

Elliman Report

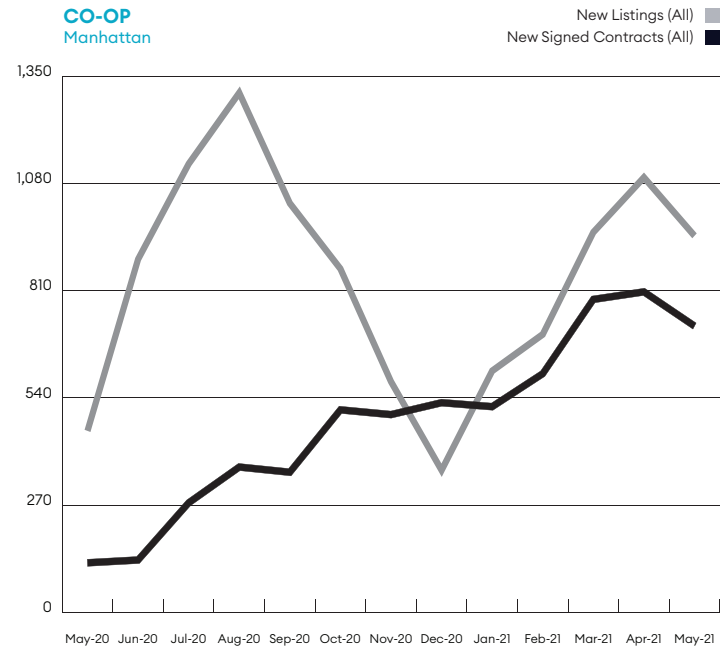
New York

May 2021 New Signed Contracts

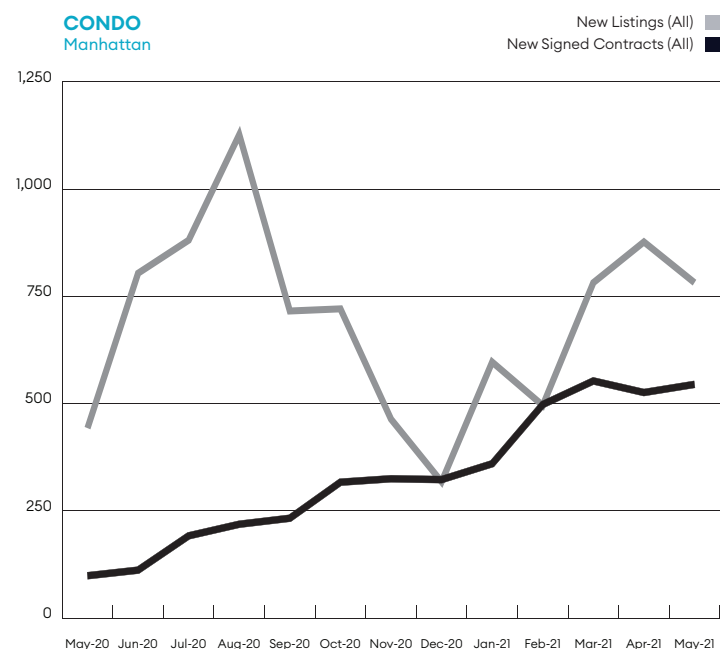
Manhattan

"New signed contracts for all three property types combined expanded significantly from last year's same period for the sixth consecutive month. The significant annual jump reflected the lockdown during the same period last year. New inventory rose year over year for the past three months as the market reverts to traditional seasonal patterns."

CO-OP MATRIX Manhattan	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	721	125	476.8%
< \$500K	121	23	426.1%
\$500K - \$999K	287	52	451.9%
\$1M - \$1.99M	181	32	465.6%
\$2M - \$3.99M	101	15	573.3%
\$4M - \$4.99M	9	2	350.0%
\$5M - \$9.99M	16	1	1,500.0%
\$10M - \$19.99M	5	0	
≥ \$20M	1	0	
New Listings (All)	948	457	107.4%
< \$500K	173	90	92.2%
\$500K - \$999K	388	182	113.2%
\$1M - \$1.99M	206	90	128.9%
\$2M - \$3.99M	112	68	64.7%
\$4M - \$4.99M	21	3	600.0%
\$5M - \$9.99M	35	21	66.7%
\$10M - \$19.99M	11	3	266.7%
≥ \$20M	2	0	



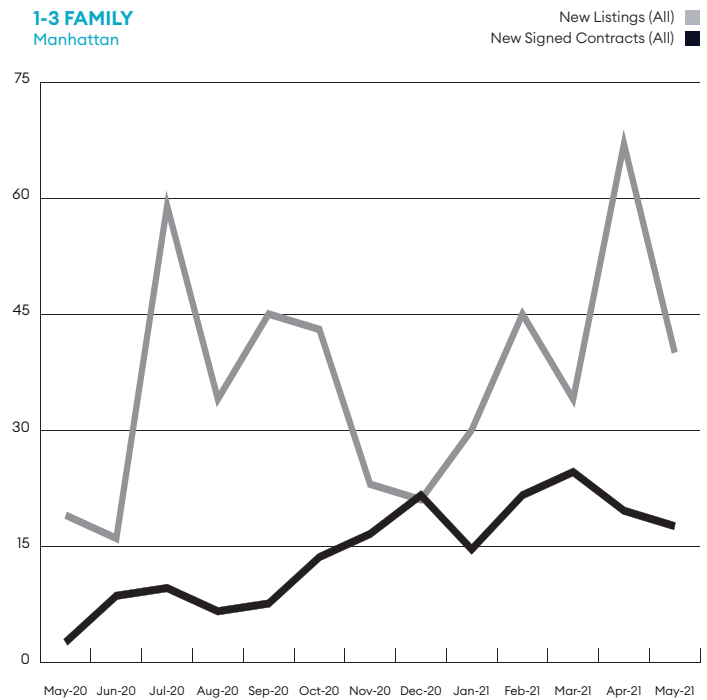
CONDO MATRIX Manhattan	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	545	99	450.5%
< \$500K	11	3	266.7%
\$500K - \$999K	126	19	563.2%
\$1M - \$1.99M	161	40	302.5%
\$2M - \$3.99M	159	25	536.0%
\$4M - \$4.99M	22	7	214.3%
\$5M - \$9.99M	48	3	1,500.0%
\$10M - \$19.99M	17	1	1,600.0%
≥ \$20M	1	1	0.0%
New Listings (All)	782	443	76.5%
< \$500K	19	12	58.3%
\$500K - \$999K	183	78	134.6%
\$1M - \$1.99M	231	134	72.4%
\$2M - \$3.99M	195	113	72.6%
\$4M - \$4.99M	36	35	2.9%
\$5M - \$9.99M	85	54	57.4%
\$10M - \$19.99M	21	13	61.5%
≥ \$20M	12	4	200.0%



