

Elliman Report

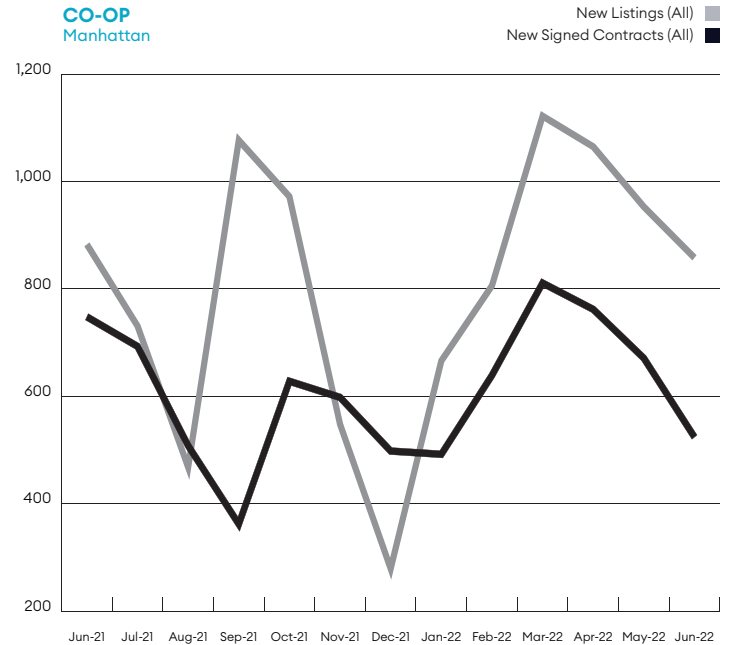
New York

June 2022 New Signed Contracts

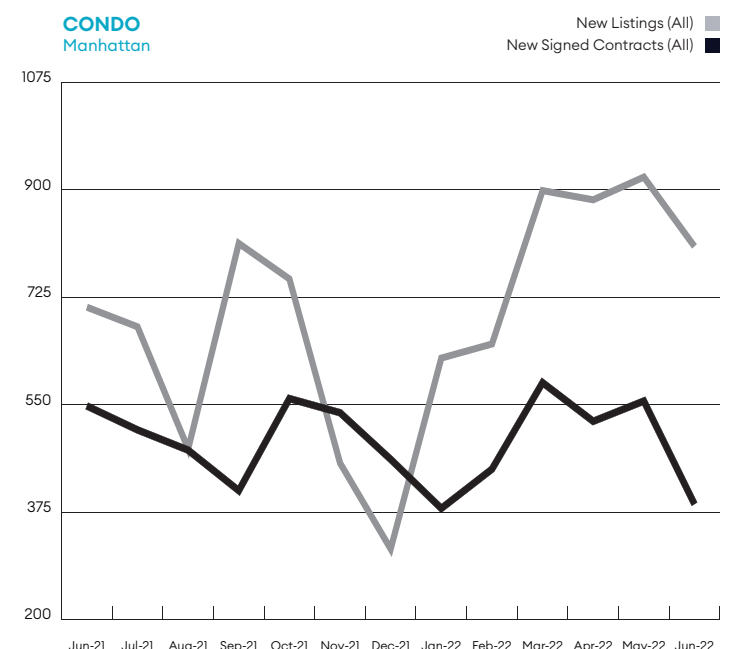
Manhattan

"Overall new signed contracts have been falling annually since April 2022 compared to the previous year's unusually elevated activity. However, month over month, newly signed contracts have also fallen for the third month as the recent spike in mortgage rates has slowed demand and expanded new listings. The same pattern emerged for newly signed contracts at or above the \$4 million threshold. New signed contracts, and new listings for June were less than the same period pre-pandemic."

CO-OP MATRIX Manhattan	JUN 2022	JUN 2021	%Δ (YR)
New Signed Contracts (All)	524	748	-29.9%
< \$500K	93	144	-35.4%
\$500K - \$999K	223	305	-26.9%
\$1M - \$1.99M	114	185	-38.4%
\$2M - \$3.99M	75	76	-1.3%
\$4M - \$4.99M	9	14	-35.7%
\$5M - \$9.99M	8	15	-46.7%
\$10M - \$19.99M	1	7	-85.7%
≥ \$20M	1	2	-50.0%
New Listings (All)	858	883	-2.8%
< \$500K	141	173	-18.5%
\$500K - \$999K	368	361	1.9%
\$1M - \$1.99M	184	196	-6.1%
\$2M - \$3.99M	103	106	-2.8%
\$4M - \$4.99M	16	16	0.0%
\$5M - \$9.99M	27	23	17.4%
\$10M - \$19.99M	12	5	140.0%
≥ \$20M	7	3	133.3%



