

Elliman Report

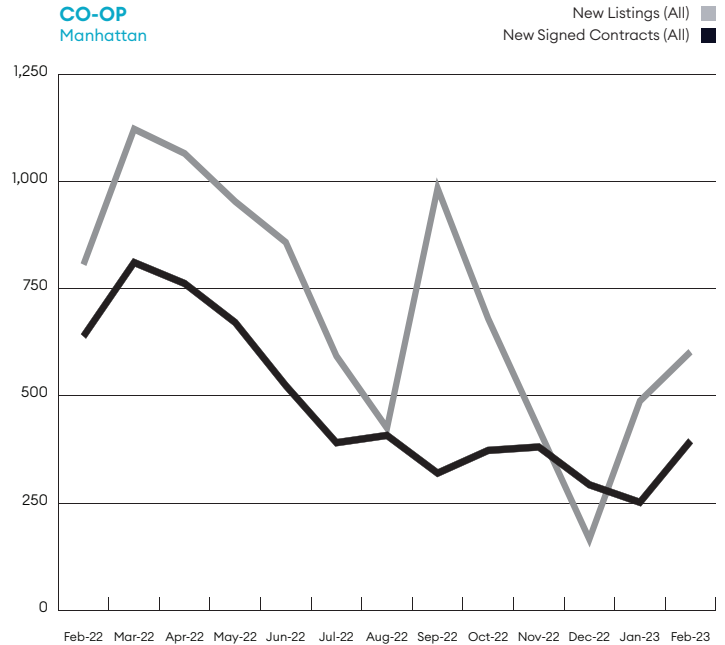
New York

February 2023 New Signed Contracts

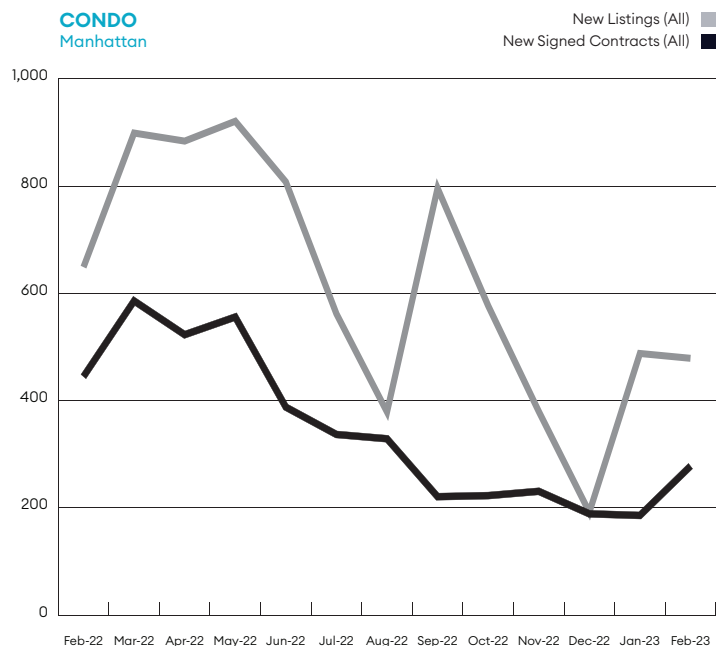
Manhattan

"The number of newly signed contracts surged monthly as new listings expanded for the second month."

CO-OP MATRIX Manhattan	FEB 2023	FEB 2022	%Δ (YR)
New Signed Contracts (All)	395	639	-38.2%
< \$500K	63	112	-43.8%
\$500K - \$999K	150	275	-45.5%
\$1M - \$1.99M	109	150	-27.3%
\$2M - \$3.99M	47	72	-34.7%
\$4M - \$4.99M	7	15	-53.3%
\$5M - \$9.99M	13	10	30.0%
\$10M - \$19.99M	4	5	-20.0%
≥ \$20M	2	0	
New Listings (All)	603	806	-25.2%
< \$500K	92	130	-29.2%
\$500K - \$999K	230	329	-30.1%
\$1M - \$1.99M	149	190	-21.6%
\$2M - \$3.99M	84	107	-21.5%
\$4M - \$4.99M	14	16	-12.5%
\$5M - \$9.99M	24	24	0.0%
\$10M - \$19.99M	8	7	14.3%
≥ \$20M	2	3	-33.3%



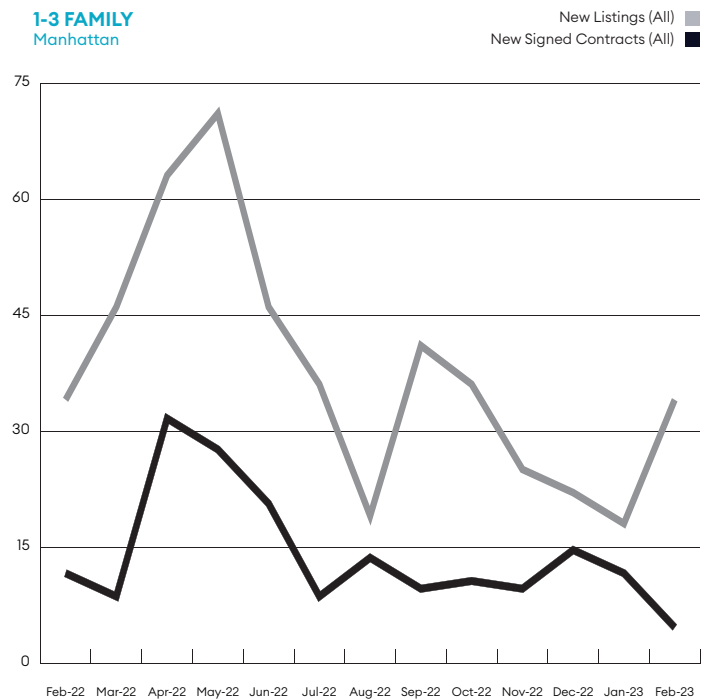
CONDO MATRIX Manhattan	FEB 2023	FEB 2022	%Δ (YR)
New Signed Contracts (All)	278	445	-37.5%
< \$500K	6	3	100.0%
\$500K - \$999K	59	96	-38.5%
\$1M - \$1.99M	93	125	-25.6%
\$2M - \$3.99M	67	135	-50.4%
\$4M - \$4.99M	19	21	-9.5%
\$5M - \$9.99M	26	47	-44.7%
\$10M - \$19.99M	8	15	-46.7%
≥ \$20M	0	3	-100.0%
New Listings (All)	479	649	-26.2%
< \$500K	9	11	-18.2%
\$500K - \$999K	100	163	-38.7%
\$1M - \$1.99M	143	196	-27.0%
\$2M - \$3.99M	127	148	-14.2%
\$4M - \$4.99M	32	35	-8.6%
\$5M - \$9.99M	46	67	-31.3%
\$10M - \$19.99M	14	18	-22.2%
≥ \$20M	8	11	-27.3%



