

Elliman Report

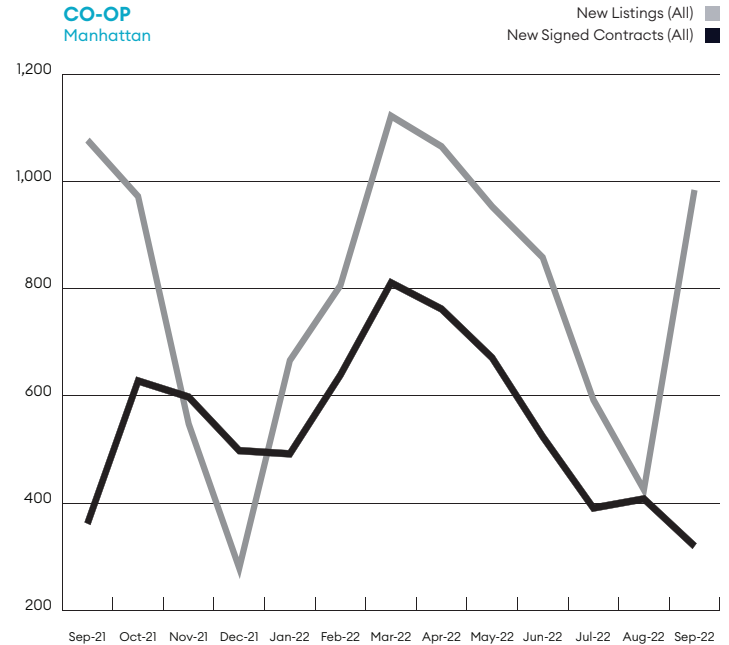
New York

September 2022 New Signed Contracts

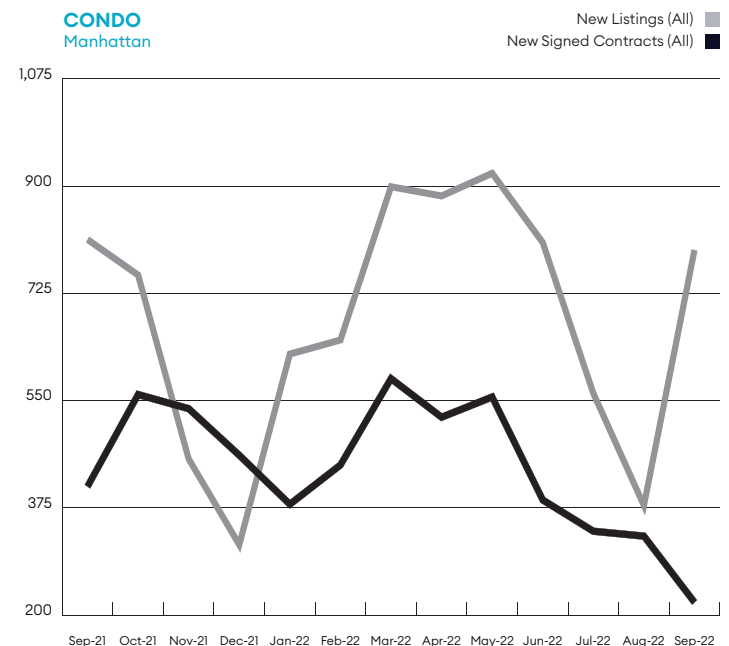
Manhattan

"The annual decline in newly signed contracts continued for the sixth month, reflecting the comparison with the year-ago boom. In addition, new listings declined year over year for the third consecutive month."

CO-OP MATRIX Manhattan	SEP 2022	SEP 2021	%Δ (YR)
New Signed Contracts (All)	320	362	-11.6%
< \$500K	67	73	-8.2%
\$500K - \$999K	127	153	-17.0%
\$1M - \$1.99M	79	93	-15.1%
\$2M - \$3.99M	36	26	38.5%
\$4M - \$4.99M	6	5	20.0%
\$5M - \$9.99M	1	11	-90.9%
\$10M - \$19.99M	4	1	300.0%
≥ \$20M	0	0	
New Listings (All)	984	1,077	-8.6%
< \$500K	128	180	-28.9%
\$500K - \$999K	381	406	-6.2%
\$1M - \$1.99M	245	276	-11.2%
\$2M - \$3.99M	145	148	-2.0%
\$4M - \$4.99M	27	23	17.4%
\$5M - \$9.99M	46	29	58.6%
\$10M - \$19.99M	9	14	-35.7%
≥ \$20M	3	1	200.0%