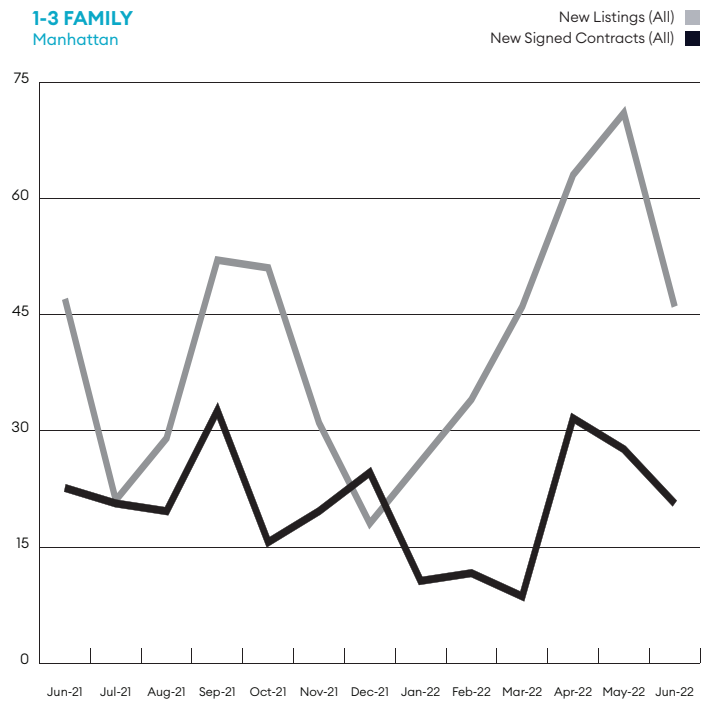
CONDO MATRIX Manhattan	JUN 2022	JUN 2021	%Δ (YR)
New Signed Contracts (All)	388	548	-29.2%
< \$500K	3	9	-66.7%
\$500K - \$999K	96	145	-33.8%
\$1M - \$1.99M	132	183	-27.9%
\$2M - \$3.99M	93	128	-27.3%
\$4M - \$4.99M	19	17	11.8%
\$5M - \$9.99M	28	43	-34.9%
\$10M - \$19.99M	12	17	-29.4%
≥ \$20M	5	6	-16.7%
New Listings (All)	808	709	14.0%
< \$500K	13	15	-13.3%
\$500K - \$999K	185	196	-5.6%
\$1M - \$1.99M	251	187	34.2%
\$2M - \$3.99M	202	179	12.8%
\$4M - \$4.99M	34	43	-20.9%
\$5M - \$9.99M	85	54	57.4%
\$10M - \$19.99M	25	26	-3.8%
≥ \$20M	13	9	44.4%



Manhattan (continued)

1-3 FAMILY MATRIX Manhattan	JUN 2022	JUN 2021	%Δ (YR)
New Signed Contracts (All)	20	22	-9.1%
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	1	2	-50.0%
\$2M - \$3.99M	3	3	0.0%
\$4M - \$4.99M	5	0	
\$5M - \$9.99M	7	9	-22.2%
\$10M - \$19.99M	4	8	-50.0%
≥ \$20M	0	0	
New Listings (All)	45	46	-2.2%
< \$500K	0	0	
\$500K - \$999K	1	2	-50.0%
\$1M - \$1.99M	1	1	0.0%
\$2M - \$3.99M	6	10	-40.0%
\$4M - \$4.99M	4	4	0.0%
\$5M - \$9.99M	16	18	-11.1%
\$10M - \$19.99M	11	8	37.5%
≥ \$20M	6	3	100.0%

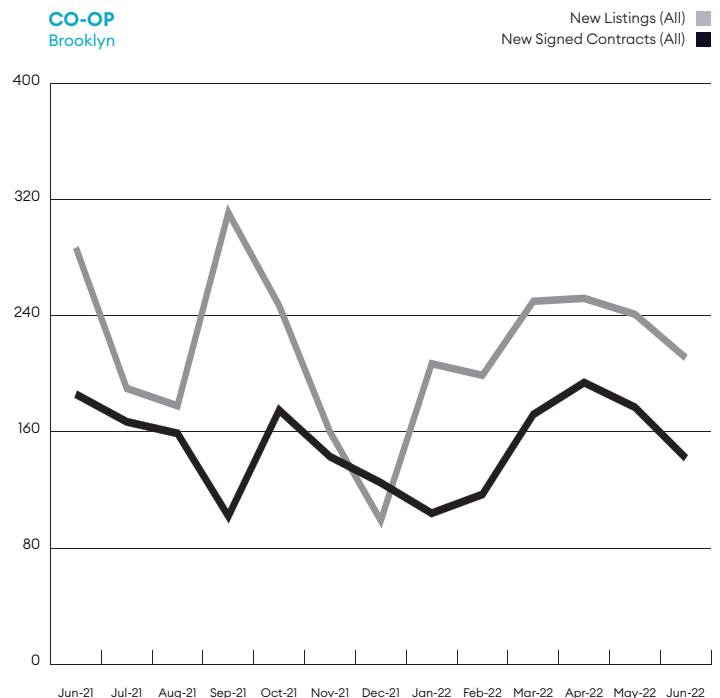
Source: REBNY



Brooklyn

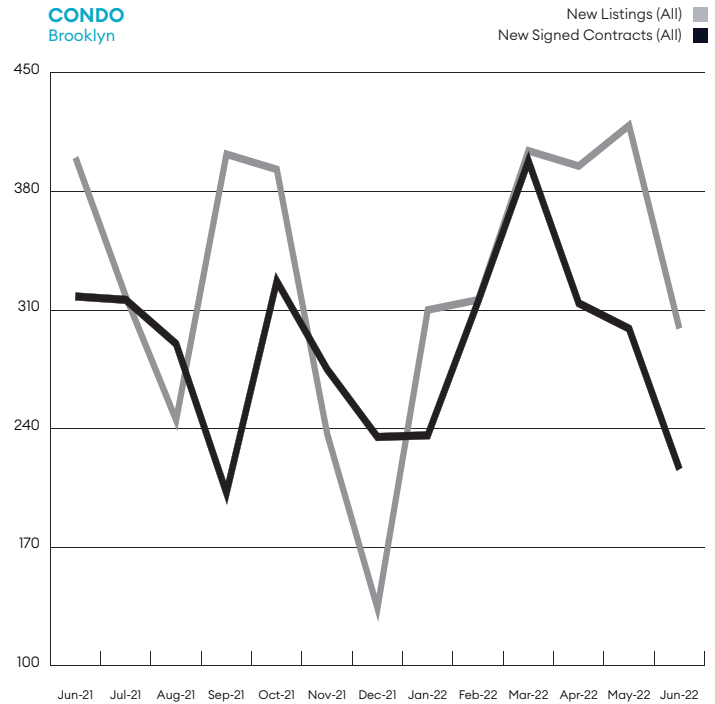
"Overall new signed contracts have been falling annually for the past two months compared to the previous year's unusually elevated activity. However, month over month, newly signed contracts have also fallen for the second straight month as the recent spike in mortgage rates has slowed demand and expanded new listings. New signed contracts, and new listings for June were well above the same period pre-pandemic."

