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Q3
2018

Brooklyn Quarterly Market Insights Report

Introducing the Compass

Q3 2018 Brooklyn Market Insights Report

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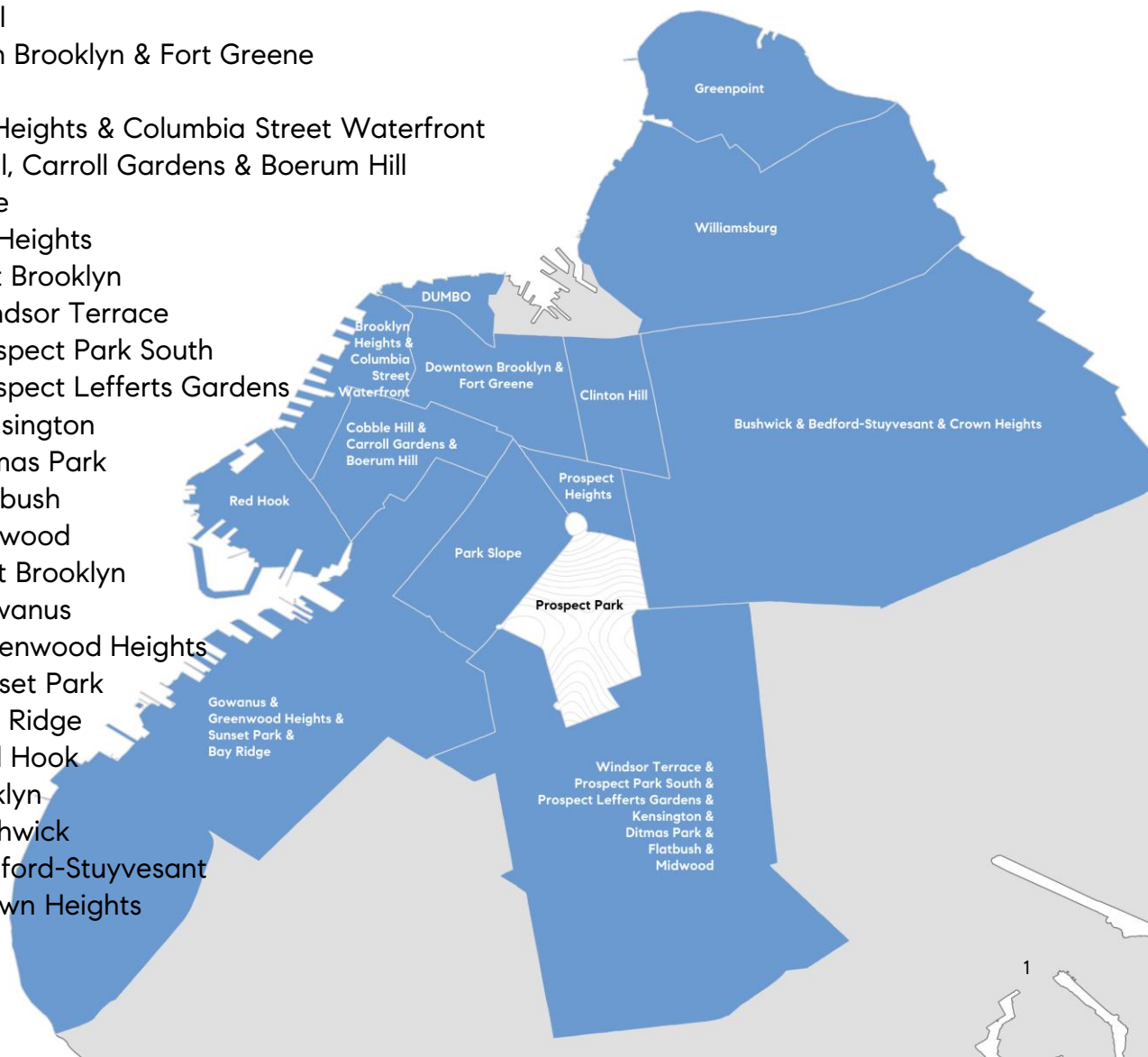
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Executive Summary

Brooklyn Market

Highlighted below are several key trends observed during the third quarter.

Inventory

The overall Brooklyn¹ market experienced a year-over-year (Y-o-Y) decline in inventory levels at the end of Q3 2018² as the 1,563 active listings represented a 7% Y-o-Y decrease from 1,681 units in Q3 2017³. Notably, inventory priced below \$500K declined by 25% Y-o-Y to 238 units, which combined with a significant decline in median days on market (61 days in Q3 2018 from 106 days in Q3 2017) was indicative of healthy absorption. Furthermore, units below \$500K posted 4.3 months of supply⁴ this quarter compared to 6.2 months last year, which implies an under-supplied market.

Median asking price increased by 5% Y-o-Y to \$995K this quarter. Furthermore, median asking price in all three property types saw double-digit Y-o-Y increases reaching 10-year highs after dips in Q1 2018; condo median asking prices increased 11% Y-o-Y to \$1.2M, co-op median asking prices increased 13% Y-o-Y to \$565K, and single family median asking prices increased 10% Y-o-Y to \$2.1M.

Among all 12 submarkets analyzed, Downtown Brooklyn/Fort Greene exhibited the largest Y-o-Y increase (+28%) in the number of active units, primarily attributable to new developments such as Brooklyn Grove at 10 Nevins and Brooklyn Point at 138 Willoughby. Additionally, these new projects pushed median asking prices up by 31% Y-o-Y to \$1.2M from \$899K in Q3 2017. Brooklyn Heights/Columbia Street Waterfront experienced the largest Y-o-Y increase in median asking price of 51% to \$1.98M, mainly led by numerous high-priced co-ops. Despite the slight Y-o-Y decline in median asking price, DUMBO remained the most expensive neighborhood in Brooklyn, with a median asking price of \$2.4M in Q3 2018.

¹ Brooklyn represents the boundary as defined on page 1 (map)

² Q3 2018 inventory as of September 15, 2018

³ Q3 2017 inventory as of September 15, 2017 to be comparable with Q3 2018

⁴ Months of Supply represents the number of active units divided by the number of contracts signed during the trailing 12 months, excluding shadow inventory. 6-9 months of supply indicates equilibrium, under 6 months indicates an under-supplied market, and over 9 months indicates an over-supplied market

Executive Summary

Brooklyn Market

Highlighted below are several key trends observed during the third quarter.