Manhattan (continued)

1-3 FAMILY MATRIX Manhattan	MAY 2021	MAY 2020	%Δ (yr)
New Signed Contracts (All)	17	2	750.0%
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	1	0	
\$2M - \$3.99M	5	0	
\$4M - \$4.99M	0	1	-100.0%
\$5M - \$9.99M	7	1	600.0%
\$10M - \$19.99M	4	0	
≥ \$20M	0	0	
New Listings (All)	39	18	116.7%
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	2	0	
\$2M - \$3.99M	10	1	900.0%
\$4M - \$4.99M	0	1	-100.0%
\$5M - \$9.99M	11	7	57.1%
\$10M - \$19.99M	9	5	80.0%
≥ \$20M	7	4	75.0%

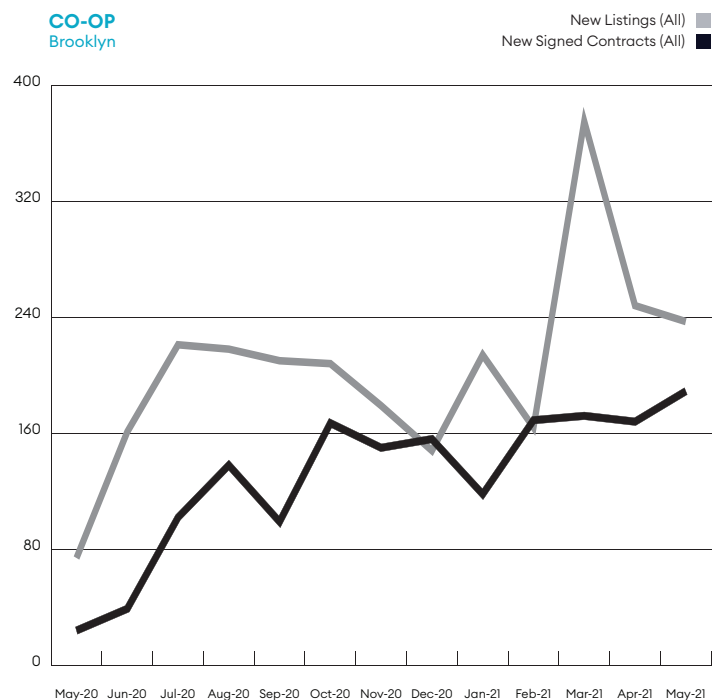
Source: REBNY



Brooklyn

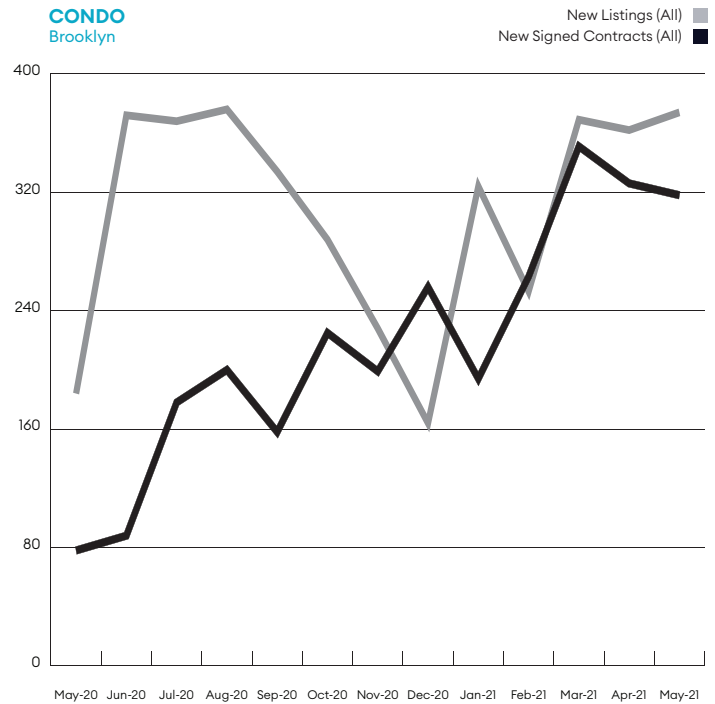
"New signed contracts for all three property types combined rose from last year's same period every month since last July. The significant annual jump reflected the lockdown during the same period last year. New inventory rose year over year since last June but could not keep up with new signed contract growth."

