

Elliman Report

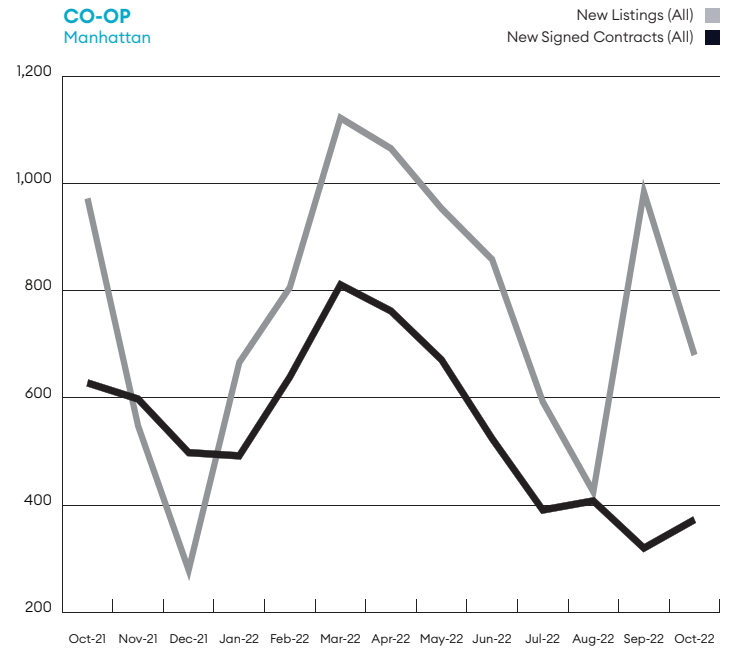
New York

October 2022 New Signed Contracts

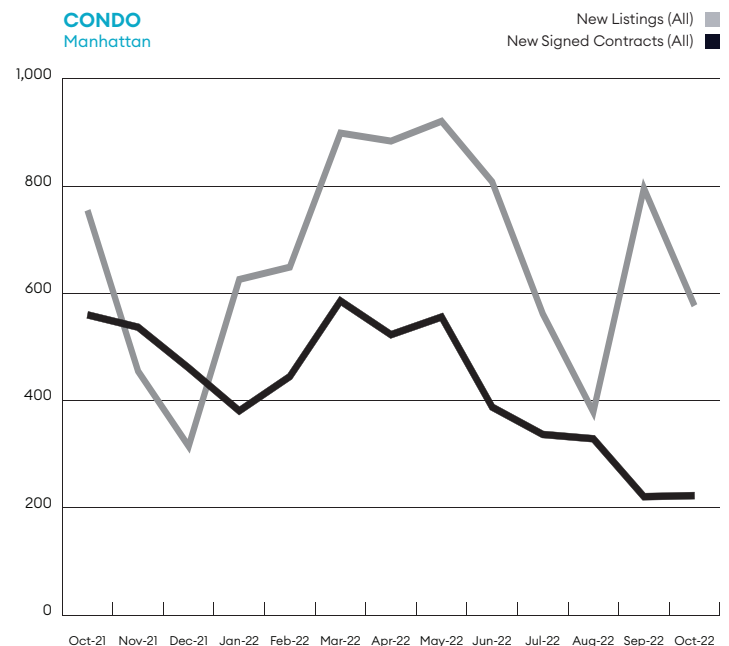
Manhattan

"While the downward distortion of comparison against the year-ago boom continued, newly signed contracts expanded month over month for the second time in three months. New listings declined both year over year and month over month and were well short of pre-pandemic levels for the fourth time in five months. Newly signed contracts exceeding the \$4 million threshold declined at a rising rate for the sixth month."

CO-OP MATRIX Manhattan	OCT 2022	OCT 2021	%Δ (YR)
New Signed Contracts (All)	373	628	-40.6%
< \$500K	73	108	-32.4%
\$500K - \$999K	155	256	-39.5%
\$1M - \$1.99M	80	154	-48.1%
\$2M - \$3.99M	47	90	-47.8%
\$4M - \$4.99M	8	5	60.0%
\$5M - \$9.99M	9	13	-30.8%
\$10M - \$19.99M	1	2	-50.0%
≥ \$20M	0	0	
New Listings (All)	680	972	-30.0%
< \$500K	95	152	-37.5%
\$500K - \$999K	246	364	-32.4%
\$1M - \$1.99M	171	232	-26.3%
\$2M - \$3.99M	91	130	-30.0%
\$4M - \$4.99M	24	29	-17.2%
\$5M - \$9.99M	43	44	-2.3%
\$10M - \$19.99M	7	11	-36.4%
≥ \$20M	3	10	-70.0%