Manhattan (continued)

1-3 FAMILY MATRIX Manhattan	FEB 2023	FEB 2022	%Δ (yr)
New Signed Contracts (All)	4	11	-63.6%
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	0	1	-100.0%
\$2M - \$3.99M	1	1	0.0%
\$4M - \$4.99M	1	1	0.0%
\$5M - \$9.99M	1	4	-75.0%
\$10M - \$19.99M	1	4	-75.0%
≥ \$20M	0	0	
New Listings (All)	33	33	0.0%
< \$500K	0	0	
\$500K - \$999K	3	0	
\$1M - \$1.99M	2	1	100.0%
\$2M - \$3.99M	6	6	0.0%
\$4M - \$4.99M	6	3	100.0%
\$5M - \$9.99M	11	14	-21.4%
\$10M - \$19.99M	4	8	-50.0%
≥ \$20M	1	1	0.0%

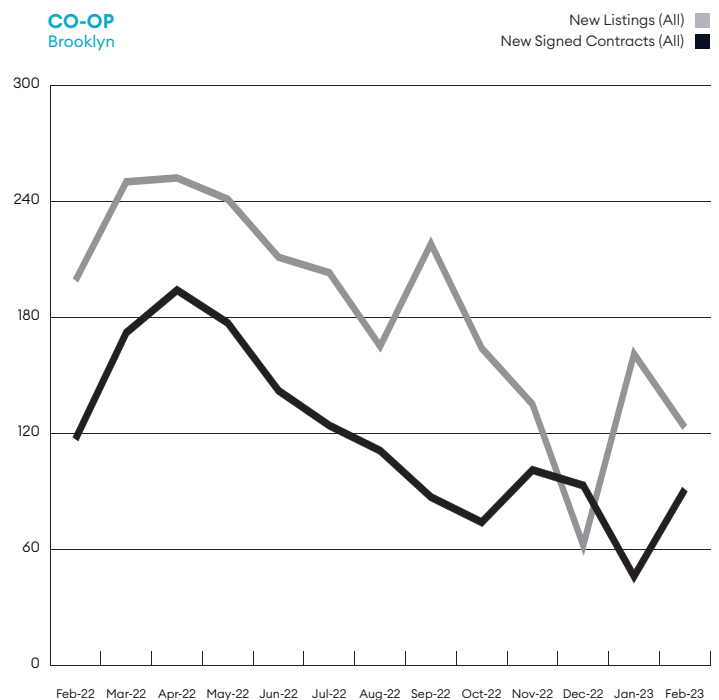
Source: REBNY



Brooklyn

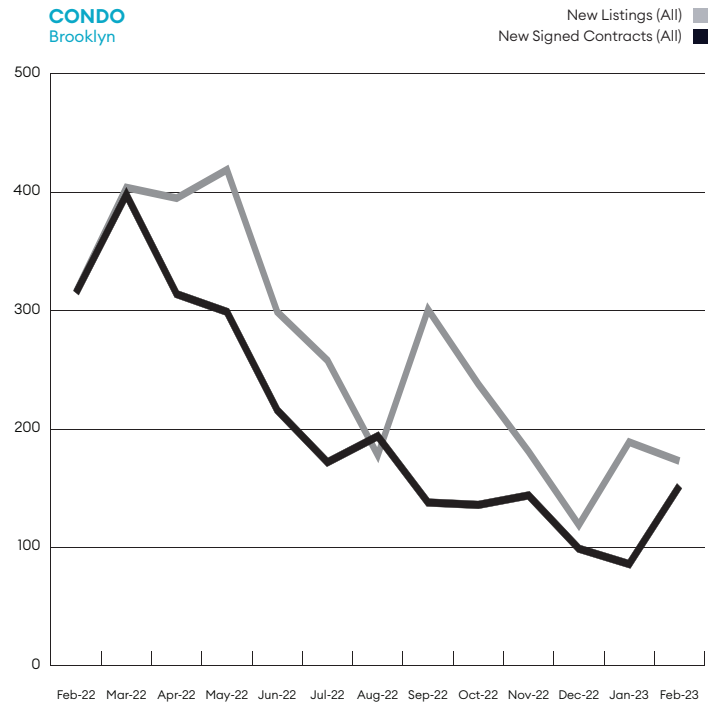
"The number of newly signed contracts surged monthly as new listings declined for the fourth time in five months."

