

Elliman Report

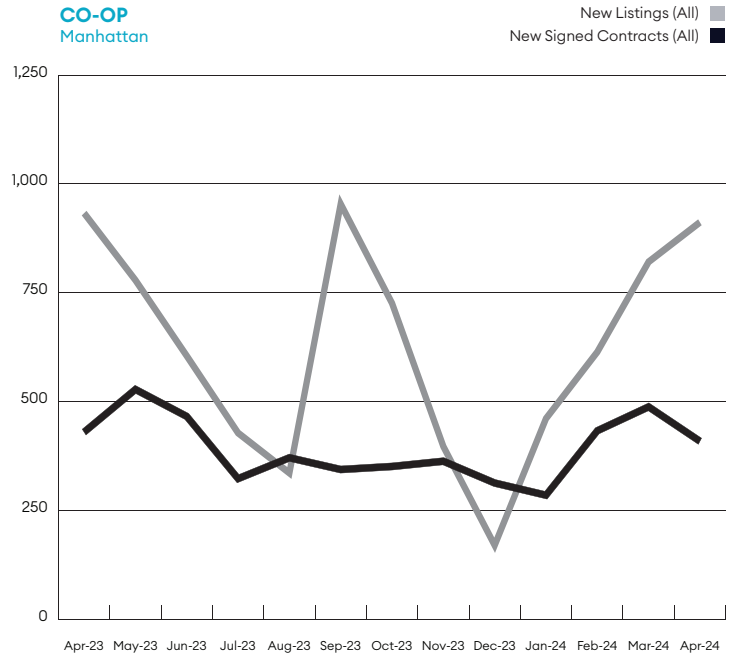
New York

April 2024 New Signed Contracts

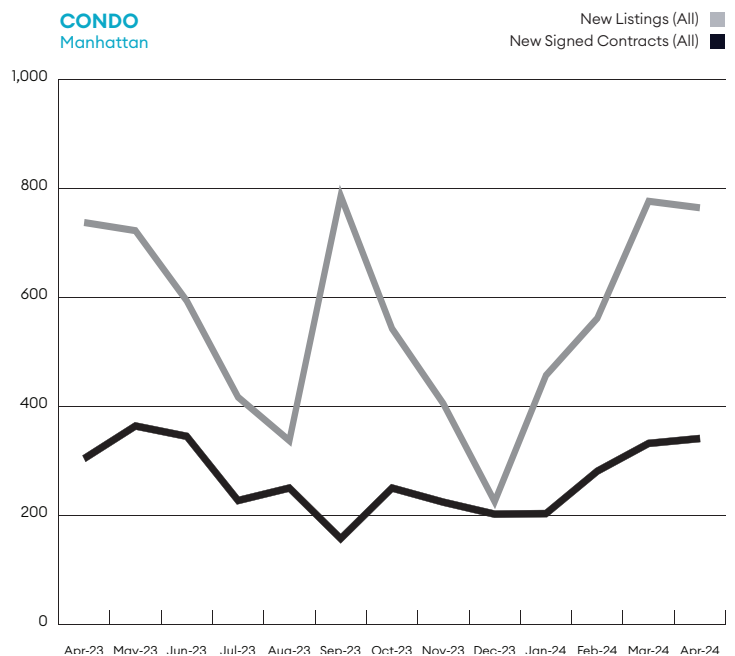
Manhattan

"The total number of newly signed contracts for the three property types rose annually for the fourth time in five months. Above the \$1 million threshold, the pattern was the same. New inventory growth has expanded for the second time in three months, providing the potential to enable more sales."

CO-OP MATRIX Manhattan	APR 2024	APR 2023	%Δ (YR)
New Signed Contracts (All)	409	430	-4.9%
< \$500K	74	94	-21.3%
\$500K - \$999K	167	166	0.6%
\$1M - \$1.99M	102	109	-6.4%
\$2M - \$3.99M	55	40	37.5%
\$4M - \$4.99M	4	10	-60.0%
\$5M - \$9.99M	6	11	-45.5%
\$10M - \$19.99M	0	0	
≥ \$20M	1	0	
New Listings (All)	912	933	-2.3%
< \$500K	133	128	3.9%
\$500K - \$999K	346	356	-2.8%
\$1M - \$1.99M	224	216	3.7%
\$2M - \$3.99M	147	137	7.3%
\$4M - \$4.99M	23	29	-20.7%
\$5M - \$9.99M	33	43	-23.3%
\$10M - \$19.99M	4	20	-80.0%
≥ \$20M	2	4	-50.0%



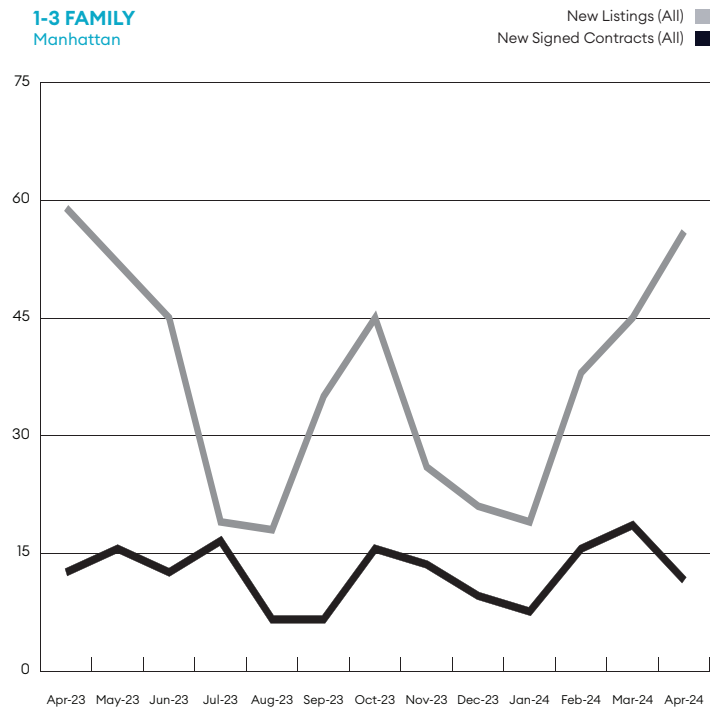
CONDO MATRIX Manhattan	APR 2024	APR 2023	%Δ (YR)
New Signed Contracts (All)	341	304	12.2%
< \$500K	5	5	0.0%
\$500K - \$999K	73	69	5.8%
\$1M - \$1.99M	111	98	13.3%
\$2M - \$3.99M	90	75	20.0%
\$4M - \$4.99M	17	16	6.3%
\$5M - \$9.99M	34	32	6.3%
\$10M - \$19.99M	9	9	0.0%
≥ \$20M	2	0	
New Listings (All)	765	738	3.7%
< \$500K	12	7	71.4%
\$500K - \$999K	175	144	21.5%
\$1M - \$1.99M	216	196	10.2%
\$2M - \$3.99M	193	210	-8.1%
\$4M - \$4.99M	40	48	-16.7%
\$5M - \$9.99M	88	90	-2.2%
\$10M - \$19.99M	30	33	-9.1%
≥ \$20M	11	10	10.0%



