

Elliman Report

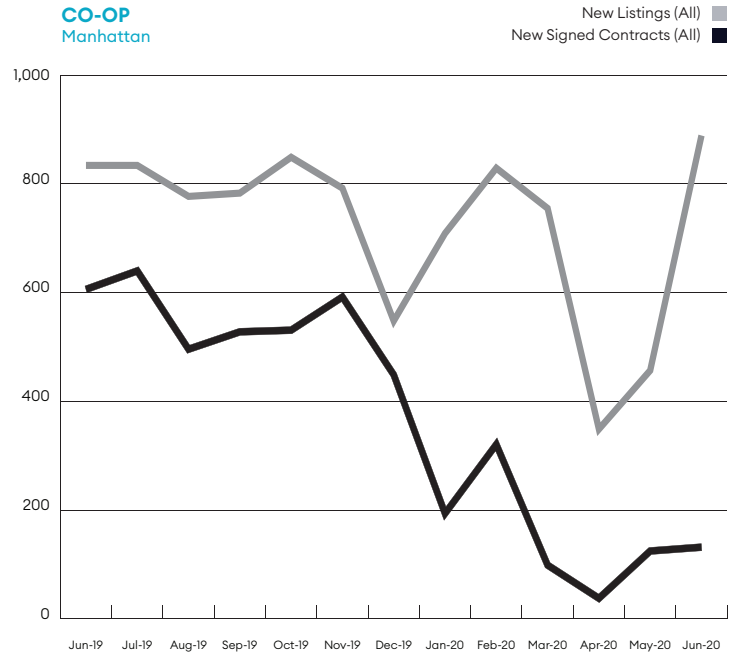
New York

June 2020 New Signed Contracts

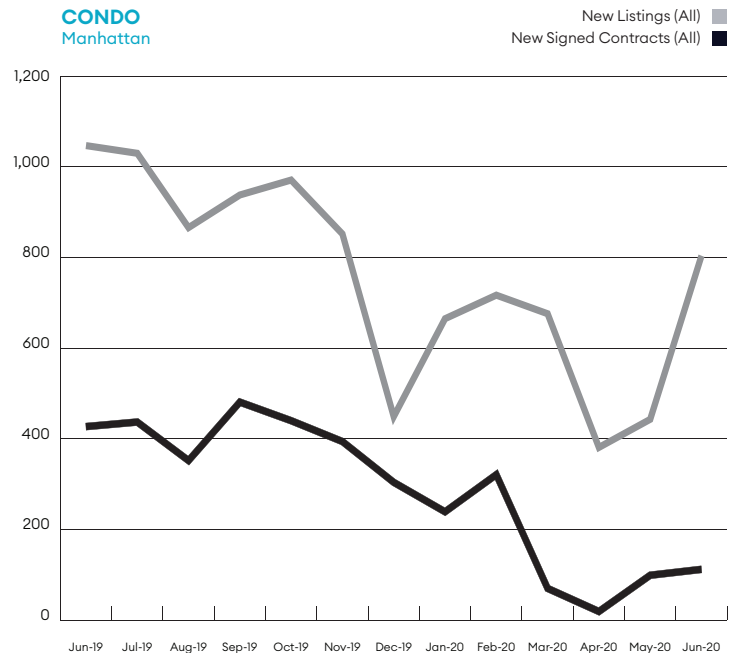
Manhattan

"While the June new signed contracts saw a slight increase from May and remained sharply below year-ago levels, New York State didn't allow brokers to physically show the interior of properties until the last week of June."

CO-OP MATRIX Manhattan	JUNE 2020	JUNE 2019	%Δ (YR)
New Signed Contracts (All)	132	606	-78.2%
< \$500K	32	112	-71.4%
\$500K - \$999K	50	265	-81.1%
\$1M - \$1.99M	35	144	-75.7%
\$2M - \$3.99M	9	65	-86.2%
\$4M - \$4.99M	2	6	-66.7%
\$5M - \$9.99M	4	12	-66.7%
\$10M - \$19.99M	0	2	-100.0%
≥ \$20M	0	0	
New Listings (All)	889	834	6.6%
< \$500K	129	144	-10.4%
\$500K - \$999K	375	317	18.3%
\$1M - \$1.99M	213	210	1.4%
\$2M - \$3.99M	122	115	6.1%
\$4M - \$4.99M	11	12	-8.3%
\$5M - \$9.99M	26	25	4.0%
\$10M - \$19.99M	9	11	-18.2%
≥ \$20M	4	0	