CO-OP MATRIX Brooklyn	MAY 2021	MAY 2020	%Δ (yr)
New Signed Contracts (All)	189	24	687.5%
< \$500K	66	9	633.3%
\$500K - \$999K	85	12	608.3%
\$1M - \$1.99M	35	2	1,650.0%
\$2M - \$3.99M	3	1	200.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	237	74	220.3%
< \$500K	101	31	225.8%
\$500K - \$999K	94	33	184.8%
\$1M - \$1.99M	31	10	210.0%
\$2M - \$3.99M	11	0	
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

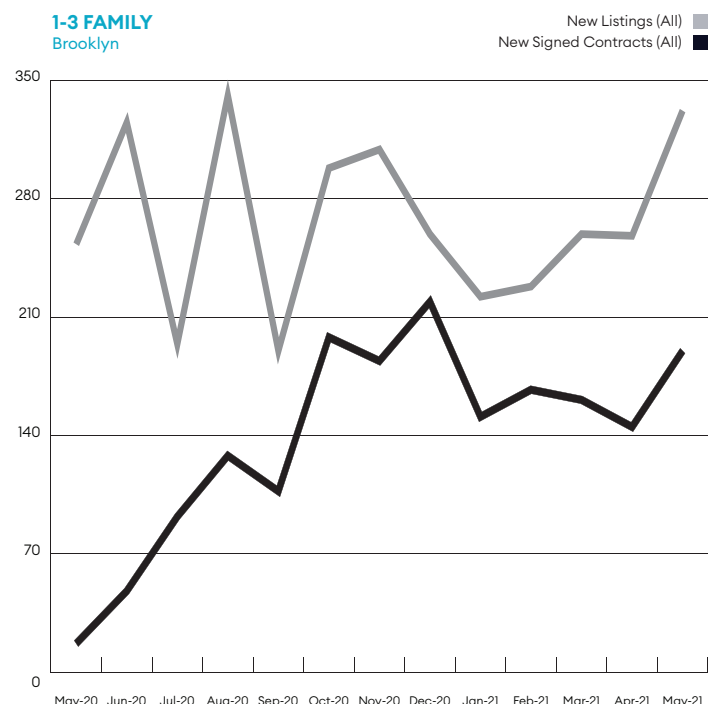


Brooklyn (continued)

CONDO MATRIX Brooklyn	MAY 2021	MAY 2020	%Δ (yr)
New Signed Contracts (All)	318	78	307.7%
< \$500K	31	3	933.3%
\$500K - \$999K	138	31	345.2%
\$1M - \$1.99M	109	37	194.6%
\$2M - \$3.99M	36	5	620.0%
\$4M - \$4.99M	0	2	-100.0%
\$5M - \$9.99M	4	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	374	184	103.3%
< \$500K	26	13	100.0%
\$500K - \$999K	160	76	110.5%
\$1M - \$1.99M	121	80	51.3%
\$2M - \$3.99M	53	13	307.7%
\$4M - \$4.99M	10	1	900.0%
\$5M - \$9.99M	4	1	300.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	



1-3 FAMILY MATRIX Brooklyn	MAY 2021	MAY 2020	%Δ (yr)
New Signed Contracts (All)	190	17	1,017.6%
< \$500K	1	2	-50.0%
\$500K - \$999K	45	6	650.0%
\$1M - \$1.99M	69	7	885.7%
\$2M - \$3.99M	61	2	2,950.0%
\$4M - \$4.99M	8	0	
\$5M - \$9.99M	4	0	
\$10M - \$19.99M	2	0	
≥ \$20M	0	0	
New Listings (All)	332	253	31.2%
< \$500K	4	5	-20.0%
\$500K - \$999K	98	53	84.9%
\$1M - \$1.99M	145	89	62.9%
\$2M - \$3.99M	68	73	-6.8%
\$4M - \$4.99M	6	10	-40.0%
\$5M - \$9.99M	9	11	-18.2%
\$10M - \$19.99M	2	11	-81.8%
≥ \$20M	0	1	-100.0%