Contracts Signed

The overall number of contracts signed decreased 17% Y-o-Y to 676 units in Q3 2018¹ from 814 units in Q3 2017². Condo contracts decreased 18% Y-o-Y to 385, co-op contracts decreased 13% Y-o-Y to 227, and single family contracts decreased by 24% Y-o-Y to 64. On a positive note, the \$2M - \$3M price segment exhibited a 14% Y-o-Y increase in velocity registering 56 contracts signed this quarter, mainly driven by the following factors: 1) rising interest rates, which pushed leveraged buyers to pull the trigger locking current financing terms before rates rise again; and 2) sellers having more reasonable price expectations and accepting discounts to get deals done. Furthermore, days on market for contracts signed between \$2M - \$3M and above \$3M shortened noticeably from 140 to 78 and from 218 to 134, respectively. Although contract velocity decreased Y-o-Y, months of supply³ remained favorable in Brooklyn at 4.8 months in Q3 2018, compared to 4.9 months last year.

Brooklyn's median contract price⁴ remained virtually unchanged at \$891K -- a 0.1% Y-o-Y decline from \$893K in Q3 2017. However, median \$PSF increased slightly by 3% Y-o-Y to \$1,031 PSF this quarter. Co-op median contract price and \$PSF stood out among the three property types this quarter increasing 9% Y-o-Y to \$599K and 17% Y-o-Y to \$711 PSF, respectively.

Among all 12 submarkets analyzed, a few neighborhoods experienced steep declines in contract velocity. Greenpoint notched 16 contracts during Q3 2018 compared to 42 contracts during the same period last year, representing a 62% Y-o-Y decline. However, a large part of this decline is attributable to new development projects that came online in 2015 - 2017, which boosted contract velocity to record high numbers in preceding quarters. As these projects have mostly sold out, this quarter's contract velocity is mainly being driven by resales. There were only 3 submarkets that exhibited increases in contract velocity, including Bushwick/Bedford-Stuyvesant/Crown Heights (+13% Y-o-Y), Downtown Brooklyn/Fort Greene (+13% Y-o-Y), and Brooklyn Heights/Columbia Street Waterfront (+10% Y-o-Y).

¹ Q3 2018 contracts signed as of September 15, 2018

² Q3 2017 contracts signed as of September 15, 2017 to be comparable with Q3 2018

³ Months of Supply represents the number of active units divided by the number of contracts signed during the trailing 12 months, excluding shadow inventory. 6-9 months of supply indicates equilibrium, under 6 months indicates an under-supplied market, and over 9 months indicates an over-supplied market

⁴ Median contract price represents the last asking price of contracts signed and doesn't reflect taking price

Executive Summary

Brooklyn Market

Highlighted below are several key trends observed during the third quarter.

Closings

In Q3 2018¹, the total number of closings decreased 20% Y-o-Y to 1,099 transactions, consisting of 574 condos (52%), 373 co-ops (34%), and 152 single family homes (14%). The decline was primarily attributable to a large amount of clustered new development closings during Q3 2017², including 46 closings at 550 Vanderbilt, 42 closings at 184 Kent and 27 closings at 50 Greenpoint. Similar to median contract price this quarter, median sales price was also flat Y-o-Y, representing a 0.4% increase to \$898K. However, it is notable that both co-op and single family homes recorded 10-year highs, surpassing \$600K and \$1.5M for the first time, respectively. Condo median days on market decreased to 43 days from 59 days, and single family median days on market decreased to 51 days from 63 days. On the other hand, co-op median days on market increased to 40 days from 36 days, but still remains the fastest selling property type in comparison.

