

Elliman Report

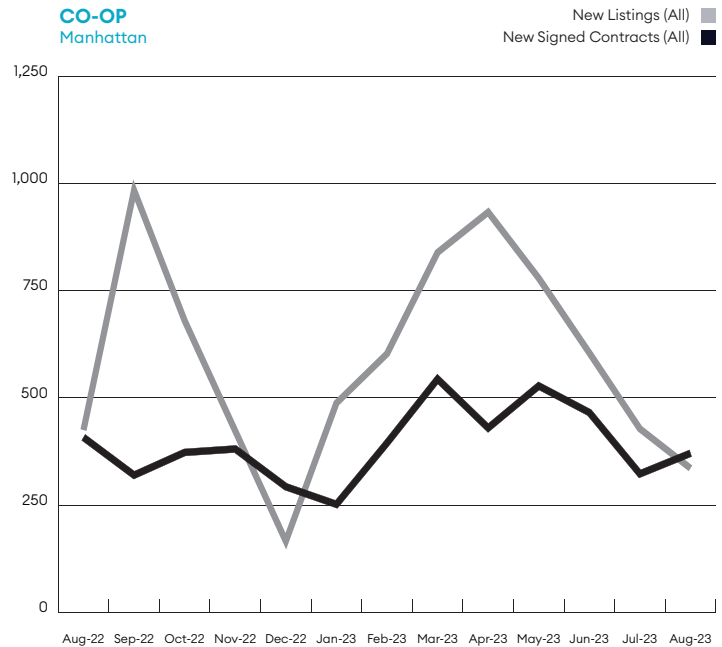
New York

August 2023 New Signed Contracts

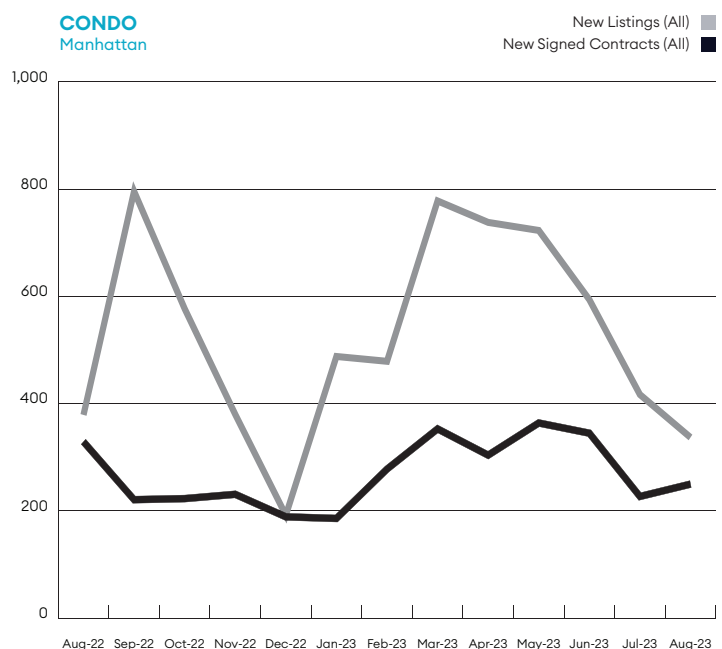
Manhattan

"The year over year decline in newly signed contracts still reflected the momentum of last year's pandemic-era housing boom despite sharply rising mortgage rates, yet new listings declined annually for the past thirteen months, keeping the market pace brisk."

CO-OP MATRIX Manhattan	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	371	408	-9.1%
< \$500K	64	102	-37.3%
\$500K - \$999K	160	159	0.6%
\$1M - \$1.99M	100	102	-2.0%
\$2M - \$3.99M	34	37	-8.1%
\$4M - \$4.99M	6	5	20.0%
\$5M - \$9.99M	5	2	150.0%
\$10M - \$19.99M	2	1	100.0%
≥ \$20M	0	0	
New Listings (All)	336	425	-20.9%
< \$500K	65	99	-34.3%
\$500K - \$999K	146	193	-24.4%
\$1M - \$1.99M	73	93	-21.5%
\$2M - \$3.99M	30	29	3.4%
\$4M - \$4.99M	10	5	100.0%
\$5M - \$9.99M	10	4	150.0%
\$10M - \$19.99M	1	0	
≥ \$20M	1	2	-50.0%



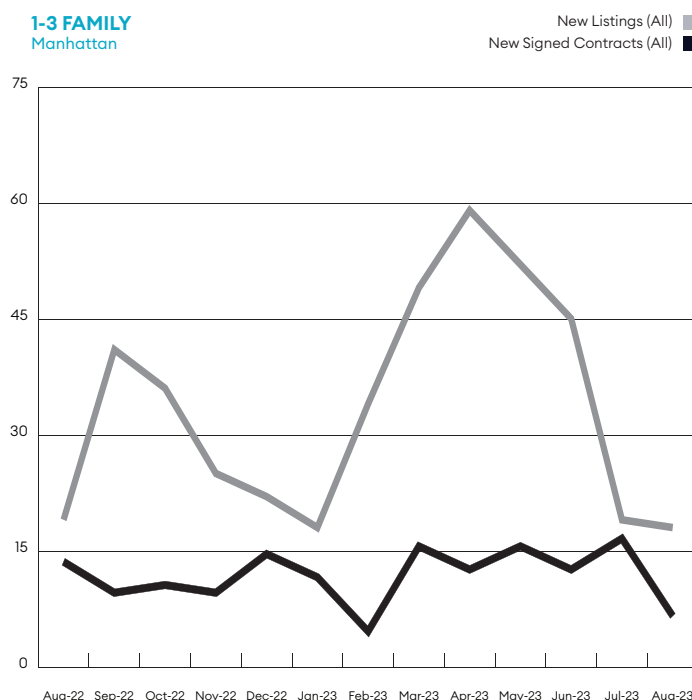
CONDO MATRIX Manhattan	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	250	329	-24.0%
< \$500K	6	3	100.0%
\$500K - \$999K	62	87	-28.7%
\$1M - \$1.99M	91	125	-27.2%
\$2M - \$3.99M	54	68	-20.6%
\$4M - \$4.99M	11	14	-21.4%
\$5M - \$9.99M	18	22	-18.2%
\$10M - \$19.99M	5	10	-50.0%
≥ \$20M	3	0	
New Listings (All)	337	379	-11.1%
< \$500K	7	15	-53.3%
\$500K - \$999K	72	86	-16.3%
\$1M - \$1.99M	98	125	-21.6%
\$2M - \$3.99M	82	83	-1.2%
\$4M - \$4.99M	21	19	10.5%
\$5M - \$9.99M	43	32	34.4%
\$10M - \$19.99M	11	13	-15.4%
≥ \$20M	3	6	-50.0%



