

Elliman Report

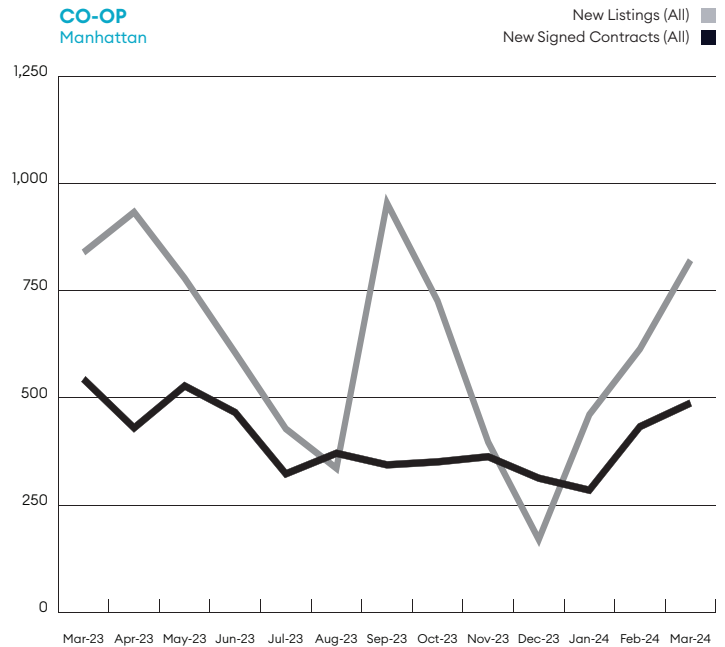
New York

March 2024 New Signed Contracts

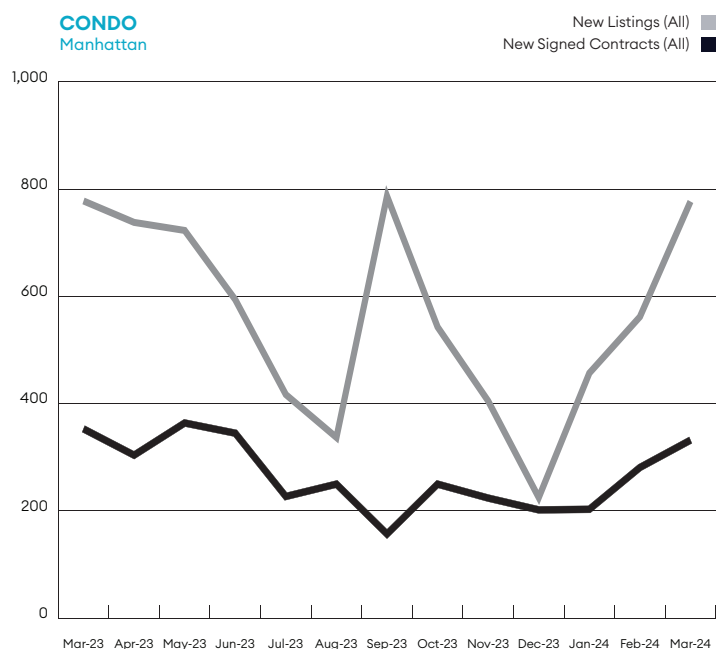
Manhattan

"The total number of newly signed contracts for the three property types declined annually for the first time in several months, as did those above the \$1 million and \$4 million thresholds. New inventory growth has slipped for the second time in three months in the overall market but expanded annually for the second time in three months above the \$4 million threshold."

CO-OP MATRIX Manhattan	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	488	544	-10.3%
< \$500K	82	98	-16.3%
\$500K - \$999K	200	207	-3.4%
\$1M - \$1.99M	128	137	-6.6%
\$2M - \$3.99M	58	69	-15.9%
\$4M - \$4.99M	8	10	-20.0%
\$5M - \$9.99M	11	19	-42.1%
\$10M - \$19.99M	1	4	-75.0%
≥ \$20M	0	0	
New Listings (All)	821	839	-2.1%
< \$500K	132	127	3.9%
\$500K - \$999K	318	331	-3.9%
\$1M - \$1.99M	194	212	-8.5%
\$2M - \$3.99M	107	118	-9.3%
\$4M - \$4.99M	19	16	18.8%
\$5M - \$9.99M	32	25	28.0%
\$10M - \$19.99M	16	8	100.0%
≥ \$20M	3	2	50.0%



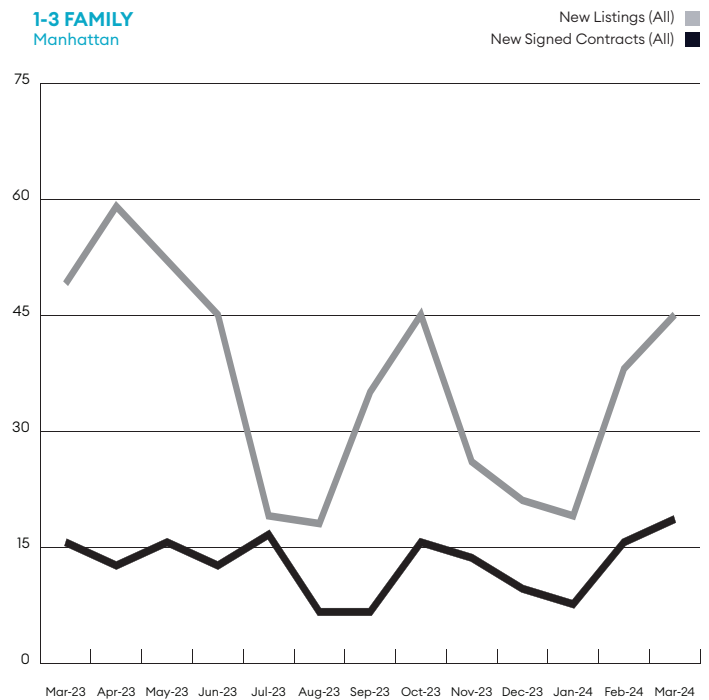
CONDO MATRIX Manhattan	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	332	353	-5.9%
< \$500K	5	7	-28.6%
\$500K - \$999K	64	67	-4.5%
\$1M - \$1.99M	98	116	-15.5%
\$2M - \$3.99M	87	87	0.0%
\$4M - \$4.99M	31	28	10.7%
\$5M - \$9.99M	38	35	8.6%
\$10M - \$19.99M	5	13	-61.5%
≥ \$20M	4	0	
New Listings (All)	777	778	-0.1%
< \$500K	11	11	0.0%
\$500K - \$999K	176	172	2.3%
\$1M - \$1.99M	223	224	-0.4%
\$2M - \$3.99M	204	199	2.5%
\$4M - \$4.99M	56	48	16.7%
\$5M - \$9.99M	84	73	15.1%
\$10M - \$19.99M	17	40	-57.5%
≥ \$20M	6	11	-45.5%



