

Elliman Report

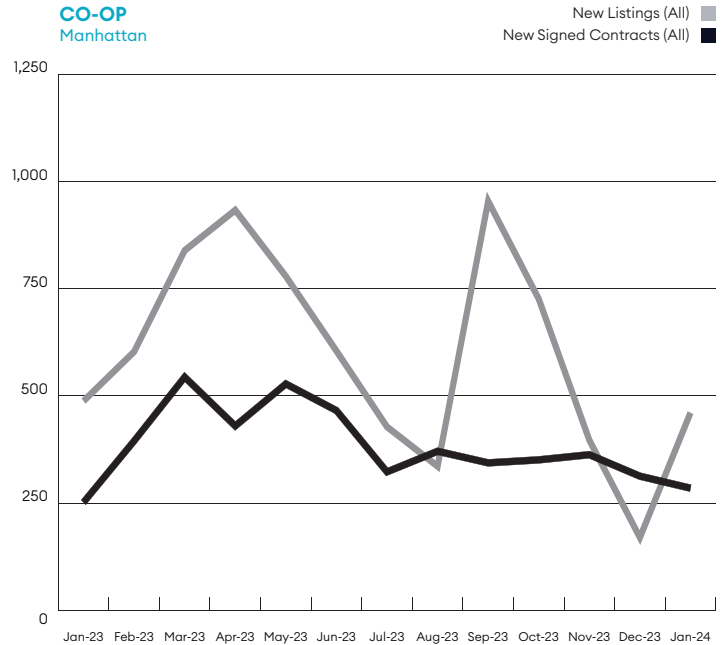
New York

January 2024 New Signed Contracts

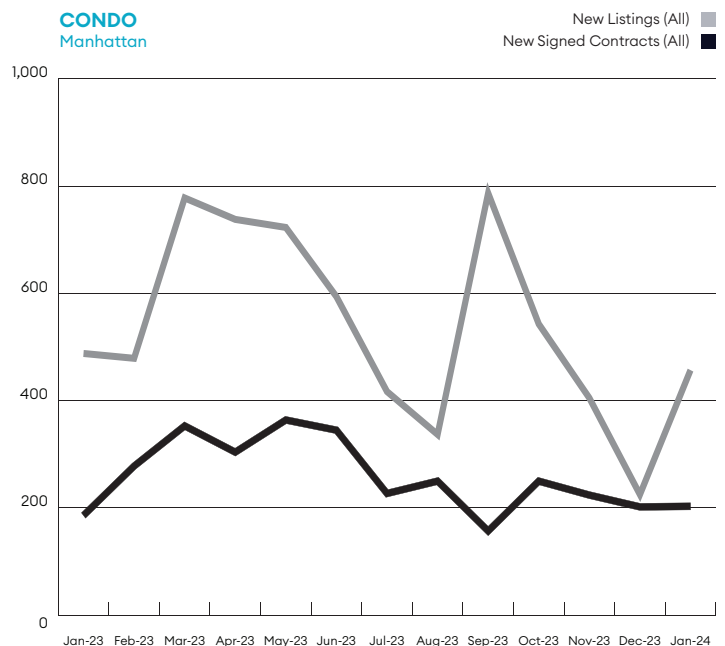
Manhattan

"Newly signed contracts for co-ops and condos rose year over year for the second time as new listings expanded. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contract annual gains for co-ops above the \$1 million threshold rose sharply for the fifth time as condos expanded for the second time."

CO-OP MATRIX Manhattan	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	285	252	13.1%
< \$500K	53	60	-11.7%
\$500K - \$999K	102	93	9.7%
\$1M - \$1.99M	73	53	37.7%
\$2M - \$3.99M	39	30	30.0%
\$4M - \$4.99M	5	3	66.7%
\$5M - \$9.99M	11	10	10.0%
\$10M - \$19.99M	2	1	100.0%
≥ \$20M	0	2	-100.0%
New Listings (All)	461	488	-5.5%
< \$500K	88	81	8.6%
\$500K - \$999K	171	180	-5.0%
\$1M - \$1.99M	102	120	-15.0%
\$2M - \$3.99M	61	74	-17.6%
\$4M - \$4.99M	11	7	57.1%
\$5M - \$9.99M	24	20	20.0%
\$10M - \$19.99M	3	3	0.0%
≥ \$20M	1	3	-66.7%



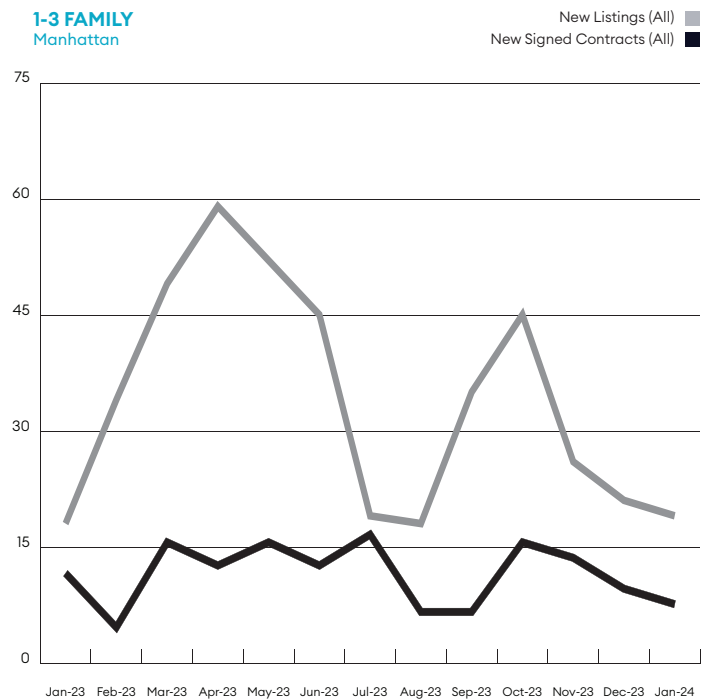
CONDO MATRIX Manhattan	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	203	186	9.1%
< \$500K	3	3	0.0%
\$500K - \$999K	47	39	20.5%
\$1M - \$1.99M	56	64	-12.5%
\$2M - \$3.99M	56	47	19.1%
\$4M - \$4.99M	9	8	12.5%
\$5M - \$9.99M	21	14	50.0%
\$10M - \$19.99M	8	9	-11.1%
≥ \$20M	3	2	50.0%
New Listings (All)	457	488	-6.4%
< \$500K	5	9	-44.4%
\$500K - \$999K	86	95	-9.5%
\$1M - \$1.99M	137	143	-4.2%
\$2M - \$3.99M	123	121	1.7%
\$4M - \$4.99M	20	23	-13.0%
\$5M - \$9.99M	62	67	-7.5%
\$10M - \$19.99M	14	24	-41.7%
≥ \$20M	10	6	66.7%