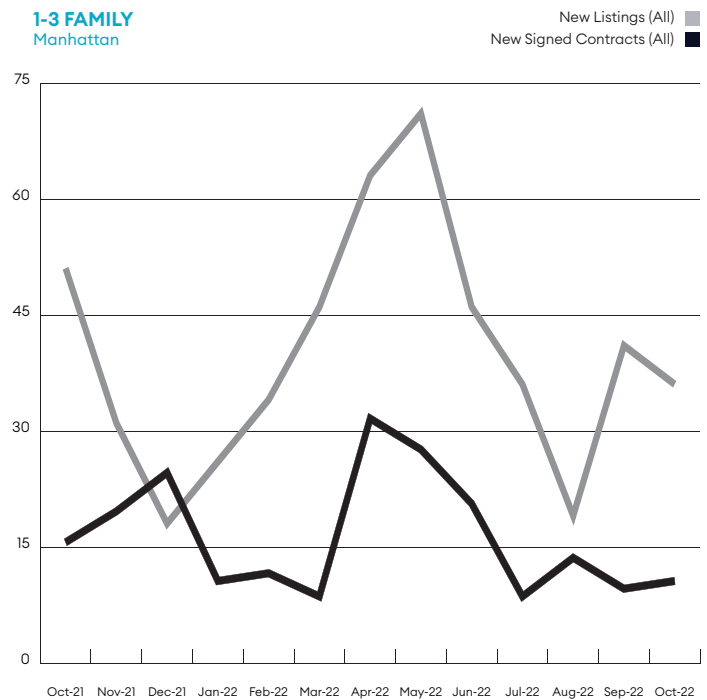
CONDO MATRIX Manhattan	OCT 2022	OCT 2021	%Δ (YR)
New Signed Contracts (All)	223	560	-60.2%
< \$500K	7	6	16.7%
\$500K - \$999K	58	121	-52.1%
\$1M - \$1.99M	69	143	-51.7%
\$2M - \$3.99M	45	129	-65.1%
\$4M - \$4.99M	15	46	-67.4%
\$5M - \$9.99M	22	87	-74.7%
\$10M - \$19.99M	5	24	-79.2%
≥ \$20M	2	4	-50.0%
New Listings (All)	577	755	-23.6%
< \$500K	5	9	-44.4%
\$500K - \$999K	102	139	-26.6%
\$1M - \$1.99M	169	226	-25.2%
\$2M - \$3.99M	162	212	-23.6%
\$4M - \$4.99M	40	38	5.3%
\$5M - \$9.99M	68	92	-26.1%
\$10M - \$19.99M	25	29	-13.8%
≥ \$20M	6	10	-40.0%



Manhattan (continued)

1-3 FAMILY MATRIX Manhattan	OCT 2022	OCT 2021	%Δ (yr)
New Signed Contracts (All)	10	15	-33.3%
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	3	1	200.0%
\$2M - \$3.99M	0	3	-100.0%
\$4M - \$4.99M	2	2	0.0%
\$5M - \$9.99M	3	5	-40.0%
\$10M - \$19.99M	2	3	-33.3%
≥ \$20M	0	1	-100.0%
New Listings (All)	35	50	-30.0%
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	0	4	-100.0%
\$2M - \$3.99M	8	12	-33.3%
\$4M - \$4.99M	2	7	-71.4%
\$5M - \$9.99M	11	15	-26.7%
\$10M - \$19.99M	10	7	42.9%
≥ \$20M	4	5	-20.0%

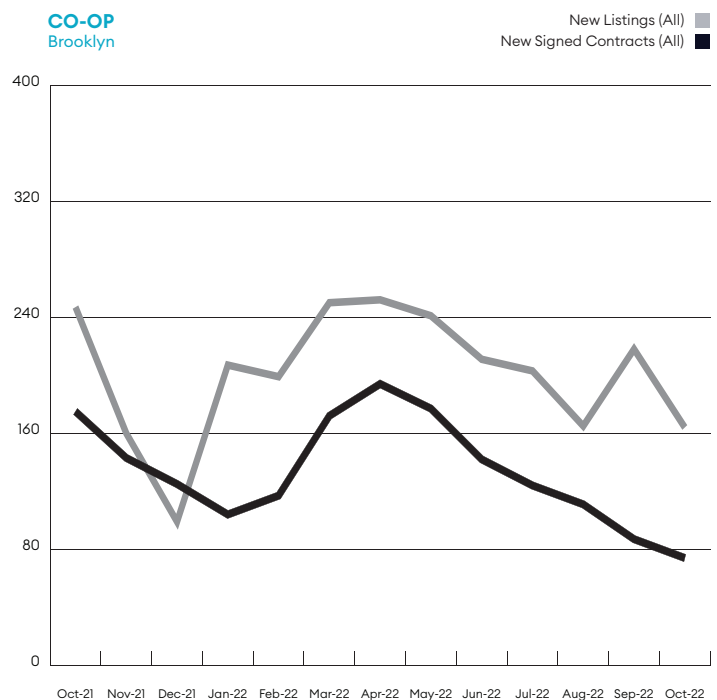
Source: REBNY



Brooklyn

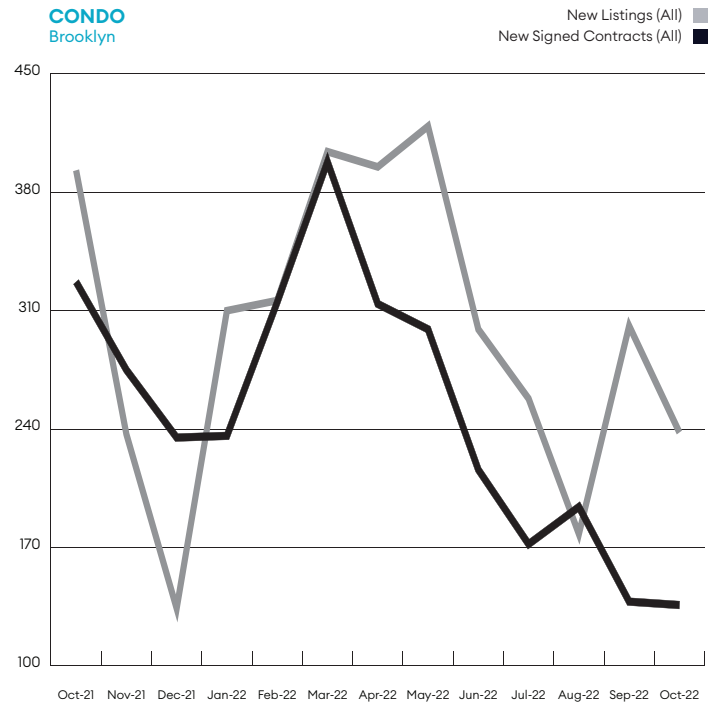
"Although the downward distortion of comparison against the year-ago boom continued, newly signed contracts compared against pre-pandemic levels slipped nominally for the first time after a series of robust gains. In addition, new listings declined annually for the third straight month."