Manhattan (continued)

1-3 FAMILY MATRIX Manhattan	MAR 2024	MAR 2023	%Δ (yr)
New Signed Contracts (All)	18	15	20.0%
< \$500K	0	0	
\$500K - \$999K	0	2	-100.0%
\$1M - \$1.99M	1	2	-50.0%
\$2M - \$3.99M	3	4	-25.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	10	3	233.3%
\$10M - \$19.99M	4	3	33.3%
≥ \$20M	0	1	-100.0%
New Listings (All)	44	48	-8.3%
< \$500K	1	0	
\$500K - \$999K	0	1	-100.0%
\$1M - \$1.99M	2	2	0.0%
\$2M - \$3.99M	8	13	-38.5%
\$4M - \$4.99M	2	2	0.0%
\$5M - \$9.99M	18	12	50.0%
\$10M - \$19.99M	8	11	-27.3%
≥ \$20M	5	7	-28.6%

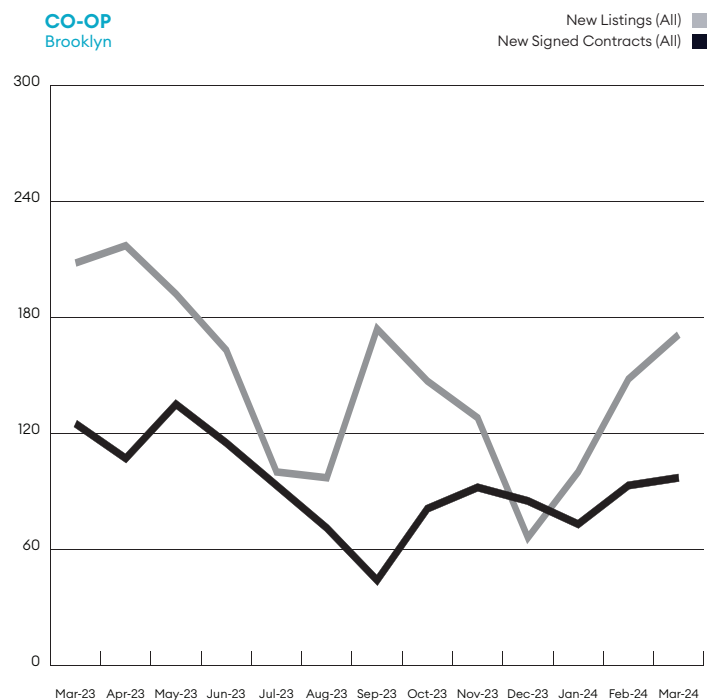
Source: REBNY



Brooklyn

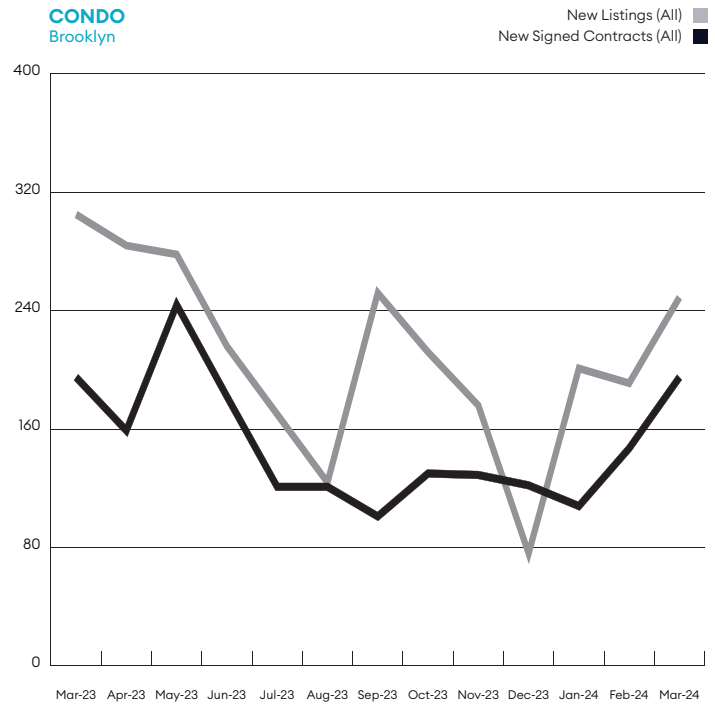
"The total number of newly signed contracts for the three property types declined annually for the first time in three months, while those above the \$1 million threshold haven't seen a decline in three months, and the \$4 million threshold hasn't seen a decline in five months."

