

Elliman Report

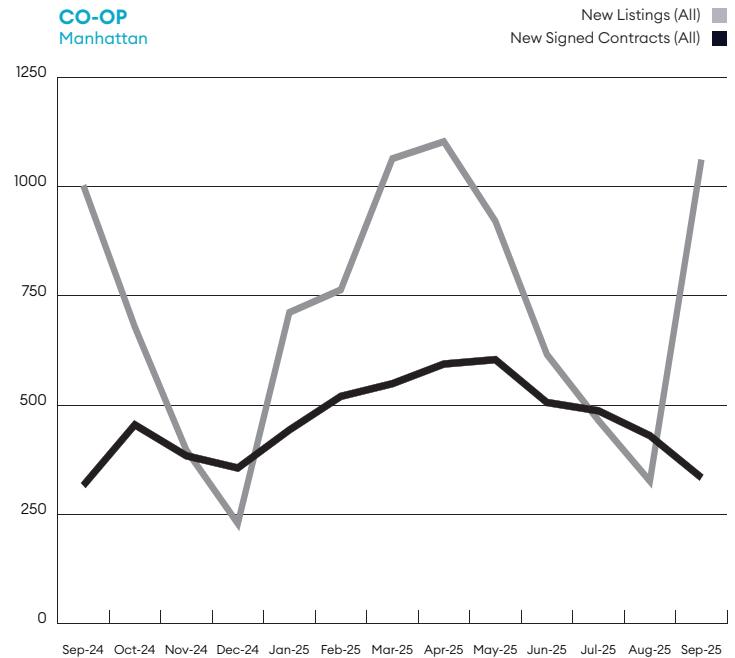
New York

September 2025 New Signed Contracts

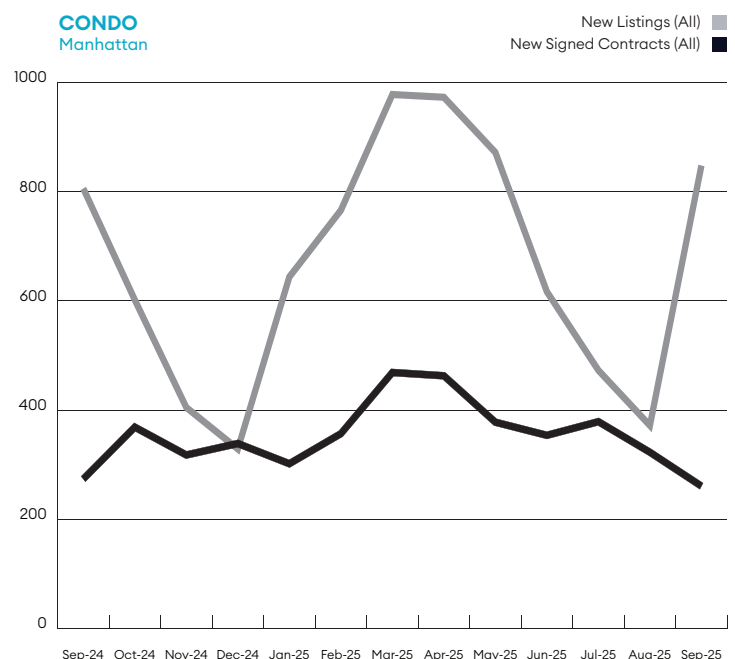
Manhattan

"The number of new signed contracts across all three property types combined returned to its upward trend on a year over year basis this month, aided by falling mortgage rates. Both co-ops and one to three-family homes experienced an annual sales increase, while condos saw a decline over the same period. Each of the three property types also saw an annual rise in new listings, as sellers were motivated by improving affordability. Additionally, there was a continued yearly surge in new signed contracts, exceeding the \$4 million mark, which maintained a consistent pattern in the luxury market over the past year."

| CO-OP MATRIX Manhattan | SEP 2025 | SEP 2024 | %Δ (YR) |
|-----------------------------------|--------------|--------------|-------------|
| New Signed Contracts (All) | 334 | 316 | 5.7% |
| < \$500K | 68 | 50 | 36.0% |
| \$500K - \$999K | 132 | 143 | -7.7% |
| \$1M - \$1.99M | 74 | 75 | -1.3% |
| \$2M - \$3.99M | 44 | 34 | 29.4% |
| \$4M - \$4.99M | 4 | 7 | -42.9% |
| \$5M - \$9.99M | 9 | 5 | 80.0% |
| \$10M - \$19.99M | 3 | 1 | 200.0% |
| ≥ \$20M | 0 | 1 | -100.0% |
| New Listings (All) | 1,062 | 1,003 | 5.9% |
| < \$500K | 158 | 135 | 17.0% |
| \$500K - \$999K | 421 | 392 | 7.4% |
| \$1M - \$1.99M | 239 | 247 | -3.2% |
| \$2M - \$3.99M | 141 | 139 | 1.4% |
| \$4M - \$4.99M | 33 | 26 | 26.9% |
| \$5M - \$9.99M | 43 | 42 | 2.4% |
| \$10M - \$19.99M | 19 | 16 | 18.8% |
| ≥ \$20M | 8 | 6 | 33.3% |



