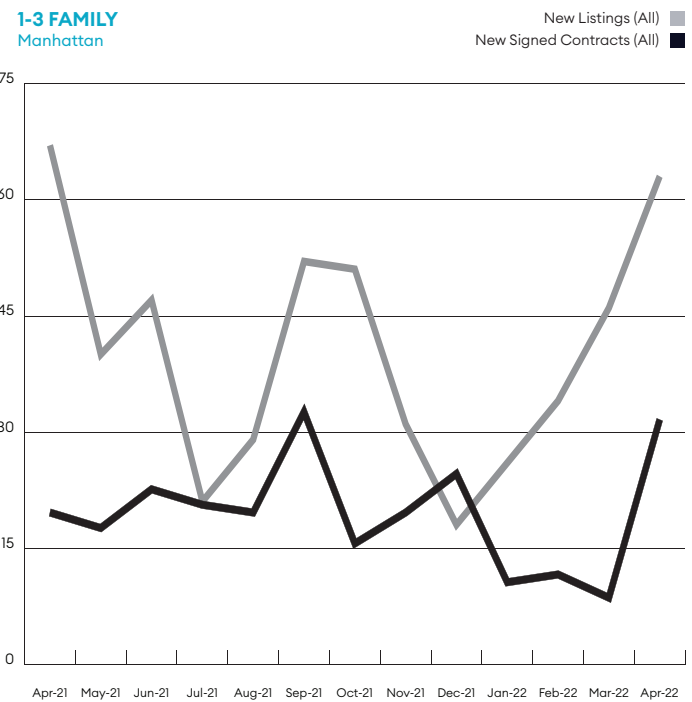
CONDO MATRIX Manhattan	APR 2022	APR 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>523</b>	<b>526</b>	<b>-0.6%</b>
< \$500K	4	0	
\$500K - \$999K	126	130	-3.1%
\$1M - \$1.99M	164	136	20.6%
\$2M - \$3.99M	132	147	-10.2%
\$4M - \$4.99M	28	33	-15.2%
\$5M - \$9.99M	47	56	-16.1%
\$10M - \$19.99M	17	20	-15.0%
≥ \$20M	5	4	25.0%
<b>New Listings (All)</b>	<b>884</b>	<b>877</b>	<b>0.8%</b>
< \$500K	6	18	-66.7%
\$500K - \$999K	195	204	-4.4%
\$1M - \$1.99M	268	230	16.5%
\$2M - \$3.99M	232	217	6.9%
\$4M - \$4.99M	47	45	4.4%
\$5M - \$9.99M	79	109	-27.5%
\$10M - \$19.99M	41	39	5.1%
≥ \$20M	16	15	6.7%



## Manhattan (continued)

1-3 FAMILY MATRIX Manhattan	APR 2022	APR 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>31</b>	<b>19</b>	<b>63.2%</b>
< \$500K	0	0	
\$500K - \$999K	0	1	-100.0%
\$1M - \$1.99M	3	0	
\$2M - \$3.99M	3	3	0.0%
\$4M - \$4.99M	1	1	0.0%
\$5M - \$9.99M	17	9	88.9%
\$10M - \$19.99M	6	5	20.0%
≥ \$20M	1	0	
<b>New Listings (All)</b>	<b>62</b>	<b>66</b>	<b>-6.1%</b>
< \$500K	0	1	-100.0%
\$500K - \$999K	0	2	-100.0%
\$1M - \$1.99M	4	3	33.3%
\$2M - \$3.99M	13	9	44.4%
\$4M - \$4.99M	5	3	66.7%
\$5M - \$9.99M	22	22	0.0%
\$10M - \$19.99M	12	22	-45.5%
≥ \$20M	6	4	50.0%