CO-OP MATRIX Brooklyn	MAR 2024	MAR 2023	%Δ (yr)
New Signed Contracts (All)	97	125	-22.4%
< \$500K	36	56	-35.7%
\$500K - \$999K	45	49	-8.2%
\$1M - \$1.99M	16	12	33.3%
\$2M - \$3.99M	0	8	-100.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	171	208	-17.8%
< \$500K	94	99	-5.1%
\$500K - \$999K	54	77	-29.9%
\$1M - \$1.99M	19	24	-20.8%
\$2M - \$3.99M	4	7	-42.9%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	1	-100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

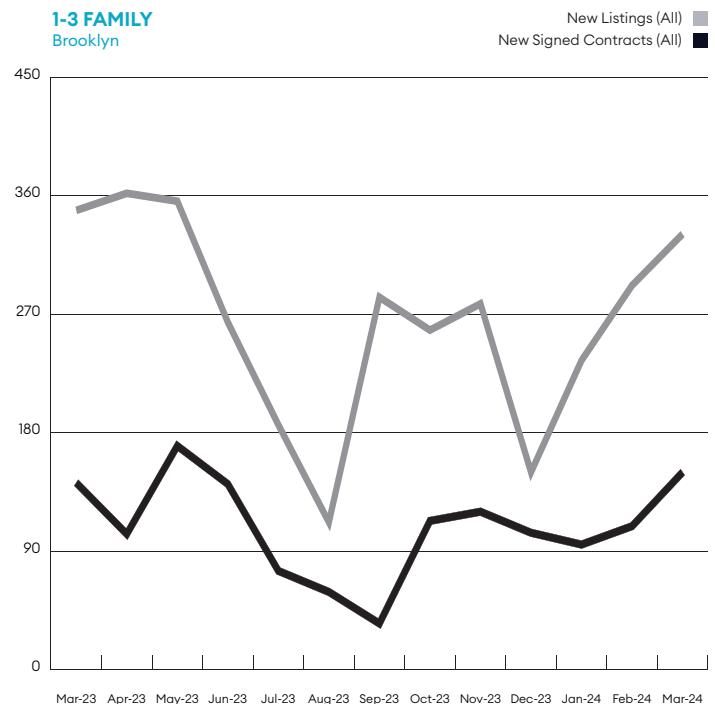


Brooklyn (continued)

CONDO MATRIX Brooklyn	MAR 2024	MAR 2023	%Δ (yr)
New Signed Contracts (All)	195	195	0.0%
< \$500K	10	15	-33.3%
\$500K - \$999K	79	83	-4.8%
\$1M - \$1.99M	76	64	18.8%
\$2M - \$3.99M	25	27	-7.4%
\$4M - \$4.99M	3	5	-40.0%
\$5M - \$9.99M	2	1	100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	249	305	-18.4%
< \$500K	13	25	-48.0%
\$500K - \$999K	89	131	-32.1%
\$1M - \$1.99M	103	92	12.0%
\$2M - \$3.99M	39	40	-2.5%
\$4M - \$4.99M	4	4	0.0%
\$5M - \$9.99M	1	12	-91.7%
\$10M - \$19.99M	0	1	-100.0%
≥ \$20M	0	0	



1-3 FAMILY MATRIX Brooklyn	MAR 2024	MAR 2023	%Δ (yr)
New Signed Contracts (All)	150	142	5.6%
< \$500K	1	1	0.0%
\$500K - \$999K	45	51	-11.8%
\$1M - \$1.99 M	64	56	14.3%
\$2M - \$3.99M	29	25	16.0%
\$4M - \$4.99M	3	4	-25.0%
\$5M - \$9.99M	7	4	75.0%
\$10M - \$19.99M	1	1	0.0%
≥ \$20M	0	0	
New Listings (All)	331	349	-5.2%
< \$500K	4	1	300.0%
\$500K - \$999K	71	77	-7.8%
\$1M - \$1.99M	147	162	-9.3%
\$2M - \$3.99M	80	79	1.3%
\$4M - \$4.99M	14	15	-6.7%
\$5M - \$9.99M	14	12	16.7%
\$10M - \$19.99M	1	3	-66.7%
≥ \$20M	0	0	