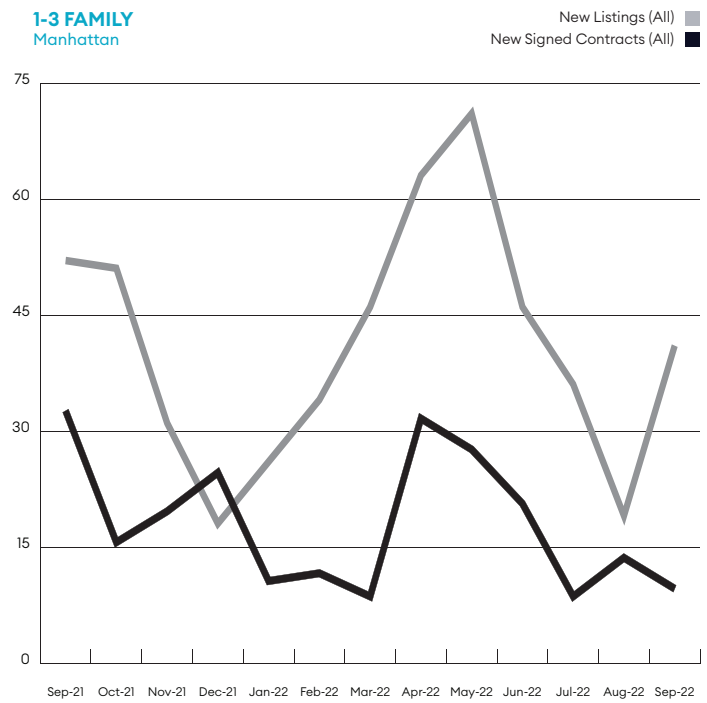
CONDO MATRIX Manhattan	SEP 2022	SEP 2021	%Δ (YR)
New Signed Contracts (All)	221	410	-46.1%
< \$500K	7	3	133.3%
\$500K - \$999K	57	86	-33.7%
\$1M - \$1.99M	60	140	-57.1%
\$2M - \$3.99M	59	107	-44.9%
\$4M - \$4.99M	22	23	-4.3%
\$5M - \$9.99M	14	32	-56.3%
\$10M - \$19.99M	2	13	-84.6%
≥ \$20M	0	6	-100.0%
New Listings (All)	796	813	-2.1%
< \$500K	11	15	-26.7%
\$500K - \$999K	127	175	-27.4%
\$1M - \$1.99M	197	227	-13.2%
\$2M - \$3.99M	240	222	8.1%
\$4M - \$4.99M	55	44	25.0%
\$5M - \$9.99M	103	83	24.1%
\$10M - \$19.99M	52	28	85.7%
≥ \$20M	11	19	-42.1%



Manhattan (continued)

1-3 FAMILY MATRIX Manhattan	SEP 2022	SEP 2021	%Δ (yr)
New Signed Contracts (All)	9	32	-71.9%
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	1	0	
\$2M - \$3.99M	1	12	-91.7%
\$4M - \$4.99M	1	5	-80.0%
\$5M - \$9.99M	4	9	-55.6%
\$10M - \$19.99M	1	5	-80.0%
≥ \$20M	1	1	0.0%
New Listings (All)	40	51	-21.6%
< \$500K	0	0	
\$500K - \$999K	2	0	
\$1M - \$1.99M	1	8	-87.5%
\$2M - \$3.99M	9	8	12.5%
\$4M - \$4.99M	3	6	-50.0%
\$5M - \$9.99M	9	11	-18.2%
\$10M - \$19.99M	14	8	75.0%
≥ \$20M	2	10	-80.0%

Source: REBNY



Brooklyn

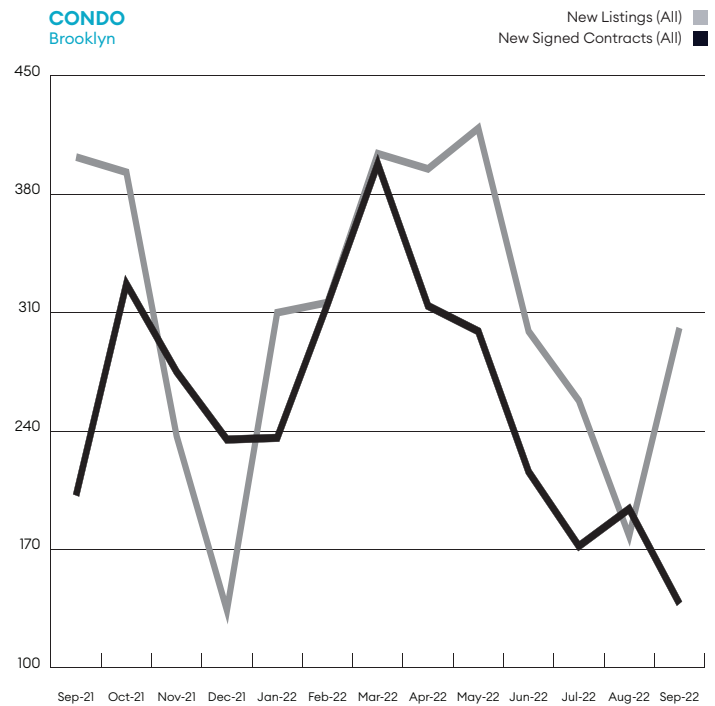
"The annual decline in newly signed contracts continued for the fifth month, reflecting the comparison with the year-ago boom. In addition, new listings declined year over year for the third time in four months."

CO-OP MATRIX Brooklyn	SEP 2022	SEP 2021	%Δ (yr)
New Signed Contracts (All)	87	102	-14.7%
< \$500K	48	51	-5.9%
\$500K - \$999K	29	33	-12.1%
\$1M - \$1.99M	9	13	-30.8%
\$2M - \$3.99M	1	5	-80.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	218	311	-29.9%
< \$500K	96	137	-29.9%
\$500K - \$999K	73	123	-40.7%
\$1M - \$1.99M	39	45	-13.3%
\$2M - \$3.99M	10	6	66.7%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