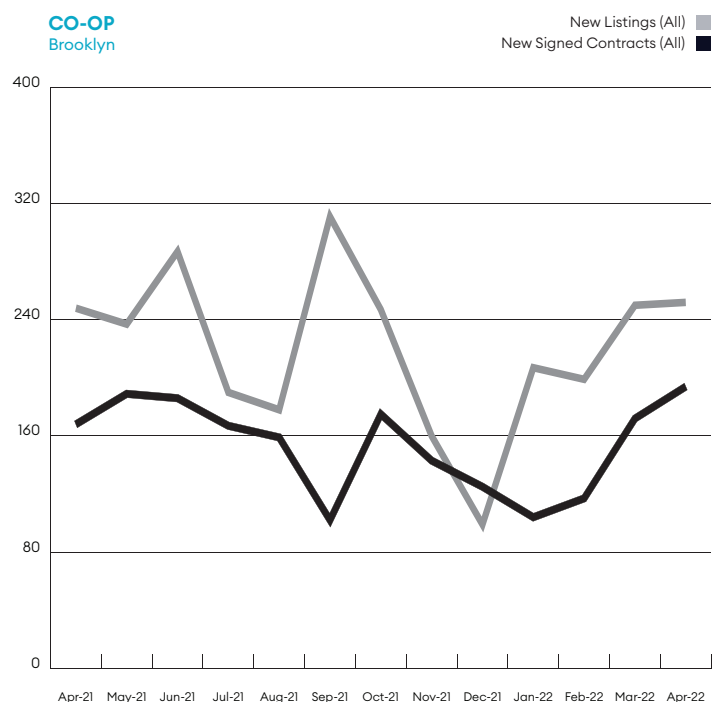
Source: REBNY



## Brooklyn

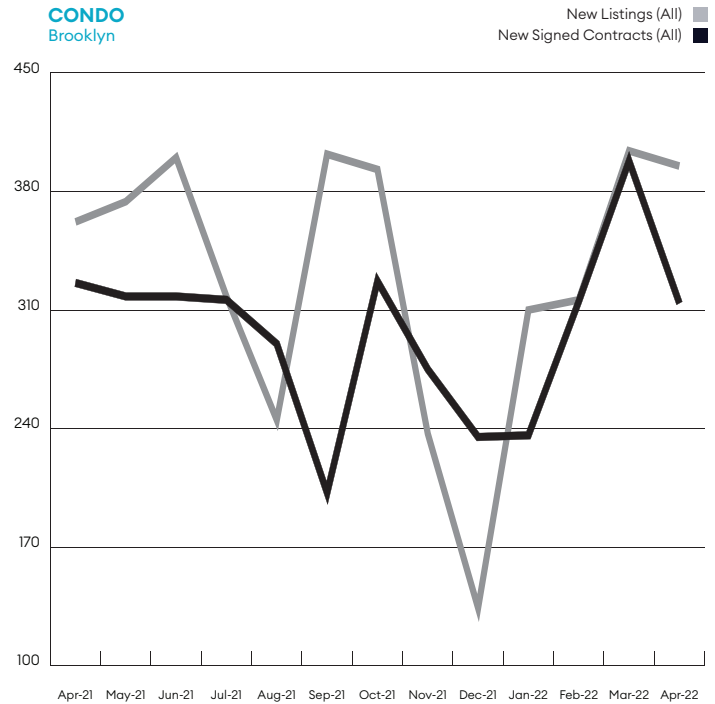
"Newly signed contracts for co-ops and 1-3 families jumped month over month while condos declined. New listings struggled to enter the market, with co-ops the only property type to see a month-over-month gain."

CO-OP MATRIX Brooklyn	APR 2022	APR 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>194</b>	<b>168</b>	<b>15.5%</b>
< \$500K	72	45	60.0%
\$500K - \$999K	79	87	-9.2%
\$1M - \$1.99M	35	32	9.4%
\$2M - \$3.99M	7	4	75.0%
\$4M - \$4.99M	1	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
<b>New Listings (All)</b>	<b>252</b>	<b>248</b>	<b>1.6%</b>
< \$500K	124	119	4.2%
\$500K - \$999K	81	76	6.6%
\$1M - \$1.99M	38	49	-22.4%
\$2M - \$3.99M	8	3	166.7%
\$4M - \$4.99M	1	0	
\$5M - \$9.99M	0	1	-100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

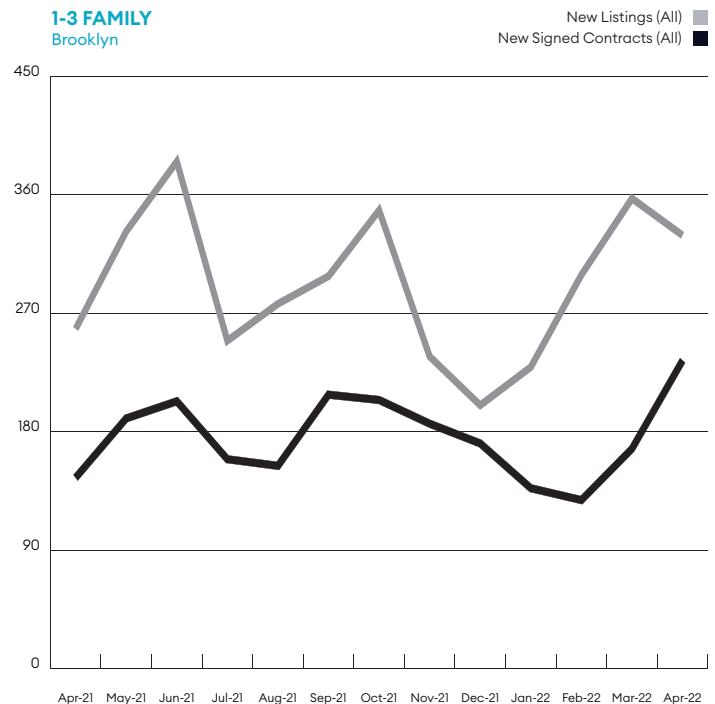


# Brooklyn (continued)

CONDO MATRIX Brooklyn	APR 2022	APR 2021	%Δ (yr)
<b>New Signed Contracts (All)</b>	<b>314</b>	<b>326</b>	<b>-3.7%</b>
< \$500K	25	25	0.0%
\$500K - \$999K	109	142	-23.2%
\$1M - \$1.99M	117	110	6.4%
\$2M - \$3.99M	53	42	26.2%
\$4M - \$4.99M	4	4	0.0%
\$5M - \$9.99M	6	3	100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
<b>New Listings (All)</b>	<b>395</b>	<b>362</b>	<b>9.1%</b>
< \$500K	23	16	43.8%
\$500K - \$999K	173	163	6.1%
\$1M - \$1.99M	127	130	-2.3%
\$2M - \$3.99M	57	44	29.5%
\$4M - \$4.99M	4	7	-42.9%
\$5M - \$9.99M	11	2	450.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	



