

Elliman Report

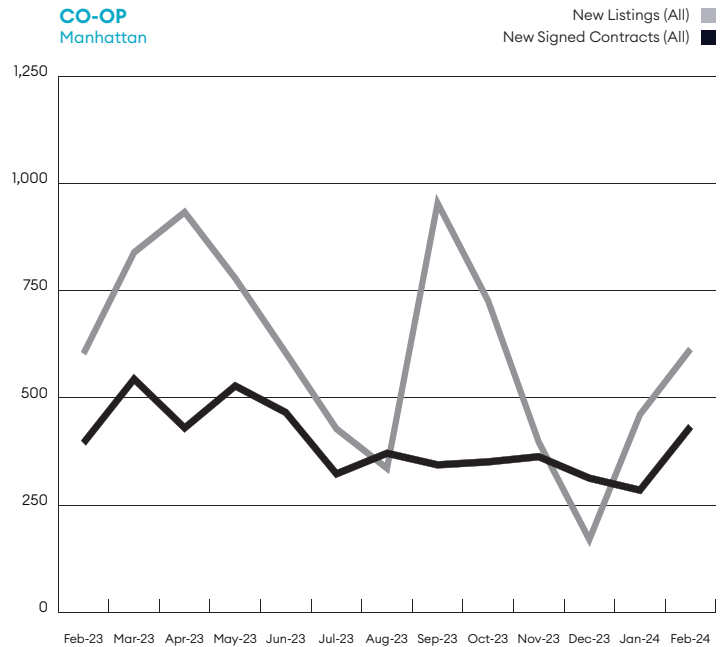
New York

February 2024 New Signed Contracts

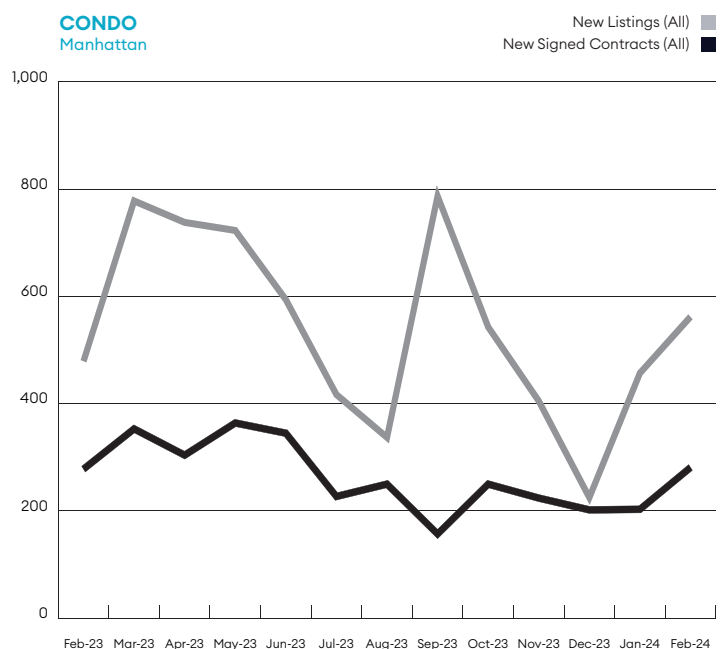
Manhattan

"Newly signed contracts for all three property types increased year over year as new listings expanded. The surge in new listings is expected to spur additional contract signings beyond seasonal expectations in the coming months. Newly signed contracts above the \$4 million threshold rose annually for the fourth time in five months. Although a small subset of the overall market, the newly signed contracts of 1-5 families surged significantly."

CO-OP MATRIX Manhattan	FEB 2024	FEB 2023	%Δ (YR)
New Signed Contracts (All)	433	395	9.6%
< \$500K	75	63	19.0%
\$500K – \$999K	174	150	16.0%
\$1M – \$1.99M	109	109	0.0%
\$2M – \$3.99M	55	47	17.0%
\$4M – \$4.99M	6	7	-14.3%
\$5M – \$9.99M	12	13	-7.7%
\$10M – \$19.99M	2	4	-50.0%
≥ \$20M	0	2	-100.0%
New Listings (All)	614	603	1.8%
< \$500K	107	92	16.3%
\$500K – \$999K	239	230	3.9%
\$1M – \$1.99M	137	149	-8.1%
\$2M – \$3.99M	81	84	-3.6%
\$4M – \$4.99M	15	14	7.1%
\$5M – \$9.99M	19	24	-20.8%
\$10M – \$19.99M	13	8	62.5%
≥ \$20M	3	2	50.0%