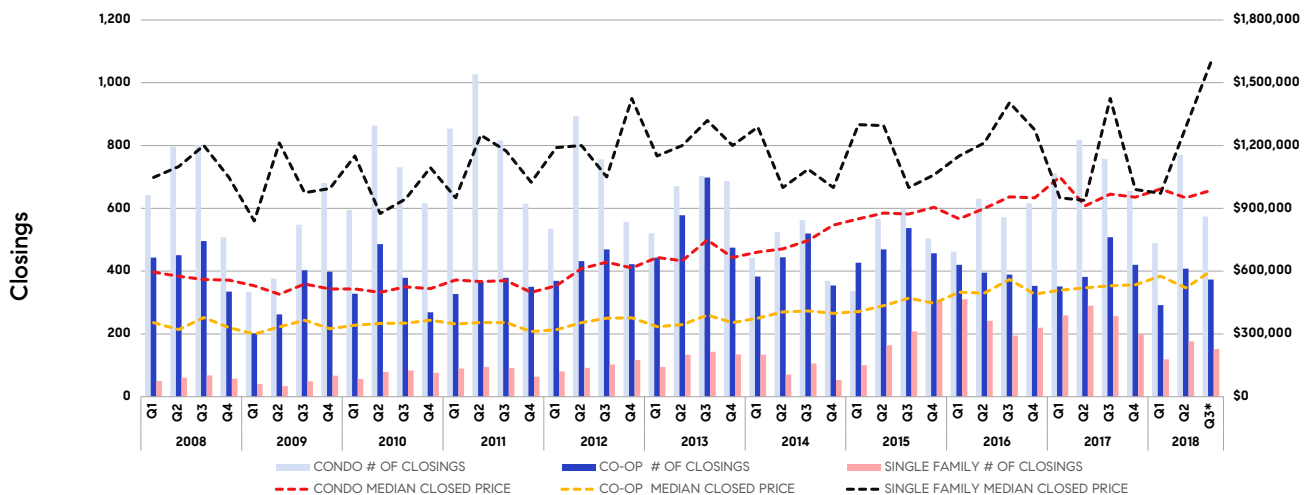
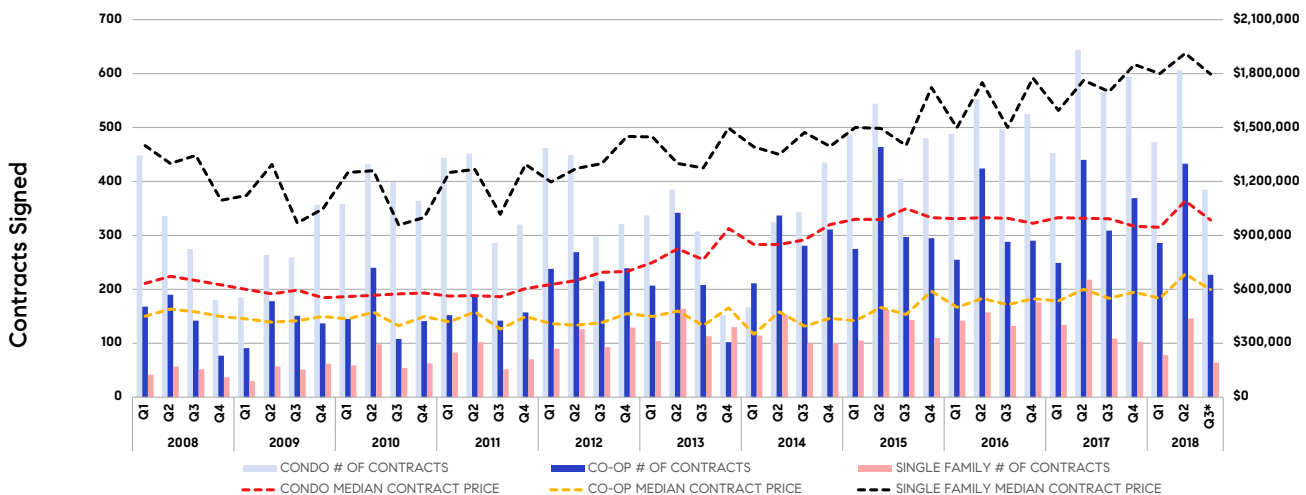
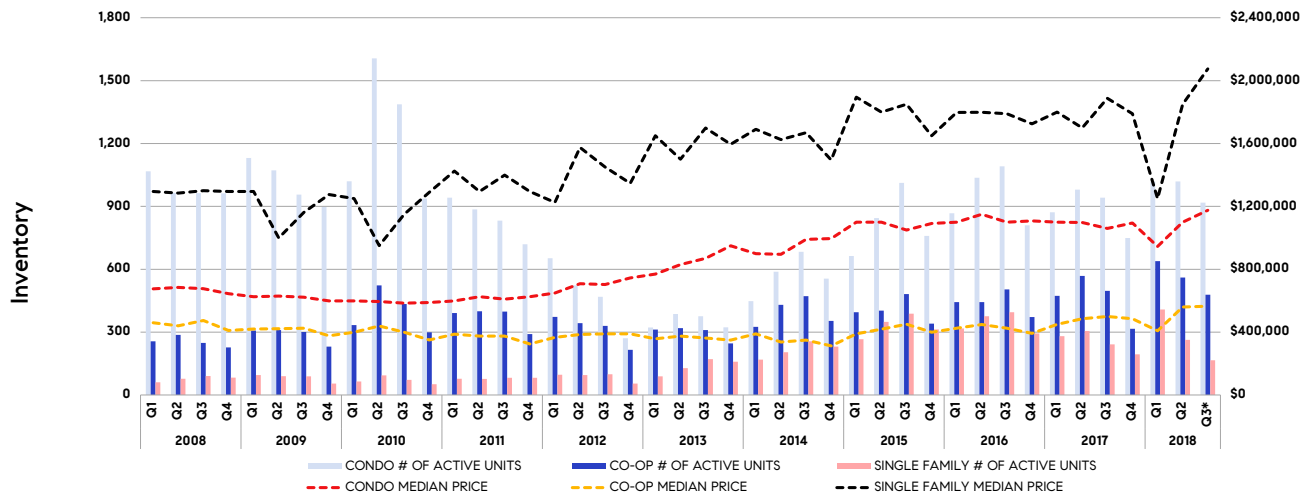
Among all 12 submarkets analyzed, Cobble Hill/Carroll Gardens/Boerum Hill exhibited the largest Y-o-Y increase in closings (+13%) as other neighborhoods posted declines or remained unchanged. This upswing was mainly attributable to clustered closings at The Hendrik. Although Prospect Heights saw a 25% Y-o-Y decline in the number of closings, its median sales price increased 31% Y-o-Y to \$1.2M from \$945K, partially attributable to an increased number of \$1M+ transactions this quarter, especially at 550 Vanderbilt, where this quarter's closings were primarily larger units on higher floors.

¹ Q3 2018 closings as of September 15, 2018

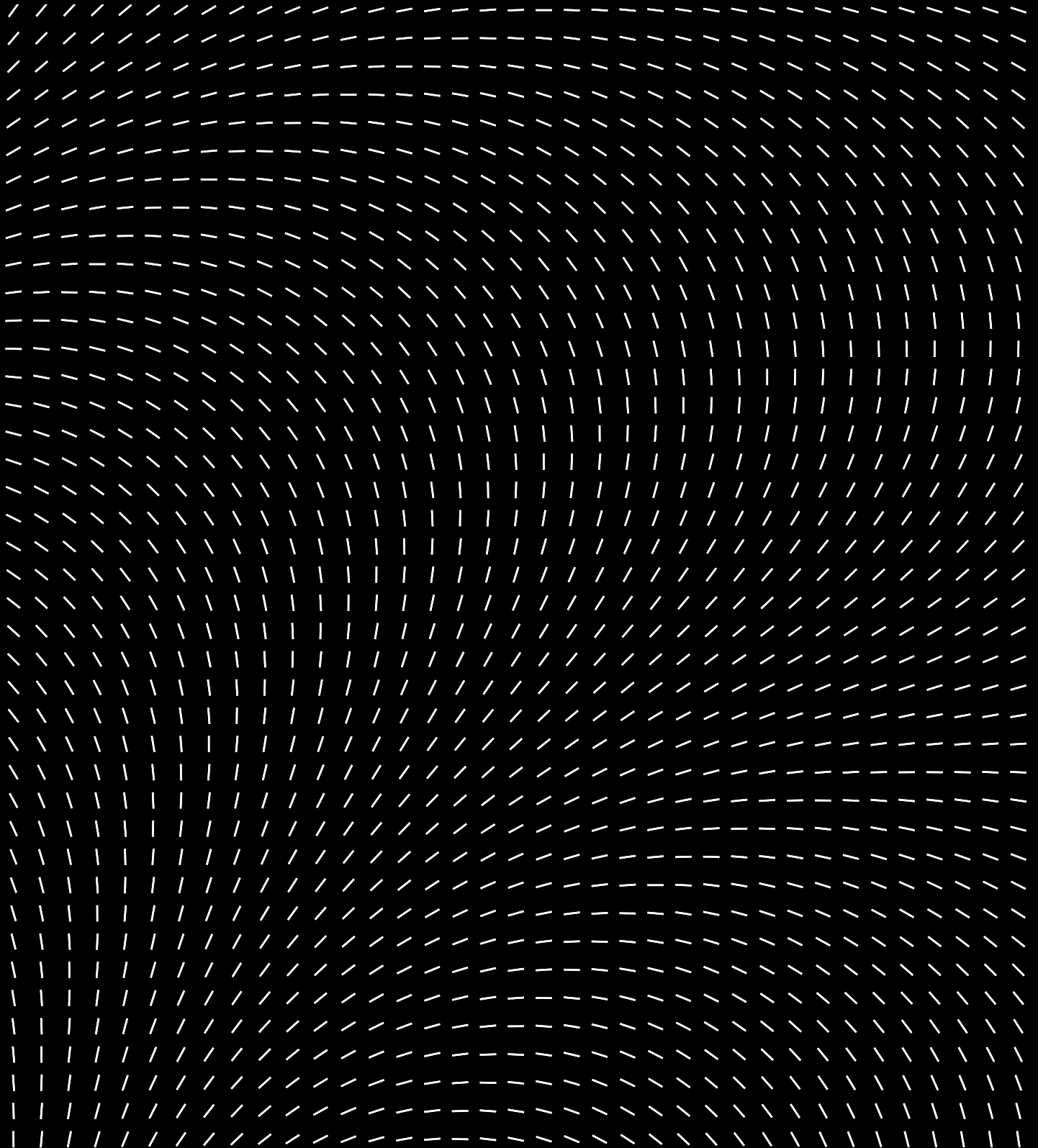
² Q3 2017 closings as of September 15, 2017 to be comparable with Q3 2018