Manhattan (continued)

1-3 FAMILY MATRIX Manhattan	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	7	11	-36.4%
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	1	2	-50.0%
\$2M - \$3.99M	0	3	-100.0%
\$4M - \$4.99M	1	1	0.0%
\$5M - \$9.99M	4	2	100.0%
\$10M - \$19.99M	0	2	-100.0%
≥ \$20M	1	1	0.0%
New Listings (All)	18	17	5.9%
< \$500K	0	0	
\$500K - \$999K	0	2	-100.0%
\$1M - \$1.99M	3	1	200.0%
\$2M - \$3.99M	4	0	
\$4M - \$4.99M	0	2	-100.0%
\$5M - \$9.99M	4	3	33.3%
\$10M - \$19.99M	5	5	0.0%
≥ \$20M	2	4	-50.0%

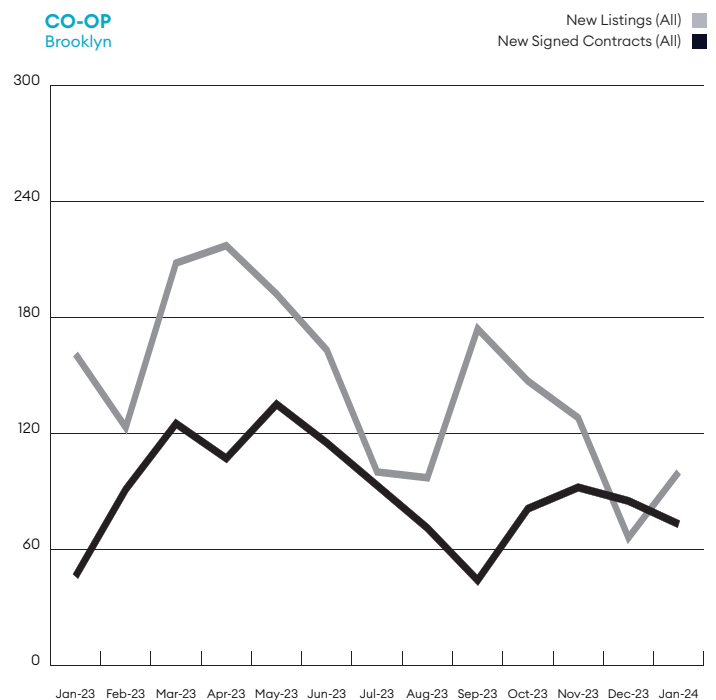
Source: REBNY



Brooklyn

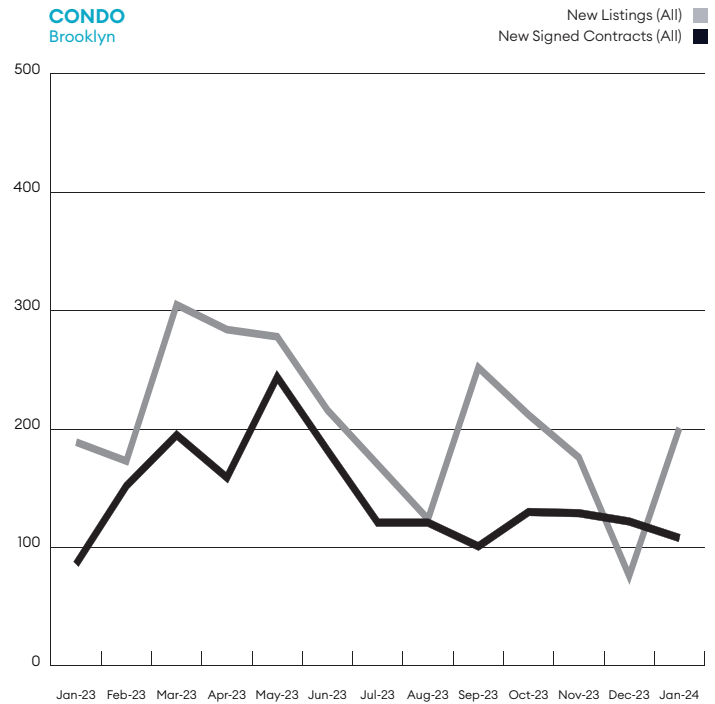
"Newly signed contracts for co-ops, condos, and 1-3 families surged year over year as new listing trends showed mixed annual results. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contract annual gains for co-ops, condos, and 1-3 families above the \$1 million threshold rose sharply."