Manhattan (continued)

1-3 FAMILY MATRIX Manhattan	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	6	13	-53.8%
< \$500K	0	0	
\$500K - \$999K	0	1	-100.0%
\$1M - \$1.99M	1	0	
\$2M - \$3.99M	2	3	-33.3%
\$4M - \$4.99M	0	1	-100.0%
\$5M - \$9.99M	2	6	-66.7%
\$10M - \$19.99M	1	1	0.0%
≥ \$20M	0	1	-100.0%
New Listings (All)	17	18	-5.6%
< \$500K	0	0	
\$500K - \$999K	1	1	0.0%
\$1M - \$1.99M	1	4	-75.0%
\$2M - \$3.99M	3	3	0.0%
\$4M - \$4.99M	0	1	-100.0%
\$5M - \$9.99M	4	4	0.0%
\$10M - \$19.99M	4	3	33.3%
≥ \$20M	4	2	100.0%

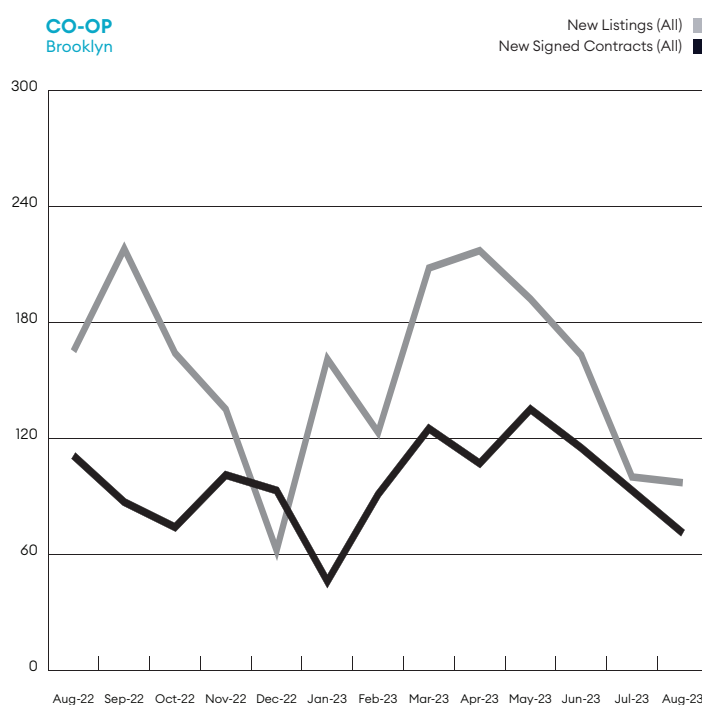
Source: REBNY



Brooklyn

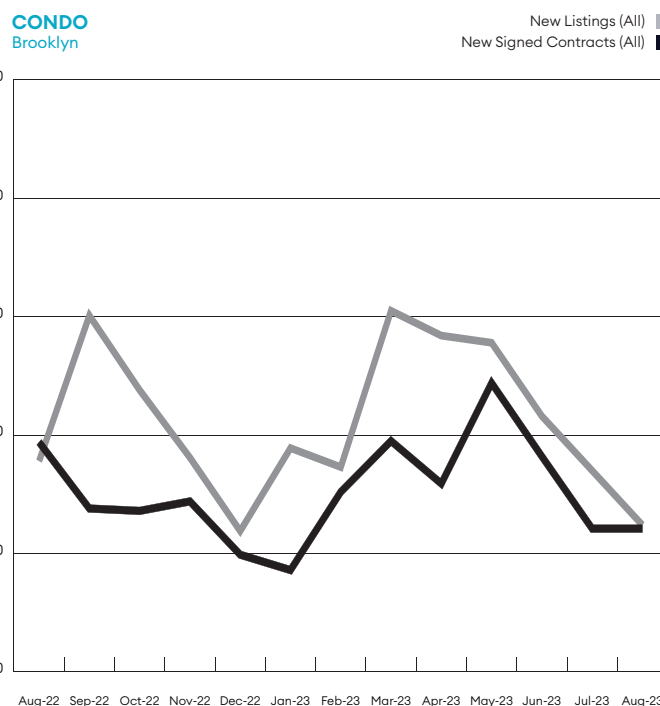
"The year over year decline in newly signed contracts still reflected the momentum of last year's pandemic-era housing boom despite sharply rising mortgage rates, yet new listings declined much faster during the same period, keeping the market pace brisk."

