

Elliman Report

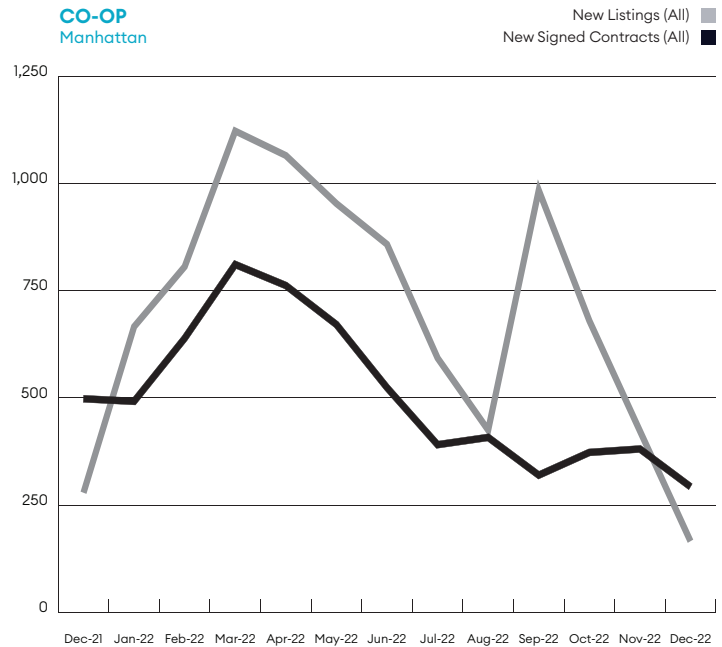
New York

December 2022 New Signed Contracts

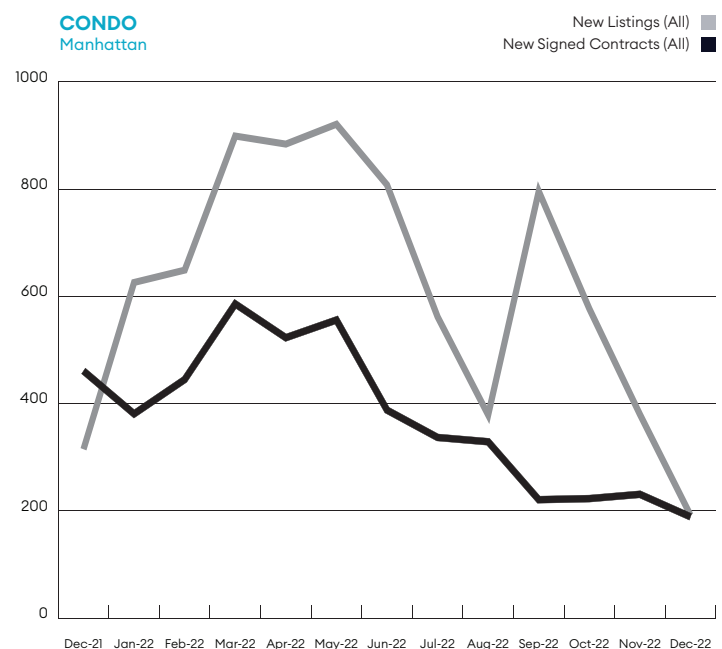
Manhattan

"The decline in new listings continued to overpower newly signed contracts. While newly signed contracts fell month over month for the first time in three months, new listings dropped sharply in the past three months and were substantially below the rate in the period before the pandemic."

CO-OP MATRIX Manhattan	DEC 2022	DEC 2021	%Δ (YR)
New Signed Contracts (All)	293	498	-41.2%
< \$500K	60	93	-35.5%
\$500K - \$999K	124	196	-36.7%
\$1M - \$1.99M	63	123	-48.8%
\$2M - \$3.99M	31	58	-46.6%
\$4M - \$4.99M	3	11	-72.7%
\$5M - \$9.99M	9	15	-40.0%
\$10M - \$19.99M	2	2	0.0%
≥ \$20M	1	0	
New Listings (All)	166	279	-40.5%
< \$500K	37	55	-32.7%
\$500K - \$999K	63	120	-47.5%
\$1M - \$1.99M	39	50	-22.0%
\$2M - \$3.99M	17	33	-48.5%
\$4M - \$4.99M	1	11	-90.9%
\$5M - \$9.99M	6	7	-14.3%
\$10M - \$19.99M	2	3	-33.3%
≥ \$20M	1	0	