CONDO MATRIX Manhattan	JUNE 2020	JUNE 2019	%Δ (YR)
New Signed Contracts (All)	112	427	-73.8%
< \$500K	3	18	-83.3%
\$500K - \$999K	29	116	-75.0%
\$1M - \$1.99M	30	127	-76.4%
\$2M - \$3.99M	35	102	-65.7%
\$4M - \$4.99M	4	23	-82.6%
\$5M - \$9.99M	8	29	-72.4%
\$10M - \$19.99M	2	5	-60.0%
≥ \$20M	1	7	-85.7%
New Listings (All)	804	1,047	-23.2%
< \$500K	4	12	-66.7%
\$500K - \$999K	161	153	5.2%
\$1M - \$1.99M	222	301	-26.2%
\$2M - \$3.99M	251	281	-10.7%
\$4M - \$4.99M	68	103	-34.0%
\$5M - \$9.99M	75	140	-46.4%
\$10M - \$19.99M	19	56	-66.1%
≥ \$20M	4	1	300.0%

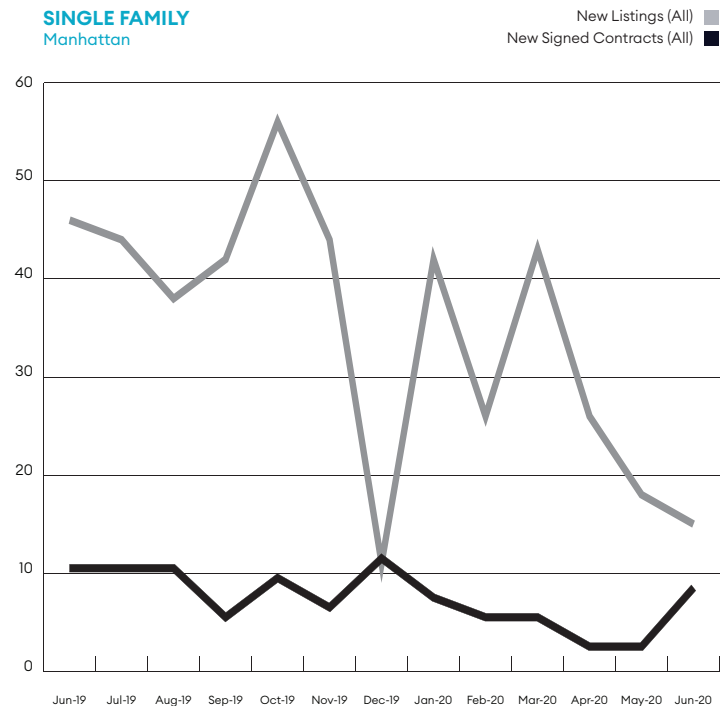


Manhattan (continued)

SINGLE FAMILY MATRIX Manhattan	JUNE 2020	JUNE 2019	%Δ (YR)
New Signed Contracts (All)	8	10	-20.0%
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	0	1	-100.0%
\$2M - \$3.99M	0	2	-100.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	5	3	66.7%
\$10M - \$19.99M	2	1	100.0%
≥ \$20M	1	3	-66.7%
New Listings (All)	15	46	-67.4%
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	3	9	-66.7%
\$2M - \$3.99M	2	12	-83.3%
\$4M - \$4.99M	0	3	-100.0%
\$5M - \$9.99M	5	17	-70.6%
\$10M - \$19.99M	4	5	-20.0%
≥ \$20M	1	0	

Source: REBNY

SINGLE FAMILY
Manhattan



Brooklyn

"While the June new signed contracts saw a slight increase from May and remained sharply below year-ago levels, New York State didn't allow brokers to physically show the interior of properties until the last week of June."