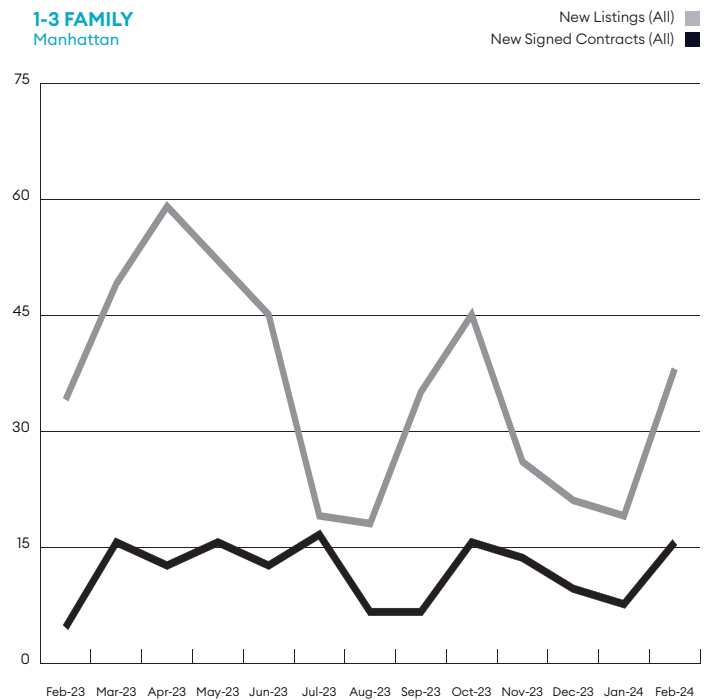
CONDO MATRIX Manhattan	FEB 2024	FEB 2023	%Δ (YR)
New Signed Contracts (All)	281	278	1.1%
< \$500K	4	6	-33.3%
\$500K – \$999K	67	59	13.6%
\$1M – \$1.99M	76	93	-18.3%
\$2M – \$3.99M	81	67	20.9%
\$4M – \$4.99M	18	19	-5.3%
\$5M – \$9.99M	26	26	0.0%
\$10M – \$19.99M	6	8	-25.0%
≥ \$20M	3	0	
New Listings (All)	562	479	17.3%
< \$500K	11	9	22.2%
\$500K – \$999K	126	100	26.0%
\$1M – \$1.99M	160	143	11.9%
\$2M – \$3.99M	148	127	16.5%
\$4M – \$4.99M	30	32	-6.3%
\$5M – \$9.99M	51	46	10.9%
\$10M – \$19.99M	29	14	107.1%
≥ \$20M	7	8	-12.5%



Manhattan (continued)

1-3 FAMILY MATRIX Manhattan	FEB 2024	FEB 2023	%Δ (YR)
New Signed Contracts (All)	15	4	275.0%
< \$500K	0	0	
\$500K - \$999K	0	0	
\$1M - \$1.99M	0	0	
\$2M - \$3.99M	3	1	200.0%
\$4M - \$4.99M	0	1	-100.0%
\$5M - \$9.99M	6	1	500.0%
\$10M - \$19.99M	6	1	500.0%
≥ \$20M	0	0	
New Listings (All)	37	33	12.1%
< \$500K	1	0	
\$500K - \$999K	0	3	-100.0%
\$1M - \$1.99M	2	2	0.0%
\$2M - \$3.99M	9	6	50.0%
\$4M - \$4.99M	1	6	-83.3%
\$5M - \$9.99M	9	11	-18.2%
\$10M - \$19.99M	11	4	175.0%
≥ \$20M	4	1	300.0%

Source: REBNY



Brooklyn

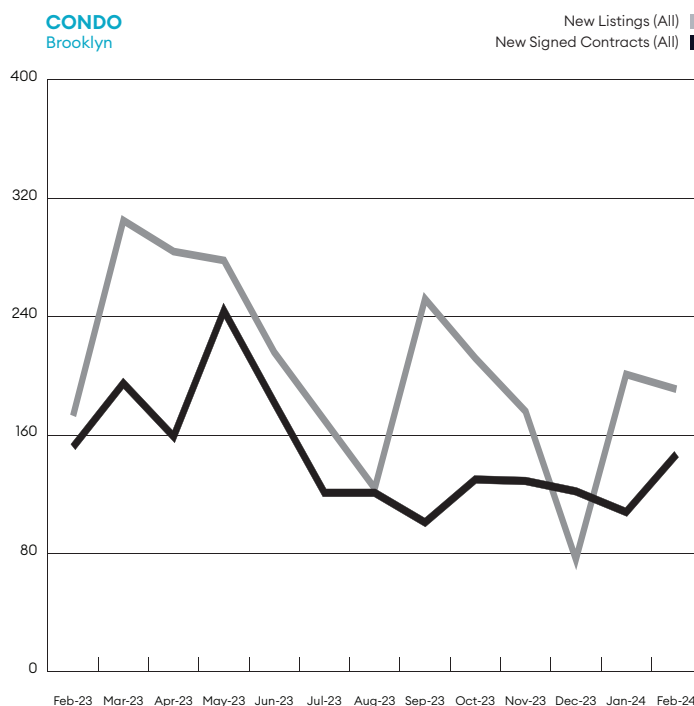
"Newly signed contracts for co-ops and 1-3 families increased year over year as new listings expanded. The surge in new listings is expected to spur additional contract signings beyond seasonal expectations in the coming months. Newly signed contracts above the \$4 million threshold rose annually for the third time in four months."

CO-OP MATRIX Brooklyn	FEB 2024	FEB 2023	%Δ (YR)
New Signed Contracts (All)	93	91	2.2%
< \$500K	38	37	2.7%
\$500K - \$999K	36	30	20.0%
\$1M - \$1.99M	15	17	-11.8%
\$2M - \$3.99M	4	7	-42.9%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	148	123	20.3%
< \$500K	73	64	14.1%
\$500K - \$999K	53	44	20.5%
\$1M - \$1.99M	15	11	36.4%
\$2M - \$3.99M	7	4	75.0%
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

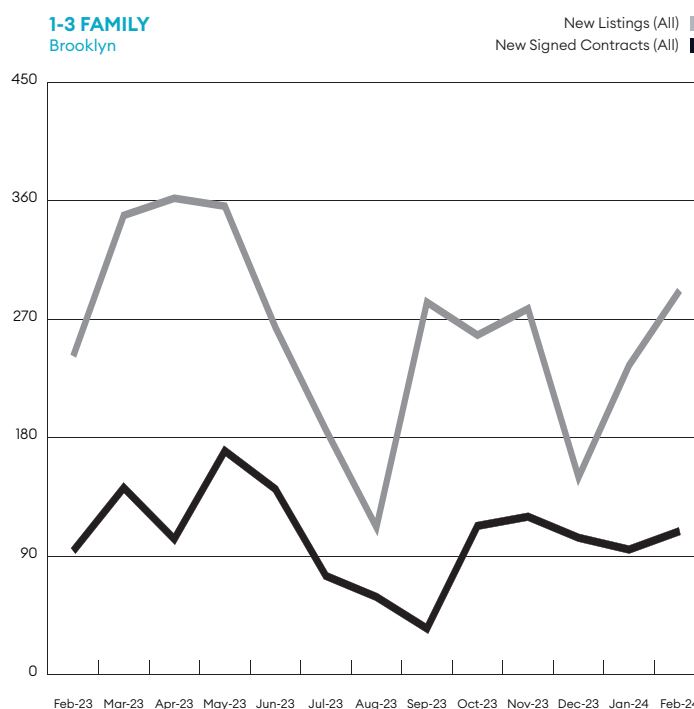


Brooklyn (continued)