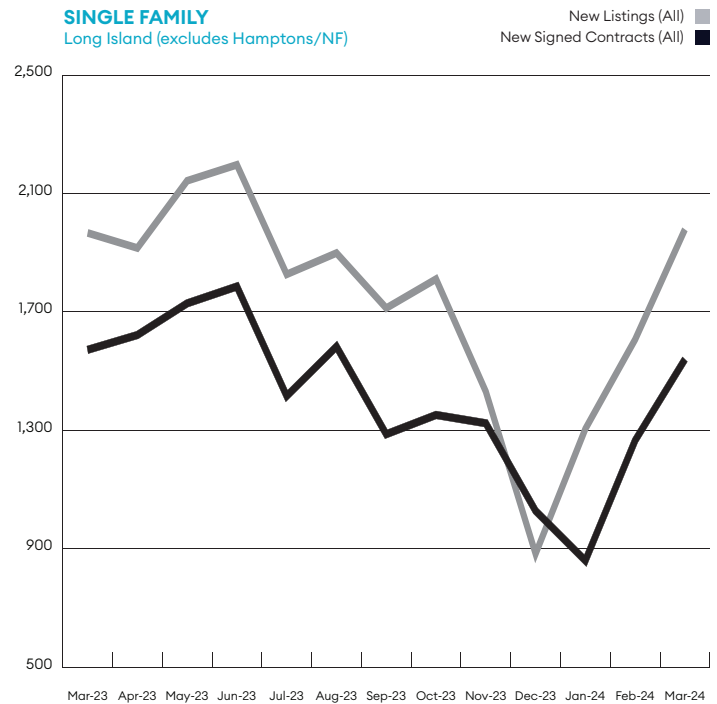


Source: REBNY

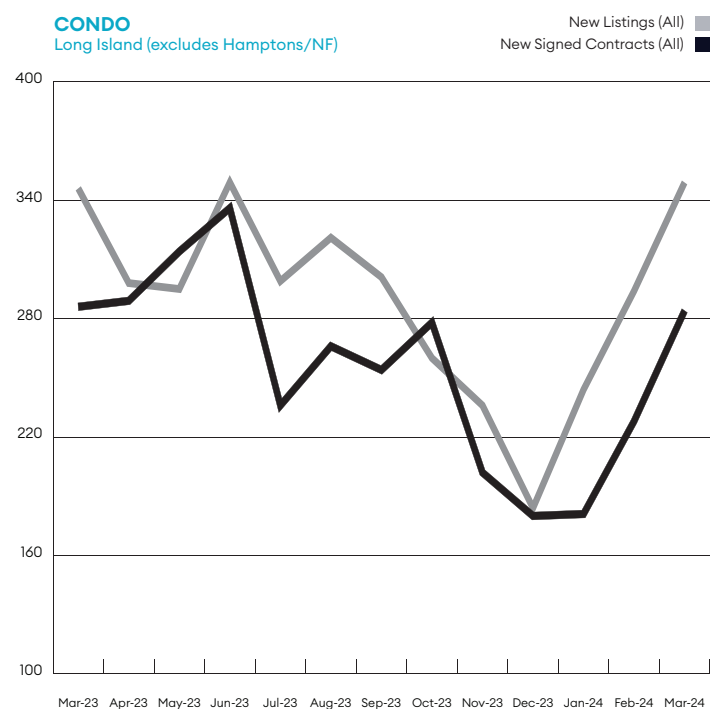
Long Island (excludes Hamptons/North Fork)

"Since the spring of 2021, newly signed contracts for single family and condos have declined year over year. Above the \$1 million threshold, however, newly signed contracts have increased significantly since October. New inventory growth has pressed higher across the market for three of the past four months, potentially enabling more sales later this year."

SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	1,540	1,572	-2.0%
< \$200K	20	31	-35.5%
\$200K - \$299K	55	85	-35.3%
\$300K - \$399K	145	252	-42.5%
\$400K - \$499K	296	359	-17.5%
\$500K - \$599K	492	440	11.8%
\$600K - \$799K	215	175	22.9%
\$800K - \$999K	236	173	36.4%
≥ \$1M	81	57	42.1%
New Listings (All)	1,979	1,967	0.6%
< \$200K	24	38	-36.8%
\$200K - \$299K	53	91	-41.8%
\$300K - \$399K	183	259	-29.3%
\$400K - \$499K	326	412	-20.9%
\$500K - \$599K	586	556	5.4%
\$600K - \$799K	305	216	41.2%
\$800K - \$999K	335	262	27.9%
≥ \$1M	167	133	25.6%



CONDO MATRIX Long Island (excludes Hamptons/NF)	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	284	286	-0.7%
< \$200K	12	29	-58.6%
\$200K - \$299K	62	63	-1.6%
\$300K - \$399K	65	68	-4.4%
\$400K - \$499K	42	40	5.0%
\$500K - \$599K	30	26	15.4%
\$600K - \$799K	33	32	3.1%
\$800K - \$999K	14	12	16.7%
≥ \$1M	26	16	62.5%
New Listings (All)	349	346	0.9%
< \$200K	20	20	0.0%
\$200K - \$299K	66	53	24.5%
\$300K - \$399K	59	56	5.4%
\$400K - \$499K	67	67	0.0%
\$500K - \$599K	36	46	-21.7%
\$600K - \$799K	42	41	2.4%
\$800K - \$999K	26	16	62.5%
≥ \$1M	33	47	-29.8%