CO-OP MATRIX Brooklyn	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	71	111	-36.0%
< \$500K	32	64	-50.0%
\$500K - \$999K	24	31	-22.6%
\$1M - \$1.99M	12	13	-7.7%
\$2M - \$3.99M	3	3	0.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	97	165	-41.2%
< \$500K	52	106	-50.9%
\$500K - \$999K	30	49	-38.8%
\$1M - \$1.99M	9	10	-10.0%
\$2M - \$3.99M	6	0	
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

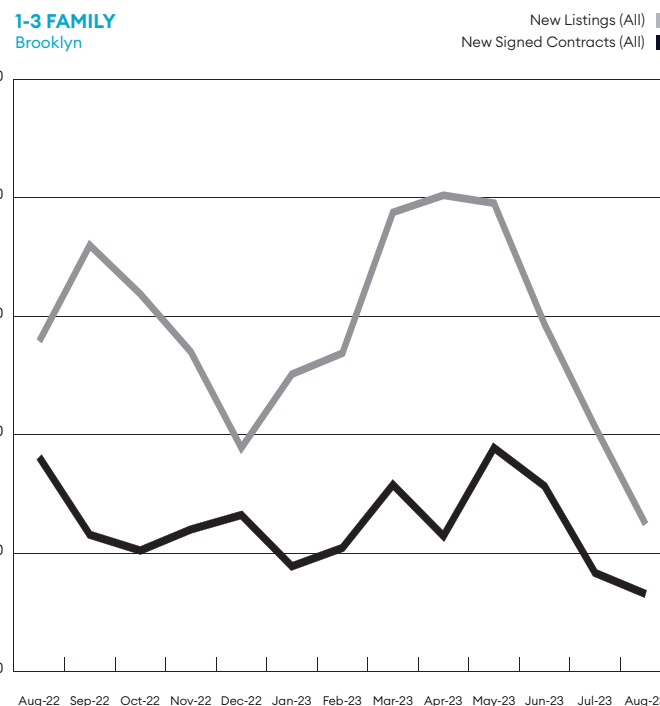


Brooklyn (continued)

CONDO MATRIX Brooklyn	AUG 2023	AUG 2022	%Δ (yr)
New Signed Contracts (All)	121	194	-37.6%
< \$500K	7	13	-46.2%
\$500K – \$999K	47	72	-34.7%
\$1M – \$1.99M	57	75	-24.0%
\$2M – \$3.99M	9	30	-70.0%
\$4M – \$4.99M	1	3	-66.7%
\$5M – \$9.99M	0	1	-100.0%
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	124	178	-30.3%
< \$500K	8	23	-65.2%
\$500K – \$999K	52	83	-37.3%
\$1M – \$1.99M	44	52	-15.4%
\$2M – \$3.99M	14	16	-12.5%
\$4M – \$4.99M	4	2	100.0%
\$5M – \$9.99M	2	2	0.0%
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	



1-3 FAMILY MATRIX Brooklyn	AUG 2023	AUG 2022	%Δ (yr)
New Signed Contracts (All)	59	163	-63.8%
< \$500K	0	3	-100.0%
\$500K – \$999K	14	52	-73.1%
\$1M – \$1.99M	17	67	-74.6%
\$2M – \$3.99M	23	34	-32.4%
\$4M – \$4.99M	2	4	-50.0%
\$5M – \$9.99M	3	3	0.0%
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	112	251	-55.4%
< \$500K	1	1	0.0%
\$500K – \$999K	31	71	-56.3%
\$1M – \$1.99M	50	126	-60.3%
\$2M – \$3.99M	22	41	-46.3%
\$4M – \$4.99M	3	8	-62.5%
\$5M – \$9.99M	5	4	25.0%
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	



Source: REBNY

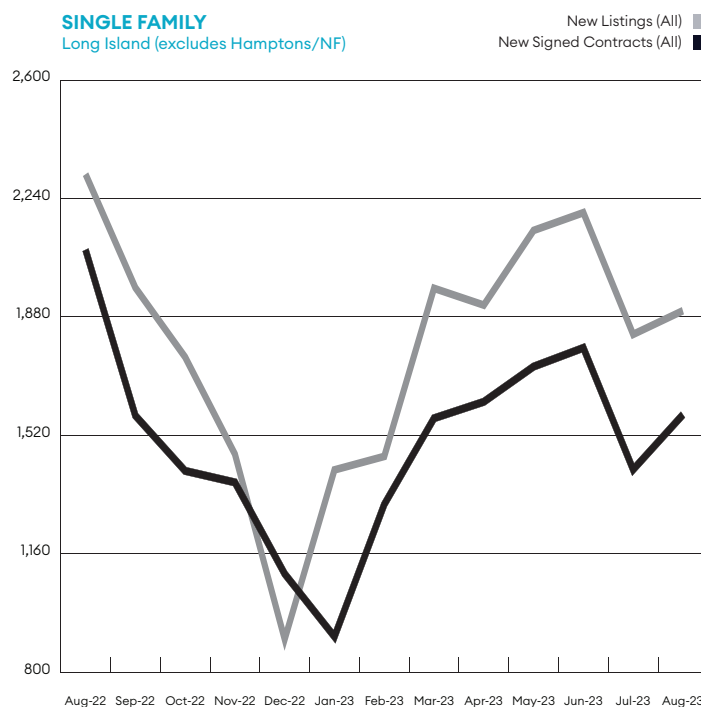
Long Island (excludes Hamptons/North Fork)

"The year over year decline in newly signed contracts still reflected the momentum of last year's pandemic-era housing boom despite sharply rising mortgage rates, yet new listings declined annually for the past fifteen months, keeping the market pace brisk."

SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	1,583	2,084	-24.0%
< \$200K	22	50	-56.0%
\$200K - \$299K	63	145	-56.6%
\$300K - \$399K	208	382	-45.5%
\$400K - \$499K	362	502	-27.9%
\$500K - \$599K	480	563	-14.7%
\$600K - \$799K	197	214	-7.9%
\$800K - \$999K	184	181	1.7%
≥ \$1M	67	47	42.6%
New Listings (All)	1,899	2,314	-17.9%
< \$200K	25	47	-46.8%
\$200K - \$299K	84	153	-45.1%
\$300K - \$399K	208	370	-43.8%
\$400K - \$499K	377	459	-17.9%
\$500K - \$599K	562	644	-12.7%
\$600K - \$799K	253	256	-1.2%
\$800K - \$999K	286	255	12.2%
≥ \$1M	104	130	-20.0%

SINGLE FAMILY

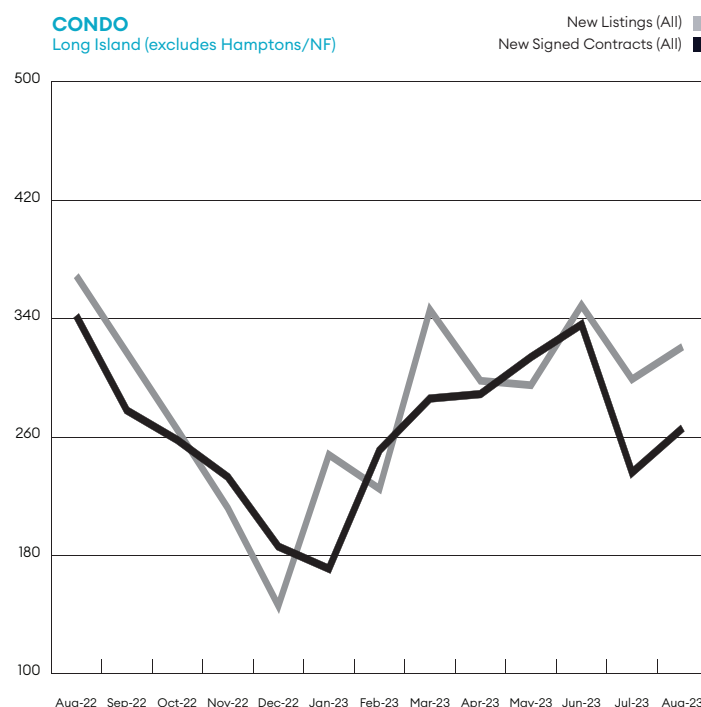
Long Island (excludes Hamptons/NF)



CONDO MATRIX Long Island (excludes Hamptons/NF)	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	266	342	-22.2%
< \$200K	13	34	-61.8%
\$200K - \$299K	64	65	-1.5%
\$300K - \$399K	52	72	-27.8%
\$400K - \$499K	40	58	-31.0%
\$500K - \$599K	31	34	-8.8%
\$600K - \$799K	28	34	-17.6%
\$800K - \$999K	15	12	25.0%
≥ \$1M	23	33	-30.3%
New Listings (All)	321	369	-13.0%
< \$200K	21	35	-40.0%
\$200K - \$299K	61	68	-10.3%
\$300K - \$399K	60	72	-16.7%
\$400K - \$499K	53	74	-28.4%
\$500K - \$599K	39	40	-2.5%
\$600K - \$799K	43	35	22.9%
\$800K - \$999K	13	14	-7.1%
≥ \$1M	31	31	0.0%

CONDO

Long Island (excludes Hamptons/NF)



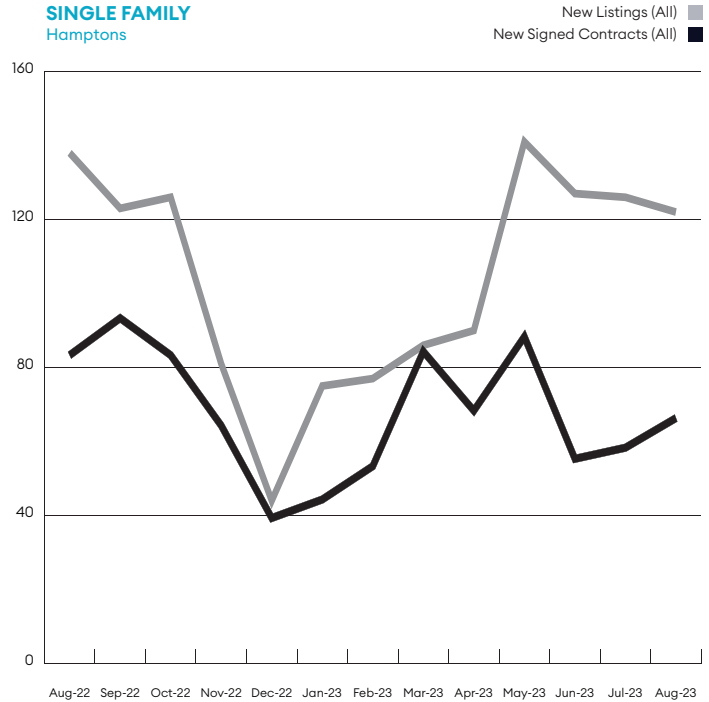
Source: One Key MLS

Hamptons

"The year over year decline in newly signed contracts still reflected the momentum of last year's pandemic-era housing boom despite sharply rising mortgage rates, yet new listings declined annually for six of the past seven months, keeping the market pace brisk."