CO-OP MATRIX Brooklyn	OCT 2022	OCT 2021	%Δ (yr)
New Signed Contracts (All)	74	175	-57.7%
< \$500K	29	69	-58.0%
\$500K - \$999K	35	78	-55.1%
\$1M - \$1.99M	7	24	-70.8%
\$2M - \$3.99M	3	4	-25.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	164	247	-33.6%
< \$500K	87	113	-23.0%
\$500K - \$999K	58	84	-31.0%
\$1M - \$1.99M	13	40	-67.5%
\$2M - \$3.99M	5	10	-50.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	1	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

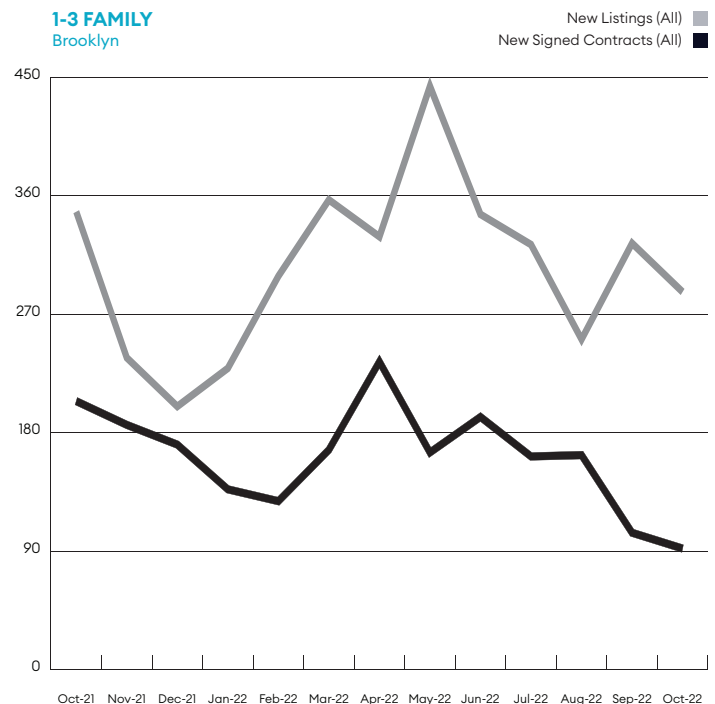


Brooklyn (continued)

CONDO MATRIX Brooklyn	OCT 2022	OCT 2021	%Δ (yr)
New Signed Contracts (All)	136	327	-58.4%
< \$500K	11	32	-65.6%
\$500K - \$999K	61	118	-48.3%
\$1M - \$1.99M	48	116	-58.6%
\$2M - \$3.99M	10	48	-79.2%
\$4M - \$4.99M	2	10	-80.0%
\$5M - \$9.99M	4	2	100.0%
\$10M - \$19.99M	0	1	-100.0%
≥ \$20M	0	0	
New Listings (All)	238	393	-39.4%
< \$500K	16	29	-44.8%
\$500K - \$999K	101	168	-39.9%
\$1M - \$1.99M	78	105	-25.7%
\$2M - \$3.99M	31	67	-53.7%
\$4M - \$4.99M	4	10	-60.0%
\$5M - \$9.99M	6	13	-53.8%
\$10M - \$19.99M	2	0	
≥ \$20M	0	1	-100.0%



1-3 FAMILY MATRIX Brooklyn	OCT 2022	OCT 2021	%Δ (yr)
New Signed Contracts (All)	92	204	-54.9%
< \$500K	0	1	-100.0%
\$500K - \$999K	21	59	-64.4%
\$1M - \$1.99M	45	97	-53.6%
\$2M - \$3.99M	18	36	-50.0%
\$4M - \$4.99M	6	4	50.0%
\$5M - \$9.99M	2	7	-71.4%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	287	348	-17.5%
< \$500K	2	2	0.0%
\$500K - \$999K	77	117	-34.2%
\$1M - \$1.99M	128	142	-9.9%
\$2M - \$3.99M	62	72	-13.9%
\$4M - \$4.99M	7	3	133.3%
\$5M - \$9.99M	7	10	-30.0%
\$10M - \$19.99M	4	2	100.0%
≥ \$20M	0	0	