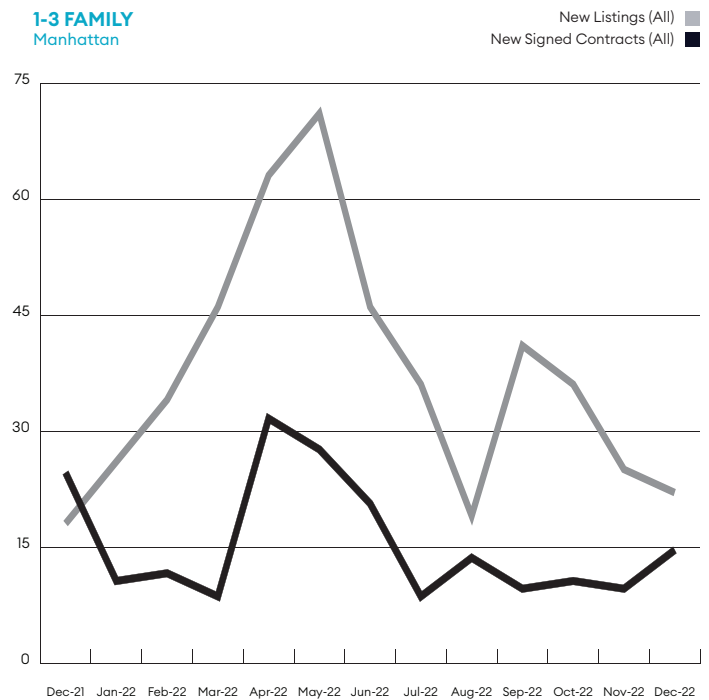
CONDO MATRIX Manhattan	DEC 2022	DEC 2021	%Δ (YR)
New Signed Contracts (All)	189	461	-59.0%
< \$500K	0	5	-100.0%
\$500K - \$999K	48	90	-46.7%
\$1M - \$1.99M	55	122	-54.9%
\$2M - \$3.99M	47	142	-66.9%
\$4M - \$4.99M	9	31	-71.0%
\$5M - \$9.99M	20	47	-57.4%
\$10M - \$19.99M	8	20	-60.0%
≥ \$20M	2	4	-50.0%
New Listings (All)	192	315	-39.0%
< \$500K	3	4	-25.0%
\$500K - \$999K	37	63	-41.3%
\$1M - \$1.99M	62	88	-29.5%
\$2M - \$3.99M	42	86	-51.2%
\$4M - \$4.99M	13	11	18.2%
\$5M - \$9.99M	19	39	-51.3%
\$10M - \$19.99M	12	17	-29.4%
≥ \$20M	4	7	-42.9%



Manhattan (continued)

1-3 FAMILY MATRIX Manhattan	DEC 2022	DEC 2021	%Δ (yr)
New Signed Contracts (All)	14	24	-41.7%
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	1	2	-50.0%
\$2M - \$3.99M	0	3	-100.0%
\$4M - \$4.99M	1	5	-80.0%
\$5M - \$9.99M	9	6	50.0%
\$10M - \$19.99M	2	7	-71.4%
≥ \$20M	1	1	0.0%
New Listings (All)	21	17	23.5%
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	2	0	
\$2M - \$3.99M	1	3	-66.7%
\$4M - \$4.99M	3	3	0.0%
\$5M - \$9.99M	6	5	20.0%
\$10M - \$19.99M	6	3	100.0%
≥ \$20M	3	3	0.0%

Source: REBNY



Brooklyn

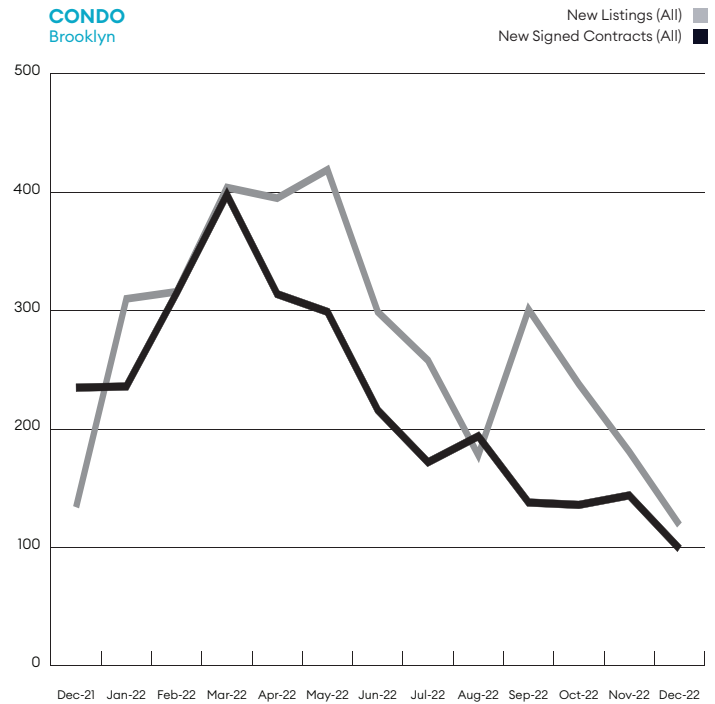
"The decline in new listings continued to overpower newly signed contracts. While newly signed contracts fell month over month for the third time in four months, they were substantially higher than the rate in the period before the pandemic."

CO-OP MATRIX Brooklyn	DEC 2022	DEC 2021	%Δ (yr)
New Signed Contracts (All)	93	125	-25.6%
< \$500K	44	63	-30.2%
\$500K - \$999K	25	37	-32.4%
\$1M - \$1.99M	21	18	16.7%
\$2M - \$3.99M	2	7	-71.4%
\$4M - \$4.99M	1	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	62	99	-37.4%
< \$500K	43	70	-38.6%
\$500K - \$999K	16	25	-36.0%
\$1M - \$1.99M	3	2	50.0%
\$2M - \$3.99M	0	1	-100.0%
\$4M - \$4.99M	0	1	-100.0%
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