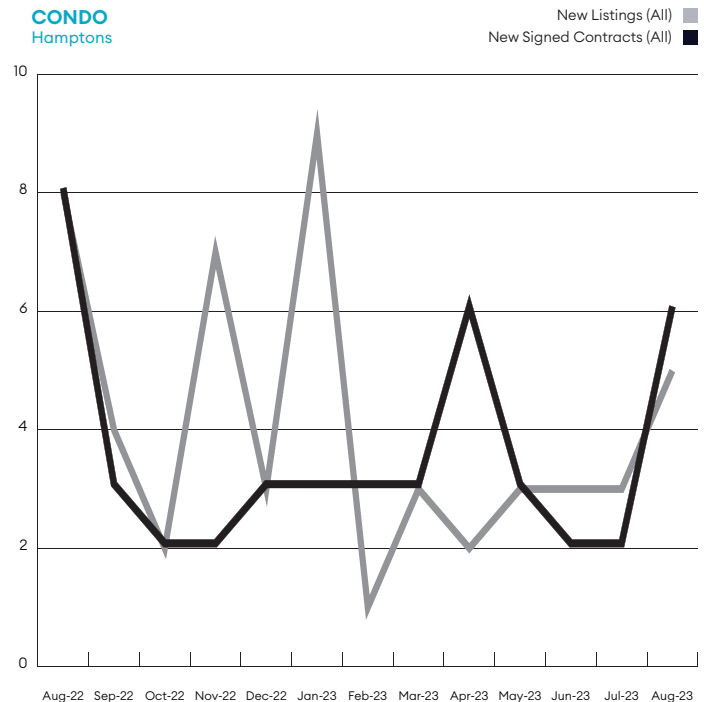
SINGLE FAMILY MATRIX Hamptons	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	65	82	-20.7%
< \$500K	0	1	-100.0%
\$500K - \$999K	5	12	-58.3%
\$1M - \$1.99M	17	27	-37.0%
\$2M - \$3.99M	22	21	4.8%
\$4M - \$4.99M	2	3	-33.3%
\$5M - \$9.99M	11	11	0.0%
\$10M - \$19.99M	4	4	0.0%
≥ \$20M	4	3	33.3%
New Listings (All)	122	138	-11.6%
< \$500K	0	0	
\$500K - \$999K	8	16	-50.0%
\$1M - \$1.99M	31	29	6.9%
\$2M - \$3.99M	52	47	10.6%
\$4M - \$4.99M	7	5	40.0%
\$5M - \$9.99M	13	20	-35.0%
\$10M - \$19.99M	7	13	-46.2%
≥ \$20M	4	8	-50.0%

SINGLE FAMILY
Hamptons



CONDO MATRIX Hamptons	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	6	8	-25.0%
< \$500K	0	1	-100.0%
\$500K - \$999K	3	2	50.0%
\$1M - \$1.99M	2	2	0.0%
\$2M - \$3.99M	1	2	-50.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	1	-100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	5	8	-37.5%
< \$500K	0	3	-100.0%
\$500K - \$999K	1	2	-50.0%
\$1M - \$1.99M	3	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	

CONDO
Hamptons



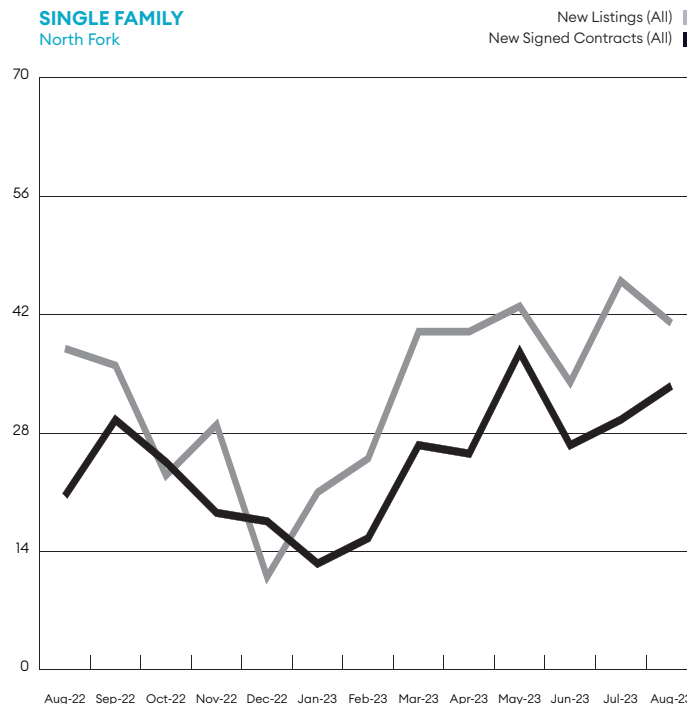
Source: East End LI MLS

North Fork

"The year over year surge in newly signed contracts over the past two months occurred despite sharply rising mortgage rates, as new listings failed to keep up, making the market pace brisk."

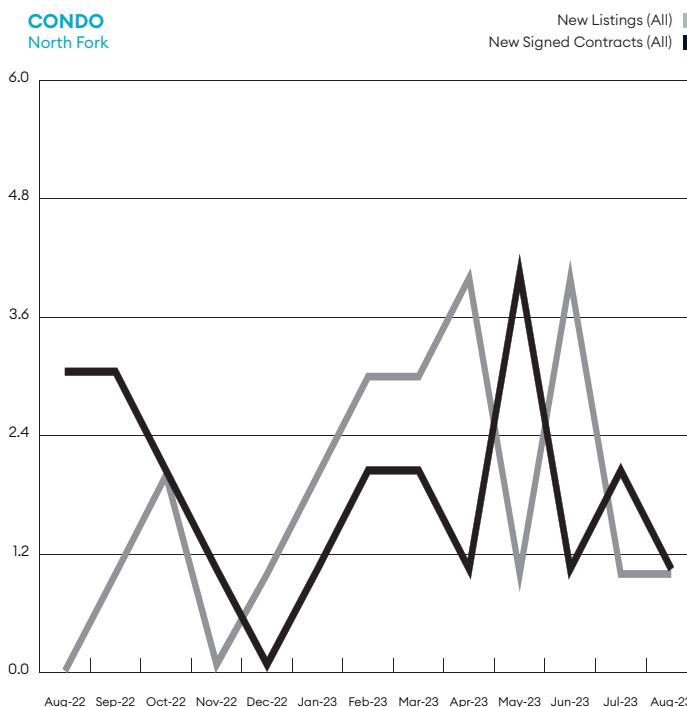
SINGLE FAMILY MATRIX North Fork	AUG 2023	AUG 2022	%Δ (yr)
New Signed Contracts (All)	33	20	65.0%
< \$500K	2	2	0.0%
\$500K – \$999K	16	6	166.7%
\$1M – \$1.99M	11	11	0.0%
\$2M – \$3.99M	4	1	300.0%
\$4M – \$4.99M	0	0	
\$5M – \$9.99M	0	0	
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	41	38	7.9%
< \$500K	0	0	
\$500K – \$999K	16	10	60.0%
\$1M – \$1.99M	15	17	-11.8%
\$2M – \$3.99M	8	10	-20.0%
\$4M – \$4.99M	1	1	0.0%
\$5M – \$9.99M	1	0	
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	

