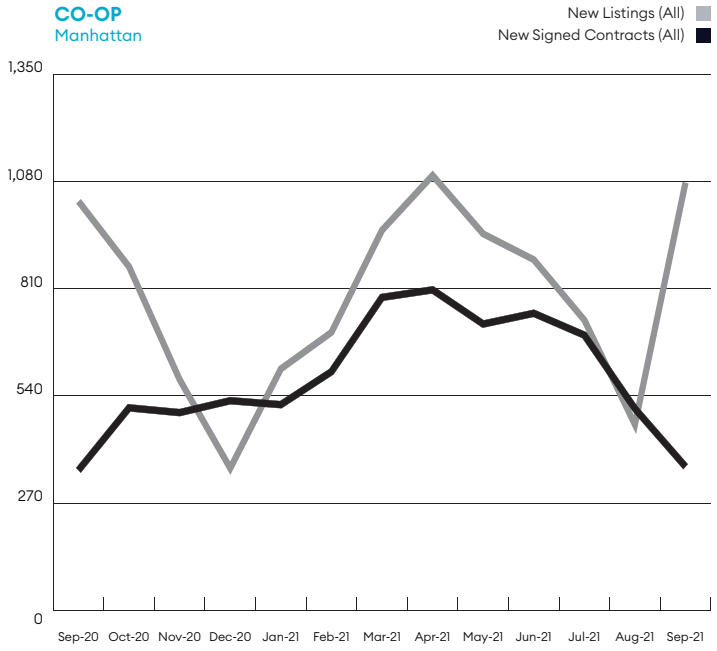
Elliman Report

New York September 2021 New Signed Contracts

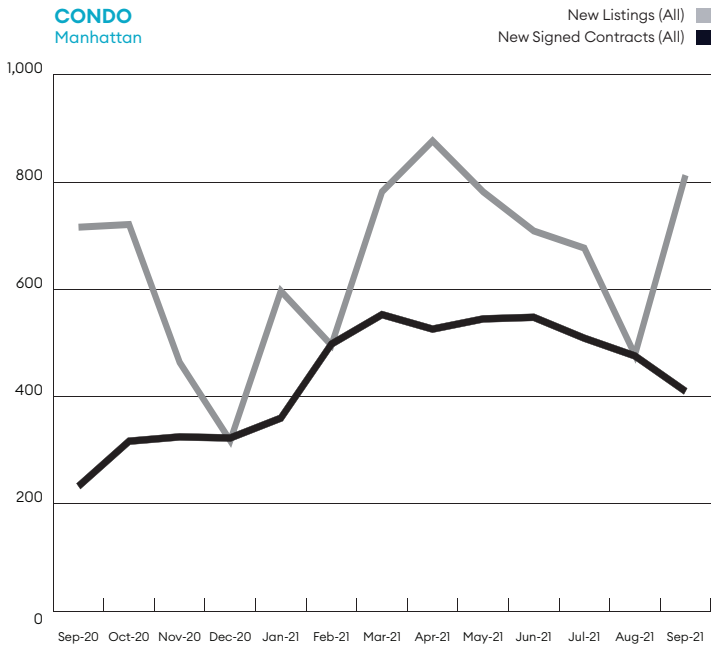
Manhattan

"Newly signed contracts for all property types combined have been rising annually since December as new listings rose for the first time in four months as the market began to show seasonal patterns. While all three property types show annual gains, condos and 1-3 family newly signed contracts showed significant annual increases."

CO-OP MATRIX Manhattan	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	362	353	2.5%
< $500K	73	83	-12.0%
$500K – $999K	153	145	5.5%
$1M – $1.99M	93	85	9.4%
$2M – $3.99M	26	32	-18.8%
$4M – $4.99M	5	2	150.0%
$5M – $9.99M	11	6	83.3%
$10M – $19.99M	1	0	
≥ $20M	0	0	
New Listings (All)	1,077	1,030	4.6%
< $500K	180	142	26.8%
$500K – $999K	406	396	2.5%
$1M – $1.99M	276	254	8.7%
$2M – $3.99M	148	158	-6.3%
$4M – $4.99M	23	19	21.1%
$5M – $9.99M	29	42	-31.0%
$10M – $19.99M	14	16	-12.5%
≥ $20M	1	3	-66.7%



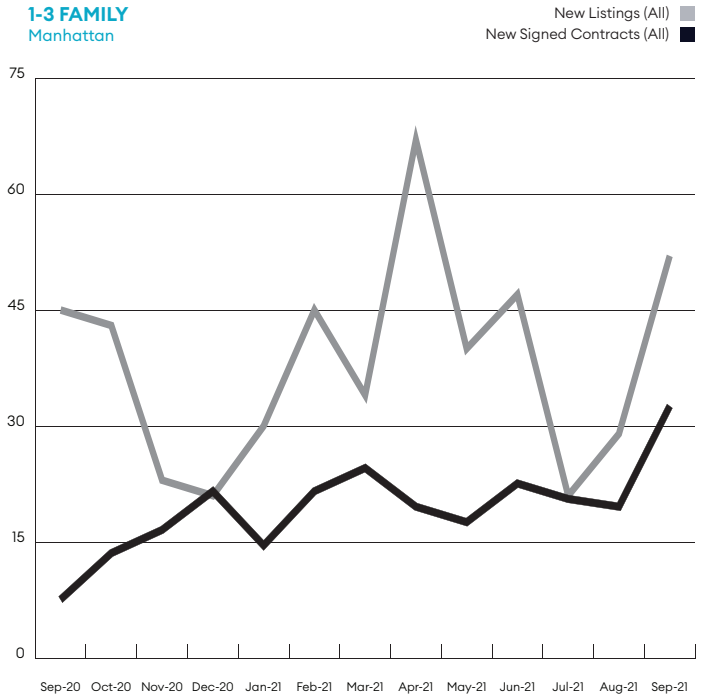
CONDO MATRIX Manhattan	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	410	233	76.0%
< $500K	3	8	-62.5%
$500K – $999K	86	64	34.4%
$1M – $1.99M	140	64	118.8%
$2M – $3.99M	107	52	105.8%
$4M – $4.99M	23	15	53.3%
$5M – $9.99M	32	25	28.0%
$10M – $19.99M	13	2	550.0%
≥ $20M	6	3	100.0%
New Listings (All)	813	716	13.5%
< $500K	15	14	7.1%
$500K – $999K	175	208	-15.9%
$1M – $1.99M	227	188	20.7%
$2M – $3.99M	222	173	28.3%
$4M – $4.99M	44	35	25.7%
$5M – $9.99M	83	73	13.7%
$10M – $19.99M	28	20	40.0%
≥ $20M	19	5	280.0%