Manhattan (continued)

1-3 FAMILY MATRIX Manhattan	APR 2024	APR 2023	%Δ (yr)
New Signed Contracts (All)	11	12	-8.3%
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	0	0	
\$2M - \$3.99M	2	4	-50.0%
\$4M - \$4.99M	1	0	
\$5M - \$9.99M	7	6	16.7%
\$10M - \$19.99M	1	1	0.0%
≥ \$20M	0	1	-100.0%
New Listings (All)	55	58	-5.2%
< \$500K	0	0	
\$500K - \$999K	0	1	-100.0%
\$1M - \$1.99M	9	3	200.0%
\$2M - \$3.99M	14	10	40.0%
\$4M - \$4.99M	6	4	50.0%
\$5M - \$9.99M	7	26	-73.1%
\$10M - \$19.99M	16	9	77.8%
≥ \$20M	3	5	-40.0%

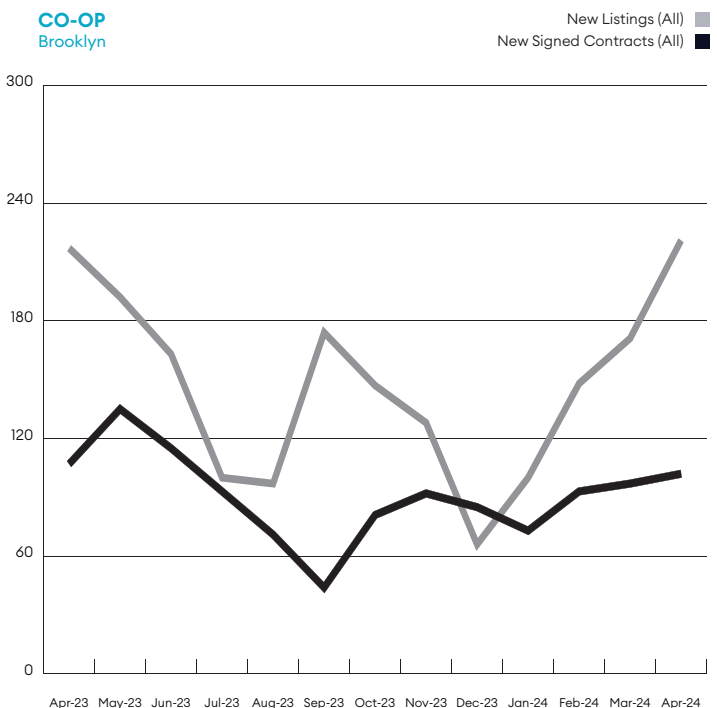
Source: REBNY



Brooklyn

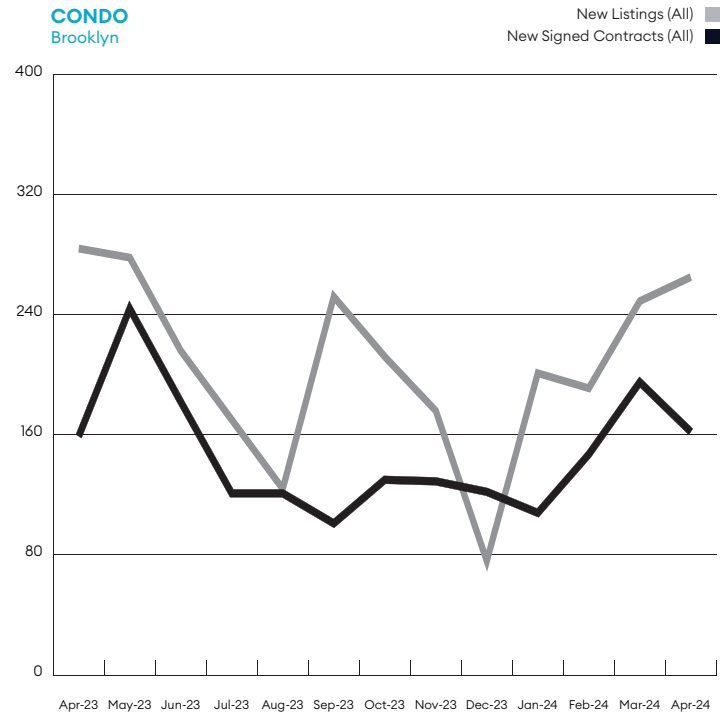
"The number of newly signed contracts for the three property types rose annually for the third time in four months. Above the \$1 million threshold, newly signed contracts expanded for the fourth time. New inventory growth has decreased for the fourth time in five months."