CO-OP MATRIX Brooklyn	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	73	46	58.7%
< \$500K	39	26	50.0%
\$500K - \$999K	20	12	66.7%
\$1M - \$1.99M	13	8	62.5%
\$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)	100	161	-37.9%
< \$500K	56	103	-45.6%
\$500K - \$999K	33	37	-10.8%
\$1M - \$1.99M	9	18	-50.0%
\$2M - \$3.99M	2	3	-33.3%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

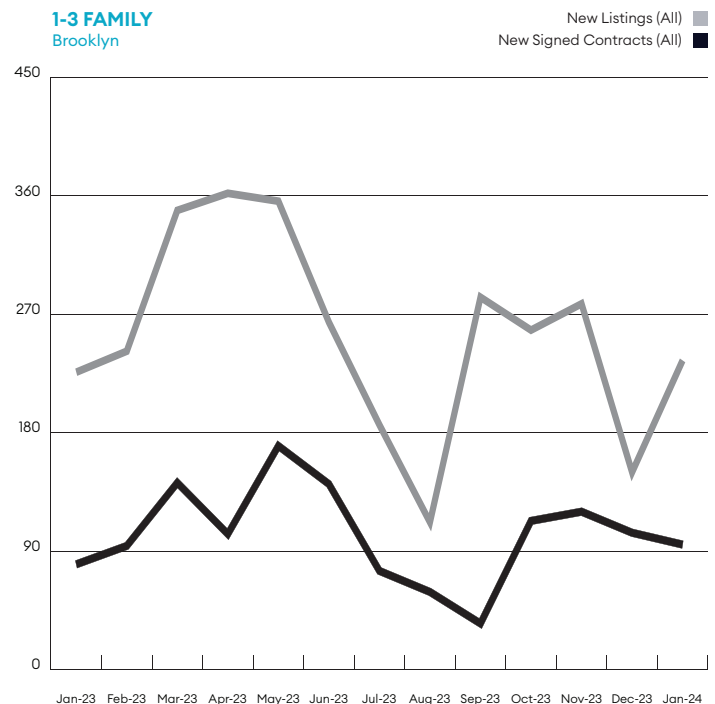


Brooklyn (continued)

CONDO MATRIX Brooklyn	JAN 2024	JAN 2023	%Δ (yr)
New Signed Contracts (All)	108	86	25.6%
< \$500K	8	11	-27.3%
\$500K - \$999K	47	33	42.4%
\$1M - \$1.99M	42	29	44.8%
\$2M - \$3.99M	8	10	-20.0%
\$4M - \$4.99M	2	3	-33.3%
\$5M - \$9.99M	1	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	201	189	6.3%
< \$500K	14	15	-6.7%
\$500K - \$999K	69	72	-4.2%
\$1M - \$1.99M	82	66	24.2%
\$2M - \$3.99M	29	28	3.6%
\$4M - \$4.99M	5	4	25.0%
\$5M - \$9.99M	2	1	100.0%
\$10M - \$19.99M	0	3	-100.0%
≥ \$20M	0	0	



1-3 FAMILY MATRIX Brooklyn	JAN 2024	JAN 2023	%Δ (yr)
New Signed Contracts (All)	95	80	18.8%
< \$500K	0	1	-100.0%
\$500K - \$999K	33	25	32.0%
\$1M - \$1.99 M	44	37	18.9%
\$2M - \$3.99M	15	14	7.1%
\$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)	235	226	4.0%
< \$500K	3	2	50.0%
\$500K - \$999K	64	74	-13.5%
\$1M - \$1.99M	104	88	18.2%
\$2M - \$3.99M	44	54	-18.5%
\$4M - \$4.99M	11	5	120.0%
\$5M - \$9.99M	8	3	166.7%
\$10M - \$19.99M	1	0	
≥ \$20M	0	0	