1-3 FAMILY MATRIX Brooklyn	APR 2022	APR 2021	%Δ (yr)
<b>New Signed Contracts (All)</b>	<b>234</b>	<b>145</b>	<b>61.4%</b>
< \$500K	0	0	
\$500K - \$999K	57	37	54.1%
\$1M - \$1.99M	93	58	60.3%
\$2M - \$3.99M	69	39	76.9%
\$4M - \$4.99M	6	4	50.0%
\$5M - \$9.99M	8	6	33.3%
\$10M - \$19.99M	1	1	0.0%
≥ \$20M	0	0	
<b>New Listings (All)</b>	<b>329</b>	<b>258</b>	<b>27.5%</b>
< \$500K	2	1	100.0%
\$500K - \$999K	83	64	29.7%
\$1M - \$1.99M	153	102	50.0%
\$2M - \$3.99M	69	68	1.5%
\$4M - \$4.99M	10	13	-23.1%
\$5M - \$9.99M	10	8	25.0%
\$10M - \$19.99M	2	2	0.0%
≥ \$20M	0	0	

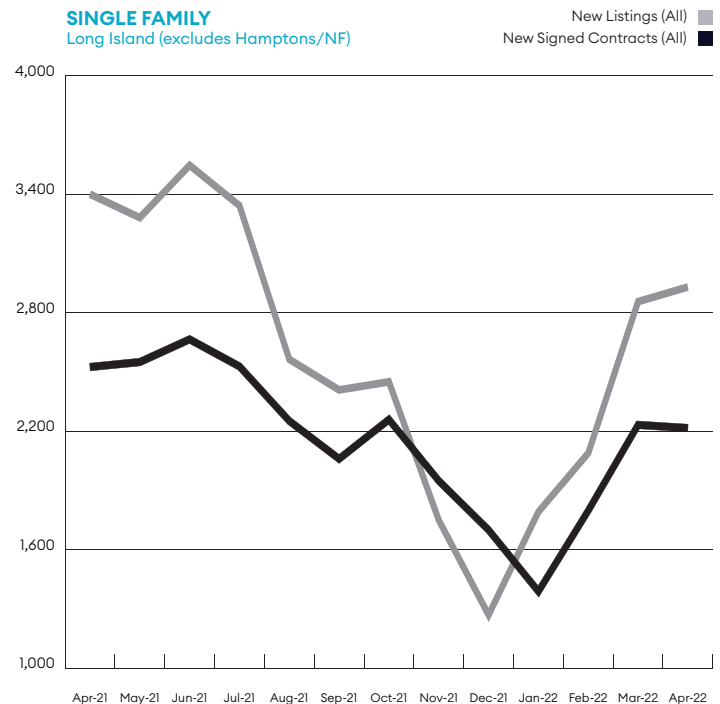


Source: REBNY

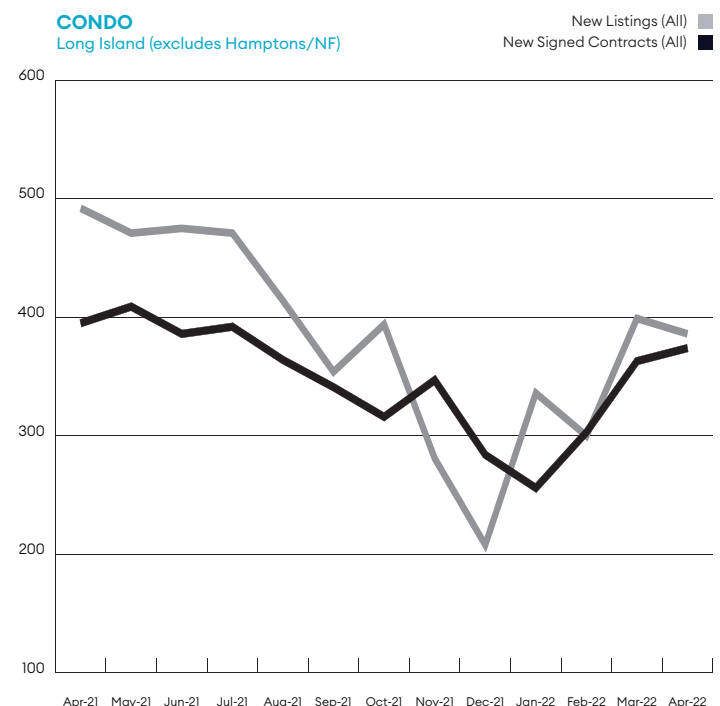
## Long Island (excludes Hamptons/North Fork)

"Newly signed contracts for single families declined month over month for the first time in three months. However, condo newly signed contracts saw a nominal monthly increase. The jump in mortgage rates took some of the edge off of still elevated single family demand, enabling seasonal expansion of their new listings."

SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	APR 2022	APR 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>2,217</b>	<b>2,526</b>	<b>-12.2%</b>
< \$200K	39	75	-48.0%
\$200K - \$299K	136	239	-43.1%
\$300K - \$399K	349	545	-36.0%
\$400K - \$499K	492	522	-5.7%
\$500K - \$599K	652	568	14.8%
\$600K - \$799K	222	233	-4.7%
\$800K - \$999K	260	256	1.6%
≥ \$1M	67	88	-23.9%
<b>New Listings (All)</b>	<b>2,931</b>	<b>3,401</b>	<b>-13.8%</b>
< \$200K	60	90	-33.3%
\$200K - \$299K	188	285	-34.0%
\$300K - \$399K	393	609	-35.5%
\$400K - \$499K	591	676	-12.6%
\$500K - \$599K	880	813	8.2%
\$600K - \$799K	328	379	-13.5%
\$800K - \$999K	351	379	-7.4%
≥ \$1M	140	170	-17.6%



