

ELLIMAN SUMMER 2017 *insights*

A RUNDOWN OF THIS SEASON'S DATA, ANALYSIS, AND EVENTS FROM DOUGLAS ELLIMAN.

Although consumers have access to more housing information than ever before, they are demanding additional insights about the markets they select. These charts represent a sampling of the ways we analyze the regional markets served by Douglas Elliman.

1 MANHATTAN

Just under 50% of Manhattan apartment buyers pay cash, but for sales over \$5,000,000 it jumps to nearly 80%.

2 WEST COAST

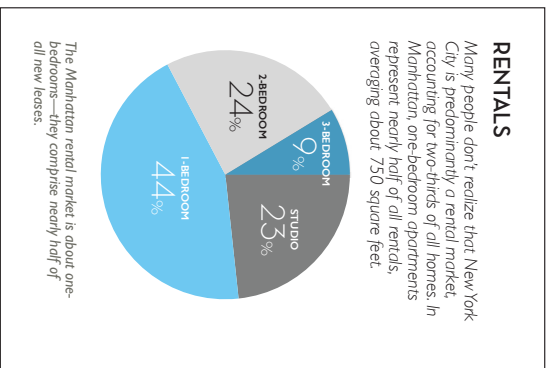
Over the past five years, buyers of Los Angeles condos and single-family homes were willing to pay an average of 2.5% above list price to close within 30 days.

3 SOUTH FLORIDA

New Yorkers have flocked to Florida's luxury market in recent years. The average price per square foot of the top 10% of Miami's condo market is approximately \$1,500, about half the price per square foot of Manhattan's luxury condo market.

4 BROOKLYN AND QUEENS

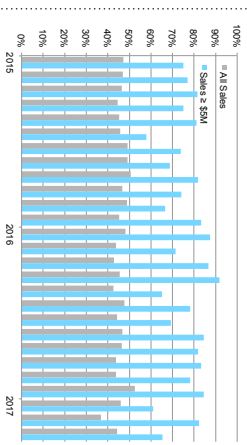
These boroughs have been setting new housing price records (or coming close) for the past several years, flitting with average sales prices of \$1,000,000 and \$600,000 respectively.



New Yorkers have flocked to Florida's luxury market, while the Los Angeles buyers paid a premium for faster sales.

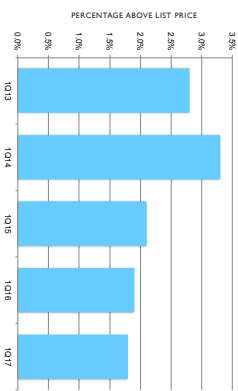
1

MANHATTAN BUYERS PAY WITH CASH



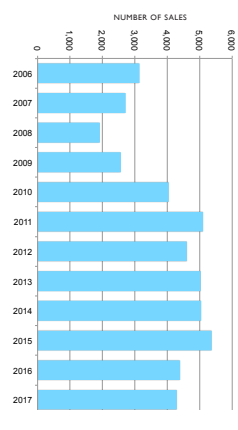
2

LOS ANGELES BUYERS PAY ABOVE LIST FOR FASTER CLOSINGS



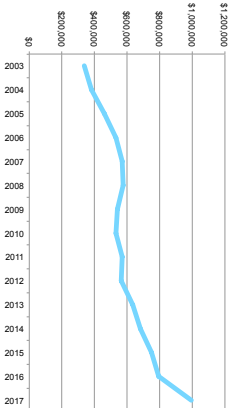
3

THE MIAMI SALES BOOM



4

BROOKLYN FLURTS WITH A \$1 MILLION AVERAGE SALES PRICE



QUEENS AVERAGE SALES PRICE NEARLY DOUBLES SINCE '03