CONDO MATRIX Brooklyn	FEB 2024	FEB 2023	%Δ (yr)
New Signed Contracts (All)	147	152	-3.3%
< \$500K	9	15	-40.0%
\$500K – \$999K	44	68	-35.3%
\$1M – \$1.99M	60	48	25.0%
\$2M – \$3.99M	29	20	45.0%
\$4M – \$4.99M	4	1	300.0%
\$5M – \$9.99M	1	0	
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	191	173	10.4%
< \$500K	10	9	11.1%
\$500K – \$999K	80	71	12.7%
\$1M – \$1.99M	70	59	18.6%
\$2M – \$3.99M	25	23	8.7%
\$4M – \$4.99M	2	3	-33.3%
\$5M – \$9.99M	4	8	-50.0%
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	



1-3 FAMILY MATRIX Brooklyn	FEB 2024	FEB 2023	%Δ (yr)
New Signed Contracts (All)	109	94	16.0%
< \$500K	1	1	0.0%
\$500K – \$999K	28	24	16.7%
\$1M – \$1.99M	55	39	41.0%
\$2M – \$3.99M	20	28	-28.6%
\$4M – \$4.99M	3	1	200.0%
\$5M – \$9.99M	1	1	0.0%
\$10M – \$19.99M	1	0	
≥ \$20M	0	0	
New Listings (All)	292	242	20.7%
< \$500K	2	4	-50.0%
\$500K – \$999K	63	88	-28.4%
\$1M – \$1.99M	137	98	39.8%
\$2M – \$3.99M	68	38	78.9%
\$4M – \$4.99M	6	4	50.0%
\$5M – \$9.99M	14	7	100.0%
\$10M – \$19.99M	2	3	-33.3%
≥ \$20M	0	0	



Source: REBNY

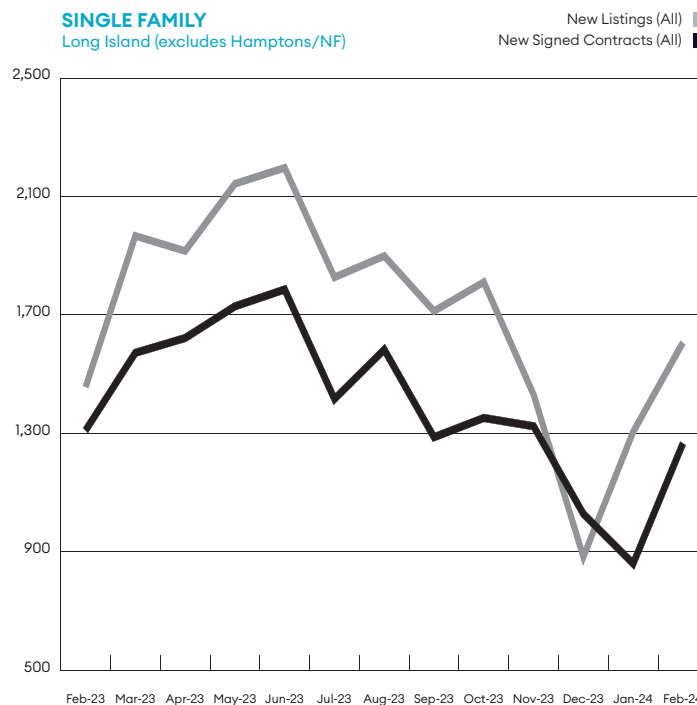
Long Island (excludes Hamptons/North Fork)

"Newly signed single family and condo contracts declined year over year. The surge in new listings is expected to spur additional contract signings beyond seasonal expectations in the coming months. Newly signed single family contracts and new listings above the \$1 million threshold rose annually."

SINGLE FAMILY MATRIX Long Island (excludes Hamptons/NF)	FEB 2024	FEB 2023	%Δ (YR)
New Signed Contracts (All)	1,266	1,310	-3.4%
< \$200K	21	25	-16.0%
\$200K - \$299K	49	101	-51.5%
\$300K - \$399K	146	204	-28.4%
\$400K - \$499K	270	286	-5.6%
\$500K - \$599K	415	375	10.7%
\$600K - \$799K	150	124	21.0%
\$800K - \$999K	154	150	2.7%
≥ \$1M	61	45	35.6%
New Listings (All)	1,607	1,456	10.4%
< \$200K	40	24	66.7%
\$200K - \$299K	52	77	-32.5%
\$300K - \$399K	166	205	-19.0%
\$400K - \$499K	267	296	-9.8%
\$500K - \$599K	490	393	24.7%
\$600K - \$799K	189	157	20.4%
\$800K - \$999K	259	201	28.9%
≥ \$1M	144	103	39.8%

