

Elliman Report

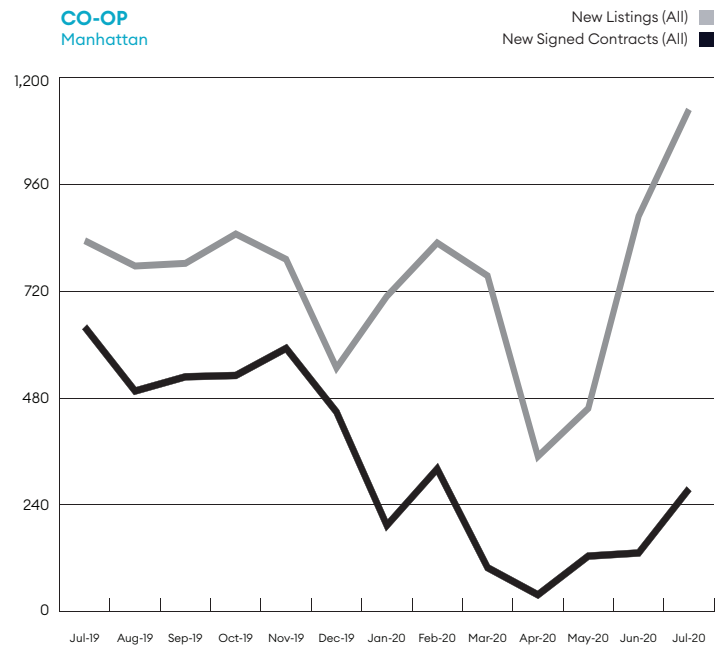
New York

July 2020 New Signed Contracts

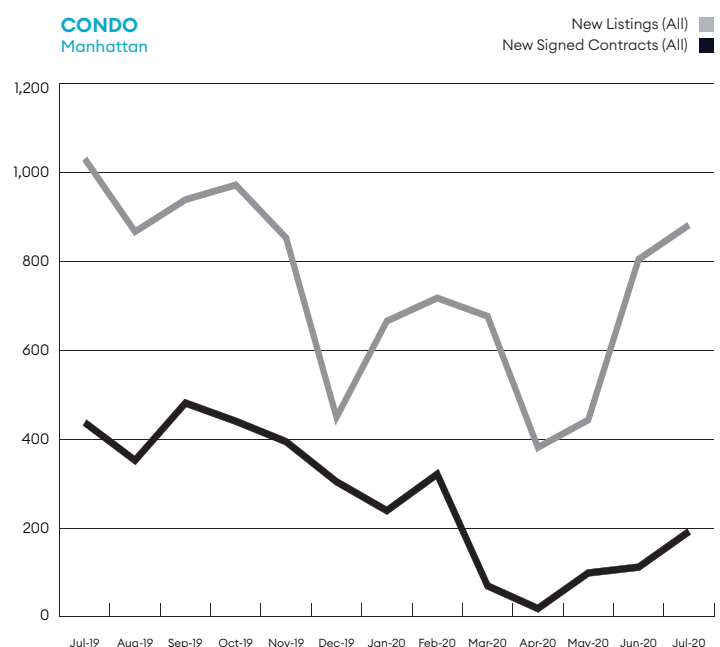
Manhattan

"After bottoming in April, new signed contracts for all three property types remain below year-ago levels. The market re-opened in late June, the last of the metro area markets, but has been slow to return to year-ago activity levels. New inventory has seen a rapid release of pent-up supply since April."

CO-OP MATRIX Manhattan	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	276	640	-56.9%
< \$500K	49	131	-62.6%
\$500K - \$999K	137	259	-47.1%
\$1M - \$1.99M	63	159	-60.4%
\$2M - \$3.99M	23	63	-63.5%
\$4M - \$4.99M	1	17	-94.1%
\$5M - \$9.99M	2	8	-75.0%
\$10M - \$19.99M	1	3	-66.7%
≥ \$20M	0	0	
New Listings (All)	1,129	834	35.4%
< \$500K	191	151	26.5%
\$500K - \$999K	464	308	50.6%
\$1M - \$1.99M	294	198	48.5%
\$2M - \$3.99M	130	115	13.0%
\$4M - \$4.99M	17	13	30.8%
\$5M - \$9.99M	27	36	-25.0%
\$10M - \$19.99M	3	13	-76.9%
≥ \$20M	3	0	



CONDO MATRIX Manhattan	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	192	437	-56.1%
< \$500K	2	14	-85.7%
\$500K - \$999K	48	135	-64.4%
\$1M - \$1.99M	68	135	-49.6%
\$2M - \$3.99M	49	102	-52.0%
\$4M - \$4.99M	3	13	-76.9%
\$5M - \$9.99M	17	28	-39.3%
\$10M - \$19.99M	5	6	-16.7%
≥ \$20M	0	4	-100.0%
New Listings (All)	881	1,030	-14.5%
< \$500K	15	15	0.0%
\$500K - \$999K	206	135	52.6%
\$1M - \$1.99M	291	287	1.4%
\$2M - \$3.99M	200	299	-33.1%
\$4M - \$4.99M	61	100	-39.0%
\$5M - \$9.99M	68	137	-50.4%
\$10M - \$19.99M	25	55	-54.5%
≥ \$20M	15	2	650.0%

