

ELLI MAN

REPORT

Q4 2018

BROOKLYN SALES

Quarterly Survey of Residential Sales

CO-OPS, CONDOS & 1-3 FAMILY

DASHBOARD

year-over-year

PRICES

Median Sales Price

1.9%

PACE

Absorption Rate

1.6 mos.

SALES

Closed Sales

5.8%

INVENTORY

Total Inventory

74.9%

MARKETING TIME

Days on Market

14 days

NEGOTIABILITY

Listing Discount

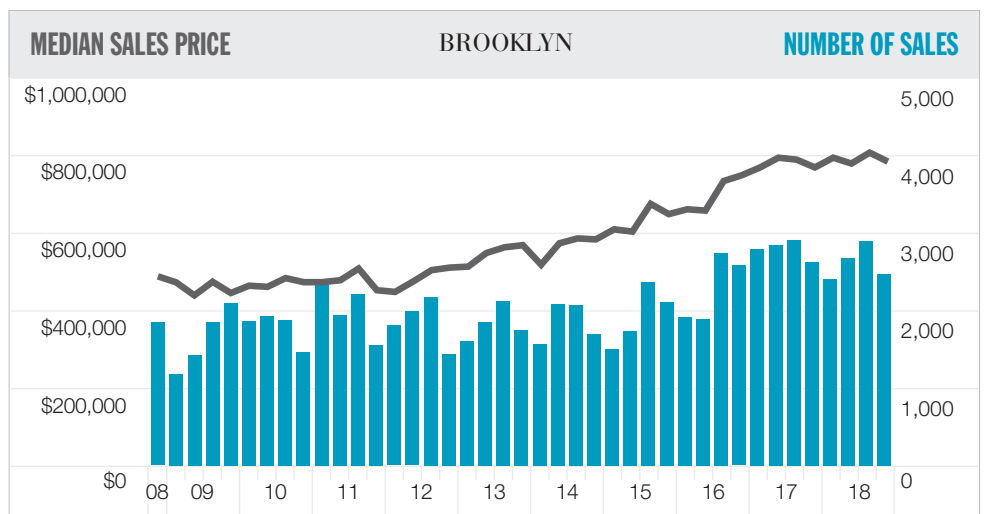
0.7%

- The number of sales declined year over year for the fourth consecutive quarter
- After reaching a record low in the prior year quarter, listing inventory rose sharply
- Median and average sales price increased year over year for the second consecutive quarter

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.

“ The market continued to be characterized by steadily rising prices, and a fast-moving pace. ”

Brooklyn Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$998,050	-5.1%	\$1,051,999	5.2%	\$948,706
Median Sales Price	\$785,000	-2.8%	\$808,000	1.9%	\$770,000
Number of Sales	2,474	-14.6%	2,898	-5.8%	2,627
Days on Market (From Last List Date)	78	-2.5%	80	-15.2%	92
Listing Discount (From Last List Price)	3.4%		4.3%		4.1%
Listing Inventory	2,993	-5.0%	3,151	74.9%	1,711
Months to Sell	3.6	9.1%	3.3	80.0%	2.0
Year-to-Date	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price (YTD)	\$1,005,723	N/A	N/A	2.5%	\$981,056
Median Sales Price (YTD)	\$795,000	N/A	N/A	1.9%	\$780,000
Number of Sales (YTD)	10,466	N/A	N/A	-6.4%	11,186



Median sales price rose 1.9% to \$785,000, and average sales price increased 5.2% to \$998,050 respectively from the year-ago quarter. After pushing through the \$1 million and \$800 thousand thresholds respectively in the prior quarter, both average and median sales fell short in the current quarter. Despite the decline from the preceding quarter records, the average sales price was the second highest in history. The median sales price for 1-3 family sales market rose 13.6% to a record \$937,206 from the same period last year. However,