CO-OP MATRIX Brooklyn	JUN 2022	JUN 2021	%Δ (YR)
New Signed Contracts (All)	142	186	-23.7%
< \$500K	51	80	-36.3%
\$500K - \$999K	63	72	-12.5%
\$1M - \$1.99M	26	22	18.2%
\$2M - \$3.99M	2	12	-83.3%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	211	287	-26.5%
< \$500K	101	156	-35.3%
\$500K - \$999K	68	90	-24.4%
\$1M - \$1.99M	36	30	20.0%
\$2M - \$3.99M	6	10	-40.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	1	-100.0%
≥ \$20M	0	0	

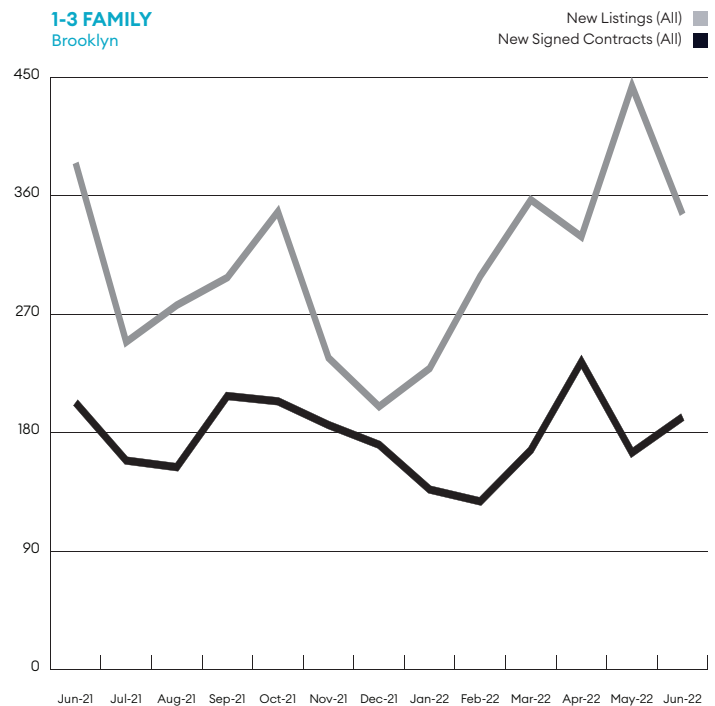


Brooklyn (continued)

CONDO MATRIX Brooklyn	JUN 2022	JUN 2021	%Δ (yr)
New Signed Contracts (All)	216	318	-32.1%
< \$500K	10	17	-41.2%
\$500K - \$999K	87	144	-39.6%
\$1M - \$1.99M	83	116	-28.4%
\$2M - \$3.99M	29	36	-19.4%
\$4M - \$4.99M	5	2	150.0%
\$5M - \$9.99M	2	3	-33.3%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	299	400	-25.3%
< \$500K	26	37	-29.7%
\$500K - \$999K	118	174	-32.2%
\$1M - \$1.99M	108	142	-23.9%
\$2M - \$3.99M	43	44	-2.3%
\$4M - \$4.99M	2	1	100.0%
\$5M - \$9.99M	2	2	0.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	



1-3 FAMILY MATRIX Brooklyn	JUN 2022	JUN 2021	%Δ (yr)
New Signed Contracts (All)	192	203	-5.4%
< \$500K	2	0	
\$500K - \$999K	54	63	-14.3%
\$1M - \$1.99M	77	74	4.1%
\$2M - \$3.99M	49	53	-7.5%
\$4M - \$4.99M	5	9	-44.4%
\$5M - \$9.99M	5	4	25.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	346	385	-10.1%
< \$500K	0	3	-100.0%
\$500K - \$999K	80	111	-27.9%
\$1M - \$1.99M	159	178	-10.7%
\$2M - \$3.99M	82	76	7.9%
\$4M - \$4.99M	17	8	112.5%
\$5M - \$9.99M	8	9	-11.1%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