CO-OP MATRIX Brooklyn	APR 2024	APR 2023	%Δ (yr)
New Signed Contracts (All)	102	107	-4.7%
< \$500K	42	50	-16.0%
\$500K - \$999K	40	35	14.3%
\$1M - \$1.99M	15	20	-25.0%
\$2M - \$3.99M	5	2	150.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	221	217	1.8%
< \$500K	114	108	5.6%
\$500K - \$999K	80	67	19.4%
\$1M - \$1.99M	20	37	-45.9%
\$2M - \$3.99M	7	5	40.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

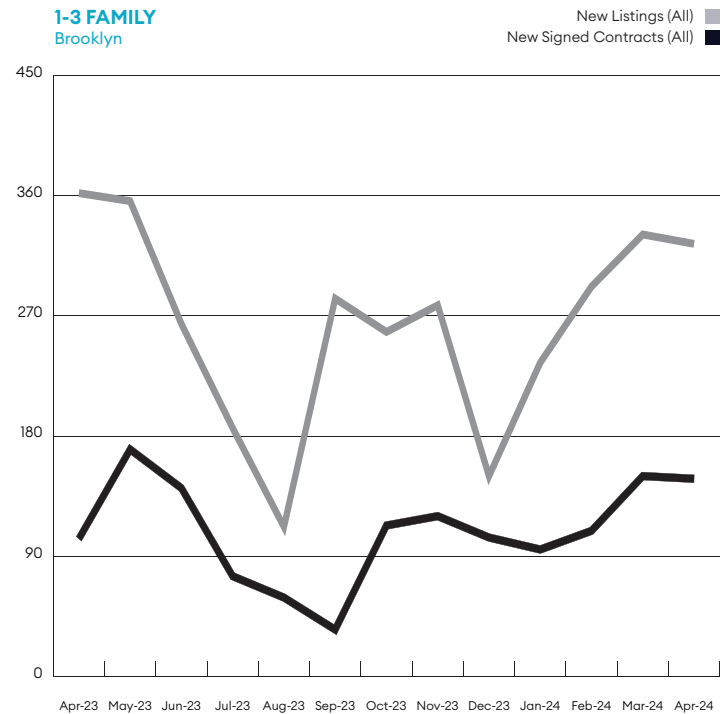


Brooklyn (continued)

CONDO MATRIX Brooklyn	APR 2024	APR 2023	%Δ (yr)
New Signed Contracts (All)	162	159	1.9%
< \$500K	9	12	-25.0%
\$500K - \$999K	57	75	-24.0%
\$1M - \$1.99M	62	56	10.7%
\$2M - \$3.99M	31	13	138.5%
\$4M - \$4.99M	2	2	0.0%
\$5M - \$9.99M	1	1	0.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	265	284	-6.7%
< \$500K	12	28	-57.1%
\$500K - \$999K	113	88	28.4%
\$1M - \$1.99M	89	109	-18.3%
\$2M - \$3.99M	40	44	-9.1%
\$4M - \$4.99M	4	6	-33.3%
\$5M - \$9.99M	6	8	-25.0%
\$10M - \$19.99M	1	1	0.0%
≥ \$20M	0	0	



1-3 FAMILY MATRIX Brooklyn	APR 2024	APR 2023	%Δ (yr)
New Signed Contracts (All)	148	103	43.7%
< \$500K	2	0	
\$500K - \$999K	48	24	100.0%
\$1M - \$1.99 M	67	45	48.9%
\$2M - \$3.99M	22	19	15.8%
\$4M - \$4.99M	3	7	-57.1%
\$5M - \$9.99M	4	8	-50.0%
\$10M - \$19.99M	1	0	
≥ \$20M	1	0	
New Listings (All)	324	362	-10.5%
< \$500K	0	1	-100.0%
\$500K - \$999K	73	100	-27.0%
\$1M - \$1.99M	142	149	-4.7%
\$2M - \$3.99M	77	80	-3.8%
\$4M - \$4.99M	11	11	0.0%
\$5M - \$9.99M	17	15	13.3%
\$10M - \$19.99M	4	3	33.3%
≥ \$20M	0	3	-100.0%

