

Elliman Report

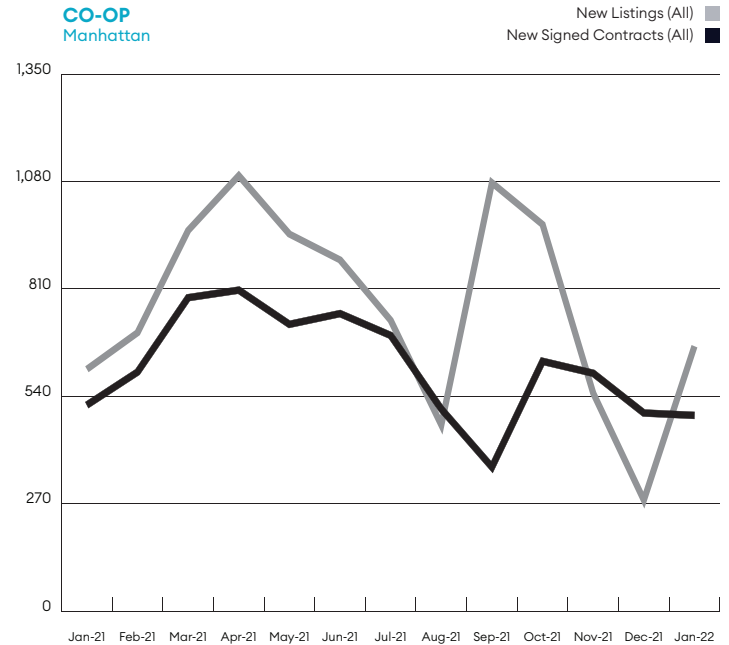
New York

January 2022 New Signed Contracts

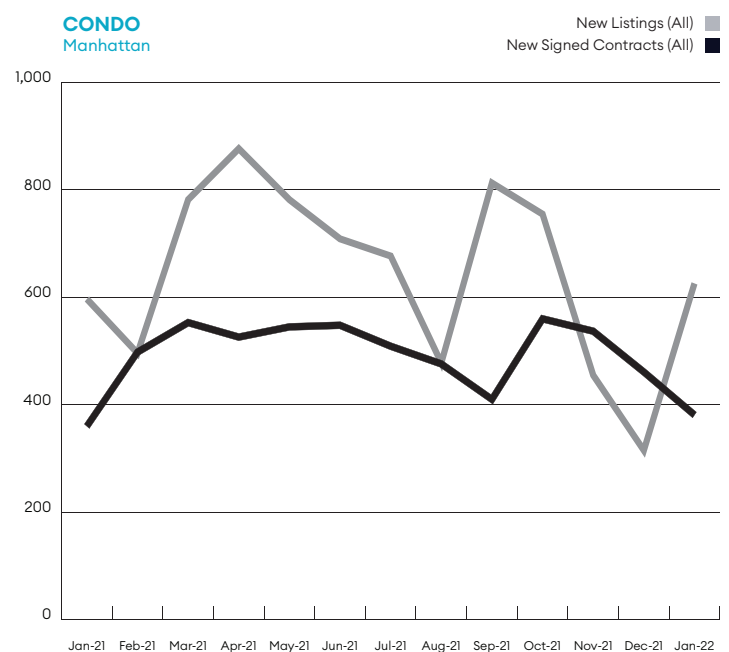
Manhattan

"Condos were the only property type to show year over year gains in newly signed contracts in January for the fourteenth straight month. But combined, all three property types slipped nominally year over year for the first time since November 2020 but were more than double pre-pandemic levels. Moreover, newly signed contracts at or above the \$4 million threshold for all property types continued to see significant annual gains for the thirteenth consecutive month, reflecting the extensive strength in the upper half of the housing market."

CO-OP MATRIX Manhattan	JAN 2022	JAN 2021	%Δ (YR)
New Signed Contracts (All)	492	518	-5.0%
< \$500K	95	92	3.3%
\$500K - \$999K	184	207	-11.1%
\$1M - \$1.99M	116	145	-20.0%
\$2M - \$3.99M	64	61	4.9%
\$4M - \$4.99M	7	5	40.0%
\$5M - \$9.99M	20	5	300.0%
\$10M - \$19.99M	6	3	100.0%
≥ \$20M	0	0	
New Listings (All)	666	608	9.5%
< \$500K	133	121	9.9%
\$500K - \$999K	283	254	11.4%
\$1M - \$1.99M	154	142	8.5%
\$2M - \$3.99M	61	65	-6.2%
\$4M - \$4.99M	11	6	83.3%
\$5M - \$9.99M	18	15	20.0%
\$10M - \$19.99M	4	2	100.0%
≥ \$20M	2	3	-33.3%