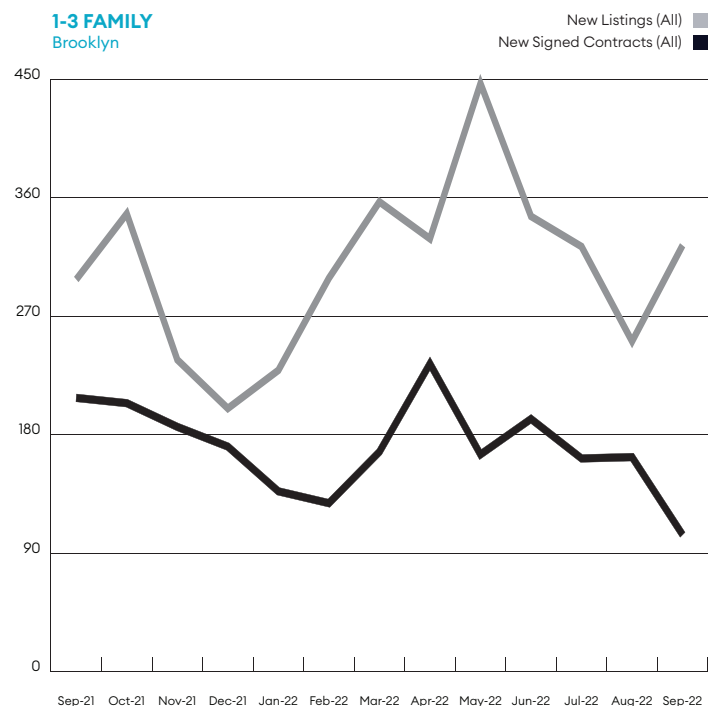


Brooklyn (continued)

CONDO MATRIX Brooklyn	SEP 2022	SEP 2021	%Δ (yr)
New Signed Contracts (All)	138	202	-31.7%
< \$500K	15	17	-11.8%
\$500K - \$999K	56	74	-24.3%
\$1M - \$1.99M	49	81	-39.5%
\$2M - \$3.99M	17	27	-37.0%
\$4M - \$4.99M	0	2	-100.0%
\$5M - \$9.99M	1	1	0.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	301	402	-25.1%
< \$500K	10	21	-52.4%
\$500K - \$999K	125	179	-30.2%
\$1M - \$1.99M	114	134	-14.9%
\$2M - \$3.99M	38	61	-37.7%
\$4M - \$4.99M	8	5	60.0%
\$5M - \$9.99M	6	2	200.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	



1-3 FAMILY MATRIX Brooklyn	SEP 2022	SEP 2021	%Δ (yr)
New Signed Contracts (All)	104	208	-50.0%
< \$500K	1	3	-66.7%
\$500K - \$999K	38	72	-47.2%
\$1M - \$1.99M	51	97	-47.4%
\$2M - \$3.99M	12	32	-62.5%
\$4M - \$4.99M	2	2	0.0%
\$5M - \$9.99M	0	2	-100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	324	298	8.7%
< \$500K	1	2	-50.0%
\$500K - \$999K	90	81	11.1%
\$1M - \$1.99M	139	142	-2.1%
\$2M - \$3.99M	76	53	43.4%
\$4M - \$4.99M	5	7	-28.6%
\$5M - \$9.99M	10	9	11.1%
\$10M - \$19.99M	3	3	0.0%
≥ \$20M	0	1	-100.0%

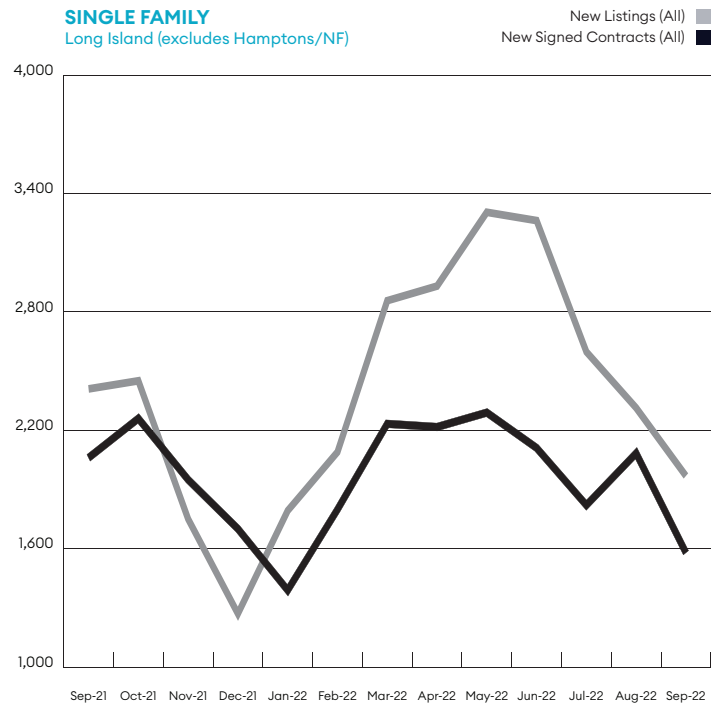


Source: REBNY

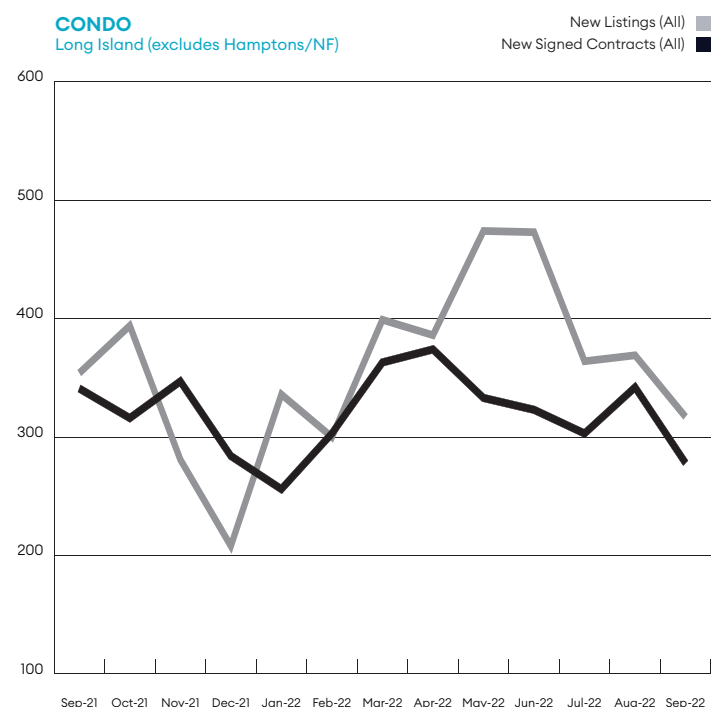
Long Island (excludes Hamptons/North Fork)

"The annual decline in newly signed contracts continued for the fifteenth month, reflecting the comparison with the year-ago boom. In addition, new listings declined year over year for the fourth consecutive month."

SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	SEP 2022	SEP 2021	%Δ (YR)
New Signed Contracts (All)	1,580	2,061	-23.3%
< \$200K	32	52	-38.5%
\$200K - \$299K	113	192	-41.1%
\$300K - \$399K	269	439	-38.7%
\$400K - \$499K	350	468	-25.2%
\$500K - \$599K	436	505	-13.7%
\$600K - \$799K	152	174	-12.6%
\$800K - \$999K	174	179	-2.8%
≥ \$1M	54	52	3.8%
New Listings (All)	1,969	2,410	-18.3%
< \$200K	41	60	-31.7%
\$200K - \$299K	111	187	-40.6%
\$300K - \$399K	293	461	-36.4%
\$400K - \$499K	412	492	-16.3%
\$500K - \$599K	535	624	-14.3%
\$600K - \$799K	215	234	-8.1%
\$800K - \$999K	244	258	-5.4%
≥ \$1M	118	94	25.5%



CONDO MATRIX Long Island (excludes Hamptons/NF)	SEP 2022	SEP 2021	%Δ (YR)
New Signed Contracts (All)	278	341	-18.5%
< \$200K	31	53	-41.5%
\$200K - \$299K	60	76	-21.1%
\$300K - \$399K	57	69	-17.4%
\$400K - \$499K	49	52	-5.8%
\$500K - \$599K	23	34	-32.4%
\$600K - \$799K	25	28	-10.7%
\$800K - \$999K	18	12	50.0%
≥ \$1M	15	17	-11.8%
New Listings (All)	317	354	-10.5%
< \$200K	26	38	-31.6%
\$200K - \$299K	61	77	-20.8%
\$300K - \$399K	73	78	-6.4%
\$400K - \$499K	47	67	-29.9%
\$500K - \$599K	25	32	-21.9%
\$600K - \$799K	39	38	2.6%
\$800K - \$999K	14	11	27.3%
≥ \$1M	32	13	146.2%

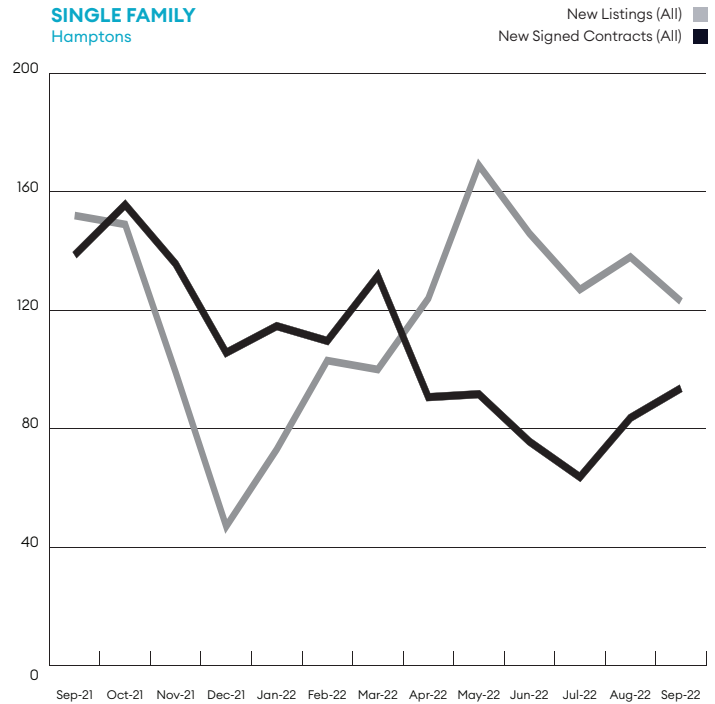


Source: One Key MLS

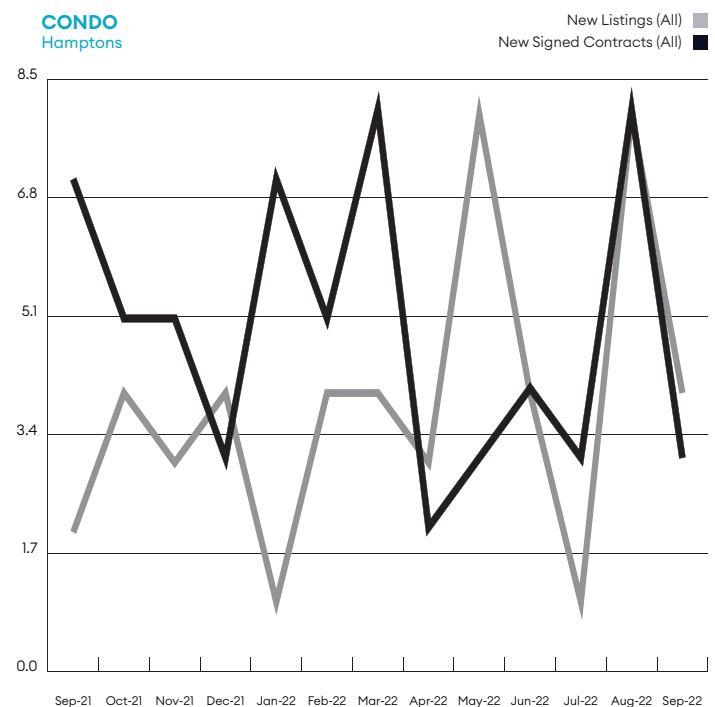
Hamptons

"The annual decline in newly signed contracts continued for the sixteenth month, reflecting the comparison with the year-ago boom. In addition, new listings declined year over year for the third time in four months."