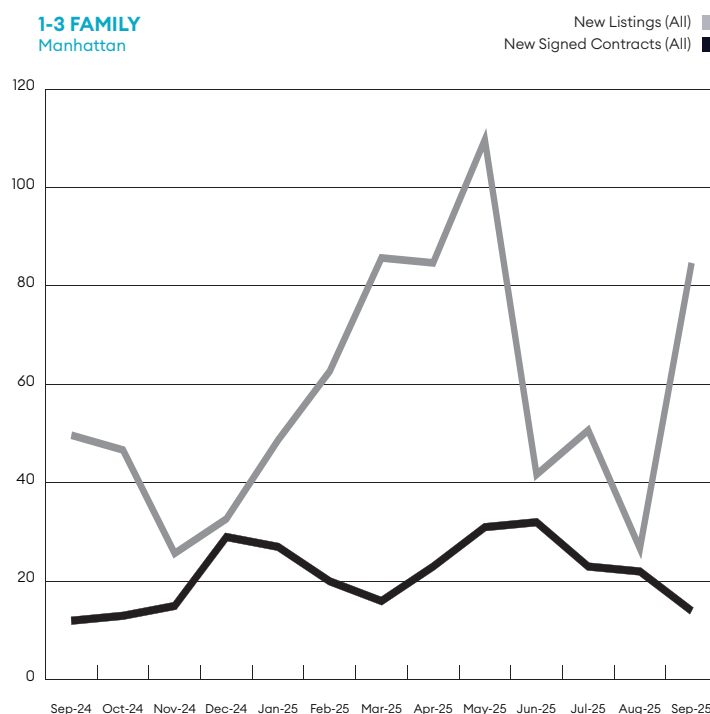
| CONDO MATRIX Manhattan | SEP 2025 | SEP 2024 | %Δ (YR) |
|-----------------------------------|-------------|-------------|--------------|
| New Signed Contracts (All) | 261 | 274 | -4.7% |
| < \$500K | 5 | 4 | 25.0% |
| \$500K - \$999K | 55 | 68 | -19.1% |
| \$1M - \$1.99M | 91 | 83 | 9.6% |
| \$2M - \$3.99M | 62 | 62 | 0.0% |
| \$4M - \$4.99M | 9 | 15 | -40.0% |
| \$5M - \$9.99M | 28 | 28 | 0.0% |
| \$10M - \$19.99M | 4 | 12 | -66.7% |
| ≥ \$20M | 7 | 2 | 250.0% |
| New Listings (All) | 848 | 806 | 5.2% |
| < \$500K | 12 | 13 | -7.7% |
| \$500K - \$999K | 160 | 149 | 7.4% |
| \$1M - \$1.99M | 250 | 226 | 10.6% |
| \$2M - \$3.99M | 249 | 220 | 13.2% |
| \$4M - \$4.99M | 49 | 56 | -12.5% |
| \$5M - \$9.99M | 87 | 96 | -9.4% |
| \$10M - \$19.99M | 29 | 37 | -21.6% |
| ≥ \$20M | 12 | 9 | 33.3% |



Manhattan (continued)

| 1-3 FAMILY MATRIX Manhattan | SEP 2025 | SEP 2024 | %Δ (YR) |
|-----------------------------------|-------------|-------------|--------------|
| New Signed Contracts (All) | 13 | 11 | 18.2% |
| < \$500K | 0 | 0 | |
| \$500K - \$999K | 2 | 0 | |
| \$1M - \$1.99M | 3 | 0 | |
| \$2M - \$3.99M | 4 | 3 | 33.3% |
| \$4M - \$4.99M | 1 | 0 | |
| \$5M - \$9.99M | 3 | 6 | -50.0% |
| \$10M - \$19.99M | 0 | 1 | -100.0% |
| ≥ \$20M | 0 | 1 | -100.0% |
| New Listings (All) | 83 | 48 | 72.9% |
| < \$500K | 1 | 1 | 0.0% |
| \$500K - \$999K | 0 | 0 | |
| \$1M - \$1.99M | 3 | 2 | 50.0% |
| \$2M - \$3.99M | 17 | 13 | 30.8% |
| \$4M - \$4.99M | 7 | 2 | 250.0% |
| \$5M - \$9.99M | 25 | 15 | 66.7% |
| \$10M - \$19.99M | 17 | 12 | 41.7% |
| ≥ \$20M | 13 | 3 | 333.3% |

