

ELLI MAN

REPORT

Q3 2017

BROOKLYN SALES

Quarterly Survey of Residential Sales

CO-OPS, CONDOS & 1-3 FAMILY

DASHBOARD

year-over-year

PRICES

Median Sales Price

7.5%

PACE

Absorption Rate

1.0 mos.

SALES

Closed Sales

6.3%

INVENTORY

Total Inventory

30.4%

MARKETING TIME

Days on Market

4 days

NEGOTIABILITY

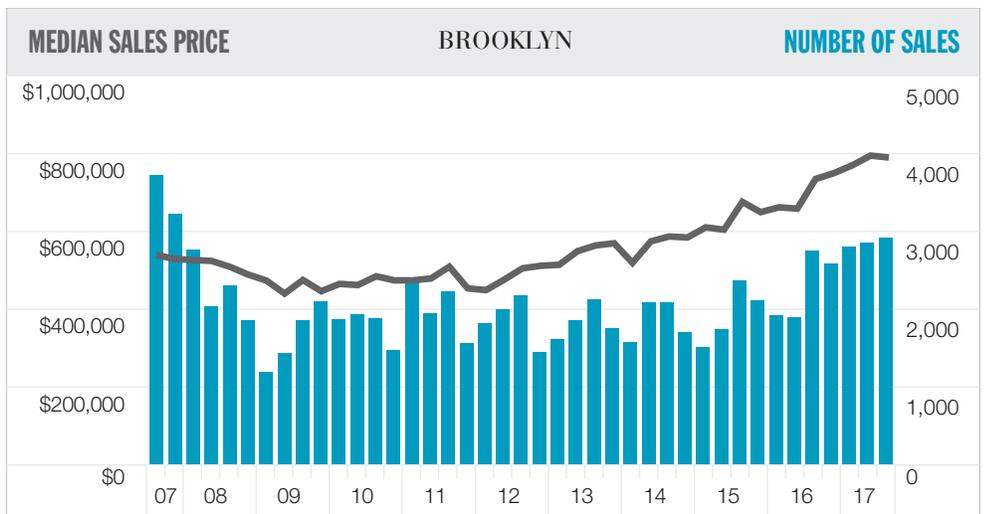
Listing Discount

3.7%

- After 4 consecutive quarters of records, median slipped to second highest on record
- Lowest inventory on record since began tracking in 2Q08
- Tenth consecutive annual rise in sales, but lowest of those increases

The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.

Brooklyn Market Matrix	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$981,623	-1.6%	\$997,654	-0.2%	\$983,511
Median Sales Price	\$790,000	-0.6%	\$795,000	7.5%	\$735,000
Number of Sales	2,914	2.4%	2,845	6.3%	2,741
Days on Market (From Last List Date)	85	-8.6%	93	4.9%	81
Listing Discount (From Last List Price)	3.4%		2.9%		-0.3%
Listing Inventory	1,826	-19.1%	2,257	-30.4%	2,624
Absorption Rate (mos)	1.9	-20.8%	2.4	-34.5%	2.9
Year-to-Date	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price (YTD)	\$990,986	N/A	N/A	12.6%	\$880,415
Median Sales Price (YTD)	\$785,000	N/A	N/A	14.6%	\$685,000
Number of Sales (YTD)	8,559	N/A	N/A	30.9%	6,541



The Brooklyn housing market moved at a blistering market pace as the residential market continued to reinvent itself away from a less expensive option Manhattan buyers. After four consecutive quarters of median price records, the indicator slipped to second highest on record. The third quarter was the 20th consecutive quarter – five years – with a year over year gain in median sales price. The metric rose 7.5% year over year to \$790,000 but was down 0.6% from the prior quarter record median sales price of \$795,000. Average sales price slipped nominally by 0.2% to \$981,623. Median sales price year over year for condos rose 9.4% to \$888,000; for co-ops slipped 0.7% to \$425,000; for 1-3