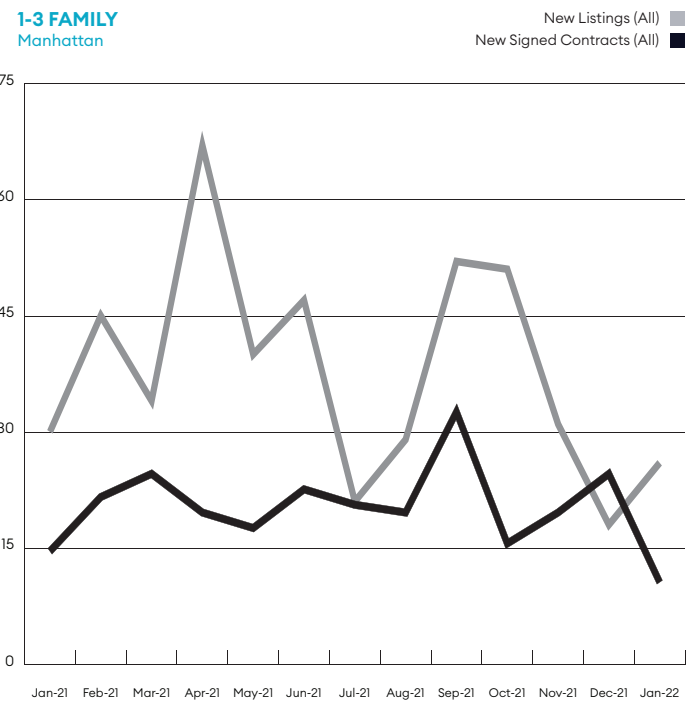
CONDO MATRIX Manhattan	JAN 2022	JAN 2021	%Δ (YR)
New Signed Contracts (All)	381	360	5.8%
< \$500K	9	8	12.5%
\$500K - \$999K	72	92	-21.7%
\$1M - \$1.99M	116	109	6.4%
\$2M - \$3.99M	122	92	32.6%
\$4M - \$4.99M	18	15	20.0%
\$5M - \$9.99M	35	34	2.9%
\$10M - \$19.99M	4	8	-50.0%
≥ \$20M	5	2	150.0%
New Listings (All)	626	597	4.9%
< \$500K	3	16	-81.3%
\$500K - \$999K	119	162	-26.5%
\$1M - \$1.99M	166	144	15.3%
\$2M - \$3.99M	196	144	36.1%
\$4M - \$4.99M	40	34	17.6%
\$5M - \$9.99M	63	73	-13.7%
\$10M - \$19.99M	28	16	75.0%
≥ \$20M	11	8	37.5%



Manhattan (continued)

1-3 FAMILY MATRIX Manhattan	JAN 2022	JAN 2021	%Δ (yr)
New Signed Contracts (All)	10	14	-28.6%
< \$500K	0	0	
\$500K - \$999K	0	1	-100.0%
\$1M - \$1.99M	1	0	
\$2M - \$3.99M	2	3	-33.3%
\$4M - \$4.99M	3	2	50.0%
\$5M - \$9.99M	2	5	-60.0%
\$10M - \$19.99M	2	3	-33.3%
≥ \$20M	0	0	
New Listings (All)	25	29	-13.8%
< \$500K	0	0	
\$500K - \$999K	2	0	
\$1M - \$1.99M	2	2	0.0%
\$2M - \$3.99M	4	1	300.0%
\$4M - \$4.99M	0	5	-100.0%
\$5M - \$9.99M	9	9	0.0%
\$10M - \$19.99M	6	7	-14.3%
≥ \$20M	2	5	-60.0%

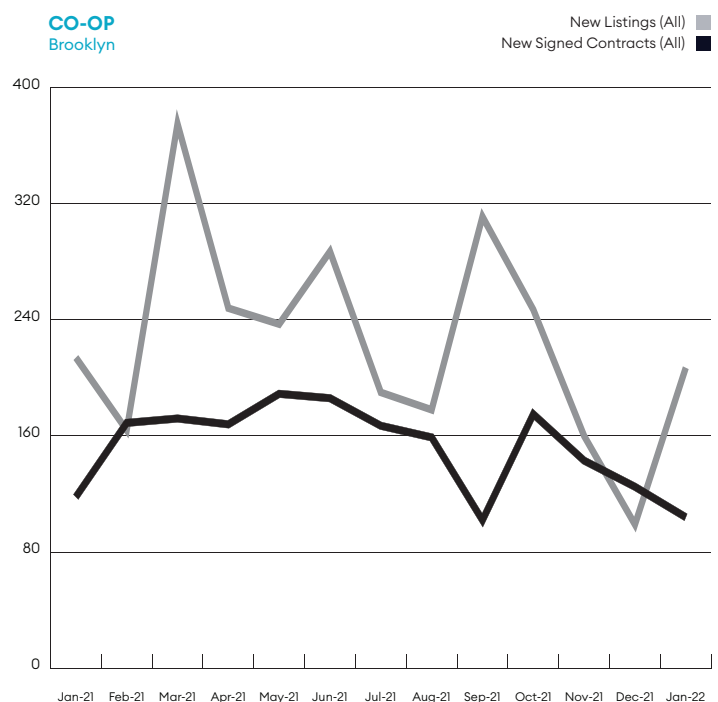
Source: REBNY



Brooklyn

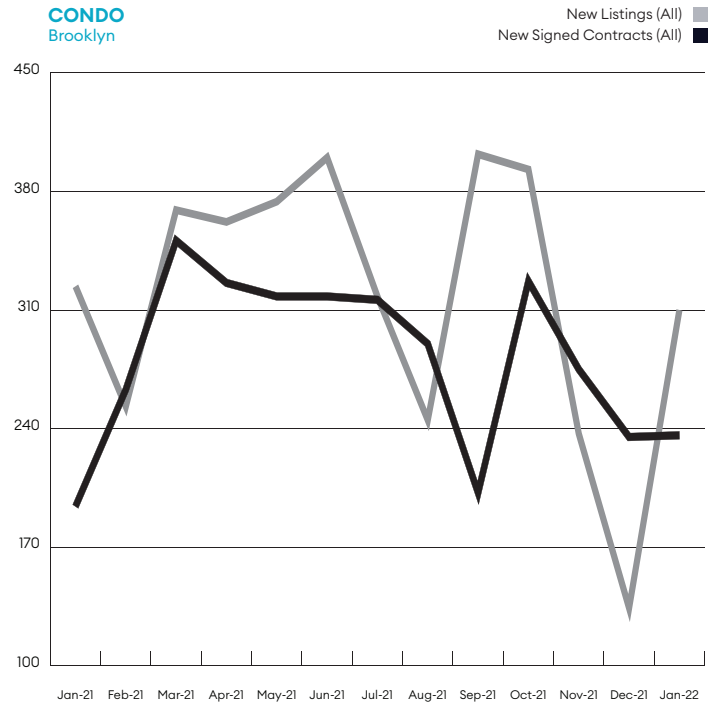
"Condos were the only property type to show year over year gains in newly signed contracts in January, for the eighteenth time in nineteen months. But combined, all three property types edged higher year over year."