SINGLE FAMILY

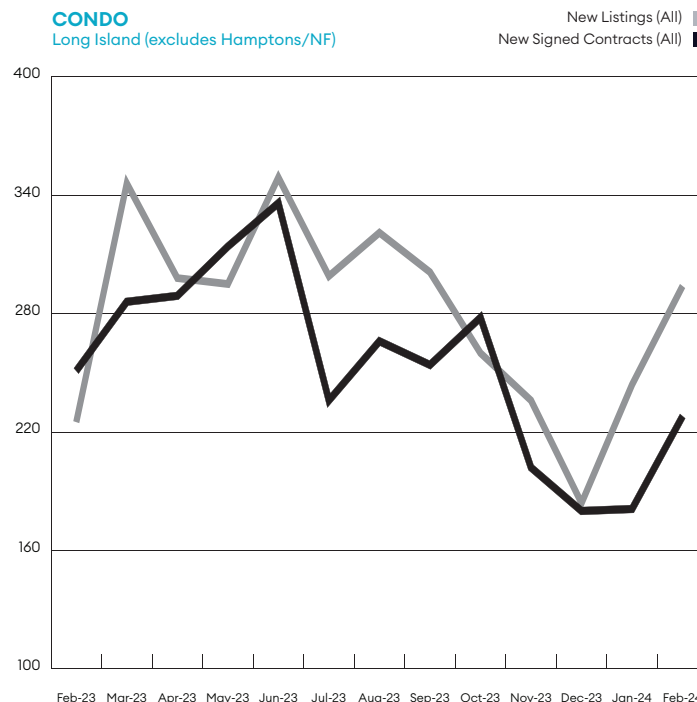
Long Island (excludes Hamptons/NF)



CONDO MATRIX Long Island (excludes Hamptons/NF)	FEB 2024	FEB 2023	%Δ (YR)
New Signed Contracts (All)	228	251	-9.2%
< \$200K	15	33	-54.5%
\$200K - \$299K	50	54	-7.4%
\$300K - \$399K	49	56	-12.5%
\$400K - \$499K	44	33	33.3%
\$500K - \$599K	17	33	-48.5%
\$600K - \$799K	26	28	-7.1%
\$800K - \$999K	10	3	233.3%
≥ \$1M	17	11	54.5%
New Listings (All)	294	225	30.7%
< \$200K	17	19	-10.5%
\$200K - \$299K	55	49	12.2%
\$300K - \$399K	54	56	-3.6%
\$400K - \$499K	47	34	38.2%
\$500K - \$599K	29	26	11.5%
\$600K - \$799K	48	22	118.2%
\$800K - \$999K	18	15	20.0%
≥ \$1M	26	4	550.0%

CONDO

Long Island (excludes Hamptons/NF)



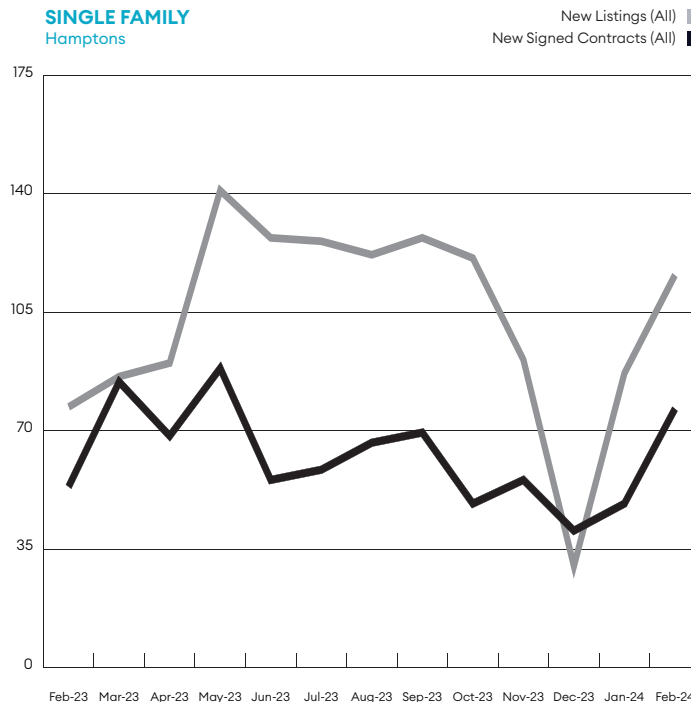
Source: One Key MLS

Hamptons

"Newly signed single family contracts jumped year over year. The surge in new listings is expected to spur additional contract signings beyond seasonal expectations in the coming months. Newly signed single family contracts and new listings above the \$1 million threshold surged annually."

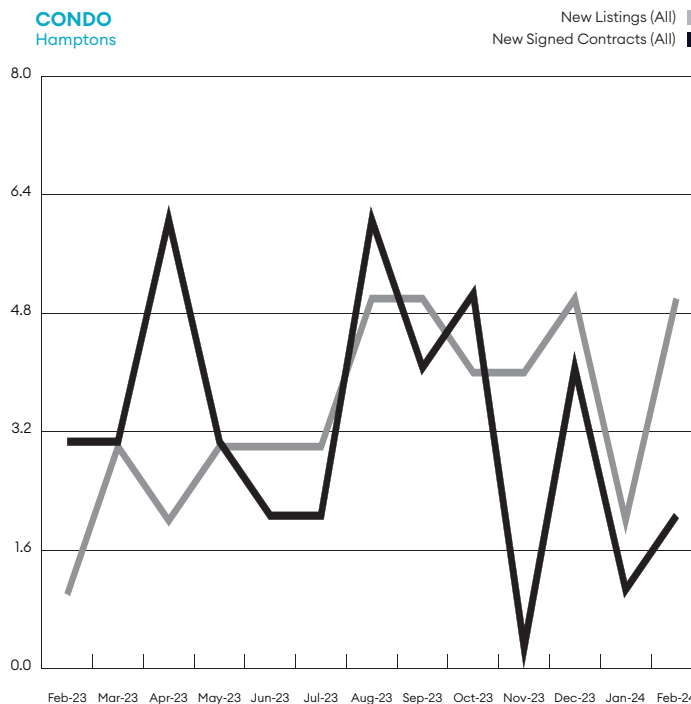
SINGLE FAMILY MATRIX Hamptons	FEB 2024	FEB 2023	%Δ (YR)
New Signed Contracts (All)	75	52	44.2%
< \$500K	0	1	-100.0%
\$500K - \$999K	10	7	42.9%
\$1M - \$1.99M	24	19	26.3%
\$2M - \$3.99M	20	16	25.0%
\$4M - \$4.99M	5	5	0.0%
\$5M - \$9.99M	12	2	500.0%
\$10M - \$19.99M	2	2	0.0%
≥ \$20M	2	0	
New Listings (All)	116	77	50.6%
< \$500K	0	0	
\$500K - \$999K	4	4	0.0%
\$1M - \$1.99M	21	18	16.7%
\$2M - \$3.99M	45	25	80.0%
\$4M - \$4.99M	10	7	42.9%
\$5M - \$9.99M	26	11	136.4%
\$10M - \$19.99M	7	11	-36.4%
≥ \$20M	3	1	200.0%