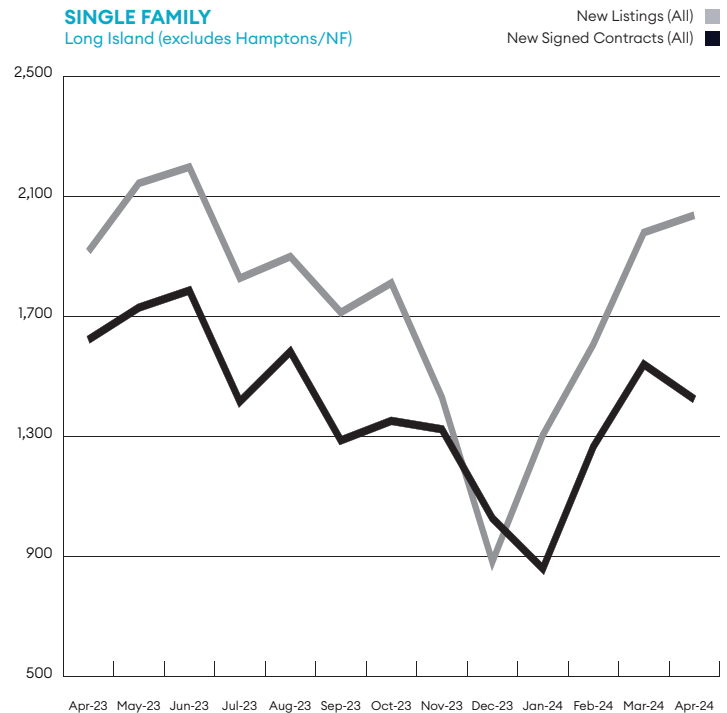


Source: REBNY

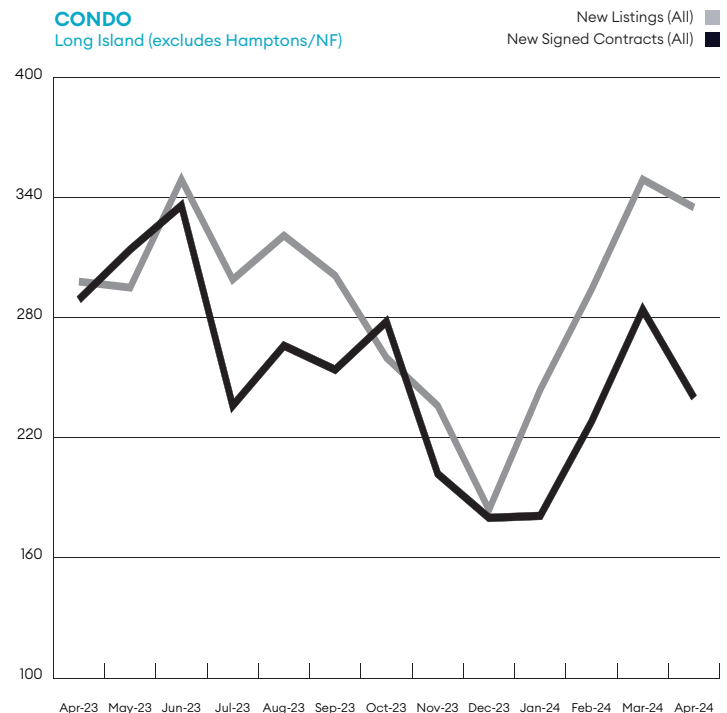
Long Island (excludes Hamptons/North Fork)

"Since the spring of 2021, newly signed contracts for single families and condos have continued to slide year over year. Above the \$1 million threshold, however, newly signed contracts have increased significantly since October. New inventory growth has pressed higher since August."

SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	APR 2024	APR 2023	%Δ (YR)
New Signed Contracts (All)	1,424	1,622	-12.2%
< \$200K	16	34	-52.9%
\$200K - \$299K	43	103	-58.3%
\$300K - \$399K	130	248	-47.6%
\$400K - \$499K	268	372	-28.0%
\$500K - \$599K	500	456	9.6%
\$600K - \$799K	203	168	20.8%
\$800K - \$999K	204	197	3.6%
≥ \$1M	60	44	36.4%
New Listings (All)	2,037	1,916	6.3%
< \$200K	26	36	-27.8%
\$200K - \$299K	55	99	-44.4%
\$300K - \$399K	152	220	-30.9%
\$400K - \$499K	275	361	-23.8%
\$500K - \$599K	671	543	23.6%
\$600K - \$799K	295	273	8.1%
\$800K - \$999K	407	255	59.6%
≥ \$1M	156	129	20.9%



CONDO MATRIX Long Island (excludes Hamptons/NF)	APR 2024	APR 2023	%Δ (YR)
New Signed Contracts (All)	240	289	-17.0%
< \$200K	16	26	-38.5%
\$200K - \$299K	44	60	-26.7%
\$300K - \$399K	41	53	-22.6%
\$400K - \$499K	38	50	-24.0%
\$500K - \$599K	24	33	-27.3%
\$600K - \$799K	39	37	5.4%
\$800K - \$999K	18	13	38.5%
≥ \$1M	20	17	17.6%
New Listings (All)	335	298	12.4%
< \$200K	21	23	-8.7%
\$200K - \$299K	50	61	-18.0%
\$300K - \$399K	56	54	3.7%
\$400K - \$499K	58	48	20.8%
\$500K - \$599K	35	33	6.1%
\$600K - \$799K	44	43	2.3%
\$800K - \$999K	28	15	86.7%
≥ \$1M	43	21	104.8%



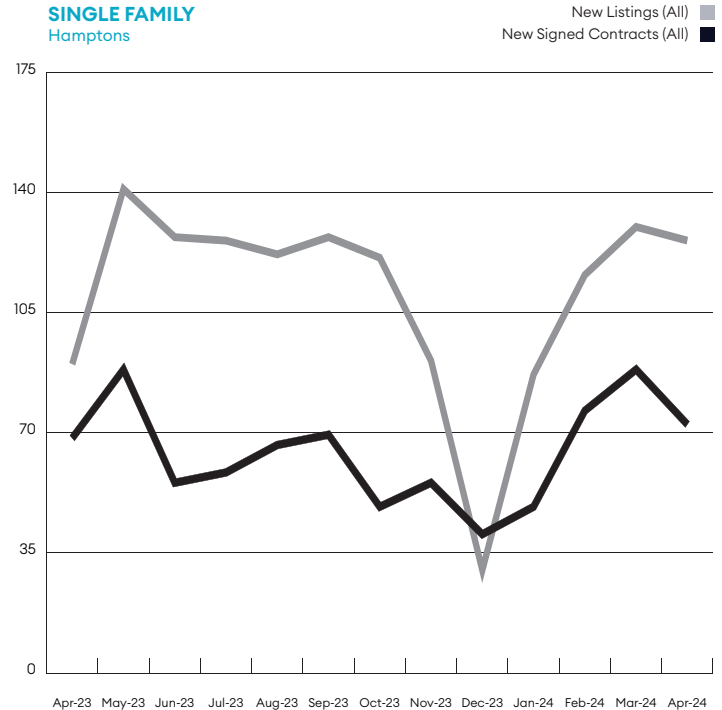
Source: One Key MLS

Hamptons

"Newly signed single family and condo contracts declined year over year for the first time since November. Above the \$1 million threshold, newly signed contracts have surged significantly since January. Since January, new inventory growth has pressed higher, enabling more sales."