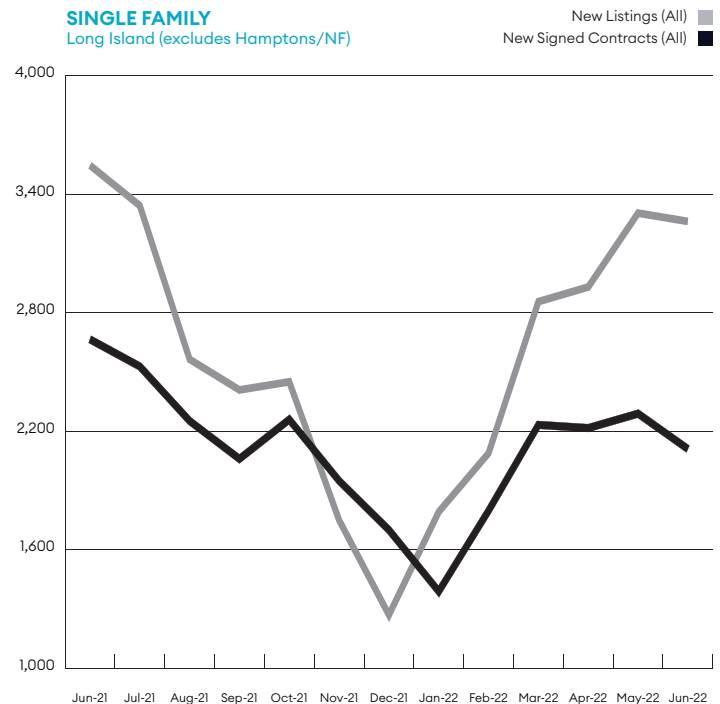


Source: REBNY

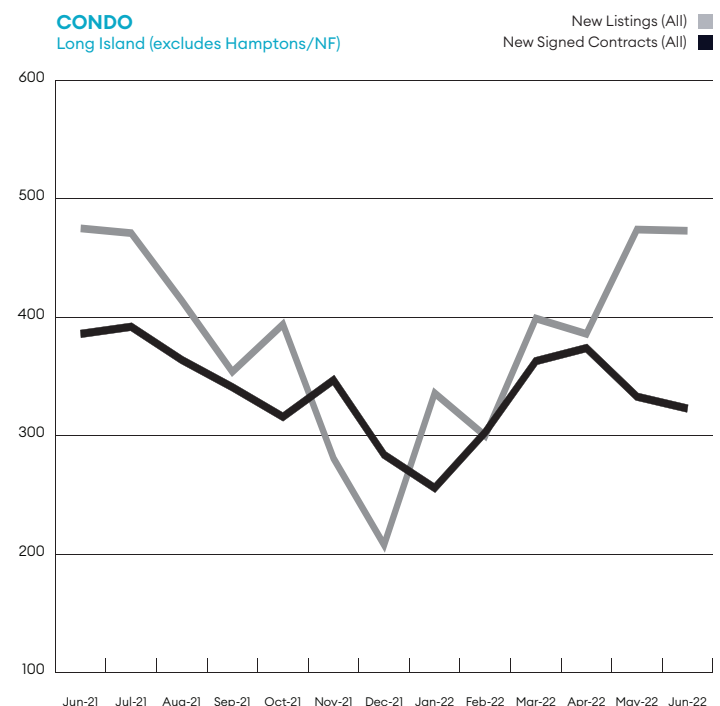
Long Island (excludes Hamptons/North Fork)

"Overall new signed contracts have been falling annually since June 2021 compared to the previous year's unusually elevated activity. However, month over month, newly signed contracts have fallen for three of the past four months as the recent spike in mortgage rates has slowed demand and expanded new listings. As a result, new listings remain well below pre-pandemic levels."

SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	JUN 2022	JUN 2021	%Δ (YR)
New Signed Contracts (All)	2,111	2,666	-20.8%
< \$200K	39	68	-42.6%
\$200K - \$299K	140	227	-38.3%
\$300K - \$399K	317	563	-43.7%
\$400K - \$499K	484	559	-13.4%
\$500K - \$599K	615	622	-1.1%
\$600K - \$799K	217	257	-15.6%
\$800K - \$999K	235	280	-16.1%
≥ \$1M	64	90	-28.9%
New Listings (All)	3,263	3,547	-8.0%
< \$200K	58	74	-21.6%
\$200K - \$299K	187	272	-31.3%
\$300K - \$399K	424	637	-33.4%
\$400K - \$499K	667	675	-1.2%
\$500K - \$599K	902	911	-1.0%
\$600K - \$799K	398	396	0.5%
\$800K - \$999K	436	416	4.8%
≥ \$1M	191	166	15.1%



CONDO MATRIX Long Island (excludes Hamptons/NF)	JUN 2022	JUN 2021	%Δ (YR)
New Signed Contracts (All)	323	386	-16.3%
< \$200K	33	55	-40.0%
\$200K - \$299K	83	87	-4.6%
\$300K - \$399K	60	76	-21.1%
\$400K - \$499K	46	44	4.5%
\$500K - \$599K	37	44	-15.9%
\$600K - \$799K	30	41	-26.8%
\$800K - \$999K	19	21	-9.5%
≥ \$1M	15	18	-16.7%
New Listings (All)	473	475	-0.4%
< \$200K	52	68	-23.5%
\$200K - \$299K	96	88	9.1%
\$300K - \$399K	98	104	-5.8%
\$400K - \$499K	64	67	-4.5%
\$500K - \$599K	45	37	21.6%
\$600K - \$799K	57	60	-5.0%
\$800K - \$999K	25	22	13.6%
≥ \$1M	36	29	24.1%