CO-OP MATRIX Brooklyn	FEB 2023	FEB 2022	%Δ (yr)
New Signed Contracts (All)	91	117	-22.2%
< \$500K	37	46	-19.6%
\$500K - \$999K	30	54	-44.4%
\$1M - \$1.99M	17	14	21.4%
\$2M - \$3.99M	7	2	250.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	1	-100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	123	199	-38.2%
< \$500K	64	110	-41.8%
\$500K - \$999K	44	66	-33.3%
\$1M - \$1.99M	11	20	-45.0%
\$2M - \$3.99M	4	3	33.3%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

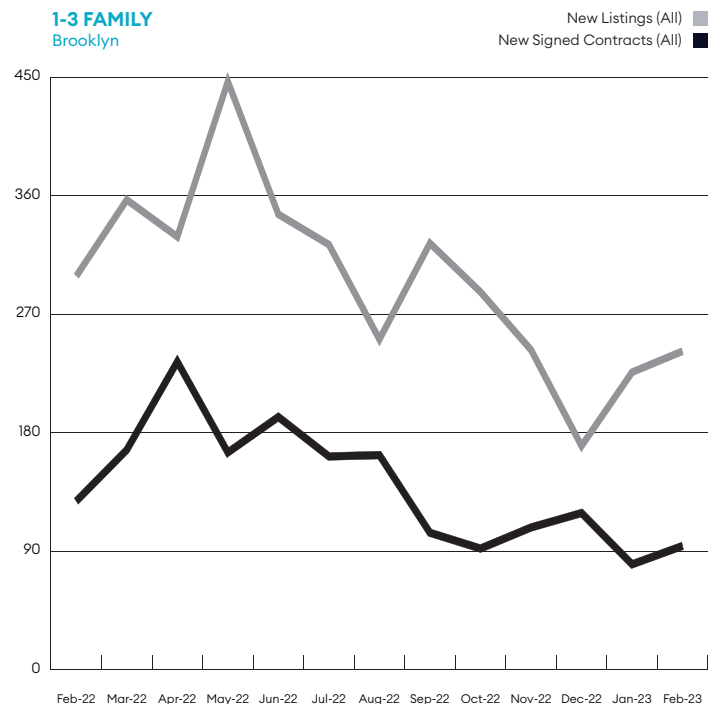


Brooklyn (continued)

CONDO MATRIX Brooklyn	FEB 2023	FEB 2022	%Δ (yr)
New Signed Contracts (All)	152	315	-51.7%
< \$500K	15	14	7.1%
\$500K - \$999K	68	109	-37.6%
\$1M - \$1.99M	48	128	-62.5%
\$2M - \$3.99M	20	49	-59.2%
\$4M - \$4.99M	1	7	-85.7%
\$5M - \$9.99M	0	7	-100.0%
\$10M - \$19.99M	0	1	-100.0%
≥ \$20M	0	0	
New Listings (All)	173	316	-45.3%
< \$500K	9	17	-47.1%
\$500K - \$999K	71	136	-47.8%
\$1M - \$1.99M	59	83	-28.9%
\$2M - \$3.99M	23	63	-63.5%
\$4M - \$4.99M	3	6	-50.0%
\$5M - \$9.99M	8	11	-27.3%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	



1-3 FAMILY MATRIX Brooklyn	FEB 2023	FEB 2022	%Δ (yr)
New Signed Contracts (All)	94	128	-26.6%
< \$500K	1	1	0.0%
\$500K - \$999K	24	33	-27.3%
\$1M - \$1.99M	39	54	-27.8%
\$2M - \$3.99M	28	29	-3.4%
\$4M - \$4.99M	1	5	-80.0%
\$5M - \$9.99M	1	5	-80.0%
\$10M - \$19.99M	0	1	-100.0%
≥ \$20M	0	0	
New Listings (All)	242	299	-19.1%
< \$500K	4	8	-50.0%
\$500K - \$999K	88	90	-2.2%
\$1M - \$1.99M	98	131	-25.2%
\$2M - \$3.99M	38	55	-30.9%
\$4M - \$4.99M	4	5	-20.0%
\$5M - \$9.99M	7	10	-30.0%
\$10M - \$19.99M	3	0	
≥ \$20M	0	0	