SINGLE FAMILY
Hamptons



CONDO MATRIX Hamptons	FEB 2024	FEB 2023	%Δ (YR)
New Signed Contracts (All)	2	3	-33.3%
< \$500K	0	0	
\$500K - \$999K	1	1	0.0%
\$1M - \$1.99M	1	2	-50.0%
\$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	1	400.0%
< \$500K	0	0	
\$500K - \$999K	2	0	
\$1M - \$1.99M	2	1	100.0%
\$2M - \$3.99M	1	0	
\$4M - \$4.99M	0	0	
\$5M - \$9.99M	0	0	
\$10M - \$19.99M	0	0	
≥ \$20M	0	0	

CONDO
Hamptons



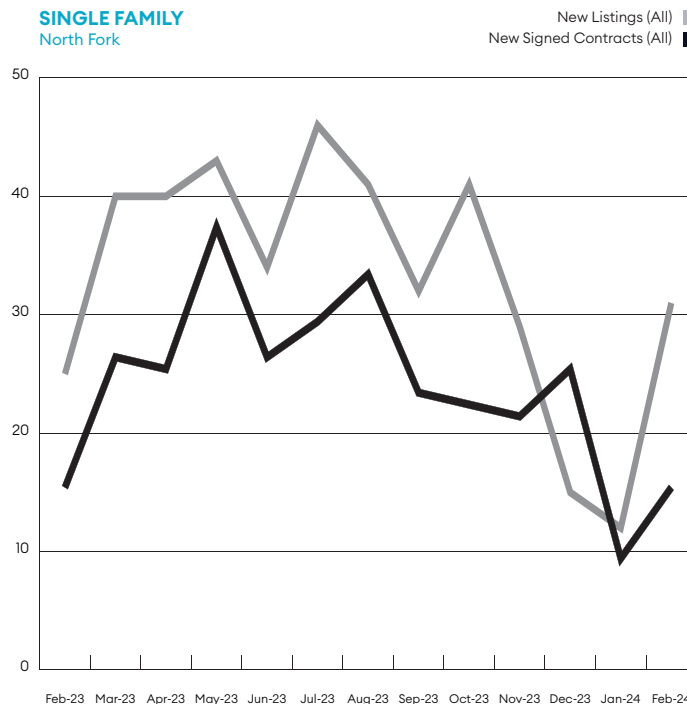
Source: East End LI MLS

North Fork

"Newly signed single family contracts stabilized year over year as condos declined. The surge in new single family listings is expected to spur additional contract signings beyond seasonal expectations in the coming months."

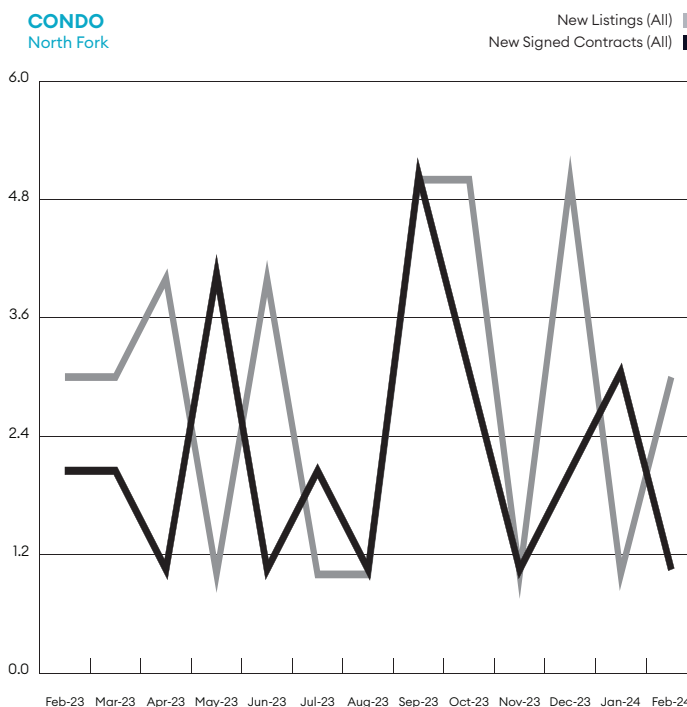
SINGLE FAMILY MATRIX North Fork	FEB 2024	FEB 2023	%Δ (yr)
New Signed Contracts (All)	15	15	0.0%
< \$500K	0	1	-100.0%
\$500K – \$999K	9	8	12.5%
\$1M – \$1.99M	2	6	-66.7%
\$2M – \$3.99M	4	0	
\$4M – \$4.99M	0	0	
\$5M – \$9.99M	0	0	
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	31	25	24.0%
< \$500K	0	0	
\$500K – \$999K	12	6	100.0%
\$1M – \$1.99M	10	8	25.0%
\$2M – \$3.99M	8	9	-11.1%
\$4M – \$4.99M	0	0	
\$5M – \$9.99M	1	1	0.0%
\$10M – \$19.99M	0	1	-100.0%
≥ \$20M	0	0	