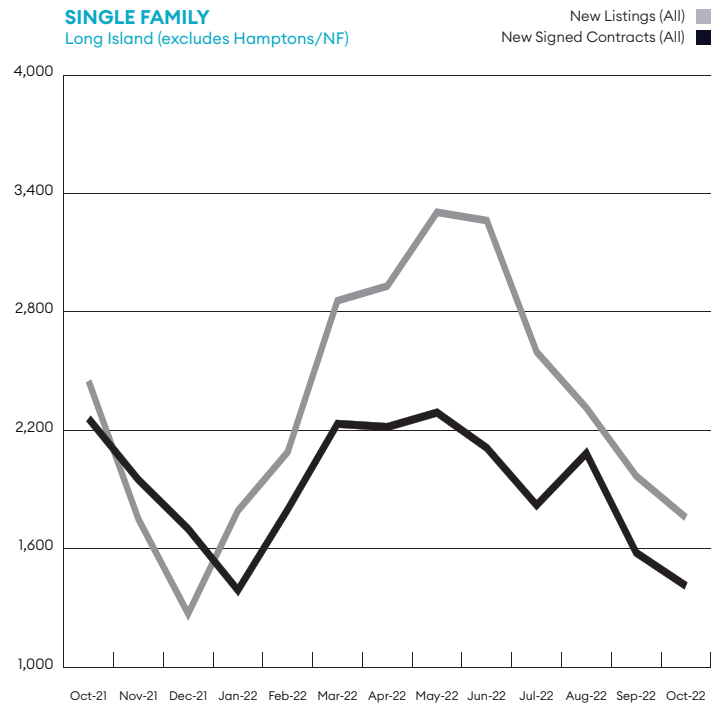


Source: REBNY

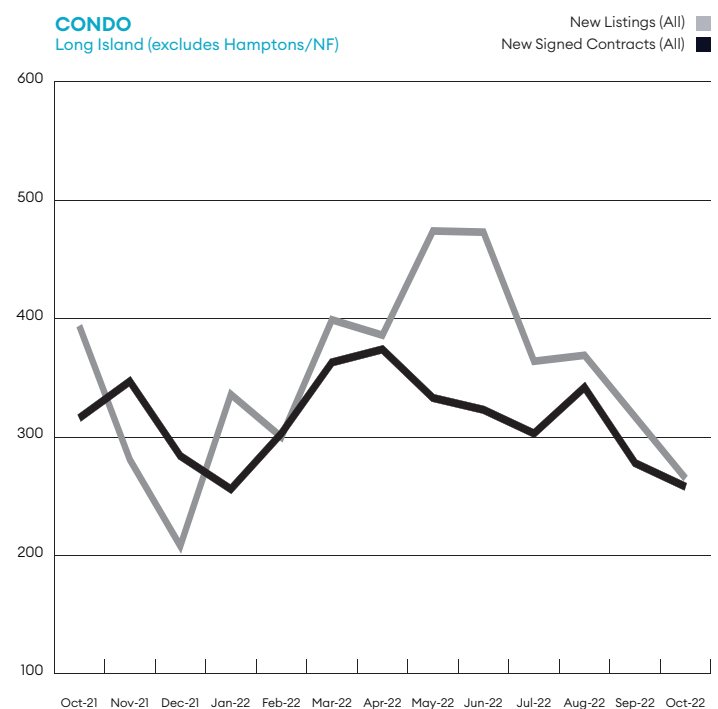
Long Island (excludes Hamptons/North Fork)

"While newly signed contracts have been falling annually for more than a year, distorted by the 2020-2021 boom, year over year declines in new listings have been getting larger for seven of the past eight months, keeping the market tight."

SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	OCT 2022	OCT 2021	%Δ (YR)
New Signed Contracts (All)	1,412	2,260	-37.5%
< \$200K	45	59	-23.7%
\$200K - \$299K	107	174	-38.5%
\$300K - \$399K	238	451	-47.2%
\$400K - \$499K	331	530	-37.5%
\$500K - \$599K	364	573	-36.5%
\$600K - \$799K	142	221	-35.7%
\$800K - \$999K	138	194	-28.9%
≥ \$1M	47	58	-19.0%
New Listings (All)	1,758	2,451	-28.3%
< \$200K	52	57	-8.8%
\$200K - \$299K	118	194	-39.2%
\$300K - \$399K	223	464	-51.9%
\$400K - \$499K	346	504	-31.3%
\$500K - \$599K	502	599	-16.2%
\$600K - \$799K	189	261	-27.6%
\$800K - \$999K	218	247	-11.7%
≥ \$1M	110	125	-12.0%



CONDO MATRIX Long Island (excludes Hamptons/NF)	OCT 2022	OCT 2021	%Δ (YR)
New Signed Contracts (All)	258	316	-18.4%
< \$200K	17	43	-60.5%
\$200K - \$299K	56	70	-20.0%
\$300K - \$399K	68	63	7.9%
\$400K - \$499K	34	54	-37.0%
\$500K - \$599K	25	20	25.0%
\$600K - \$799K	33	38	-13.2%
\$800K - \$999K	8	10	-20.0%
≥ \$1M	17	18	-5.6%
New Listings (All)	265	394	-32.7%
< \$200K	26	59	-55.9%
\$200K - \$299K	57	72	-20.8%
\$300K - \$399K	52	95	-45.3%
\$400K - \$499K	43	57	-24.6%
\$500K - \$599K	17	40	-57.5%
\$600K - \$799K	31	34	-8.8%
\$800K - \$999K	18	18	0.0%
≥ \$1M	21	19	10.5%

