

ELLI MAN

REPORT

4Q 2015
BROOKLYN SALES

Quarterly Survey of Residential Sales

CO-OPS, CONDOS & 1-3 FAMILY

DASHBOARD

year-over-year

PRICES

Median Sales Price

6.8%

PACE

Absorption Rate

1.5 mos.

SALES

Closed Sales

24.5%

INVENTORY

Total Inventory

6.5%

MARKETING TIME

Days on Market

14 days

NEGOTIABILITY

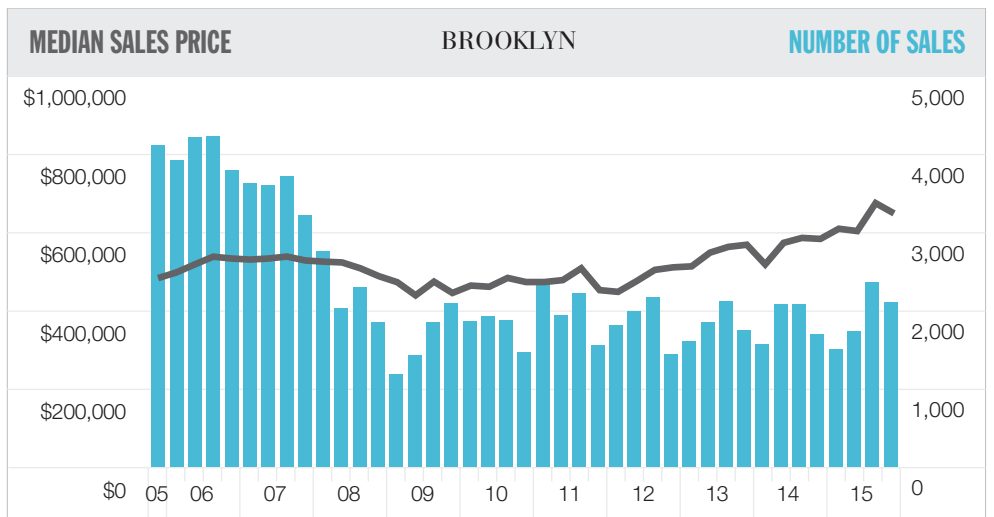
Listing Discount

2.3%

- Price indicators up from year ago to second highest mark
- Sales up sharply as inventory falls
- Faster marketing times without negotiability

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	4Q-2015	%Δ (QTR)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$808,121	-5.7%	\$856,839	6.8%	\$756,569
Median Sales Price	\$650,000	-3.9%	\$676,250	11.1%	\$585,000
Number of Sales	2,112	-10.8%	2,368	24.5%	1,697
Days on Market (From Last List Date)	64	16.4%	55	-17.9%	78
Listing Discount (From Last List Price)	0.0%		0.5%		2.3%
Listing Inventory	3,233	-21.8%	4,134	-6.5%	3,456
Absorption Rate (mos)	4.6	-11.5%	5.2	-24.6%	6.1
Year-to-Date	4Q-2015	%Δ (QTR)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price (YTD)	\$807,173	N/A	N/A	9.1%	\$739,610
Median Sales Price (YTD)	\$650,000	N/A	N/A	14.0%	\$570,220
Number of Sales (YTD)	7,722	N/A	N/A	3.9%	7,432



The Brooklyn housing market continued to move at a rapid pace. All Brooklyn price indicators rose above their year ago levels to the second highest in history, but falling short of the record set in the prior quarter. Median sales price increased 11.1% to \$650,000, the second highest level in history after the \$676,250 record set in the prior quarter. This was the thirteenth consecutive year-over-year quarterly increase. Median sales price for the year 2015 was also \$650,000, up 14% from the year 2014. Average sales price showed the same pattern. This price indicator increased 6.8% to \$808,121 over the same period, marking four complete years without a decline. While Manhattan just broke the pre-Lehman record,

Brooklyn remains the only borough to see a substantially higher median sales price than the pre-financial crisis, up 20.4% from the record set in the third quarter of 2007. The luxury market, representing the top 10% of sales, did not keep up with the overall market. Luxury median sales price slipped 1.2% to \$1,817,500 from the same period a year ago. Luxury average sales price edged up 2.6% to \$2,331,555 from the year ago quarter. The luxury market threshold moved 2.1% higher to \$1,429,519 over the same period. There were more sales and less supply this quarter as well. After four quarters of year-over-year declines, the number of sales increased for the second consecutive quarter. There were