SINGLE FAMILY
North Fork



CONDO MATRIX North Fork	FEB 2024	FEB 2023	%Δ (yr)
New Signed Contracts (All)	1	2	-50.0%
< \$500K	1	2	-50.0%
\$500K – \$999K	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)	3	3	0.0%
< \$500K	1	1	0.0%
\$500K – \$999K	1	2	-50.0%
\$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



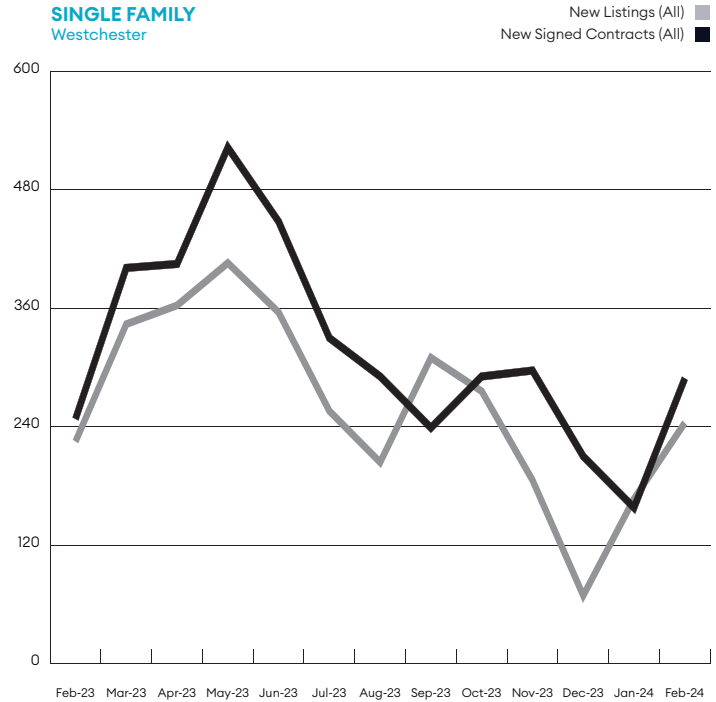
Source: One Key MLS

Westchester

"Newly signed single family and condo contracts jumped year over year. The rise in new listings is expected to spur additional contract signings beyond seasonal expectations in the coming months. Newly signed single family and condo contracts and new listings above the \$1 million threshold expanded annually."

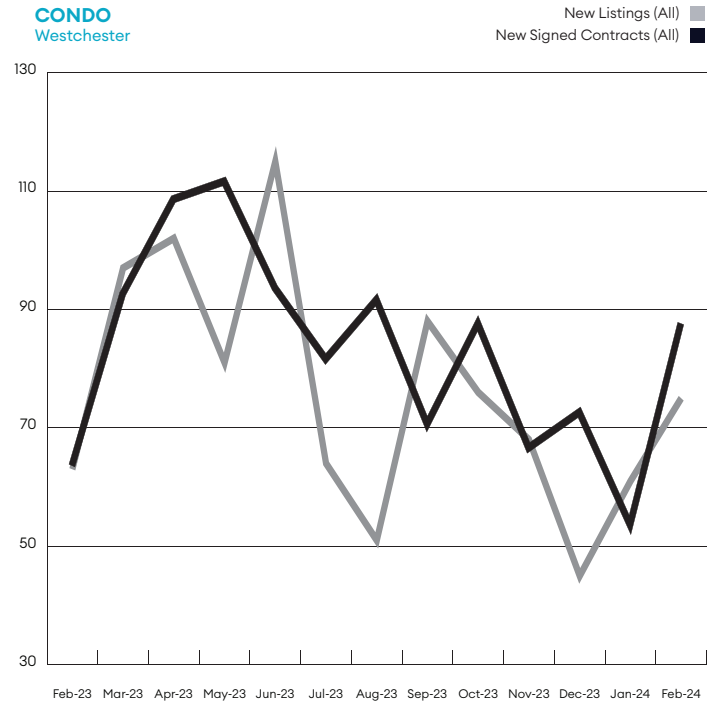
SINGLE FAMILY MATRIX Westchester	FEB 2024	FEB 2023	%Δ (YR)
New Signed Contracts (All)	289	248	16.5%
< \$300K	3	4	-25.0%
\$300K - \$399K	14	8	75.0%
\$400K - \$499K	17	20	-15.0%
\$500K - \$599K	27	30	-10.0%
\$600K - \$799K	58	56	3.6%
\$800K - \$999K	47	36	30.6%
\$1M - \$1.99M	91	60	51.7%
≥ \$2M	32	34	-5.9%
New Listings (All)	244	225	8.4%
< \$300K	2	0	
\$300K - \$399K	2	8	-75.0%
\$400K - \$499K	16	9	77.8%
\$500K - \$599K	26	25	4.0%
\$600K - \$799K	44	59	-25.4%
\$800K - \$999K	41	25	64.0%
\$1M - \$1.99M	63	63	0.0%
≥ \$2M	50	36	38.9%