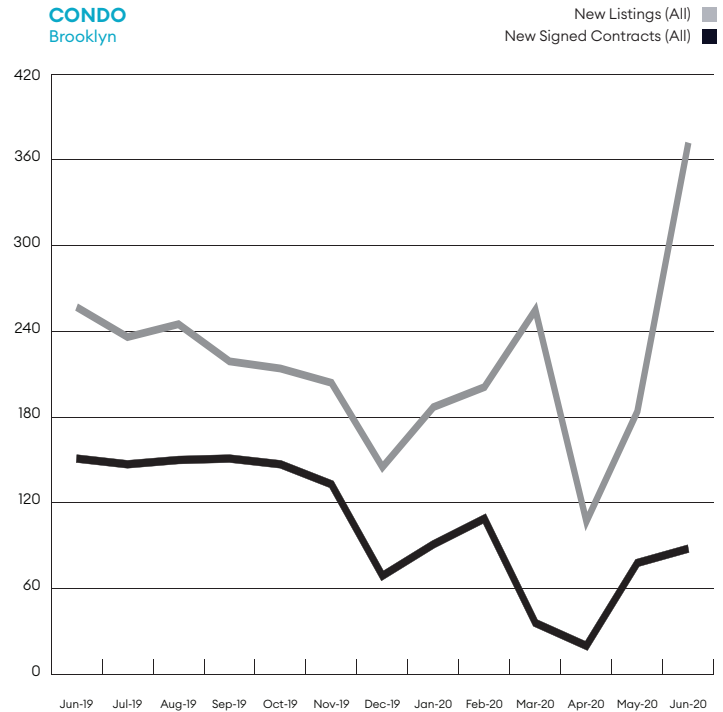
CO-OP MATRIX Brooklyn	JUNE 2020	JUNE 2019	%Δ (YR)
New Signed Contracts (All)	39	92	-57.6%
< \$500K	18	39	-53.8%
\$500K - \$999K	14	41	-65.9%
\$1M - \$1.99M	4	8	-50.0%
\$2M - \$3.99M	3	4	-25.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	161	151	6.6%
< \$500K	57	59	-3.4%
\$500K - \$999K	65	61	6.6%
\$1M - \$1.99M	38	27	40.7%
\$2M - \$3.99M	1	4	-75.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

CO-OP
Brooklyn

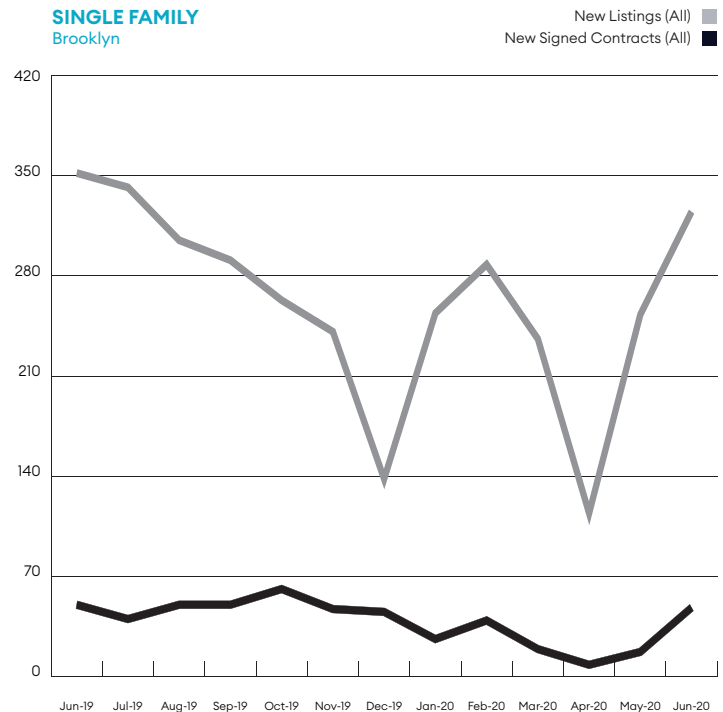


Brooklyn (continued)

CONDO MATRIX Brooklyn	JUNE 2020	JUNE 2019	%Δ (yr)
New Signed Contracts (All)	88	151	-41.7%
< \$500K	21	7	200.0%
\$500K - \$999K	36	76	-52.6%
\$1M - \$1.99M	26	58	-55.2%
\$2M - \$3.99M	5	9	-44.4%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	1	-100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	372	257	44.7%
< \$500K	12	15	-20.0%
\$500K - \$999K	130	96	35.4%
\$1M - \$1.99M	157	99	58.6%
\$2M - \$3.99M	55	33	66.7%
\$4M - \$4.99M	11	9	22.2%
\$5M - \$9.99M	7	5	40.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	