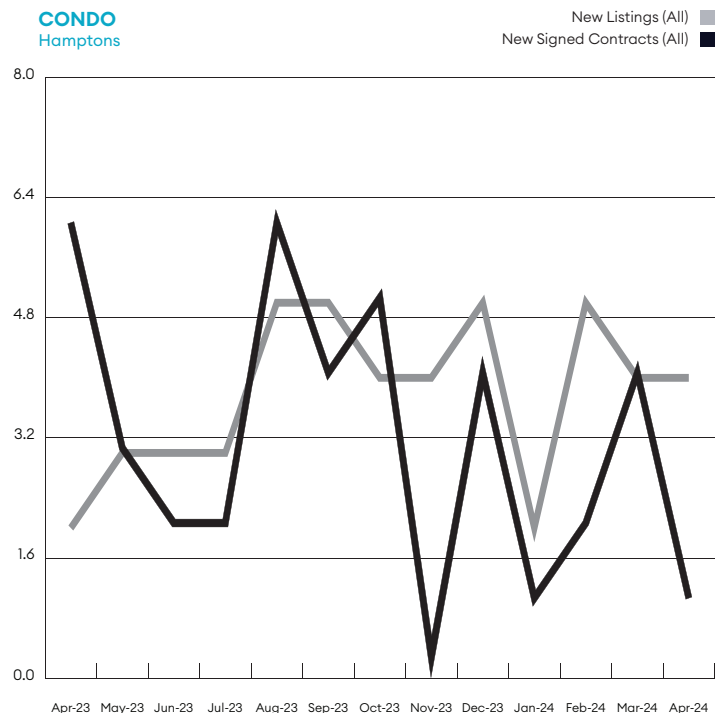
SINGLE FAMILY MATRIX Hamptons	APR 2024	APR 2023	%Δ (yr)
New Signed Contracts (All)	71	67	6.0%
< \$500K	0	0	
\$500K - \$999K	4	3	33.3%
\$1M - \$1.99M	23	31	-25.8%
\$2M - \$3.99M	23	21	9.5%
\$4M - \$4.99M	5	4	25.0%
\$5M - \$9.99M	13	7	85.7%
\$10M - \$19.99M	2	1	100.0%
≥ \$20M	1	0	
New Listings (All)	126	90	40.0%
< \$500K	1	0	
\$500K - \$999K	11	9	22.2%
\$1M - \$1.99M	25	16	56.3%
\$2M - \$3.99M	44	30	46.7%
\$4M - \$4.99M	10	8	25.0%
\$5M - \$9.99M	19	11	72.7%
\$10M - \$19.99M	9	11	-18.2%
≥ \$20M	7	5	40.0%

SINGLE FAMILY
Hamptons



CONDO MATRIX Hamptons	APR 2024	APR 2023	%Δ (yr)
New Signed Contracts (All)	1	6	-83.3%
< \$500K	0	0	
\$500K - \$999K	1	3	-66.7%
\$1M - \$1.99M	0	3	-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)	4	2	100.0%
< \$500K	1	0	
\$500K - \$999K	2	1	100.0%
\$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	

CONDO
Hamptons

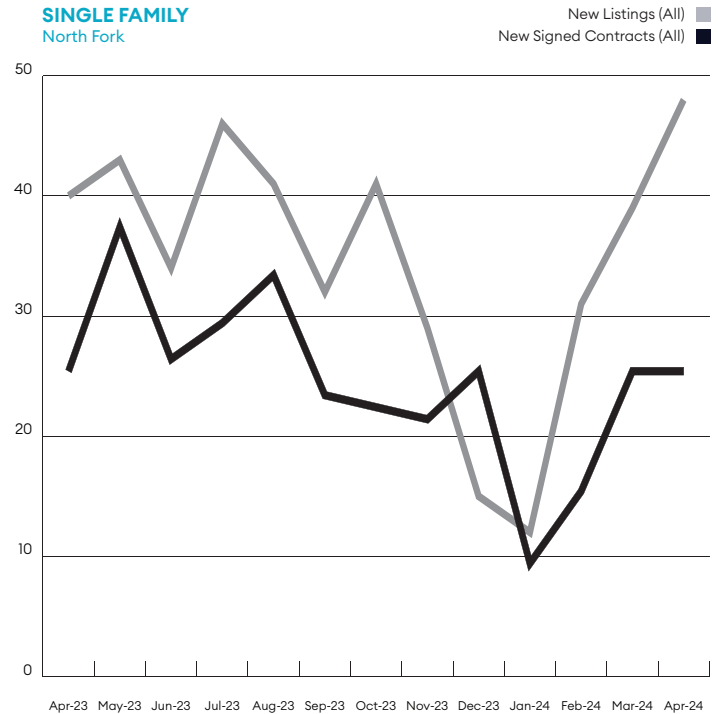


Source: East End LI MLS

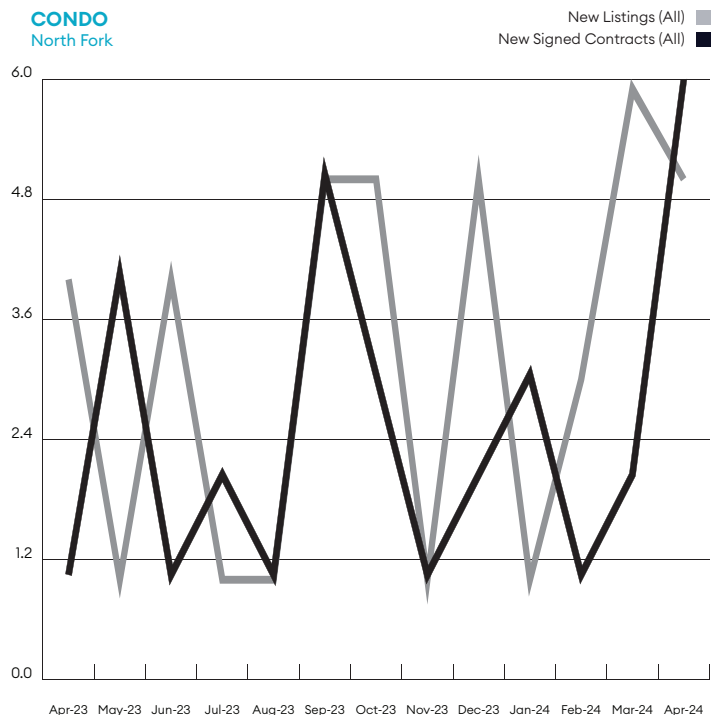
North Fork

"Newly signed single family and condo contracts rose year over year for the first time in four months. Above the \$1 million threshold, newly signed contracts for single families surged significantly for the first time since January. New inventory growth has pressed higher for the third time, enabling more sales later this year.