CO-OP MATRIX Brooklyn	JAN 2022	JAN 2021	%Δ (yr)
New Signed Contracts (All)	104	118	-11.9%
< \$500K	46	54	-14.8%
\$500K - \$999K	44	45	-2.2%
\$1M - \$1.99M	11	18	-38.9%
\$2M - \$3.99M	2	1	100.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	1	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	207	214	-3.3%
< \$500K	125	120	4.2%
\$500K - \$999K	51	73	-30.1%
\$1M - \$1.99M	29	17	70.6%
\$2M - \$3.99M	1	2	-50.0%
\$4M - \$4.99M	0	2	-100.0%
\$5M - \$9.99M	1	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

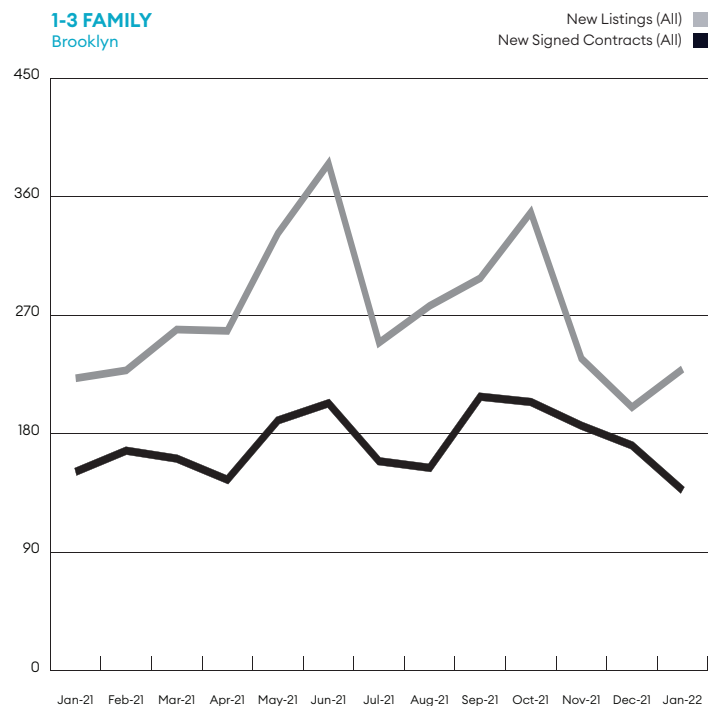


Brooklyn (continued)

CONDO MATRIX Brooklyn	JAN 2022	JAN 2021	%Δ (yr)
New Signed Contracts (All)	236	194	21.6%
< \$500K	7	15	-53.3%
\$500K - \$999K	101	95	6.3%
\$1M - \$1.99M	77	66	16.7%
\$2M - \$3.99M	41	15	173.3%
\$4M - \$4.99M	1	2	-50.0%
\$5M - \$9.99M	9	1	800.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	310	324	-4.3%
< \$500K	17	27	-37.0%
\$500K - \$999K	123	167	-26.3%
\$1M - \$1.99M	97	89	9.0%
\$2M - \$3.99M	64	35	82.9%
\$4M - \$4.99M	4	2	100.0%
\$5M - \$9.99M	3	4	-25.0%
\$10M - \$19.99M	2	0	
≥ \$20M	0	0	



1-3 FAMILY MATRIX Brooklyn	JAN 2022	JAN 2021	%Δ (yr)
New Signed Contracts (All)	137	151	-9.3%
< \$500K	1	2	-50.0%
\$500K - \$999K	41	42	-2.4%
\$1M - \$1.99M	58	63	-7.9%
\$2M - \$3.99M	34	40	-15.0%
\$4M - \$4.99M	0	2	-100.0%
\$5M - \$9.99M	3	2	50.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	229	222	3.2%
< \$500K	3	2	50.0%
\$500K - \$999K	62	71	-12.7%
\$1M - \$1.99M	117	109	7.3%
\$2M - \$3.99M	36	32	12.5%
\$4M - \$4.99M	5	1	400.0%
\$5M - \$9.99M	6	6	0.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	1	-100.0%