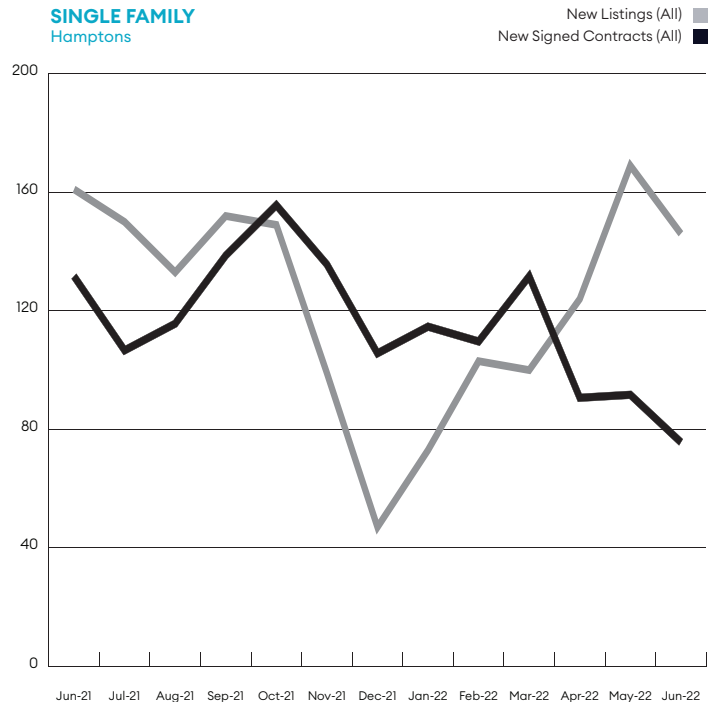


Source: One Key MLS

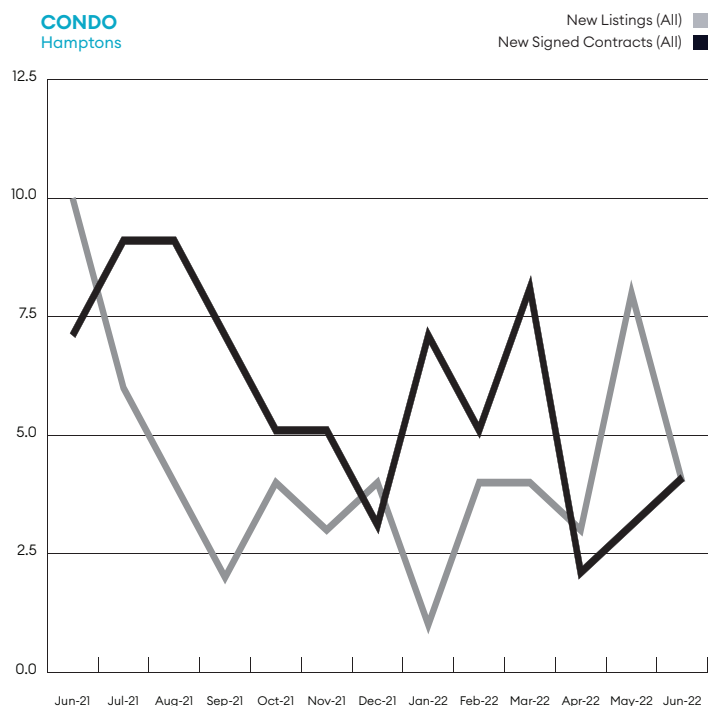
Hamptons

"Overall new signed contracts have been falling annually since May 2021 compared to the previous year's unusually elevated activity. However, month over month, newly signed contracts have fallen for two of the past three months as the recent spike in mortgage rates has slowed demand and expanded new listings. The number of new listings entering the market is well above pre-pandemic levels."

SINGLE FAMILY MATRIX Hamptons	JUN 2022	JUN 2021	%Δ (YR)
New Signed Contracts (All)	74	130	-43.1%
< \$500K	1	0	
\$500K - \$999K	10	18	-44.4%
\$1M - \$1.99M	29	48	-39.6%
\$2M - \$3.99M	21	39	-46.2%
\$4M - \$4.99M	3	4	-25.0%
\$5M - \$9.99M	7	12	-41.7%
\$10M - \$19.99M	3	6	-50.0%
≥ \$20M	0	3	-100.0%
New Listings (All)	146	161	-9.3%
< \$500K	0	1	-100.0%
\$500K - \$999K	12	18	-33.3%
\$1M - \$1.99M	34	49	-30.6%
\$2M - \$3.99M	48	45	6.7%
\$4M - \$4.99M	10	15	-33.3%
\$5M - \$9.99M	28	15	86.7%
\$10M - \$19.99M	8	12	-33.3%
≥ \$20M	6	6	0.0%



CONDO MATRIX Hamptons	JUN 2022	JUN 2021	%Δ (YR)
New Signed Contracts (All)	4	7	-42.9%
< \$500K	0	0	
\$500K - \$999K	3	0	
\$1M - \$1.99M	0	5	-100.0%
\$2M - \$3.99M	1	0	
\$4M - \$4.99M	0	2	-100.0%
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	4	10	-60.0%
< \$500K	0	0	
\$500K - \$999K	2	7	-71.4%
\$1M - \$1.99M	1	2	-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	

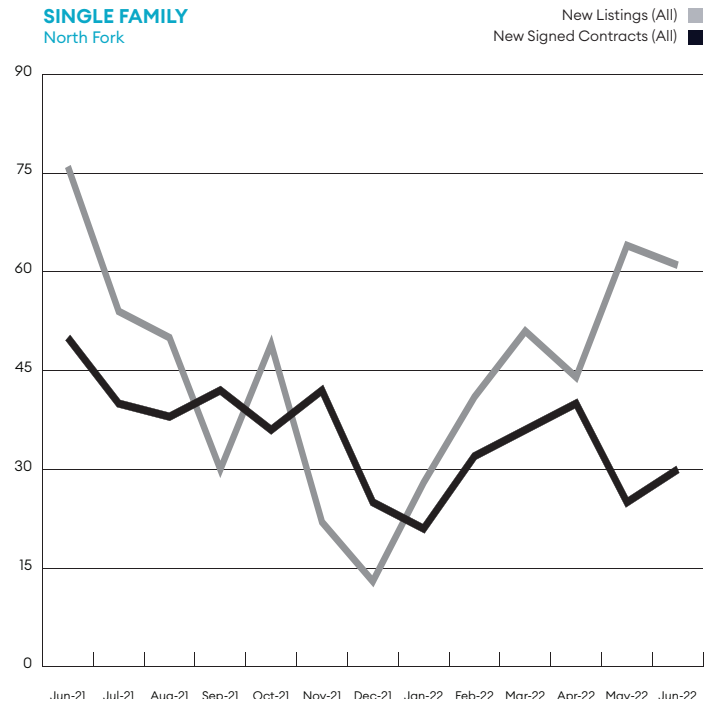


Source: East End LI MLS

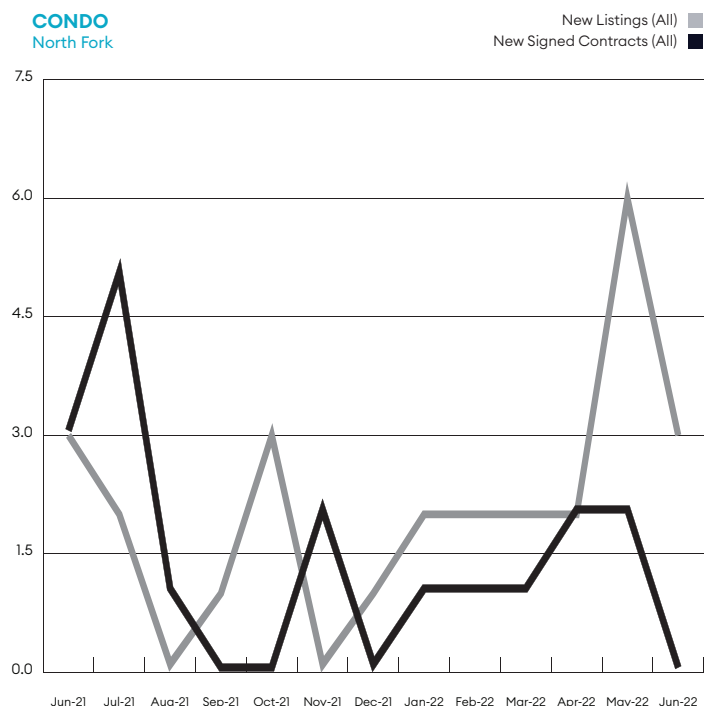
North Fork

"Overall new signed contracts have been falling annually since May 2021 (except for April 2022) in comparison to the previous year's unusually elevated activity. However, month over month, newly signed contracts have only fallen once since February 2022 despite the recent spike in mortgage rates."