SINGLE FAMILY MATRIX North Fork	APR 2024	APR 2023	%Δ (yr)
New Signed Contracts (All)	25	25	0.0%
< \$500K	0	1	-100.0%
\$500K - \$999K	11	15	-26.7%
\$1M - \$1.99M	11	6	83.3%
\$2M - \$3.99M	2	3	-33.3%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	1	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	48	40	20.0%
< \$500K	0	1	-100.0%
\$500K - \$999K	16	20	-20.0%
\$1M - \$1.99M	25	10	150.0%
\$2M - \$3.99M	7	5	40.0%
\$4M - \$4.99M	0	3	-100.0%
\$5M - \$9.99M	0	1	-100.0%
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	



CONDO MATRIX North Fork	APR 2024	APR 2023	%Δ (yr)
New Signed Contracts (All)	6	1	500.0%
< \$500K	1	0	
\$500K - \$999K	2	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	
New Listings (All)	5	4	25.0%
< \$500K	1	0	
\$500K - \$999K	2	1	100.0%
\$1M - \$1.99M	2	3	-33.3%
\$2M - \$3.99M	0	0	
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

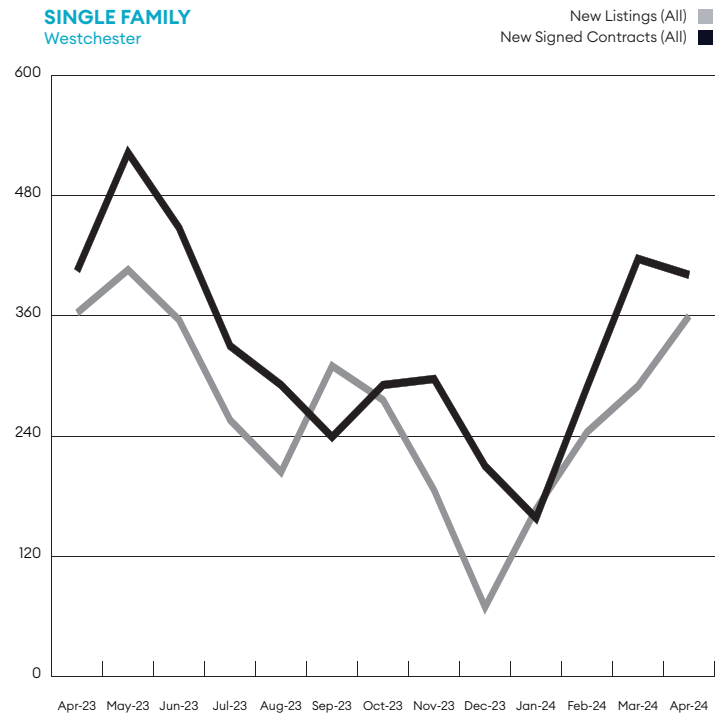


Source: One Key MLS

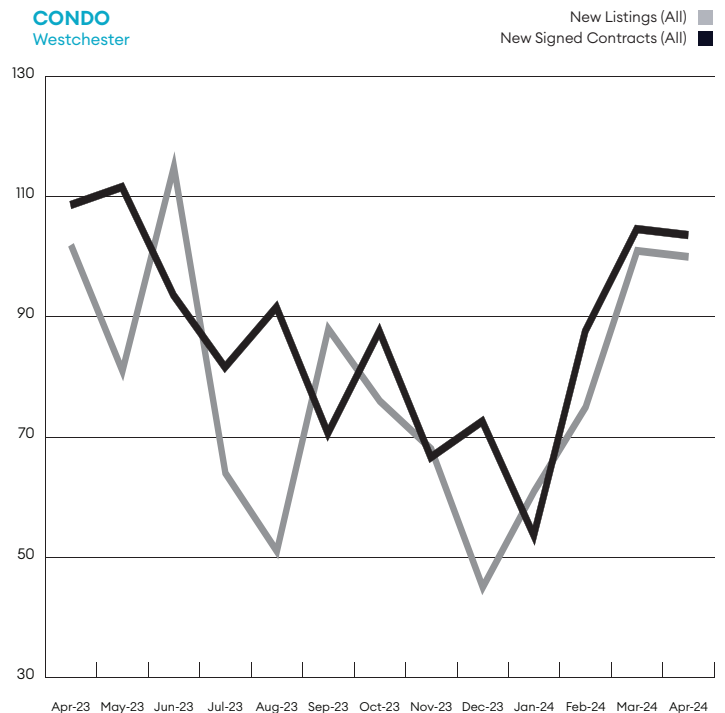
Westchester

"Newly signed contracts for single families and condos slipped year over year for the first time in three months. Above the \$1 million threshold, a similar pattern emerged with increased activity since October. New inventory declined for the second time in three months."

SINGLE FAMILY MATRIX Westchester	APR 2024	APR 2023	%Δ (yr)
New Signed Contracts (All)	401	405	-1.0%
< \$300K	3	4	-25.0%
\$300K - \$399K	6	6	0.0%
\$400K - \$499K	22	26	-15.4%
\$500K - \$599K	30	48	-37.5%
\$600K - \$799K	84	107	-21.5%
\$800K - \$999K	64	63	1.6%
\$1M - \$1.99M	126	109	15.6%
≥ \$2M	66	42	57.1%
New Listings (All)	360	363	-0.8%
< \$300K	1	2	-50.0%
\$300K - \$399K	7	8	-12.5%
\$400K - \$499K	19	20	-5.0%
\$500K - \$599K	38	41	-7.3%
\$600K - \$799K	77	76	1.3%
\$800K - \$999K	61	64	-4.7%
\$1M - \$1.99M	100	99	1.0%
≥ \$2M	57	53	7.5%



