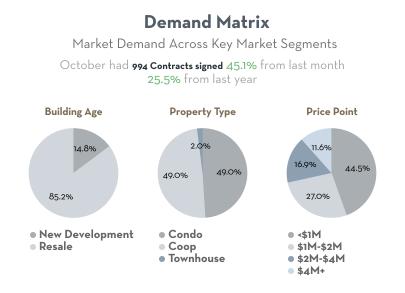
A Big Kick into Gear

Just under 1,000 contracts were signed in September, marking a dramatic 45% increase from August. The 30 day moving average of contracts moved the closest to 'hot' territory that its been in over a year. The number of contracts signed relative to number of listings removed, reversed its downward trend and moved The Listing Climate Index higher. Simultaneously, supply levels dropped modestly as over 400 fewer new listings were added to the market vs. the 1900+ units added in August. Listing Climate Index

Ratio of Contracts Signed vs. Listings Going Off Market

1.53 16.8% from last month 41.7% from last year





Supply Analysis

Newly Added Listings vs. Listings Taken Off Market

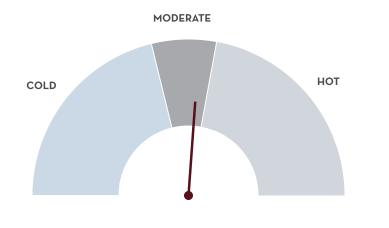




Market Liquidity

30-Day Moving Average of Contracts Signed

950 19.8% from last month 20.4% from last year



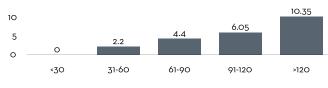
Listing Discount Schedule

Negotiability as a Function of Days On Market

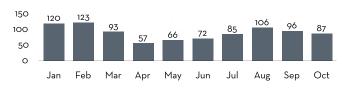
ctiability as a Euroption of Days On Ma

0.0% ^{Discount} 30 Days 10.35% ^{Discount} 120 Days

October



Overall Days On Market



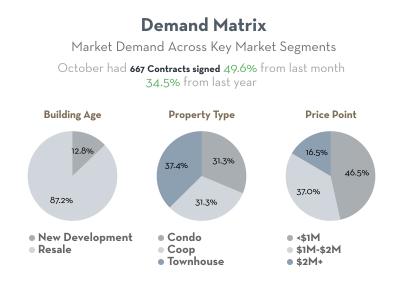
Brooklyn Bests Manhattan

The Brooklyn market soared in September, racking up an almost 50% increase in contracts signed. The Listing Climate Index moved significantly higher in neutral territory and the 30 day moving average of contracts shot up by over 20%, moving well into 'moderate' territory. The number of new listings added to the market declined by over 26% month over month, while the number of listings removed increased 37% versus the prior month.

Listing Climate Index

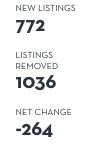
Ratio of Contracts Signed vs. Listings Going Off Market 2.19 31.9% from last month 76.6% from last year

 Climate Index Easy 3 2 Neutral Challenging 0 Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct



Supply Analysis Newly Added Listings vs. Listings Taken Off Market



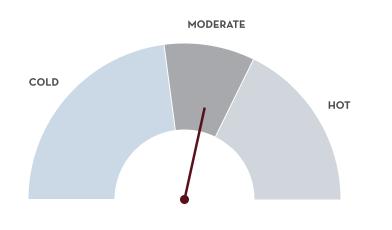




Market Liquidity

30-Day Moving Average of Contracts Signed

637 20.9% from last month 20.9% from last year

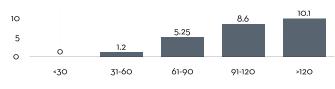


Listing Discount Schedule

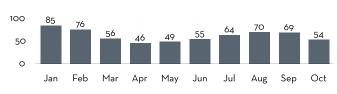
Negotiability as a Function of Days On Market

0.0% Discount <30 Days Discount Discount 10.1% >120 Davs

October



Overall Days On Market



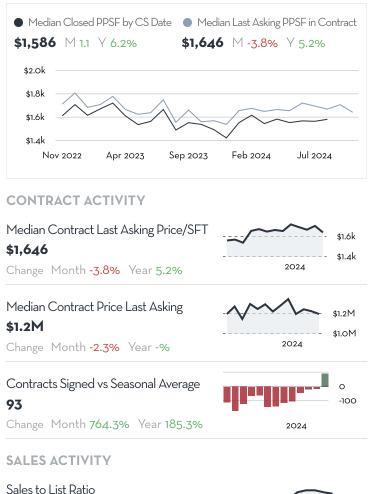


Price Per Square Foot Trend Analysis

Price levels remained by and large stable in September. The median sale price remained virtually unchanged in Brooklyn and nominally (less than 1%) higher in Manhattan. Both boroughs saw a modest decline on a per sq. ft. basis: 1.6% in Manhattan, 4.7% in Brooklyn. The median last asking price of units in contract increased by an enormous 10.6% in Brooklyn while the \$/sf median last asking price jumped by 5.9%. This is in sharp contrast to Manhattan where both metrics declined, despite demand increasing and supply falling.

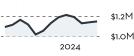
Manhattan

CONTRACT PPSF TREND ANALYSIS



95.5% of ask 2024 Change Month -0.2% Year 0.5% 2024 Median Price/SFT \$1.5k \$1,546 \$1.0k Change Month -1.6% Year 0.6% 2024

\$1.16M Change Month 0.8% Year 5.1%



Brooklyn

CONTRACT PPSF TREND ANALYSIS



CONTRACT ACTIVITY

Median Contract Last Asking Price/SFT \$1,170	\$1.2k
Change Month 5.9% Year 0.1%	2024
Median Contract Price Last Asking \$1.1M	\$1.0M
Change Month 10.6% Year 10.6%	2024
Contracts Signed vs Seasonal Average 8	0 -50 -100 -150
Change Month 108.2% Year 104.9%	2024
SALES ACTIVITY	
Sales to List Ratio	97
96.4% of ask	96
Change Month -0.6% Year -0.3%	2024

Median Price/SFT **\$1,089** Change Month -4.7% Year -2.9%

Median Sales Price				
\$972k				
Change	Month -%	Year 4.0%		





MONTHLY MARKET INTELLIGENCE FROM NYC'S PREMIER APPRAISER **MANHATTAN & BROOKLYN / OCTOBER 2024**