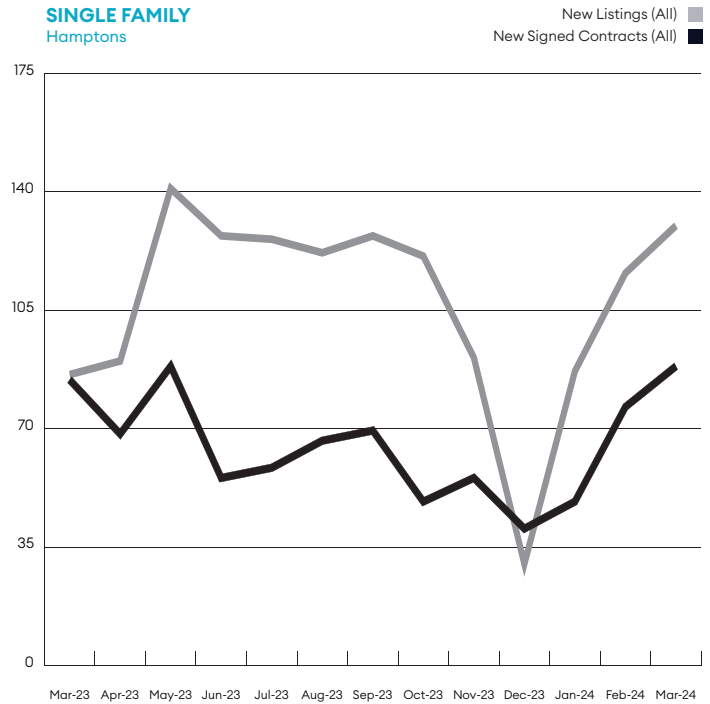


Source: One Key MLS

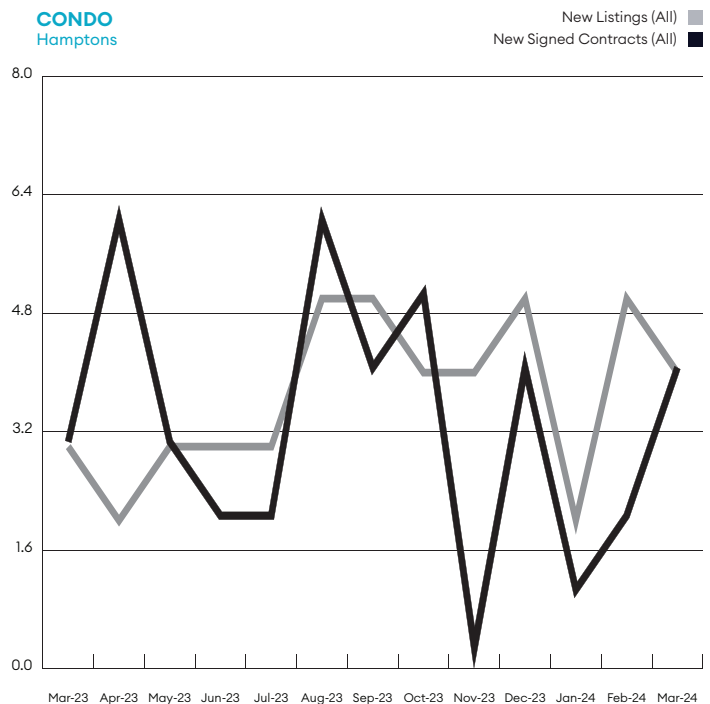
Hamptons

"Newly signed contracts for single family and condos have expanded annually for the past four months. Above the \$1 million threshold, the same pattern emerged. New inventory growth has pressed higher across the market for three months, potentially enabling more sales later this year."

SINGLE FAMILY MATRIX Hamptons	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	87	83	4.8%
< \$500K	0	0	
\$500K - \$999K	13	10	30.0%
\$1M - \$1.99M	29	28	3.6%
\$2M - \$3.99M	30	26	15.4%
\$4M - \$4.99M	2	8	-75.0%
\$5M - \$9.99M	7	11	-36.4%
\$10M - \$19.99M	6	0	
≥ \$20M	0	0	
New Listings (All)	130	86	51.2%
< \$500K	0	0	
\$500K - \$999K	10	2	400.0%
\$1M - \$1.99M	30	19	57.9%
\$2M - \$3.99M	37	27	37.0%
\$4M - \$4.99M	10	7	42.9%
\$5M - \$9.99M	23	20	15.0%
\$10M - \$19.99M	16	9	77.8%
≥ \$20M	4	2	100.0%



CONDO MATRIX Hamptons	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	4	3	33.3%
< \$500K	1	0	
\$500K - \$999K	0	1	-100.0%
\$1M - \$1.99M	0	1	-100.0%
\$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)	4	3	33.3%
< \$500K	0	0	
\$500K - \$999K	0	1	-100.0%
\$1M - \$1.99M	2	1	100.0%
\$2M - \$3.99M	2	0	
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	1	-100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	



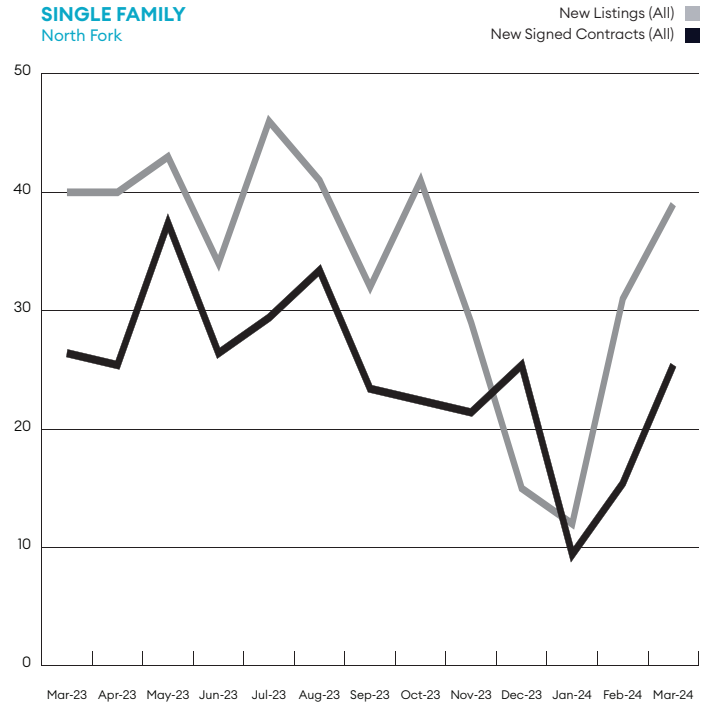
Source: East End LI MLS

North Fork

"Newly signed single family and condo contracts slipped year over year for the third time. Above the \$1 million threshold, however, newly signed contracts have increased for the past two months, potentially enabling more sales later this year."

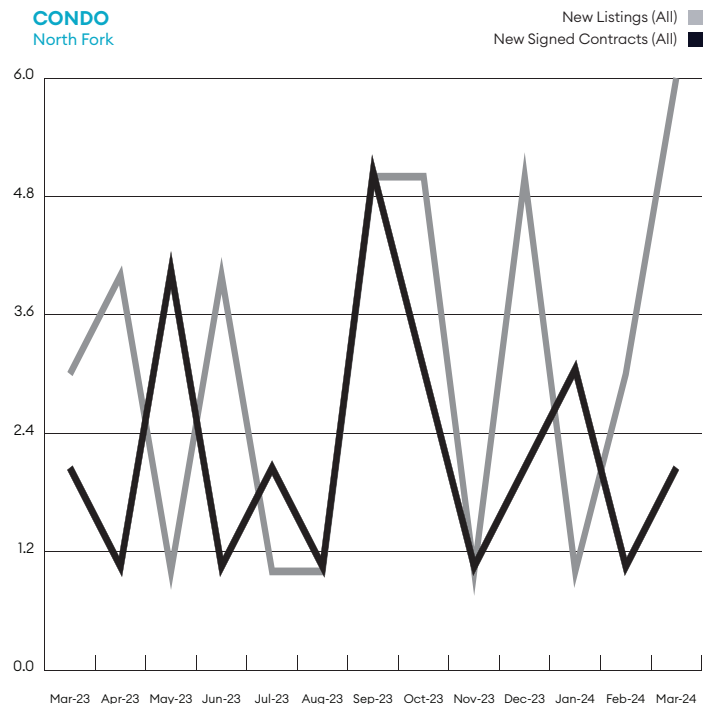
SINGLE FAMILY MATRIX North Fork	MAR 2024	MAR 2023	%Δ (yr)
New Signed Contracts (All)	25	26	-3.8%
< \$500K	0	0	
\$500K – \$999K	15	14	7.1%
\$1M – \$1.99M	9	6	50.0%
\$2M – \$3.99M	0	6	-100.0%
\$4M – \$4.99M	1	0	
\$5M – \$9.99M	0	0	
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	39	40	-2.5%
< \$500K	0	0	
\$500K – \$999K	12	21	-42.9%
\$1M – \$1.99M	11	14	-21.4%
\$2M – \$3.99M	13	3	333.3%
\$4M – \$4.99M	2	1	100.0%
\$5M – \$9.99M	1	1	0.0%
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	