the co-op and condo markets experienced median sales price declines from the year-ago quarter. The median sales price of a condo was \$805,000, down 5.9% while the median sales price of a co-op fell 8.2% to \$406,250. Luxury median sales price, representing the top 10% of all sales, was unchanged at \$2,450,000, up 1.3% over the same period. The entry-threshold for the luxury market, was \$1,840,000, down nominally by 0.5% from the same period last year. On a regional basis, all submarkets saw a year over year rise in median

sales price except for North Brooklyn whose median sales price declined 6.2% to \$1,034,125. Like much of the region, the number of sales decreased year over year for the fourth straight quarter, down 5.8% to 2,474. The number of sales that sold above the last asking price, inferring that a bidding war took place, was 18.9%, down from 26.2% in the same period last year. The “sweet spot” of the market for sales growth was within the \$1 million to \$2 million range. This price segment was the only one to see an increase in sales below the \$5 million threshold,

up 8.5% to 635 sales from the same period last year. The number of sales by property type showed more weakness in apartments than brownstones. Condo sales declined 14.1% to 675; co-op sales fell 10.3% to 490, and 1-3 family houses slipped 0.8% to 1,291 respectively over the same period. The pronounced rise in listing inventory came after the market reached a record low point in supply last year. There were 2,993 listings, up 74.9% from the near-record low of 2,043 set in the same period last year. The Months to Sell, the number of months to sell all listing inventory

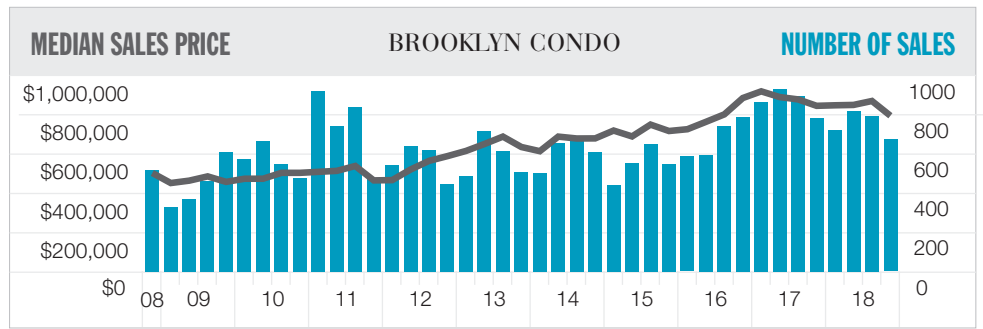
at the current rate of sales, was 3.6 months, slower than the near-record low of 2 months in the year-ago quarter. Despite the slower results, the borough's market pace remained unusually brisk in historical context and compared to nearby borough trends. The average days on market, the number of days from the last price change to the contract date, was 78 days, 15.2% faster than the same period last year. Listing discount, the percentage change from the last list price to the contract price, compressed to 3.4% from 4.1% in the prior-year quarter.

CONDOS

- Price trend indicators and average sales size slipped from year-ago levels
- Number of sales were down year over year for the fifth consecutive quarter
- Marketing time fell as negotiability expanded

Quintiles	Med. Sales Price	%Δ (yR)
5/5	\$1,712,000	-7.2%
4/5	\$1,088,000	-1.1%
3/5	\$805,000	-5.9%
2/5	\$640,299	-3.9%
1/5	\$427,531	1.4%

Condo Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (yR)	Q4-2017
Average Sales Price	\$996,475	-10.8%	\$1,116,516	-3.9%	\$1,037,209
Average Price Per Sq Ft	\$1,062	-7.2%	\$1,144	-0.9%	\$1,072
Median Sales Price	\$805,000	-8.5%	\$880,000	-5.9%	\$855,500
Number of Sales	675	-14.9%	793	-14.1%	786
Days on Market (From Last List Date)	73	-20.7%	92	-31.8%	107
Listing Discount (From Last List Price)	5.4%		6.2%		2.4%
Listing Inventory	717	-10.6%	802	19.7%	599
Absorption Rate (Mos)	3.2	6.7%	3.0	39.1%	2.3

