

Brooklyn Monthly Market Snapshot



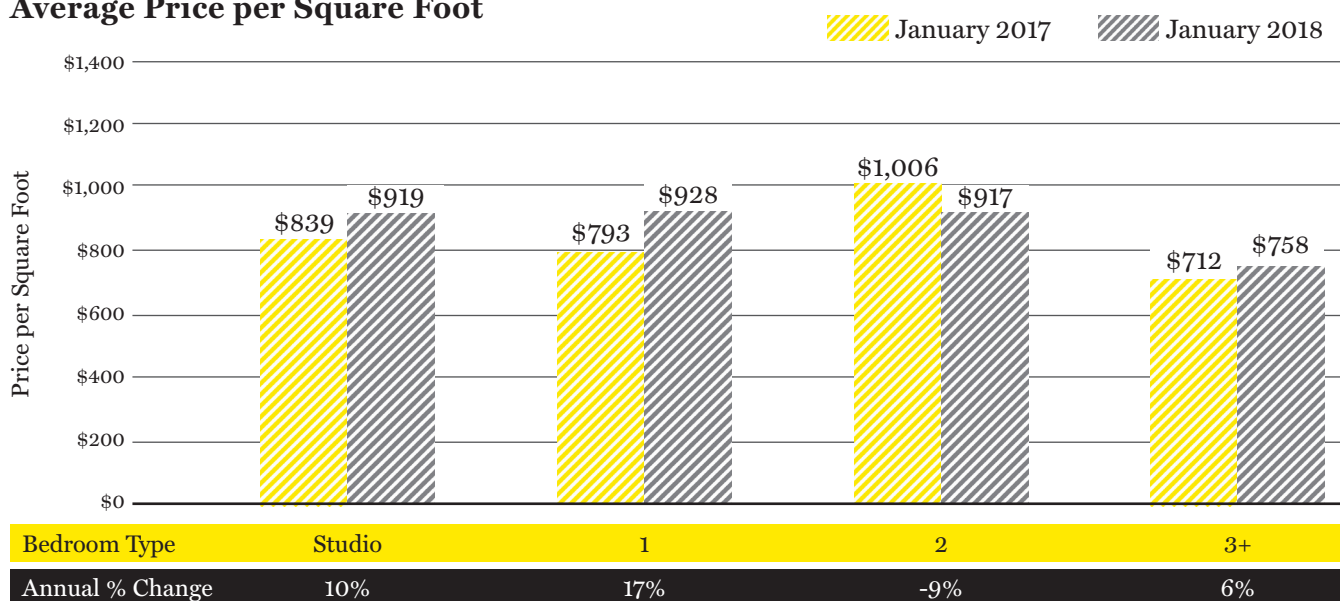
January 2018

MARKETWIDE SUMMARY

During January, the Brooklyn market experienced an increase in contracts signed, up 10% versus last year driven by strong sales at recently launched new developments. While the median sale price figure increased 5%, the average sale price decreased 8% versus January 2017 which was mostly skewed by a \$12.9MM townhouse sale in Brooklyn Heights last year. Average price per square foot was \$807, up 3% year-over-year as all but two bedrooms had price per square foot increases. The difference from last ask price to sale price was 1.5% below the average asking price, an improvement from a year ago which was skewed downward by townhouse negotiations. The average days on market figure of 88, while lower than the previous month, was skewed by a few homes selling after sitting on the market for almost a year.

Marketwide ¹	Current Month January 2018	Prior Month December 2017	% Change	Prior Year January 2017	% Change
Average Sale Price	\$1,164,976	\$1,213,263	-4%	\$1,261,778	-8%
Median Sale Price	\$955,000	\$967,500	-1%	\$910,030	5%
Average Price per Square Foot	\$807	\$908	-11%	\$784	3%
Average Days on Market	88	91	-4%	60	45%
Difference from Last Ask to Sale	-1.5%	-1.2%	N/A	-2.4%	N/A
Percent of Sales Sold Below Ask	44%	43%	N/A	53%	N/A
Newly Listed Apartment Inventory ²	409	273	50%	468	-13%
Number of Contracts Signed ³	254	246	3%	230	10%