SINGLE FAMILY MATRIX Brooklyn	JUNE 2020	JUNE 2019	%Δ (yr)
New Signed Contracts (All)	48	50	-4.0%
< \$500K	0	0	
\$500K - \$999K	9	11	-18.2%
\$1M - \$1.99M	24	20	20.0%
\$2M - \$3.99M	12	17	-29.4%
\$4M - \$4.99M	2	2	0.0%
\$5M - \$9.99M	1	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	325	352	-7.7%
< \$500K	3	5	-40.0%
\$500K - \$999K	49	93	-47.3%
\$1M - \$1.99M	131	106	23.6%
\$2M - \$3.99M	94	100	-6.0%
\$4M - \$4.99M	16	17	-5.9%
\$5M - \$9.99M	24	15	60.0%
\$10M - \$19.99M	6	15	-60.0%
≥ \$20M	2	1	100.0%

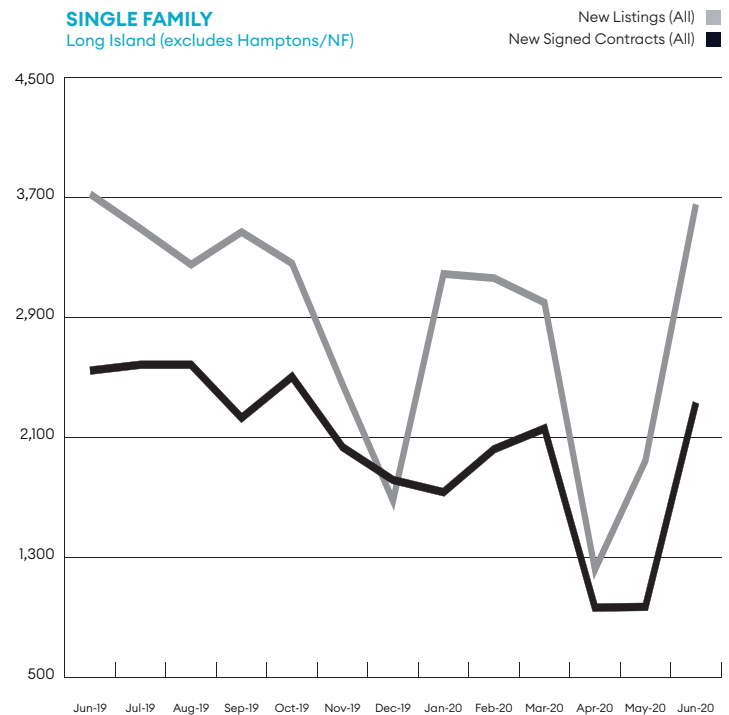


Source: REBNY

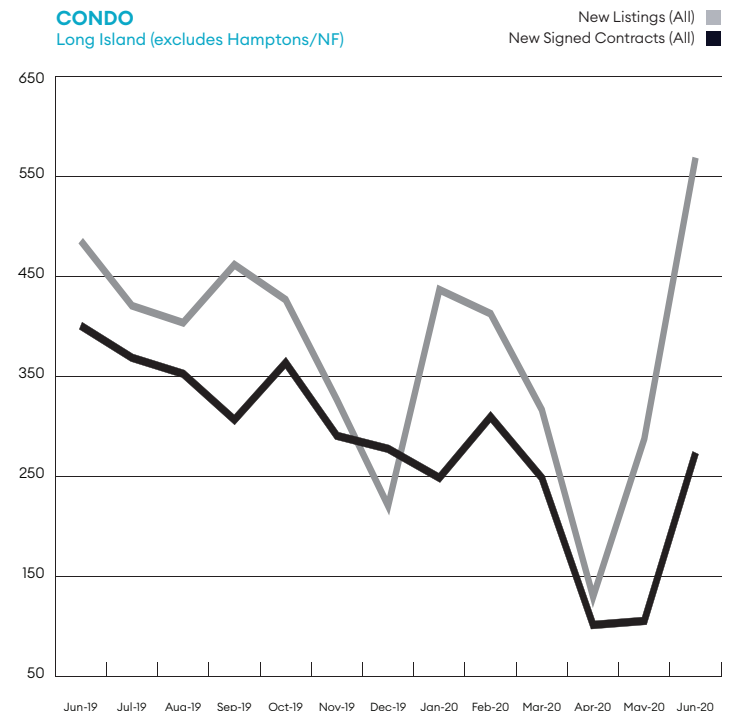
Long Island (excludes Hamptons/North Fork)