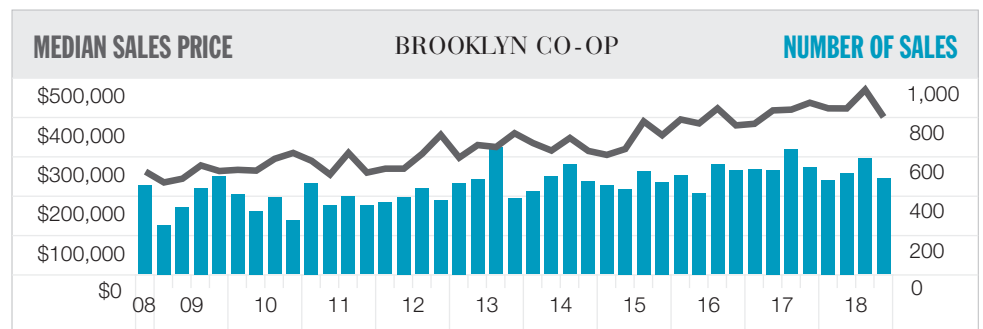


CO-OPS

- Average and median sales price decreased year over year, consistent with smaller sales size
- Listing inventory rose annually for the second consecutive quarter
- Expanded negotiability and marketing time

Quintiles	Med. Sales Price	%Δ (yR)
5/5	\$999,100	-0.3%
4/5	\$590,000	-8.9%
3/5	\$406,250	-8.2%
2/5	\$295,000	-1.7%
1/5	\$184,800	-2.7%

Co-op Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (yR)	Q4-2017
Average Sales Price	\$545,232	-12.3%	\$622,021	-3.2%	\$563,040
Median Sales Price	\$406,250	-14.6%	\$475,500	-8.2%	\$442,500
Number of Sales	490	-17.2%	592	-10.3%	546
Days on Market (From Last List Date)	85	44.1%	59	16.4%	73
Listing Discount (From Last List Price)	1.5%		2.2%		-2.0%
Listing Inventory	331	-22.8%	429	10.0%	301
Absorption Rate (Mos)	2.0	-9.1%	2.2	17.6%	1.7



1-3 FAMILY

- Median sales price set a record and rose annually for the fourth consecutive quarter
- Listing inventory continued to rise sharply from record lows
- Marketing time shortened with less negotiability

Quintiles	Med. Sales Price	%Δ (YR)
5/5	\$1,950,000	2.6%
4/5	\$1,250,000	7.4%
3/5	\$937,206	13.6%
2/5	\$675,000	10.7%
1/5	\$450,000	9.8%

Brooklyn Market by LOCATION

NORTH

- Price trend indicators were mixed as sales declined
- Marketing time and negotiability tightened

SOUTH

- Average sales price set a record for a fourth consecutive quarter
- Number of sales and marketing time expanded

EAST

- Average and median sales price moved above year-ago level
- Number of sales and marketing time continued to decline

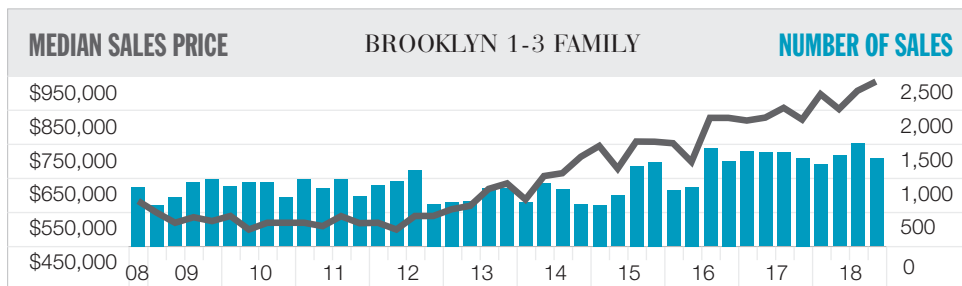
NORTHWEST

- All price trend indicators rose as average sales price set a record
- Number of sales and marketing time declined

BROWNSTONE

- Price trend indicators moved higher across all property types
- Number of sales and marketing time declined