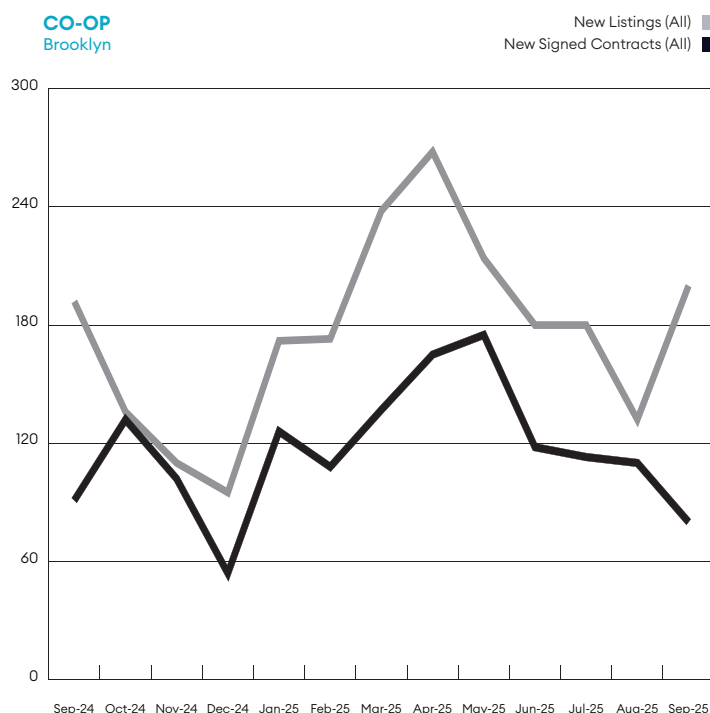
Source: Douglas Elliman Real Estate



Brooklyn

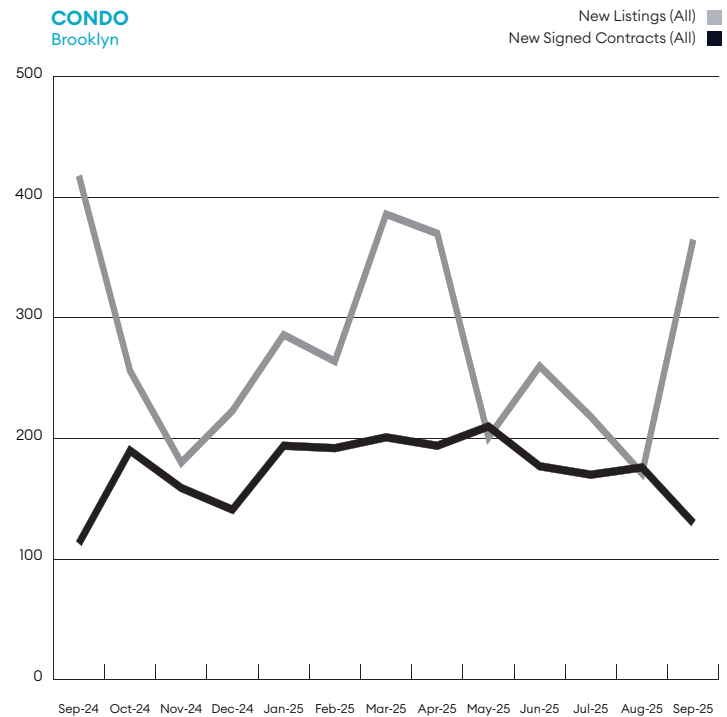
"The number of new signed contracts across all three property types combined returned to its upward trend on a year over year basis this month, supported by falling mortgage rates. Both condos and one to three-family homes experienced an annual sales increase, while co-ops saw a decline over the same period. New condo listings decreased from the same period last year, while new listings for co-ops and one- to three-family homes increased. Additionally, there was a surge in new signed contracts exceeding the \$2 million mark as the high-end market outperformed the rest."

| CO-OP MATRIX Brooklyn | SEP 2025 | SEP 2024 | %Δ (YR) |
|-----------------------------------|-------------|-------------|---------------|
| New Signed Contracts (All) | 80 | 91 | -12.1% |
| < \$500K | 45 | 52 | -13.5% |
| \$500K - \$999K | 22 | 28 | -21.4% |
| \$1M - \$1.99M | 7 | 9 | -22.2% |
| \$2M - \$3.99M | 6 | 2 | 200.0% |
| \$4M - \$4.99M | 0 | 0 | |
| \$5M - \$9.99M | 0 | 0 | |
| \$10M - \$19.99M | 0 | 0 | |
| ≥ \$20M | 0 | 0 | |
| New Listings (All) | 200 | 192 | 4.2% |
| < \$500K | 104 | 88 | 18.2% |
| \$500K - \$999K | 67 | 64 | 4.7% |
| \$1M - \$1.99M | 20 | 35 | -42.9% |
| \$2M - \$3.99M | 7 | 5 | 40.0% |
| \$4M - \$4.99M | 2 | 0 | |
| \$5M - \$9.99M | 0 | 0 | |
| \$10M - \$19.99M | 0 | 0 | |
| ≥ \$20M | 0 | 0 | |