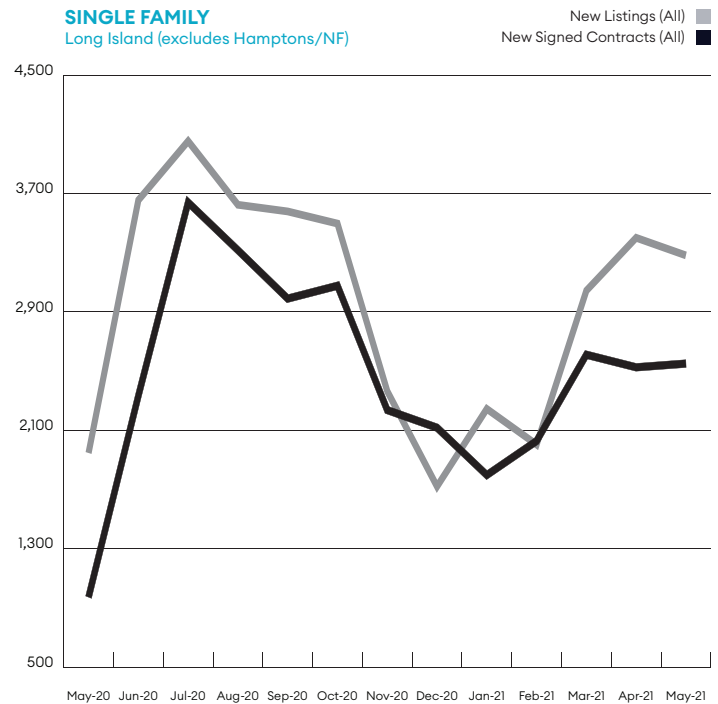


Source: REBNY

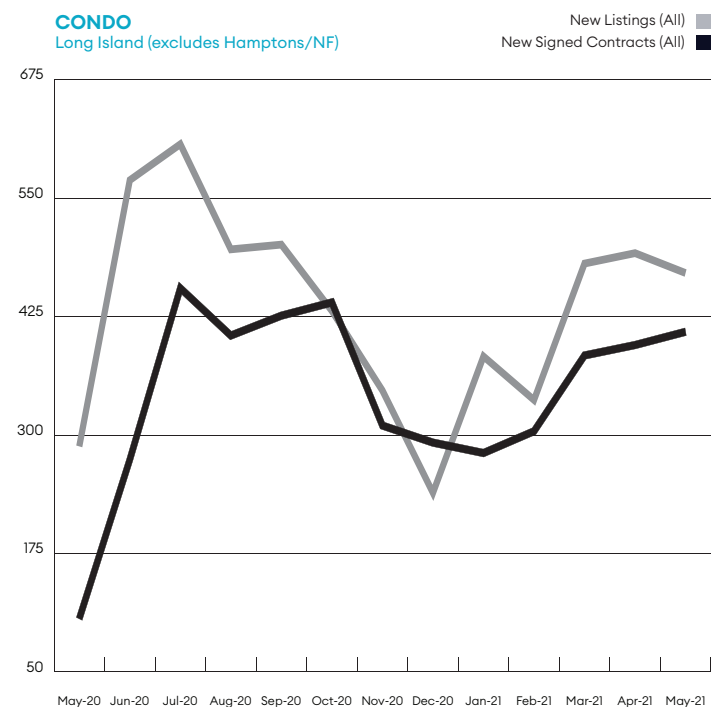
Long Island (excludes Hamptons/North Fork)

"New signed contracts had not seen an annual decline since June of last year. New inventory has expanded year over year for the third consecutive month. Greater new signed contract growth for single families and condos was generally skewed to higher-price tranches."

SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	2,551	973	162.2%
< \$200K	63	102	-38.2%
\$200K - \$299K	215	180	19.4%
\$300K - \$399K	496	233	112.9%
\$400K - \$499K	555	169	228.4%
\$500K - \$599K	582	133	337.6%
\$600K - \$799K	269	54	398.1%
\$800K - \$999K	284	74	283.8%
≥ \$1M	87	28	210.7%
New Listings (All)	3,282	1,947	68.6%
< \$200K	85	109	-22.0%
\$200K - \$299K	275	273	0.7%
\$300K - \$399K	632	418	51.2%
\$400K - \$499K	586	335	74.9%
\$500K - \$599K	781	344	127.0%
\$600K - \$799K	346	171	102.3%
\$800K - \$999K	411	207	98.6%
≥ \$1M	166	90	84.4%



CONDO MATRIX Long Island (excludes Hamptons/NF)	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	409	106	285.8%
< \$200K	58	32	81.3%
\$200K - \$299K	81	23	252.2%
\$300K - \$399K	83	18	361.1%
\$400K - \$499K	63	12	425.0%
\$500K - \$599K	40	3	1,233.3%
\$600K - \$799K	43	6	616.7%
\$800K - \$999K	24	4	500.0%
≥ \$1M	17	8	112.5%
New Listings (All)	471	288	63.5%
< \$200K	62	48	29.2%
\$200K - \$299K	92	57	61.4%
\$300K - \$399K	89	48	85.4%
\$400K - \$499K	58	32	81.3%
\$500K - \$599K	47	33	42.4%
\$600K - \$799K	56	32	75.0%
\$800K - \$999K	33	19	73.7%
≥ \$1M	34	19	78.9%



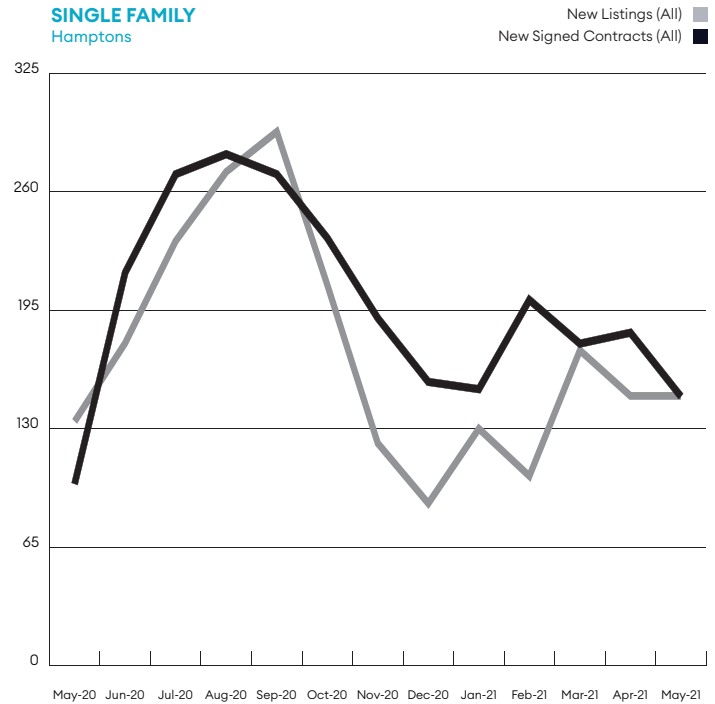
Source: One Key MLS

Hamptons

"New signed contracts pressed higher each month than the prior-year since at least June of last year. New inventory rose annually for the third straight month after two months of declines. Greater new signed contract growth was skewed towards higher price tranches."