Manhattan (continued)

1-3 FAMILY MATRIX Manhattan	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	32	7	357.1%
< $500K	0	0	
$500K – $999K	0	0	
$1M – $1.99M	0	1	-100.0%
$2M – $3.99M	12	1	1100.0%
$4M – $4.99M	5	1	400.0%
$5M – $9.99M	9	2	350.0%
$10M – $19.99M	5	2	150.0%
≥ $20M	1	0	
New Listings (All)	51	44	15.9%
< $500K	0	0	
$500K – $999K	0	0	
$1M – $1.99M	8	1	700.0%
$2M – $3.99M	8	6	33.3%
$4M – $4.99M	6	8	-25.0%
$5M – $9.99M	11	14	-21.4%
$10M – $19.99M	8	11	-27.3%
≥ $20M	10	4	150.0%

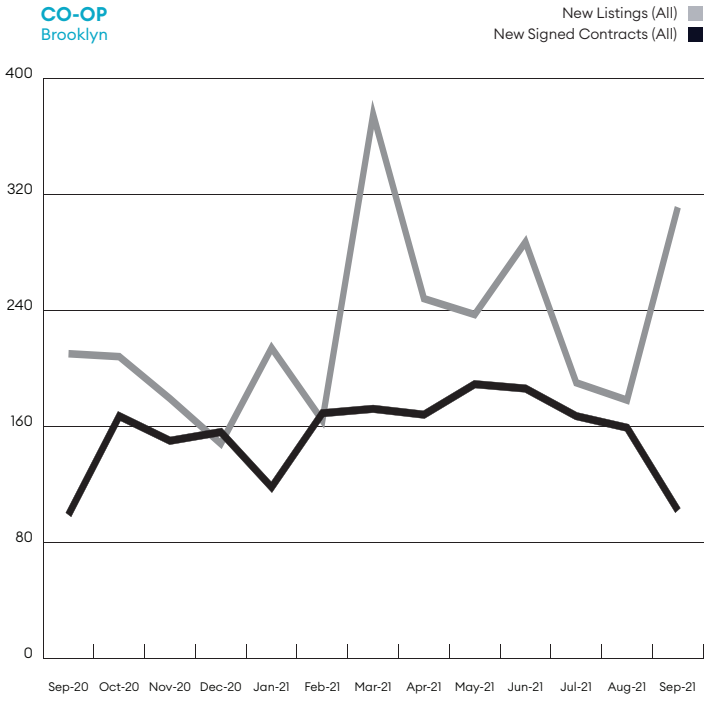
Source: REBNY



Brooklyn

"Newly signed contracts for all property types combined have been rising annually for fifteen months as new listings rose for the first time in four months as the market began to show seasonal patterns. While all three property types show annual gains, condos and 1-3 family newly signed contracts showed significant annual increases."

CO-OP MATRIX Brooklyn	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	102	99	3.0%
< $500K	51	35	45.7%
$500K – $999K	33	49	-32.7%
$1M – $1.99M	13	14	-7.1%
$2M – $3.99M	5	1	400.0%
$4M – $4.99M	0	0	
$5M – $9.99M	0	0	
$10M – $19.99M	0	0	
≥ $20M	0	0	
New Listings (All)	311	210	48.1%
< $500K	137	51	168.6%
$500K – $999K	123	112	9.8%
$1M – $1.99M	45	37	21.6%
$2M – $3.99M	6	10	-40.0%
$4M – $4.99M	0	0	
$5M – $9.99M	0	0	
$10M – $19.99M	0	0	
≥ $20M	0	0	