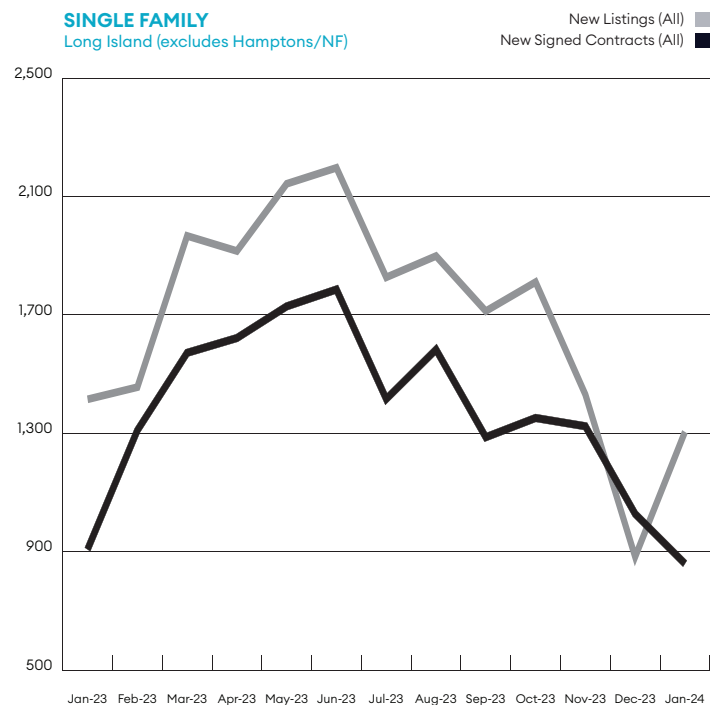


Source: REBNY

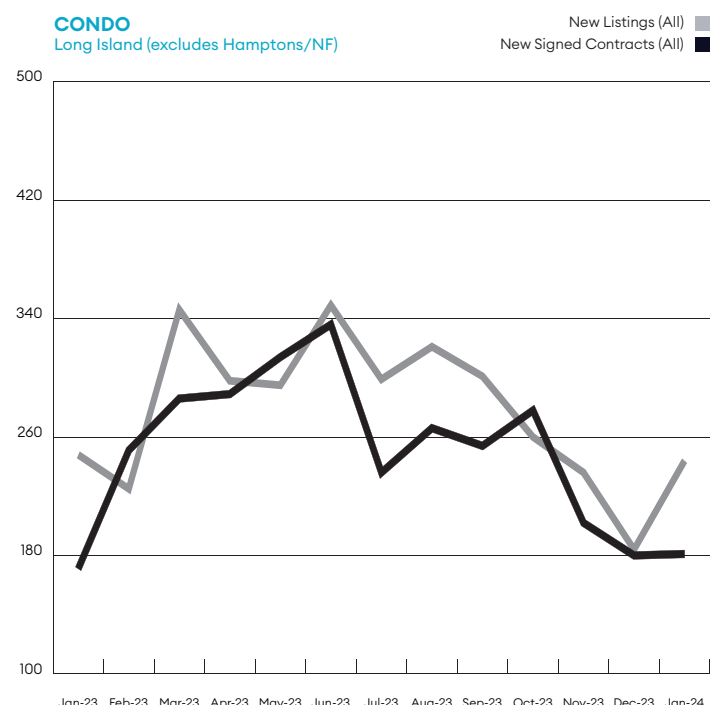
Long Island (excludes Hamptons/North Fork)

"Newly signed contracts for single families declined year over year as condos expanded. New listings declined, keeping the pressure up on housing prices. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contracts for single families and condos above the \$1 million threshold increased annually for the third time."

SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	860	908	-5.3%
< \$200K	10	25	-60.0%
\$200K - \$299K	46	92	-50.0%
\$300K - \$399K	90	155	-41.9%
\$400K - \$499K	176	221	-20.4%
\$500K - \$599K	295	219	34.7%
\$600K - \$799K	106	84	26.2%
\$800K - \$999K	98	86	14.0%
≥ \$1M	39	26	50.0%
New Listings (All)	1,305	1,415	-7.8%
< \$200K	14	23	-39.1%
\$200K - \$299K	48	90	-46.7%
\$300K - \$399K	135	214	-36.9%
\$400K - \$499K	232	270	-14.1%
\$500K - \$599K	405	412	-1.7%
\$600K - \$799K	165	171	-3.5%
\$800K - \$999K	190	167	13.8%
≥ \$1M	116	68	70.6%



CONDO MATRIX Long Island (excludes Hamptons/NF)	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	181	171	5.8%
< \$200K	11	15	-26.7%
\$200K - \$299K	50	46	8.7%
\$300K - \$399K	41	46	-10.9%
\$400K - \$499K	25	17	47.1%
\$500K - \$599K	15	17	-11.8%
\$600K - \$799K	18	19	-5.3%
\$800K - \$999K	8	4	100.0%
≥ \$1M	13	7	85.7%
New Listings (All)	244	248	-1.6%
< \$200K	15	32	-53.1%
\$200K - \$299K	39	52	-25.0%
\$300K - \$399K	60	53	13.2%
\$400K - \$499K	31	33	-6.1%
\$500K - \$599K	25	32	-21.9%
\$600K - \$799K	30	18	66.7%
\$800K - \$999K	15	14	7.1%
≥ \$1M	29	14	107.1%