Average Price per Square Foot



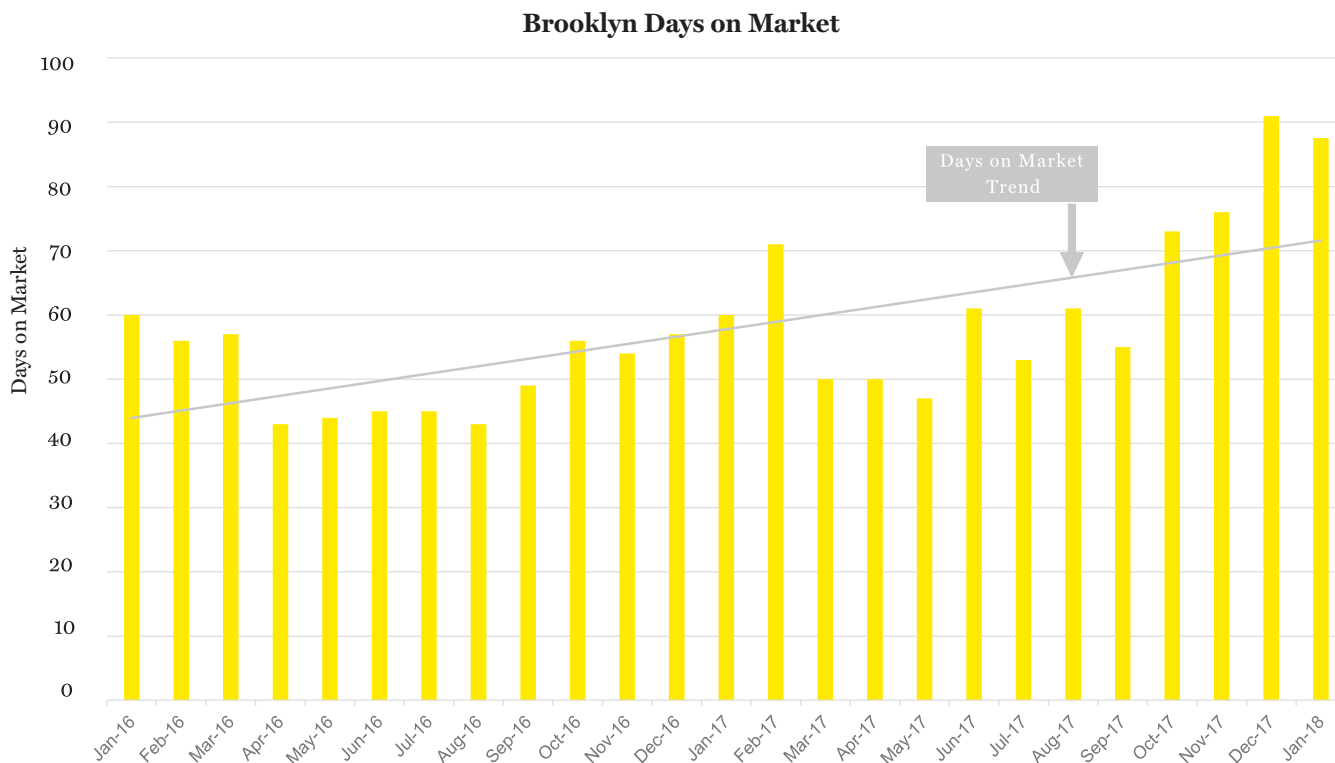
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Brooklyn Days on Market Summary

Days on market has trended upward over the past several years as prices have risen.



NOTES:

1. Statistics are based on Corcoran Group's monthly signed contract data, with the exception of "New Listed Apartment Inventory" and "Number of Contracts Signed". Statistics include condominium, co-operative and townhouse sales unless otherwise noted.
2. Figure includes newly listed resale and new development listings in January 2018. Statistics include condominiums and co-operatives only and excludes townhouses.
3. Figure includes condominiums and co-operatives only and excludes townhouses.