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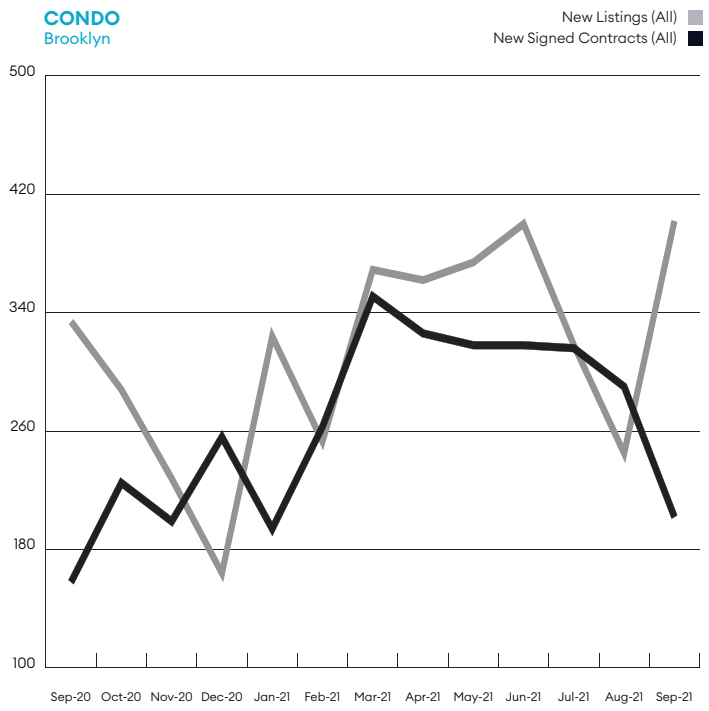
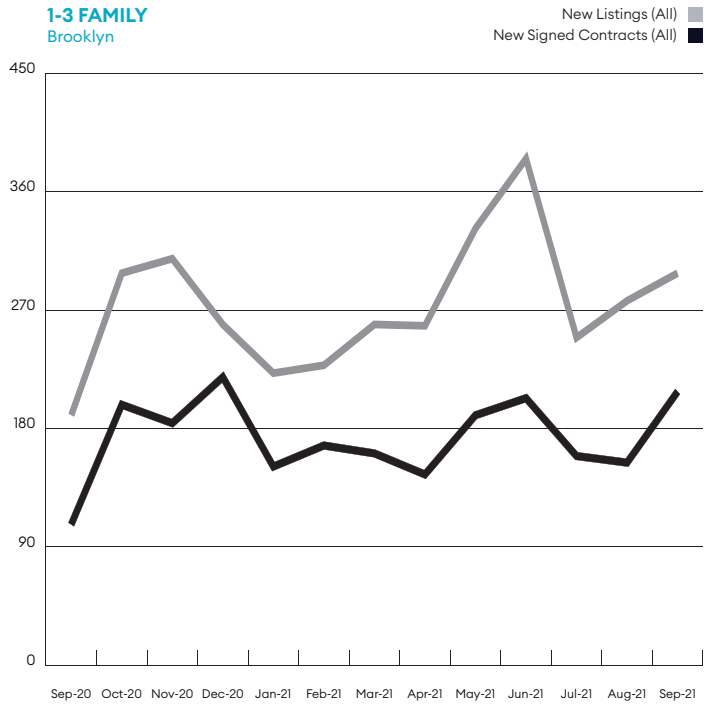
Brooklyn (continued)

CONDO MATRIX Brooklyn	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	202	158	27.8%
< $500K	17	8	112.5%
$500K – $999K	74	75	-1.3%
$1M – $1.99M	81	65	24.6%
$2M – $3.99M	27	10	170.0%
$4M – $4.99M	2	0	
$5M – $9.99M	1	0	
$10M – $19.99M	0	0	
≥ $20M	0	0	
New Listings (All)	402	334	20.4%
< $500K	21	6	250.0%
$500K – $999K	179	140	27.9%
$1M – $1.99M	134	131	2.3%
$2M – $3.99M	61	45	35.6%
$4M – $4.99M	5	7	-28.6%
$5M – $9.99M	2	5	-60.0%
$10M – $19.99M	0	0	
≥ $20M	0	0	



1-3 FAMILY MATRIX Brooklyn	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	208	107	94.4%
< $500K	3	2	50.0%
$500K – $999K	72	22	227.3%
$1M – $1.99M	97	48	102.1%
$2M – $3.99M	32	25	28.0%
$4M – $4.99M	2	8	-75.0%
$5M – $9.99M	2	2	0.0%
$10M – $19.99M	0	0	
≥ $20M	0	0	
New Listings (All)	298	190	56.8%
< $500K	2	1	100.0%
$500K – $999K	81	35	131.4%
$1M – $1.99M	142	80	77.5%
$2M – $3.99M	53	53	0.0%
$4M – $4.99M	7	15	-53.3%
$5M – $9.99M	9	4	125.0%
$10M – $19.99M	3	2	50.0%
≥ $20M	1	0	

Source: REBNY



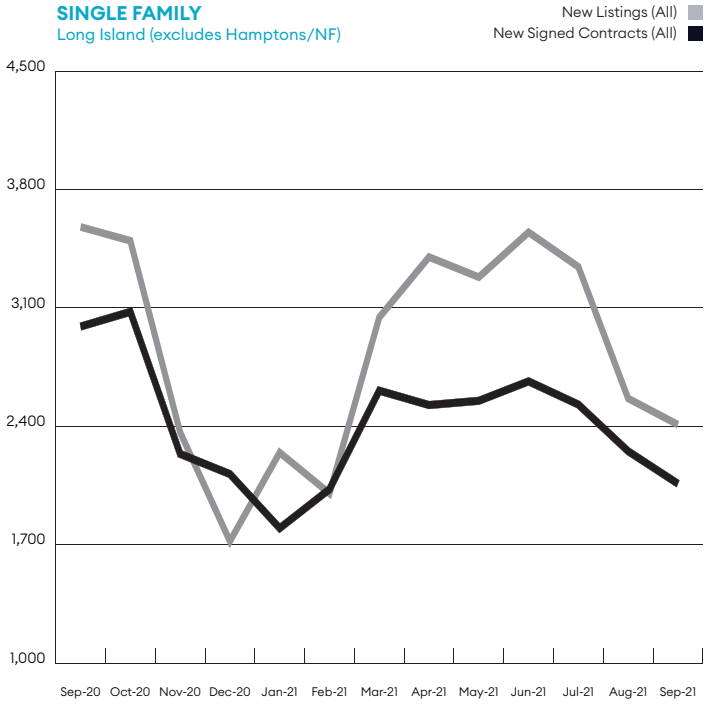
DouglasElliman

Long Island (exludes Hamptons/North Fork)

"Comparisons against the last summer's post-lockdown new signed contract boom have distorted trends combined with the inability of new inventory to keep up, have restrained sales. As a result, newly signed contracts for both property types combined have declined year over year for the past three months."