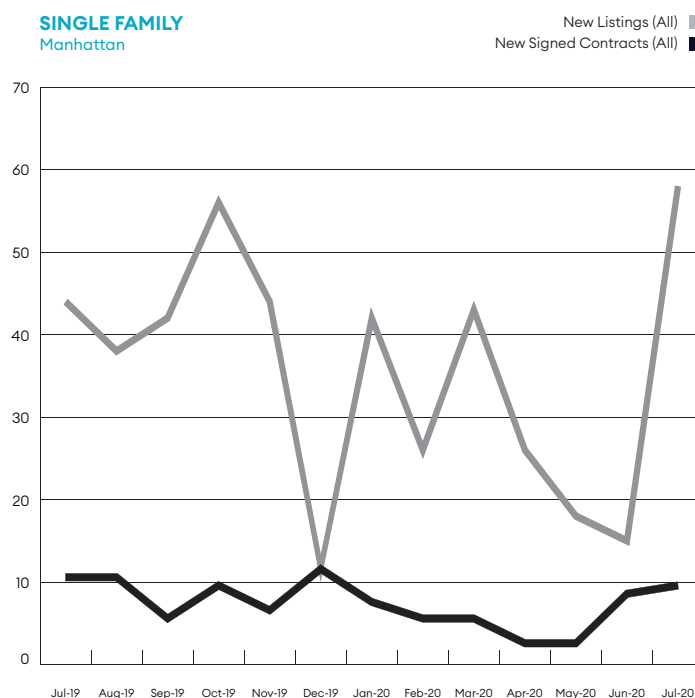


Manhattan (continued)

SINGLE FAMILY MATRIX Manhattan	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	9	10	-10.0%
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	1	1	0.0%
\$2M - \$3.99M	3	2	50.0%
\$4M - \$4.99M	2	0	
\$5M - \$9.99M	2	5	-60.0%
\$10M - \$19.99M	0	2	-100.0%
≥ \$20M	1	0	
New Listings (All)	58	44	31.8%
< \$500K	0	0	
\$500K - \$999K	1	0	
\$1M - \$1.99M	3	6	-50.0%
\$2M - \$3.99M	15	9	66.7%
\$4M - \$4.99M	4	5	-20.0%
\$5M - \$9.99M	16	18	-11.1%
\$10M - \$19.99M	14	6	133.3%
≥ \$20M	5	0	

Source: REBNY

SINGLE FAMILY
Manhattan

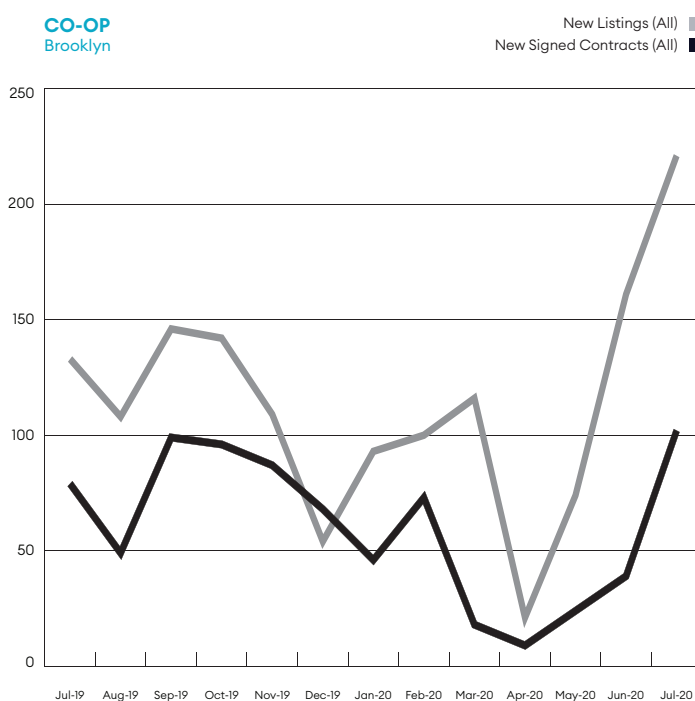


Brooklyn

"Single family and condo new signed contracts surged ahead of year-ago levels for the first time since the shutdown. After bottoming in April, new signed contracts and new listings have grown rapidly over the subsequent months."

CO-OP MATRIX Brooklyn	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	102	79	29.1%
< \$500K	36	34	5.9%
\$500K - \$999K	50	35	42.9%
\$1M - \$1.99M	13	7	85.7%
\$2M - \$3.99M	3	2	50.0%
\$4M - \$4.99M	0	1	-100.0%
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	221	133	66.2%
< \$500K	64	56	14.3%
\$500K - \$999K	101	48	110.4%
\$1M - \$1.99M	48	26	84.6%
\$2M - \$3.99M	8	3	166.7%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

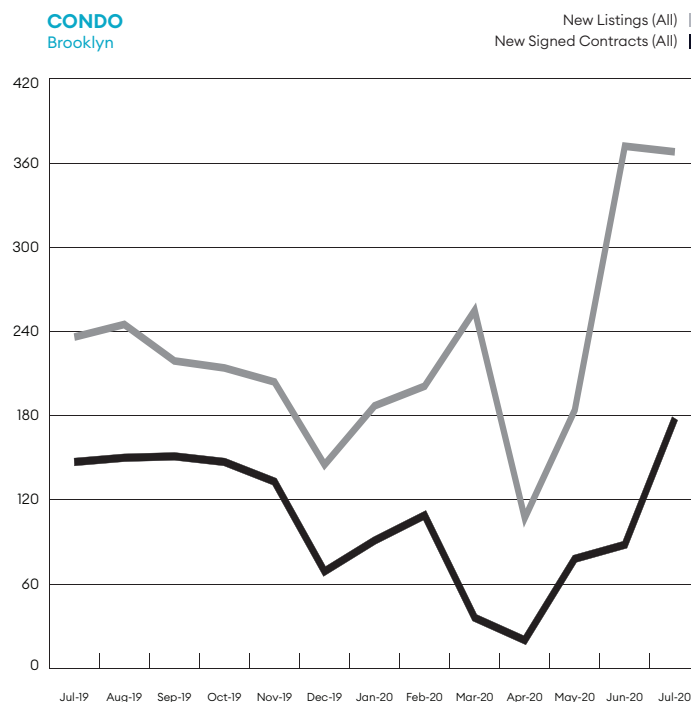
CO-OP
Brooklyn



Brooklyn (continued)