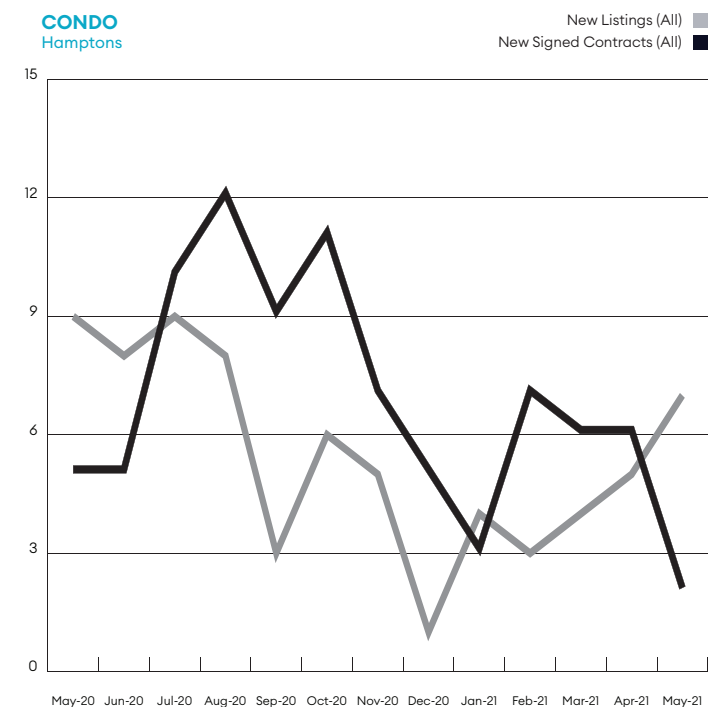
SINGLE FAMILY MATRIX Hamptons	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	145	97	49.5%
< \$500K	1	7	-85.7%
\$500K - \$999K	27	19	42.1%
\$1M - \$1.99M	48	30	60.0%
\$2M - \$3.99M	37	23	60.9%
\$4M - \$4.99M	9	7	28.6%
\$5M - \$9.99M	17	9	88.9%
\$10M - \$19.99M	6	1	500.0%
≥ \$20M	0	1	-100.0%
New Listings (All)	148	134	10.4%
< \$500K	1	3	-66.7%
\$500K - \$999K	22	30	-26.7%
\$1M - \$1.99M	40	37	8.1%
\$2M - \$3.99M	40	33	21.2%
\$4M - \$4.99M	8	9	-11.1%
\$5M - \$9.99M	25	14	78.6%
\$10M - \$19.99M	10	6	66.7%
≥ \$20M	2	2	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



CONDO MATRIX Hamptons	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	2	5	-60.0%
< \$500K	1	1	0.0%
\$500K - \$999K	0	1	-100.0%
\$1M - \$1.99M	1	2	-50.0%
\$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)	7	9	-22.2%
< \$500K	0	2	-100.0%
\$500K - \$999K	5	7	-28.6%
\$1M - \$1.99M	1	0	
\$2M - \$3.99M	1	0	
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

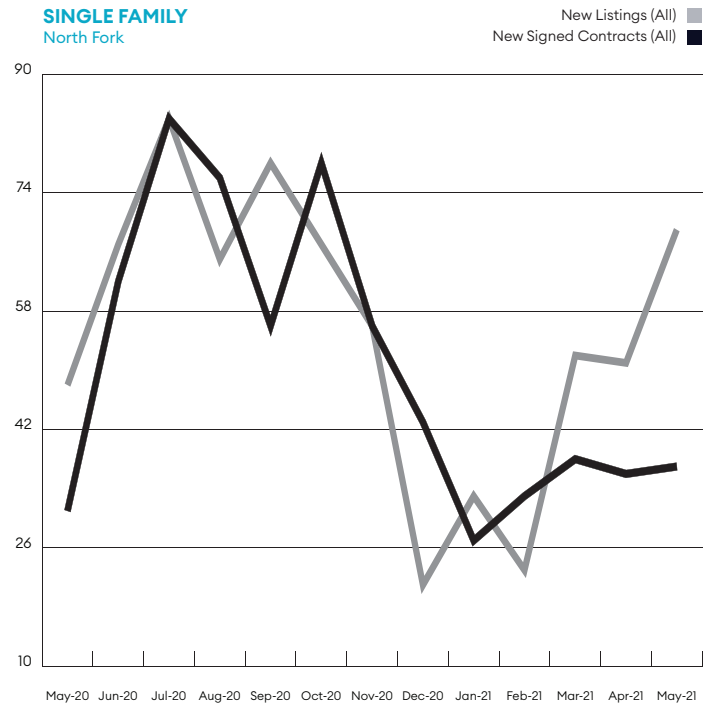
Source: East End LI MLS



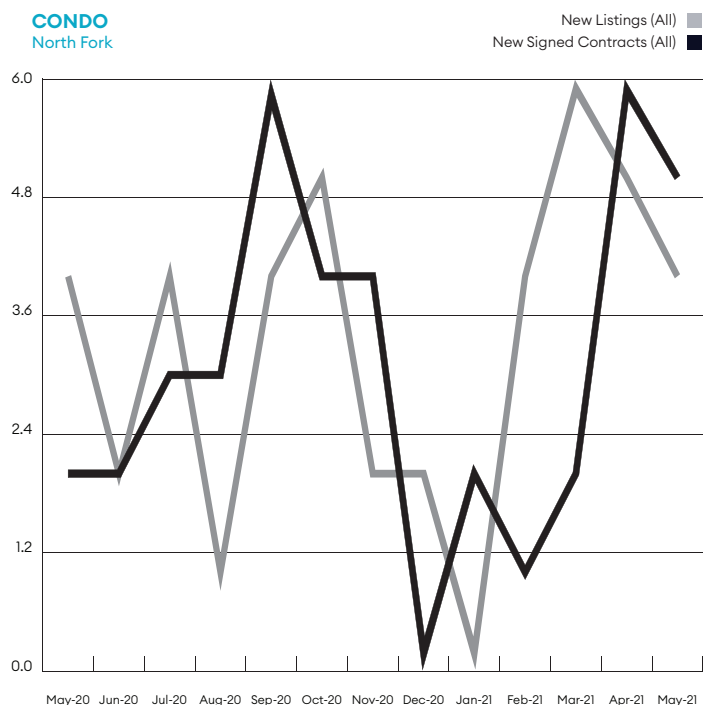
North Fork

"New signed contracts rose annually for the past four months, while new inventory increased annually for the third straight month after three months of declines. Greater new signed contract growth was skewed towards higher price tranches."