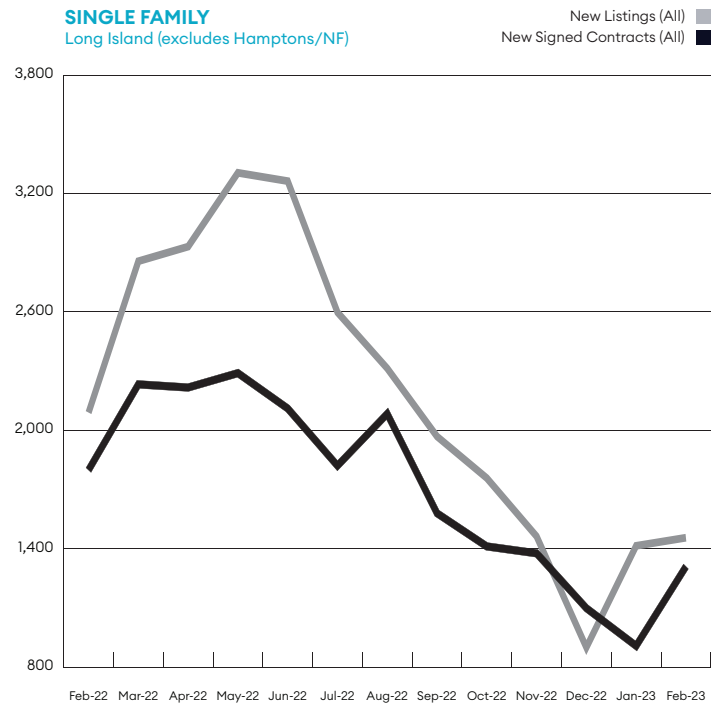


Source: REBNY

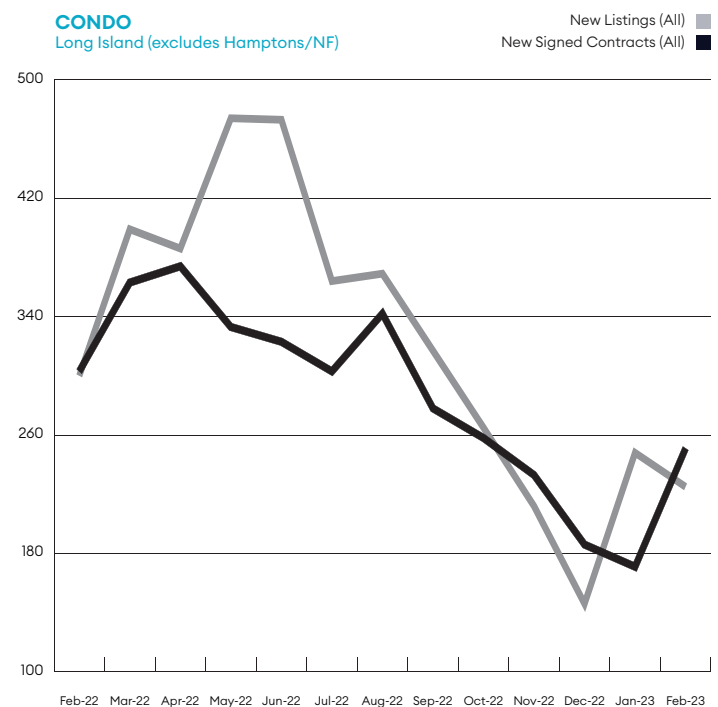
Long Island (excludes Hamptons/North Fork)

"The number of newly signed contracts surged monthly as new listings expanded for the second time."

SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	FEB 2023	FEB 2022	%Δ (YR)
New Signed Contracts (All)	1,310	1,799	-27.2%
< \$200K	25	37	-32.4%
\$200K - \$299K	101	125	-19.2%
\$300K - \$399K	204	325	-37.2%
\$400K - \$499K	286	384	-25.5%
\$500K - \$599K	375	478	-21.5%
\$600K - \$799K	124	176	-29.5%
\$800K - \$999K	150	220	-31.8%
≥ \$1M	45	54	-16.7%
New Listings (All)	1,456	2,090	-30.3%
< \$200K	24	36	-33.3%
\$200K - \$299K	77	119	-35.3%
\$300K - \$399K	205	357	-42.6%
\$400K - \$499K	296	428	-30.8%
\$500K - \$599K	393	548	-28.3%
\$600K - \$799K	157	243	-35.4%
\$800K - \$999K	201	240	-16.3%
≥ \$1M	103	119	-13.4%



CONDO MATRIX Long Island (excludes Hamptons/NF)	FEB 2023	FEB 2022	%Δ (YR)
New Signed Contracts (All)	251	303	-17.2%
< \$200K	33	51	-35.3%
\$200K - \$299K	54	57	-5.3%
\$300K - \$399K	56	75	-25.3%
\$400K - \$499K	33	42	-21.4%
\$500K - \$599K	33	24	37.5%
\$600K - \$799K	28	25	12.0%
\$800K - \$999K	3	13	-76.9%
≥ \$1M	11	16	-31.3%
New Listings (All)	225	300	-25.0%
< \$200K	19	33	-42.4%
\$200K - \$299K	49	63	-22.2%
\$300K - \$399K	56	56	0.0%
\$400K - \$499K	34	47	-27.7%
\$500K - \$599K	26	32	-18.8%
\$600K - \$799K	22	34	-35.3%
\$800K - \$999K	15	19	-21.1%
≥ \$1M	4	16	-75.0%

