

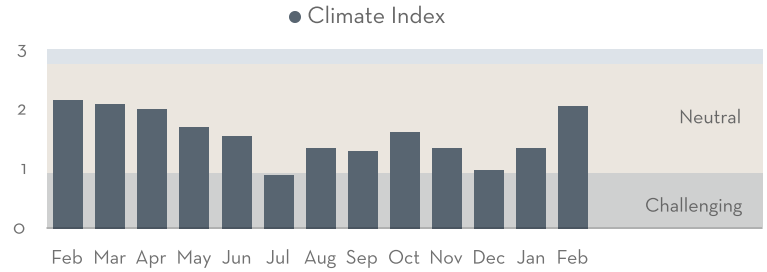
The Market Heats Up

Market demand exploded in February, with the number of contracts increasing by over 20% and the market liquidity shooting into neutral territory. The listing climate index increased over 50%, to levels not seen since the winter of 2024. Manhattan supply levels increased nominally, with 125 units added to the market and overall days on market decreased over 2 weeks. These metrics all point to a shift to a sellers market with potential for prices to increase.

Listing Climate Index

Ratio of Contracts Signed vs. Listings Going Off Market

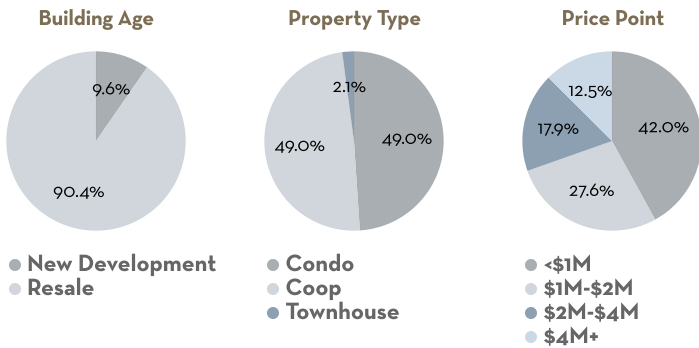
2.06 51.5% from last month -4.6% from last year



Demand Matrix

Market Demand Across Key Market Segments

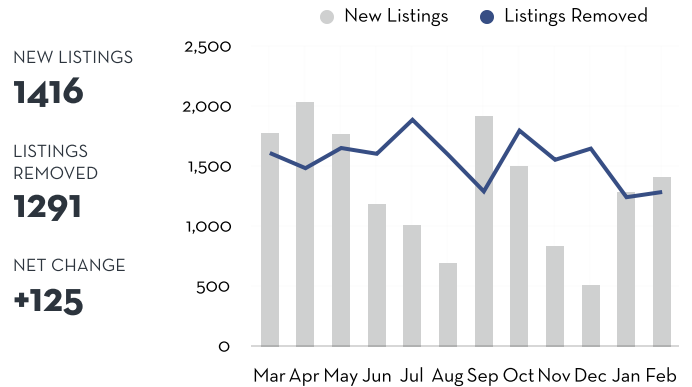
February had **861 Contracts signed** 20.8% from last month -3.7% from last year



Supply Analysis

HIGHER

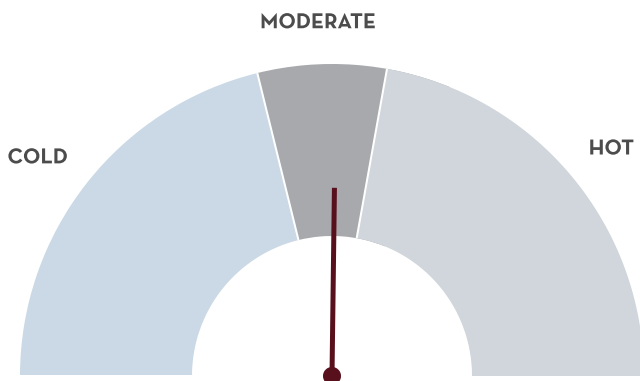
Newly Added Listings vs. Listings Taken Off Market



Market Liquidity

30-Day Moving Average of Contracts Signed

916 19.9% from last month 8.8% from last year

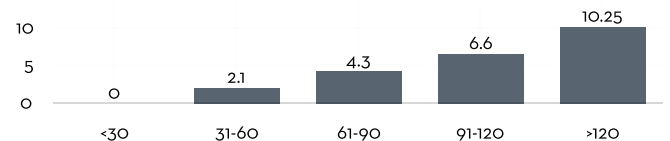


Listing Discount Schedule

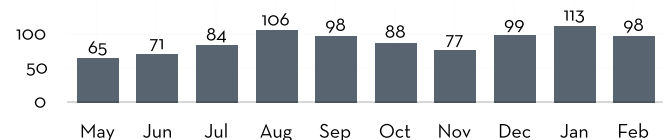
Negotiability as a Function of Days On Market