2,112 sales, up 24.5% from the year ago quarter, led by the surge in 1-3 family sales. The market share of 1-3 family sales returned above the fifty percent threshold for the first time since the third quarter of 2007. The number of sales for the year 2015 reached 7,722, up 3.9% from the year 2014. Listing inventory moved in the opposite direction as sales, falling 6.5% to 3,233 over the same period. As a result of surging sales and sliding

supply, the pace of the market moved much more quickly than the same period last year. The absorption rate, the number of months to sell all listing inventory at the current rate of sales, fell to 4.6 months from 6.1 months. This was the third fastest moving quarter since we began tracking this metric in 2008. Days on market, the number of days between the last list price change to the contract date, was 64 days, 14 days faster than

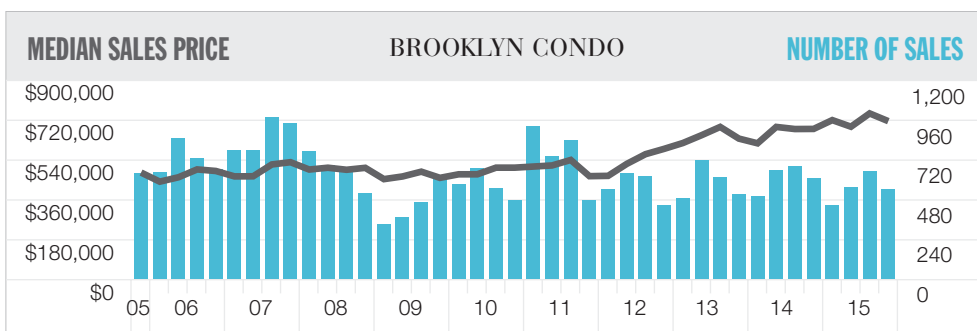
the same period last year. Listing discount, the percentage difference between the list price at time of sale and the sales price, was essentially non-existent. At 0%, the indicator reflected the lack of negotiability in the market for an average sale that closed during the quarter.

CONDOS

- Price per square foot breaks \$1 thousand threshold
- All price indicators move above year ago levels
- Listing discount fell to nominal level

Condo Market Matrix	4Q-2015	%Δ (QTR)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$884,984	-4.2%	\$923,821	7.1%	\$826,470
Average Price Per Sq Ft	\$1,059	22.1%	\$867	37.5%	\$770
Median Sales Price	\$725,000	-4.6%	\$760,000	5.1%	\$690,000
Number of Sales	544	-16.3%	650	-11.0%	611
Days on Market (From Last List Date)	57	3.6%	55	147.8%	23
Listing Discount (From Last List Price)	0.3%		1.1%		5.2%

Quintiles	Med. Sales Price	%Δ (YR)
5/5	\$1,578,500	5.2%
4/5	\$980,500	4.7%
3/5	\$725,000	5.1%
2/5	\$539,605	8.0%
1/5	\$342,300	13.3%

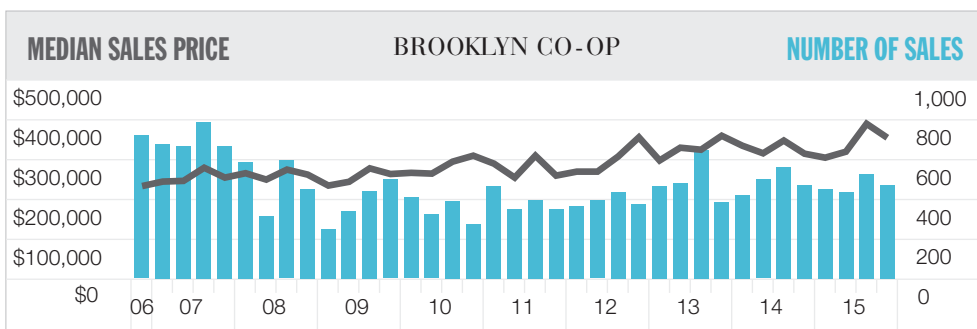


CO-OPS

- Number of sales remained flat
- Price indicators posted large gains
- Days on market edged higher

Co-op Market Matrix	4Q-2015	%Δ (QTR)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$489,056	-10.0%	\$543,630	17.3%	\$417,006
Median Sales Price	\$360,000	-8.9%	\$395,000	12.5%	\$320,000
Number of Sales	472	-10.4%	527	-0.2%	473
Days on Market (From Last List Date)	74	37.0%	54	7.2%	69
Listing Discount (From Last List Price)	-1.4%		-1.4%		-1.9%