1-3 Family Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$1,174,415	-1.0%	\$1,186,423	11.4%	\$1,053,850
Average Price Per Sq Ft	\$592	-6.2%	\$631	22.6%	\$483
Median Sales Price	\$937,206	3.0%	\$910,000	13.6%	\$825,000
Number of Sales	1,291	-14.7%	1,513	-0.8%	1,302
Days on Market (From Last List Date)	77	-7.2%	83	-17.2%	93
Listing Discount (From Last List Price)	2.7%		2.9%		8.4%
Listing Inventory	1,945	1.3%	1,920	139.8%	811
Absorption Rate (Mos)	4.5	18.4%	3.8	136.8%	1.9



North Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$1,247,985	-8.6%	\$1,365,524	-2.7%	\$1,282,340
Average Price Per Sq Ft	\$1,013	5.5%	\$960	1.2%	\$1,001
Condo	\$1,022	3.1%	\$991	-3.8%	\$1,062
Median Sales Price	\$1,034,125	-12.2%	\$1,177,500	-6.2%	\$1,102,401
Number of Sales	170	-10.5%	190	-24.8%	226

South Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$798,034	0.7%	\$792,745	8.2%	\$737,641
Median Sales Price	\$670,000	-1.5%	\$680,000	7.2%	\$625,000
Condo	\$618,021	-4.3%	\$645,749	-0.2%	\$619,000
Co-op	\$300,000	-6.0%	\$319,000	0.3%	\$299,000
1-3 Family	\$875,000	4.2%	\$840,000	9.4%	\$800,000
Number of Sales	1,371	-5.8%	1,456	1.9%	1,346

East Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$862,710	-10.5%	\$963,632	3.5%	\$833,531
Median Sales Price	\$779,500	-2.6%	\$800,000	1.0%	\$771,935
Condo	\$705,000	6.4%	\$662,500	-1.9%	\$719,000
1-3 Family	\$800,000	0.0%	\$800,000	1.9%	\$785,000
Number of Sales	466	-22.5%	601	-1.3%	472

Northwest Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$1,629,316	0.5%	\$1,621,910	16.4%	\$1,399,913
Median Sales Price	\$1,147,334	-8.2%	\$1,250,000	14.8%	\$999,000
Condo	\$1,282,500	-5.7%	\$1,360,000	19.3%	\$1,075,000
Co-op	\$735,000	-8.0%	\$799,000	-5.2%	\$775,000
1-3 Family	\$2,430,000	-11.6%	\$2,750,000	1.3%	\$2,400,000
Number of Sales	467	-28.3%	651	-19.9%	583

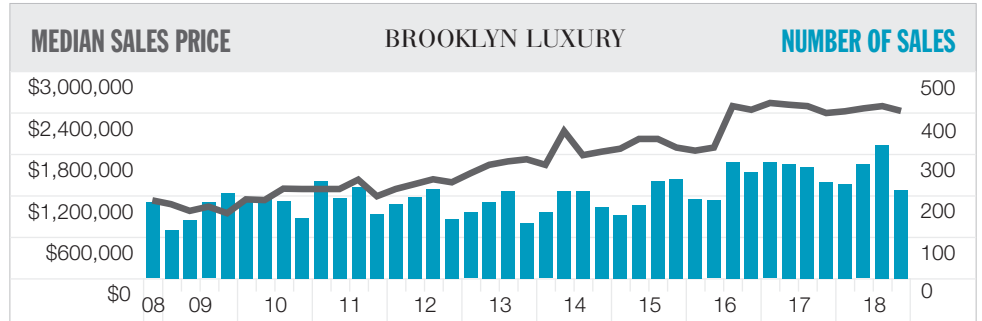
Brownstone Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$2,809,161	-6.3%	\$2,999,601	4.3%	\$2,692,287
Average Price Per Sq Ft	\$1,472	-13.8%	\$1,707	44.5%	\$1,019
Median Sales Price	\$2,430,000	-11.6%	\$2,750,000	1.3%	\$2,400,000
1-Family	\$3,050,000	-13.5%	\$3,525,000	21.3%	\$2,515,000
2-Family	\$2,400,000	2.1%	\$2,350,000	14.3%	\$2,100,000
3-Family	\$2,640,000	0.4%	\$2,628,750	20.3%	\$2,195,000
Number of Sales	81	-22.1%	104	-6.9%	87