CONDO MATRIX Long Island (excludes Hamptons/NF)	APR 2022	APR 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>374</b>	<b>395</b>	<b>-5.3%</b>
< \$200K	33	54	-38.9%
\$200K - \$299K	64	83	-22.9%
\$300K - \$399K	77	84	-8.3%
\$400K - \$499K	62	58	6.9%
\$500K - \$599K	28	33	-15.2%
\$600K - \$799K	43	46	-6.5%
\$800K - \$999K	28	22	27.3%
≥ \$1M	39	15	160.0%
<b>New Listings (All)</b>	<b>386</b>	<b>492</b>	<b>-21.5%</b>
< \$200K	51	56	-8.9%
\$200K - \$299K	72	99	-27.3%
\$300K - \$399K	84	110	-23.6%
\$400K - \$499K	62	69	-10.1%
\$500K - \$599K	33	49	-32.7%
\$600K - \$799K	41	55	-25.5%
\$800K - \$999K	19	28	-32.1%
≥ \$1M	24	26	-7.7%

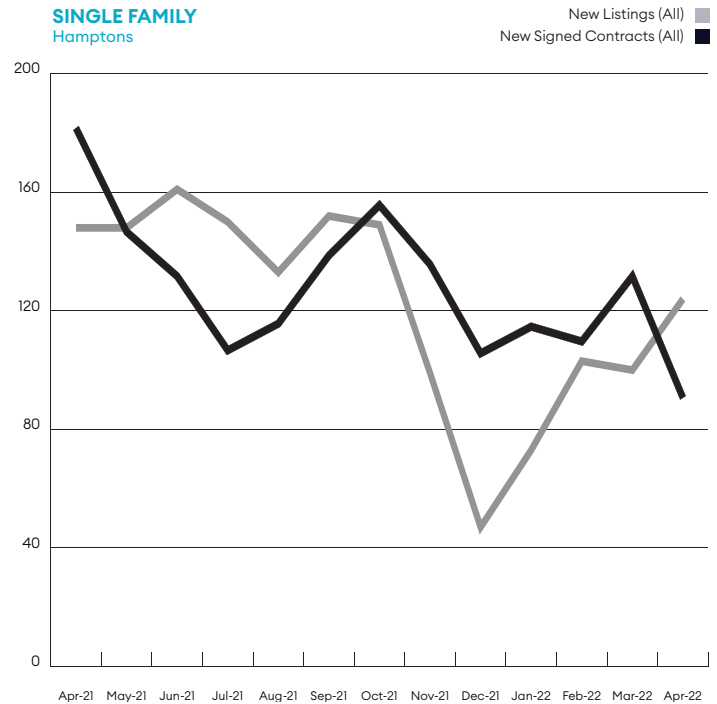


Source: One Key MLS

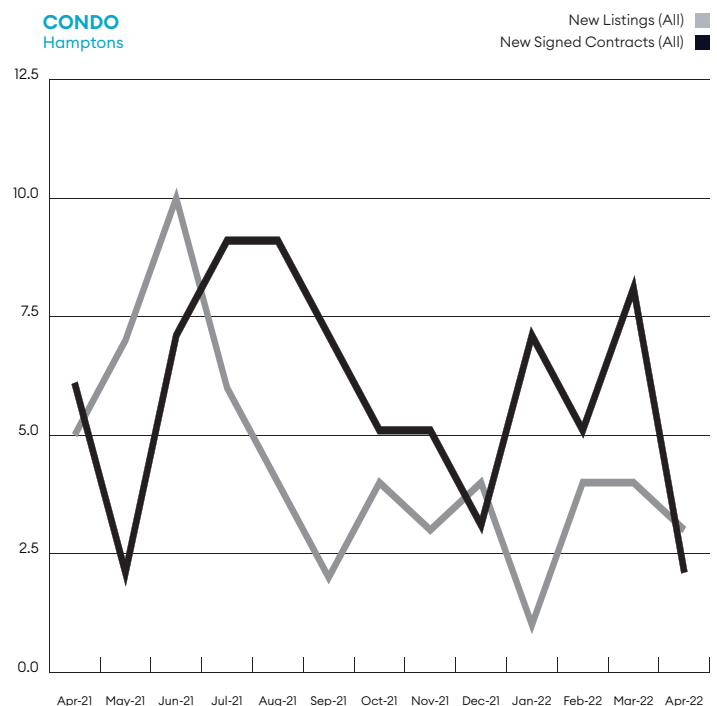
# Hamptons

"Newly signed contracts for single families and condos declined month over month for the second time in three months. However, the jump in mortgage rates took some of the edge off of still elevated demand, enabling seasonal expansion of new single family listings."

SINGLE FAMILY MATRIX Hamptons	APR 2022	APR 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>89</b>	<b>180</b>	<b>-50.6%</b>
< \$500K	0	1	-100.0%
\$500K - \$999K	12	25	-52.0%
\$1M - \$1.99M	34	56	-39.3%
\$2M - \$3.99M	25	63	-60.3%
\$4M - \$4.99M	8	4	100.0%
\$5M - \$9.99M	8	16	-50.0%
\$10M - \$19.99M	2	12	-83.3%
≥ \$20M	0	3	-100.0%
<b>New Listings (All)</b>	<b>124</b>	<b>148</b>	<b>-16.2%</b>
< \$500K	0	0	
\$500K - \$999K	12	24	-50.0%
\$1M - \$1.99M	29	34	-14.7%
\$2M - \$3.99M	40	47	-14.9%
\$4M - \$4.99M	14	10	40.0%
\$5M - \$9.99M	20	21	-4.8%
\$10M - \$19.99M	6	7	-14.3%
≥ \$20M	3	5	-40.0%



CONDO MATRIX Hamptons	APR 2022	APR 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>2</b>	<b>6</b>	<b>-66.7%</b>
< \$500K	1	5	-80.0%
\$500K - \$999K	1	1	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	
<b>New Listings (All)</b>	<b>3</b>	<b>5</b>	<b>-40.0%</b>
< \$500K	0	1	-100.0%
\$500K - \$999K	1	2	-50.0%
\$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	