SINGLE FAMILY MATRIX Hamptons	SEP 2022	SEP 2021	%Δ (yr)
New Signed Contracts (All)	92	137	-32.8%
< \$500K	1	1	0.0%
\$500K - \$999K	8	16	-50.0%
\$1M - \$1.99M	30	38	-21.1%
\$2M - \$3.99M	30	54	-44.4%
\$4M - \$4.99M	3	13	-76.9%
\$5M - \$9.99M	13	9	44.4%
\$10M - \$19.99M	6	6	0.0%
≥ \$20M	1	0	
New Listings (All)	123	152	-19.1%
< \$500K	0	3	-100.0%
\$500K - \$999K	10	12	-16.7%
\$1M - \$1.99M	29	49	-40.8%
\$2M - \$3.99M	45	43	4.7%
\$4M - \$4.99M	7	9	-22.2%
\$5M - \$9.99M	23	18	27.8%
\$10M - \$19.99M	7	10	-30.0%
≥ \$20M	2	8	-75.0%



CONDO MATRIX Hamptons	SEP 2022	SEP 2021	%Δ (yr)
New Signed Contracts (All)	3	7	-57.1%
< \$500K	0	0	
\$500K - \$999K	0	2	-100.0%
\$1M - \$1.99M	1	2	-50.0%
\$2M - \$3.99M	2	3	-33.3%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	4	2	100.0%
< \$500K	1	0	
\$500K - \$999K	2	1	100.0%
\$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	

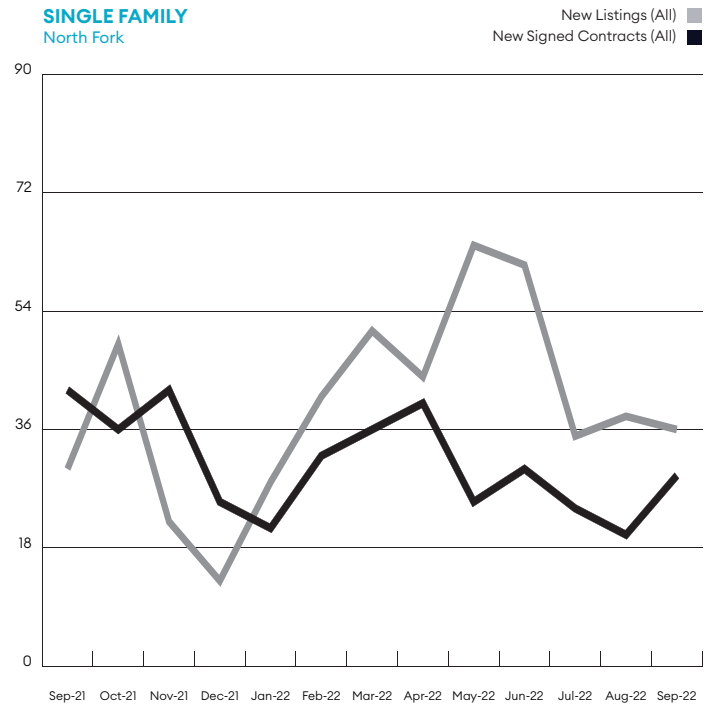


Source: East End LI MLS

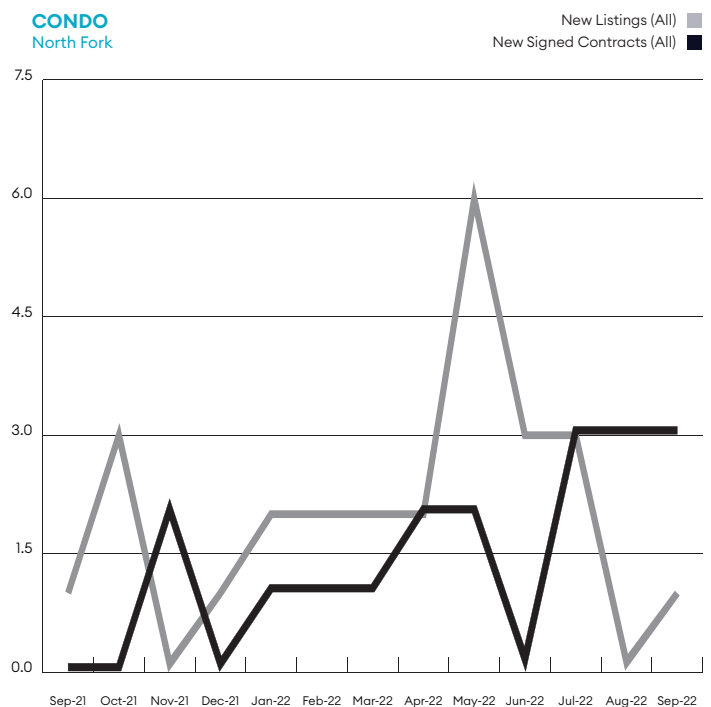
North Fork

"The annual decline in newly signed contracts continued for the fifth month, reflecting the comparison with the year-ago boom. However, new listings rose yearly for the first time in seven months."