0.0% Discount <30 Days **10.25%** Discount >120 Days

February



Overall Days On Market



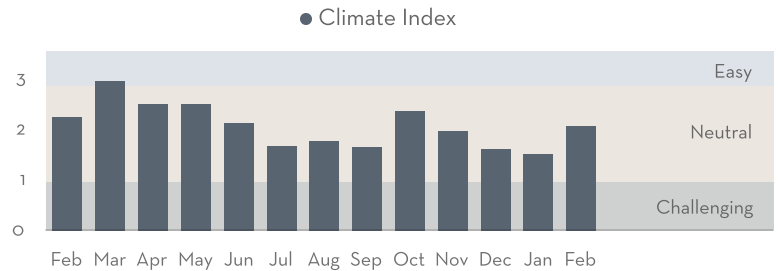
The Market Heats Up

Brooklyn experienced the same trend as Manhattan in February though with smaller percentage increases. Supply decreased nominally with 36 units removed from the market overall. The listing climate increased over 37%, while the number of contracts signed increased 13%. The market liquidity index moved into neutral territory with a 12.2% increase while the overall days on market fell by almost 2 weeks.

Listing Climate Index

Ratio of Contracts Signed vs. Listings Going Off Market

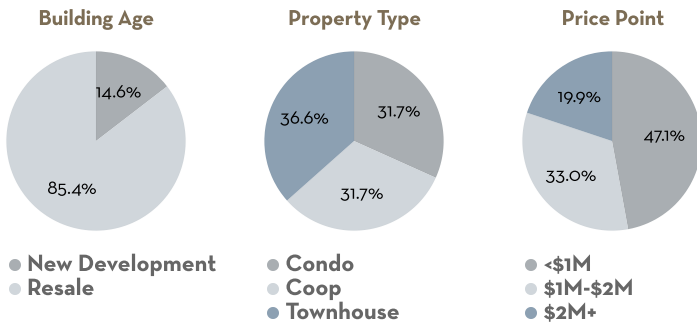
2.08 37.7% from last month -7.1% from last year



Demand Matrix

Market Demand Across Key Market Segments

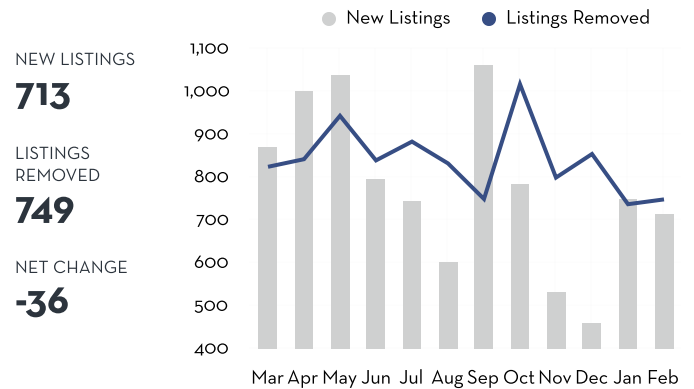
February had **505 Contracts signed** 13.0% from last month -1.2% from last year



Supply Analysis

LOWER

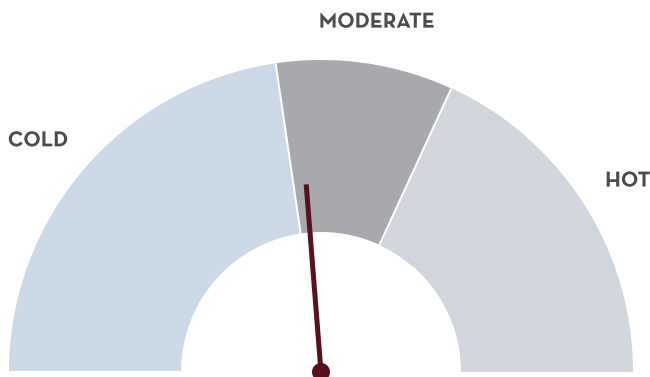
Newly Added Listings vs. Listings Taken Off Market