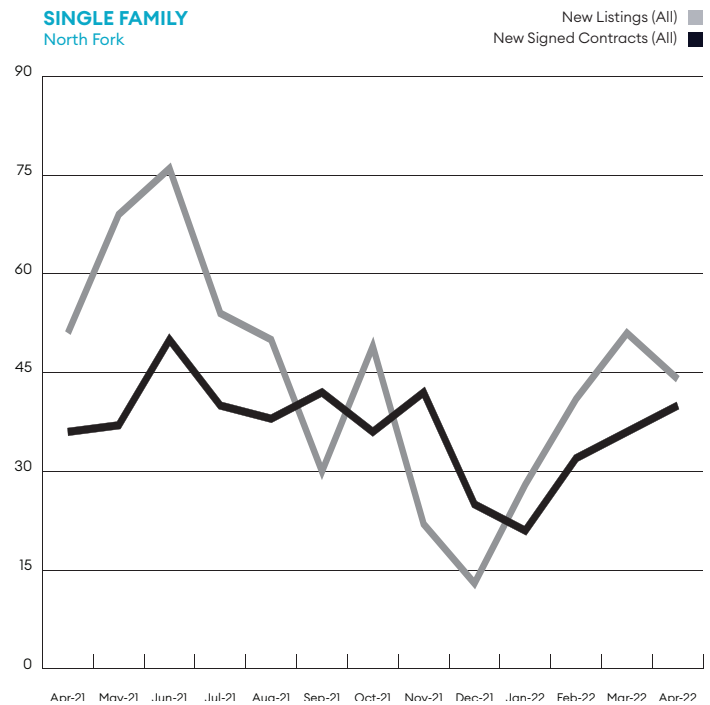


Source: East End LI MLS

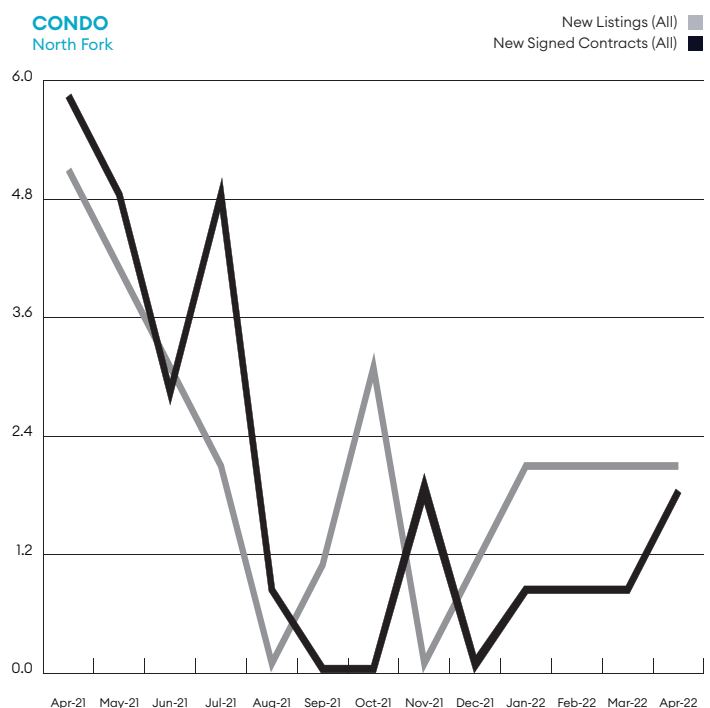
# North Fork

"Newly signed contracts for single families and condos have not experienced a month-over-month decline in three months, preventing the growth of new listings from occurring."

SINGLE FAMILY MATRIX North Fork	APR 2022	APR 2021	%Δ (yr)
<b>New Signed Contracts (All)</b>	<b>40</b>	<b>36</b>	<b>11.1%</b>
< \$500K	2	2	0.0%
\$500K - \$999K	21	21	0.0%
\$1M - \$1.99M	14	8	75.0%
\$2M - \$3.99M	3	5	-40.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
<b>New Listings (All)</b>	<b>44</b>	<b>51</b>	<b>-13.7%</b>
< \$500K	1	3	-66.7%
\$500K - \$999K	17	29	-41.4%
\$1M - \$1.99M	17	11	54.5%
\$2M - \$3.99M	9	8	12.5%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	



CONDO MATRIX North Fork	APR 2022	APR 2021	%Δ (yr)
<b>New Signed Contracts (All)</b>	<b>2</b>	<b>6</b>	<b>-66.7%</b>
< \$500K	0	3	-100.0%
\$500K - \$999K	2	3	-33.3%
\$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	
<b>New Listings (All)</b>	<b>2</b>	<b>5</b>	<b>-60.0%</b>
< \$500K	0	1	-100.0%
\$500K - \$999K	1	3	-66.7%
\$1M - \$1.99M	1	1	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	