SINGLE FAMILY MATRIX North Fork	SEP 2022	SEP 2021	%Δ (yr)
New Signed Contracts (All)	29	42	-31.0%
< \$500K	1	2	-50.0%
\$500K – \$999K	10	25	-60.0%
\$1M – \$1.99M	9	14	-35.7%
\$2M – \$3.99M	9	1	800.0%
\$4M – \$4.99M	0	0	
\$5M – \$9.99M	0	0	
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	36	30	20.0%
< \$500K	1	0	
\$500K – \$999K	19	20	-5.0%
\$1M – \$1.99M	14	7	100.0%
\$2M – \$3.99M	2	2	0.0%
\$4M – \$4.99M	0	1	-100.0%
\$5M – \$9.99M	0	0	
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	



CONDO MATRIX North Fork	SEP 2022	SEP 2021	%Δ (yr)
New Signed Contracts (All)	3	0	
< \$500K	1	0	
\$500K – \$999K	2	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)	1	1	0.0%
< \$500K	0	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	

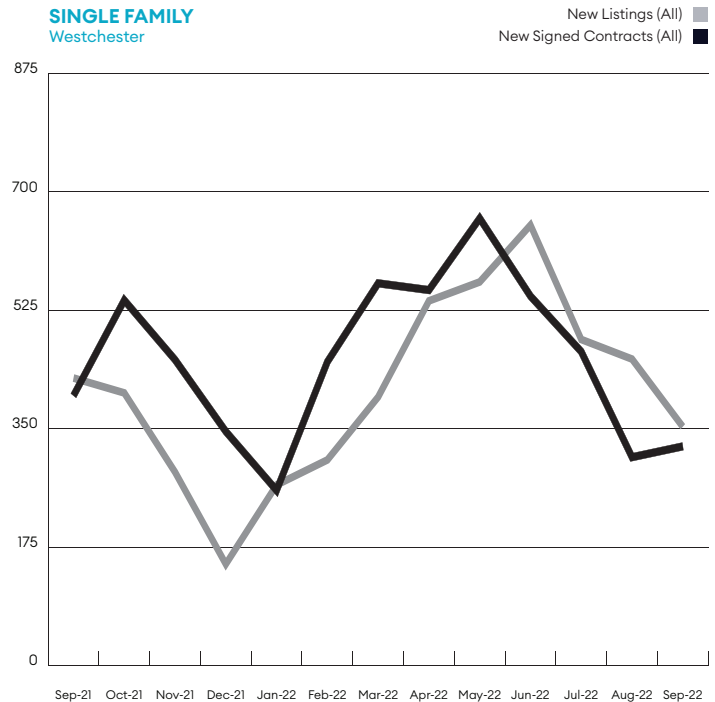


Source: One Key MLS

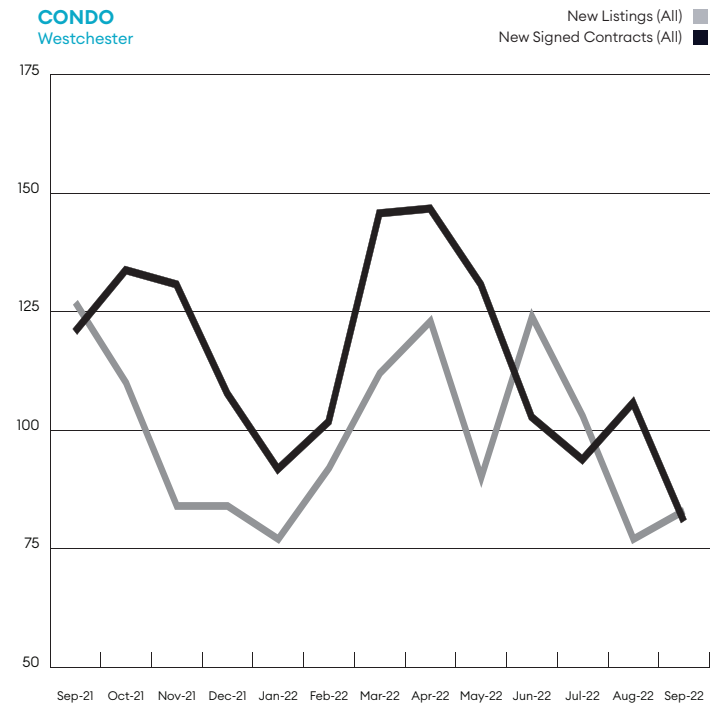
Westchester

"The annual decline in newly signed contracts continued for the fifteenth month, reflecting the comparison with the year-ago boom. New listings declined year over year for the sixteenth time in seventeen months."

SINGLE FAMILY MATRIX Westchester	SEP 2022	SEP 2021	%Δ (YR)
New Signed Contracts (All)	324	399	-18.8%
< \$300K	3	2	50.0%
\$300K - \$399K	10	20	-50.0%
\$400K - \$499K	34	49	-30.6%
\$500K - \$599K	46	73	-37.0%
\$600K - \$799K	93	108	-13.9%
\$800K - \$999K	49	62	-21.0%
\$1M - \$1.99M	68	63	7.9%
≥ \$2M	21	22	-4.5%
New Listings (All)	353	425	-16.9%
< \$300K	2	6	-66.7%
\$300K - \$399K	10	18	-44.4%
\$400K - \$499K	25	33	-24.2%
\$500K - \$599K	57	61	-6.6%
\$600K - \$799K	92	111	-17.1%
\$800K - \$999K	49	73	-32.9%
\$1M - \$1.99M	82	78	5.1%
≥ \$2M	36	45	-20.0%