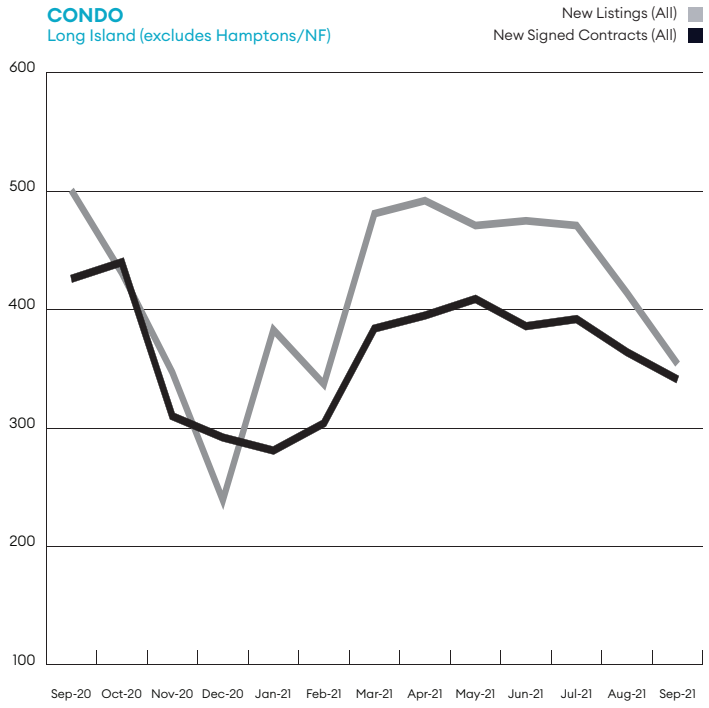
SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	2,061	2,990	-31.1%
< $200K	52	140	-62.9%
$200K – $299K	192	400	-52.0%
$300K – $399K	439	690	-36.4%
$400K – $499K	468	578	-19.0%
$500K – $599K	505	532	-5.1%
$600K – $799K	174	273	-36.3%
$800K – $999K	179	285	-37.2%
≥ $1M	52	92	-43.5%
New Listings (All)	2,410	3,579	-32.7%
< $200K	60	148	-59.5%
$200K – $299K	187	439	-57.4%
$300K – $399K	461	745	-38.1%
$400K – $499K	492	655	-24.9%
$500K – $599K	624	700	-10.9%
$600K – $799K	234	351	-33.3%
$800K – $999K	258	373	-30.8%
≥ $1M	94	168	-44.0%

SINGLE FAMILY
Long Island (excludes Hamptons/NF)



CONDO MATRIX Long Island (excludes Hamptons/NF)	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	341	426	-20.0%
< $200K	53	72	-26.4%
$200K – $299K	76	97	-21.6%
$300K – $399K	69	85	-18.8%
$400K – $499K	52	59	-11.9%
$500K – $599K	34	38	-10.5%
$600K – $799K	28	44	-36.4%
$800K – $999K	12	21	-42.9%
≥ $1M	17	10	70.0%
New Listings (All)	354	501	-29.3%
< $200K	38	69	-44.9%
$200K – $299K	77	107	-28.0%
$300K – $399K	78	87	-10.3%
$400K – $499K	67	78	-14.1%
$500K – $599K	32	42	-23.8%
$600K – $799K	38	56	-32.1%
$800K – $999K	11	31	-64.5%
≥ $1M	13	31	-58.1%

CONDO
Long Island (excludes Hamptons/NF)