"With Long Island brokers allowed to do in-person showings in the second week of June, new signed contracts and new listings surged from May."

SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	JUNE 2020	JUNE 2019	%Δ (YR)
New Signed Contracts (All)	2,333	2,547	-8.4%
< \$200K	140	242	-42.1%
\$200K - \$299K	399	517	-22.8%
\$300K - \$399K	526	576	-8.7%
\$400K - \$499K	430	425	1.2%
\$500K - \$599K	392	405	-3.2%
\$600K - \$799K	183	184	-0.5%
\$800K - \$999K	195	167	16.8%
≥ \$1M	68	31	119.4%
New Listings (All)	3,655	3,723	-1.8%
< \$200K	152	276	-44.9%
\$200K - \$299K	471	598	-21.2%
\$300K - \$399K	706	838	-15.8%
\$400K - \$499K	659	592	11.3%
\$500K - \$599K	678	638	6.3%
\$600K - \$799K	356	277	28.5%
\$800K - \$999K	438	347	26.2%
≥ \$1M	195	157	24.2%



CONDO MATRIX Long Island (excludes Hamptons/NF)	JUNE 2020	JUNE 2019	%Δ (YR)
New Signed Contracts (All)	274	401	-31.7%
< \$200K	61	85	-28.2%
\$200K - \$299K	65	100	-35.0%
\$300K - \$399K	54	79	-31.6%
\$400K - \$499K	36	47	-23.4%
\$500K - \$599K	19	29	-34.5%
\$600K - \$799K	14	30	-53.3%
\$800K - \$999K	10	20	-50.0%
≥ \$1M	15	11	36.4%
New Listings (All)	569	486	17.1%
< \$200K	78	91	-14.3%
\$200K - \$299K	136	131	3.8%
\$300K - \$399K	107	83	28.9%
\$400K - \$499K	75	50	50.0%
\$500K - \$599K	40	44	-9.1%
\$600K - \$799K	57	43	32.6%
\$800K - \$999K	29	19	52.6%
≥ \$1M	47	25	88.0%



Source: One Key MLS

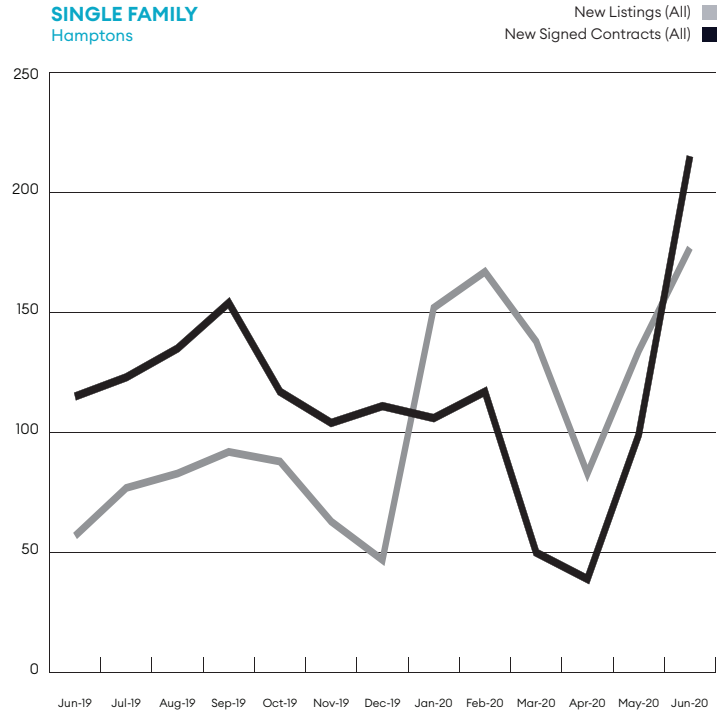
Hamptons

"New signed contracts and new listings for single-family properties surged at nearly all price points year over year. Consumers who found themselves under New York City 'shelter-in-place' rules in the early spring pressed to find summer rentals and make purchases at a much higher rate than last year."