CONDO MATRIX Westchester	SEP 2022	SEP 2021	%Δ (YR)
New Signed Contracts (All)	80	120	-33.3%
< \$200K	1	2	-50.0%
\$200K - \$299K	10	19	-47.4%
\$300K - \$399K	23	34	-32.4%
\$400K - \$499K	17	27	-37.0%
\$500K - \$599K	10	18	-44.4%
\$600K - \$799K	10	8	25.0%
\$800K - \$999K	0	2	-100.0%
≥ \$1M	9	10	-10.0%
New Listings (All)	83	127	-34.6%
< \$200K	2	6	-66.7%
\$200K - \$299K	7	16	-56.3%
\$300K - \$399K	19	30	-36.7%
\$400K - \$499K	14	28	-50.0%
\$500K - \$599K	11	12	-8.3%
\$600K - \$799K	11	22	-50.0%
\$800K - \$999K	2	8	-75.0%
≥ \$1M	17	5	240.0%

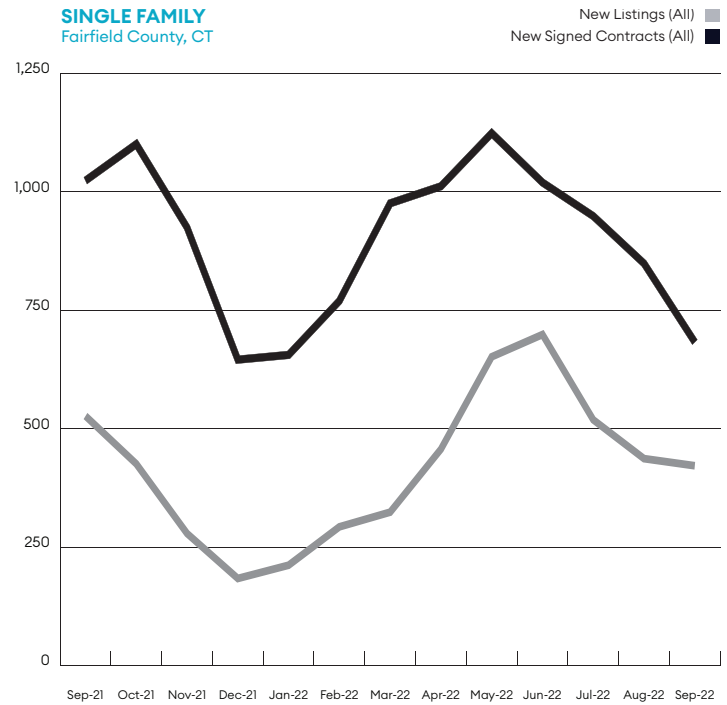


Source: One Key MLS

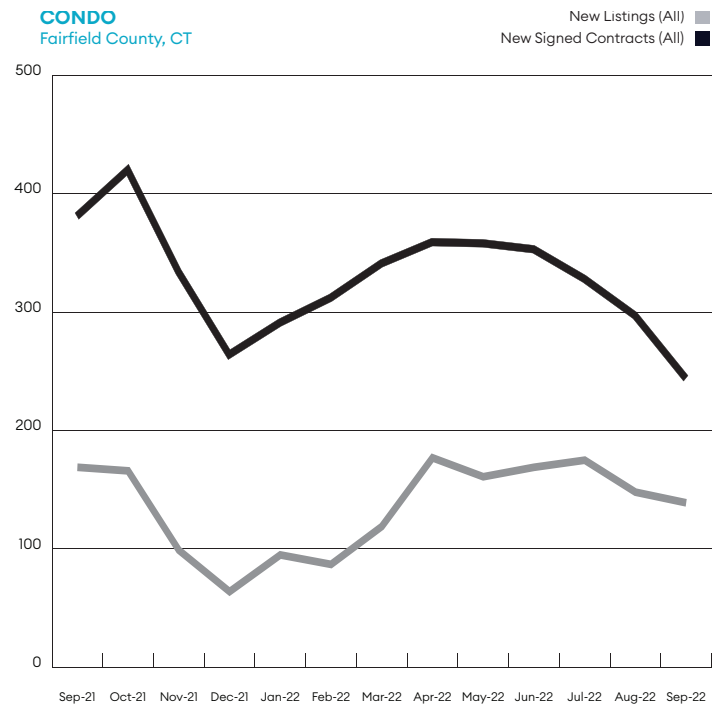
Fairfield County, CT

"The annual decline in newly signed contracts continued for the third month, reflecting the comparison with the year-ago boom. New listings declined year over year for the seventeenth month."

SINGLE FAMILY MATRIX Fairfield County, CT	SEP 2022	SEP 2021	%Δ (YR)
New Signed Contracts (All)	683	1,024	-33.3%
< \$300K	52	96	-45.8%
\$300K - \$399K	93	175	-46.9%
\$400K - \$499K	104	169	-38.5%
\$500K - \$599K	93	126	-26.2%
\$600K - \$799K	123	181	-32.0%
\$800K - \$999K	69	86	-19.8%
\$1M - \$1.99M	94	136	-30.9%
≥ \$2M	55	55	0.0%
New Listings (All)	422	527	-19.9%
< \$300K	34	57	-40.4%
\$300K - \$399K	43	57	-24.6%
\$400K - \$499K	51	61	-16.4%
\$500K - \$599K	41	53	-22.6%
\$600K - \$799K	71	88	-19.3%
\$800K - \$999K	44	45	-2.2%
\$1M - \$1.99M	80	102	-21.6%
≥ \$2M	58	64	-9.4%