SINGLE FAMILY
North Fork



CONDO MATRIX North Fork	AUG 2023	AUG 2022	%Δ (yr)
New Signed Contracts (All)	1	3	-66.7%
< \$500K	0	0	
\$500K – \$999K	1	1	0.0%
\$1M – \$1.99M	0	2	-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)	1	0	
< \$500K	1	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	

CONDO
North Fork

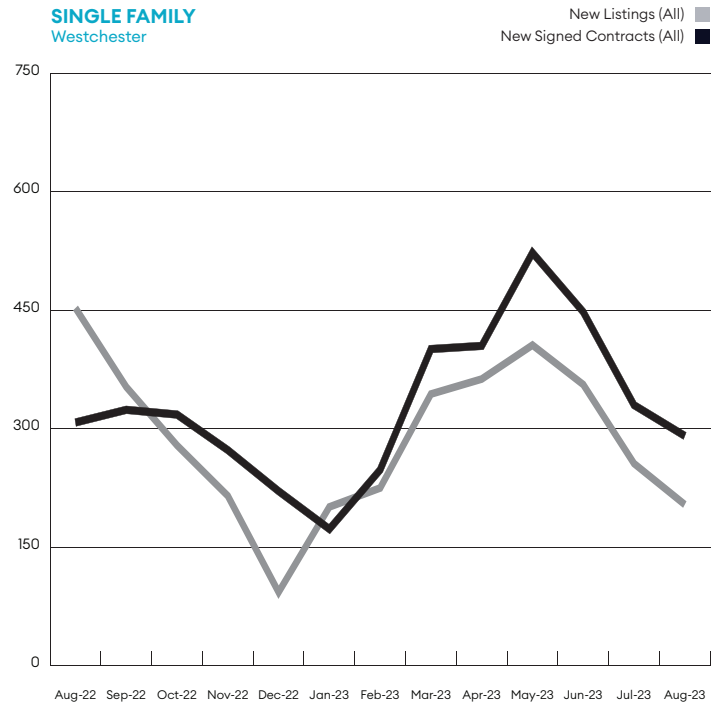


Source: One Key MLS

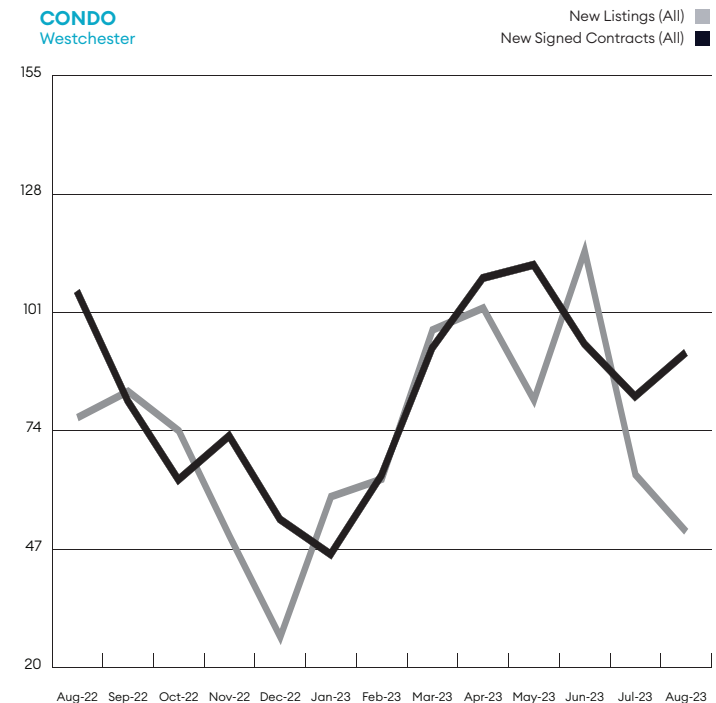
Westchester

"The year over year decline in newly signed contracts still reflected the momentum of last year's pandemic-era housing boom despite sharply rising mortgage rates, yet new listings declined much faster during the same period, keeping the market pace brisk."