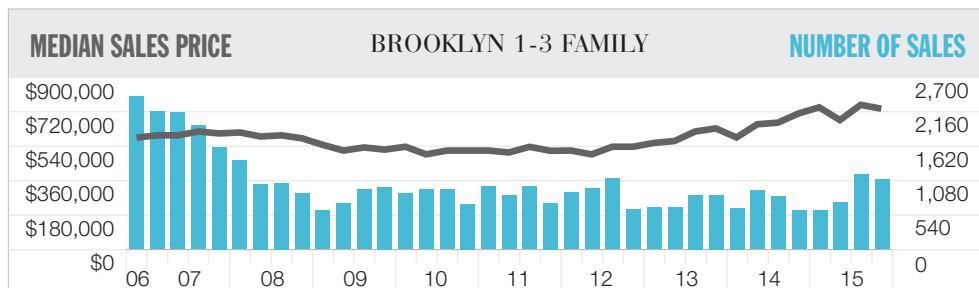
Quintiles	Med. Sales Price	%Δ (YR)
5/5	\$944,400	11.1%
4/5	\$549,700	20.8%
3/5	\$360,000	12.5%
2/5	\$240,000	10.1%
1/5	\$150,000	15.4%



1-3 FAMILY

- Price per square foot rose to new record
- Number of sales surged
- Median sales price increased as average sales price slipped

1-3 Family Market Matrix	4Q-2015	%Δ (QTR)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$907,378	-4.8%	\$953,573	-4.4%	\$948,907
Average Price Per Sq Ft	\$416	4.5%	\$398	5.1%	\$396
Median Sales Price	\$740,000	-2.6%	\$760,000	3.5%	\$715,000
Number of Sales	1,096	-7.4%	1,183	78.8%	613
Days on Market (From Last List Date)	65	8.3%	60	-26.1%	88
Listing Discount (From Last List Price)	4.0%		13.3%		2.6%



Quintiles	Med. Sales Price	%Δ (YR)
5/5	\$1,500,000	-11.0%
4/5	\$965,000	-0.8%
3/5	\$740,000	3.5%
2/5	\$550,000	8.9%
1/5	\$345,000	25.5%

Brooklyn Market by LOCATION

NORTH

- Price indicators were mixed
- The number of sales rose sharply

North Market Matrix	4Q-2015	%Δ (QTR)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$1,068,431	-5.7%	\$1,133,071	-4.8%	\$1,122,648
Average Price Per Sq Ft	\$960	26.3%	\$760	10.3%	\$870
Condo	\$1,236	22.7%	\$1,007	23.2%	\$1,003
Median Sales Price	\$909,000	3.9%	\$875,000	-1.7%	\$925,000
Number of Sales	160	-33.1%	239	15.1%	139

SOUTH

- Surge in number of sales continued
- Median sales price set new record

South Market Matrix	4Q-2015	%Δ (QTR)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$662,648	-1.0%	\$669,233	26.3%	\$524,774
Median Sales Price	\$570,000	1.8%	\$560,000	29.5%	\$440,000
Condo	\$525,000	0.8%	\$521,000	9.4%	\$480,000
Co-op	\$243,000	-4.9%	\$255,500	10.5%	\$220,000
1-3 Family	\$729,500	-2.7%	\$750,000	8.9%	\$670,000
Number of Sales	1,108	-1.2%	1,122	42.4%	778

EAST

- Continued rise in all price indicators
- Number of sales surged

East Market Matrix	4Q-2015	%Δ (QTR)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$682,992	-3.4%	\$706,975	12.7%	\$605,961
Median Sales Price	\$590,000	-7.1%	\$635,000	18.0%	\$500,000
Condo	\$493,465	-11.9%	\$560,000	9.7%	\$450,000
1-3 Family	\$630,000	-5.9%	\$669,500	2.4%	\$615,000
Number of Sales	421	-12.7%	482	41.8%	297

NORTHWEST

- Number of sales fell
- Price indicators continued to rise

Northwest Market Matrix	4Q-2015	%Δ (QTR)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$1,215,246	-4.3%	\$1,269,621	8.8%	\$1,117,192
Median Sales Price	\$915,000	-5.7%	\$970,000	6.4%	\$860,000
Condo	\$1,025,000	-10.9%	\$1,150,000	9.5%	\$936,500
Co-op	\$665,000	-2.2%	\$680,000	26.4%	\$526,000
1-3 Family	\$2,025,000	-14.0%	\$2,355,000	-13.8%	\$2,350,000
Number of Sales	423	-19.4%	525	-12.4%	483