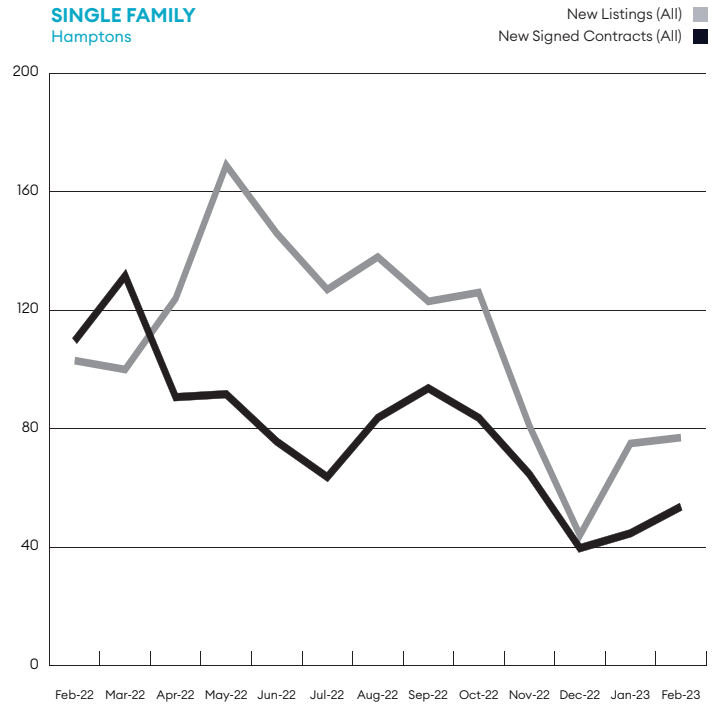


Source: One Key MLS

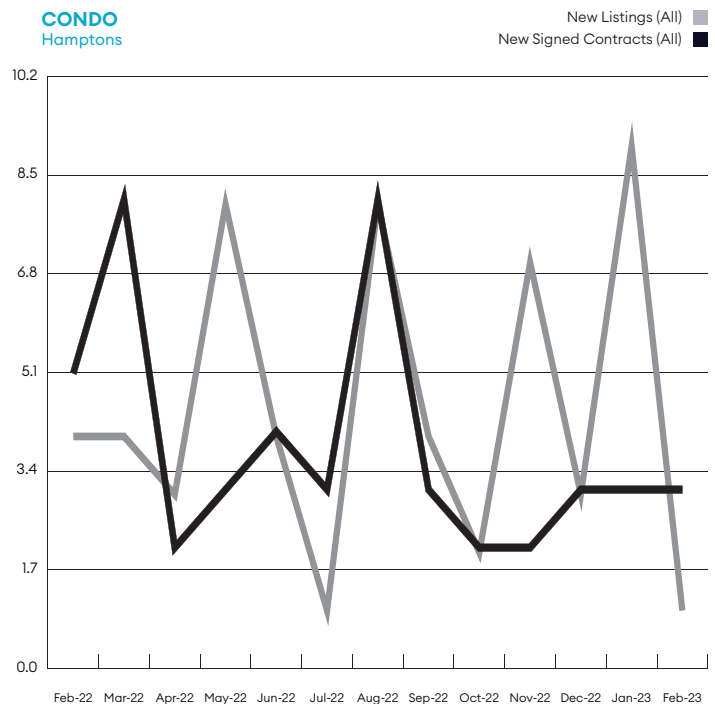
Hamptons

"The number of newly signed contracts surged monthly as new listings declined."

SINGLE FAMILY MATRIX Hamptons	FEB 2023	FEB 2022	%Δ (yr)
New Signed Contracts (All)	52	108	-51.9%
< \$500K	1	0	
\$500K - \$999K	7	11	-36.4%
\$1M - \$1.99M	19	36	-47.2%
\$2M - \$3.99M	16	39	-59.0%
\$4M - \$4.99M	5	8	-37.5%
\$5M - \$9.99M	2	11	-81.8%
\$10M - \$19.99M	2	3	-33.3%
≥ \$20M	0	0	
New Listings (All)	77	103	-25.2%
< \$500K	0	0	
\$500K - \$999K	4	11	-63.6%
\$1M - \$1.99M	18	25	-28.0%
\$2M - \$3.99M	25	34	-26.5%
\$4M - \$4.99M	7	6	16.7%
\$5M - \$9.99M	11	19	-42.1%
\$10M - \$19.99M	11	5	120.0%
≥ \$20M	1	3	-66.7%



CONDO MATRIX Hamptons	FEB 2023	FEB 2022	%Δ (yr)
New Signed Contracts (All)	3	5	-40.0%
< \$500K	0	1	-100.0%
\$500K - \$999K	1	1	0.0%
\$1M - \$1.99M	2	1	100.0%
\$2M - \$3.99M	0	2	-100.0%
\$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	0	
\$500K - \$999K	0	2	-100.0%
\$1M - \$1.99M	1	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	



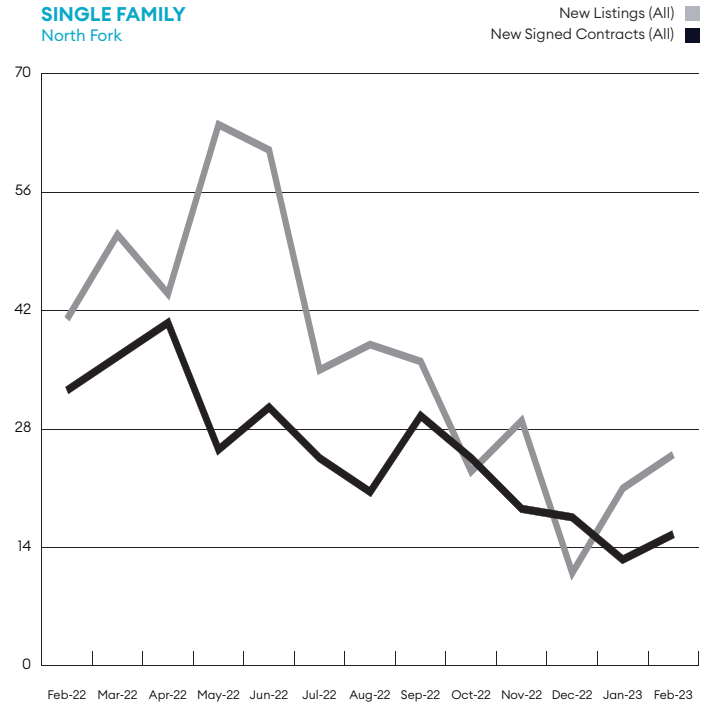
Source: East End LI MLS

North Fork

"The number of newly signed contracts surged monthly as new listings expanded for the second month."

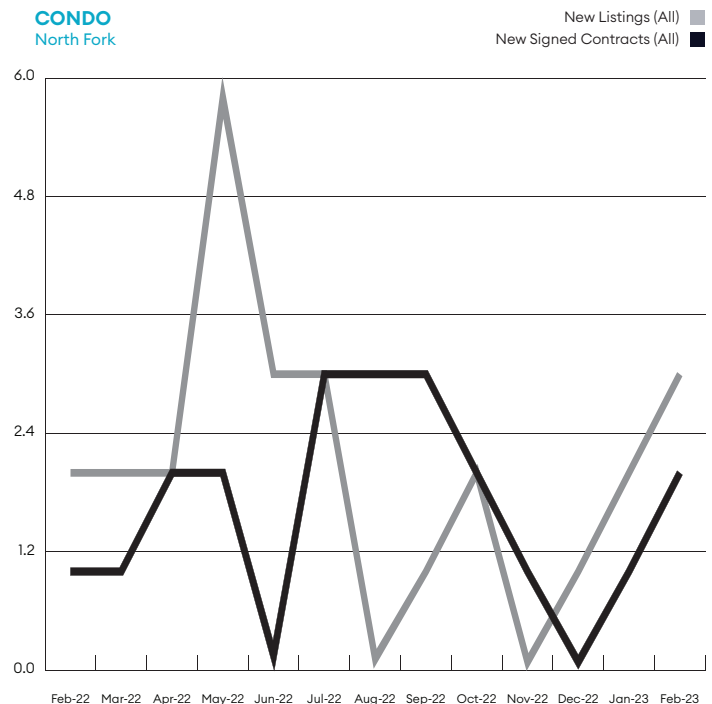
SINGLE FAMILY MATRIX North Fork	FEB 2023	FEB 2022	%Δ (YR)
New Signed Contracts (All)	15	32	-53.1%
< \$500K	1	0	
\$500K - \$999K	8	18	-55.6%
\$1M - \$1.99M	6	13	-53.8%
\$2M - \$3.99M	0	1	-100.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	25	41	-39.0%
< \$500K	0	0	
\$500K - \$999K	6	27	-77.8%
\$1M - \$1.99M	8	11	-27.3%
\$2M - \$3.99M	9	3	200.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	1	0	
\$10M - \$19.99M	1	0	
≥ \$20M	0	0	