Brooklyn Condominium, Co-Op & Single Family Overview

The charts below highlight 10 years of historical performance of inventory, contracts signed, and closings by quarter. *Please note all data below is as of 9/15/2018.*



Neighborhood Snapshots

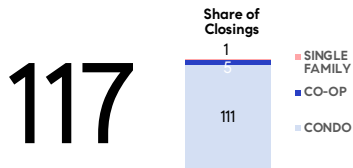


Williamsburg

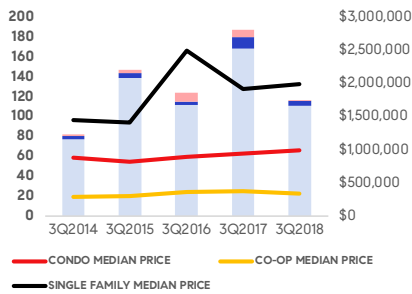
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$999,000

Median Condo Sales Price

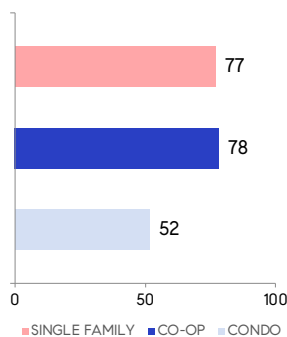
\$335,000

Median Co-Op Sales Price

\$1,990,000

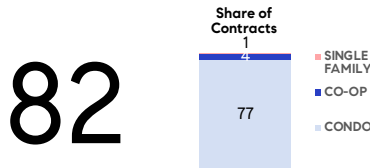
Median Single Family Sales Price

Median Days on Market

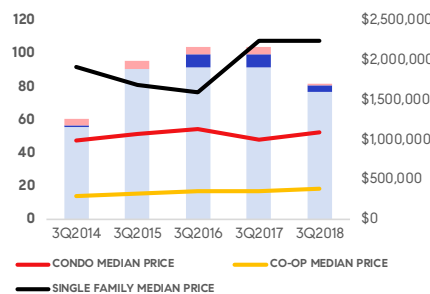


Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years*



*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

3Q2018 Price Metrics*

\$1,095,000

Median Condo Contract Price

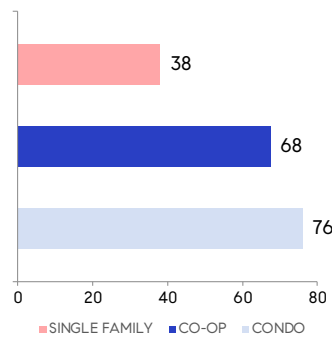
\$387,000

Median Co-Op Contract Price

\$2,250,000

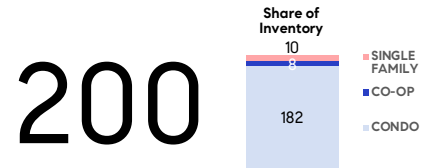
Median Single Family Contract Price

Median Days on Market

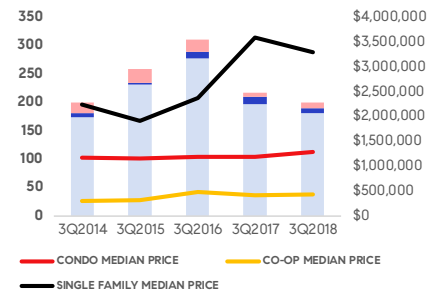


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$1,300,000

Median Condo Asking Price

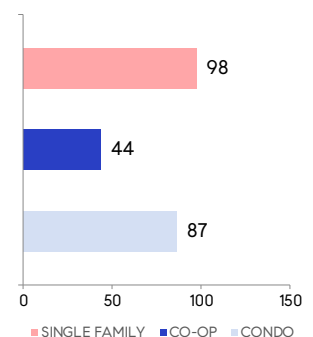
\$439,000

Median Co-Op Asking Price

\$3,300,000

Median Single Family Asking Price

Median Days on Market



Williamsburg Condominium, Co-Op & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	111	169	-34.3%	113	-1.8%
Median Price	\$999,000	\$943,355	5.9%	\$997,000	0.2%
Median PPSF	\$1,239	\$1,238	0.0%	\$1,279	-3.2%
Median Days on Market	52	92	-43.7%	44	18.4%
Median Pricing Analysis by Bedroom Type:					
Studio	\$540,000	\$682,500	-20.9%	\$717,500	-24.7%
1 BR	\$895,550	\$870,000	2.9%	\$867,500	3.2%
2 BR	\$1,355,000	\$1,270,000	6.7%	\$1,337,500	1.3%
3 BR	\$2,257,365	\$2,250,000	0.3%	\$1,995,000	13.2%
4 BR+	\$2,925,000	-	-	-	-
CO-OP					
Number of Closings	5	11	-54.5%	12	-58.3%
Median Price	\$335,000	\$380,000	-11.8%	\$435,000	-23.0%
Median Days on Market	78	30	160.0%	79	-1.3%
Median Pricing Analysis by Bedroom Type:					
Studio	\$240,000	\$350,000	-31.4%	-	-
1 BR	\$335,000	\$380,500	-12.0%	\$500,000	-33.0%
2 BR	\$590,000	\$397,500	48.4%	\$399,000	47.9%
3 BR	-	-	-	\$410,000	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	1	8	-87.5%	5	-80.0%
Median Price	\$1,990,000	\$1,924,500	3.4%	\$2,295,000	-13.3%
Median Days on Market	77	121	-36.4%	73	5.5%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	\$1,125,000	-
1,500 - 2,000	-	\$1,650,000	-	\$2,365,000	-
2,000 - 3,000	\$1,990,000	\$2,500,000	-20.4%	\$2,360,000	-15.7%
3,000 - 4,000	-	\$3,200,000	-	\$2,295,000	-
> 4,000	-	\$2,437,000	-	-	-