CONDO MATRIX Brooklyn	JULY 2020	JULY 2019	%Δ (yr)
New Signed Contracts (All)	178	147	21.1%
< \$500K	20	10	100.0%
\$500K - \$999K	82	76	7.9%
\$1M - \$1.99M	63	55	14.5%
\$2M - \$3.99M	13	4	225.0%
\$4M - \$4.99M	0	1	-100.0%
\$5M - \$9.99M	0	1	-100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	368	236	55.9%
< \$500K	8	15	-46.7%
\$500K - \$999K	141	91	54.9%
\$1M - \$1.99M	155	96	61.5%
\$2M - \$3.99M	56	27	107.4%
\$4M - \$4.99M	4	5	-20.0%
\$5M - \$9.99M	4	2	100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

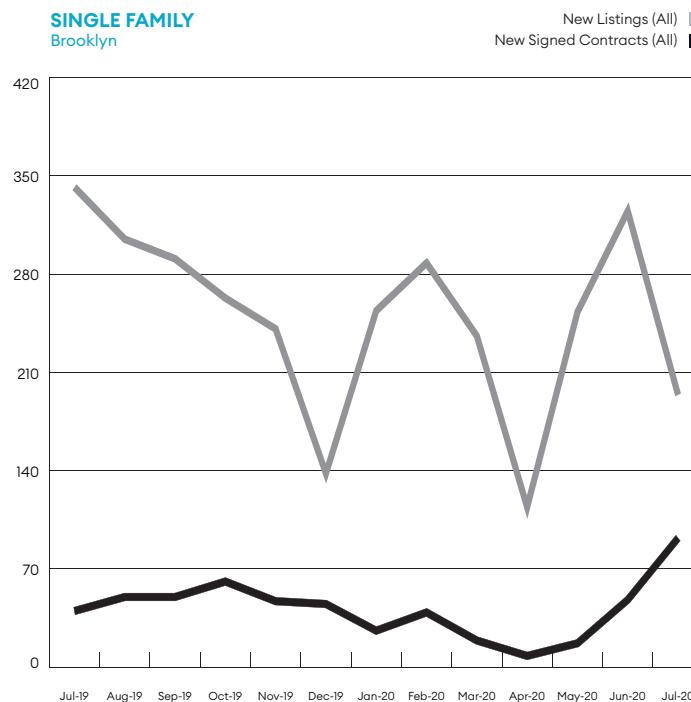
CONDO
Brooklyn



SINGLE FAMILY MATRIX Brooklyn	JULY 2020	JULY 2019	%Δ (yr)
New Signed Contracts (All)	92	40	130.0%
< \$500K	1	0	
\$500K - \$999K	21	10	110.0%
\$1M - \$1.99M	43	16	168.8%
\$2M - \$3.99M	23	13	76.9%
\$4M - \$4.99M	1	1	0.0%
\$5M - \$9.99M	2	0	
\$10M - \$19.99M	1	0	
≥ \$20M	0	0	
New Listings (All)	194	342	-43.3%
< \$500K	3	5	-40.0%
\$500K - \$999K	21	90	-76.7%
\$1M - \$1.99M	79	107	-26.2%
\$2M - \$3.99M	71	99	-28.3%
\$4M - \$4.99M	13	12	8.3%
\$5M - \$9.99M	5	12	-58.3%
\$10M - \$19.99M	1	17	-94.1%
≥ \$20M	1	0	

Source: REBNY

SINGLE FAMILY
Brooklyn



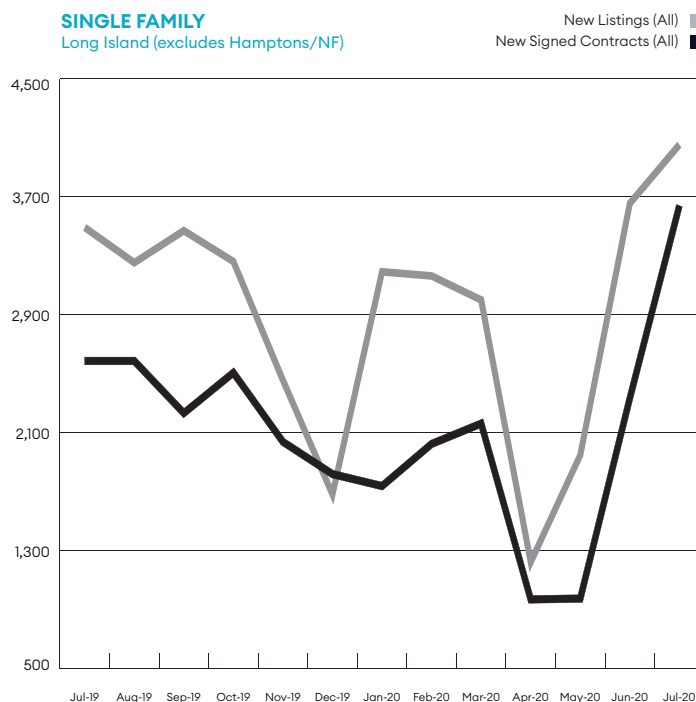
Long Island (excludes Hamptons/North Fork)

"Single family and condo new signed contracts surged ahead of year-ago levels for the first time since the shutdown. After bottoming in April, new signed contracts and new listings have grown rapidly over the subsequent months."

SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	3,640	2,586	40.8%
< \$200K	181	227	-20.3%
\$200K - \$299K	571	515	10.9%
\$300K - \$399K	830	639	29.9%
\$400K - \$499K	736	445	65.4%
\$500K - \$599K	668	408	63.7%
\$600K - \$799K	277	166	66.9%
\$800K - \$999K	279	147	89.8%
≥ \$1M	98	39	151.3%
New Listings (All)	4,054	3,492	16.1%
< \$200K	140	313	-55.3%
\$200K - \$299K	511	677	-24.5%
\$300K - \$399K	773	767	0.8%
\$400K - \$499K	752	560	34.3%
\$500K - \$599K	809	517	56.5%
\$600K - \$799K	376	244	54.1%
\$800K - \$999K	478	285	67.7%
≥ \$1M	215	129	66.7%

SINGLE FAMILY

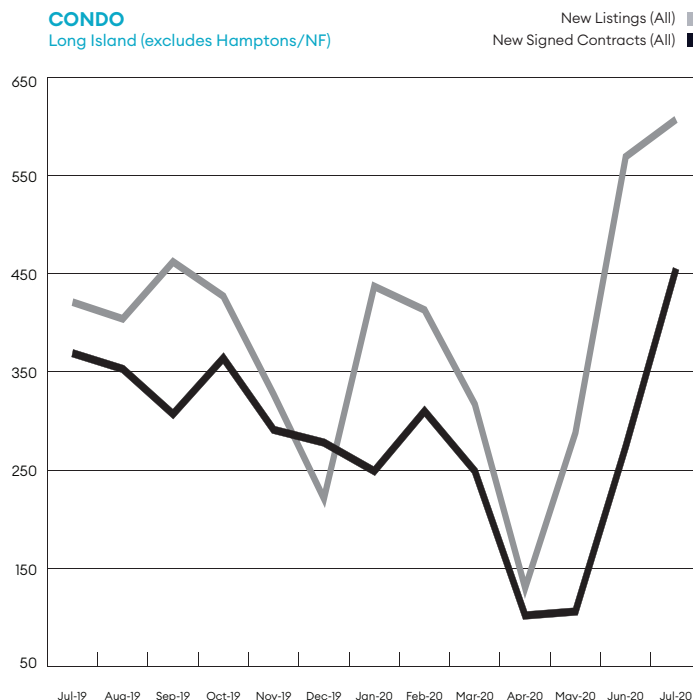
Long Island (excludes Hamptons/NF)



CONDO MATRIX Long Island (excludes Hamptons/NF)	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	455	369	23.3%
< \$200K	67	65	3.1%
\$200K - \$299K	121	99	22.2%
\$300K - \$399K	98	82	19.5%
\$400K - \$499K	59	53	11.3%
\$500K - \$599K	46	25	84.0%
\$600K - \$799K	38	25	52.0%
\$800K - \$999K	6	13	-53.8%
≥ \$1M	20	7	185.7%
New Listings (All)	607	421	44.2%
< \$200K	85	73	16.4%
\$200K - \$299K	122	97	25.8%
\$300K - \$399K	119	89	33.7%
\$400K - \$499K	70	44	59.1%
\$500K - \$599K	62	30	106.7%
\$600K - \$799K	67	42	59.5%
\$800K - \$999K	40	24	66.7%
≥ \$1M	42	22	90.9%

CONDO

Long Island (excludes Hamptons/NF)



Source: One Key MLS

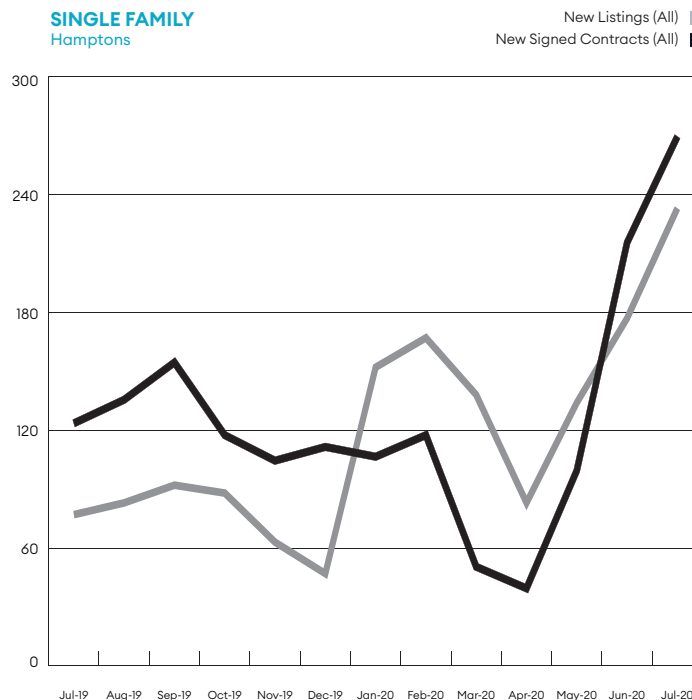
Hamptons

"Single family new signed contracts were more than double its year-ago level, surging above the prior-year results for the second straight month. The market continued to benefit from the outbound migration from the city."