SINGLE FAMILY
North Fork



CONDO MATRIX North Fork	MAR 2024	MAR 2023	%Δ (yr)
New Signed Contracts (All)	2	2	0.0%
< \$500K	0	0	
\$500K – \$999K	1	1	0.0%
\$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	
New Listings (All)	6	3	100.0%
< \$500K	2	0	
\$500K – \$999K	2	1	100.0%
\$1M – \$1.99M	2	2	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

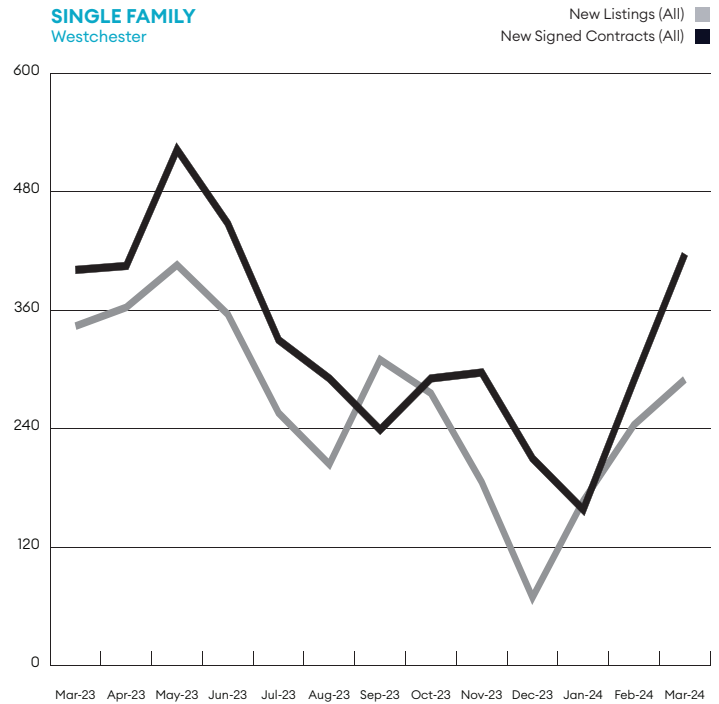


Source: One Key MLS

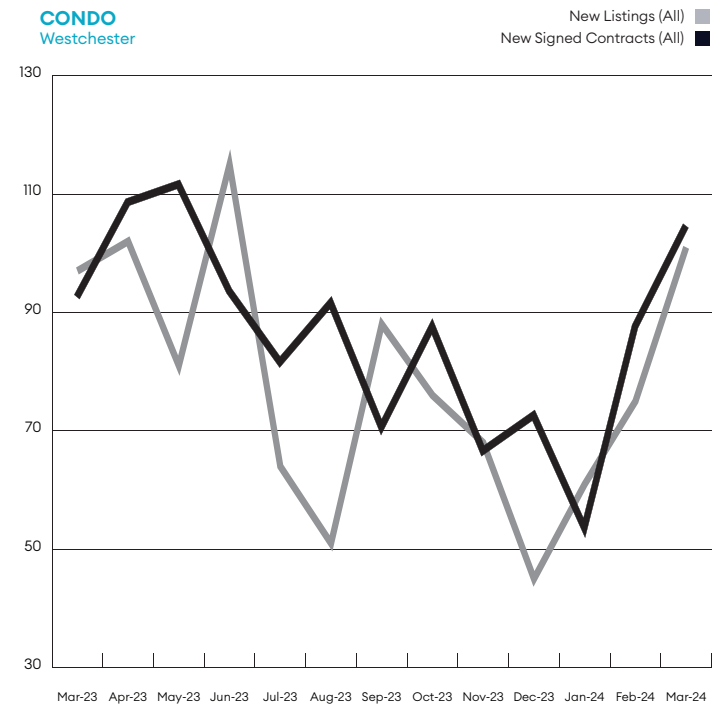
Westchester

"Newly signed contracts for single family and condos have expanded annually for four of the past five months. Above the \$1 million threshold, a similar pattern emerged with increased activity since October. New inventory growth needs to be more consistent; it has fallen for two of the past three months."