Williamsburg

Condominium, Co-Op & Single Family

Contracts Signed

CONTRACTS SIGNED	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed*	77	92	-16.3%	95	-18.9%
Median Price (1)	\$1,095,000	\$999,000	9.6%	\$1,050,000	4.3%
Median PPSF (1)	\$1,260	\$1,263	-0.2%	\$1,265	-0.4%
Median Days on Market	76	119	-36.1%	55	38.2%
Median Pricing Analysis by Bedroom Type (1):					
Studio	\$600,000	\$635,000	-5.5%	\$703,000	-14.7%
1 BR	\$835,000	\$865,000	-3.5%	\$885,000	-5.6%
2 BR	\$1,410,000	\$1,375,000	2.5%	\$1,390,000	1.4%
3 BR	\$2,324,000	\$2,250,000	3.3%	\$1,995,000	16.5%
4 BR+	-	-	-	\$3,000,000	-
CO-OP					
Number of Contracts Signed	4	8	-50.0%	4	0.0%
Median Price (1)	\$387,000	\$355,000	9.0%	\$499,000	-22.4%
Median Days on Market	68	109	-38.1%	143	-52.6%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$373,000	\$310,000	20.3%	-	-
2 BR	\$437,000	\$475,000	-8.0%	\$599,000	-27.0%
3 BR	-	-	-	\$400,000	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Contracts Signed	1	4	-75.0%	3	-66.7%
Median Price (1)	\$2,250,000	\$2,245,000	0.2%	\$2,250,000	0.0%
Median Days on Market	38	100	-62.0%	73	-47.9%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	\$1,995,000	-	-	-
1,500 - 2,000	-	\$1,925,000	-	\$2,100,000	-
2,000 - 3,000	\$2,250,000	\$2,495,000	-9.8%	-	-
3,000 - 4,000	-	\$4,500,000	-	-	-
> 4,000	-	-	-	\$4,500,000	-

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

* 3Q2017 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2017)

* 2Q2018 numbers have been adjusted to match the time period of the present quarter (data through June 15, 2018)

Williamsburg Condominium, Co-Op & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	182	197	-7.6%	223	-18.4%
Median Price	\$1,300,000	\$1,195,000	8.8%	\$1,299,000	0.1%
Median PPSF	\$1,236	\$1,313	-5.9%	\$1,284	-3.8%
Median Days on Market	87	128	-32.4%	82	5.5%
Median Pricing Analysis by Bedroom Type:					
Studio	\$610,000	\$637,000	-4.2%	\$649,000	-6.0%
1 BR	\$949,000	\$935,000	1.5%	\$965,000	-1.7%
2 BR	\$1,377,000	\$1,399,000	-1.6%	\$1,395,000	-1.3%
3 BR	\$2,351,000	\$2,500,000	-6.0%	\$2,443,000	-3.8%
4 BR+	\$3,853,000	\$3,715,000	3.7%	\$3,860,000	-0.2%
CO-OP					
Number of Active Listings	8	14	-42.9%	10	-20.0%
Median Price	\$439,000	\$412,000	6.6%	\$387,000	13.4%
Median Days on Market	44	49	-11.2%	65	-32.6%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$425,000	\$292,000	45.5%	\$370,000	14.9%
2 BR	\$439,000	\$520,000	-15.6%	\$400,000	9.7%
3 BR	\$565,000	\$469,000	20.5%	\$609,000	-7.2%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	10	7	42.9%	9	11.1%
Median Price	\$3,300,000	\$3,595,000	-8.2%	\$3,600,000	-8.3%
Median Days on Market	98	121	-19.4%	88	10.8%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,550,000	\$1,925,000	-19.5%	\$2,299,000	-32.6%
1,500 - 2,000	-	\$1,650,000	-	\$2,365,000	-
2,000 - 3,000	\$1,990,000	\$2,500,000	-20.4%	\$2,360,000	-15.7%
3,000 - 4,000	-	\$3,200,000	-	\$2,295,000	-
> 4,000	-	\$2,437,000	-	-	-

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	6.1	5.3

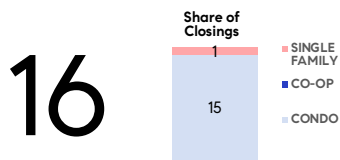
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

Greenpoint

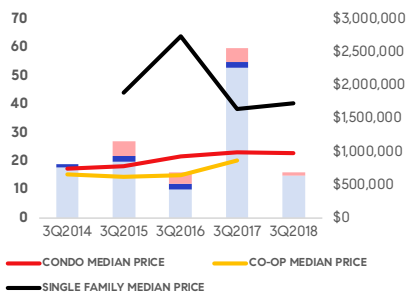
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$985,000

Median Condo Sales Price

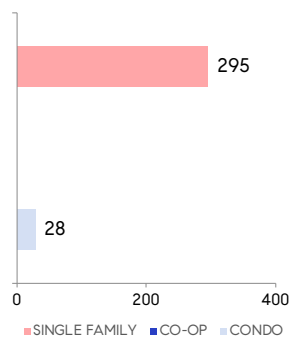
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Median Co-Op Sales Price

\$1,730,000

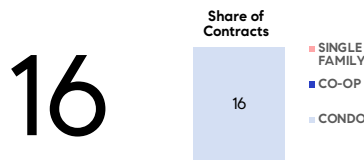
Median Single Family Sales Price

Median Days on Market

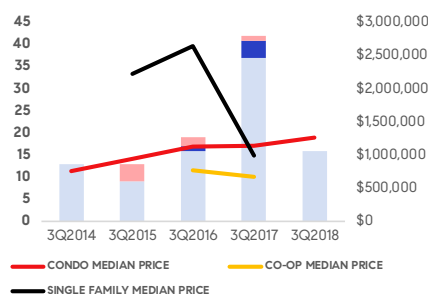


Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years*



*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

3Q2018 Price Metrics*

\$1,272,000

Median Condo Contract Price

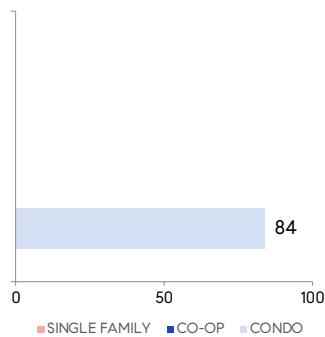
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Median Co-Op Contract Price

