

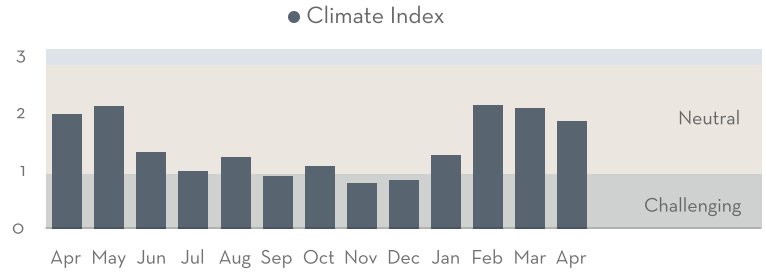
## Moving Past the Spring Market Peak

Demand remained at healthy level in April. A modest decrease of 4.2% yielded almost 1000 contracts being signed. The 30 day moving average of contracts dipped a bit and remained in 'moderate' territory. April saw a significant increase in supply (530 unit added to the market); the first large increase in supply since Sept. 2023. Overall days on market declined sharply, from just over 3 months on average to just under 2 months on average.

## Listing Climate Index

Ratio of Contracts Signed vs. Listings Going Off Market

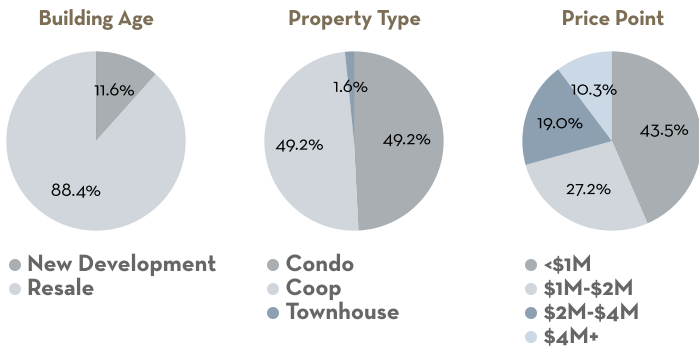
**1.86** -11.0% from last month -6.5% from last year



## Demand Matrix

Market Demand Across Key Market Segments

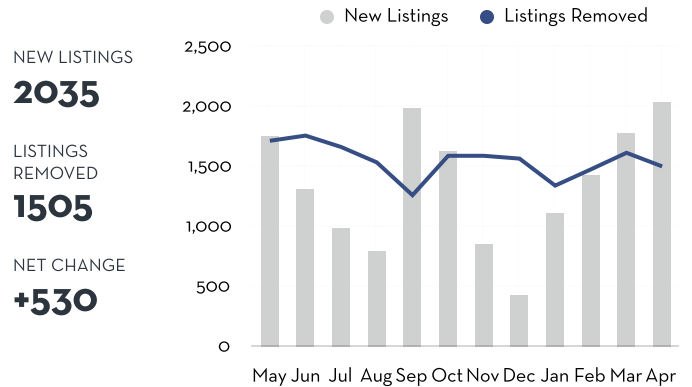
April had **956 Contracts signed** -4.2% from last month 12.6% from last year



## Supply Analysis

HIGHER

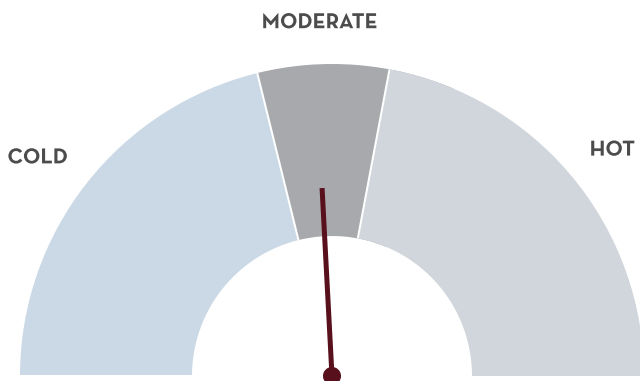
Newly Added Listings vs. Listings Taken Off Market



## Market Liquidity

30-Day Moving Average of Contracts Signed

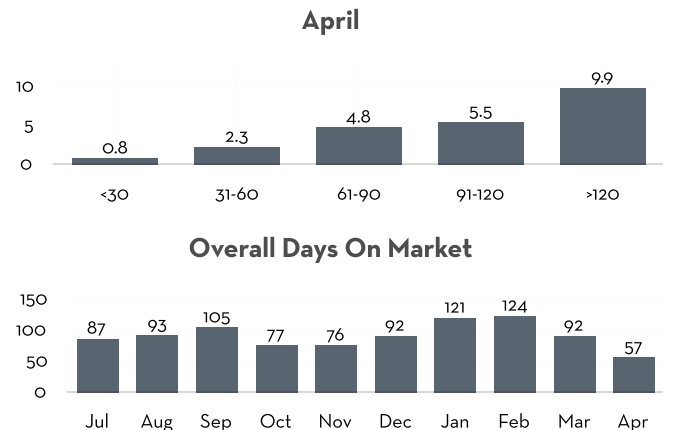
**878** -16.2% from last month -5.7% from last year