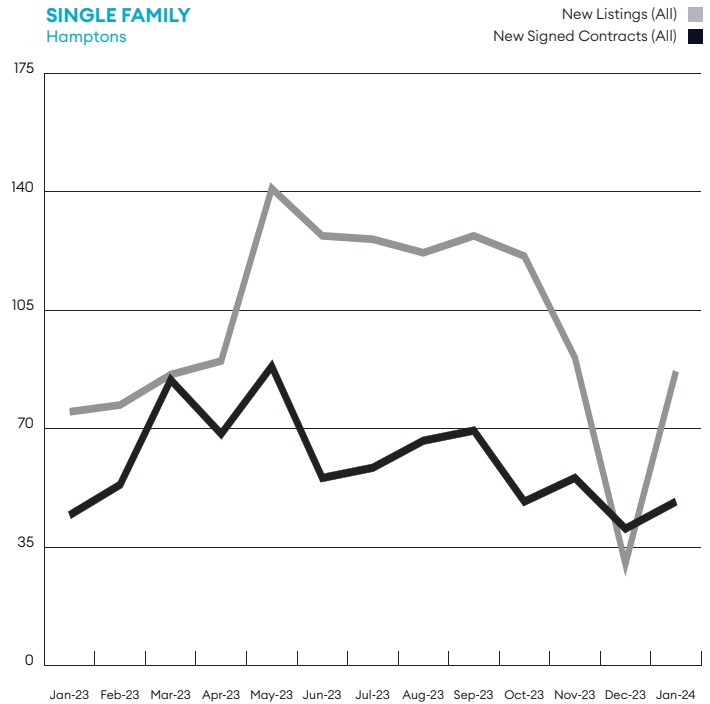


Source: One Key MLS

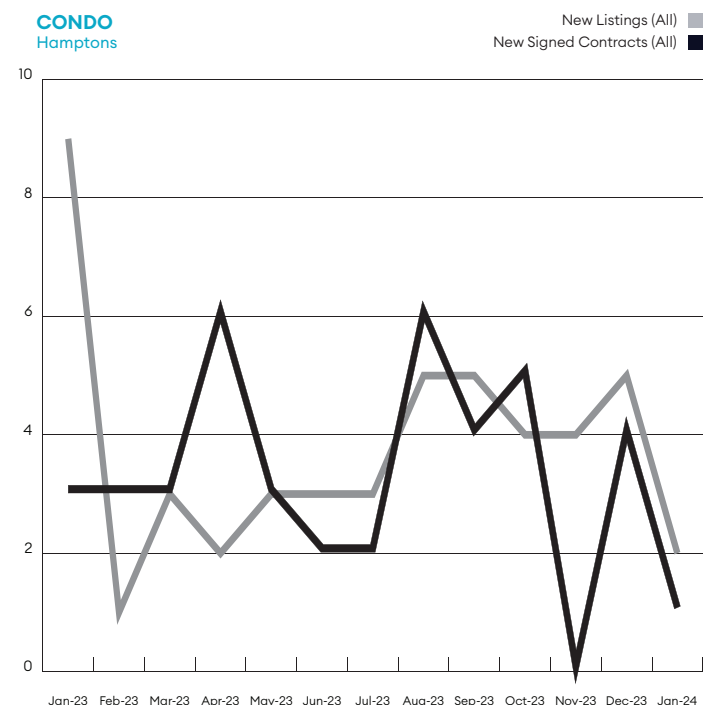
Hamptons

"Newly signed contracts for single families expanded year over year for the second time, and new listings expanded. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contract annual gains for single families above the \$1 million threshold surged as new listings increased."

SINGLE FAMILY MATRIX Hamptons	JAN 2024	JAN 2023	%Δ (yr)
New Signed Contracts (All)	47	43	9.3%
< \$500K	0	0	
\$500K - \$999K	3	8	-62.5%
\$1M - \$1.99M	10	9	11.1%
\$2M - \$3.99M	17	14	21.4%
\$4M - \$4.99M	4	4	0.0%
\$5M - \$9.99M	9	3	200.0%
\$10M - \$19.99M	3	3	0.0%
≥ \$20M	1	2	-50.0%
New Listings (All)	87	75	16.0%
< \$500K	0	0	
\$500K - \$999K	5	6	-16.7%
\$1M - \$1.99M	24	23	4.3%
\$2M - \$3.99M	28	23	21.7%
\$4M - \$4.99M	10	6	66.7%
\$5M - \$9.99M	8	6	33.3%
\$10M - \$19.99M	10	4	150.0%
≥ \$20M	2	7	-71.4%



CONDO MATRIX Hamptons	JAN 2024	JAN 2023	%Δ (yr)
New Signed Contracts (All)	1	3	-66.7%
< \$500K	0	0	
\$500K - \$999K	1	1	0.0%
\$1M - \$1.99M	0	2	-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)	2	9	-77.8%
< \$500K	0	0	
\$500K - \$999K	2	1	100.0%
\$1M - \$1.99M	0	8	-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	



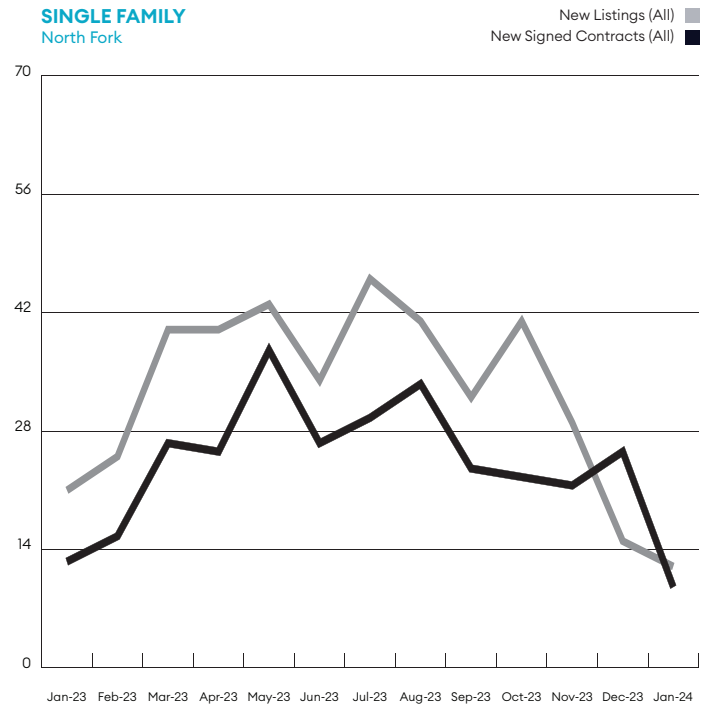
Source: East End LI MLS

North Fork

"Newly signed contracts and new listings for single families declined year over year. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contracts for single families above the \$1 million threshold surged annually for the third time as new listings stabilized."

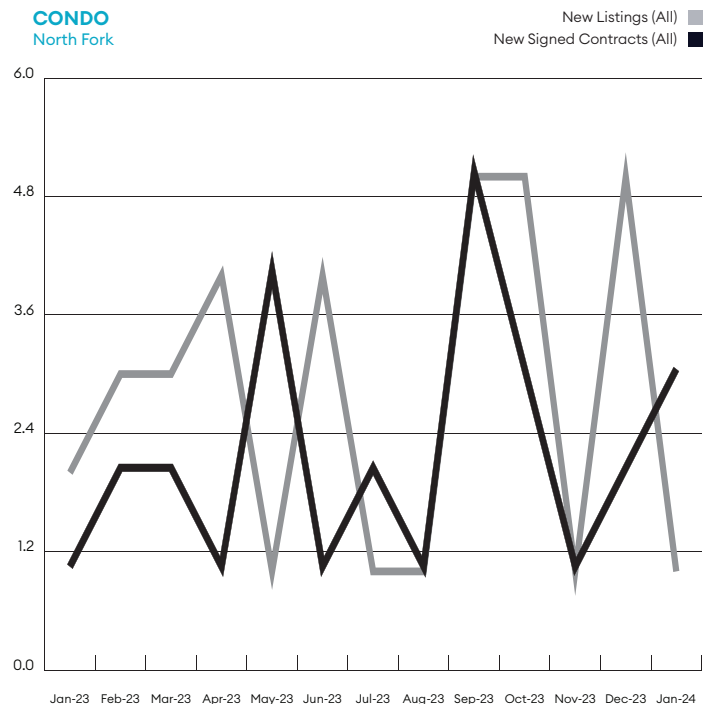
SINGLE FAMILY MATRIX North Fork	JAN 2024	JAN 2023	%Δ (yr)
New Signed Contracts (All)	9	12	-25.0%
< \$500K	0	1	-100.0%
\$500K - \$999K	3	8	-62.5%
\$1M - \$1.99M	3	2	50.0%
\$2M - \$3.99M	3	1	200.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	12	21	-42.9%
< \$500K	0	1	-100.0%
\$500K - \$999K	4	12	-66.7%
\$1M - \$1.99M	5	4	25.0%
\$2M - \$3.99M	3	4	-25.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