SINGLE FAMILY
North Fork



CONDO MATRIX North Fork	FEB 2023	FEB 2022	%Δ (YR)
New Signed Contracts (All)	2	1	100.0%
< \$500K	2	0	
\$500K - \$999K	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	
New Listings (All)	3	2	50.0%
< \$500K	1	0	
\$500K - \$999K	2	2	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	

CONDO
North Fork

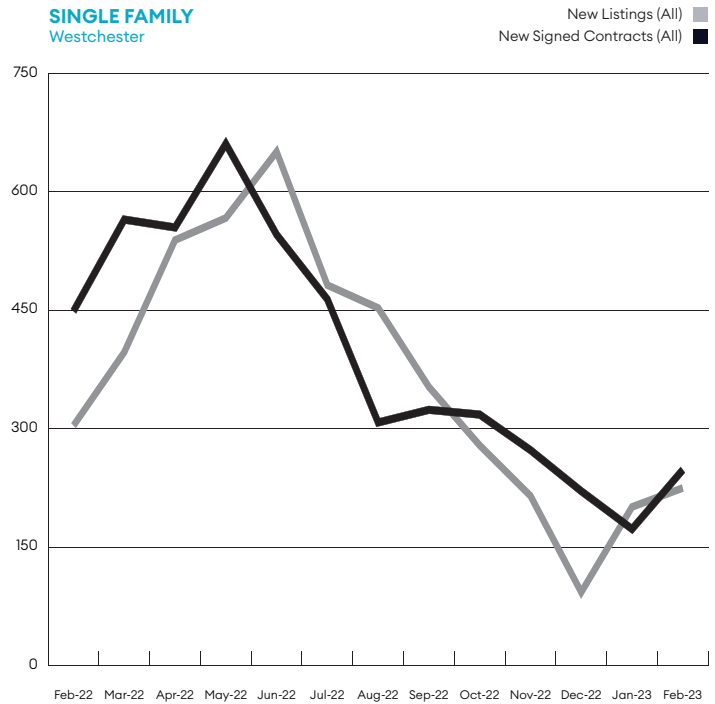


Source: One Key MLS

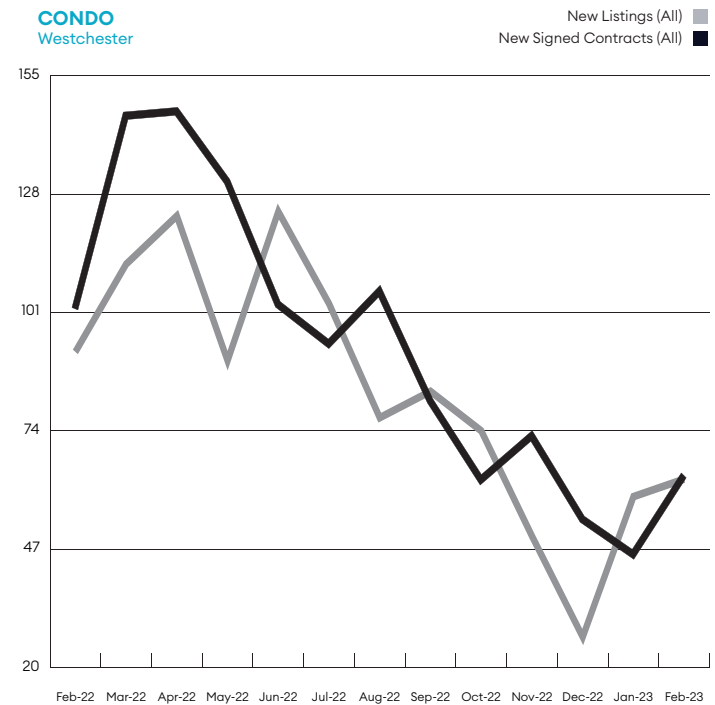
Westchester

"The number of newly signed contracts surged monthly as new listings expanded for the second month."

SINGLE FAMILY MATRIX Westchester	FEB 2023	FEB 2022	%Δ (YR)
New Signed Contracts (All)	248	449	-44.8%
< \$300K	4	2	100.0%
\$300K - \$399K	8	14	-42.9%
\$400K - \$499K	20	32	-37.5%
\$500K - \$599K	30	48	-37.5%
\$600K - \$799K	56	102	-45.1%
\$800K - \$999K	36	66	-45.5%
\$1M - \$1.99M	60	117	-48.7%
≥ \$2M	34	68	-50.0%
New Listings (All)	225	304	-26.0%
< \$300K	0	1	-100.0%
\$300K - \$399K	8	9	-11.1%
\$400K - \$499K	9	21	-57.1%
\$500K - \$599K	25	39	-35.9%
\$600K - \$799K	59	78	-24.4%
\$800K - \$999K	25	49	-49.0%
\$1M - \$1.99M	63	62	1.6%
≥ \$2M	36	45	-20.0%