SINGLE FAMILY MATRIX Hamptons	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	267	121	120.7%
< \$500K	2	7	-71.4%
\$500K - \$999K	60	37	62.2%
\$1M - \$1.99M	84	35	140.0%
\$2M - \$3.99M	78	21	271.4%
\$4M - \$4.99M	13	3	333.3%
\$5M - \$9.99M	26	8	225.0%
\$10M - \$19.99M	3	8	-62.5%
≥ \$20M	1	2	-50.0%
New Listings (All)	233	77	202.6%
< \$500K	2	0	
\$500K - \$999K	42	11	281.8%
\$1M - \$1.99M	71	20	255.0%
\$2M - \$3.99M	64	21	204.8%
\$4M - \$4.99M	21	6	250.0%
\$5M - \$9.99M	16	12	33.3%
\$10M - \$19.99M	16	6	166.7%
≥ \$20M	1	1	0.0%

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

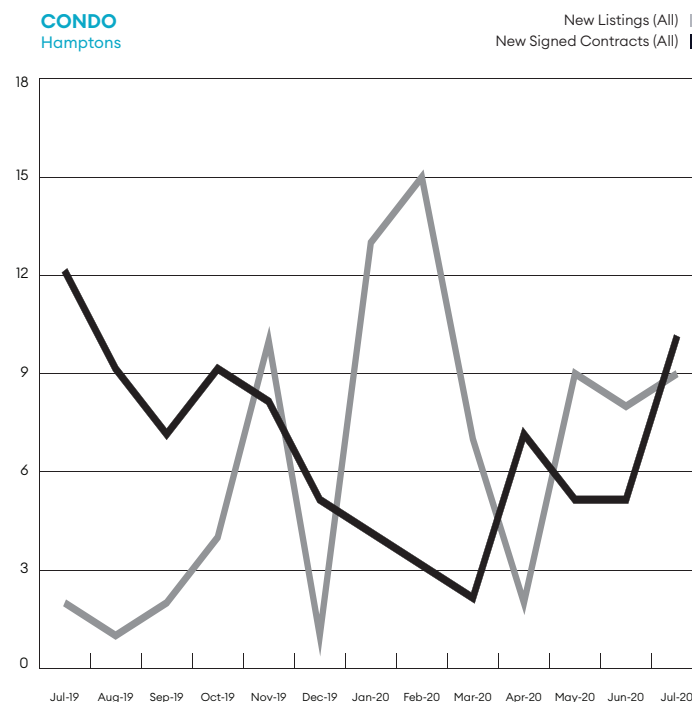
SINGLE FAMILY Hamptons



CONDO MATRIX Hamptons	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	10	12	-16.7%
< \$500K	0	3	-100.0%
\$500K - \$999K	5	4	25.0%
\$1M - \$1.99M	5	3	66.7%
\$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)	9	2	350.0%
< \$500K	0	0	
\$500K - \$999K	6	1	500.0%
\$1M - \$1.99M	3	1	200.0%
\$2M - \$3.99M	0	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

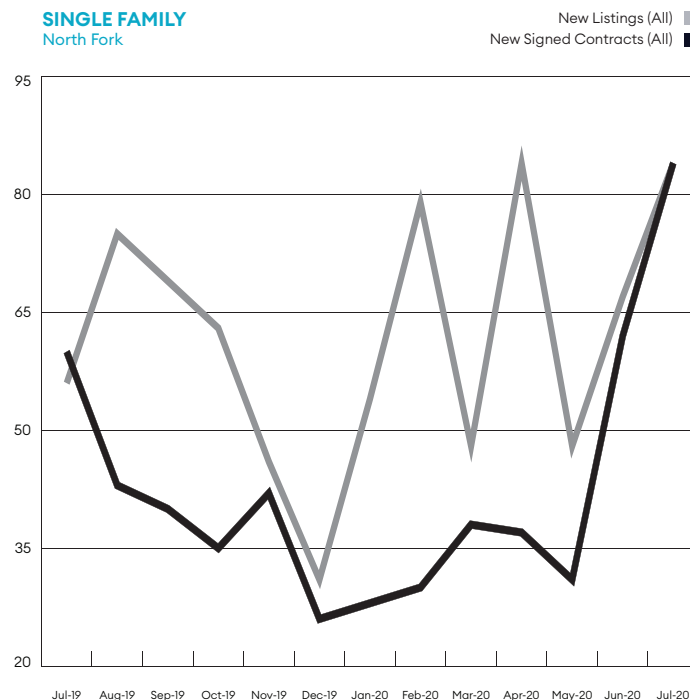


North Fork

"Single family new signed contracts surged above the prior-year results for the second straight month. The market continued to benefit from the outbound migration from the city."

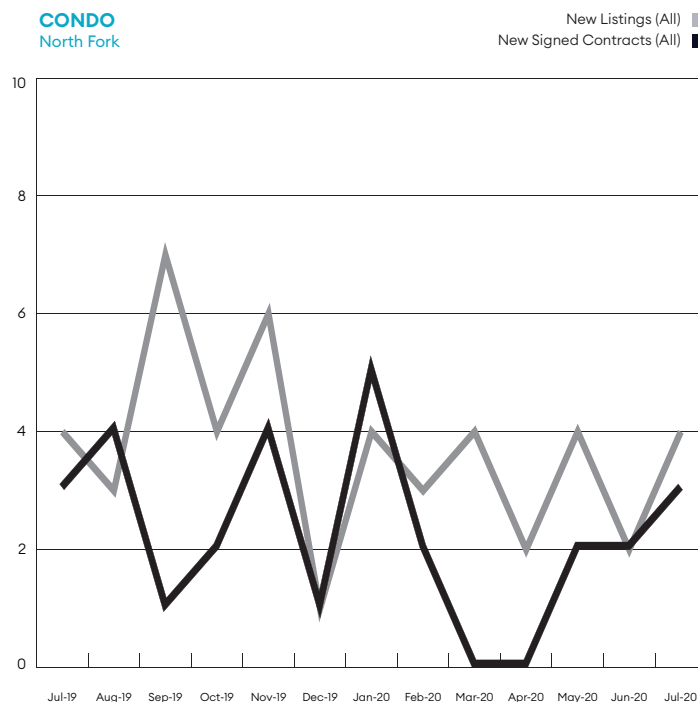
SINGLE FAMILY MATRIX North Fork	JULY 2020	JULY 2019	%Δ (yr)
New Signed Contracts (All)	84	60	40.0%
< \$500K	16	17	-5.9%
\$500K – \$999K	52	35	48.6%
\$1M – \$1.99M	14	8	75.0%
\$2M – \$3.99M	2	0	
\$4M – \$4.99M	0	0	
\$5M – \$9.99M	0	0	
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	84	56	50.0%
< \$500K	8	13	-38.5%
\$500K – \$999K	48	30	60.0%
\$1M – \$1.99M	23	8	187.5%
\$2M – \$3.99M	5	3	66.7%
\$4M – \$4.99M	0	1	-100.0%
\$5M – \$9.99M	0	1	-100.0%
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	