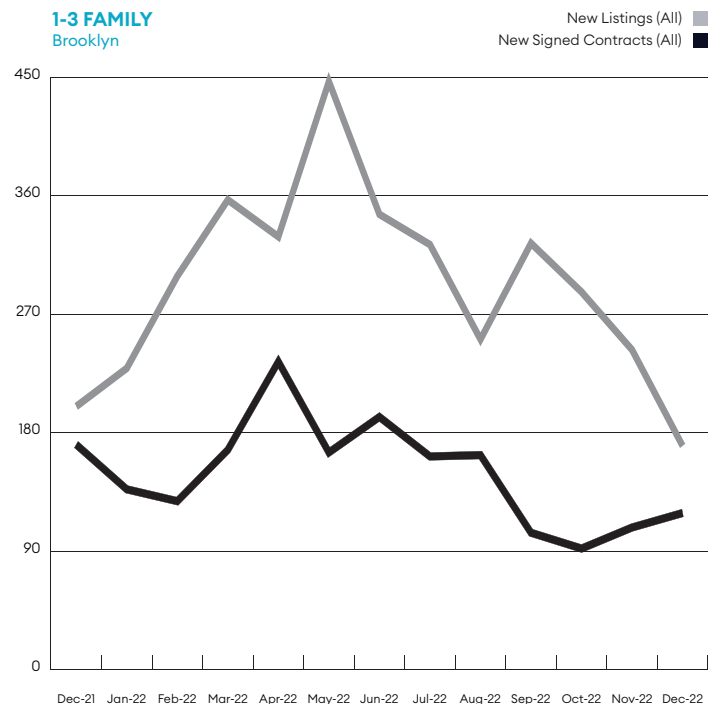


Brooklyn (continued)

CONDO MATRIX Brooklyn	DEC 2022	DEC 2021	%Δ (yr)
New Signed Contracts (All)	99	235	-57.9%
< \$500K	3	18	-83.3%
\$500K - \$999K	36	80	-55.0%
\$1M - \$1.99M	45	88	-48.9%
\$2M - \$3.99M	13	41	-68.3%
\$4M - \$4.99M	2	6	-66.7%
\$5M - \$9.99M	0	2	-100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	119	134	-11.2%
< \$500K	13	14	-7.1%
\$500K - \$999K	63	63	0.0%
\$1M - \$1.99M	26	28	-7.1%
\$2M - \$3.99M	11	27	-59.3%
\$4M - \$4.99M	1	0	
\$5M - \$9.99M	4	1	300.0%
\$10M - \$19.99M	1	1	0.0%
≥ \$20M	0	0	



1-3 FAMILY MATRIX Brooklyn	DEC 2022	DEC 2021	%Δ (yr)
New Signed Contracts (All)	119	171	-30.4%
< \$500K	2	3	-33.3%
\$500K - \$999K	36	55	-34.5%
\$1M - \$1.99M	57	76	-25.0%
\$2M - \$3.99M	17	28	-39.3%
\$4M - \$4.99M	4	4	0.0%
\$5M - \$9.99M	3	5	-40.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	170	200	-15.0%
< \$500K	1	1	0.0%
\$500K - \$999K	49	59	-16.9%
\$1M - \$1.99M	80	107	-25.2%
\$2M - \$3.99M	25	32	-21.9%
\$4M - \$4.99M	5	0	
\$5M - \$9.99M	9	1	800.0%
\$10M - \$19.99M	1	0	
≥ \$20M	0	0	

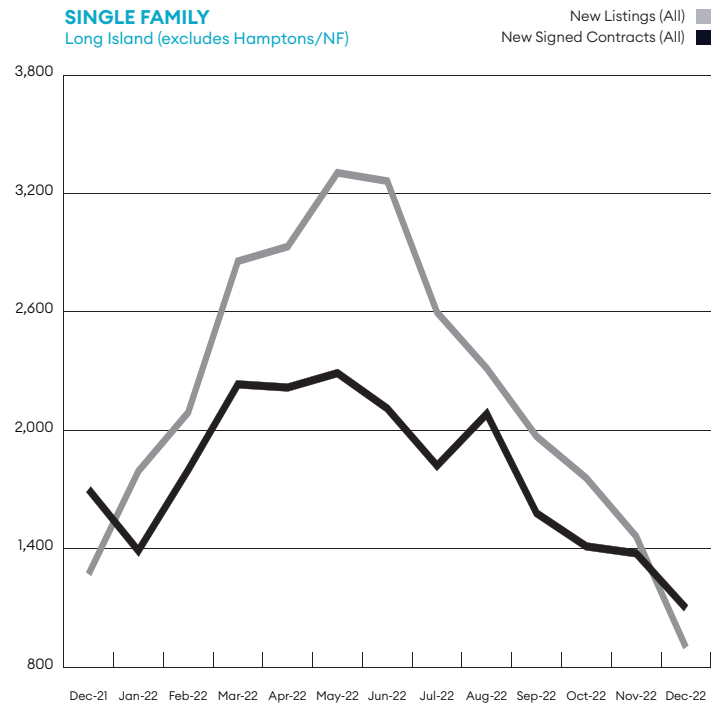


Source: REBNY

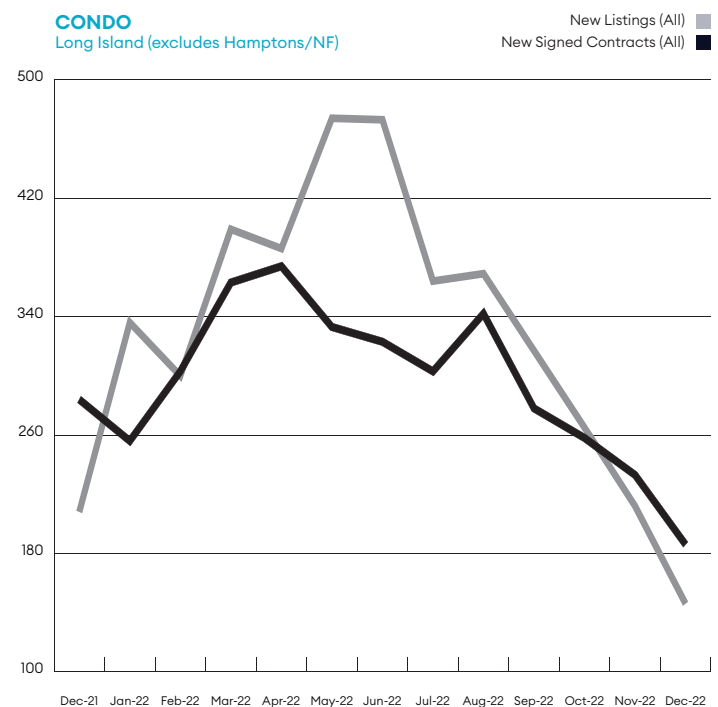
Long Island (excludes Hamptons/North Fork)

"The decline in new listings continued to overpower newly signed contracts. While newly signed contracts fell month over month for the fourth time, new listings have fallen since June and were substantially lower than the rate before the pandemic."

SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	DEC 2022	DEC 2021	%Δ (YR)
New Signed Contracts (All)	1,099	1,701	-35.4%
< \$200K	32	39	-17.9%
\$200K - \$299K	86	150	-42.7%
\$300K - \$399K	205	330	-37.9%
\$400K - \$499K	258	373	-30.8%
\$500K - \$599K	273	422	-35.3%
\$600K - \$799K	101	140	-27.9%
\$800K - \$999K	101	180	-43.9%
≥ \$1M	43	67	-35.8%
New Listings (All)	900	1,271	-29.2%
< \$200K	47	42	11.9%
\$200K - \$299K	75	121	-38.0%
\$300K - \$399K	149	207	-28.0%
\$400K - \$499K	196	283	-30.7%
\$500K - \$599K	236	326	-27.6%
\$600K - \$799K	80	112	-28.6%
\$800K - \$999K	82	135	-39.3%
≥ \$1M	35	45	-22.2%



CONDO MATRIX Long Island (excludes Hamptons/NF)	DEC 2022	DEC 2021	%Δ (YR)
New Signed Contracts (All)	186	284	-34.5%
< \$200K	18	39	-53.8%
\$200K - \$299K	40	51	-21.6%
\$300K - \$399K	42	67	-37.3%
\$400K - \$499K	46	43	7.0%
\$500K - \$599K	14	27	-48.1%
\$600K - \$799K	15	33	-54.5%
\$800K - \$999K	6	12	-50.0%
≥ \$1M	5	12	-58.3%
New Listings (All)	146	208	-29.8%
< \$200K	12	25	-52.0%
\$200K - \$299K	26	50	-48.0%
\$300K - \$399K	36	43	-16.3%
\$400K - \$499K	18	22	-18.2%
\$500K - \$599K	14	22	-36.4%
\$600K - \$799K	20	20	0.0%
\$800K - \$999K	7	10	-30.0%
≥ \$1M	13	16	-18.8%

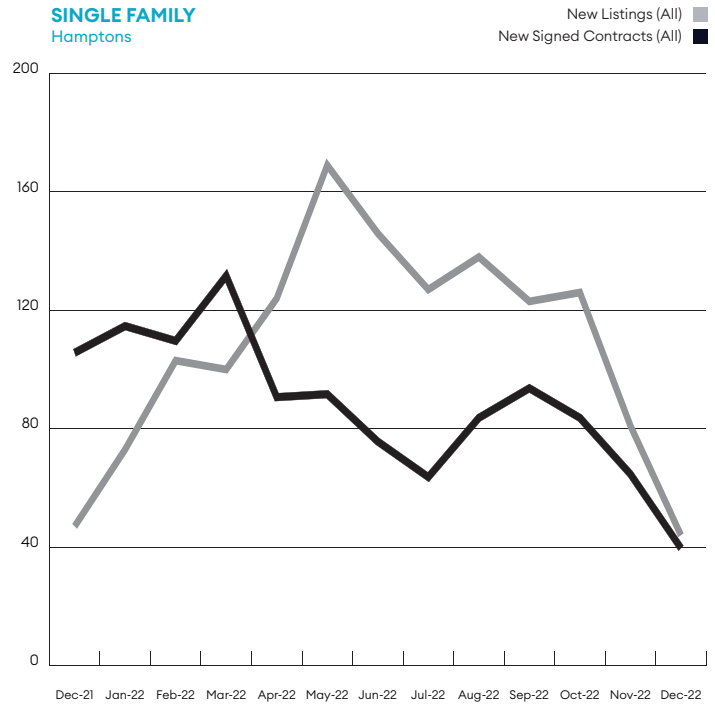


Source: One Key MLS

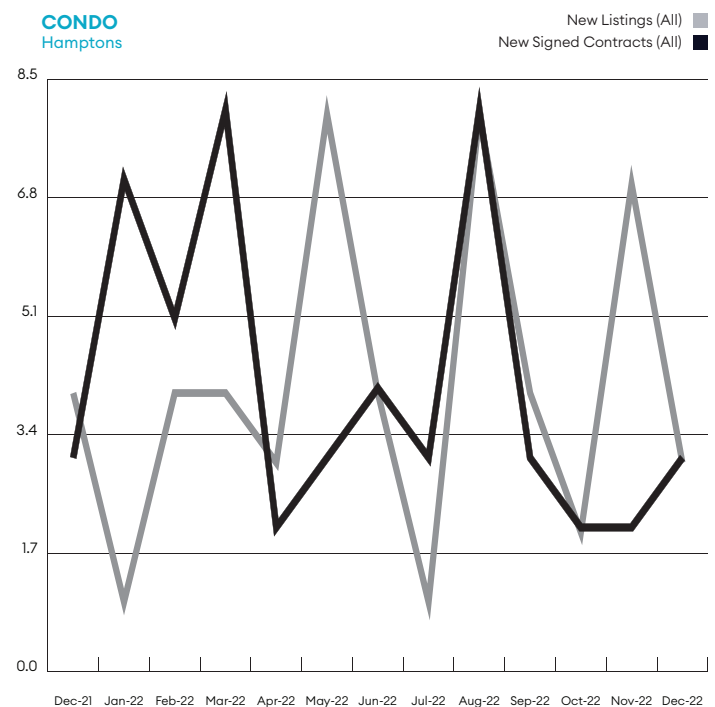
Hamptons

"The decline in new listings continued to overpower newly signed contracts. While newly signed contracts fell month over month for the third time, new listings have fallen for the third time in four months."