SINGLE FAMILY MATRIX Westchester	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	291	308	-5.5%
< \$300K	6	4	50.0%
\$300K - \$399K	10	14	-28.6%
\$400K - \$499K	28	34	-17.6%
\$500K - \$599K	45	48	-6.3%
\$600K - \$799K	90	80	12.5%
\$800K - \$999K	44	55	-20.0%
\$1M - \$1.99M	52	52	0.0%
≥ \$2M	16	21	-23.8%
New Listings (All)	204	453	-55.0%
< \$300K	0	5	-100.0%
\$300K - \$399K	7	21	-66.7%
\$400K - \$499K	15	41	-63.4%
\$500K - \$599K	26	73	-64.4%
\$600K - \$799K	68	125	-45.6%
\$800K - \$999K	33	77	-57.1%
\$1M - \$1.99M	36	86	-58.1%
≥ \$2M	19	25	-24.0%



CONDO MATRIX Westchester	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	91	105	-13.3%
< \$200K	4	3	33.3%
\$200K - \$299K	9	16	-43.8%
\$300K - \$399K	21	31	-32.3%
\$400K - \$499K	16	23	-30.4%
\$500K - \$599K	13	10	30.0%
\$600K - \$799K	19	15	26.7%
\$800K - \$999K	5	4	25.0%
≥ \$1M	4	3	33.3%
New Listings (All)	51	77	-33.8%
< \$200K	2	2	0.0%
\$200K - \$299K	2	12	-83.3%
\$300K - \$399K	12	21	-42.9%
\$400K - \$499K	13	17	-23.5%
\$500K - \$599K	6	8	-25.0%
\$600K - \$799K	7	10	-30.0%
\$800K - \$999K	1	0	-
≥ \$1M	8	7	14.3%

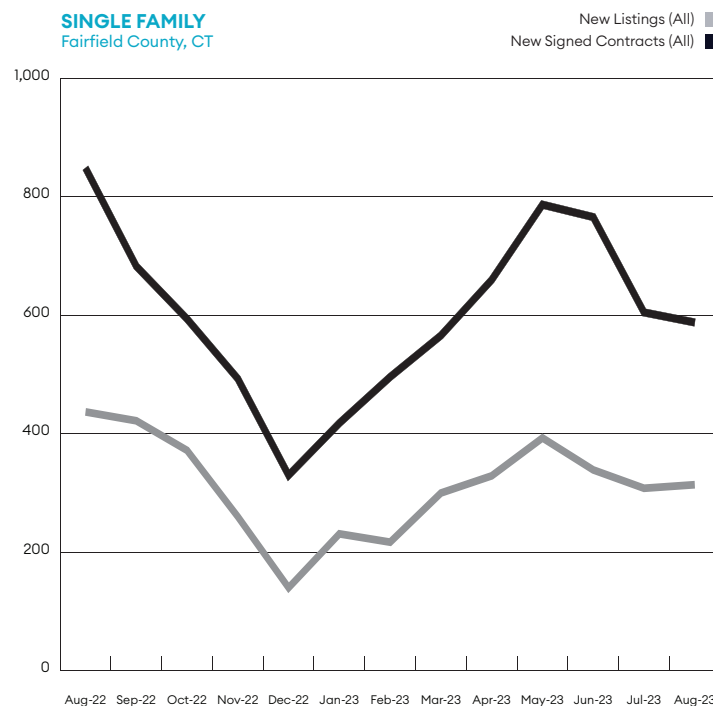


Source: One Key MLS

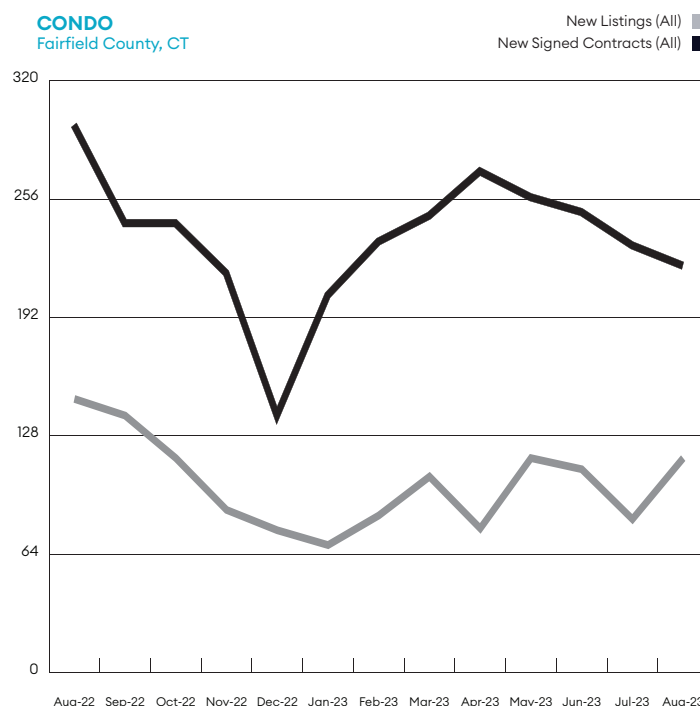
Fairfield County, CT

"The year over year decline in newly signed contracts still reflected the momentum of last year's pandemic-era housing boom despite sharply rising mortgage rates, yet new listings declined almost as much during the same period, keeping the market pace brisk."

SINGLE FAMILY MATRIX Fairfield County, CT	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	588	849	-30.7%
< \$300K	35	71	-50.7%
\$300K - \$399K	76	116	-34.5%
\$400K - \$499K	85	117	-27.4%
\$500K - \$599K	85	131	-35.1%
\$600K - \$799K	118	145	-18.6%
\$800K - \$999K	63	89	-29.2%
\$1M - \$1.99M	83	124	-33.1%
≥ \$2M	43	56	-23.2%
New Listings (All)	314	437	-28.1%
< \$300K	20	32	-37.5%
\$300K - \$399K	27	40	-32.5%
\$400K - \$499K	31	67	-53.7%
\$500K - \$599K	47	55	-14.5%
\$600K - \$799K	51	79	-35.4%
\$800K - \$999K	24	46	-47.8%
\$1M - \$1.99M	77	72	6.9%
≥ \$2M	37	46	-19.6%