SINGLE FAMILY
North Fork



CONDO MATRIX North Fork	JAN 2024	JAN 2023	%Δ (yr)
New Signed Contracts (All)	3	1	200.0%
< \$500K	2	0	
\$500K - \$999K	0	1	-100.0%
\$1M - \$1.99M	1	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	2	-50.0%
< \$500K	0	2	-100.0%
\$500K - \$999K	0	0	
\$1M - \$1.99M	1	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

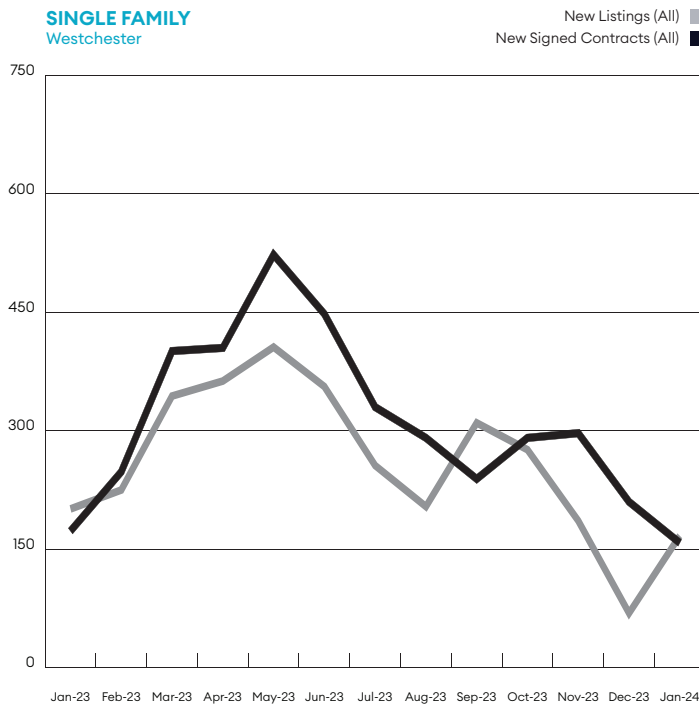


Source: One Key MLS

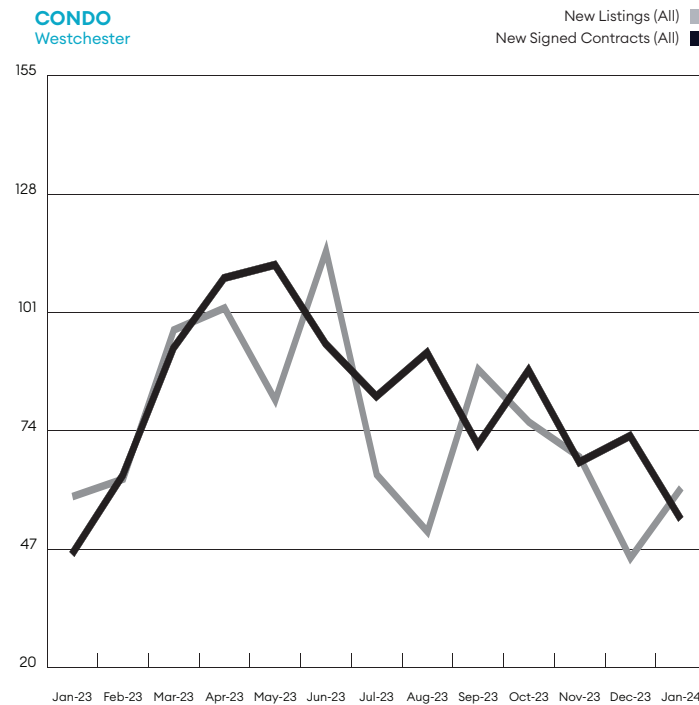
Westchester

"Newly signed contracts and new listings for single families declined year over year. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contracts for single families above the \$1 million threshold rose year over year as new listings fell sharply."