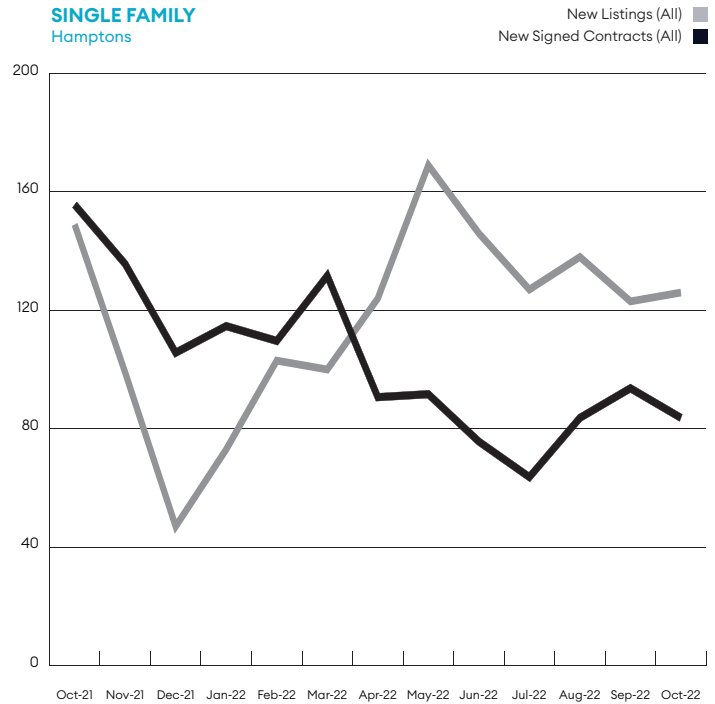


Source: One Key MLS

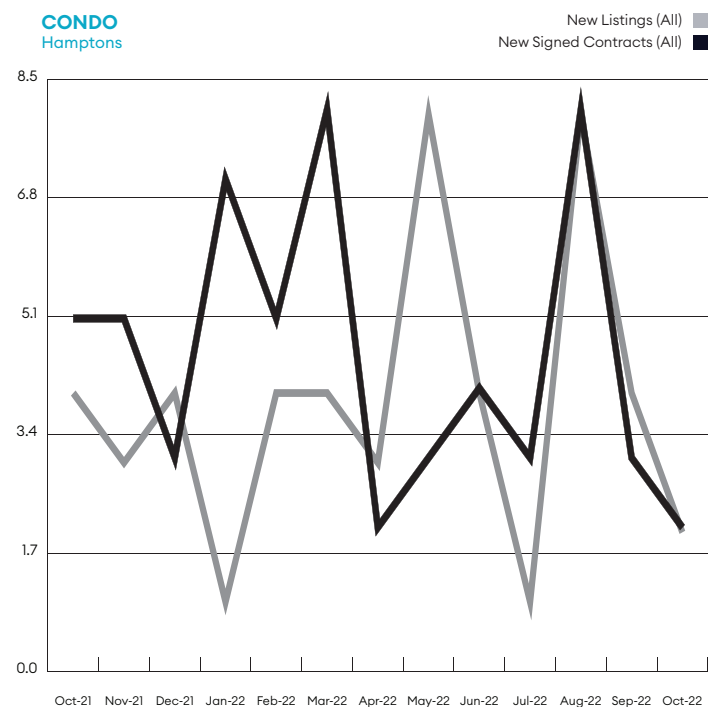
Hamptons

"While newly signed contracts have been falling annually for more than a year, distorted by the 2020-2021 boom, year over year declines in new listings have occurred for six of the past eight months, keeping the market tight."

SINGLE FAMILY MATRIX Hamptons	OCT 2022	OCT 2021	%Δ (yr)
New Signed Contracts (All)	82	154	-46.8%
< \$500K	4	1	300.0%
\$500K - \$999K	18	18	0.0%
\$1M - \$1.99M	32	54	-40.7%
\$2M - \$3.99M	18	53	-66.0%
\$4M - \$4.99M	3	6	-50.0%
\$5M - \$9.99M	6	16	-62.5%
\$10M - \$19.99M	1	5	-80.0%
≥ \$20M	0	1	-100.0%
New Listings (All)	126	149	-15.4%
< \$500K	1	0	
\$500K - \$999K	17	27	-37.0%
\$1M - \$1.99M	31	33	-6.1%
\$2M - \$3.99M	40	50	-20.0%
\$4M - \$4.99M	9	11	-18.2%
\$5M - \$9.99M	19	23	-17.4%
\$10M - \$19.99M	6	5	20.0%
≥ \$20M	3	0	



CONDO MATRIX Hamptons	OCT 2022	OCT 2021	%Δ (yr)
New Signed Contracts (All)	2	5	-60.0%
< \$500K	0	0	
\$500K - \$999K	0	3	-100.0%
\$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	
New Listings (All)	2	4	-50.0%
< \$500K	0	1	-100.0%
\$500K - \$999K	1	2	-50.0%
\$1M - \$1.99M	1	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	



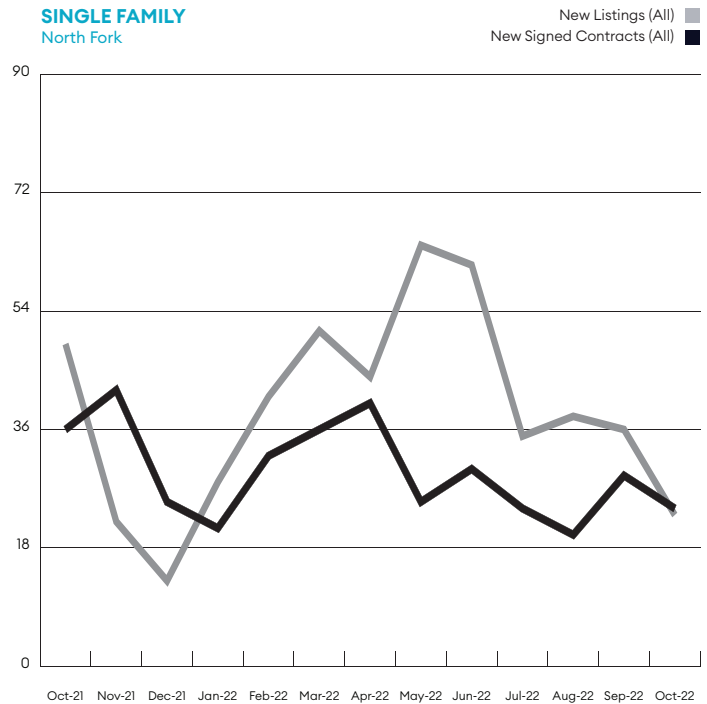
Source: East End LI MLS

North Fork

"While newly signed contracts have been falling annually nearly every month for more than a year, distorted by the 2020-2021 boom, year over year declines in new listings have occurred for fifteen of the past seventeen months, keeping the market tight."

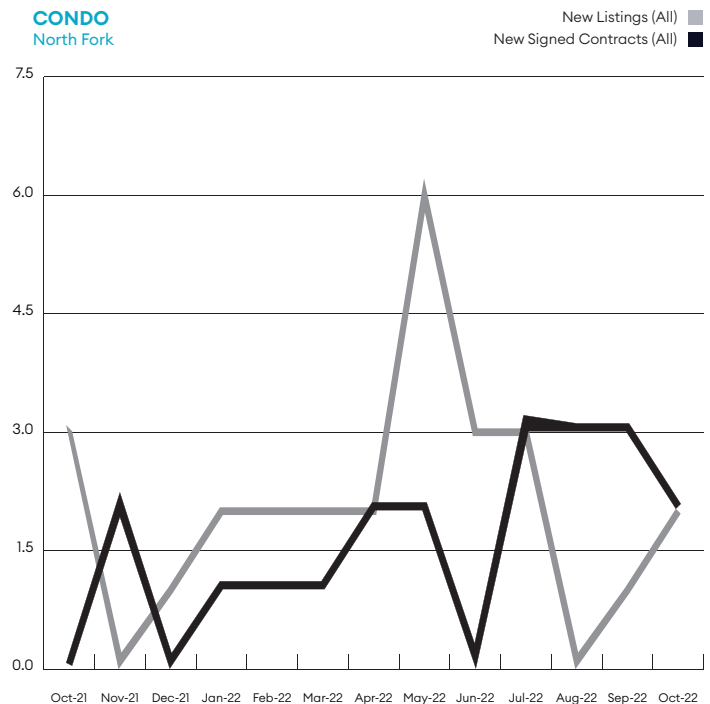
SINGLE FAMILY MATRIX North Fork	OCT 2022	OCT 2021	%Δ (yr)
New Signed Contracts (All)	24	36	-33.3%
< \$500K	1	0	
\$500K – \$999K	14	26	-46.2%
\$1M – \$1.99M	5	6	-16.7%
\$2M – \$3.99M	4	2	100.0%
\$4M – \$4.99M	0	2	-100.0%
\$5M – \$9.99M	0	0	
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	23	49	-53.1%
< \$500K	1	0	
\$500K – \$999K	8	31	-74.2%
\$1M – \$1.99M	9	14	-35.7%
\$2M – \$3.99M	1	3	-66.7%
\$4M – \$4.99M	1	0	
\$5M – \$9.99M	3	1	200.0%
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	