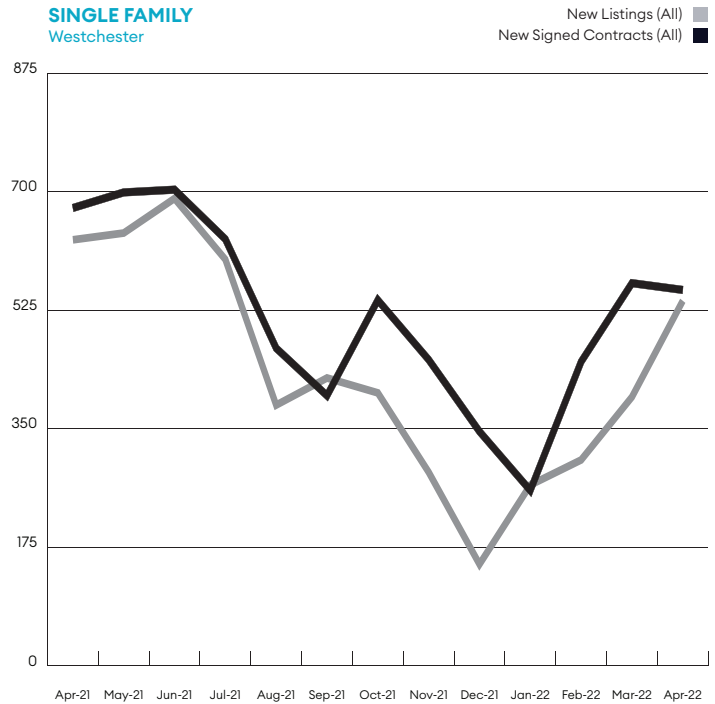


Source: One Key MLS

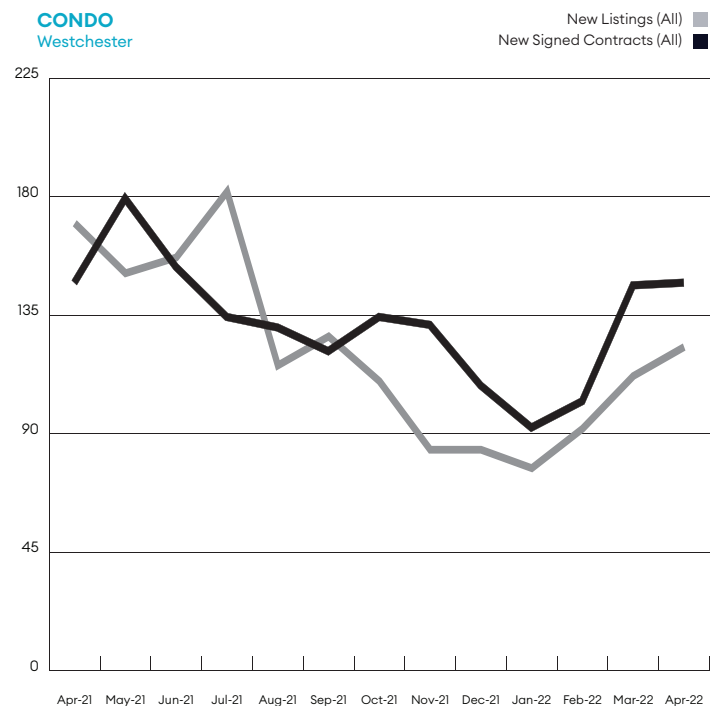
# Westchester

"Newly signed contracts for single families declined month over month for the first time in three months. However, condo newly signed contracts saw a nominal monthly increase. In addition, the jump in mortgage rates took some of the edge off of still elevated demand, enabling seasonal expansion of new listings to continue to occur."

SINGLE FAMILY MATRIX Westchester	APR 2022	APR 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>555</b>	<b>676</b>	<b>-17.9%</b>
< \$300K	4	6	-33.3%
\$300K - \$399K	13	14	-7.1%
\$400K - \$499K	36	58	-37.9%
\$500K - \$599K	73	81	-9.9%
\$600K - \$799K	137	159	-13.8%
\$800K - \$999K	92	103	-10.7%
\$1M - \$1.99M	143	176	-18.8%
≥ \$2M	57	79	-27.8%
<b>New Listings (All)</b>	<b>539</b>	<b>629</b>	<b>-14.3%</b>
< \$300K	4	1	300.0%
\$300K - \$399K	8	17	-52.9%
\$400K - \$499K	37	52	-28.8%
\$500K - \$599K	53	64	-17.2%
\$600K - \$799K	148	155	-4.5%
\$800K - \$999K	77	108	-28.7%
\$1M - \$1.99M	136	157	-13.4%
≥ \$2M	76	75	1.3%



CONDO MATRIX Westchester	APR 2022	APR 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>146</b>	<b>146</b>	<b>0.0%</b>
< \$200K	4	1	300.0%
\$200K - \$299K	13	15	-13.3%
\$300K - \$399K	36	32	12.5%
\$400K - \$499K	26	33	-21.2%
\$500K - \$599K	23	19	21.1%
\$600K - \$799K	23	26	-11.5%
\$800K - \$999K	13	6	116.7%
≥ \$1M	8	14	-42.9%
<b>New Listings (All)</b>	<b>123</b>	<b>170</b>	<b>-27.6%</b>
< \$200K	8	4	100.0%
\$200K - \$299K	15	20	-25.0%
\$300K - \$399K	25	42	-40.5%
\$400K - \$499K	19	28	-32.1%
\$500K - \$599K	19	21	-9.5%
\$600K - \$799K	17	29	-41.4%
\$800K - \$999K	12	7	71.4%
≥ \$1M	8	19	-57.9%