SINGLE FAMILY MATRIX Hamptons	DEC 2022	DEC 2021	%Δ (yr)
New Signed Contracts (All)	38	104	-63.5%
< \$500K	0	0	
\$500K - \$999K	6	16	-62.5%
\$1M - \$1.99M	11	38	-71.1%
\$2M - \$3.99M	8	23	-65.2%
\$4M - \$4.99M	7	3	133.3%
\$5M - \$9.99M	5	16	-68.8%
\$10M - \$19.99M	1	7	-85.7%
≥ \$20M	0	1	-100.0%
New Listings (All)	44	47	-6.4%
< \$500K	0	0	
\$500K - \$999K	6	10	-40.0%
\$1M - \$1.99M	6	16	-62.5%
\$2M - \$3.99M	17	11	54.5%
\$4M - \$4.99M	5	1	400.0%
\$5M - \$9.99M	6	3	100.0%
\$10M - \$19.99M	4	2	100.0%
≥ \$20M	0	4	-100.0%



CONDO MATRIX Hamptons	DEC 2022	DEC 2021	%Δ (yr)
New Signed Contracts (All)	3	3	0.0%
< \$500K	1	0	
\$500K - \$999K	1	2	-50.0%
\$1M - \$1.99M	0	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)	3	4	-25.0%
< \$500K	1	0	
\$500K - \$999K	1	0	
\$1M - \$1.99M	0	1	-100.0%
\$2M - \$3.99M	1	3	-66.7%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	



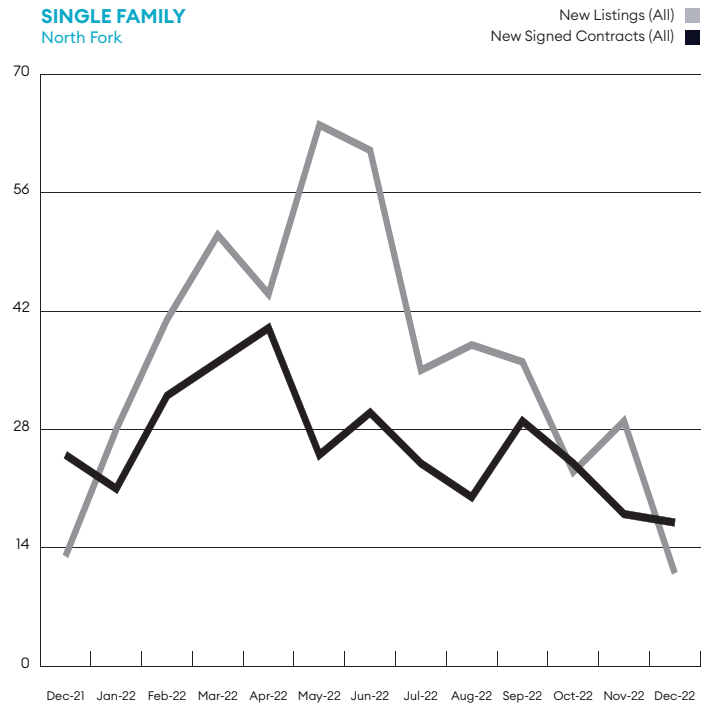
Source: East End LI MLS

North Fork

"The decline in new listings continued to overpower newly signed contracts. While newly signed contracts fell month over month for the third time, new listings have fallen for the third time in four months."

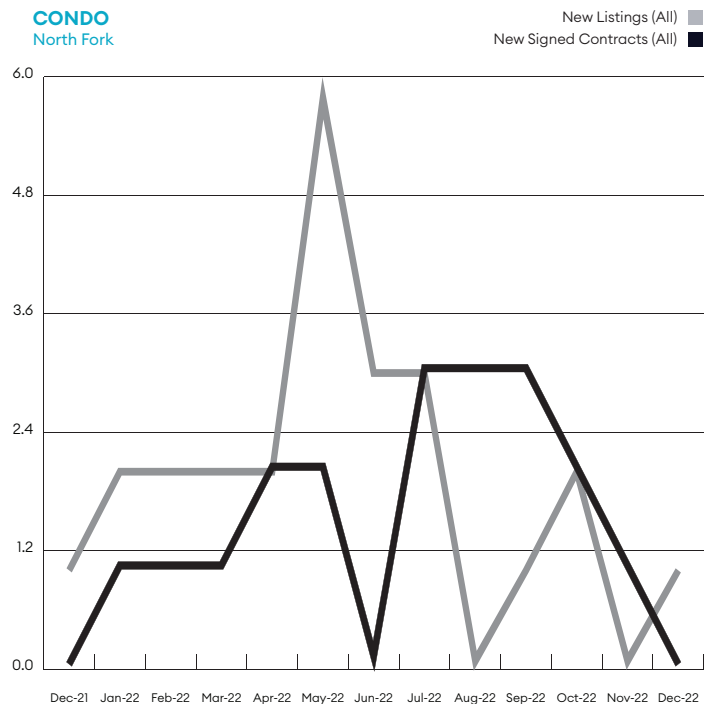
SINGLE FAMILY MATRIX North Fork	DEC 2022	DEC 2021	%Δ (yr)
New Signed Contracts (All)	17	25	-32.0%
< \$500K	1	2	-50.0%
\$500K - \$999K	8	11	-27.3%
\$1M - \$1.99M	5	11	-54.5%
\$2M - \$3.99M	2	1	100.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	1	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	11	13	-15.4%
< \$500K	0	3	-100.0%
\$500K - \$999K	6	7	-14.3%
\$1M - \$1.99M	4	3	33.3%
\$2M - \$3.99M	1	0	
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