SINGLE FAMILY
North Fork



CONDO MATRIX North Fork	JULY 2020	JULY 2019	%Δ (yr)
New Signed Contracts (All)	3	3	0.0%
< \$500K	3	3	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)	4	4	0.0%
< \$500K	2	2	0.0%
\$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

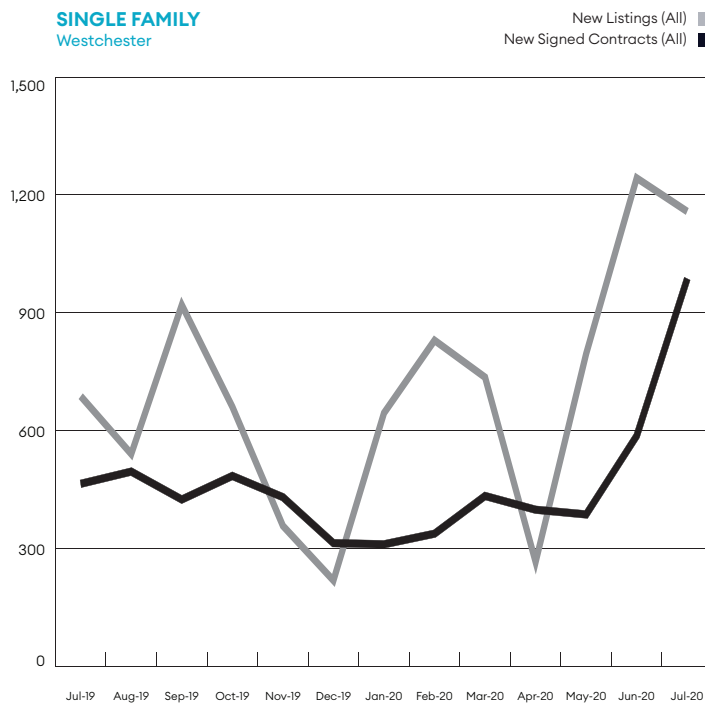


Source: One Key MLS

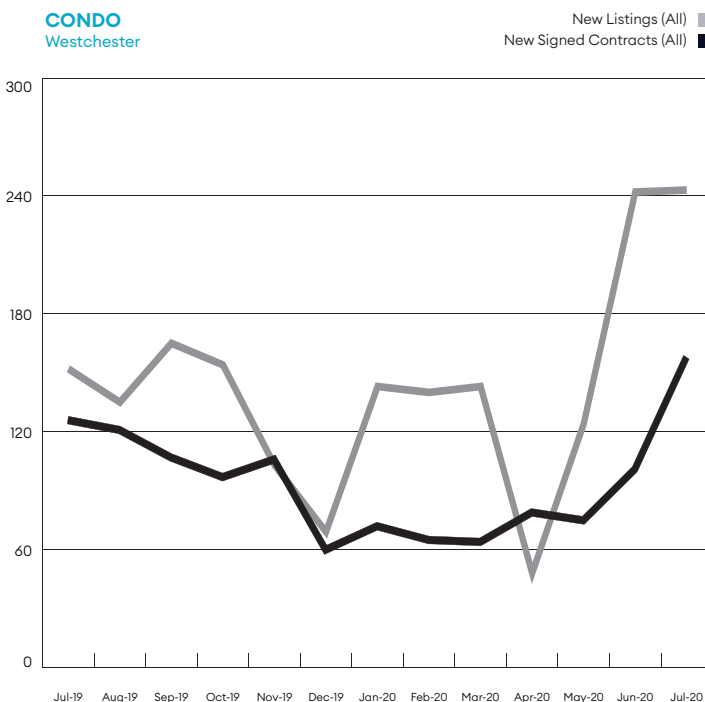
Westchester

"Single family new signed contracts were more than double its year-ago level, surging above the prior-year results for the second straight month. The upper half of the market showed the most growth, benefiting from the city's outbound migration."

SINGLE FAMILY MATRIX Westchester	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	987	465	112.3%
< \$300K	17	15	13.3%
\$300K - \$399K	61	45	35.6%
\$400K - \$499K	94	70	34.3%
\$500K - \$599K	121	84	44.0%
\$600K - \$799K	229	111	106.3%
\$800K - \$999K	156	59	164.4%
\$1M - \$1.99M	232	66	251.5%
≥ \$2M	77	15	413.3%
New Listings (All)	1,158	688	68.3%
< \$300K	4	30	-86.7%
\$300K - \$399K	48	60	-20.0%
\$400K - \$499K	109	114	-4.4%
\$500K - \$599K	171	104	64.4%
\$600K - \$799K	254	163	55.8%
\$800K - \$999K	183	88	108.0%
\$1M - \$1.99M	261	92	183.7%
≥ \$2M	128	37	245.9%