SINGLE FAMILY
Westchester



CONDO MATRIX Westchester	FEB 2024	FEB 2023	%Δ (YR)
New Signed Contracts (All)	87	63	38.1%
< \$200K	0	0	
\$200K - \$299K	5	7	-28.6%
\$300K - \$399K	19	15	26.7%
\$400K - \$499K	21	12	75.0%
\$500K - \$599K	16	9	77.8%
\$600K - \$799K	6	11	-45.5%
\$800K - \$999K	5	5	0.0%
≥ \$1M	15	4	275.0%
New Listings (All)	75	63	19.0%
< \$200K	0	0	
\$200K - \$299K	9	4	125.0%
\$300K - \$399K	16	10	60.0%
\$400K - \$499K	13	20	-35.0%
\$500K - \$599K	7	7	0.0%
\$600K - \$799K	10	13	-23.1%
\$800K - \$999K	6	0	
≥ \$1M	14	9	55.6%

CONDO
Westchester

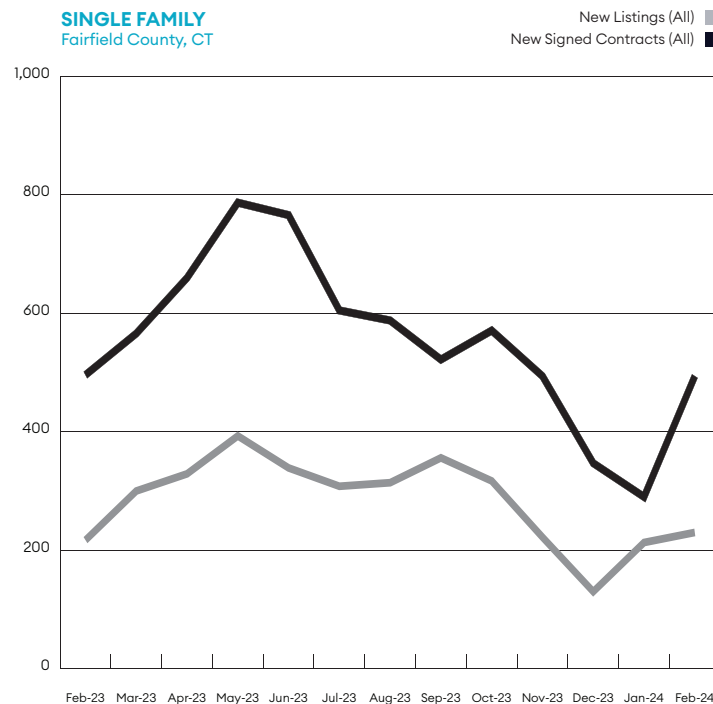


Source: One Key MLS

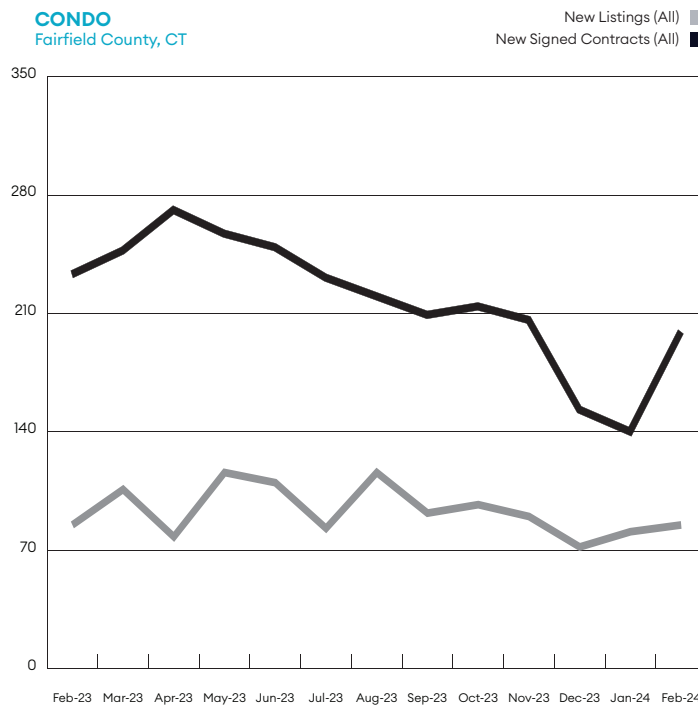
Fairfield County, CT

"Newly signed single family and condo contracts declined year over year. The rise in new listings was tepid for single families as condos remained stable, restraining sales in the coming months. Newly signed single family contracts and new listings above the \$1 million threshold expanded annually."

SINGLE FAMILY MATRIX Fairfield County, CT	FEB 2024	FEB 2023	%Δ (yr)
New Signed Contracts (All)	494	496	-0.4%
< \$300K	26	36	-27.8%
\$300K - \$399K	59	69	-14.5%
\$400K - \$499K	74	76	-2.6%
\$500K - \$599K	47	61	-23.0%
\$600K - \$799K	103	84	22.6%
\$800K - \$999K	52	44	18.2%
\$1M - \$1.99M	80	77	3.9%
≥ \$2M	53	49	8.2%
New Listings (All)	230	217	6.0%
< \$300K	7	12	-41.7%
\$300K - \$399K	12	23	-47.8%
\$400K - \$499K	22	17	29.4%
\$500K - \$599K	25	20	25.0%
\$600K - \$799K	31	28	10.7%
\$800K - \$999K	32	21	52.4%
\$1M - \$1.99M	49	47	4.3%
≥ \$2M	52	49	6.1%



CONDO MATRIX Fairfield County, CT	FEB 2024	FEB 2023	%Δ (yr)
New Signed Contracts (All)	197	231	-14.7%
< \$200K	23	48	-52.1%
\$200K - \$299K	48	53	-9.4%
\$300K - \$399K	45	42	7.1%
\$400K - \$499K	28	24	16.7%
\$500K - \$599K	17	20	-15.0%
\$600K - \$799K	8	25	-68.0%
\$800K - \$999K	11	4	175.0%
≥ \$1M	17	15	13.3%
New Listings (All)	85	85	0.0%
< \$200K	8	18	-55.6%
\$200K - \$299K	16	13	23.1%
\$300K - \$399K	14	16	-12.5%
\$400K - \$499K	13	14	-7.1%
\$500K - \$599K	13	5	160.0%
\$600K - \$799K	6	9	-33.3%
\$800K - \$999K	3	4	-25.0%
≥ \$1M	12	6	100.0%