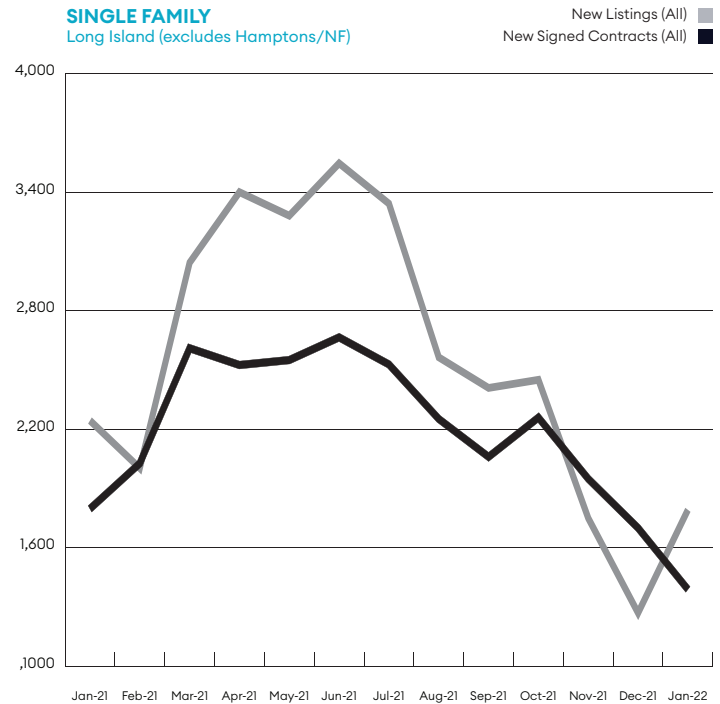


Source: REBNY

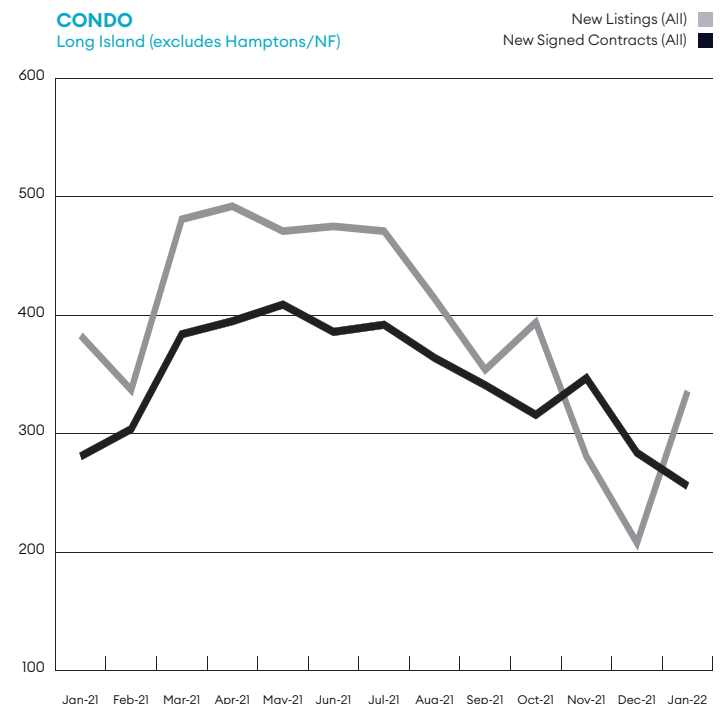
Long Island (excludes Hamptons/North Fork)

"Single family and condo newly signed contracts combined have declined year over year since the summer, restrained by the large declines in new inventory over the same period."

SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	JAN 2022	JAN 2021	%Δ (YR)
New Signed Contracts (All)	1,390	1,798	-22.7%
< \$200K	44	84	-47.6%
\$200K - \$299K	117	222	-47.3%
\$300K - \$399K	239	415	-42.4%
\$400K - \$499K	308	356	-13.5%
\$500K - \$599K	351	370	-5.1%
\$600K - \$799K	131	156	-16.0%
\$800K - \$999K	153	150	2.0%
≥ \$1M	47	45	4.4%
New Listings (All)	1,793	2,245	-20.1%
< \$200K	47	86	-45.3%
\$200K - \$299K	129	252	-48.8%
\$300K - \$399K	322	450	-28.4%
\$400K - \$499K	361	446	-19.1%
\$500K - \$599K	448	470	-4.7%
\$600K - \$799K	176	196	-10.2%
\$800K - \$999K	218	224	-2.7%
≥ \$1M	92	121	-24.0%



CONDO MATRIX Long Island (excludes Hamptons/NF)	JAN 2022	JAN 2021	%Δ (YR)
New Signed Contracts (All)	256	281	-8.9%
< \$200K	33	48	-31.3%
\$200K - \$299K	56	65	-13.8%
\$300K - \$399K	69	61	13.1%
\$400K - \$499K	36	42	-14.3%
\$500K - \$599K	27	19	42.1%
\$600K - \$799K	22	17	29.4%
\$800K - \$999K	7	15	-53.3%
≥ \$1M	6	14	-57.1%
New Listings (All)	336	383	-12.3%
< \$200K	43	55	-21.8%
\$200K - \$299K	61	83	-26.5%
\$300K - \$399K	82	75	9.3%
\$400K - \$499K	53	51	3.9%
\$500K - \$599K	22	30	-26.7%
\$600K - \$799K	31	48	-35.4%
\$800K - \$999K	19	22	-13.6%
≥ \$1M	25	19	31.6%