CONDO MATRIX Westchester	FEB 2023	FEB 2022	%Δ (YR)
New Signed Contracts (All)	63	101	-37.6%
< \$200K	0	2	-100.0%
\$200K - \$299K	7	15	-53.3%
\$300K - \$399K	15	29	-48.3%
\$400K - \$499K	12	21	-42.9%
\$500K - \$599K	9	13	-30.8%
\$600K - \$799K	11	13	-15.4%
\$800K - \$999K	5	4	25.0%
≥ \$1M	4	4	0.0%
New Listings (All)	63	92	-31.5%
< \$200K	0	1	-100.0%
\$200K - \$299K	4	22	-81.8%
\$300K - \$399K	10	22	-54.5%
\$400K - \$499K	20	18	11.1%
\$500K - \$599K	7	6	16.7%
\$600K - \$799K	13	10	30.0%
\$800K - \$999K	0	5	-100.0%
≥ \$1M	9	8	12.5%

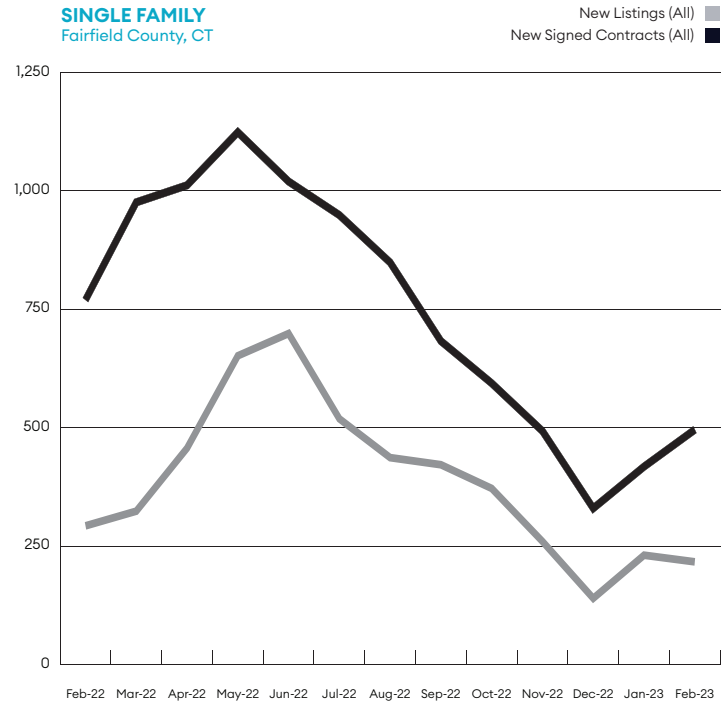


Source: One Key MLS

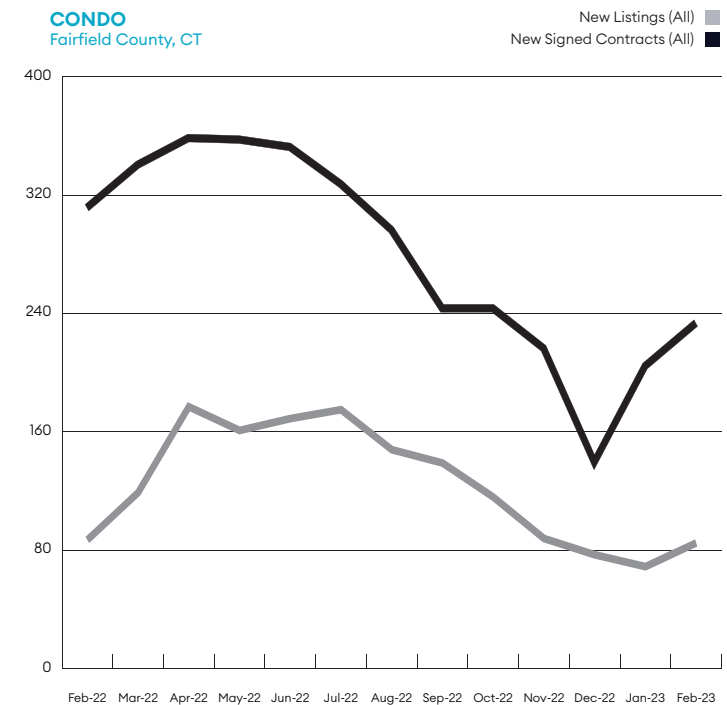
Fairfield County, CT

"The number of newly signed contracts surged month over month for the second time as new listings expanded for the second month."

SINGLE FAMILY MATRIX Fairfield County, CT	FEB 2023	FEB 2022	%Δ (YR)
New Signed Contracts (All)	496	770	-35.6%
< \$300K	36	77	-53.2%
\$300K - \$399K	69	96	-28.1%
\$400K - \$499K	76	106	-28.3%
\$500K - \$599K	61	94	-35.1%
\$600K - \$799K	84	142	-40.8%
\$800K - \$999K	44	56	-21.4%
\$1M - \$1.99M	77	136	-43.4%
≥ \$2M	49	63	-22.2%
New Listings (All)	217	293	-25.9%
< \$300K	12	25	-52.0%
\$300K - \$399K	23	33	-30.3%
\$400K - \$499K	17	25	-32.0%
\$500K - \$599K	20	24	-16.7%
\$600K - \$799K	28	46	-39.1%
\$800K - \$999K	21	30	-30.0%
\$1M - \$1.99M	47	56	-16.1%
≥ \$2M	49	54	-9.3%