-

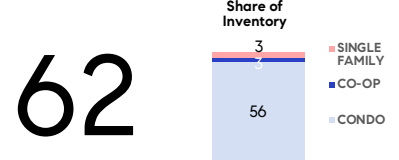
Median Single Family Contract Price

Median Days on Market

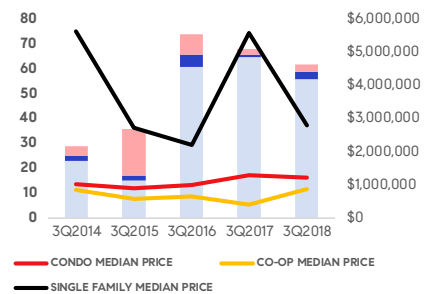


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$1,224,000

Median Condo Asking Price

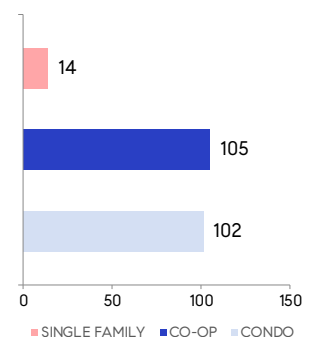
\$875,000

Median Co-Op Asking Price

\$2,795,000

Median Single Family Asking Price

Median Days on Market



Greenpoint Condominium & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	15	53	-71.7%	43	-65.1%
Median Price	\$985,000	\$999,000	-1.4%	\$1,161,500	-15.2%
Median PPSF	\$1,126	\$1,252	-10.1%	\$1,234	-8.7%
Median Days on Market	28	67	-58.2%	30	-6.7%
Median Pricing Analysis by Bedroom Type:					
Studio	\$1,277,500	\$995,000	28.4%	\$715,000	78.7%
1 BR	\$749,000	\$807,209	-7.2%	\$814,339	-8.0%
2 BR	\$1,225,000	\$1,146,500	6.8%	\$1,295,385	-5.4%
3 BR	-	\$1,603,744	-	\$2,087,500	-
4 BR+	-	-	-	-	-
CO-OP					
Number of Closings	0	2	-100.0%	0	-
Median Price	-	\$867,000	-	-	-
Median Days on Market	-	29	-	-	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	\$799,000	-	-	-
2 BR	-	\$935,000	-	-	-
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	1	5	-80.0%	1	0.0%
Median Price	\$1,730,000	\$1,650,000	4.8%	\$950,000	82.1%
Median Days on Market	295	85	249.1%	-	-
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	\$1,475,000	-	\$950,000	-
1,500 - 2,000	-	\$2,450,000	-	-	-
2,000 - 3,000	-	\$1,615,000	-	-	-
3,000 - 4,000	\$1,730,000	\$3,140,000	-44.9%	-	-
> 4,000	-	-	-	-	-

Greenpoint Condominium, Co-Op & Single Family Contracts Signed

CONTRACTS SIGNED	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed*	16	37	-56.8%	27	-40.7%
Median Price (1)	\$1,272,000	\$1,148,000	10.8%	\$1,185,000	7.3%
Median PPSF (1)	\$1,160	\$1,245	-6.8%	\$1,122	3.4%
Median Days on Market	84	72	17.5%	47	78.7%
Median Pricing Analysis by Bedroom Type (1):					
Studio	\$895,000	\$930,000	-3.8%	-	-
1 BR	\$775,000	\$788,000	-1.6%	\$825,000	-6.1%
2 BR	\$1,595,000	\$1,264,000	26.2%	\$1,313,000	21.5%
3 BR	\$1,543,000	\$1,700,000	-9.2%	\$2,263,000	-31.8%
4 BR+	-	-	-	-	-
CO-OP					
Number of Contracts Signed	0	4	-100.0%	2	-100.0%
Median Price (1)	-	\$668,000	-	\$1,058,000	-
Median Days on Market	-	35	-	324	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$399,000	-	-	-
1 BR	-	\$670,000	-	\$715,000	-
2 BR	-	\$685,000	-	\$1,400,000	-
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Contracts Signed	0	1	-100.0%	1	-100.0%
Median Price (1)	-	\$995,000	-	\$2,050,000	-
Median Days on Market	-	36	-	295	-
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	-	\$995,000	-	-	-
3,000 - 4,000	-	-	-	\$2,050,000	-
> 4,000	-	-	-	-	-

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

* 3Q2017 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2017)

* 2Q2018 numbers have been adjusted to match the time period of the present quarter (data through June 15, 2018)

Greenpoint Condominium, Co-Op & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	56	65	-13.8%	61	-8.2%
Median Price	\$1,224,000	\$1,299,000	-5.8%	\$1,275,000	-4.0%
Median PPSF	\$1,201	\$1,377	-12.8%	\$1,188	1.1%
Median Days on Market	102	52	95.2%	72	41.0%
Median Pricing Analysis by Bedroom Type:					
Studio	\$488,000	\$855,000	-42.9%	\$488,000	0.0%
1 BR	\$795,000	\$971,000	-18.1%	\$785,000	1.3%
2 BR	\$1,360,000	\$1,542,000	-11.8%	\$1,385,000	-1.8%
3 BR	\$2,150,000	\$2,150,000	0.0%	\$2,200,000	-2.3%
4 BR+	-	-	-	-	-
CO-OP					
Number of Active Listings	3	1	200.0%	6	-50.0%
Median Price	\$875,000	\$400,000	118.8%	\$1,313,000	-33.4%
Median Days on Market	105	207	-49.3%	375	-72.0%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	-	-	\$740,000	-
2 BR	\$875,000	-	-	\$1,335,000	-34.5%
3 BR	-	\$400,000	-	\$400,000	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	3	2	50.0%	3	0.0%
Median Price	\$2,795,000	\$5,598,000	-50.1%	\$3,495,000	-20.0%
Median Days on Market	14	262	-94.7%	124	-88.7%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	\$1,000,000	-
1,500 - 2,000	-	\$2,450,000	-	-	-
2,000 - 3,000	-	\$1,615,000	-	-	-
3,000 - 4,000	\$1,730,000	\$3,140,000	-44.9%	-	-
> 4,000	-	-	-	-	-

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	7.2	5.1

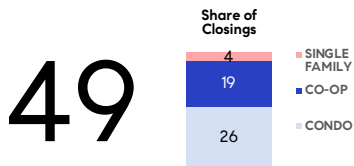
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

Clinton Hill

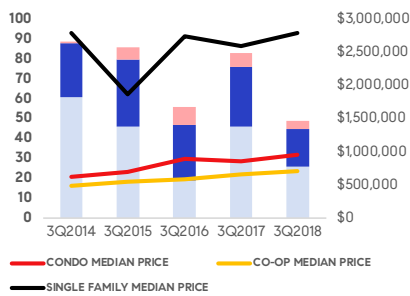
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$951,250