family increased 3.6% to \$859,600. Luxury median sales price, representing the top 10% of all sales, was unchanged at \$2,500,000. Listing inventory declined 30.4% to 1,826 from the year-ago quarter, the ninth consecutive quarterly decline and the lowest total since the second quarter of 2008 when collection began. There were 2,914 sales in the third quarter, up 6.3% over the same period. As a result, the pace of the was the fastest record on nine years. The absorption rate, the number of months to sell all listing inventory at the current rate of sales, fell to 1.9 months from 2.9 months from the year-ago quarter. The sweet spot for the market, the price range with the largest percent gain in

sales was the \$2 million to \$3 million market, up 38.1%. The market sweet spot with the highest increase in the number of sales was the \$500,000 to \$1 million range with a year over year gain of 134 sales. Although the market continued to move at a record pace, the average days on market expanded 4.9% to 85 days, and the listing discount expanded to 3.4% from -0.3% respectively from the prior-year quarter. The market share of bidding wars continued to

expand. Bidding wars, defined as sales prices higher than the list price at the time of contract, accounted for 24.8% of all sales in the quarter. Within those sales, the average price paid was 4.6% over the list price at time of contract. The market share of new development condos within the condo market was 31.5%, more than double, the 15.3% share from the year-ago quarter. New development condo median sales price rose 17.5% to \$915,000, and re-sale

condo median sales price increased 7% to \$868,750 respectively over the prior year period. The market share of condo sales was 30.8% of all sales, up 3.7% and the largest gain of all property types. Co-op sales share accounted for 21.9%, and 1-3 family sales accounted for 47.3% respectively of all sales.

CONDOS

- Median sales price moved higher
- Sales continued to surge as supply tightened
- Days on market and listing discount moved higher

Condo Market Matrix	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$1,082,398	-6.8%	\$1,161,431	-5.5%	\$1,145,401
Average Price Per Sq Ft	\$1,064	-4.8%	\$1,118	-2.5%	\$1,091
Median Sales Price	\$888,000	-1.3%	\$900,000	9.4%	\$812,008
Number of Sales	897	-4.0%	934	20.7%	743
Days on Market (From Last List Date)	106	8.2%	98	35.9%	78
Listing Discount (From Last List Price)	5.0%		2.5%		0.5%
Listing Inventory	724	-11.4%	817	-11.9%	822
Absorption Rate (Mos)	2.4	-7.7%	2.6	-27.3%	3.3

Quintiles	Med. Sales Price	%Δ (YR)
5/5	\$1,847,000	-8.0%
4/5	\$1,190,000	5.3%
3/5	\$888,000	9.4%
2/5	\$700,000	18.6%
1/5	\$475,948	17.6%



CO-OPS

- Price trend indicators were mixed as sales surged
- Listing inventory fell sharply, pressing pace faster
- Days on market and listing discount slipped nominally

Co-op Market Matrix	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$562,410	-3.8%	\$584,529	0.8%	\$557,853
Median Sales Price	\$425,000	0.5%	\$423,000	-0.7%	\$428,000
Number of Sales	639	19.9%	533	13.9%	561
Days on Market (From Last List Date)	69	-5.5%	73	-1.4%	70
Listing Discount (From Last List Price)	0.7%		-0.1%		0.8%
Listing Inventory	377	-15.5%	446	-31.7%	552
Absorption Rate (Mos)	1.8	-28.0%	2.5	-40.0%	3.0

Quintiles	Med. Sales Price	%Δ (YR)
5/5	\$1,113,000	3.8%
4/5	\$660,000	7.7%
3/5	\$425,000	-0.7%
2/5	\$300,000	5.3%
1/5	\$190,000	11.8%



1-3 FAMILY

- Price trend indicators increased as sales declined
- Listing inventory fell sharply, pressing pace faster
- Days on market fell and listing discount expanded

Quintiles	Med. Sales Price	%Δ (YR)
5/5	\$2,100,000	9.4%
4/5	\$1,200,000	1.2%
3/5	\$859,500	3.6%
2/5	\$649,000	4.9%
1/5	\$400,000	11.1%