SINGLE FAMILY MATRIX North Fork	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	37	31	19.4%
< \$500K	1	9	-88.9%
\$500K – \$999K	24	17	41.2%
\$1M – \$1.99M	8	4	100.0%
\$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)	69	48	43.8%
< \$500K	2	7	-71.4%
\$500K – \$999K	39	28	39.3%
\$1M – \$1.99M	16	11	45.5%
\$2M – \$3.99M	10	1	900.0%
\$4M – \$4.99M	1	1	0.0%
\$5M – \$9.99M	0	0	
\$10M – \$19.99M	1	0	
≥ \$20M	0	0	



CONDO MATRIX North Fork	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	5	2	150.0%
< \$500K	3	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	
New Listings (All)	4	4	0.0%
< \$500K	3	3	0.0%
\$500K – \$999K	1	1	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	

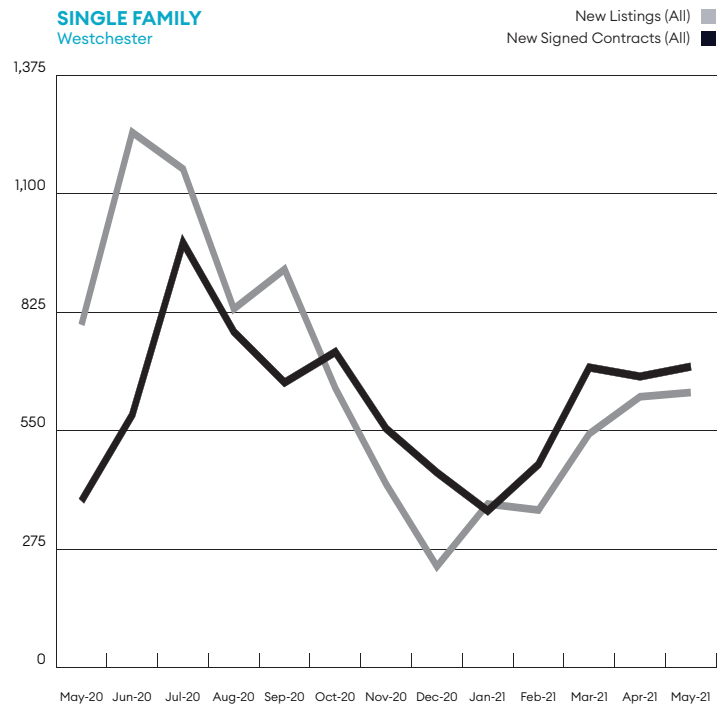


Source: One Key MLS

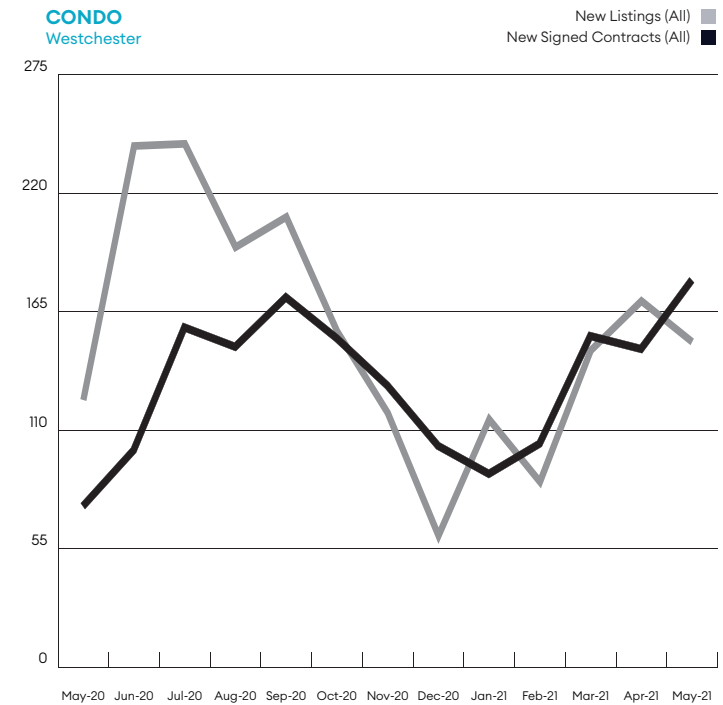
Westchester

"New signed contracts rose significantly higher each month than the prior-year since at least July of last year. New inventory declined annually for the fourth time in the past five months. Greater new signed contract growth for both single families and condos was skewed to the higher price tranches."