SINGLE FAMILY MATRIX Hamptons	JUNE 2020	JUNE 2019	%Δ (yr)
New Signed Contracts (All)	213	113	88.5%
< \$500K	3	7	-57.1%
\$500K - \$999K	45	40	12.5%
\$1M - \$1.99M	78	27	188.9%
\$2M - \$3.99M	57	29	96.6%
\$4M - \$4.99M	12	3	300.0%
\$5M - \$9.99M	11	5	120.0%
\$10M - \$19.99M	6	2	200.0%
≥ \$20M	1	0	
New Listings (All)	177	57	210.5%
< \$500K	1	2	-50.0%
\$500K - \$999K	27	4	575.0%
\$1M - \$1.99M	55	14	292.9%
\$2M - \$3.99M	52	16	225.0%
\$4M - \$4.99M	8	4	100.0%
\$5M - \$9.99M	24	13	84.6%
\$10M - \$19.99M	8	1	700.0%
≥ \$20M	2	3	-33.3%

Note: Hamptons year over year trends may be impacted due to the source shift from Out East to East End LI MLS in April 2020

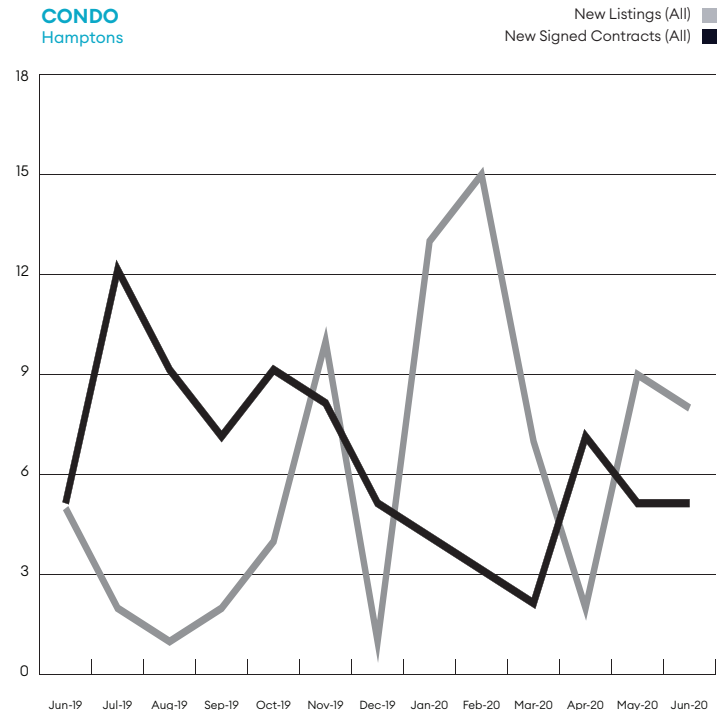
SINGLE FAMILY Hamptons



CONDO MATRIX Hamptons	JUNE 2020	JUNE 2019	%Δ (yr)
New Signed Contracts (All)	5	5	0.0%
< \$500K	0	1	-100.0%
\$500K - \$999K	2	2	0.0%
\$1M - \$1.99M	2	1	100.0%
\$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)	8	5	60.0%
< \$500K	0	3	-100.0%
\$500K - \$999K	3	1	200.0%
\$1M - \$1.99M	0	1	-100.0%
\$2M - \$3.99M	5	0	
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