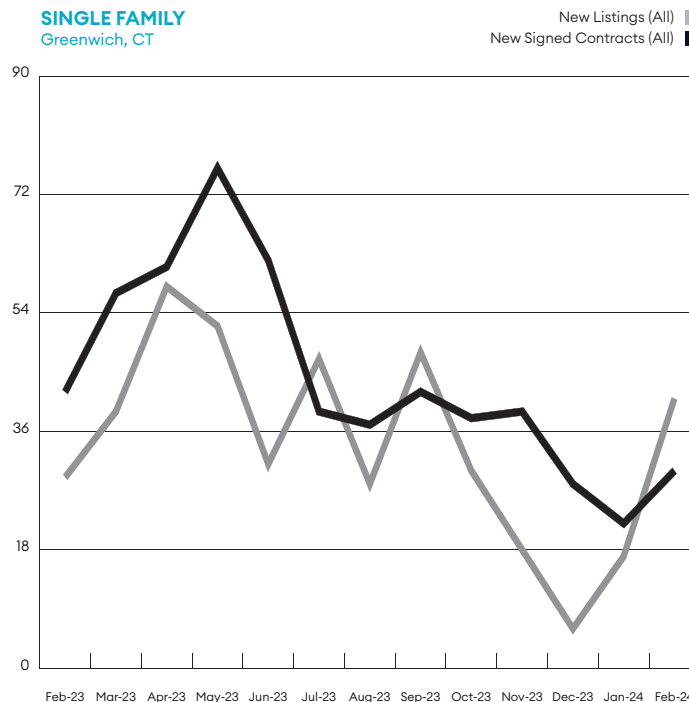
Source: Smart MLS

Greenwich, CT

"Newly signed single family contracts declined year over year as condos expanded. The rise in new single family listings is expected to spur additional contract signings beyond seasonal expectations in the coming months. Newly signed single family contracts above the \$1 million threshold declined for the third time in four months after significant new listing declines during the previous four months."

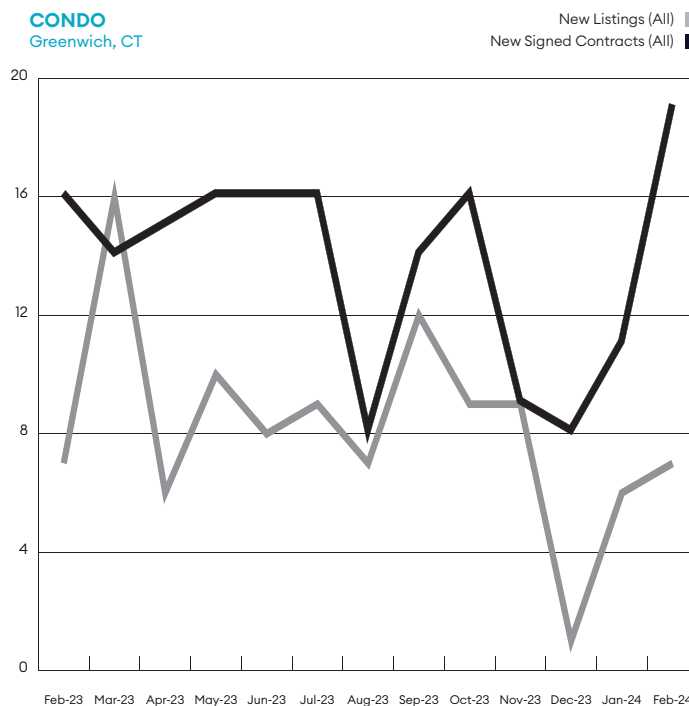
SINGLE FAMILY MATRIX Greenwich, CT	FEB 2024	FEB 2023	%Δ (YR)
New Signed Contracts (All)	30	42	-28.6%
< \$500K	0	0	
\$500K – \$999K	3	5	-40.0%
\$1M – \$1.99M	7	14	-50.0%
\$2M – \$3.99M	14	12	16.7%
\$4M – \$4.99M	3	2	50.0%
\$5M – \$9.99M	3	6	-50.0%
\$10M – \$19.99M	0	3	-100.0%
≥ \$20M	0	0	
New Listings (All)	41	29	41.4%
< \$500K	0	0	
\$500K – \$999K	4	2	100.0%
\$1M – \$1.99M	9	4	125.0%
\$2M – \$3.99M	15	9	66.7%
\$4M – \$4.99M	2	5	-60.0%
\$5M – \$9.99M	8	7	14.3%
\$10M – \$19.99M	2	1	100.0%
≥ \$20M	1	1	0.0%

SINGLE FAMILY
Greenwich, CT



CONDO MATRIX Greenwich, CT	FEB 2024	FEB 2023	%Δ (YR)
New Signed Contracts (All)	19	16	18.8%
< \$500K	3	0	
\$500K – \$999K	6	10	-40.0%
\$1M – \$1.99M	9	4	125.0%
\$2M – \$3.99M	0	2	-100.0%
\$4M – \$4.99M	0	0	
\$5M – \$9.99M	1	0	
\$10M – \$19.99M	0	0	
≥ \$20M	0	0	
New Listings (All)	7	7	0.0%
< \$500K	1	1	0.0%
\$500K – \$999K	2	3	-33.3%
\$1M – \$1.99M	3	2	50.0%
\$2M – \$3.99M	1	1	0.0%
\$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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