CONDO MATRIX Westchester	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	156	124	25.8%
< \$200K	1	3	-66.7%
\$200K - \$299K	22	26	-15.4%
\$300K - \$399K	31	43	-27.9%
\$400K - \$499K	39	21	85.7%
\$500K - \$599K	21	13	61.5%
\$600K - \$799K	23	6	283.3%
\$800K - \$999K	7	8	-12.5%
≥ \$1M	12	4	200.0%
New Listings (All)	243	152	59.9%
< \$200K	5	11	-54.5%
\$200K - \$299K	28	28	0.0%
\$300K - \$399K	67	37	81.1%
\$400K - \$499K	56	26	115.4%
\$500K - \$599K	14	8	75.0%
\$600K - \$799K	32	19	68.4%
\$800K - \$999K	11	9	22.2%
≥ \$1M	30	14	114.3%



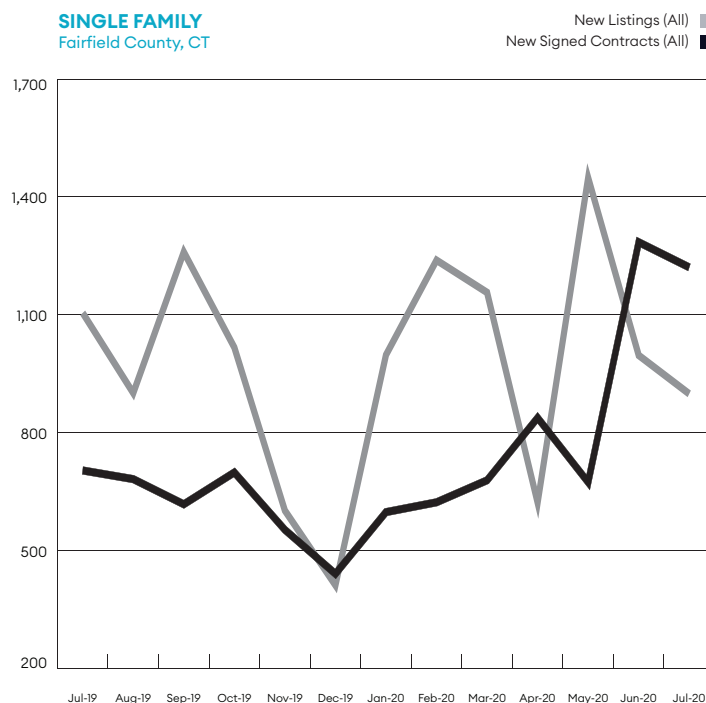
Source: One Key MLS

Fairfield County, CT

"Single family new signed contracts showed substantial gains over their respective year-ago levels, surging above the prior-year results for the second straight month. The upper half of the market showed the most growth, benefiting from the city's outbound migration."

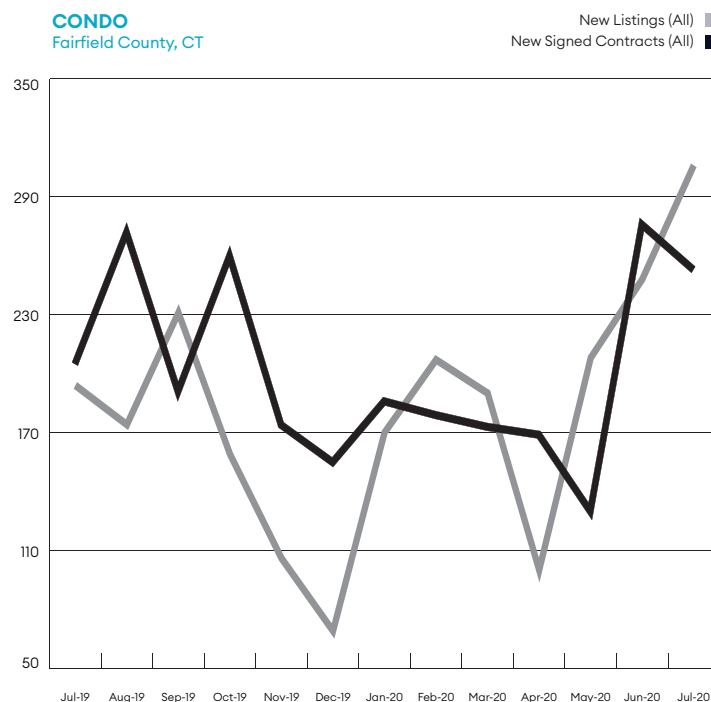
SINGLE FAMILY MATRIX Fairfield County, CT	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	1,221	704	73.4%
< \$300K	155	185	-16.2%
\$300K - \$399K	165	134	23.1%
\$400K - \$499K	159	89	78.7%
\$500K - \$599K	136	73	86.3%
\$600K - \$799K	181	64	182.8%
\$800K - \$999K	120	55	118.2%
\$1M - \$1.99M	223	78	185.9%
≥ \$2M	82	26	215.4%
New Listings (All)	899	1,105	-18.6%
< \$300K	74	238	-68.9%
\$300K - \$399K	82	192	-57.3%
\$400K - \$499K	113	143	-21.0%
\$500K - \$599K	95	126	-24.6%
\$600K - \$799K	165	130	26.9%
\$800K - \$999K	102	86	18.6%
\$1M - \$1.99M	154	129	19.4%
≥ \$2M	114	61	86.9%

SINGLE FAMILY
Fairfield County, CT



CONDO MATRIX Fairfield County, CT	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	251	203	23.6%
< \$200K	78	68	14.7%
\$200K - \$299K	80	56	42.9%
\$300K - \$399K	36	35	2.9%
\$400K - \$499K	16	18	-11.1%
\$500K - \$599K	22	9	144.4%
\$600K - \$799K	7	10	-30.0%
\$800K - \$999K	9	2	350.0%
≥ \$1M	3	5	-40.0%
New Listings (All)	306	194	57.7%
< \$200K	57	49	16.3%
\$200K - \$299K	77	42	83.3%
\$300K - \$399K	48	43	11.6%
\$400K - \$499K	46	25	84.0%
\$500K - \$599K	27	10	170.0%
\$600K - \$799K	26	12	116.7%
\$800K - \$999K	15	5	200.0%
≥ \$1M	10	8	25.0%