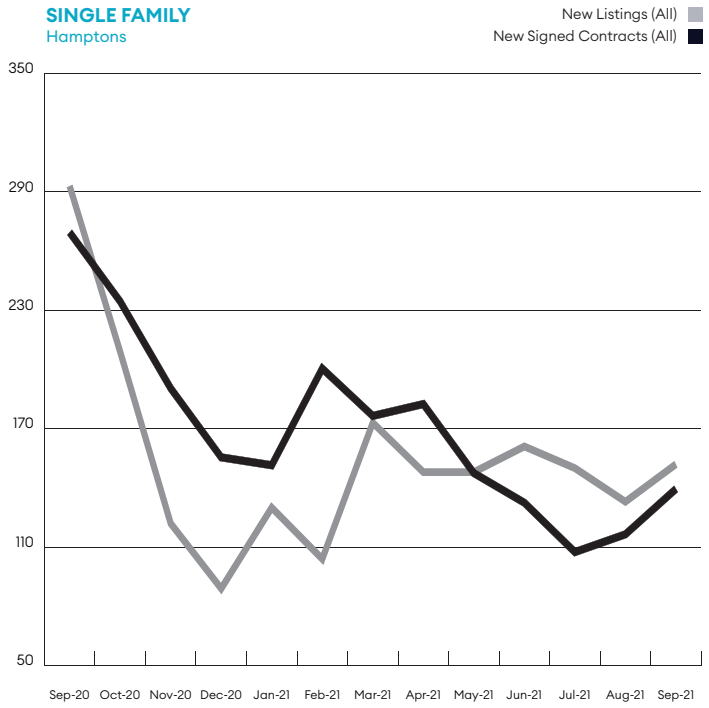
Source: One Key MLS

DouglasElliman

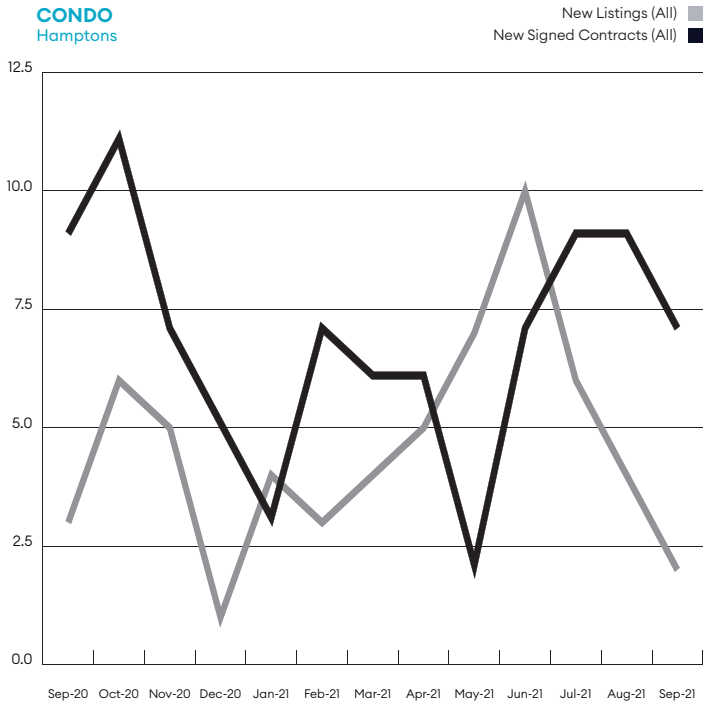
Hamptons

"Comparisons against the last summer's post-lockdown new signed contract boom have distorted trends combined with the inability of new inventory to keep up have restrained sales. As a result, newly signed contracts for both property types combined have declined year over year for the past four months."

SINGLE FAMILY MATRIX Hamptons	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	137	267	-48.7%
< $500K	1	5	-80.0%
$500K – $999K	16	59	-72.9%
$1M – $1.99M	38	97	-60.8%
$2M – $3.99M	54	72	-25.0%
$4M – $4.99M	13	17	-23.5%
$5M – $9.99M	9	12	-25.0%
$10M – $19.99M	6	3	100.0%
≥ $20M	0	2	-100.0%
New Listings (All)	152	293	-48.1%
< $500K	3	4	-25.0%
$500K – $999K	12	41	-70.7%
$1M – $1.99M	49	88	-44.3%
$2M – $3.99M	43	89	-51.7%
$4M – $4.99M	9	20	-55.0%
$5M – $9.99M	18	27	-33.3%
$10M – $19.99M	10	17	-41.2%
≥ $20M	8	7	14.3%



CONDO MATRIX Hamptons	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	7	9	-22.2%
< $500K	0	1	-100.0%
$500K – $999K	2	2	0.0%
$1M – $1.99M	2	6	-66.7%
$2M – $3.99M	3	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	0	0	
$500K – $999K	1	2	-50.0%
$1M – $1.99M	1	1	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	



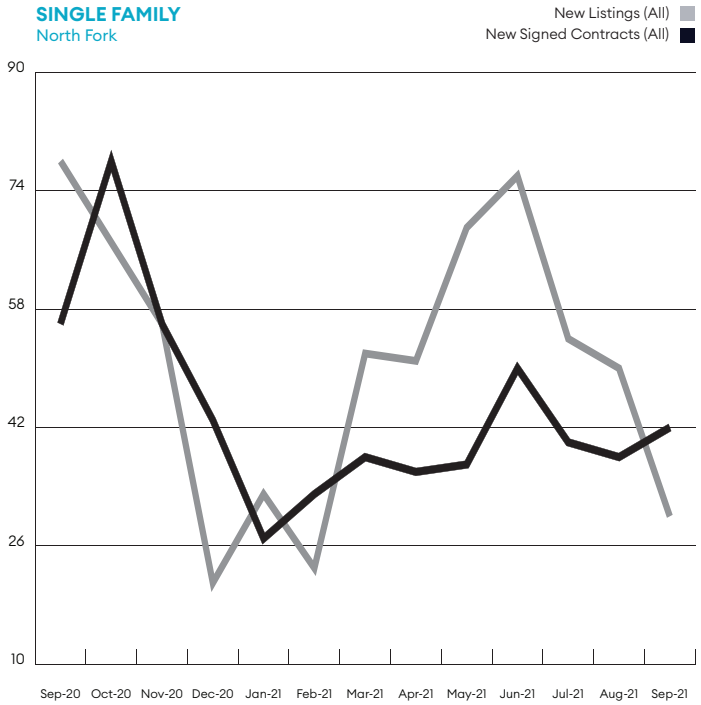
Source: East End LI MLS

DouglasElliman

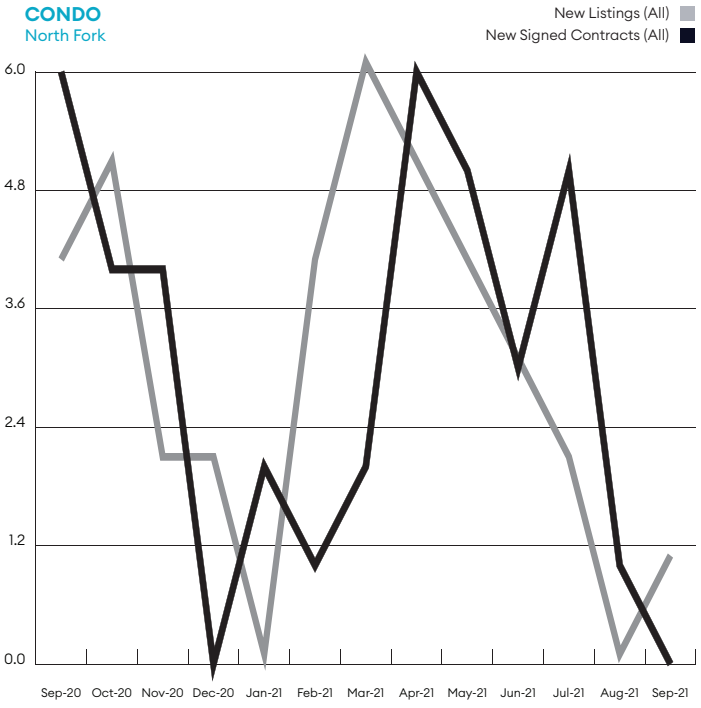
North Fork

"Comparisons against the last summer's post-lockdown new signed contract boom have distorted trends combined with the inability of new inventory to keep up have restrained sales. As a result, newly signed contracts for both property types combined have declined year over year for the past four months."