Brooklyn Market by LOCATION

NORTH

- Price trend indicators were mixed
- Number of sales continued to rise sharply

SOUTH

- Price trend indicators across all break outs moved higher
- Number of sales continued to rise

EAST

- Overall price trend indicators increased
- Number of sales slipped nominally

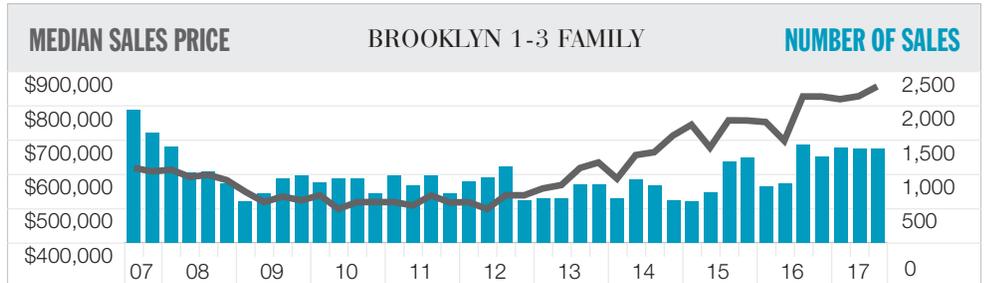
NORTHWEST

- Overall median sales price remained unchanged
- Co-op prices saw more gains than other property types

BROWNSTONE

- Number of sales was unchanged from year ago quarter
- Overall price trend indicators moved higher

1-3 Family Market Matrix	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$1,110,419	6.1%	\$1,046,440	4.2%	\$1,065,982
Average Price Per Sq Ft	\$514	7.5%	\$478	8.7%	\$473
Median Sales Price	\$859,500	3.5%	\$830,750	3.6%	\$830,000
Number of Sales	1,378	0.0%	1,378	-4.1%	1,437
Days on Market (From Last List Date)	76		108		99
Listing Discount (From Last List Price)	3.3%		5.3%		-2.3%
Listing Inventory	725	-27.1%	994	-42.0%	1,250
Absorption Rate (Mos)	1.6	-27.3%	2.2	-38.5%	2.6



North Market Matrix	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$1,207,138	2.2%	\$1,180,885	-12.3%	\$1,376,305
Average Price Per Sq Ft	\$932	-3.5%	\$966	14.1%	\$817
Condo	\$978	-4.4%	\$1,023	-15.3%	\$1,154
Median Sales Price	\$996,443	0.1%	\$995,000	-0.3%	\$999,000
Number of Sales	282	17.5%	240	40.3%	201

South Market Matrix	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$747,838	0.6%	\$743,199	5.6%	\$707,862
Median Sales Price	\$647,794	3.5%	\$626,000	4.3%	\$621,250
Condo	\$615,000	-2.4%	\$630,000	9.8%	\$560,000
Co-op	\$300,000	3.8%	\$289,000	7.1%	\$280,000
1-3 Family	\$825,500	4.5%	\$790,000	6.4%	\$776,000
Number of Sales	1,426	6.3%	1,341	6.1%	1,344

East Market Matrix	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$833,756	-0.3%	\$836,498	1.0%	\$825,629
Median Sales Price	\$740,000	1.6%	\$728,636	8.8%	\$680,000
Condo	\$790,000	7.5%	\$735,000	33.2%	\$593,000
1-3 Family	\$726,000	-2.6%	\$745,000	-2.3%	\$742,750
Number of Sales	514	-8.5%	562	-0.2%	515

Northwest Market Matrix	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$1,481,311	-4.4%	\$1,550,101	-3.2%	\$1,530,987
Median Sales Price	\$1,100,000	-4.3%	\$1,150,000	0.0%	\$1,100,000
Condo	\$1,200,000	0.4%	\$1,195,000	0.2%	\$1,197,500
Co-op	\$757,000	-3.6%	\$785,000	11.0%	\$682,000
1-3 Family	\$2,450,000	10.1%	\$2,225,044	4.3%	\$2,350,000
Number of Sales	692	-1.4%	702	1.6%	681