Median Condo Sales Price

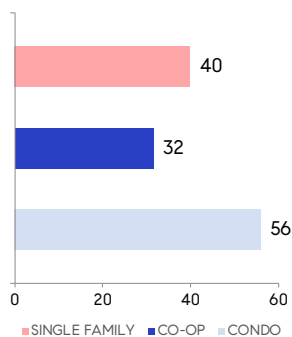
\$715,000

Median Co-Op Sales Price

\$2,797,500

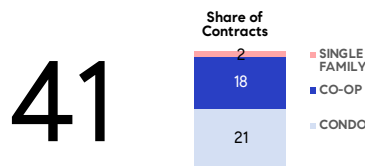
Median Single Family Sales Price

Median Days on Market

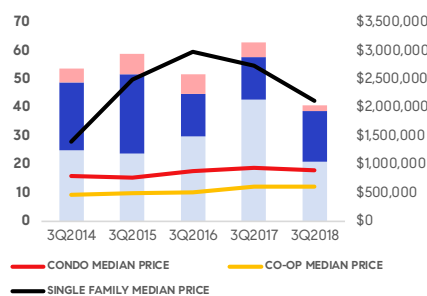


Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years*



*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

3Q2018 Price Metrics*

\$900,000

Median Condo Contract Price

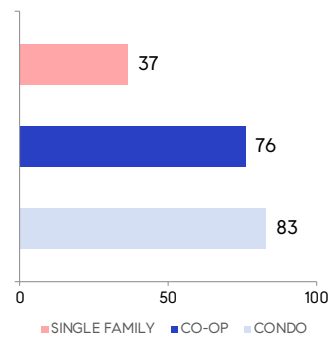
\$620,000

Median Co-Op Contract Price

\$2,125,000

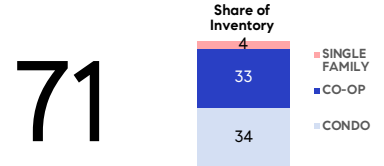
Median Single Family Contract Price

Median Days on Market

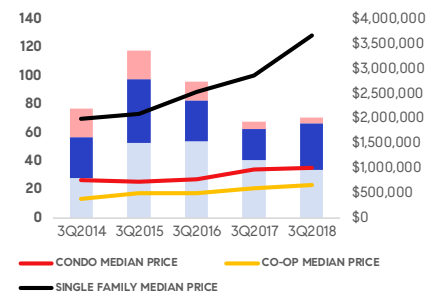


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$1,015,000

Median Condo Asking Price

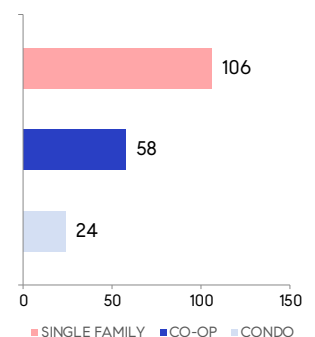
\$675,000

Median Co-Op Asking Price

\$3,673,000

Median Single Family Asking Price

Median Days on Market



Clinton Hill

Condominium, Co-Op & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	26	46	-43.5%	37	-29.7%
Median Price	\$951,250	\$855,000	11.3%	\$870,000	9.3%
Median PPSF	\$985	\$944	4.3%	\$927	6.3%
Median Days on Market	56	46	21.7%	64	-11.8%
Median Pricing Analysis by Bedroom Type:					
Studio	\$570,000	\$575,000	-0.9%	\$840,000	-32.1%
1 BR	\$675,000	\$782,500	-13.7%	\$600,384	12.4%
2 BR	\$1,190,000	\$897,000	32.7%	\$888,000	34.0%
3 BR	-	\$970,000	-	\$1,450,000	-
4 BR+	-	\$830,000	-	-	-
CO-OP					
Number of Closings	19	30	-36.7%	12	58.3%
Median Price	\$715,000	\$662,500	7.9%	\$670,000	6.7%
Median Days on Market	32	30	5.0%	28	12.5%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$349,500	-	\$319,000	-
1 BR	\$647,500	\$632,750	2.3%	\$549,000	17.9%
2 BR	\$868,000	\$822,500	5.5%	\$711,250	22.0%
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	4	7	-42.9%	6	-33.3%
Median Price	\$2,797,500	\$2,600,000	7.6%	\$1,425,000	96.3%
Median Days on Market	40	108	-62.8%	37	8.1%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	\$525,000	-	-	-
1,500 - 2,000	\$2,229,000	-	-	\$1,450,000	53.7%
2,000 - 3,000	\$2,797,500	\$2,592,500	7.9%	\$2,075,000	34.8%
3,000 - 4,000	\$3,694,444	\$2,275,000	62.4%	\$2,100,000	75.9%
> 4,000	-	\$2,975,000	-	\$1,400,000	-

Clinton Hill

Condominium, Co-Op & Single Family

Contracts Signed

CONTRACTS SIGNED	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed*	21	43	-51.2%	38	-44.7%
Median Price (1)	\$900,000	\$950,000	-5.3%	\$960,000	-6.3%
Median PPSF (1)	\$1,092	\$1,024	6.7%	\$1,041	4.9%
Median Days on Market	83	60	38.3%	42	97.6%
Median Pricing Analysis by Bedroom Type (1):					
Studio	-	\$578,000	-	-	-
1 BR	\$690,000	\$692,000	-0.3%	\$723,000	-4.6%
2 BR	\$950,000	\$983,000	-3.4%	\$1,100,000	-13.6%
3 BR	\$2,100,000	\$1,499,000	40.1%	\$2,500,000	-16.0%
4 BR+	-	-	-	-	-
CO-OP					
Number of Contracts Signed	18	15	20.0%	21	-14.3%
Median Price (1)	\$620,000	\$615,000	0.8%	\$675,000	-8.1%
Median Days on Market	76	41	85.4%	34	123.5%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	\$475,000	-
1 BR	\$602,000	\$600,000	0.3%	\$585,000	2.9%
2 BR	\$622,000	\$774,000	-19.6%	\$850,000	-26.8%
3 BR	\$2,000,000	-	-	-	-
4 BR+	\$1,750,000	-	-	-	-
SINGLE FAMILY					
Number of Contracts Signed	2	5	-60.0%	6	-66.7%
Median Price (1)	\$2,125,000	\$2,750,000	-22.7%	\$2,495,000	-14.8%
Median Days on Market	37	124	-70.6%	79	-53.5%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	\$2,149,000	-	-	\$2,495,000	-13.9%
2,000 - 3,000	-	-	-	\$2,745,000	-
3,000 - 4,000	\$2,100,000	\$2,750,000	-23.6%	\$2,400,000	-12.5%
> 4,000	-	\$2,995,000	-	-	-