CONDO MATRIX Fairfield County, CT	FEB 2023	FEB 2022	%Δ (YR)
New Signed Contracts (All)	231	309	-25.2%
< \$200K	48	76	-36.8%
\$200K - \$299K	53	69	-23.2%
\$300K - \$399K	42	63	-33.3%
\$400K - \$499K	24	38	-36.8%
\$500K - \$599K	20	13	53.8%
\$600K - \$799K	25	28	-10.7%
\$800K - \$999K	4	10	-60.0%
≥ \$1M	15	12	25.0%
New Listings (All)	85	87	-2.3%
< \$200K	18	23	-21.7%
\$200K - \$299K	13	21	-38.1%
\$300K - \$399K	16	14	14.3%
\$400K - \$499K	14	12	16.7%
\$500K - \$599K	5	3	66.7%
\$600K - \$799K	9	5	80.0%
\$800K - \$999K	4	4	0.0%
≥ \$1M	6	5	20.0%

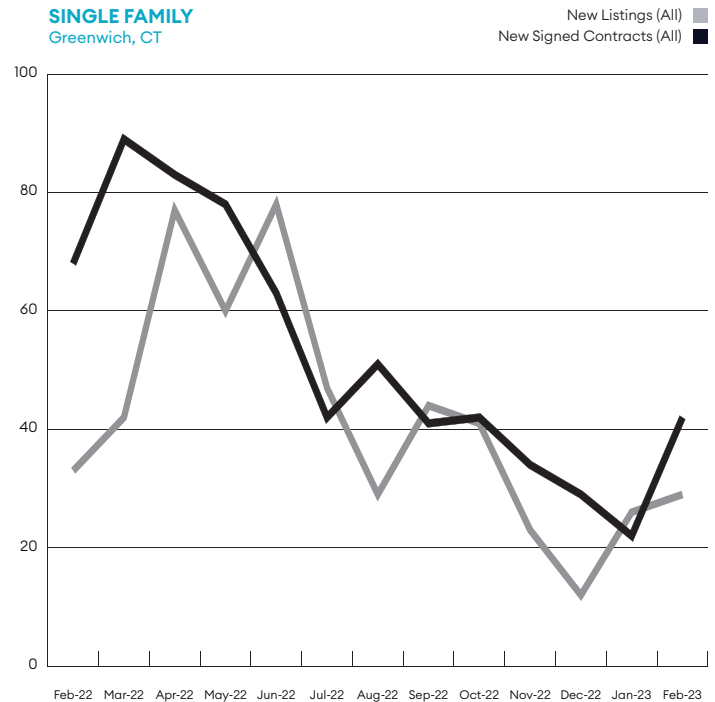


Source: Smart MLS

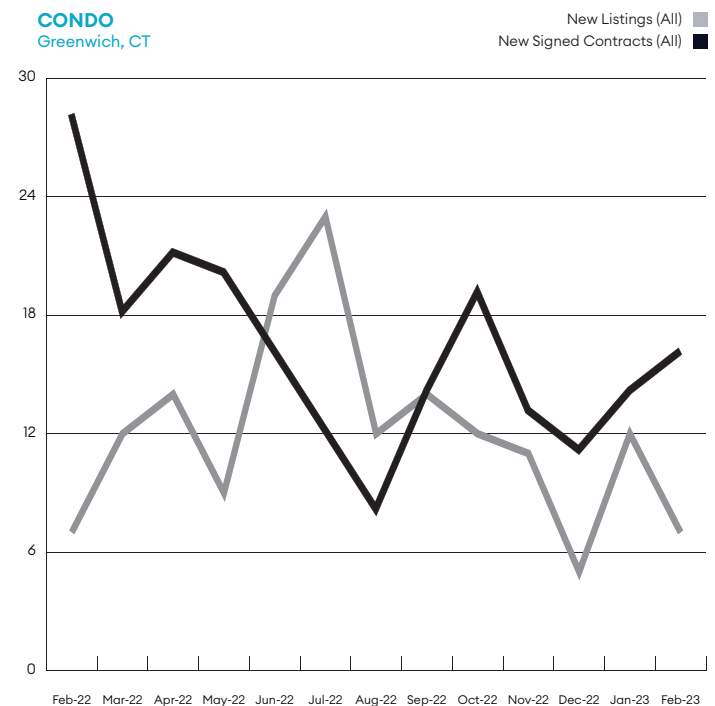
Greenwich, CT

"The number of newly signed contracts surged monthly as new listings declined."

SINGLE FAMILY MATRIX Greenwich, CT	FEB 2023	FEB 2022	%Δ (YR)
New Signed Contracts (All)	42	68	-38.2%
< \$500K	0	0	
\$500K - \$999K	5	10	-50.0%
\$1M - \$1.99M	14	23	-39.1%
\$2M - \$3.99M	12	24	-50.0%
\$4M - \$4.99M	2	7	-71.4%
\$5M - \$9.99M	6	3	100.0%
\$10M - \$19.99M	3	1	200.0%
≥ \$20M	0	0	
New Listings (All)	29	33	-12.1%
< \$500K	0	0	
\$500K - \$999K	2	3	-33.3%
\$1M - \$1.99M	4	7	-42.9%
\$2M - \$3.99M	9	12	-25.0%
\$4M - \$4.99M	5	4	25.0%
\$5M - \$9.99M	7	7	0.0%
\$10M - \$19.99M	1	0	
≥ \$20M	1	0	



CONDO MATRIX Greenwich, CT	FEB 2023	FEB 2022	%Δ (YR)
New Signed Contracts (All)	16	28	-42.9%
< \$500K	0	2	-100.0%
\$500K - \$999K	10	15	-33.3%
\$1M - \$1.99M	4	7	-42.9%
\$2M - \$3.99M	2	2	0.0%
\$4M - \$4.99M	0	2	-100.0%
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	7	7	0.0%
< \$500K	1	1	0.0%
\$500K - \$999K	3	4	-25.0%
\$1M - \$1.99M	2	2	0.0%
\$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
Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

Douglas Elliman Real Estate
575 Madison Avenue, New York, NY 10022
212.891.7000 • elliman.com

Miller Samuel Real Estate Appraisers & Consultants
21 West 38th Street, New York, NY 10018
212.768.8100 • millersamuel.com