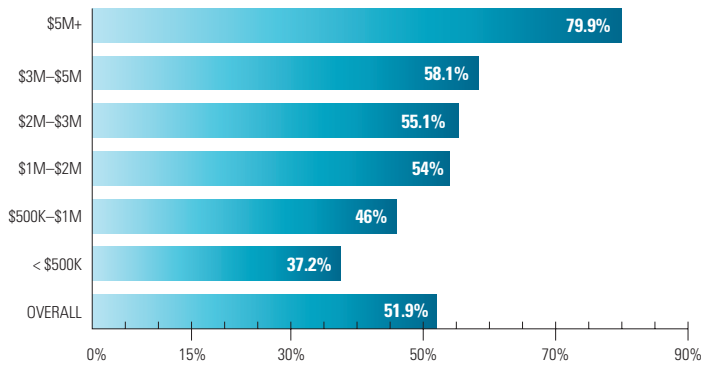


From right:
Aspen,
Boca Raton

Market Update

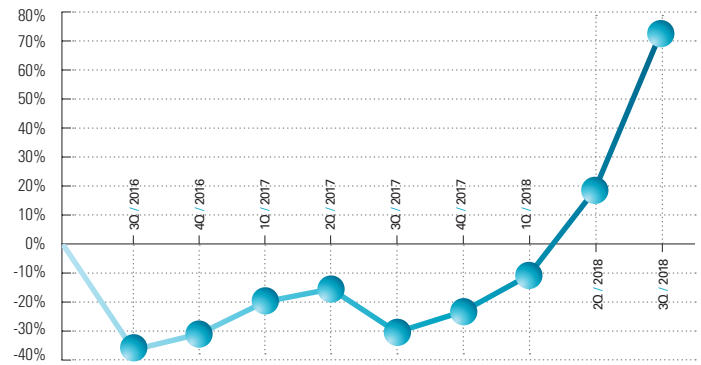


Although consumers have access to more housing information than ever before, they are demanding additional insights about the markets they select. These charts represent just a sampling of the ways we analyze the regional markets served by Douglas Elliman.



1. Manhattan Cash-Buyer Market Share by Price Q3-2018

Although just over half of all Manhattan purchases are made with cash, the price range matters. Smaller sales are more mortgage reliant, and high-end sales tend to favor cash.

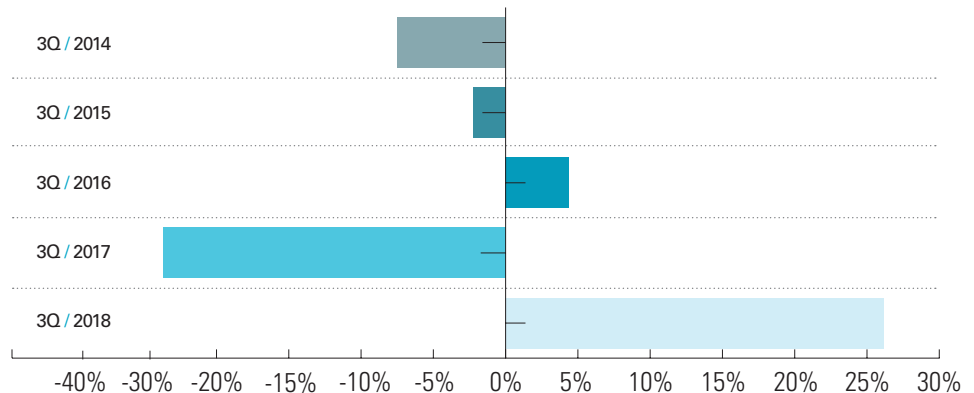


2. Brooklyn Climbing Out of Record Low-Inventory Era

If you're on the hunt for a listing in Brooklyn, you may have experienced years of frustration with the chronically short supply. Only recently are buyers being given more choices.