BROWNSTONE

- All price indicators declined
- Number of sales slipped

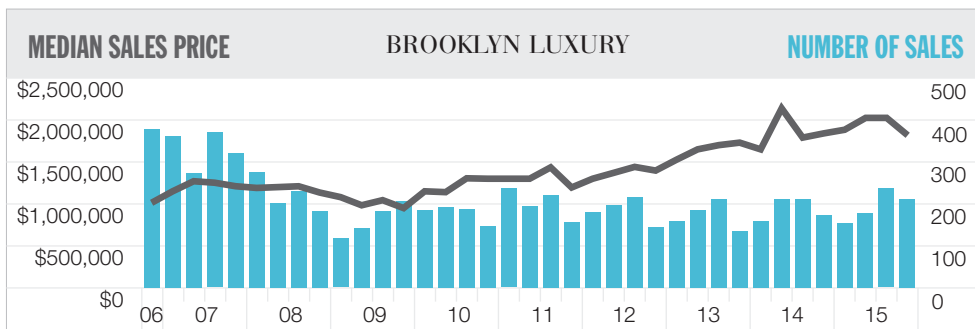
Brownstone Market Matrix	4Q-2015	%Δ (QTR)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$2,574,648	-4.8%	\$2,704,844	-8.0%	\$2,798,660
Average Price Per Sq Ft	\$925	-5.4%	\$978	-2.3%	\$947
Median Sales Price	\$2,025,000	-14.0%	\$2,355,000	-13.8%	\$2,350,000
1-Family	\$2,300,000	-10.3%	\$2,563,000	-8.8%	\$2,521,000
2-Family	\$2,025,000	-13.8%	\$2,350,000	-2.9%	\$2,085,000
3-Family	\$1,750,000	-29.1%	\$2,470,000	-25.5%	\$2,350,000
Number of Sales	57	-18.6%	70	-3.4%	59

LUXURY

- Price trend indicators were mixed
- Faster marketing time and less negotiability
- Luxury market threshold edged higher

Luxury Market Matrix	4Q-2015	%Δ (QTR)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$2,331,555	-6.1%	\$2,481,918	2.6%	\$2,271,915
Median Sales Price	\$1,817,500	-10.2%	\$2,025,000	-1.2%	\$1,840,000
Number of Sales	212	-10.5%	237	22.5%	173
Days on Market (From Last List Date)	48	-27.3%	66	-56.8%	111
Listing Discount (From Last List Price)	0.6%		3.7%		1.1%
Entry-Price Threshold	\$1,429,519	-8.1%	\$1,555,000	2.1%	\$1,400,000

Luxury Mix	Luxury Sales Share	Median Sales Price
Condo	34.4%	\$1,790,000
Co-op	6.1%	\$1,647,500
1-3 Family	59.4%	\$1,850,000



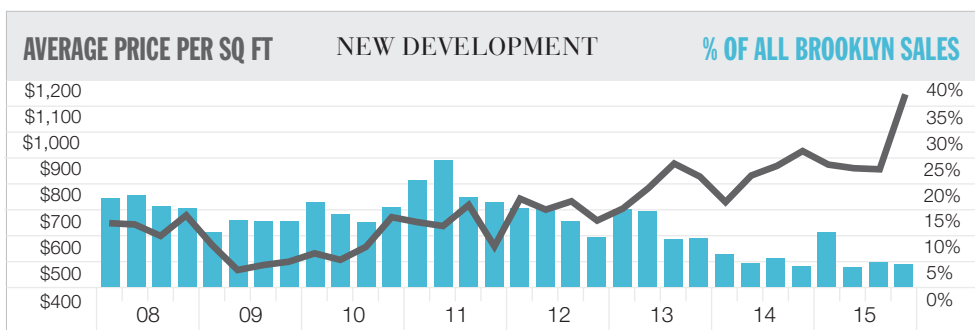
NEW DEVELOPMENT

Condos

- Average sales price and price per square foot set new records
- Number of sales jumped
- Sales share edged nominally higher

New Development Market Matrix	4Q-2015	%Δ (QTR)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$1,119,703	25.1%	\$895,178	20.8%	\$927,209
Average Price Per Sq Ft	\$1,146	33.6%	\$858	23.5%	\$928
Median Sales Price	\$791,689	29.2%	\$612,975	-9.2%	\$871,500
Number of Sales	90	-19.6%	112	32.4%	68
Days on Market (From Last List Date)	60	-6.3%	64	100.0%	30
Listing Discount (From Last List Price)	-1.0%		0.6%		0.0%
Sales Share of Overall Market	4.3%		4.7%		4.0%

New Development Mix	Condo Sales Share	Median Sales Price
< \$1M	67.8%	\$600,000
\$1M - \$3M	25.6%	\$1,580,000
> \$3M	6.7%	\$3,604,605



NEIGHBORHOODS OF BROOKLYN

NORTH BROOKLYN

Greenpoint
Williamsburg

NORTHWEST BROOKLYN

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

SOUTH BROOKLYN

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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