SINGLE FAMILY
North Fork



CONDO MATRIX North Fork	OCT 2022	OCT 2021	%Δ (yr)
New Signed Contracts (All)	2	0	
< \$500K	1	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	
New Listings (All)	2	3	-33.3%
< \$500K	1	1	0.0%
\$500K – \$999K	1	1	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	

CONDO
North Fork

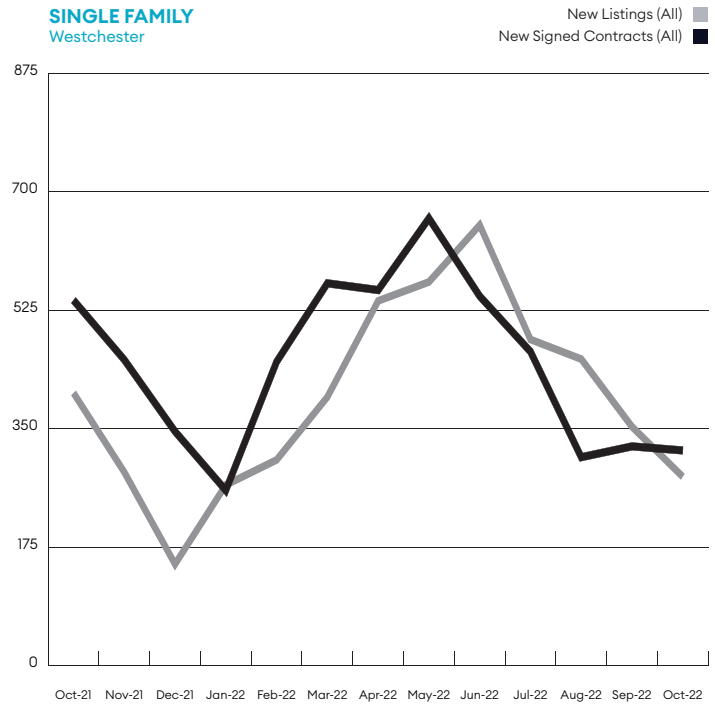


Source: One Key MLS

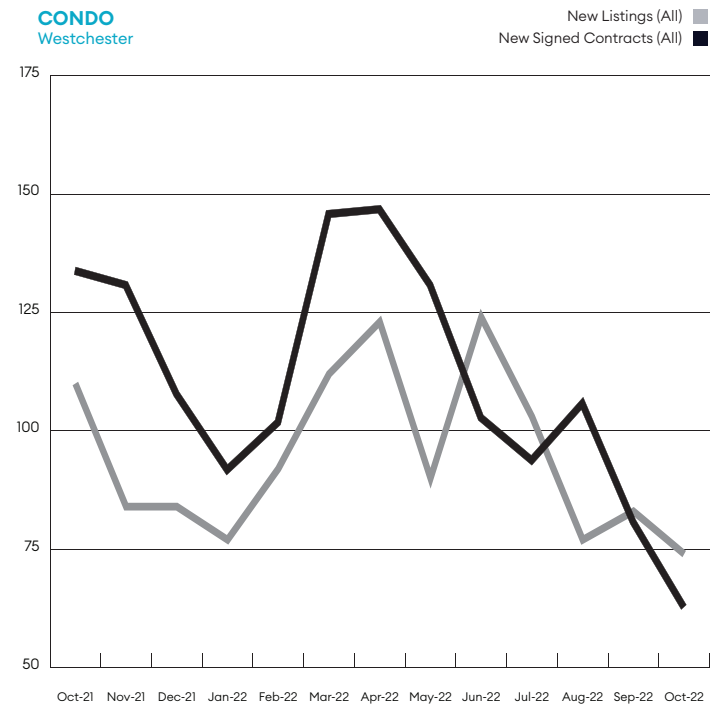
Westchester

"While newly signed contracts have been falling annually for more than a year, distorted by the 2020-2021 boom, year over year declines in new listings have occurred for seventeen of the past eighteen months, keeping the market tight."