Brownstone Market Matrix	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$2,697,561	6.4%	\$2,536,452	8.5%	\$2,486,015
Average Price Per Sq Ft	\$1,070	3.5%	\$1,034	17.2%	\$913
Median Sales Price	\$2,450,000	10.1%	\$2,225,044	4.3%	\$2,350,000
1-Family	\$2,675,000	26.6%	\$2,112,868	13.8%	\$2,350,000
2-Family	\$2,300,000	0.0%	\$2,299,000	-5.6%	\$2,437,500
3-Family	\$2,400,000	-4.7%	\$2,518,750	9.2%	\$2,197,500
Number of Sales	129	15.2%	112	0.0%	129

LUXURY

- Median sales price was flat as average sales price slipped
- Listing inventory continued to slip as marketing time edged higher
- Luxury entry threshold moved higher

Luxury Mix	Luxury Sales Share	Median Sales Price
Condo	31.0%	\$2,472,500
Co-op	4.1%	\$2,185,000
1-3 Family	64.9%	\$2,515,000

Luxury Market Matrix	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$2,891,877	-1.2%	\$2,927,432	-6.7%	\$3,099,912
Median Sales Price	\$2,500,000	-0.8%	\$2,520,168	0.0%	\$2,500,000
Number of Sales	271	-2.2%	277	-3.9%	282
Days on Market (From Last List Date)	108	6.9%	101	6.9%	101
Listing Discount (From Last List Price)	4.5%		4.1%		-3.0%
Listing Inventory	206	-1.4%	209	-22.3%	265
Absorption Rate (Mos)	2.3	0.0%	2.3	-17.9%	2.8
Entry-Price Threshold	\$1,888,000	-1.9%	\$1,925,000	4.9%	\$1,800,000



NEW DEVELOPMENT Condos

- Price trend indicators were mixed as market share doubled
- Sales surged as inventory expanded, resulting in faster pace
- Marketing time expanded as older inventory was cleared

New Development Mix	Condo Sales Share	Median Sales Price
< \$1M	61.1%	\$794,235
\$1M - \$3M	34.6%	\$1,395,000
> \$3M	4.2%	\$3,959,556

New Development Market Matrix	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$1,193,471	-14.8%	\$1,401,298	-36.2%	\$1,869,810
Average Price Per Sq Ft	\$1,057	-7.2%	\$1,139	-17.1%	\$1,275
Median Sales Price	\$915,000	-7.6%	\$990,000	17.5%	\$778,452
Number of Sales	283	-26.5%	385	148.2%	114
Days on Market (From Last List Date)	222	91.4%	116	37.9%	161
Listing Discount (From Last List Price)	10.7%		0.0%		-3.1%
Listing Inventory	129	-0.8%	130	95.5%	66
Absorption Rate (Mos)	1.4	40.0%	1.0	-17.6%	1.7
Sales Share of All Condos	31.5%		41.2%		15.3%



NEIGHBORHOODS OF BROOKLYN

NORTH BROOKLYN

Greenpoint
Williamsburg

NORTHWEST BROOKLYN

"Brownstone Brooklyn"
Boerum Hill
Brooklyn Heights
Carroll Gardens
Clinton Hill
Cobble Hill
Downtown
Dumbo

SOUTH BROOKLYN

Fort Greene
Gowanus
Navy Yard
Park Slope
Park Slope South
Prospect Heights
Red Hook
Vinegar Hill
Windsor Terrace

Bath Beach
Bay Ridge
Bensonhurst
Bergen Beach
Borough Park
Brighton Beach
Bush Terminal
Canarsie
Coney Island

Dyker Heights
Flatbush
Flatlands
Gerritsen Beach
Gravesend
Kensington
Madison
Manhattan Beach

Marine Park
Midwood
Mill Basin
Ocean Parkway
Old Mill Basin
Seagate
Sheepshead Bay
Sunset Park

EAST BROOKLYN

Bedford Stuyvesant
Brownsville
Bushwick
Crown Heights
Cypress Hills
East New York
Farragut
Homecrest
Ocean Hill
Wingate
Wyckoff Heights

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