CONDO MATRIX Fairfield County, CT	SEP 2022	SEP 2021	%Δ (YR)
New Signed Contracts (All)	241	378	-36.2%
< \$200K	48	92	-47.8%
\$200K - \$299K	58	111	-47.7%
\$300K - \$399K	48	73	-34.2%
\$400K - \$499K	41	47	-12.8%
\$500K - \$599K	18	23	-21.7%
\$600K - \$799K	17	18	-5.6%
\$800K - \$999K	6	8	-25.0%
≥ \$1M	5	6	-16.7%
New Listings (All)	139	169	-17.8%
< \$200K	23	46	-50.0%
\$200K - \$299K	31	38	-18.4%
\$300K - \$399K	22	36	-38.9%
\$400K - \$499K	23	15	53.3%
\$500K - \$599K	8	8	0.0%
\$600K - \$799K	19	10	90.0%
\$800K - \$999K	4	6	-33.3%
≥ \$1M	9	10	-10.0%

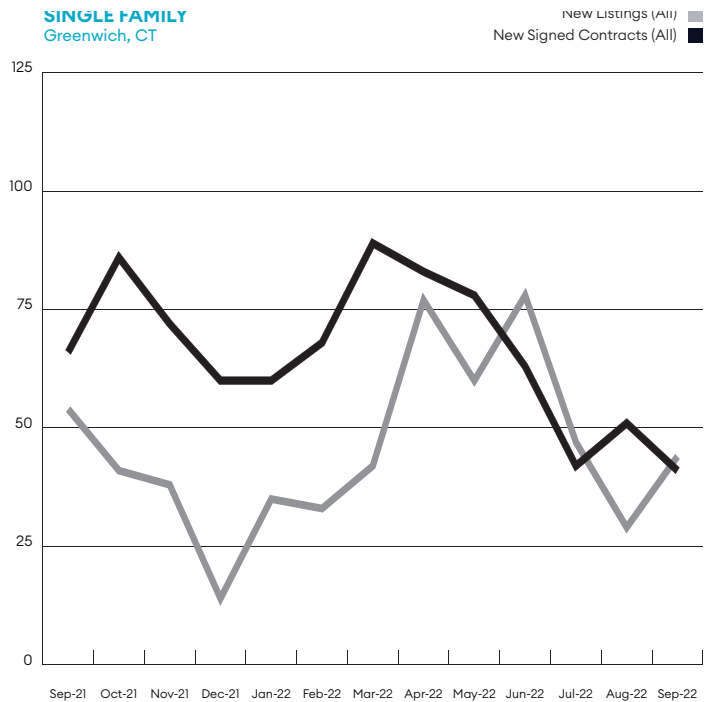


Source: Smart MLS

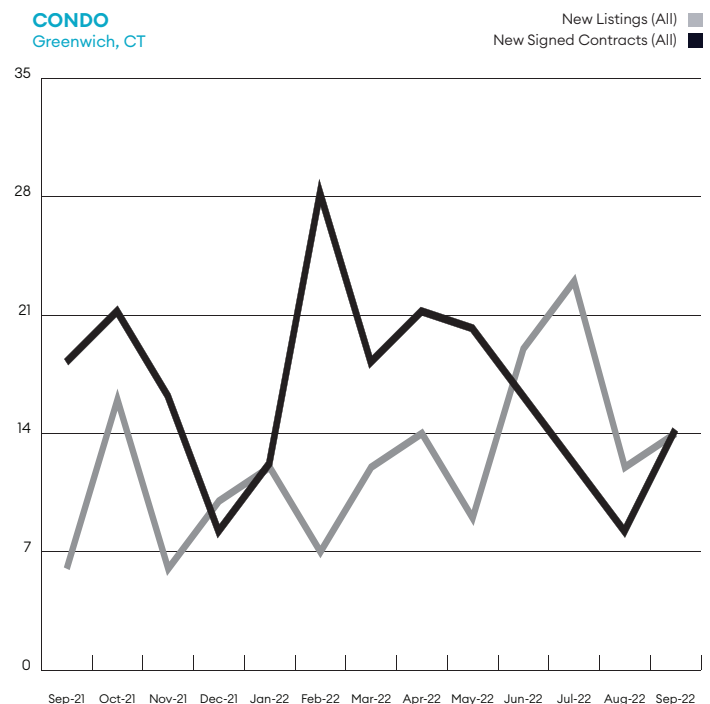
Greenwich, CT

"The annual decline in newly signed contracts continued for the eighth month, reflecting the comparison with the year-ago boom. In addition, new listings declined year over year for the fifteenth month."

SINGLE FAMILY MATRIX Greenwich, CT	SEP 2022	SEP 2021	%Δ (YR)
New Signed Contracts (All)	41	66	-37.9%
< \$500K	0	1	-100.0%
\$500K - \$999K	3	12	-75.0%
\$1M - \$1.99M	10	24	-58.3%
\$2M - \$3.99M	20	21	-4.8%
\$4M - \$4.99M	2	4	-50.0%
\$5M - \$9.99M	6	4	50.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	44	54	-18.5%
< \$500K	0	0	
\$500K - \$999K	2	3	-33.3%
\$1M - \$1.99M	9	16	-43.8%
\$2M - \$3.99M	17	19	-10.5%
\$4M - \$4.99M	3	6	-50.0%
\$5M - \$9.99M	9	9	0.0%
\$10M - \$19.99M	3	1	200.0%
≥ \$20M	1	0	



CONDO MATRIX Greenwich, CT	SEP 2022	SEP 2021	%Δ (YR)
New Signed Contracts (All)	14	18	-22.2%
< \$500K	3	4	-25.0%
\$500K - \$999K	7	10	-30.0%
\$1M - \$1.99M	4	1	300.0%
\$2M - \$3.99M	0	3	-100.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	14	6	133.3%
< \$500K	2	0	
\$500K - \$999K	7	4	75.0%
\$1M - \$1.99M	4	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: Greenwich MLS

Questions or comments? Email report author
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Methodology: millersamuel.com/research-reports/methodology

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