SINGLE FAMILY MATRIX Westchester	OCT 2022	OCT 2021	%Δ (YR)
New Signed Contracts (All)	318	540	-41.1%
< \$300K	5	5	0.0%
\$300K - \$399K	15	24	-37.5%
\$400K - \$499K	32	46	-30.4%
\$500K - \$599K	45	92	-51.1%
\$600K - \$799K	78	140	-44.3%
\$800K - \$999K	51	86	-40.7%
\$1M - \$1.99M	76	98	-22.4%
≥ \$2M	16	49	-67.3%
New Listings (All)	279	403	-30.8%
< \$300K	3	4	-25.0%
\$300K - \$399K	9	14	-35.7%
\$400K - \$499K	27	31	-12.9%
\$500K - \$599K	52	69	-24.6%
\$600K - \$799K	59	105	-43.8%
\$800K - \$999K	38	55	-30.9%
\$1M - \$1.99M	72	82	-12.2%
≥ \$2M	19	43	-55.8%



CONDO MATRIX Westchester	OCT 2022	OCT 2021	%Δ (YR)
New Signed Contracts (All)	62	133	-53.4%
< \$200K	4	1	300.0%
\$200K - \$299K	12	21	-42.9%
\$300K - \$399K	12	38	-68.4%
\$400K - \$499K	16	27	-40.7%
\$500K - \$599K	7	13	-46.2%
\$600K - \$799K	5	11	-54.5%
\$800K - \$999K	1	7	-85.7%
≥ \$1M	5	15	-66.7%
New Listings (All)	74	110	-32.7%
< \$200K	4	1	300.0%
\$200K - \$299K	8	17	-52.9%
\$300K - \$399K	16	29	-44.8%
\$400K - \$499K	19	21	-9.5%
\$500K - \$599K	6	10	-40.0%
\$600K - \$799K	9	17	-47.1%
\$800K - \$999K	7	5	40.0%
≥ \$1M	5	10	-50.0%

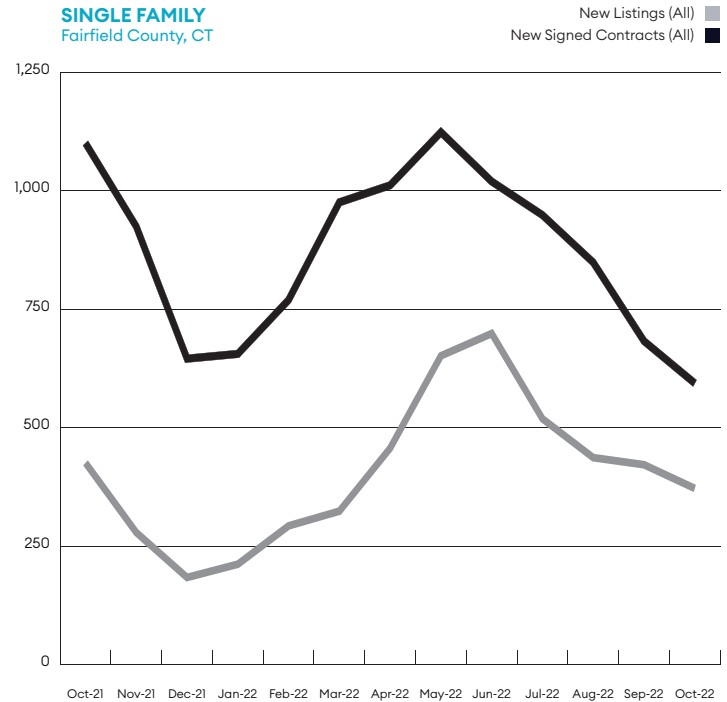


Source: One Key MLS

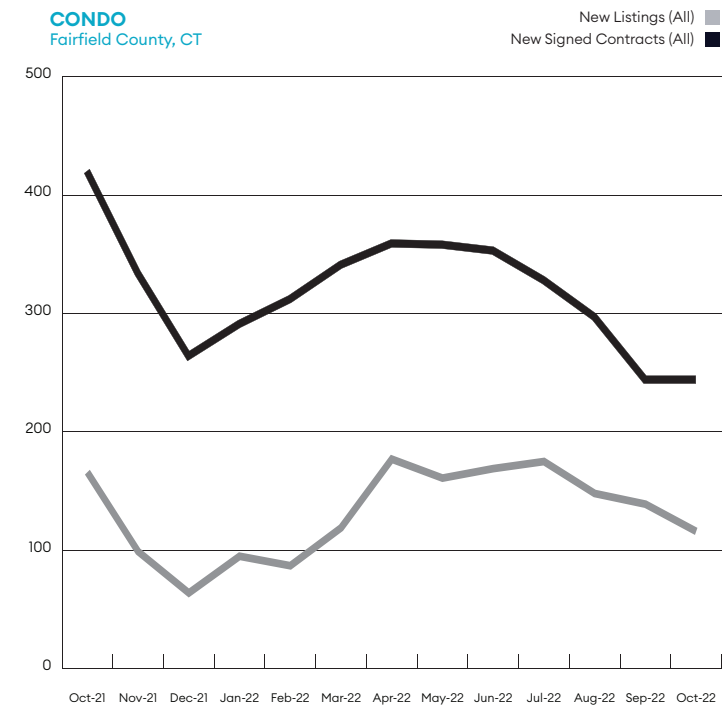
Fairfield County, CT

"While newly signed contracts have been falling annually for the past four months, distorted by the 2020-2021 boom, year-over-year new listing declines have occurred for eighteen months, keeping the market tight."

SINGLE FAMILY MATRIX Fairfield County, CT	OCT 2022	OCT 2021	%Δ (YR)
New Signed Contracts (All)	594	1,101	-46.0%
< \$300K	46	121	-62.0%
\$300K - \$399K	90	182	-50.5%
\$400K - \$499K	94	170	-44.7%
\$500K - \$599K	74	149	-50.3%
\$600K - \$799K	100	174	-42.5%
\$800K - \$999K	57	102	-44.1%
\$1M - \$1.99M	93	137	-32.1%
≥ \$2M	40	66	-39.4%
New Listings (All)	372	426	-12.7%
< \$300K	26	38	-31.6%
\$300K - \$399K	45	60	-25.0%
\$400K - \$499K	46	48	-4.2%
\$500K - \$599K	44	50	-12.0%
\$600K - \$799K	54	54	0.0%
\$800K - \$999K	35	38	-7.9%
\$1M - \$1.99M	63	79	-20.3%
≥ \$2M	59	59	0.0%