SINGLE FAMILY
North Fork



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

CONDO
North Fork

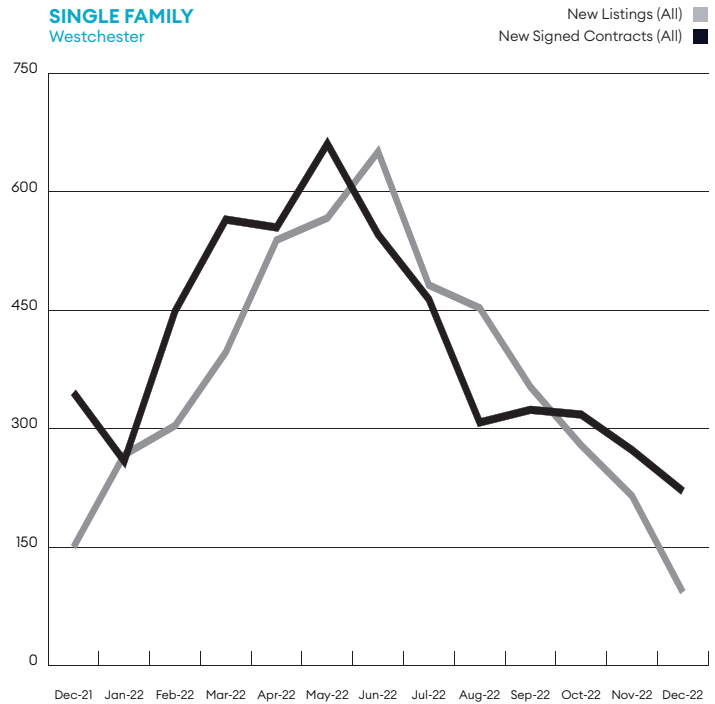


Source: One Key MLS

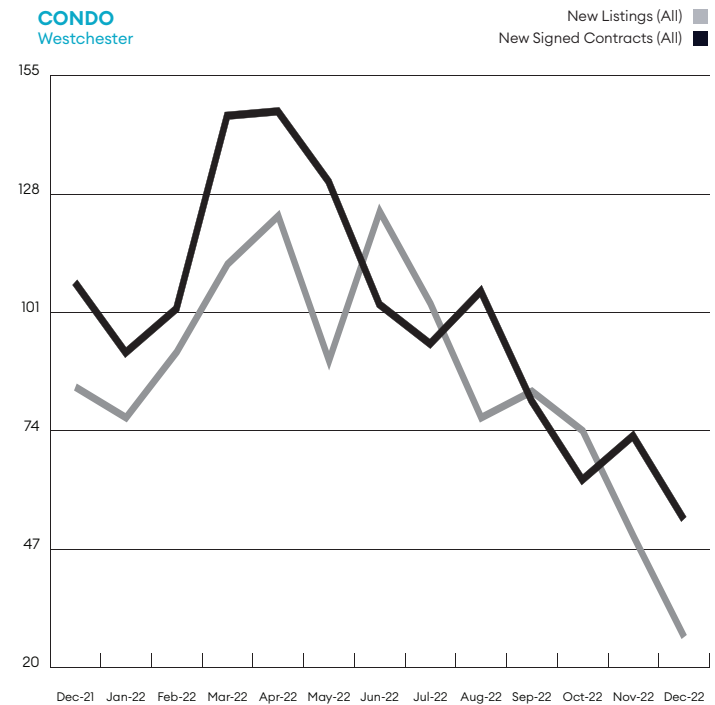
Westchester

"The decline in new listings continued to overpower newly signed contracts. While newly signed contracts fell month over month for the seventh time, new listings have decreased significantly for most of the period."

SINGLE FAMILY MATRIX Westchester	DEC 2022	DEC 2021	%Δ (yr)
New Signed Contracts (All)	221	346	-36.1%
< \$300K	3	3	0.0%
\$300K - \$399K	9	20	-55.0%
\$400K - \$499K	25	44	-43.2%
\$500K - \$599K	32	52	-38.5%
\$600K - \$799K	57	92	-38.0%
\$800K - \$999K	36	41	-12.2%
\$1M - \$1.99M	40	72	-44.4%
≥ \$2M	19	22	-13.6%
New Listings (All)	93	150	-38.0%
< \$300K	2	4	-50.0%
\$300K - \$399K	2	9	-77.8%
\$400K - \$499K	11	13	-15.4%
\$500K - \$599K	12	26	-53.8%
\$600K - \$799K	32	31	3.2%
\$800K - \$999K	11	38	-71.1%
\$1M - \$1.99M	14	23	-39.1%
≥ \$2M	9	6	50.0%