SINGLE FAMILY MATRIX North Fork	JUN 2022	JUN 2021	%Δ (yr)
New Signed Contracts (All)	30	50	-40.0%
< \$500K	2	5	-60.0%
\$500K - \$999K	19	29	-34.5%
\$1M - \$1.99M	5	9	-44.4%
\$2M - \$3.99M	3	7	-57.1%
\$4M - \$4.99M	1	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	61	76	-19.7%
< \$500K	1	4	-75.0%
\$500K - \$999K	20	37	-45.9%
\$1M - \$1.99M	26	23	13.0%
\$2M - \$3.99M	13	10	30.0%
\$4M - \$4.99M	1	0	
\$5M - \$9.99M	0	2	-100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	



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

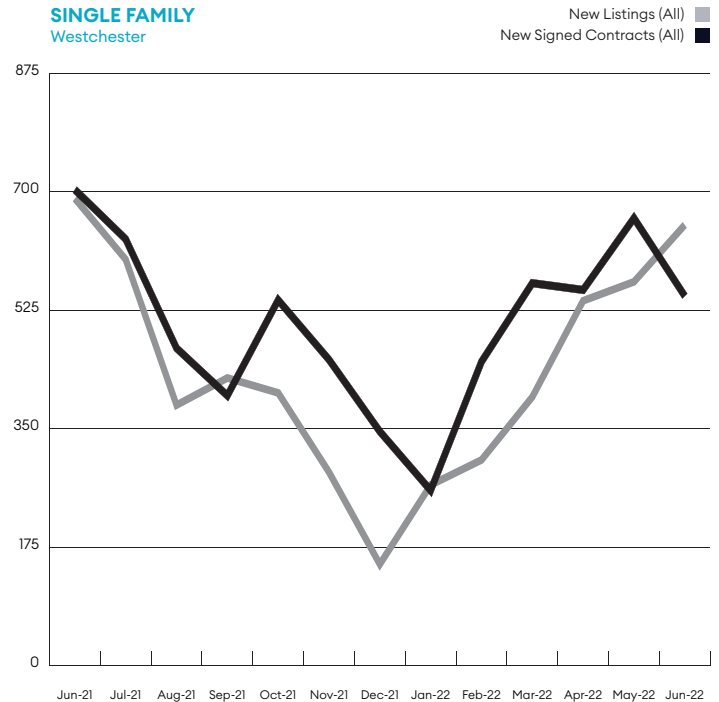


Source: One Key MLS

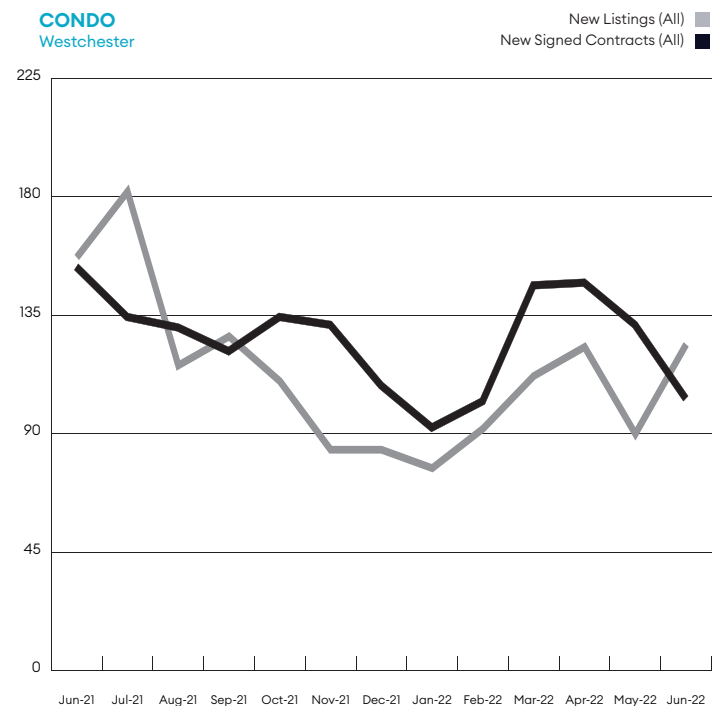
Westchester

"Overall new signed contracts have been falling annually since June 2021 compared to the previous year's unusually elevated activity. However, month over month, newly signed contracts have fallen for two of the past three months as the recent spike in mortgage rates has slowed demand and expanded new listings."