SINGLE FAMILY MATRIX Westchester	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	417	401	4.0%
< \$300K	2	3	-33.3%
\$300K - \$399K	4	11	-63.6%
\$400K - \$499K	28	24	16.7%
\$500K - \$599K	32	44	-27.3%
\$600K - \$799K	98	103	-4.9%
\$800K - \$999K	57	59	-3.4%
\$1M - \$1.99M	122	105	16.2%
≥ \$2M	74	52	42.3%
New Listings (All)	290	344	-15.7%
< \$300K	1	3	-66.7%
\$300K - \$399K	4	3	33.3%
\$400K - \$499K	14	14	0.0%
\$500K - \$599K	22	36	-38.9%
\$600K - \$799K	54	81	-33.3%
\$800K - \$999K	52	65	-20.0%
\$1M - \$1.99M	70	85	-17.6%
≥ \$2M	73	57	28.1%



CONDO MATRIX Westchester	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	104	92	13.0%
< \$200K	0	0	
\$200K - \$299K	15	11	36.4%
\$300K - \$399K	19	20	-5.0%
\$400K - \$499K	24	24	0.0%
\$500K - \$599K	12	7	71.4%
\$600K - \$799K	19	10	90.0%
\$800K - \$999K	6	9	-33.3%
≥ \$1M	9	11	-18.2%
New Listings (All)	101	97	4.1%
< \$200K	4	1	300.0%
\$200K - \$299K	12	15	-20.0%
\$300K - \$399K	19	19	0.0%
\$400K - \$499K	15	12	25.0%
\$500K - \$599K	9	17	-47.1%
\$600K - \$799K	23	14	64.3%
\$800K - \$999K	6	7	-14.3%
≥ \$1M	13	12	8.3%

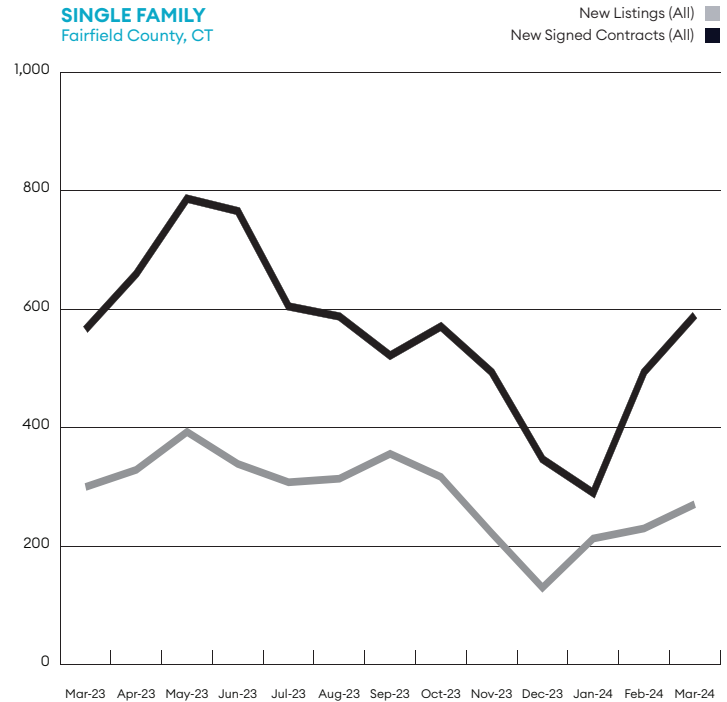


Source: One Key MLS

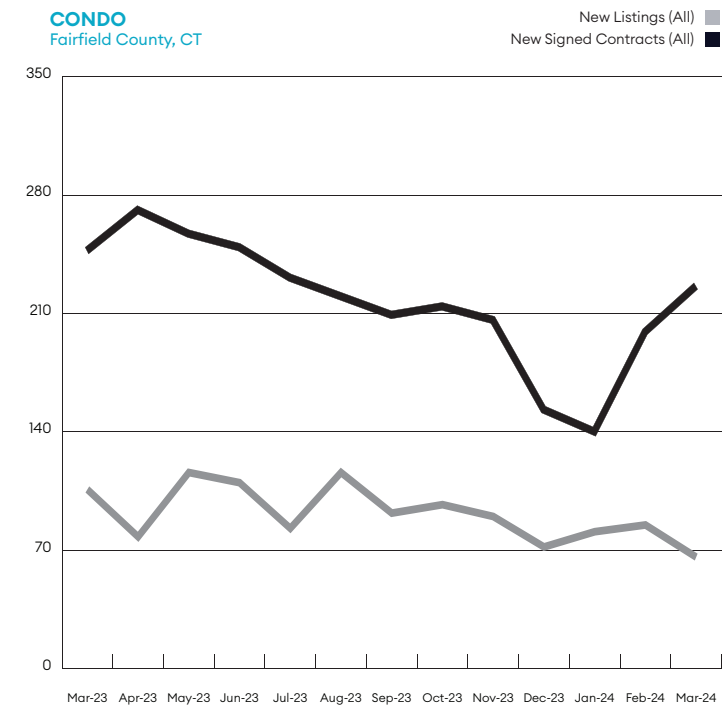
Fairfield County, CT

"Newly signed contracts for single family and condos have expanded annually for two of the past four months. Above the \$1 million threshold, increases in activity have been consistently higher since October. New inventory growth must be more consistent, falling for two of the past three months."

SINGLE FAMILY MATRIX Fairfield County, CT	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	590	566	4.2%
< \$300K	22	38	-42.1%
\$300K - \$399K	55	82	-32.9%
\$400K - \$499K	77	64	20.3%
\$500K - \$599K	74	57	29.8%
\$600K - \$799K	105	92	14.1%
\$800K - \$999K	61	58	5.2%
\$1M - \$1.99M	129	109	18.3%
≥ \$2M	67	66	1.5%
New Listings (All)	271	300	-9.7%
< \$300K	10	18	-44.4%
\$300K - \$399K	10	20	-50.0%
\$400K - \$499K	29	27	7.4%
\$500K - \$599K	28	29	-3.4%
\$600K - \$799K	46	41	12.2%
\$800K - \$999K	28	29	-3.4%
\$1M - \$1.99M	62	70	-11.4%
≥ \$2M	58	66	-12.1%