CONDO MATRIX Westchester	DEC 2022	DEC 2021	%Δ (yr)
New Signed Contracts (All)	53	107	-50.5%
< \$200K	0	1	-100.0%
\$200K - \$299K	7	14	-50.0%
\$300K - \$399K	12	27	-55.6%
\$400K - \$499K	13	26	-50.0%
\$500K - \$599K	8	14	-42.9%
\$600K - \$799K	7	16	-56.3%
\$800K - \$999K	2	2	0.0%
≥ \$1M	4	7	-42.9%
New Listings (All)	27	84	-67.9%
< \$200K	2	3	-33.3%
\$200K - \$299K	2	12	-83.3%
\$300K - \$399K	1	29	-96.6%
\$400K - \$499K	9	14	-35.7%
\$500K - \$599K	6	13	-53.8%
\$600K - \$799K	3	5	-40.0%
\$800K - \$999K	0	0	
≥ \$1M	4	8	-50.0%

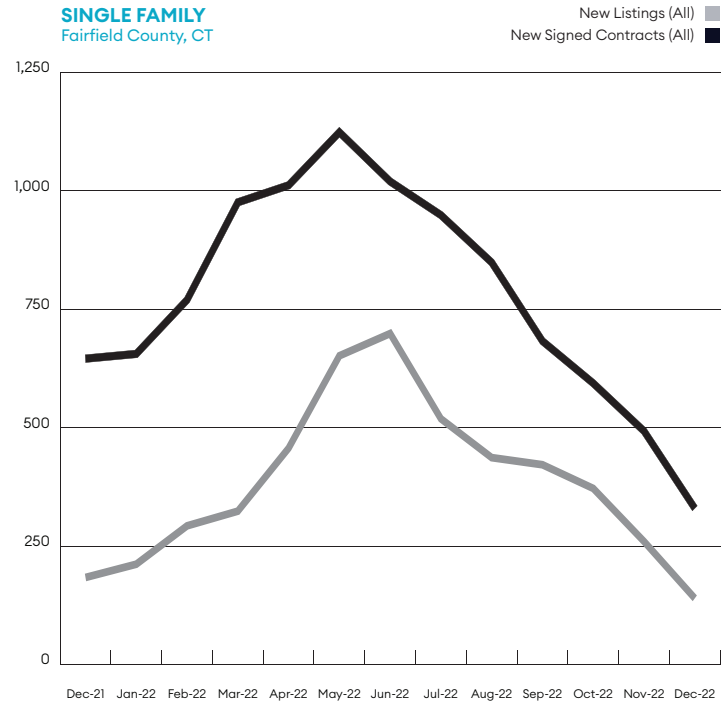


Source: One Key MLS

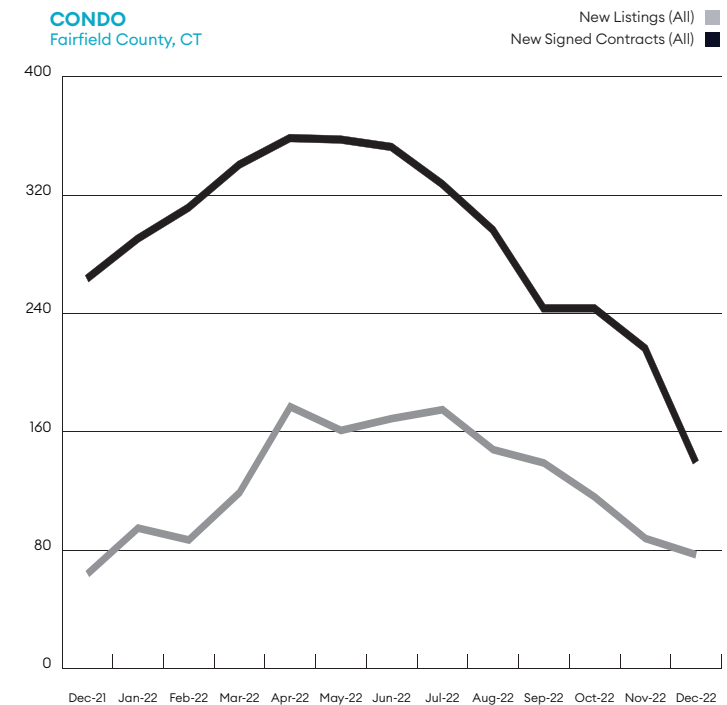
Fairfield County, CT

"The decline in new listings continued to overpower newly signed contracts. While newly signed contracts fell month over month for the seventh time, new listings have decreased significantly for most of the period."

SINGLE FAMILY MATRIX Fairfield County, CT	DEC 2022	DEC 2021	%Δ (yr)
New Signed Contracts (All)	330	646	-48.9%
< \$300K	29	69	-58.0%
\$300K - \$399K	62	116	-46.6%
\$400K - \$499K	60	83	-27.7%
\$500K - \$599K	29	78	-62.8%
\$600K - \$799K	50	105	-52.4%
\$800K - \$999K	26	44	-40.9%
\$1M - \$1.99M	55	101	-45.5%
≥ \$2M	19	50	-62.0%
New Listings (All)	140	184	-23.9%
< \$300K	12	14	-14.3%
\$300K - \$399K	21	36	-41.7%
\$400K - \$499K	16	30	-46.7%
\$500K - \$599K	18	23	-21.7%
\$600K - \$799K	28	26	7.7%
\$800K - \$999K	16	10	60.0%
\$1M - \$1.99M	11	24	-54.2%
≥ \$2M	18	21	-14.3%