SINGLE FAMILY MATRIX Westchester	JUN 2022	JUN 2021	%Δ (YR)
New Signed Contracts (All)	546	703	-22.3%
< \$300K	2	5	-60.0%
\$300K - \$399K	16	34	-52.9%
\$400K - \$499K	42	73	-42.5%
\$500K - \$599K	79	100	-21.0%
\$600K - \$799K	139	161	-13.7%
\$800K - \$999K	97	111	-12.6%
\$1M - \$1.99M	125	167	-25.1%
≥ \$2M	46	52	-11.5%
New Listings (All)	651	690	-5.7%
< \$300K	4	4	0.0%
\$300K - \$399K	12	18	-33.3%
\$400K - \$499K	38	54	-29.6%
\$500K - \$599K	92	89	3.4%
\$600K - \$799K	184	177	4.0%
\$800K - \$999K	104	133	-21.8%
\$1M - \$1.99M	145	161	-9.9%
≥ \$2M	72	54	33.3%



CONDO MATRIX Westchester	JUN 2022	JUN 2021	%Δ (YR)
New Signed Contracts (All)	102	152	-32.9%
< \$200K	2	1	100.0%
\$200K - \$299K	17	17	0.0%
\$300K - \$399K	26	51	-49.0%
\$400K - \$499K	21	33	-36.4%
\$500K - \$599K	12	15	-20.0%
\$600K - \$799K	12	18	-33.3%
\$800K - \$999K	3	4	-25.0%
≥ \$1M	9	13	-30.8%
New Listings (All)	124	157	-21.0%
< \$200K	4	3	33.3%
\$200K - \$299K	13	18	-27.8%
\$300K - \$399K	29	48	-39.6%
\$400K - \$499K	25	24	4.2%
\$500K - \$599K	12	24	-50.0%
\$600K - \$799K	18	21	-14.3%
\$800K - \$999K	7	8	-12.5%
≥ \$1M	16	11	45.5%

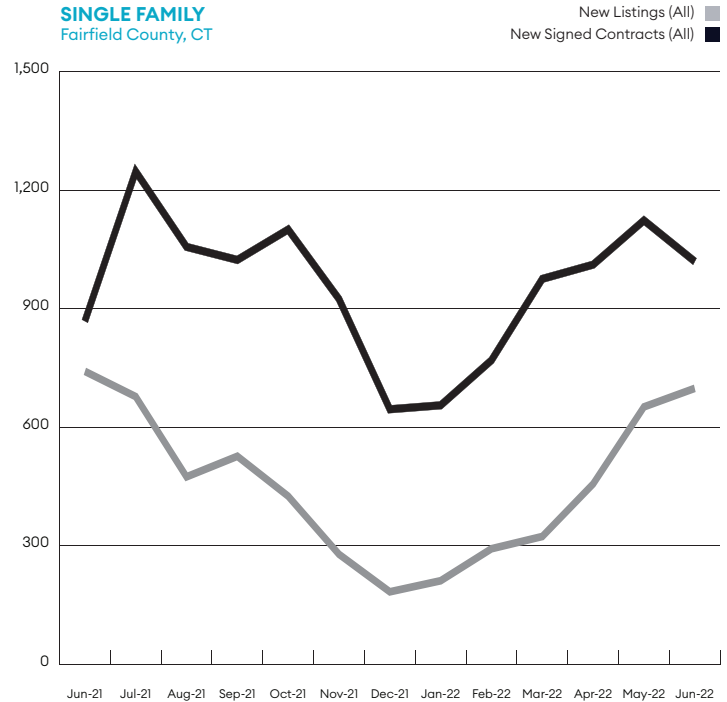


Source: One Key MLS

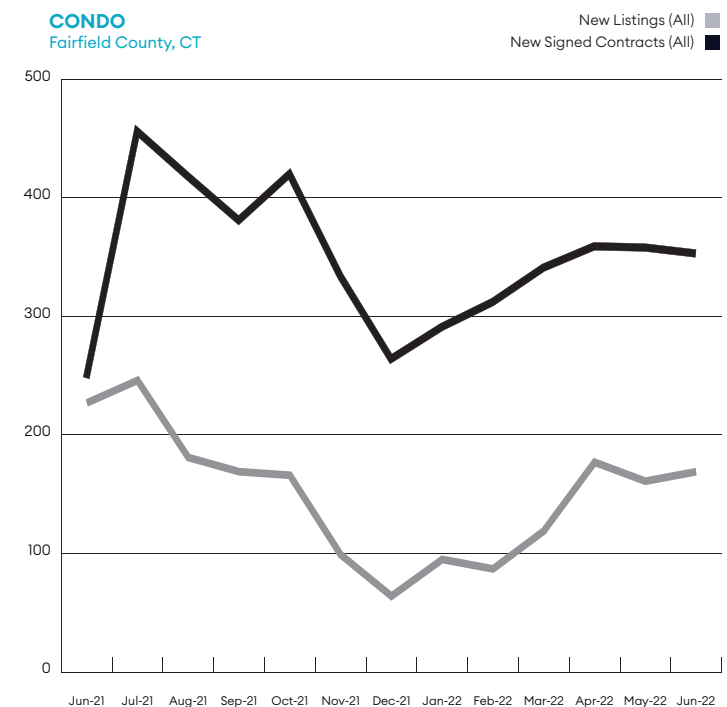
Fairfield County, CT

"Overall new signed contracts have been rising annually since June 2021 in contrast to the region. However, overall, month over month, newly signed contracts have fallen for the first time since December as the recent spike in mortgage rates has slowed demand and expanded new listings."

SINGLE FAMILY MATRIX Fairfield County, CT	JUN 2022	JUN 2021	%Δ (YR)
New Signed Contracts (All)	1,020	869	17.4%
< \$300K	60	79	-24.1%
\$300K - \$399K	125	127	-1.6%
\$400K - \$499K	145	120	20.8%
\$500K - \$599K	116	85	36.5%
\$600K - \$799K	213	118	80.5%
\$800K - \$999K	123	77	59.7%
\$1M - \$1.99M	156	173	-9.8%
≥ \$2M	82	90	-8.9%
New Listings (All)	699	742	-5.8%
< \$300K	28	51	-45.1%
\$300K - \$399K	67	83	-19.3%
\$400K - \$499K	78	90	-13.3%
\$500K - \$599K	70	72	-2.8%
\$600K - \$799K	115	121	-5.0%
\$800K - \$999K	82	86	-4.7%
\$1M - \$1.99M	158	149	6.0%
≥ \$2M	101	90	12.2%