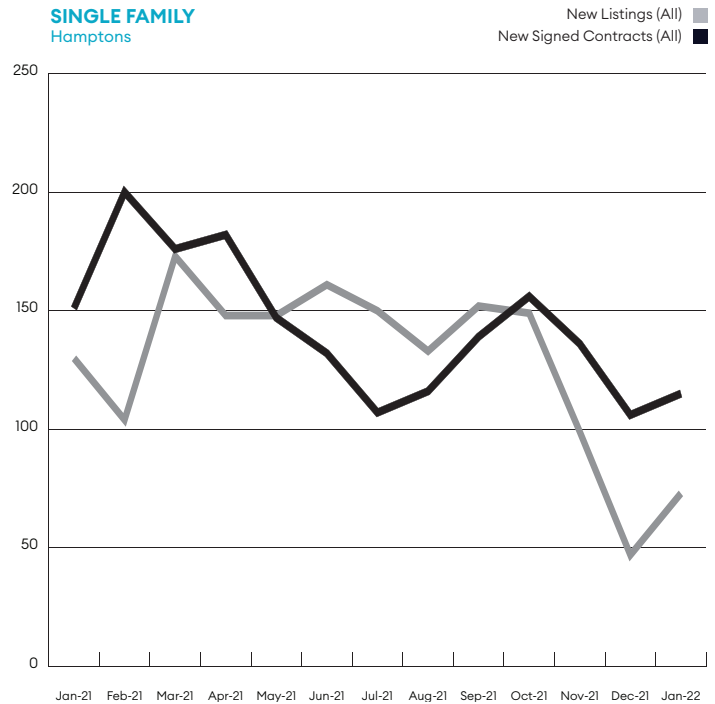


Source: One Key MLS

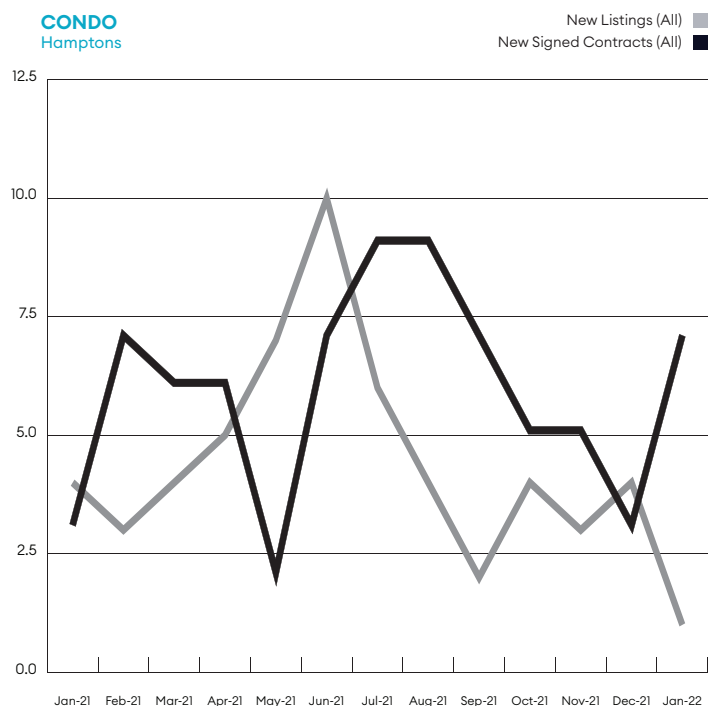
Hamptons

"Single family newly signed contracts have declined year over year since the summer, restrained by the large declines in new inventory over the same period. However, newly signed contracts for condos surged annually with the first increase since June."

SINGLE FAMILY MATRIX Hamptons	JAN 2022	JAN 2021	%Δ (YR)
New Signed Contracts (All)	113	149	-24.2%
< \$500K	1	0	
\$500K - \$999K	20	22	-9.1%
\$1M - \$1.99M	32	53	-39.6%
\$2M - \$3.99M	33	42	-21.4%
\$4M - \$4.99M	4	11	-63.6%
\$5M - \$9.99M	15	15	0.0%
\$10M - \$19.99M	7	6	16.7%
≥ \$20M	1	0	
New Listings (All)	73	130	-43.8%
< \$500K	0	1	-100.0%
\$500K - \$999K	2	17	-88.2%
\$1M - \$1.99M	17	28	-39.3%
\$2M - \$3.99M	26	36	-27.8%
\$4M - \$4.99M	10	9	11.1%
\$5M - \$9.99M	11	30	-63.3%
\$10M - \$19.99M	6	8	-25.0%
≥ \$20M	1	1	0.0%



CONDO MATRIX Hamptons	JAN 2022	JAN 2021	%Δ (YR)
New Signed Contracts (All)	7	3	133.3%
< \$500K	3	0	
\$500K - \$999K	2	1	100.0%
\$1M - \$1.99M	1	2	-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	
New Listings (All)	1	4	-75.0%
< \$500K	0	2	-100.0%
\$500K - \$999K	0	0	
\$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	

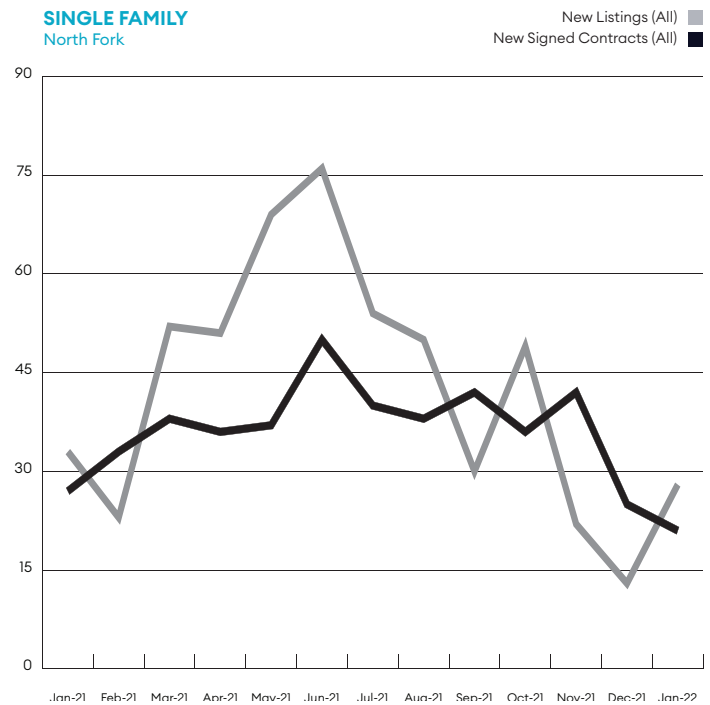


Source: East End LI MLS

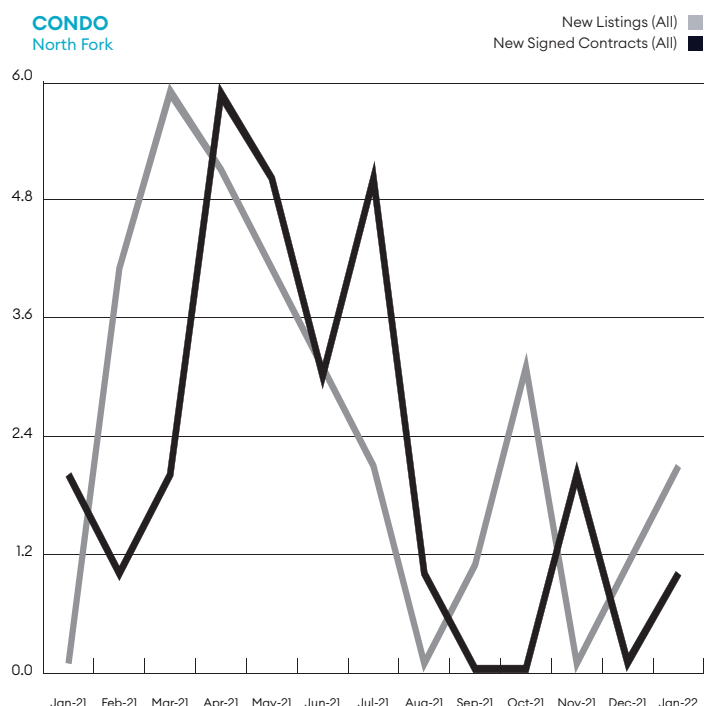
North Fork

"Single family and condo newly signed contracts combined have declined year over year since the spring, restrained by the large declines in new inventory over the same period."