SINGLE FAMILY MATRIX Westchester	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	699	387	80.6%
< \$300K	6	9	-33.3%
\$300K - \$399K	24	14	71.4%
\$400K - \$499K	56	39	43.6%
\$500K - \$599K	95	45	111.1%
\$600K - \$799K	165	85	94.1%
\$800K - \$999K	119	65	83.1%
\$1M - \$1.99M	176	99	77.8%
≥ \$2M	58	31	87.1%
New Listings (All)	639	796	-19.7%
< \$300K	3	16	-81.3%
\$300K - \$399K	23	33	-30.3%
\$400K - \$499K	59	66	-10.6%
\$500K - \$599K	72	83	-13.3%
\$600K - \$799K	159	179	-11.2%
\$800K - \$999K	108	109	-0.9%
\$1M - \$1.99M	156	206	-24.3%
≥ \$2M	59	104	-43.3%



CONDO MATRIX Westchester	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	178	73	143.8%
< \$200K	2	2	0.0%
\$200K - \$299K	22	16	37.5%
\$300K - \$399K	46	18	155.6%
\$400K - \$499K	23	14	64.3%
\$500K - \$599K	18	8	125.0%
\$600K - \$799K	33	12	175.0%
\$800K - \$999K	14	1	1,300.0%
≥ \$1M	20	2	900.0%
New Listings (All)	151	124	21.8%
< \$200K	1	2	-50.0%
\$200K - \$299K	14	14	0.0%
\$300K - \$399K	48	36	33.3%
\$400K - \$499K	36	25	44.0%
\$500K - \$599K	21	13	61.5%
\$600K - \$799K	20	21	-4.8%
\$800K - \$999K	7	5	40.0%
≥ \$1M	4	8	-50.0%

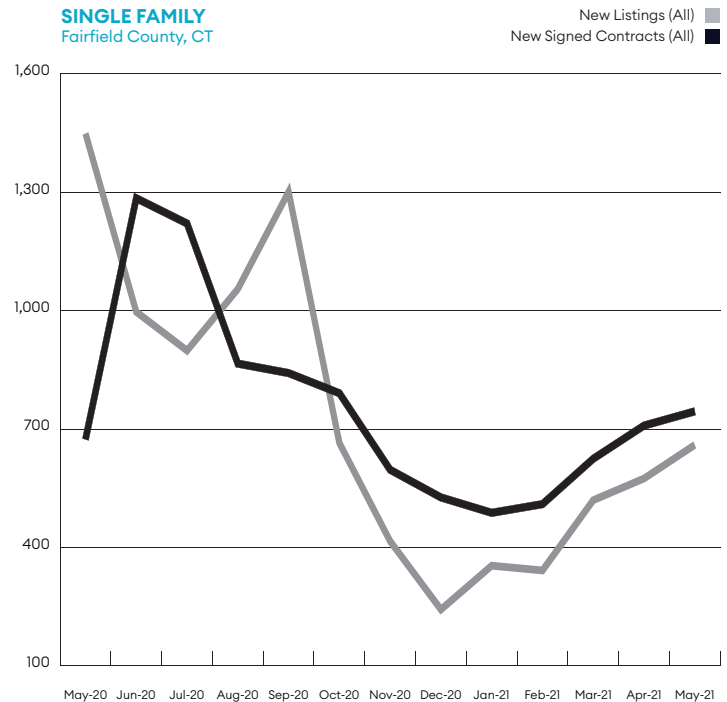


Source: One Key MLS

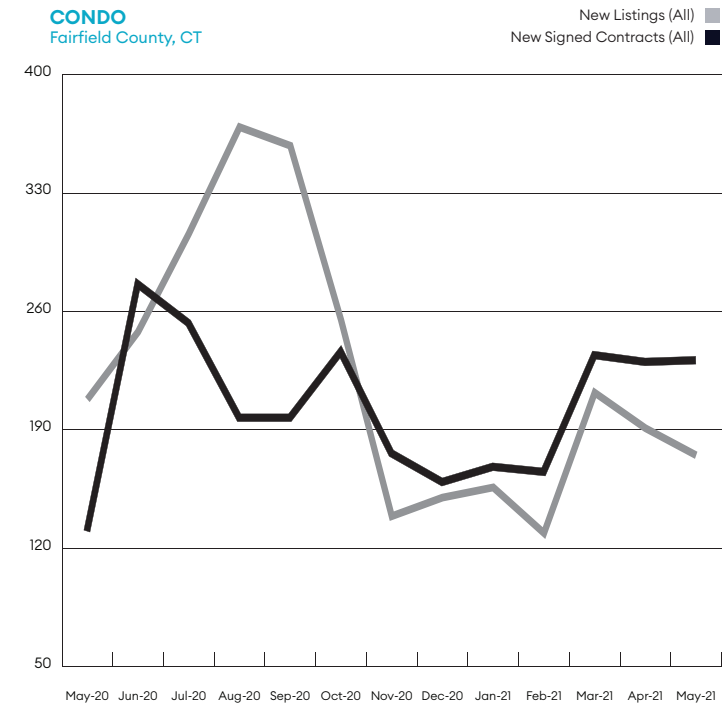
Fairfield County, CT

"New inventory fell sharply year over year for the seventh time in eight months. The severe lack of supply allowed new signed contracts to rise only twice annually in the new year. Greater new signed contract growth for both single families and condos was skewed to the higher price tranches."

SINGLE FAMILY MATRIX Fairfield County, CT	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	745	674	10.5%
< \$300K	54	123	-56.1%
\$300K - \$399K	67	97	-30.9%
\$400K - \$499K	91	90	1.1%
\$500K - \$599K	85	73	16.4%
\$600K - \$799K	106	97	9.3%
\$800K - \$999K	81	53	52.8%
\$1M - \$1.99M	159	97	63.9%
≥ \$2M	102	44	131.8%
New Listings (All)	660	1,449	-54.5%
< \$300K	33	153	-78.4%
\$300K - \$399K	76	189	-59.8%
\$400K - \$499K	57	177	-67.8%
\$500K - \$599K	51	126	-59.5%
\$600K - \$799K	94	210	-55.2%
\$800K - \$999K	68	132	-48.5%
\$1M - \$1.99M	153	278	-45.0%
≥ \$2M	128	184	-30.4%