CONDO MATRIX Fairfield County, CT	OCT 2022	OCT 2021	%Δ (YR)
New Signed Contracts (All)	241	417	-42.2%
< \$200K	58	97	-40.2%
\$200K - \$299K	66	105	-37.1%
\$300K - \$399K	48	86	-44.2%
\$400K - \$499K	30	43	-30.2%
\$500K - \$599K	12	27	-55.6%
\$600K - \$799K	12	26	-53.8%
\$800K - \$999K	5	14	-64.3%
≥ \$1M	10	19	-47.4%
New Listings (All)	116	166	-30.1%
< \$200K	18	38	-52.6%
\$200K - \$299K	32	38	-15.8%
\$300K - \$399K	20	30	-33.3%
\$400K - \$499K	18	19	-5.3%
\$500K - \$599K	9	16	-43.8%
\$600K - \$799K	6	14	-57.1%
\$800K - \$999K	3	3	0.0%
≥ \$1M	10	8	25.0%

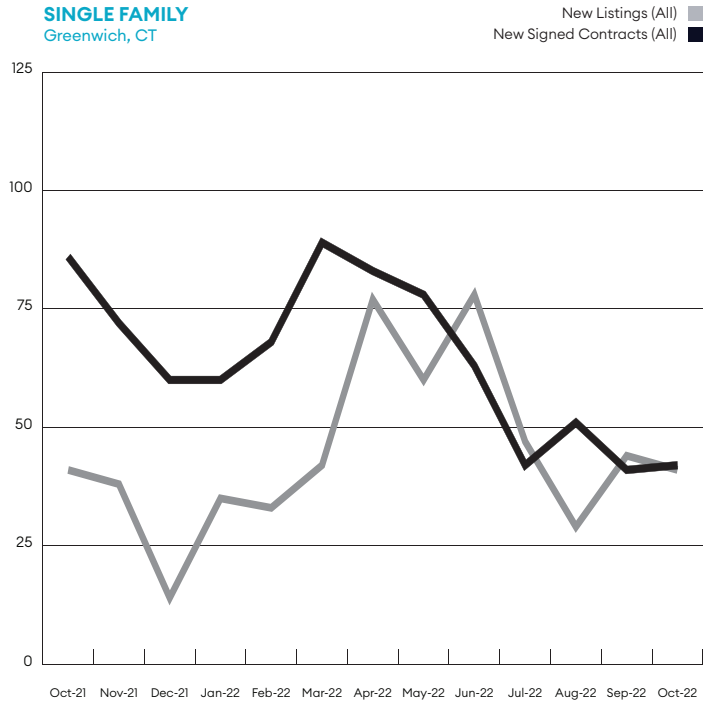


Source: Smart MLS

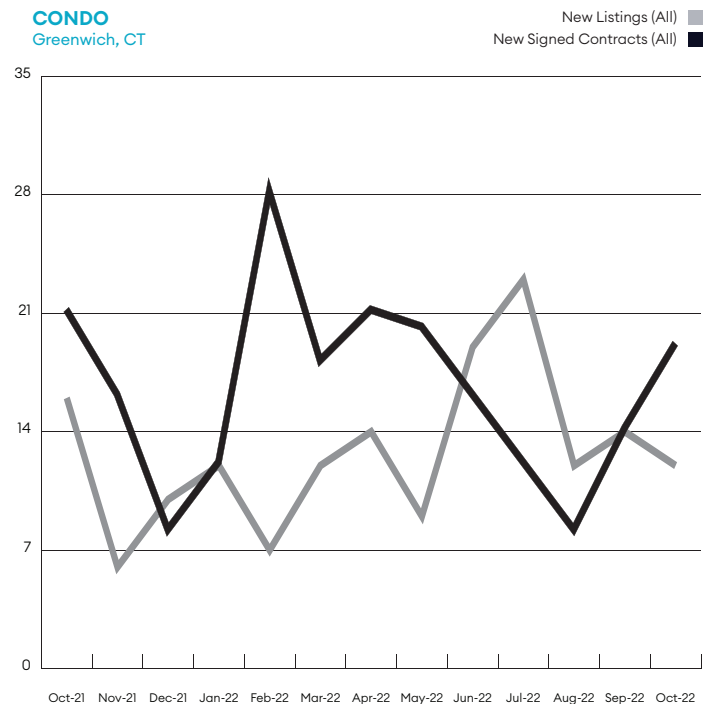
Greenwich, CT

"While newly signed contracts have been falling annually for fifteen of the past sixteen months, distorted by the 2020-2021 boom, year over year declines in new listings have occurred for sixteen months, keeping the market tight."

SINGLE FAMILY MATRIX Greenwich, CT	OCT 2022	OCT 2021	%Δ (YR)
New Signed Contracts (All)	42	86	-51.2%
< \$500K	0	0	
\$500K - \$999K	5	11	-54.5%
\$1M - \$1.99M	14	24	-41.7%
\$2M - \$3.99M	17	31	-45.2%
\$4M - \$4.99M	2	10	-80.0%
\$5M - \$9.99M	3	8	-62.5%
\$10M - \$19.99M	1	1	0.0%
≥ \$20M	0	1	-100.0%
New Listings (All)	41	41	0.0%
< \$500K	0	0	
\$500K - \$999K	4	5	-20.0%
\$1M - \$1.99M	11	7	57.1%
\$2M - \$3.99M	16	13	23.1%
\$4M - \$4.99M	4	3	33.3%
\$5M - \$9.99M	4	9	-55.6%
\$10M - \$19.99M	1	3	-66.7%
≥ \$20M	1	1	0.0%



CONDO MATRIX Greenwich, CT	OCT 2022	OCT 2021	%Δ (YR)
New Signed Contracts (All)	19	21	-9.5%
< \$500K	4	3	33.3%
\$500K - \$999K	10	10	0.0%
\$1M - \$1.99M	5	6	-16.7%
\$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)	12	16	-25.0%
< \$500K	2	1	100.0%
\$500K - \$999K	4	5	-20.0%
\$1M - \$1.99M	3	6	-50.0%
\$2M - \$3.99M	2	4	-50.0%
\$4M - \$4.99M	1	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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