SINGLE FAMILY MATRIX North Fork	JAN 2022	JAN 2021	%Δ (yr)
New Signed Contracts (All)	21	27	-22.2%
< \$500K	3	4	-25.0%
\$500K – \$999K	11	18	-38.9%
\$1M – \$1.99M	6	4	50.0%
\$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	
New Listings (All)	28	33	-15.2%
< \$500K	0	0	
\$500K – \$999K	15	18	-16.7%
\$1M – \$1.99M	13	6	116.7%
\$2M – \$3.99M	0	9	-100.0%
\$4M – \$4.99M	0	0	
\$5M – \$9.99M	0	0	
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	



CONDO MATRIX North Fork	JAN 2022	JAN 2021	%Δ (yr)
New Signed Contracts (All)	1	2	-50.0%
< \$500K	1	1	0.0%
\$500K – \$999K	0	1	-100.0%
\$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	
New Listings (All)	2	0	
< \$500K	0	0	
\$500K – \$999K	0	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	

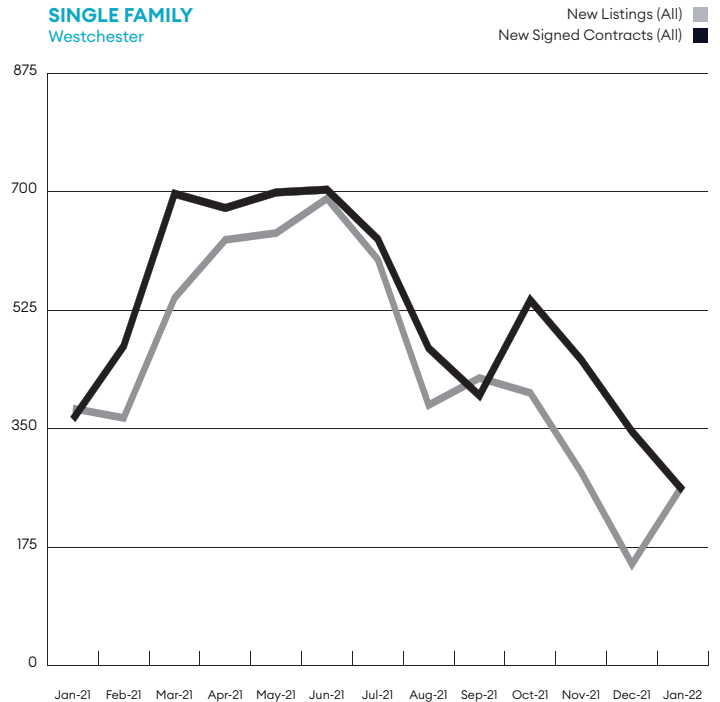


Source: One Key MLS

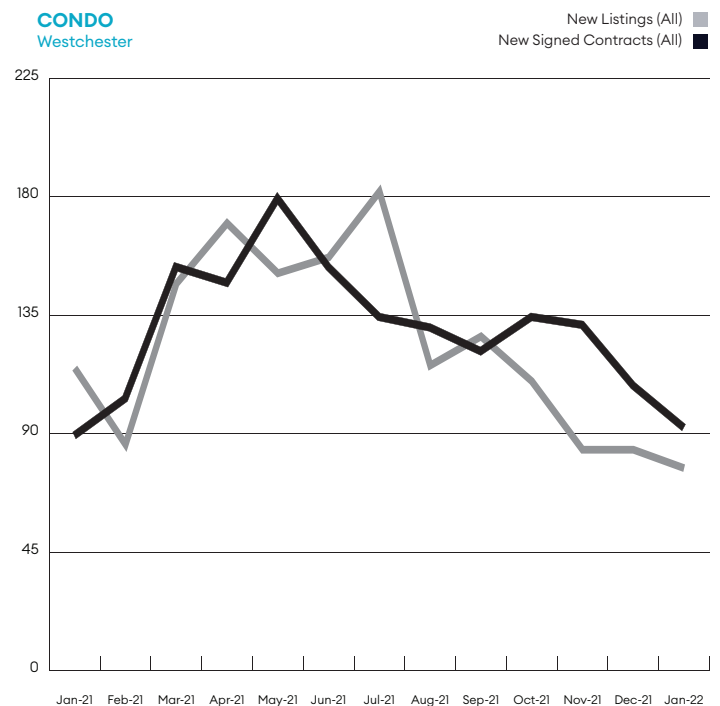
Westchester

"Single family newly signed contracts declined year over year since the summer, restrained by the large declines in new inventory over the same period. However, condo newly signed contracts have increased year over year for the past three months."