CONDO MATRIX Fairfield County, CT	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	218	294	-25.9%
< \$200K	29	54	-46.3%
\$200K - \$299K	61	72	-15.3%
\$300K - \$399K	43	62	-30.6%
\$400K - \$499K	33	46	-28.3%
\$500K - \$599K	21	16	31.3%
\$600K - \$799K	15	17	-11.8%
\$800K - \$999K	7	14	-50.0%
≥ \$1M	9	13	-30.8%
New Listings (All)	116	148	-21.6%
< \$200K	11	39	-71.8%
\$200K - \$299K	22	30	-26.7%
\$300K - \$399K	26	27	-3.7%
\$400K - \$499K	25	25	0.0%
\$500K - \$599K	13	9	44.4%
\$600K - \$799K	6	10	-40.0%
\$800K - \$999K	3	3	0.0%
≥ \$1M	10	5	100.0%



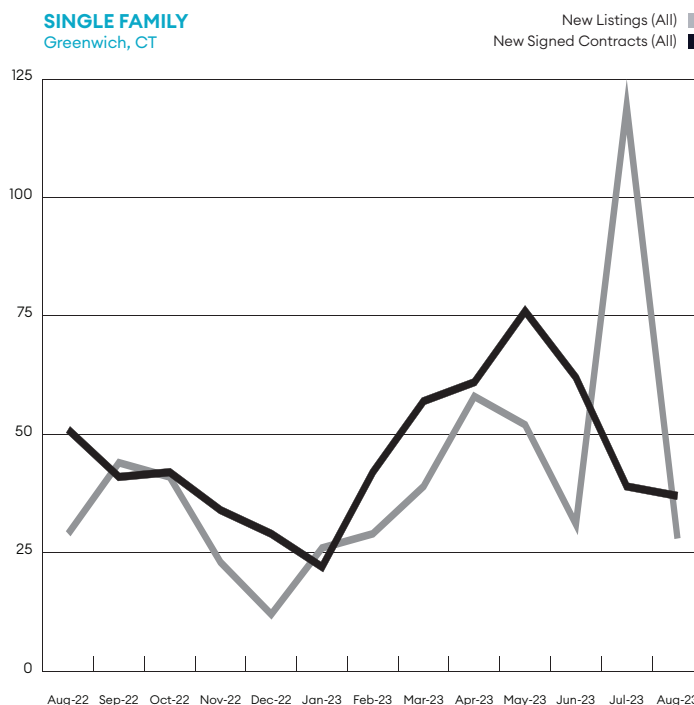
Source: Smart MLS

Greenwich, CT

"The year over year decline in newly signed contracts still reflected the momentum of last year's pandemic-era housing boom despite sharply rising mortgage rates, yet new listings declined annually for four of the past five months, keeping the market pace brisk."

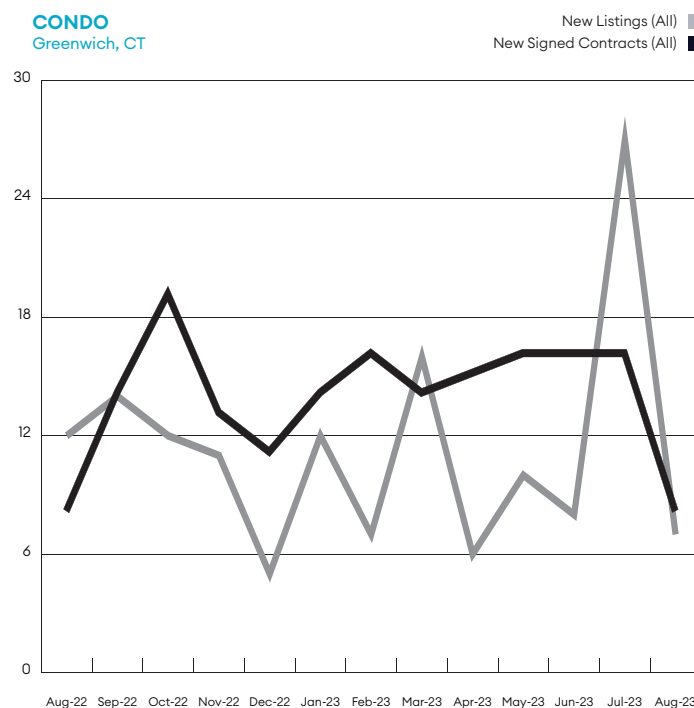
SINGLE FAMILY MATRIX Greenwich, CT	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	37	51	-27.5%
< \$500K	0	0	
\$500K - \$999K	7	4	75.0%
\$1M - \$1.99M	8	23	-65.2%
\$2M - \$3.99M	8	17	-52.9%
\$4M - \$4.99M	5	2	150.0%
\$5M - \$9.99M	7	4	75.0%
\$10M - \$19.99M	1	1	0.0%
≥ \$20M	1	0	
New Listings (All)	28	29	-3.4%
< \$500K	0	0	
\$500K - \$999K	7	2	250.0%
\$1M - \$1.99M	4	12	-66.7%
\$2M - \$3.99M	5	7	-28.6%
\$4M - \$4.99M	2	3	-33.3%
\$5M - \$9.99M	7	4	75.0%
\$10M - \$19.99M	2	0	
≥ \$20M	1	1	0.0%

SINGLE FAMILY
Greenwich, CT



CONDO MATRIX Greenwich, CT	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	8	8	0.0%
< \$500K	1	1	0.0%
\$500K - \$999K	4	4	0.0%
\$1M - \$1.99M	3	3	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)	7	12	-41.7%
< \$500K	2	4	-50.0%
\$500K - \$999K	3	6	-50.0%
\$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	

CONDO
Greenwich, CT



Source: Greenwich MLS

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

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