## Listing Discount Schedule

Negotiability as a Function of Days On Market

**0.8%** Discount <30 Days    **9.9%** Discount >120 Days



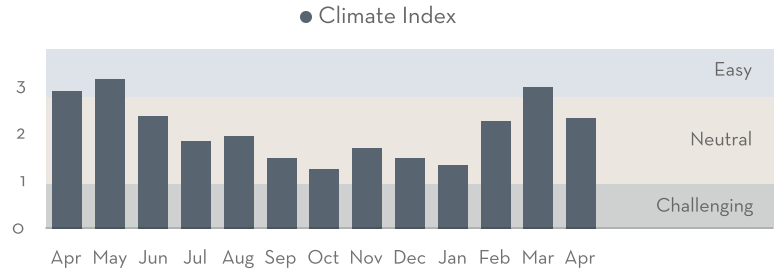
## Moving Past the Spring Market Peak

The listing climate index in Brooklyn decreased over 20% month over month which is roughly double the rate of decline vs. Manhattan. Demand remained stable overall, with a less than 1% decline in contracts signed. Market liquidity remained stable, in 'moderate' territory. Mirroring Manhattan, supply levels increased significantly for the first time in 8 months. Overall days on market continued to decline with average market exposure time now resting firmly at approximately 6 weeks (45 days).

## Listing Climate Index

Ratio of Contracts Signed vs. Listings Going Off Market

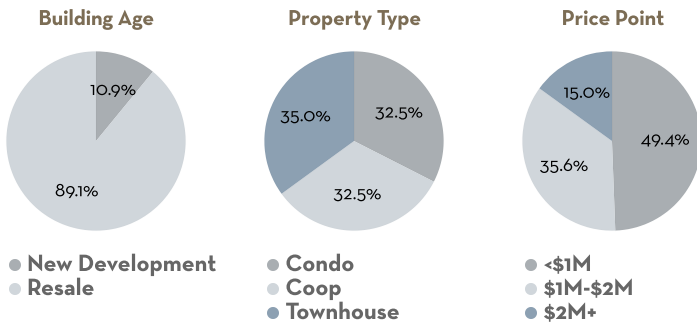
**2.34** -21.5% from last month -19.3% from last year



## Demand Matrix

Market Demand Across Key Market Segments

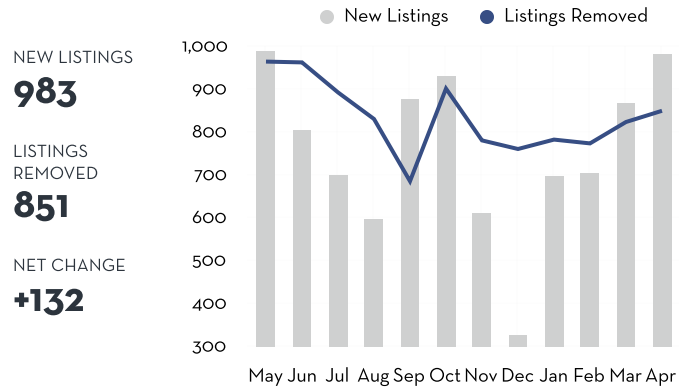
April had **593 Contracts signed** -0.8% from last month 0.7% from last year



## Supply Analysis

HIGHER

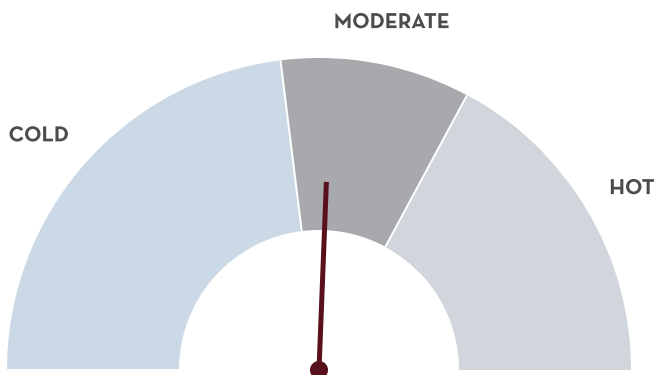
Newly Added Listings vs. Listings Taken Off Market



## Market Liquidity

30-Day Moving Average of Contracts Signed

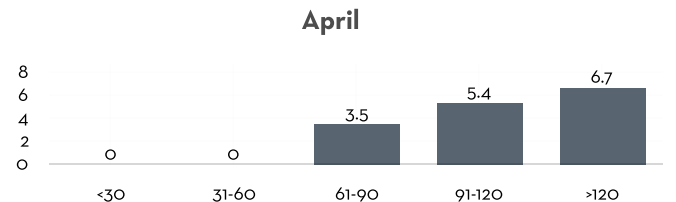
**574** -6.7% from last month -13.6% from last year