SINGLE FAMILY MATRIX Westchester	JAN 2022	JAN 2021	%Δ (YR)
New Signed Contracts (All)	259	364	-28.8%
< \$300K	4	7	-42.9%
\$300K - \$399K	9	21	-57.1%
\$400K - \$499K	25	28	-10.7%
\$500K - \$599K	42	72	-41.7%
\$600K - \$799K	64	92	-30.4%
\$800K - \$999K	41	49	-16.3%
\$1M - \$1.99M	50	62	-19.4%
≥ \$2M	24	33	-27.3%
New Listings (All)	267	380	-29.7%
< \$300K	0	10	-100.0%
\$300K - \$399K	16	20	-20.0%
\$400K - \$499K	24	29	-17.2%
\$500K - \$599K	27	44	-38.6%
\$600K - \$799K	60	92	-34.8%
\$800K - \$999K	36	37	-2.7%
\$1M - \$1.99M	61	83	-26.5%
≥ \$2M	43	65	-33.8%



CONDO MATRIX Westchester	JAN 2022	JAN 2021	%Δ (YR)
New Signed Contracts (All)	91	88	3.4%
< \$200K	3	4	-25.0%
\$200K - \$299K	17	15	13.3%
\$300K - \$399K	21	19	10.5%
\$400K - \$499K	21	20	5.0%
\$500K - \$599K	15	8	87.5%
\$600K - \$799K	6	11	-45.5%
\$800K - \$999K	2	2	0.0%
≥ \$1M	6	9	-33.3%
New Listings (All)	77	115	-33.0%
< \$200K	3	4	-25.0%
\$200K - \$299K	12	15	-20.0%
\$300K - \$399K	18	25	-28.0%
\$400K - \$499K	15	22	-31.8%
\$500K - \$599K	9	10	-10.0%
\$600K - \$799K	8	18	-55.6%
\$800K - \$999K	5	12	-58.3%
≥ \$1M	7	9	-22.2%

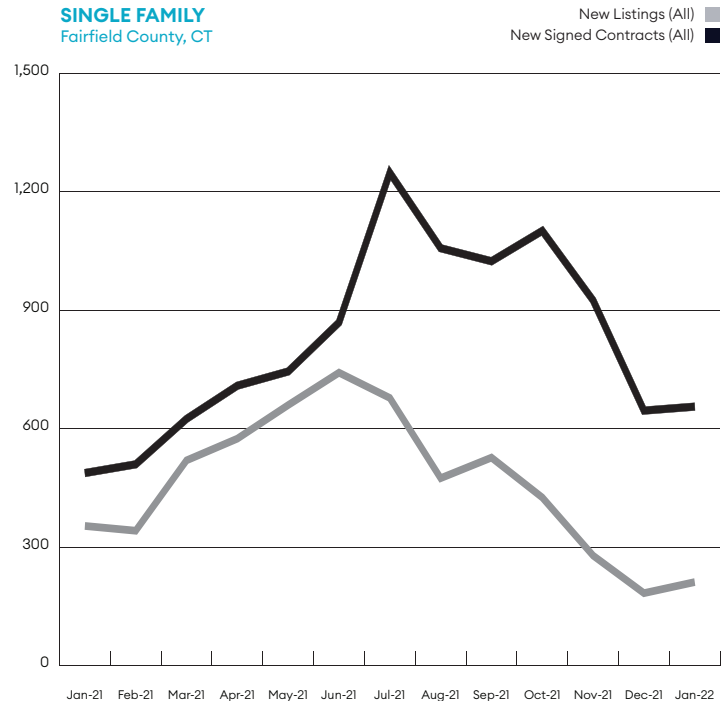


Source: One Key MLS

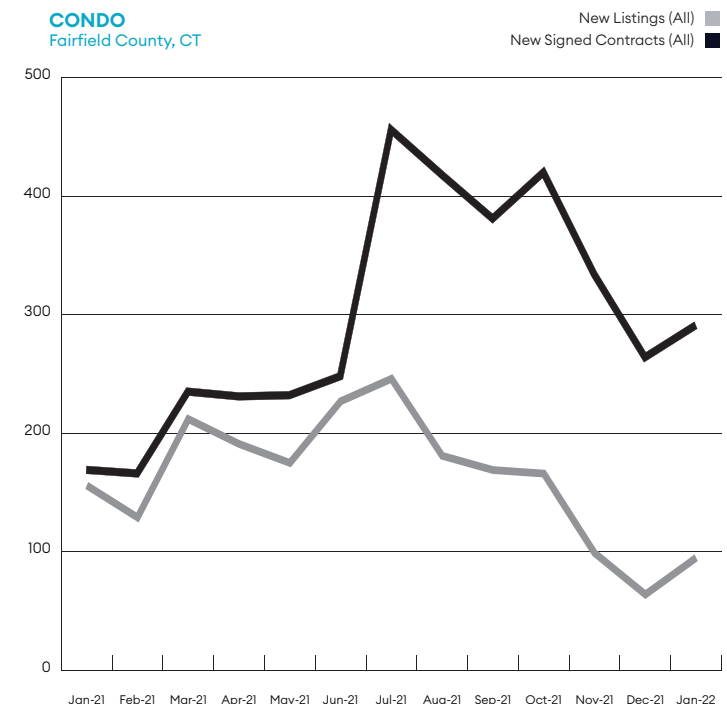
Fairfield County, CT

"In contrast to the region, newly signed contracts for single families and condos have continued to rise annually each month since July, despite substantial declines in new inventory over the same period."

SINGLE FAMILY MATRIX Fairfield County, CT	JAN 2022	JAN 2021	%Δ (YR)
New Signed Contracts (All)	656	488	34.4%
< \$300K	78	59	32.2%
\$300K - \$399K	109	78	39.7%
\$400K - \$499K	102	64	59.4%
\$500K - \$599K	85	50	70.0%
\$600K - \$799K	103	59	74.6%
\$800K - \$999K	52	52	0.0%
\$1M - \$1.99M	87	80	8.8%
≥ \$2M	40	46	-13.0%
New Listings (All)	212	354	-40.1%
< \$300K	22	45	-51.1%
\$300K - \$399K	25	48	-47.9%
\$400K - \$499K	18	27	-33.3%
\$500K - \$599K	13	20	-35.0%
\$600K - \$799K	32	45	-28.9%
\$800K - \$999K	19	32	-40.6%
\$1M - \$1.99M	32	69	-53.6%
≥ \$2M	51	68	-25.0%