CONDO MATRIX Fairfield County, CT	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	224	245	-8.6%
< \$200K	40	40	0.0%
\$200K - \$299K	39	54	-27.8%
\$300K - \$399K	50	41	22.0%
\$400K - \$499K	33	38	-13.2%
\$500K - \$599K	19	24	-20.8%
\$600K - \$799K	10	28	-64.3%
\$800K - \$999K	11	8	37.5%
≥ \$1M	22	12	83.3%
New Listings (All)	66	106	-37.7%
< \$200K	14	12	16.7%
\$200K - \$299K	14	27	-48.1%
\$300K - \$399K	7	18	-61.1%
\$400K - \$499K	13	15	-13.3%
\$500K - \$599K	10	7	42.9%
\$600K - \$799K	1	17	-94.1%
\$800K - \$999K	1	3	-66.7%
≥ \$1M	6	7	-14.3%

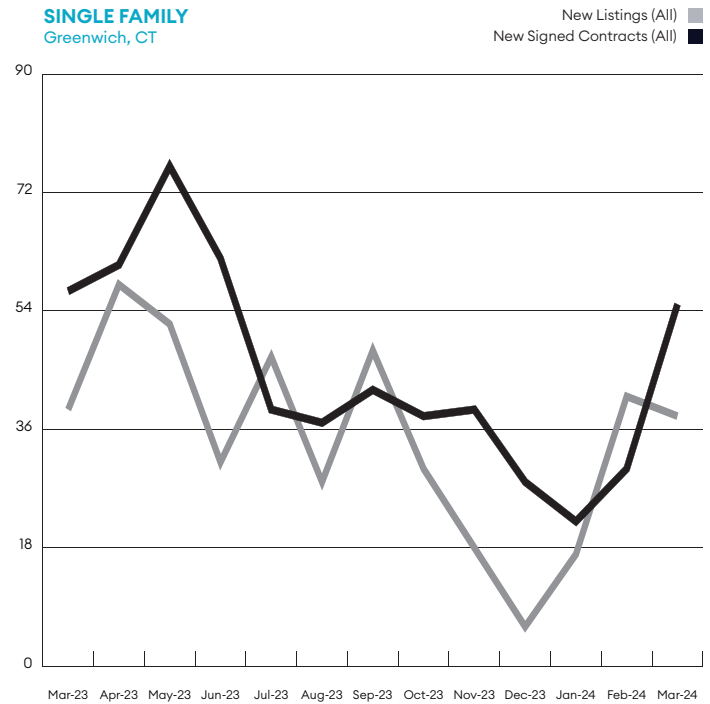


Source: Smart MLS

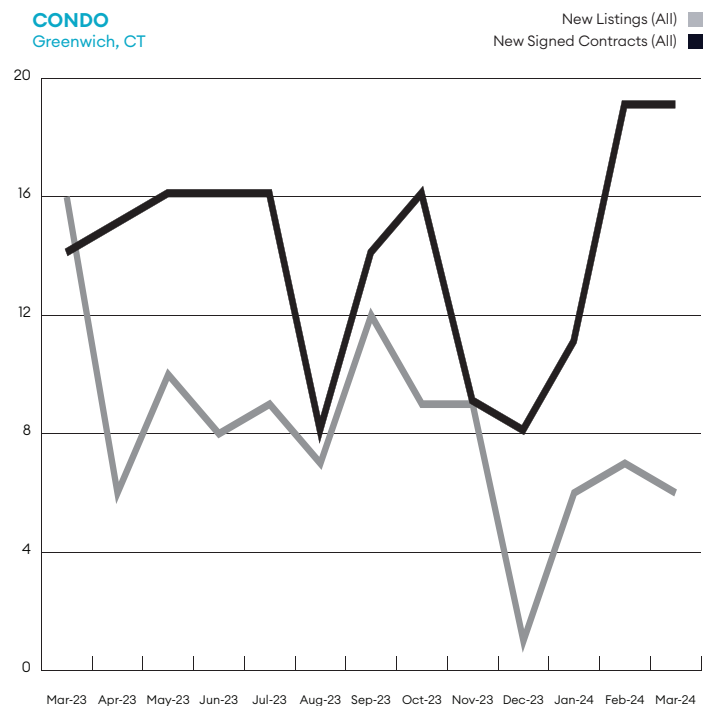
Greenwich, CT

"Newly signed contracts for single family and condos rose year over year for the first time in four months. However, above the \$1 million threshold, new contract signings increased for the eighth time in nine months. New inventory growth must be more consistent to generate future sales, which have fallen for two of the past three months."

SINGLE FAMILY MATRIX Greenwich, CT	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	55	57	-3.5%
< \$500K	0	0	
\$500K - \$999K	5	4	25.0%
\$1M - \$1.99M	19	18	5.6%
\$2M - \$3.99M	18	21	-14.3%
\$4M - \$4.99M	6	8	-25.0%
\$5M - \$9.99M	6	5	20.0%
\$10M - \$19.99M	1	1	0.0%
≥ \$20M	0	0	
New Listings (All)	38	39	-2.6%
< \$500K	0	0	
\$500K - \$999K	1	4	-75.0%
\$1M - \$1.99M	3	7	-57.1%
\$2M - \$3.99M	16	16	0.0%
\$4M - \$4.99M	4	4	0.0%
\$5M - \$9.99M	8	5	60.0%
\$10M - \$19.99M	4	3	33.3%
≥ \$20M	2	0	



CONDO MATRIX Greenwich, CT	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	19	14	35.7%
< \$500K	5	0	
\$500K - \$999K	6	8	-25.0%
\$1M - \$1.99M	6	5	20.0%
\$2M - \$3.99M	2	1	100.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	6	16	-62.5%
< \$500K	2	0	
\$500K - \$999K	0	8	-100.0%
\$1M - \$1.99M	3	4	-25.0%
\$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	



Source: Greenwich MLS

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

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