SINGLE FAMILY MATRIX North Fork	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	42	56	-25.0%
< $500K	2	5	-60.0%
$500K – $999K	25	29	-13.8%
$1M – $1.99M	14	16	-12.5%
$2M – $3.99M	1	4	-75.0%
$4M – $4.99M	0	2	-100.0%
$5M – $9.99M	0	0	
$10M – $19.99M	0	0	
≥ $20M	0	0	
New Listings (All)	30	78	-61.5%
< $500K	0	10	-100.0%
$500K – $999K	20	44	-54.5%
$1M – $1.99M	7	17	-58.8%
$2M – $3.99M	2	7	-71.4%
$4M – $4.99M	1	0	
$5M – $9.99M	0	0	
$10M – $19.99M	0	0	
≥ $20M	0	0	



CONDO MATRIX North Fork	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	0	6	-100.0%
< $500K	0	4	-100.0%
$500K – $999K	0	1	-100.0%
$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	
New Listings (All)	1	4	-75.0%
< $500K	0	2	-100.0%
$500K – $999K	1	2	-50.0%
$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	



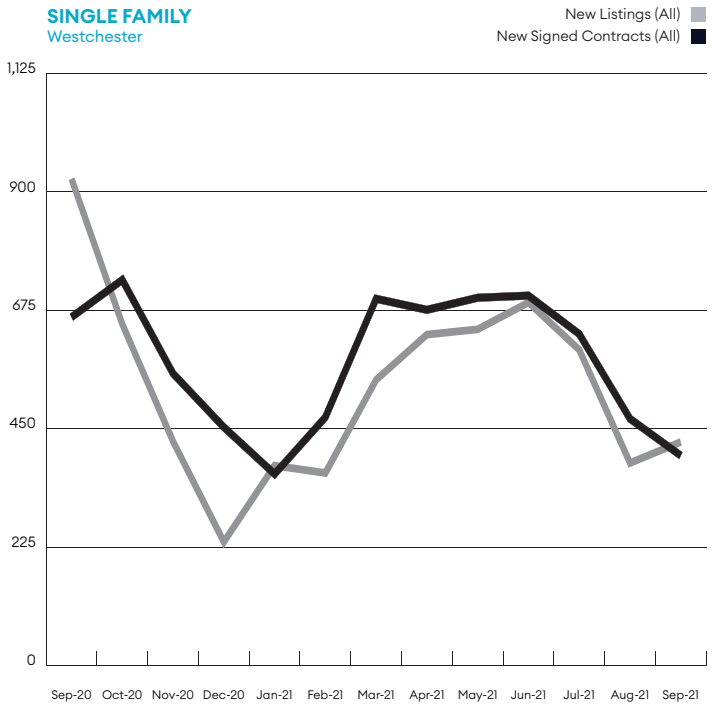
Source: One Key MLS

DouglasElliman

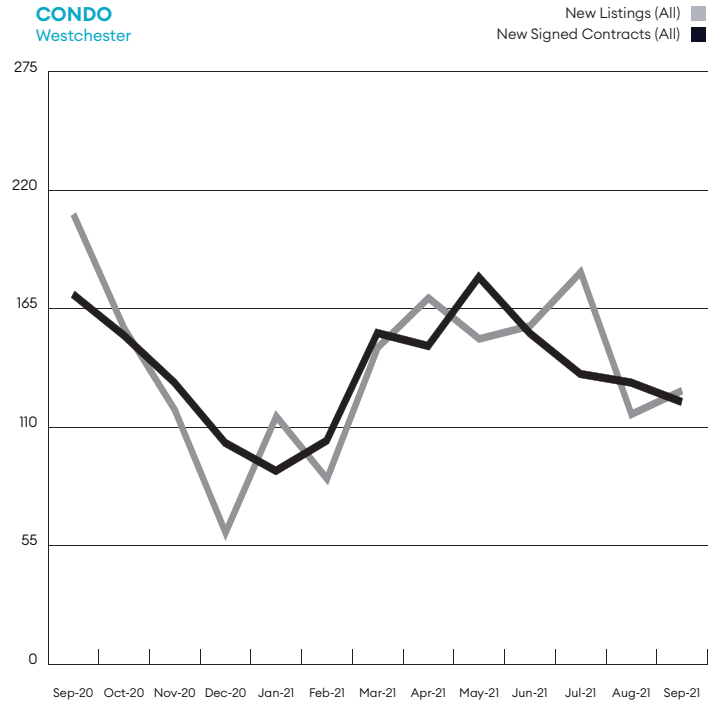
Westchester

"Comparisons against the last summer's post-lockdown new signed contract boom have distorted trends combined with the inability of new inventory to keep up have restrained sales. As a result, newly signed contracts for both property types combined have declined year over year for the past three months."