CONDO MATRIX Fairfield County, CT	JAN 2022	JAN 2021	%Δ (YR)
New Signed Contracts (All)	288	166	73.5%
< \$200K	86	38	126.3%
\$200K - \$299K	83	32	159.4%
\$300K - \$399K	49	27	81.5%
\$400K - \$499K	32	20	60.0%
\$500K - \$599K	10	19	-47.4%
\$600K - \$799K	19	14	35.7%
\$800K - \$999K	3	6	-50.0%
≥ \$1M	6	10	-40.0%
New Listings (All)	95	156	-39.1%
< \$200K	22	35	-37.1%
\$200K - \$299K	19	36	-47.2%
\$300K - \$399K	24	20	20.0%
\$400K - \$499K	8	17	-52.9%
\$500K - \$599K	5	19	-73.7%
\$600K - \$799K	11	15	-26.7%
\$800K - \$999K	4	7	-42.9%
≥ \$1M	2	7	-71.4%

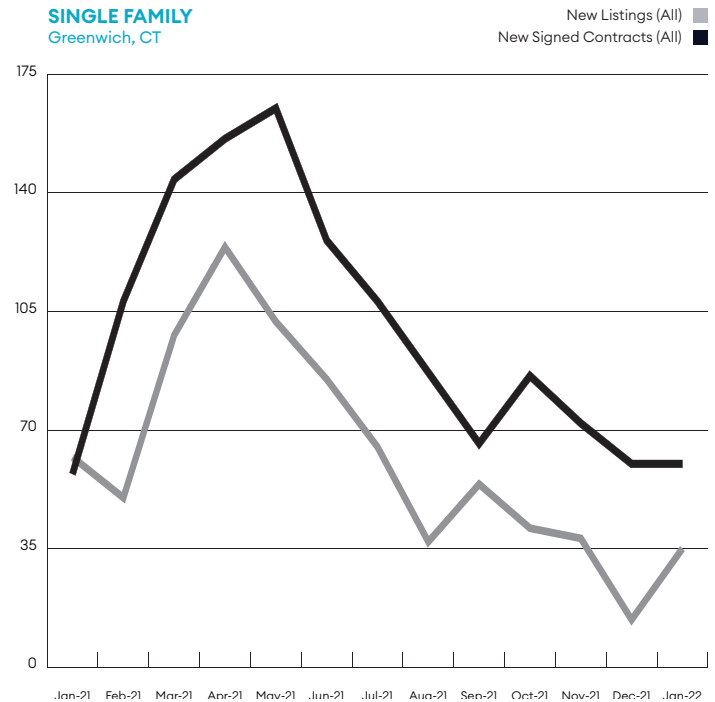


Source: Smart MLS

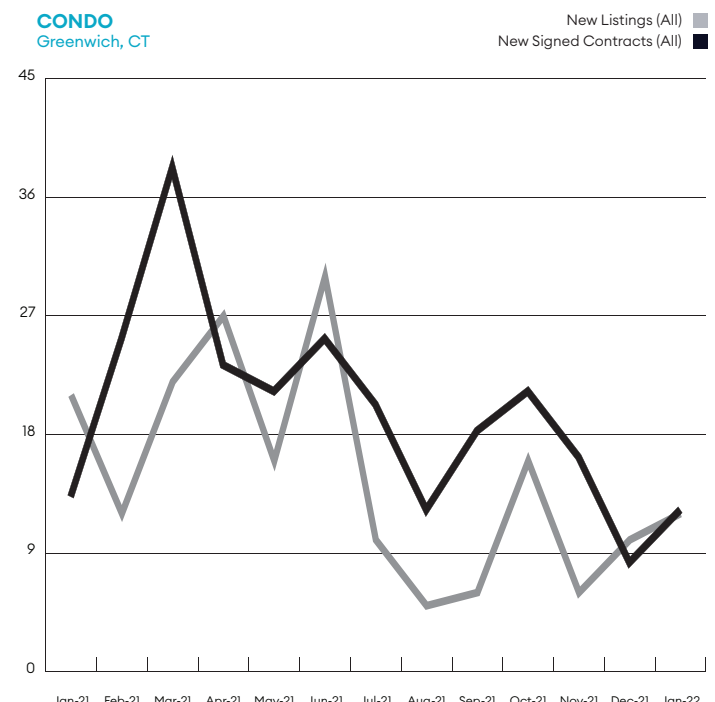
Greenwich, CT

"Both single family and condo newly signed contracts did not decline year over year for the first time in three months with new inventory entering the market."

SINGLE FAMILY MATRIX Greenwich, CT	JAN 2022	JAN 2021	%Δ (YR)
New Signed Contracts (All)	60	57	5.3%
< \$500K	0	1	-100.0%
\$500K - \$999K	7	11	-36.4%
\$1M - \$1.99M	15	20	-25.0%
\$2M - \$3.99M	27	19	42.1%
\$4M - \$4.99M	6	1	500.0%
\$5M - \$9.99M	5	4	25.0%
\$10M - \$19.99M	0	1	-100.0%
≥ \$20M	0	0	
New Listings (All)	35	62	-43.5%
< \$500K	0	0	
\$500K - \$999K	8	5	60.0%
\$1M - \$1.99M	4	12	-66.7%
\$2M - \$3.99M	12	21	-42.9%
\$4M - \$4.99M	4	6	-33.3%
\$5M - \$9.99M	3	17	-82.4%
\$10M - \$19.99M	3	0	
≥ \$20M	1	1	0.0%



CONDO MATRIX Greenwich, CT	JAN 2022	JAN 2021	%Δ (YR)
New Signed Contracts (All)	12	13	-7.7%
< \$500K	2	2	0.0%
\$500K - \$999K	7	6	16.7%
\$1M - \$1.99M	2	3	-33.3%
\$2M - \$3.99M	0	2	-100.0%
\$4M - \$4.99M	1	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	12	21	-42.9%
< \$500K	1	2	-50.0%
\$500K - \$999K	5	12	-58.3%
\$1M - \$1.99M	3	4	-25.0%
\$2M - \$3.99M	2	3	-33.3%
\$4M - \$4.99M	1	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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