CONDO
Fairfield County, CT



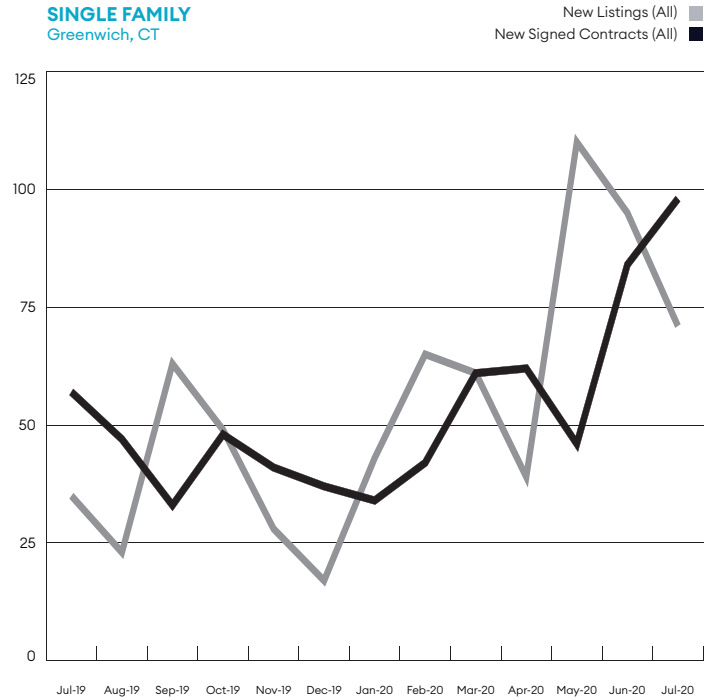
Source: Smart MLS

Greenwich, CT

"Single family and condo new signed contracts showed substantial gains over their year-ago levels, surging above the prior-year results for the second straight month after bottoming in May."

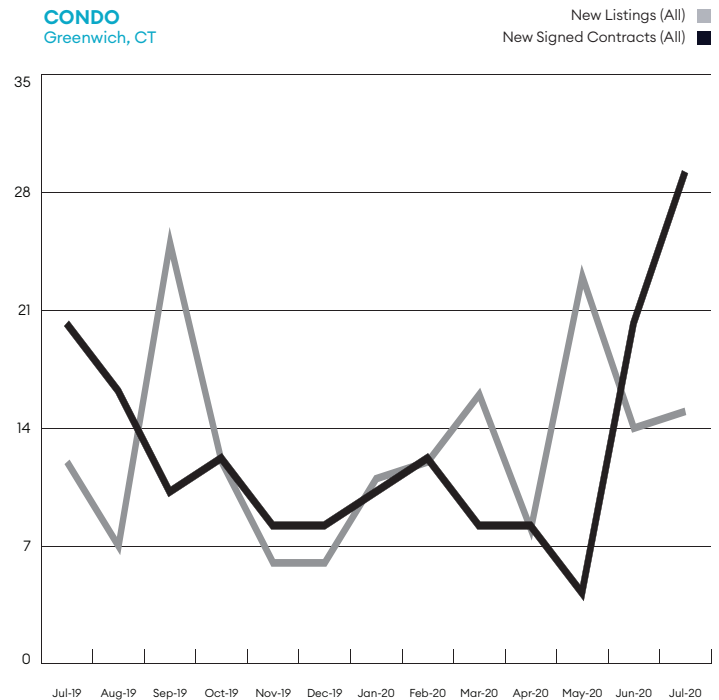
SINGLE FAMILY MATRIX Greenwich, CT	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	98	57	71.9%
< \$500K	0	0	
\$500K - \$999K	15	17	-11.8%
\$1M - \$1.99M	42	21	100.0%
\$2M - \$3.99M	27	11	145.5%
\$4M - \$4.99M	6	6	0.0%
\$5M - \$9.99M	8	0	
\$10M - \$19.99M	0	2	-100.0%
≥ \$20M	0	0	
New Listings (All)	71	35	102.9%
< \$500K	0	1	-100.0%
\$500K - \$999K	14	9	55.6%
\$1M - \$1.99M	27	10	170.0%
\$2M - \$3.99M	15	10	50.0%
\$4M - \$4.99M	2	1	100.0%
\$5M - \$9.99M	9	4	125.0%
\$10M - \$19.99M	4	0	
≥ \$20M	0	0	

SINGLE FAMILY
Greenwich, CT



CONDO MATRIX Greenwich, CT	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	138	123	12.2%
< \$500K	1	2	-50.0%
\$500K - \$999K	21	26	-19.2%
\$1M - \$1.99M	29	43	-32.6%
\$2M - \$3.99M	37	21	76.2%
\$4M - \$4.99M	18	13	38.5%
\$5M - \$9.99M	18	6	200.0%
\$10M - \$19.99M	5	8	-37.5%
≥ \$20M	9	4	125.0%
New Listings (All)	229	152	50.7%
< \$500K	4	11	-63.6%
\$500K - \$999K	26	28	-7.1%
\$1M - \$1.99M	62	37	67.6%
\$2M - \$3.99M	55	26	111.5%
\$4M - \$4.99M	12	8	50.0%
\$5M - \$9.99M	30	19	57.9%
\$10M - \$19.99M	11	9	22.2%
≥ \$20M	29	14	107.1%

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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