CONDO MATRIX Fairfield County, CT	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	229	128	78.9%
< \$200K	50	34	47.1%
\$200K - \$299K	47	36	30.6%
\$300K - \$399K	52	27	92.6%
\$400K - \$499K	27	12	125.0%
\$500K - \$599K	14	6	133.3%
\$600K - \$799K	18	7	157.1%
\$800K - \$999K	12	1	1100.0%
≥ \$1M	9	5	80.0%
New Listings (All)	175	208	-15.9%
< \$200K	38	35	8.6%
\$200K - \$299K	45	35	28.6%
\$300K - \$399K	37	44	-15.9%
\$400K - \$499K	16	30	-46.7%
\$500K - \$599K	8	20	-60.0%
\$600K - \$799K	14	15	-6.7%
\$800K - \$999K	6	10	-40.0%
≥ \$1M	11	19	-42.1%

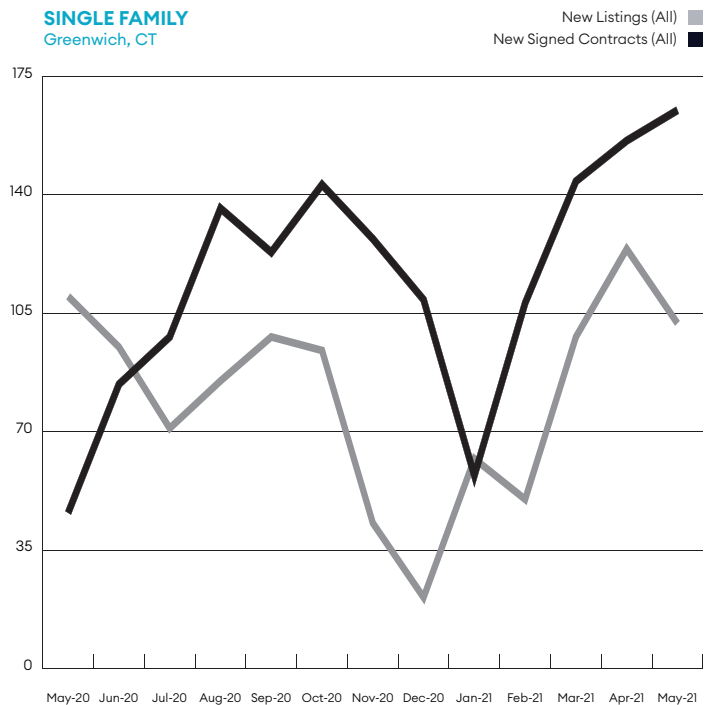


Source: Smart MLS

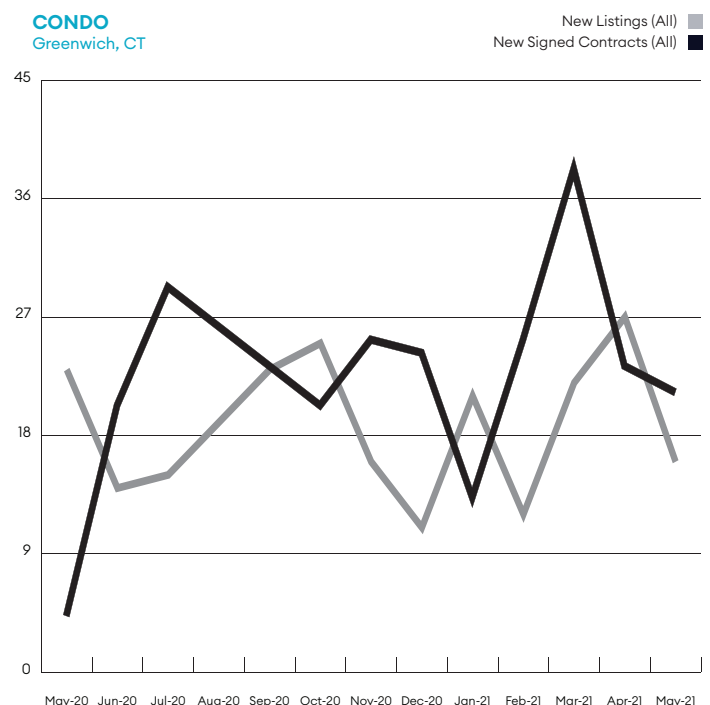
Greenwich, CT

"New signed contracts surged year over year each month since at least last July.
New inventory fell annually for the first time in three months."

SINGLE FAMILY MATRIX Greenwich, CT	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	165	46	258.7%
< \$500K	0	0	
\$500K - \$999K	25	10	150.0%
\$1M - \$1.99M	50	11	354.5%
\$2M - \$3.99M	60	11	445.5%
\$4M - \$4.99M	9	8	12.5%
\$5M - \$9.99M	19	6	216.7%
\$10M - \$19.99M	2	0	
≥ \$20M	0	0	
New Listings (All)	102	110	-7.3%
< \$500K	0	0	
\$500K - \$999K	9	10	-10.0%
\$1M - \$1.99M	29	37	-21.6%
\$2M - \$3.99M	41	41	0.0%
\$4M - \$4.99M	8	4	100.0%
\$5M - \$9.99M	14	18	-22.2%
\$10M - \$19.99M	0	0	
≥ \$20M	1	0	



CONDO MATRIX Greenwich, CT	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	21	4	425.0%
< \$500K	3	0	
\$500K - \$999K	10	2	400.0%
\$1M - \$1.99M	7	2	250.0%
\$2M - \$3.99M	1	0	
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	16	23	-30.4%
< \$500K	2	3	-33.3%
\$500K - \$999K	8	12	-33.3%
\$1M - \$1.99M	2	4	-50.0%
\$2M - \$3.99M	1	4	-75.0%
\$4M - \$4.99M	3	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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