SINGLE FAMILY MATRIX Westchester	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	399	662	-39.7%
< $300K	2	10	-80.0%
$300K – $399K	20	37	-45.9%
$400K – $499K	49	80	-38.8%
$500K – $599K	73	91	-19.8%
$600K – $799K	108	191	-43.5%
$800K – $999K	62	99	-37.4%
$1M – $1.99M	63	110	-42.7%
≥ $2M	22	44	-50.0%
New Listings (All)	425	925	-54.1%
< $300K	6	17	-64.7%
$300K – $399K	18	31	-41.9%
$400K – $499K	33	86	-61.6%
$500K – $599K	61	138	-55.8%
$600K – $799K	111	195	-43.1%
$800K – $999K	73	158	-53.8%
$1M – $1.99M	78	217	-64.1%
≥ $2M	45	83	-45.8%



CONDO MATRIX Westchester	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	120	170	-29.4%
< $200K	2	5	-60.0%
$200K – $299K	19	23	-17.4%
$300K – $399K	34	50	-32.0%
$400K – $499K	27	35	-22.9%
$500K – $599K	18	12	50.0%
$600K – $799K	8	17	-52.9%
$800K – $999K	2	11	-81.8%
≥ $1M	10	17	-41.2%
New Listings (All)	127	209	-39.2%
< $200K	6	9	-33.3%
$200K – $299K	16	30	-46.7%
$300K – $399K	30	60	-50.0%
$400K – $499K	28	32	-12.5%
$500K – $599K	12	22	-45.5%
$600K – $799K	22	26	-15.4%
$800K – $999K	8	16	-50.0%
≥ $1M	5	14	-64.3%



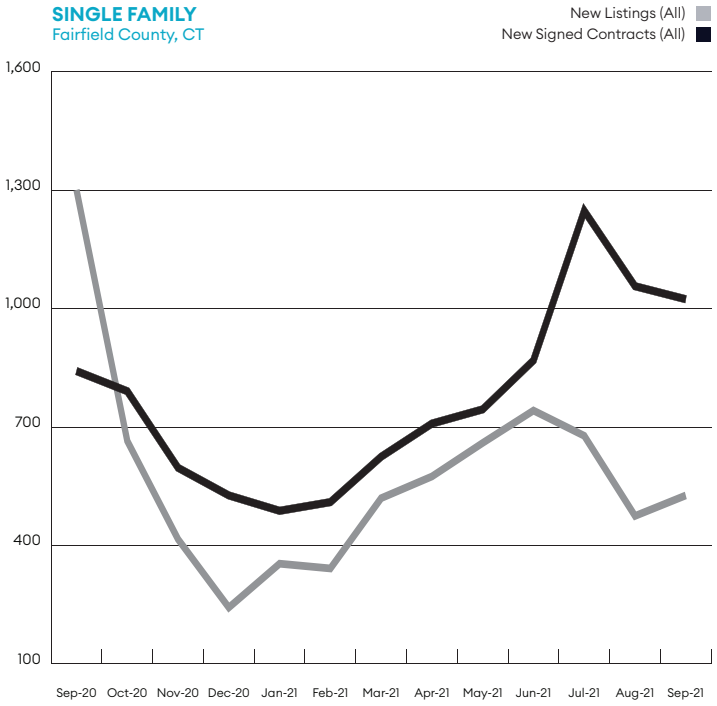
Source: One Key MLS

DouglasElliman

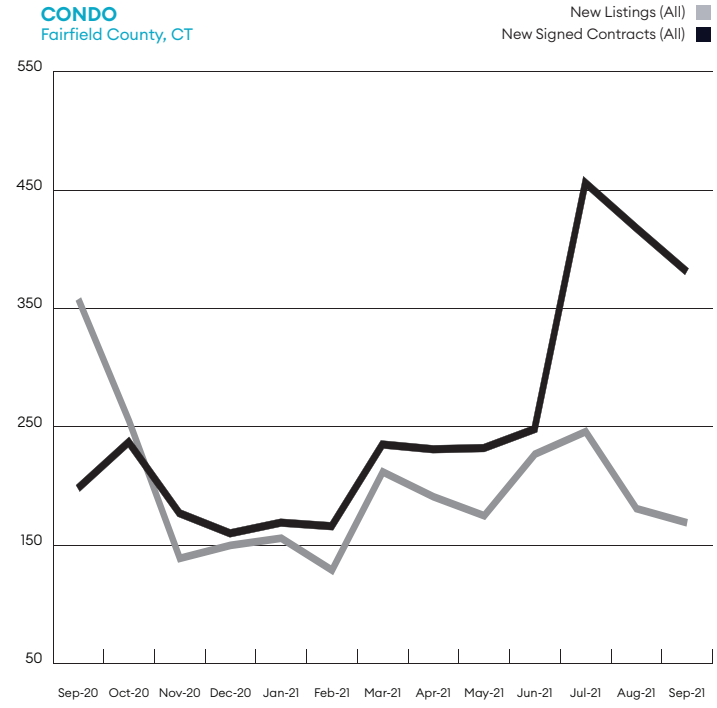
Fairfield County, CT

"Newly signed contracts for both property types combined surged annually for the past three months while new inventory fell sharply year over year for the past four months. In addition, newly signed contracts for both property types have been up significantly compared to the same period two years ago for the past three months."

SINGLE FAMILY MATRIX Fairfield County, CT	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	1,024	842	21.6%
< $300K	96	108	-11.1%
$300K – $399K	175	121	44.6%
$400K – $499K	169	125	35.2%
$500K – $599K	126	86	46.5%
$600K – $799K	181	139	30.2%
$800K – $999K	86	70	22.9%
$1M – $1.99M	136	135	0.7%
≥ $2M	55	58	-5.2%
New Listings (All)	527	1,301	-59.5%
< $300K	57	159	-64.2%
$300K – $399K	57	183	-68.9%
$400K – $499K	61	185	-67.0%
$500K – $599K	53	144	-63.2%
$600K – $799K	88	185	-52.4%
$800K – $999K	45	100	-55.0%
$1M – $1.99M	102	214	-52.3%
≥ $2M	64	131	-51.1%