Market Liquidity

30-Day Moving Average of Contracts Signed

532 12.2% from last month 4.5% from last year

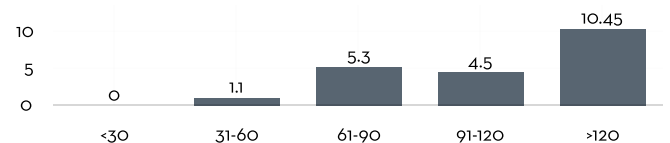


Listing Discount Schedule

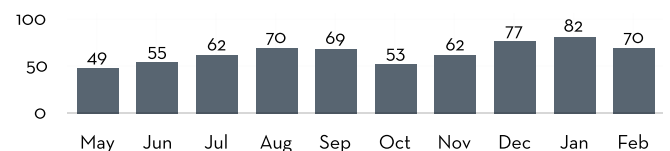
Negotiability as a Function of Days On Market

0.0% Discount <30 Days **10.45%** Discount >120 Days

February



Overall Days On Market

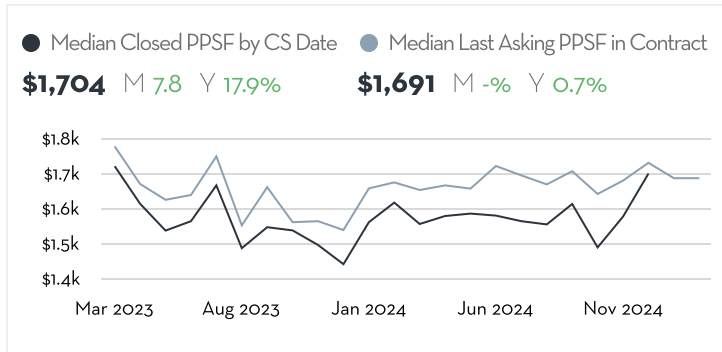


Price Per Square Foot Trend Analysis

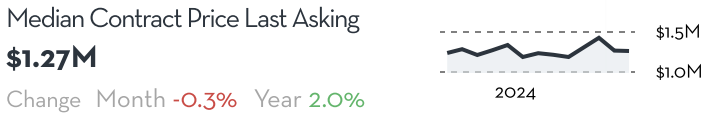
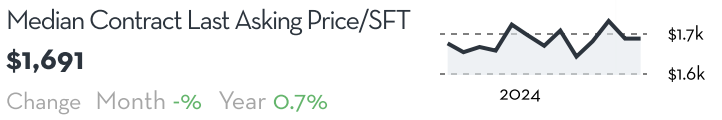
Price level indicators converged in Manhattan and diverged in Brooklyn in February. In Manhattan median sale price and median sale price/sf both increased while the median last asking price for units in contract declined marginally. In Brooklyn, the median sale price and median sale price/sf both decreased slightly while the median last asking price for units in contract increased.

Manhattan

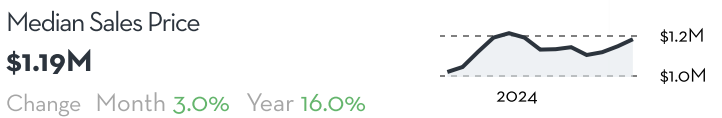
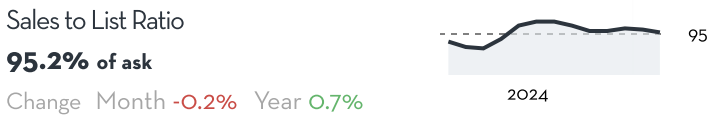
CONTRACT PPSF TREND ANALYSIS



CONTRACT ACTIVITY

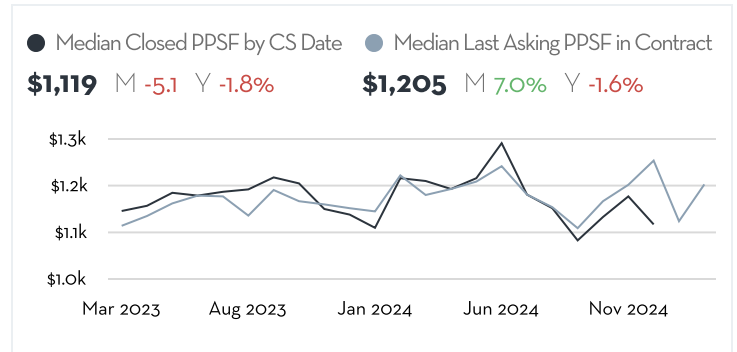


SALES ACTIVITY

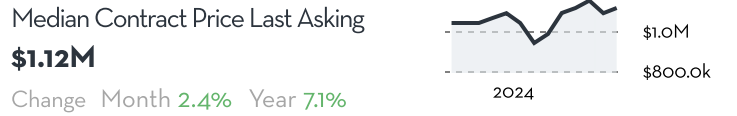


Brooklyn

CONTRACT PPSF TREND ANALYSIS



CONTRACT ACTIVITY



SALES ACTIVITY