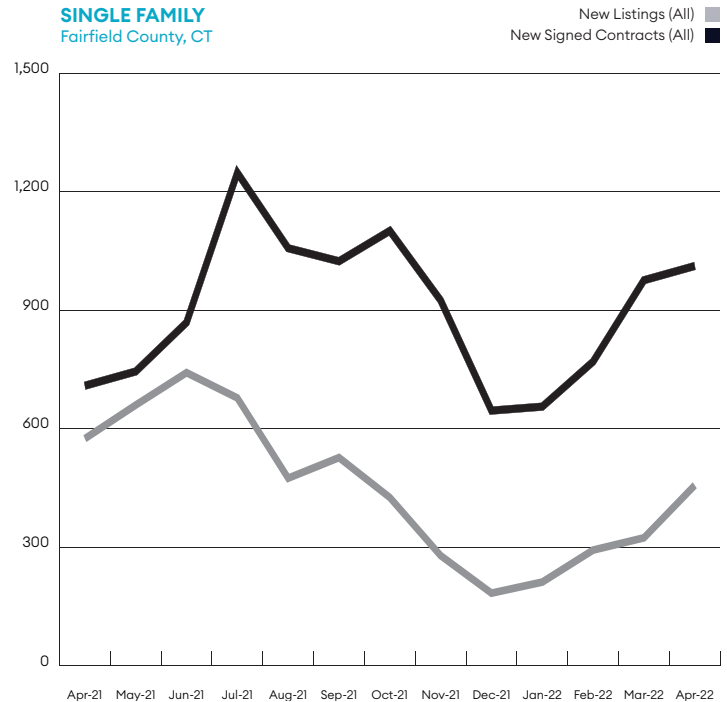


Source: One Key MLS

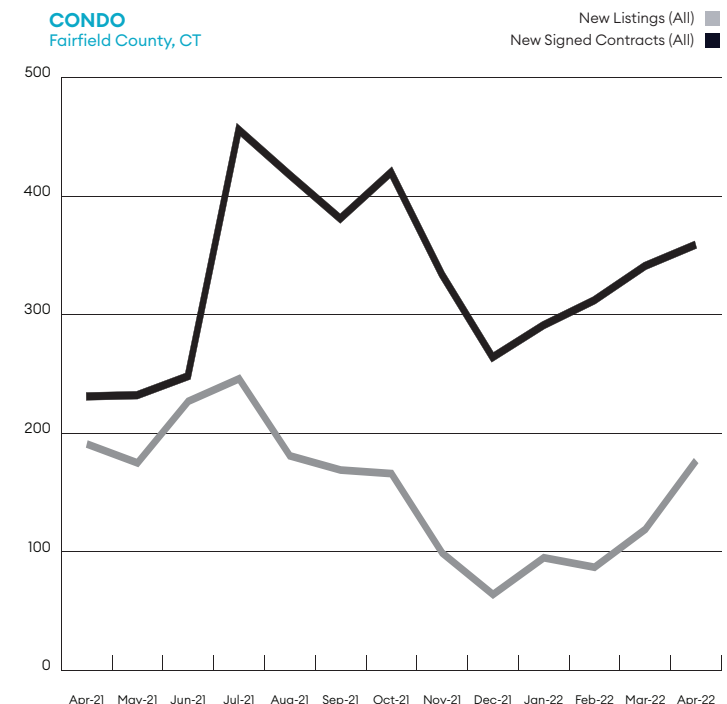
# Fairfield County, CT

"Newly signed contracts for single families and condos increased each month in 2022. The jump in mortgage rates took some of the edge off of still elevated demand, enabling seasonal expansion of new listings to continue to occur."

SINGLE FAMILY MATRIX Fairfield County, CT	APR 2022	APR 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>1,012</b>	<b>709</b>	<b>42.7%</b>
< \$300K	72	74	-2.7%
\$300K - \$399K	112	79	41.8%
\$400K - \$499K	136	86	58.1%
\$500K - \$599K	120	65	84.6%
\$600K - \$799K	185	100	85.0%
\$800K - \$999K	97	72	34.7%
\$1M - \$1.99M	190	146	30.1%
≥ \$2M	100	87	14.9%
<b>New Listings (All)</b>	<b>457</b>	<b>575</b>	<b>-20.5%</b>
< \$300K	24	29	-17.2%
\$300K - \$399K	50	48	4.2%
\$400K - \$499K	53	48	10.4%
\$500K - \$599K	50	59	-15.3%
\$600K - \$799K	61	77	-20.8%
\$800K - \$999K	53	67	-20.9%
\$1M - \$1.99M	87	123	-29.3%
≥ \$2M	79	124	-36.3%



CONDO MATRIX Fairfield County, CT	APR 2022	APR 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>356</b>	<b>228</b>	<b>56.1%</b>
< \$200K	68	47	44.7%
\$200K - \$299K	75	59	27.1%
\$300K - \$399K	70	44	59.1%
\$400K - \$499K	48	20	140.0%
\$500K - \$599K	40	24	66.7%
\$600K - \$799K	28	22	27.3%
\$800K - \$999K	9	6	50.0%
≥ \$1M	18	6	200.0%
<b>New Listings (All)</b>	<b>177</b>	<b>191</b>	<b>-7.3%</b>
< \$200K	27	51	-47.1%
\$200K - \$299K	26	41	-36.6%
\$300K - \$399K	26	36	-27.8%
\$400K - \$499K	22	16	37.5%
\$500K - \$599K	8	6	33.3%
\$600K - \$799K	13	17	-23.5%
\$800K - \$999K	9	13	-30.8%
≥ \$1M	46	11	318.2%