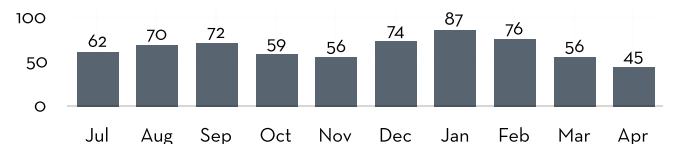
## Listing Discount Schedule

Negotiability as a Function of Days On Market

**0.0%** Discount <30 Days **6.7%** Discount >120 Days



## Overall Days On Market

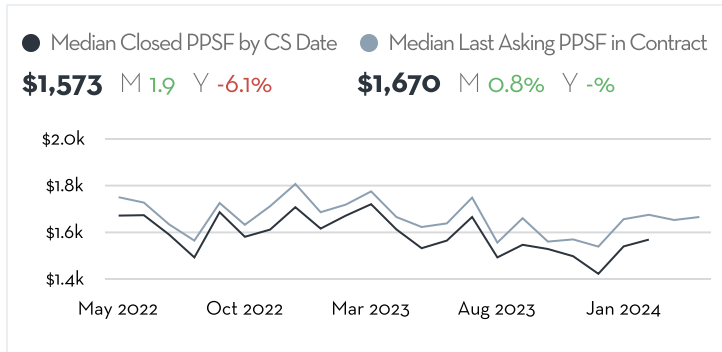


**Price Per Square Foot Trend Analysis**

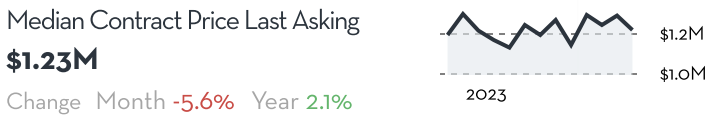
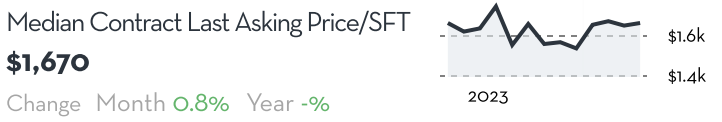
Closed sale price metrics began to reflect several months of increased demand in Manhattan and Brooklyn. The median closed sale price for all property types increased over 7% in April in Manhattan and 3.5% in Brooklyn. The median \$/SF for condos showed a 3.5% increase in April in Manhattan and a 3.9% increase in Brooklyn. The median last asking prices for units in contract remained stable with changes of less than 1% in both boroughs.

**Manhattan**

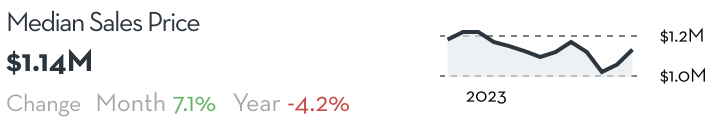
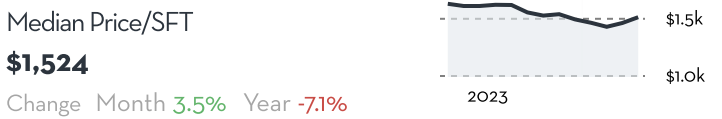
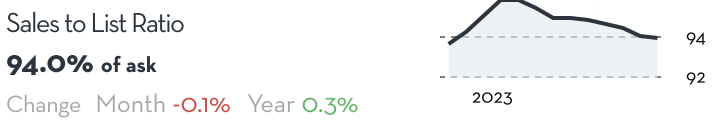
**CONTRACT PPSF TREND ANALYSIS**



**CONTRACT ACTIVITY**

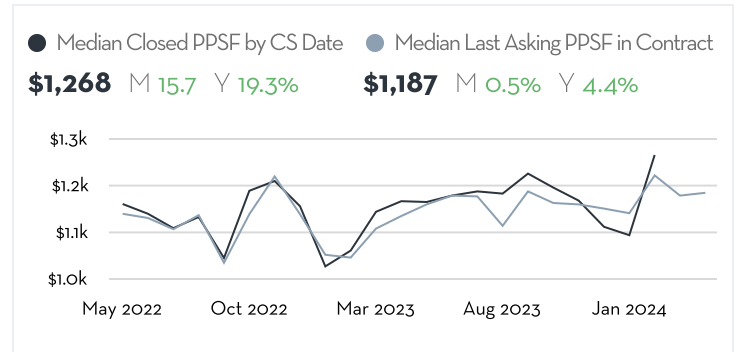


**SALES ACTIVITY**

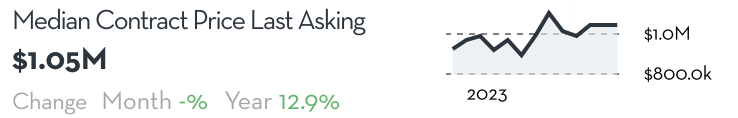
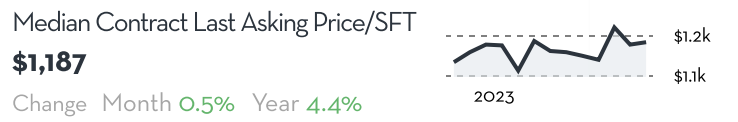


**Brooklyn**

**CONTRACT PPSF TREND ANALYSIS**



**CONTRACT ACTIVITY**



**SALES ACTIVITY**