LUXURY

- Median and average sales price moved higher
- Listing inventory rose year over year for the third consecutive quarter
- Marketing time and negotiability tightened

Luxury Mix	Luxury Sales Share	Median Sales Price
Condo	24.8%	\$2,450,000
Co-op	5.6%	\$2,130,000
1-3 Family	69.6%	\$2,445,000

Luxury Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$3,088,772	5.5%	\$2,928,380	10.8%	\$2,787,519
Median Sales Price	\$2,430,000	-2.8%	\$2,500,000	1.3%	\$2,400,000
Number of Sales	215	-33.4%	323	-7.7%	233
Days on Market (From Last List Date)	61	-44.0%	109	-43.5%	108
Listing Discount (From Last List Price)	2.6%		8.2%		6.0%
Listing Inventory	200	-16.0%	238	21.2%	165
Absorption Rate (Mos)	2.8	27.3%	2.2	33.3%	2.1
Entry-Price Threshold	\$1,840,000	-0.5%	\$1,850,000	-0.5%	\$1,849,735

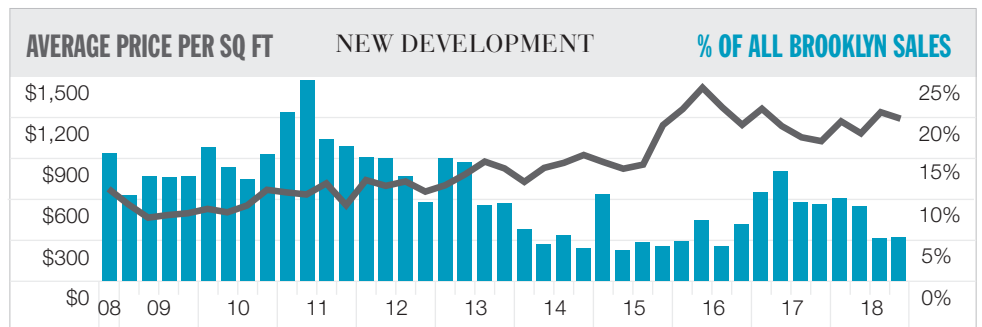


NEW DEVELOPMENT Condos

- Average sales size fell sharply, skewing price trends lower
- Borough-wide sales share fell by nearly half
- Sales declined as listing inventory expanded

New Development Mix	Condo Sales Share	Median Sales Price
< \$1M	59.0%	\$698,251
\$1M - \$3M	35.2%	\$1,347,079
> \$3M	5.7%	\$3,950,725

New Development Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$987,663	-18.4%	\$1,210,357	-15.7%	\$1,171,254
Average Price Per Sq Ft	\$1,193	-3.8%	\$1,240	15.9%	\$1,029
Median Sales Price	\$690,000	-23.8%	\$905,783	-28.2%	\$961,465
Number of Sales	132	-13.2%	152	-46.6%	247
Days on Market (From Last List Date)	71	-66.2%	210	-62.2%	188
Listing Discount (From Last List Price)	10.2%		17.8%		3.3%
Listing Inventory	150	31.6%	114	30.4%	115
Absorption Rate (Mos)	3.4	47.8%	2.3	142.9%	1.4
Sales Share of All Condos	19.6%		19.2%		31.4%



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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Email report author Jonathan J. Miller at jmiller@millersamuel.com
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Douglas Elliman Real Estate
575 Madison Avenue
New York, NY 10022
212.891.7000
elliman.com

Miller Samuel Real Estate Appraisers & Consultants
21 West 38th Street
New York, NY 10018
212.768.8100
millersamuel.com

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