SINGLE FAMILY MATRIX Westchester	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	158	173	-8.7%
< \$300K	2	3	-33.3%
\$300K - \$399K	4	7	-42.9%
\$400K - \$499K	11	25	-56.0%
\$500K - \$599K	20	32	-37.5%
\$600K - \$799K	46	47	-2.1%
\$800K - \$999K	24	22	9.1%
\$1M - \$1.99M	36	29	24.1%
≥ \$2M	15	8	87.5%
New Listings (All)	167	201	-16.9%
< \$300K	2	5	-60.0%
\$300K - \$399K	8	6	33.3%
\$400K - \$499K	6	11	-45.5%
\$500K - \$599K	17	23	-26.1%
\$600K - \$799K	38	57	-33.3%
\$800K - \$999K	18	33	-45.5%
\$1M - \$1.99M	48	34	41.2%
≥ \$2M	30	32	-6.3%



CONDO MATRIX Westchester	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	53	45	17.8%
< \$200K	0	2	-100.0%
\$200K - \$299K	4	6	-33.3%
\$300K - \$399K	13	10	30.0%
\$400K - \$499K	15	15	0.0%
\$500K - \$599K	2	3	-33.3%
\$600K - \$799K	10	2	400.0%
\$800K - \$999K	2	2	0.0%
≥ \$1M	7	5	40.0%
New Listings (All)	61	59	3.4%
< \$200K	0	0	
\$200K - \$299K	6	7	-14.3%
\$300K - \$399K	12	14	-14.3%
\$400K - \$499K	9	10	-10.0%
\$500K - \$599K	9	1	800.0%
\$600K - \$799K	10	8	25.0%
\$800K - \$999K	2	7	-71.4%
≥ \$1M	13	12	8.3%

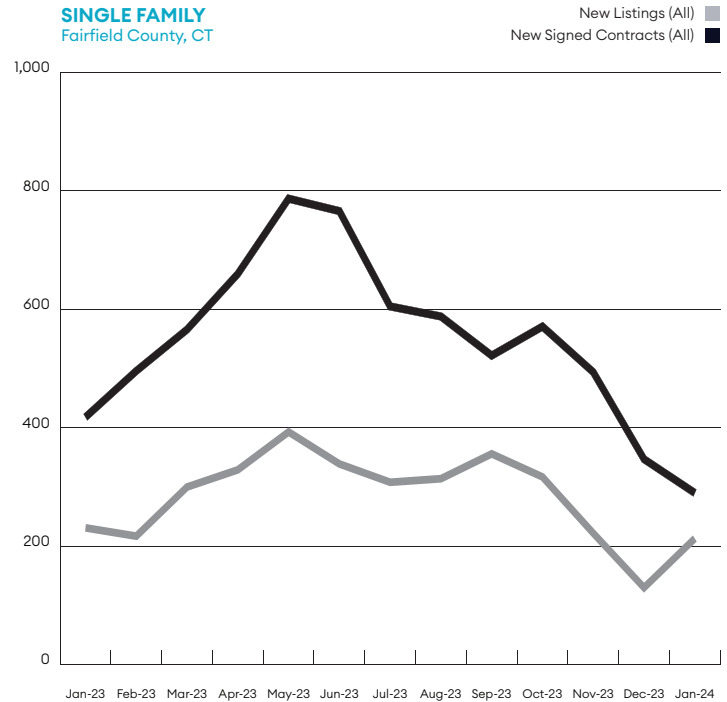


Source: One Key MLS

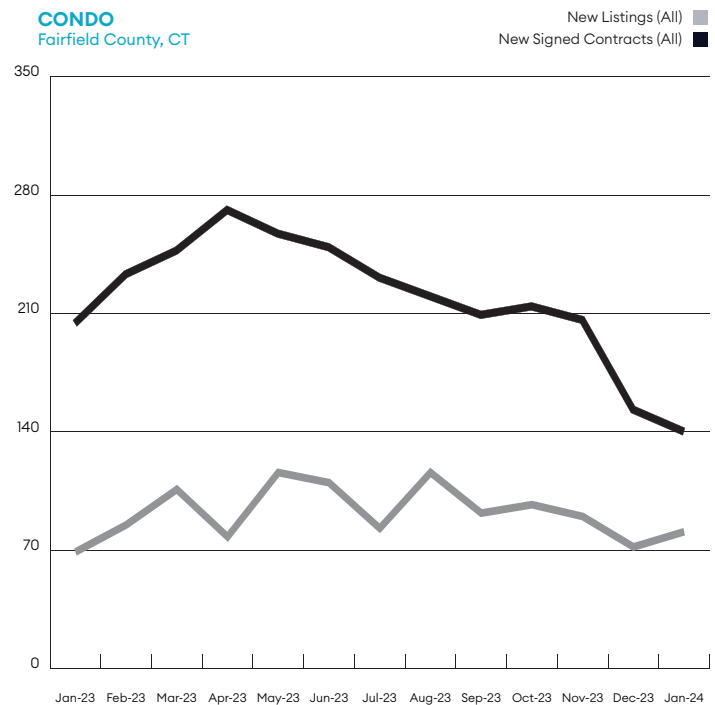
Fairfield County, CT

"Newly signed contracts and new listings for single families declined year over year. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contracts for single families above the \$1 million threshold increased annually for the third time as new listings slipped for the first time in four months."

SINGLE FAMILY MATRIX Fairfield County, CT	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	290	418	-30.6%
< \$300K	21	53	-60.4%
\$300K - \$399K	41	69	-40.6%
\$400K - \$499K	48	60	-20.0%
\$500K - \$599K	40	63	-36.5%
\$600K - \$799K	54	62	-12.9%
\$800K - \$999K	35	38	-7.9%
\$1M - \$1.99M	29	48	-39.6%
≥ \$2M	22	25	-12.0%
New Listings (All)	213	231	-7.8%
< \$300K	13	18	-27.8%
\$300K - \$399K	10	27	-63.0%
\$400K - \$499K	32	22	45.5%
\$500K - \$599K	15	26	-42.3%
\$600K - \$799K	35	31	12.9%
\$800K - \$999K	19	21	-9.5%
\$1M - \$1.99M	36	36	0.0%
≥ \$2M	53	50	6.0%