CONDO MATRIX Westchester	APR 2024	APR 2023	%Δ (yr)
New Signed Contracts (All)	103	108	-4.6%
< \$200K	5	3	66.7%
\$200K - \$299K	9	10	-10.0%
\$300K - \$399K	19	23	-17.4%
\$400K - \$499K	20	25	-20.0%
\$500K - \$599K	12	13	-7.7%
\$600K - \$799K	20	14	42.9%
\$800K - \$999K	6	6	0.0%
≥ \$1M	12	14	-14.3%
New Listings (All)	100	102	-2.0%
< \$200K	2	1	100.0%
\$200K - \$299K	5	9	-44.4%
\$300K - \$399K	14	23	-39.1%
\$400K - \$499K	29	28	3.6%
\$500K - \$599K	11	12	-8.3%
\$600K - \$799K	10	16	-37.5%
\$800K - \$999K	3	0	100.0%
≥ \$1M	26	13	100.0%

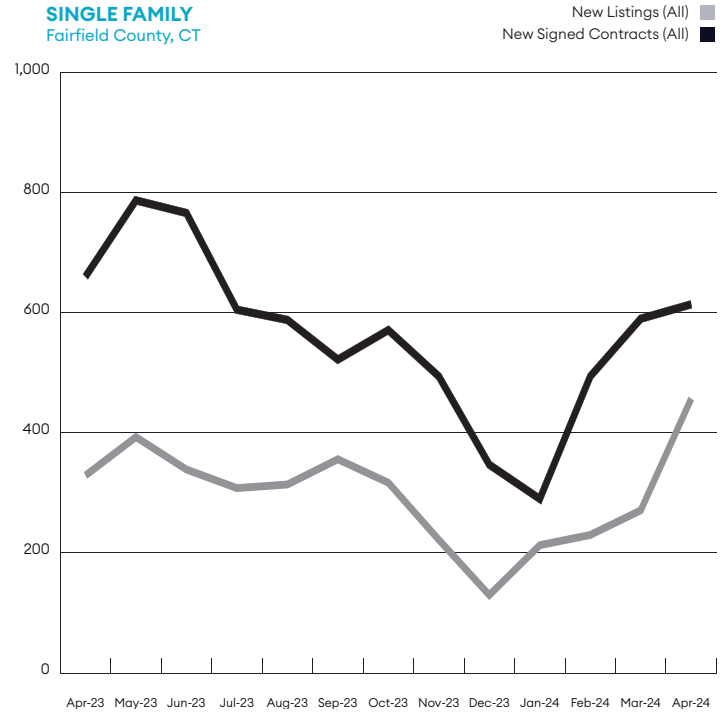


Source: One Key MLS

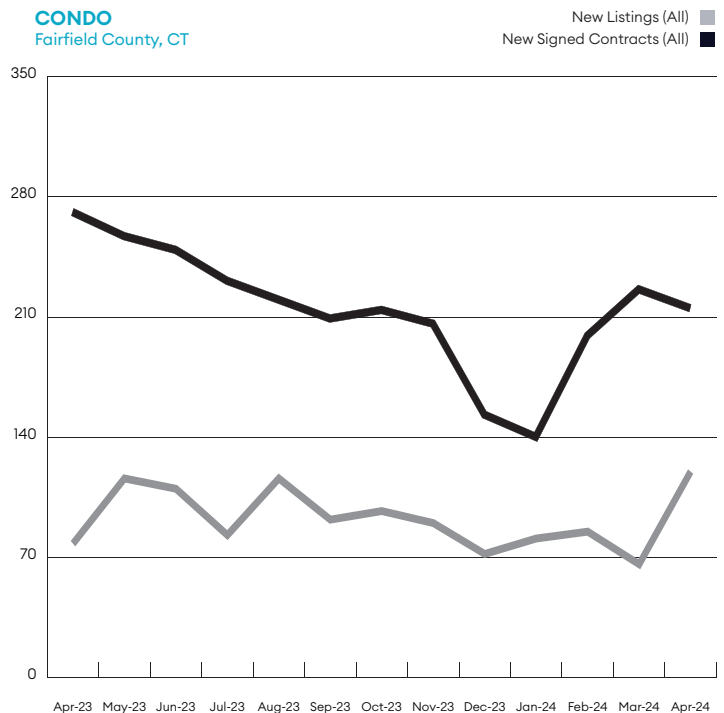
Fairfield County, CT

"Newly signed contracts for single family and condos slipped year over year for the third time in four months. Above the \$1 million threshold, newly signed contracts increased for the third time. New inventory rose for the second time in three months."

SINGLE FAMILY MATRIX Fairfield County, CT	APR 2024	APR 2023	%Δ (YR)
New Signed Contracts (All)	614	660	-7.0%
< \$300K	31	30	3.3%
\$300K - \$399K	47	83	-43.4%
\$400K - \$499K	73	90	-18.9%
\$500K - \$599K	68	78	-12.8%
\$600K - \$799K	128	122	4.9%
\$800K - \$999K	78	57	36.8%
\$1M - \$1.99M	121	129	-6.2%
≥ \$2M	68	71	-4.2%
New Listings (All)	457	329	38.9%
< \$300K	18	24	-25.0%
\$300K - \$399K	31	26	19.2%
\$400K - \$499K	41	27	51.9%
\$500K - \$599K	43	24	79.2%
\$600K - \$799K	66	44	50.0%
\$800K - \$999K	53	39	35.9%
\$1M - \$1.99M	105	76	38.2%
≥ \$2M	100	69	44.9%