Source: East End LI MLS

CONDO Hamptons

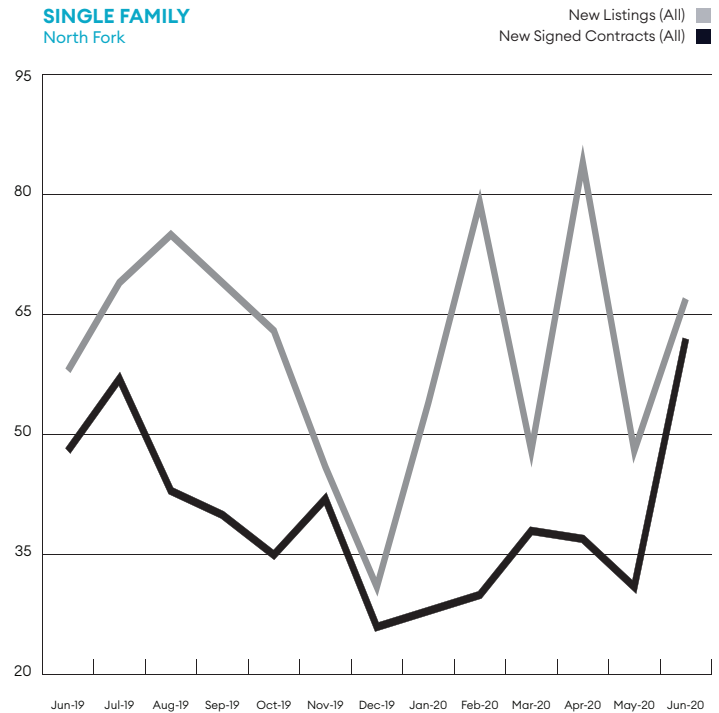


North Fork

"With Long Island and North Fork brokers allowed to do in-person showings in the second week of June, new signed contracts and new listings surged from May."

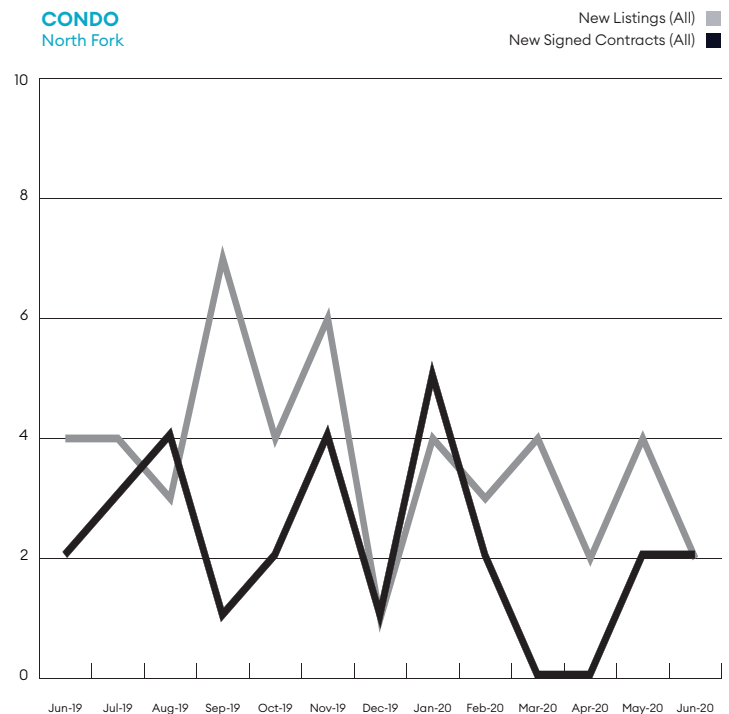
SINGLE FAMILY MATRIX North Fork	JUNE 2020	JUNE 2019	%Δ (YR)
New Signed Contracts (All)	62	48	29.2%
< \$500K	6	11	-45.5%
\$500K - \$999K	37	27	37.0%
\$1M - \$1.99M	14	8	75.0%
\$2M - \$3.99M	5	1	400.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	1	-100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	67	58	15.5%
< \$500K	4	12	-66.7%
\$500K - \$999K	31	25	24.0%
\$1M - \$1.99M	21	10	110.0%
\$2M - \$3.99M	8	10	-20.0%
\$4M - \$4.99M	3	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	1	-100.0%
≥ \$20M	0	0	

SINGLE FAMILY
North Fork



CONDO MATRIX North Fork	JUNE 2020	JUNE 2019	%Δ (YR)
New Signed Contracts (All)	2	2	0.0%
< \$500K	2	0	
\$500K - \$999K	0	2	-100.0%
\$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	4	-50.0%
< \$500K	0	3	-100.0%
\$500K - \$999K	2	1	100.0%
\$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

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

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