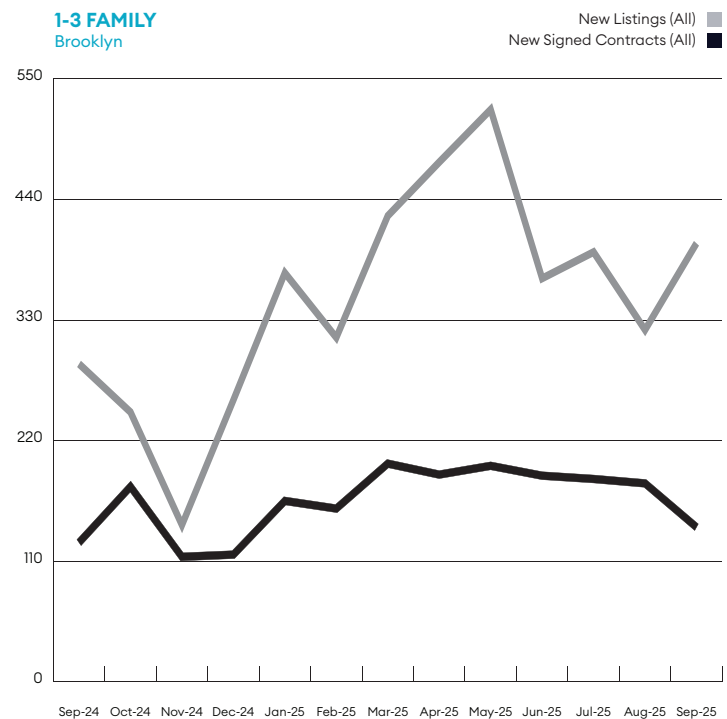


Brooklyn (continued)

| CONDO MATRIX Brooklyn | SEP 2025 | SEP 2024 | %Δ (YR) |
|-----------------------------------|-------------|-------------|---------------|
| New Signed Contracts (All) | 130 | 113 | 15.0% |
| < \$500K | 6 | 10 | -40.0% |
| \$500K – \$999K | 34 | 47 | -27.7% |
| \$1M – \$1.99M | 58 | 36 | 61.1% |
| \$2M – \$3.99M | 28 | 17 | 64.7% |
| \$4M – \$4.99M | 3 | 2 | 50.0% |
| \$5M – \$9.99M | 1 | 1 | 0.0% |
| \$10M – \$19.99M | 0 | 0 | |
| ≥ \$20M | 0 | 0 | |
| New Listings (All) | 365 | 418 | -12.7% |
| < \$500K | 14 | 11 | 27.3% |
| \$500K – \$999K | 135 | 142 | -4.9% |
| \$1M – \$1.99M | 131 | 164 | -20.1% |
| \$2M – \$3.99M | 72 | 84 | -14.3% |
| \$4M – \$4.99M | 5 | 12 | -58.3% |
| \$5M – \$9.99M | 7 | 5 | 40.0% |
| \$10M – \$19.99M | 1 | 0 | |
| ≥ \$20M | 0 | 0 | |



| 1-3 FAMILY MATRIX Brooklyn | SEP 2025 | SEP 2024 | %Δ (YR) |
|-----------------------------------|-------------|-------------|--------------|
| New Signed Contracts (All) | 141 | 127 | 11.0% |
| < \$500K | 2 | 3 | -33.3% |
| \$500K – \$999K | 47 | 38 | 23.7% |
| \$1M – \$1.99M | 56 | 52 | 7.7% |
| \$2M – \$3.99M | 33 | 31 | 6.5% |
| \$4M – \$4.99M | 1 | 0 | |
| \$5M – \$9.99M | 2 | 2 | 0.0% |
| \$10M – \$19.99M | 0 | 1 | -100.0% |
| ≥ \$20M | 0 | 0 | |
| New Listings (All) | 400 | 290 | 37.9% |
| < \$500K | 1 | 1 | 0.0% |
| \$500K – \$999K | 94 | 42 | 123.8% |
| \$1M – \$1.99M | 145 | 125 | 16.0% |
| \$2M – \$3.99M | 120 | 95 | 26.3% |
| \$4M – \$4.99M | 11 | 10 | 10.0% |
| \$5M – \$9.99M | 24 | 10 | 140.0% |
| \$10M – \$19.99M | 5 | 7 | -28.6% |
| ≥ \$20M | 0 | 0 | |



Source: Douglas Elliman Real Estate

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Methodology: millersamuel.com/research-reports/methodology

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