Source: Smart MLS

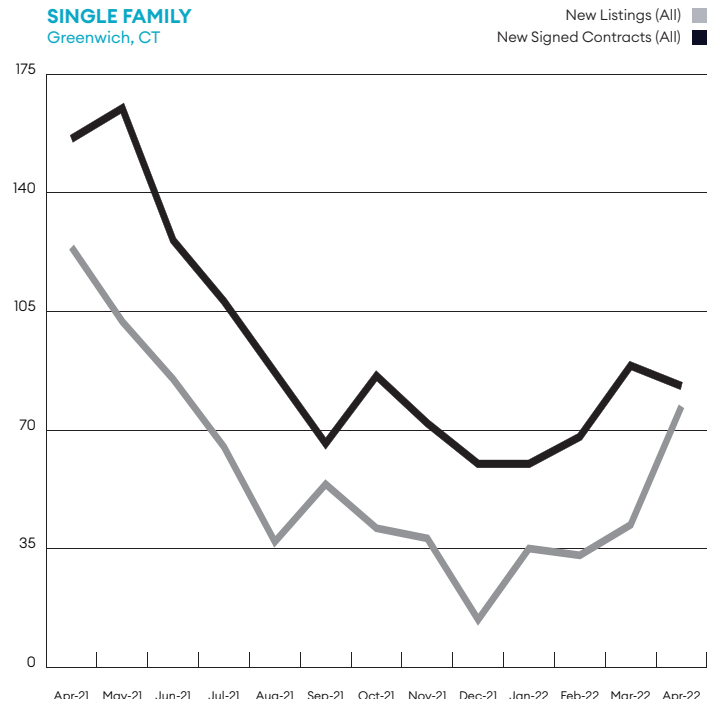


# Greenwich, CT

"Newly signed contracts for single families declined month over month for the first time in 2022. Conversely, condo newly signed contracts rose for the third time this year. The jump in mortgage rates took some of the edge off of still elevated demand, enabling seasonal expansion of new listings."

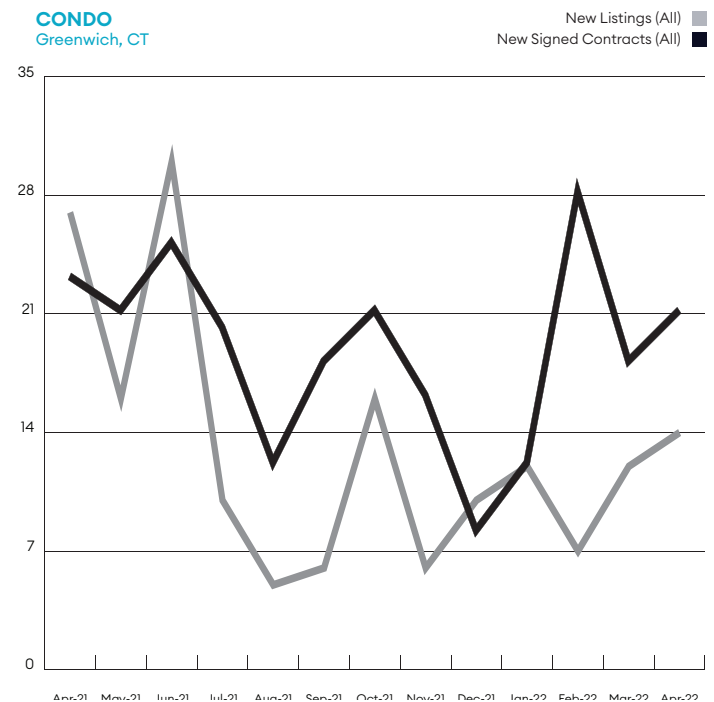
SINGLE FAMILY MATRIX Greenwich, CT	APR 2022	APR 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>83</b>	<b>156</b>	<b>-46.8%</b>
< \$500K	0	0	
\$500K - \$999K	10	25	-60.0%
\$1M - \$1.99M	23	40	-42.5%
\$2M - \$3.99M	25	56	-55.4%
\$4M - \$4.99M	9	9	0.0%
\$5M - \$9.99M	13	25	-48.0%
\$10M - \$19.99M	3	1	200.0%
≥ \$20M	0	0	
<b>New Listings (All)</b>	<b>77</b>	<b>124</b>	<b>-37.9%</b>
< \$500K	0	0	
\$500K - \$999K	7	13	-46.2%
\$1M - \$1.99M	16	39	-59.0%
\$2M - \$3.99M	28	41	-31.7%
\$4M - \$4.99M	8	5	60.0%
\$5M - \$9.99M	13	17	-23.5%
\$10M - \$19.99M	3	5	-40.0%
≥ \$20M	2	4	-50.0%

**SINGLE FAMILY**  
Greenwich, CT



CONDO MATRIX Greenwich, CT	APR 2022	APR 2021	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>21</b>	<b>23</b>	<b>-8.7%</b>
< \$500K	1	4	-75.0%
\$500K - \$999K	8	13	-38.5%
\$1M - \$1.99M	10	6	66.7%
\$2M - \$3.99M	2	0	
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
<b>New Listings (All)</b>	<b>14</b>	<b>27</b>	<b>-48.1%</b>
< \$500K	3	4	-25.0%
\$500K - \$999K	3	11	-72.7%
\$1M - \$1.99M	3	8	-62.5%
\$2M - \$3.99M	4	3	33.3%
\$4M - \$4.99M	1	0	
\$5M - \$9.99M	0	1	-100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

**CONDO**  
Greenwich, CT



Source: Greenwich MLS

Questions or comments? Email report author  
Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
Methodology: [millersamuel.com/research-reports/methodology](http://millersamuel.com/research-reports/methodology)

**Douglas Elliman Real Estate**  
575 Madison Avenue, New York, NY 10022  
212.891.7000 • [elliman.com](http://elliman.com)

**Miller Samuel Real Estate Appraisers & Consultants**  
21 West 38<sup>th</sup> Street, New York, NY 10018  
212.768.8100 • [millersamuel.com](http://millersamuel.com)