CONDO MATRIX Fairfield County, CT	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	378	195	93.8%
< $200K	92	41	124.4%
$200K – $299K	111	46	141.3%
$300K – $399K	73	43	69.8%
$400K – $499K	47	35	34.3%
$500K – $599K	23	11	109.1%
$600K – $799K	18	10	80.0%
$800K – $999K	8	6	33.3%
≥ $1M	6	3	100.0%
New Listings (All)	169	358	-52.8%
< $200K	46	85	-45.9%
$200K – $299K	38	104	-63.5%
$300K – $399K	36	58	-37.9%
$400K – $499K	15	45	-66.7%
$500K – $599K	8	20	-60.0%
$600K – $799K	10	17	-41.2%
$800K – $999K	6	13	-53.8%
≥ $1M	10	16	-37.5%



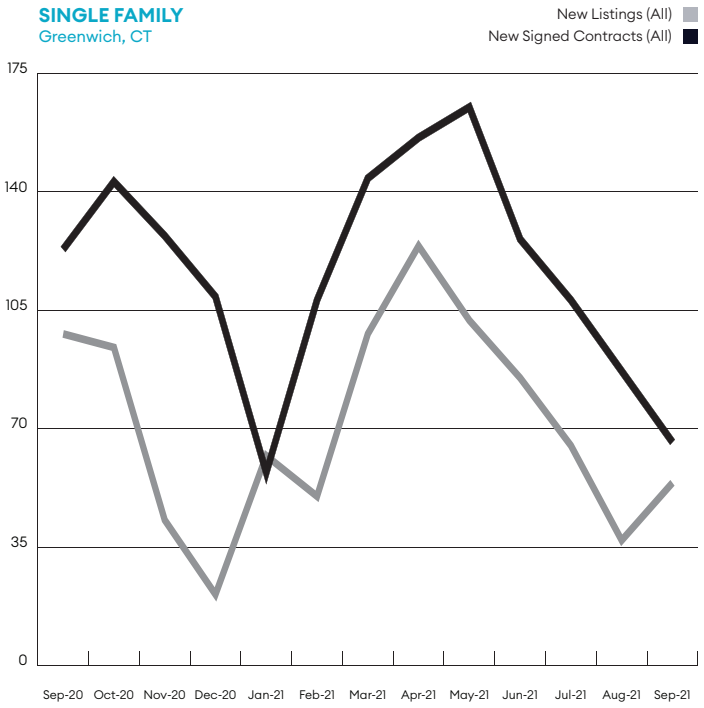
Source: Smart MLS

DouglasElliman

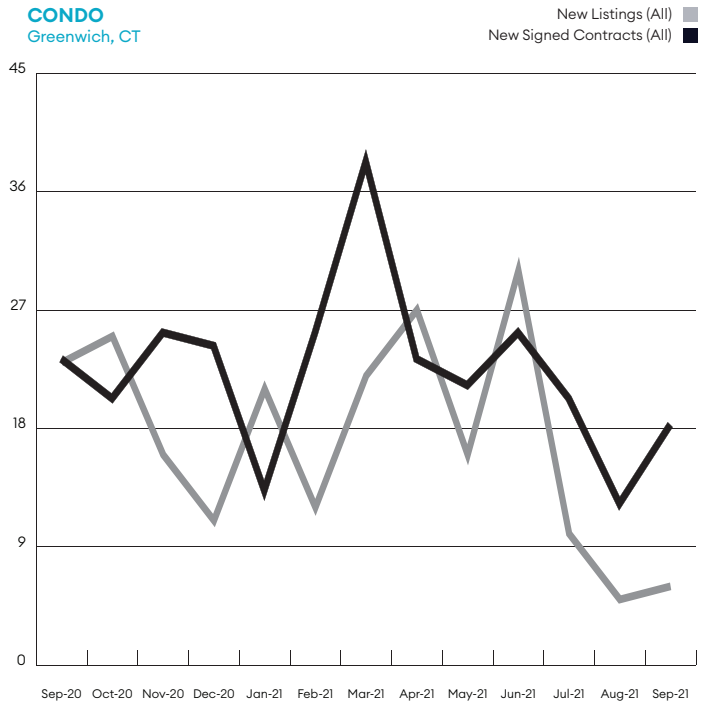
Greenwich, CT

"Newly signed contracts have declined year over year during the past two months; the significant drop in new inventory has largely been responsible for the lower activity level. For context, newly signed contracts have doubled the levels seen in the same period two years ago over the past three months."

SINGLE FAMILY MATRIX Greenwich, CT	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	66	123	-46.3%
< $500K	1	0	
$500K – $999K	12	13	-7.7%
$1M – $1.99M	24	51	-52.9%
$2M – $3.99M	21	40	-47.5%
$4M – $4.99M	4	9	-55.6%
$5M – $9.99M	4	8	-50.0%
$10M – $19.99M	0	2	-100.0%
≥ $20M	0	0	
New Listings (All)	54	98	-44.9%
< $500K	0	0	
$500K – $999K	3	8	-62.5%
$1M – $1.99M	16	24	-33.3%
$2M – $3.99M	19	35	-45.7%
$4M – $4.99M	6	11	-45.5%
$5M – $9.99M	9	14	-35.7%
$10M – $19.99M	1	3	-66.7%
≥ $20M	0	3	-100.0%



CONDO MATRIX Greenwich, CT	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	18	23	-21.7%
< $500K	4	5	-20.0%
$500K – $999K	10	12	-16.7%
$1M – $1.99M	1	3	-66.7%
$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)	6	23	-73.9%
< $500K	0	1	-100.0%
$500K – $999K	4	14	-71.4%
$1M – $1.99M	2	5	-60.0%
$2M – $3.99M	0	2	-100.0%
$4M – $4.99M	0	1	-100.0%
$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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