CONDO MATRIX Fairfield County, CT	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	138	202	-31.7%
< \$200K	37	55	-32.7%
\$200K - \$299K	29	42	-31.0%
\$300K - \$399K	23	40	-42.5%
\$400K - \$499K	21	26	-19.2%
\$500K - \$599K	8	16	-50.0%
\$600K - \$799K	10	9	11.1%
\$800K - \$999K	3	5	-40.0%
≥ \$1M	7	9	-22.2%
New Listings (All)	81	69	17.4%
< \$200K	11	12	-8.3%
\$200K - \$299K	19	13	46.2%
\$300K - \$399K	19	9	111.1%
\$400K - \$499K	15	9	66.7%
\$500K - \$599K	6	7	-14.3%
\$600K - \$799K	4	10	-60.0%
\$800K - \$999K	3	4	-25.0%
≥ \$1M	4	5	-20.0%



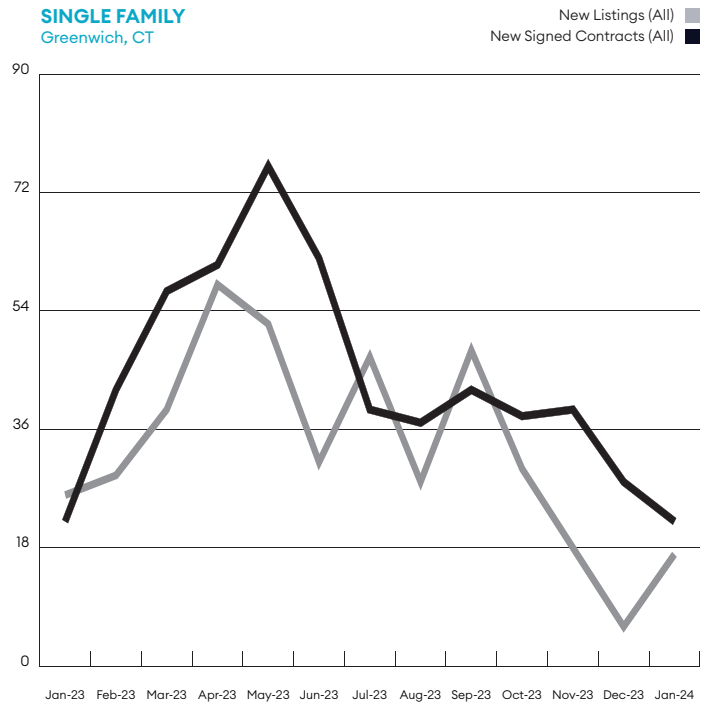
Source: Smart MLS

Greenwich, CT

"Newly signed contracts for single families and condos declined year over year. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contracts for single families above the \$1 million threshold expanded annually for the third as new listings edged fell sharply for the fourth time."

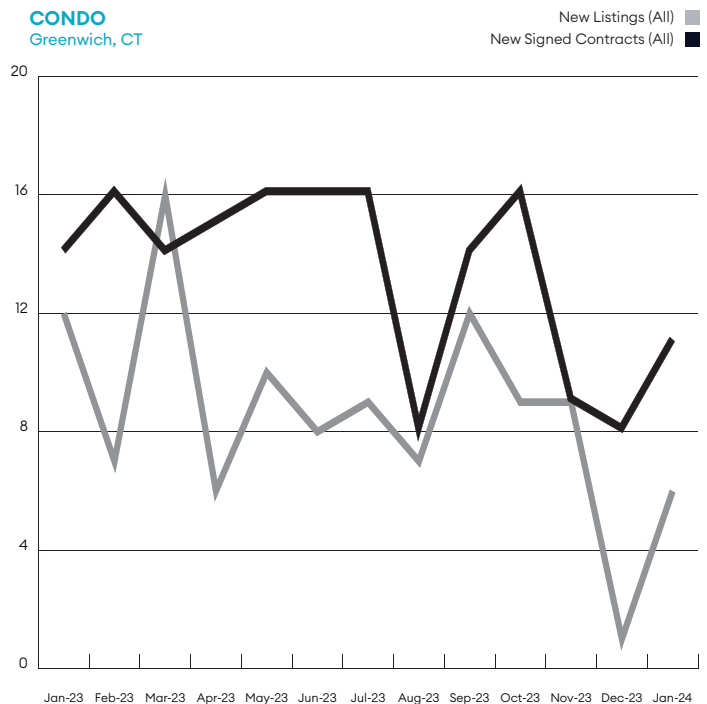
SINGLE FAMILY MATRIX Greenwich, CT	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	22	22	0.0%
< \$500K	0	0	
\$500K - \$999K	2	4	-50.0%
\$1M - \$1.99M	9	6	50.0%
\$2M - \$3.99M	2	7	-71.4%
\$4M - \$4.99M	3	2	50.0%
\$5M - \$9.99M	6	2	200.0%
\$10M - \$19.99M	0	1	-100.0%
≥ \$20M	0	0	
New Listings (All)	17	26	-34.6%
< \$500K	0	0	
\$500K - \$999K	1	2	-50.0%
\$1M - \$1.99M	3	7	-57.1%
\$2M - \$3.99M	6	10	-40.0%
\$4M - \$4.99M	2	2	0.0%
\$5M - \$9.99M	4	3	33.3%
\$10M - \$19.99M	1	1	0.0%
≥ \$20M	0	1	-100.0%

SINGLE FAMILY
Greenwich, CT



CONDO MATRIX Greenwich, CT	JAN 2024	JAN 2023	%Δ (YR)
New Signed Contracts (All)	11	14	-21.4%
< \$500K	1	2	-50.0%
\$500K - \$999K	6	10	-40.0%
\$1M - \$1.99M	3	2	50.0%
\$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)	6	12	-50.0%
< \$500K	2	0	
\$500K - \$999K	1	7	-85.7%
\$1M - \$1.99M	3	2	50.0%
\$2M - \$3.99M	0	3	-100.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

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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