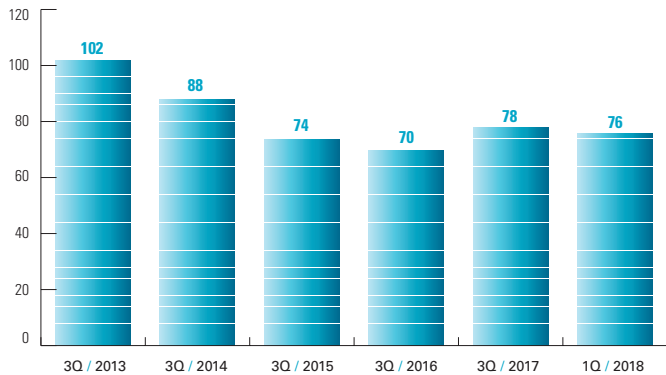
3. Greenwich Single-Family Sales Surge in 2018

The single-family market in Greenwich, Connecticut, has not seen significant sales growth at this time of year in a while. This quarter's surge in sales was believed to be influenced by Connecticut's having more favorable taxes than nearby states after the introduction of the new federal tax law.



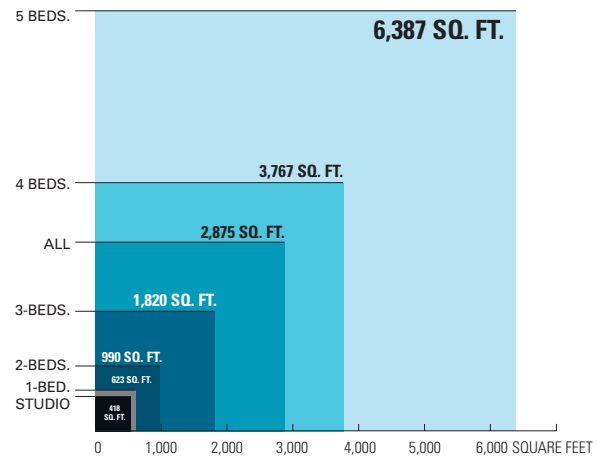
Data and analysis provided by Miller Samuel Appraisal and Consulting Services

FROM LEFT: DAN LEETH / ALAMY; IVAN CHOLAKOV / ALAMY



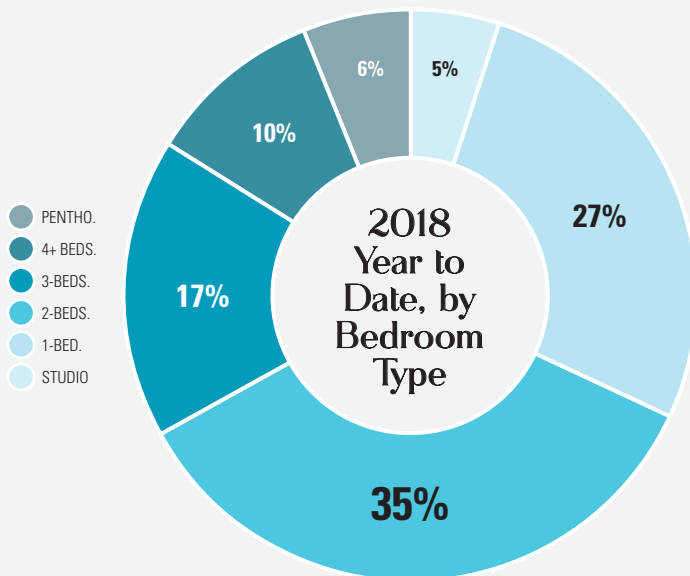
4. Boca Raton Marketing Time Shows Its Stable Face

Days on market in Boca Raton, Florida—defined as the average number of days from the last listing date to the contract date—has shown remarkable stability over the past four years.



5. Aspen Average Square Footage by Home Size

Aspen, Colorado, has some of the largest residences in the U.S. for a vacation destination. The typical five-bedroom home is more than 15 times larger than the smallest condo.



Share of Manhattan New Development Sales by Number of Bedrooms and Price

Through the first three quarters of 2018, signed contracts in Manhattan new developments were skewed toward smaller, lower-priced apartments. However, larger, more expensive apartments still drove demand.

More than two-thirds of sales were for two-bedroom residences or smaller, and 35% of all sales were for two-bedrooms alone. One-bedrooms were close behind, with 27% of sales. Three-bedroom apartments claimed 17% of sales, while penthouses attracted 6% of buyers.

When split by price range, a notable 46% of all sales were between \$1M and \$3M. The second largest share was for apartment sales between \$3M and \$5M, with 21%. Apartments under \$1M had the lowest share, at 5%, which speaks more to lack of availability at that price point in the new development market than lack of demand. —*Andrew Wachtfogel, Senior Vice President of Research & Analytics, Douglas Elliman Development Marketing*