CONDO MATRIX Fairfield County, CT	JUN 2022	JUN 2021	%Δ (YR)
New Signed Contracts (All)	350	245	42.9%
< \$200K	64	54	18.5%
\$200K - \$299K	78	71	9.9%
\$300K - \$399K	77	47	63.8%
\$400K - \$499K	51	26	96.2%
\$500K - \$599K	34	15	126.7%
\$600K - \$799K	20	19	5.3%
\$800K - \$999K	13	8	62.5%
≥ \$1M	13	5	160.0%
New Listings (All)	169	227	-25.6%
< \$200K	16	52	-69.2%
\$200K - \$299K	36	45	-20.0%
\$300K - \$399K	35	37	-5.4%
\$400K - \$499K	30	38	-21.1%
\$500K - \$599K	12	17	-29.4%
\$600K - \$799K	19	24	-20.8%
\$800K - \$999K	11	8	37.5%
≥ \$1M	10	6	66.7%

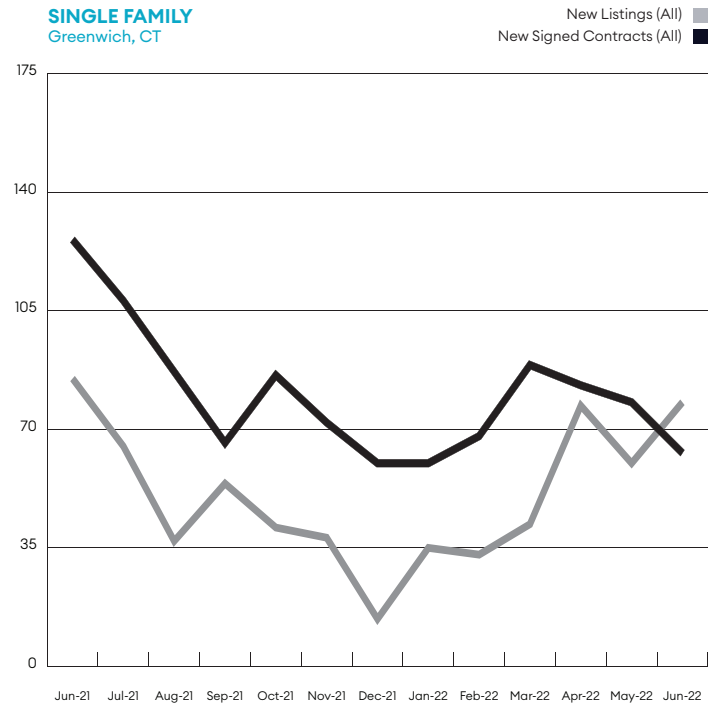


Source: Smart MLS

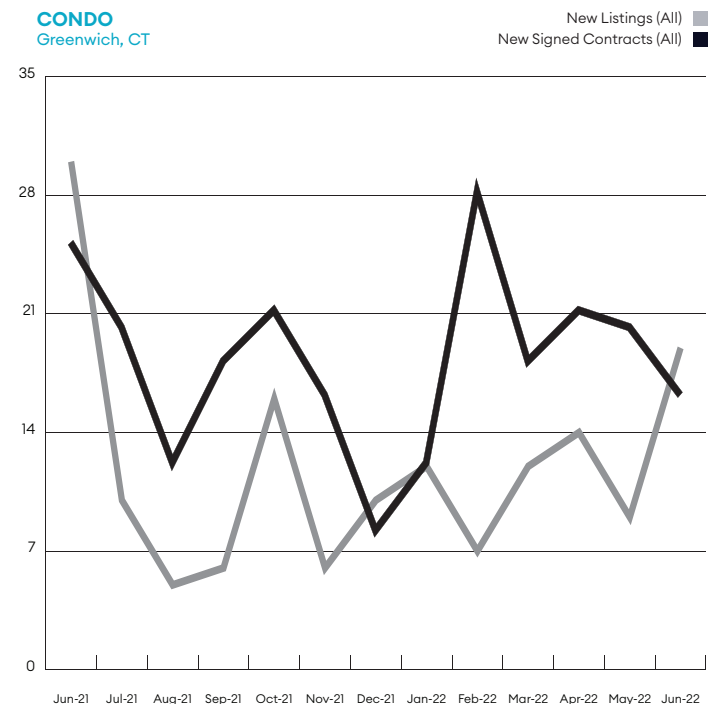
Greenwich, CT

"Overall new signed contracts have been rising annually since January 2022 in contrast to the region. However, month over month, newly signed contracts have fallen for the past three months as the recent spike in mortgage rates has slowed demand and expanded new listings."

SINGLE FAMILY MATRIX Greenwich, CT	JUN 2022	JUN 2021	%Δ (YR)
New Signed Contracts (All)	63	126	-50.0%
< \$500K	1	0	
\$500K - \$999K	9	23	-60.9%
\$1M - \$1.99M	18	33	-45.5%
\$2M - \$3.99M	22	44	-50.0%
\$4M - \$4.99M	6	10	-40.0%
\$5M - \$9.99M	7	13	-46.2%
\$10M - \$19.99M	0	3	-100.0%
≥ \$20M	0	0	
New Listings (All)	78	85	-8.2%
< \$500K	0	0	
\$500K - \$999K	5	9	-44.4%
\$1M - \$1.99M	22	27	-18.5%
\$2M - \$3.99M	28	33	-15.2%
\$4M - \$4.99M	6	5	20.0%
\$5M - \$9.99M	12	9	33.3%
\$10M - \$19.99M	3	2	50.0%
≥ \$20M	2	0	



CONDO MATRIX Greenwich, CT	JUN 2022	JUN 2021	%Δ (YR)
New Signed Contracts (All)	16	25	-36.0%
< \$500K	3	4	-25.0%
\$500K - \$999K	7	15	-53.3%
\$1M - \$1.99M	3	4	-25.0%
\$2M - \$3.99M	2	2	0.0%
\$4M - \$4.99M	1	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	19	30	-36.7%
< \$500K	3	4	-25.0%
\$500K - \$999K	9	13	-30.8%
\$1M - \$1.99M	4	3	33.3%
\$2M - \$3.99M	3	10	-70.0%
\$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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