CONDO MATRIX Fairfield County, CT	APR 2024	APR 2023	%Δ (YR)
New Signed Contracts (All)	213	269	-20.8%
< \$200K	36	51	-29.4%
\$200K - \$299K	37	61	-39.3%
\$300K - \$399K	52	42	23.8%
\$400K - \$499K	31	40	-22.5%
\$500K - \$599K	28	28	0.0%
\$600K - \$799K	11	27	-59.3%
\$800K - \$999K	3	8	-62.5%
≥ \$1M	15	12	25.0%
New Listings (All)	120	78	53.8%
< \$200K	14	12	16.7%
\$200K - \$299K	28	13	115.4%
\$300K - \$399K	15	7	114.3%
\$400K - \$499K	14	17	-17.6%
\$500K - \$599K	16	14	14.3%
\$600K - \$799K	8	6	33.3%
\$800K - \$999K	8	4	100.0%
≥ \$1M	17	5	240.0%

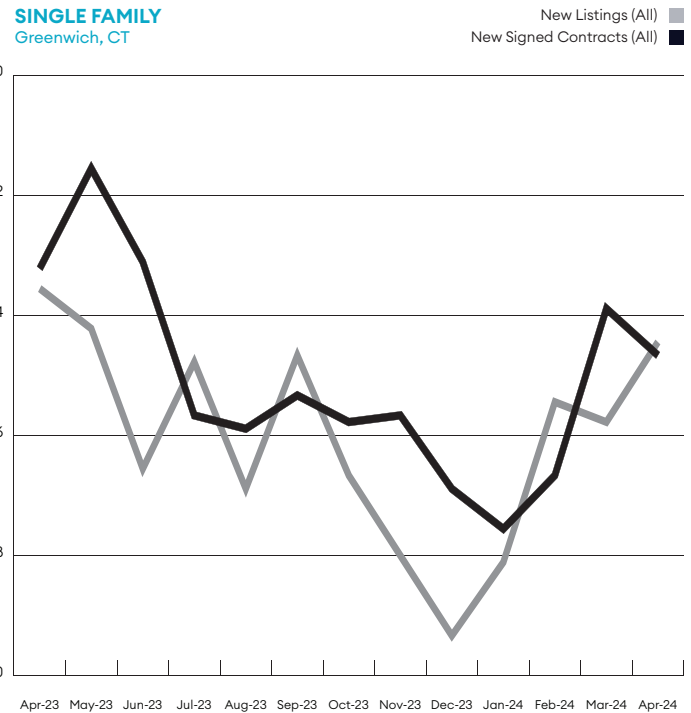


Source: Smart MLS

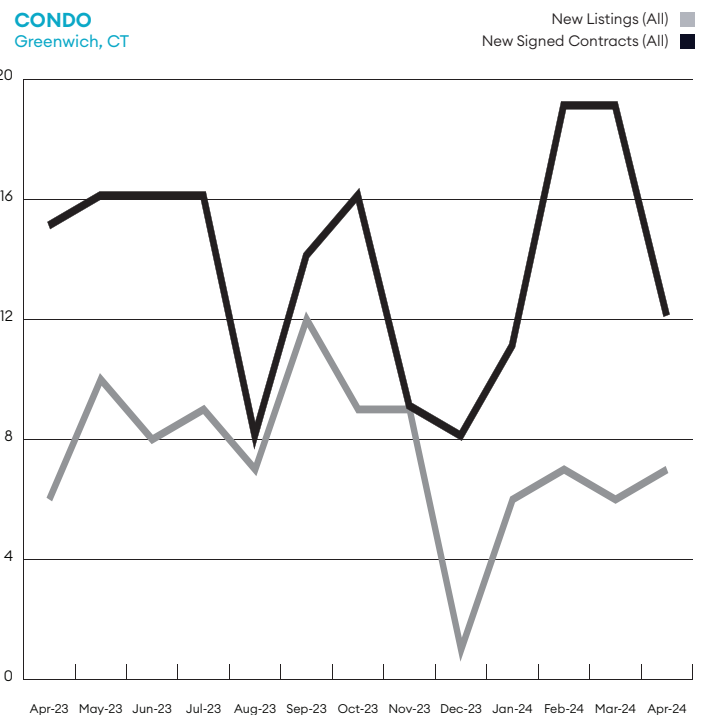
Greenwich, CT

"Newly signed contracts for single families and condos declined year over year for the fourth time in five months. However, above the \$1 million threshold, new contract signings have continued to surge since July. New inventory increased for the third time, enabling more sales later this year."

SINGLE FAMILY MATRIX Greenwich, CT	APR 2024	APR 2023	%Δ (YR)
New Signed Contracts (All)	48	61	-21.3%
< \$500K	0	0	
\$500K - \$999K	1	10	-90.0%
\$1M - \$1.99M	16	21	-23.8%
\$2M - \$3.99M	19	17	11.8%
\$4M - \$4.99M	2	7	-71.4%
\$5M - \$9.99M	9	5	80.0%
\$10M - \$19.99M	1	1	0.0%
≥ \$20M	0	0	
New Listings (All)	50	58	-13.8%
< \$500K	0	0	
\$500K - \$999K	4	4	0.0%
\$1M - \$1.99M	10	13	-23.1%
\$2M - \$3.99M	15	25	-40.0%
\$4M - \$4.99M	3	3	0.0%
\$5M - \$9.99M	14	9	55.6%
\$10M - \$19.99M	3	3	0.0%
≥ \$20M	1	1	0.0%



CONDO MATRIX Greenwich, CT	APR 2024	APR 2023	%Δ (YR)
New Signed Contracts (All)	12	15	-20.0%
< \$500K	3	1	200.0%
\$500K - \$999K	3	7	-57.1%
\$1M - \$1.99M	3	5	-40.0%
\$2M - \$3.99M	2	2	0.0%
\$4M - \$4.99M	1	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	7	6	16.7%
< \$500K	0	0	
\$500K - \$999K	2	3	-33.3%
\$1M - \$1.99M	0	3	-100.0%
\$2M - \$3.99M	4	0	
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	1	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	



Source: Greenwich MLS

Questions or comments? Email report author
Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

Douglas Elliman Real Estate
575 Madison Avenue, New York, NY 10022
212.891.7000 • elliman.com

Miller Samuel Real Estate Appraisers & Consultants
21 West 38th Street, New York, NY 10018
212.768.8100 • millersamuel.com