CONDO MATRIX Fairfield County, CT	DEC 2022	DEC 2021	%Δ (yr)
New Signed Contracts (All)	137	261	-47.5%
< \$200K	31	73	-57.5%
\$200K - \$299K	33	62	-46.8%
\$300K - \$399K	26	50	-48.0%
\$400K - \$499K	19	34	-44.1%
\$500K - \$599K	9	6	50.0%
\$600K - \$799K	12	20	-40.0%
\$800K - \$999K	2	3	-33.3%
≥ \$1M	5	13	-61.5%
New Listings (All)	77	64	20.3%
< \$200K	20	21	-4.8%
\$200K - \$299K	10	14	-28.6%
\$300K - \$399K	13	16	-18.8%
\$400K - \$499K	4	5	-20.0%
\$500K - \$599K	3	1	200.0%
\$600K - \$799K	15	1	1,400.0%
\$800K - \$999K	4	1	300.0%
≥ \$1M	8	5	60.0%

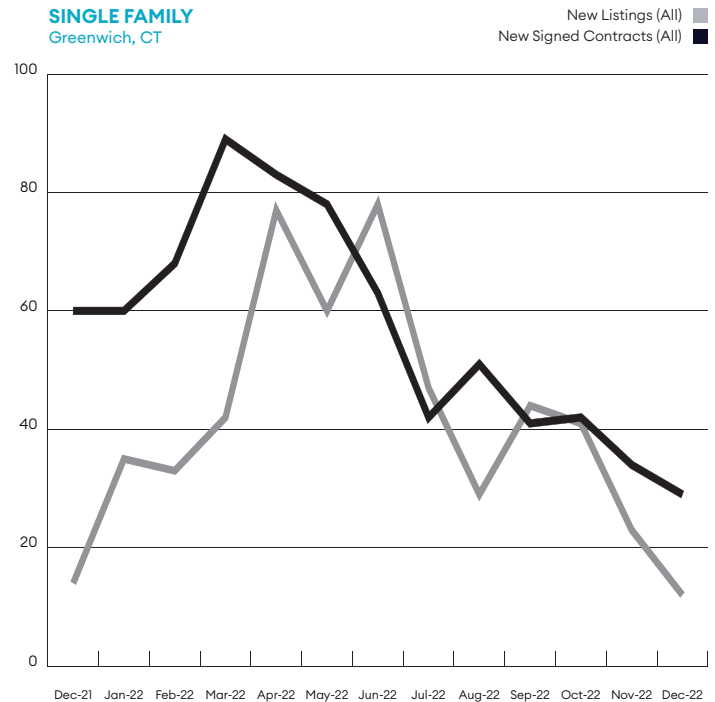


Source: Smart MLS

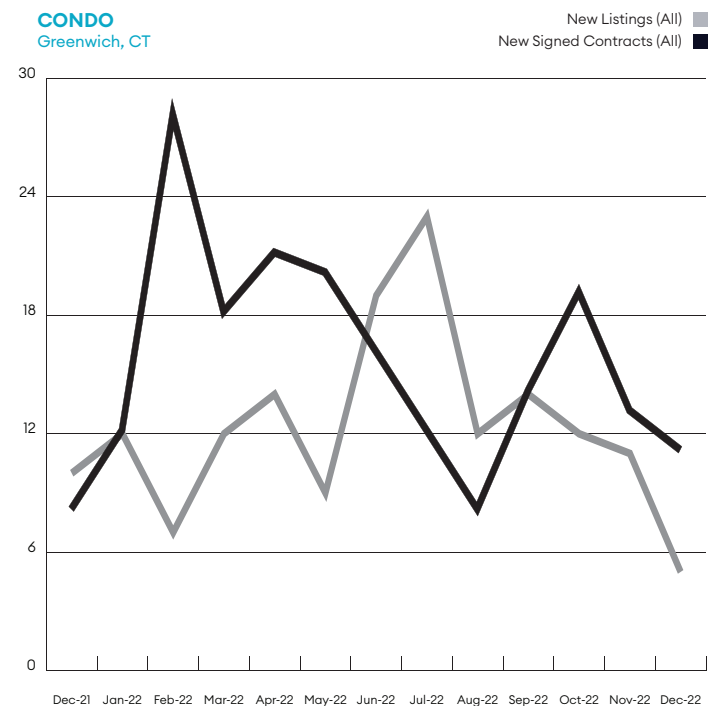
Greenwich, CT

"The decline in new listings continued to overpower newly signed contracts. While newly signed contracts fell month over month for the second time, new listings have fallen at a significantly higher rate during the same period."

SINGLE FAMILY MATRIX Greenwich, CT	DEC 2022	DEC 2021	%Δ (YR)
New Signed Contracts (All)	29	60	-51.7%
< \$500K	0	0	
\$500K - \$999K	5	9	-44.4%
\$1M - \$1.99M	9	18	-50.0%
\$2M - \$3.99M	8	21	-61.9%
\$4M - \$4.99M	2	5	-60.0%
\$5M - \$9.99M	5	7	-28.6%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	12	14	-14.3%
< \$500K	0	0	
\$500K - \$999K	4	2	100.0%
\$1M - \$1.99M	3	2	50.0%
\$2M - \$3.99M	2	5	-60.0%
\$4M - \$4.99M	0	2	-100.0%
\$5M - \$9.99M	3	3	0.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	



CONDO MATRIX Greenwich, CT	DEC 2022	DEC 2021	%Δ (YR)
New Signed Contracts (All)	11	8	37.5%
< \$500K	1	1	0.0%
\$500K - \$999K	8	6	33.3%
\$1M - \$1.99M	1	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)	5	10	-50.0%
< \$500K	0	1	-100.0%
\$500K - \$999K	3	7	-57.1%
\$1M - \$1.99M	2	1	100.0%
\$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: Greenwich MLS

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

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