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

* 3Q2017 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2017)

* 2Q2018 numbers have been adjusted to match the time period of the present quarter (data through June 15, 2018)

Clinton Hill Condominium, Co-Op & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	34	41	-17.1%	40	-15.0%
Median Price	\$1,015,000	\$980,000	3.6%	\$987,000	2.8%
Median PPSF	\$1,002	\$1,006	-0.4%	\$982	2.1%
Median Days on Market	24	61	-60.7%	77	-68.6%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$949,000	-	-	-
1 BR	\$800,000	\$773,000	3.5%	\$645,000	24.0%
2 BR	\$1,035,000	\$997,000	3.8%	\$1,092,000	-5.2%
3 BR	\$1,250,000	\$1,575,000	-20.6%	\$1,125,000	11.1%
4 BR+	-	\$2,495,000	-	-	-
CO-OP					
Number of Active Listings	33	22	50.0%	38	-13.2%
Median Price	\$675,000	\$595,000	13.4%	\$582,000	16.0%
Median Days on Market	58	106	-45.3%	66	-12.1%
Median Pricing Analysis by Bedroom Type:					
Studio	\$299,000	\$319,000	-6.3%	\$319,000	-6.3%
1 BR	\$592,000	\$510,000	16.1%	\$575,000	3.0%
2 BR	\$800,000	\$835,000	-4.2%	\$620,000	29.0%
3 BR	-	-	-	\$2,000,000	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	4	5	-20.0%	7	-42.9%
Median Price	\$3,673,000	\$2,875,000	27.8%	\$2,300,000	59.7%
Median Days on Market	106	106	0.0%	78	35.9%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	\$2,229,000	-	-	\$1,450,000	53.7%
2,000 - 3,000	\$2,798,000	\$2,593,000	7.9%	\$2,075,000	34.8%
3,000 - 4,000	\$3,694,000	\$2,275,000	62.4%	\$2,100,000	75.9%
> 4,000	-	\$2,975,000	-	\$1,400,000	-

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	4.4	2.8

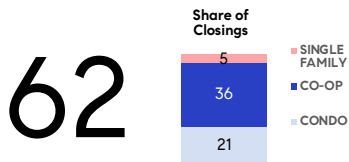
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

Downtown Brooklyn/Fort Greene

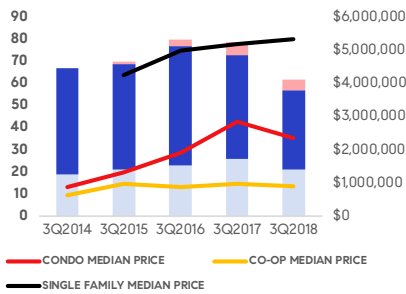
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$2,350,000

Median Condo Sales Price

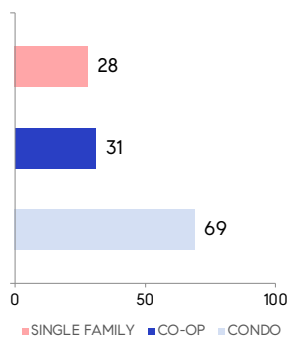
\$910,000

Median Co-Op Sales Price

\$5,350,000

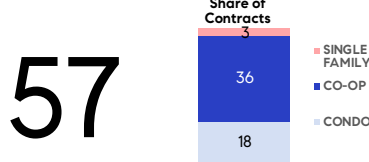
Median Single Family Sales Price

Median Days on Market

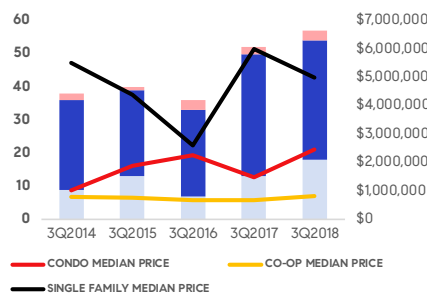


Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years*



*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

3Q2018 Price Metrics*

\$2,450,000

Median Condo Contract Price

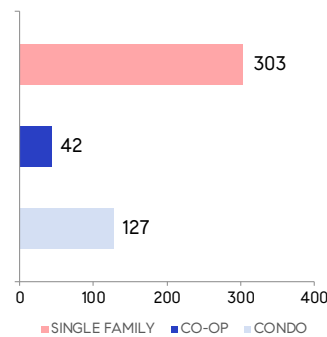
\$822,000

Median Co-Op Contract Price

\$5,000,000

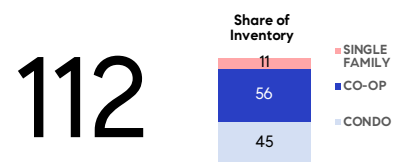
Median Single Family Contract Price

Median Days on Market

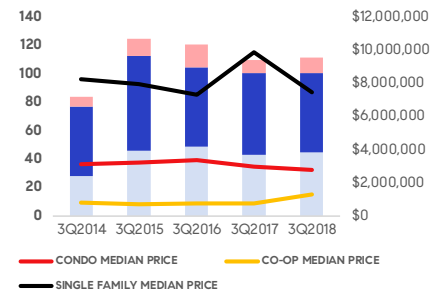


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$2,800,000

Median Condo Asking Price

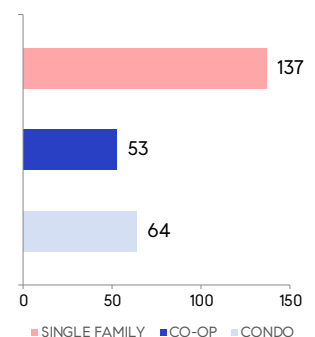
\$1,323,000

Median Co-Op Asking Price

\$7,500,000

Median Single Family Asking Price

Median Days on Market



Downtown Brooklyn/Fort Green Condominium, Co-Op & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	21	26	-19.2%	16	31.3%
Median Price	\$2,350,000	\$2,850,212	-17.5%	\$1,422,500	65.2%
Median PPSF	\$1,347	\$1,316	2.3%	\$1,361	-1.1%
Median Days on Market	69	97	-28.9%	59	17.9%
Median Pricing Analysis by Bedroom Type:					
Studio	\$766,250	\$1,420,000	-46.0%	-	-
1 BR	\$962,500	\$899,000	7.1%	\$1,265,000	-23.9%
2 BR	\$1,875,000	\$1,500,000	25.0%	\$1,320,500	42.0%
3 BR	\$2,475,000	\$2,985,000	-17.1%	\$4,495,000	-44.9%
4 BR+	\$4,597,500	\$3,885,131	18.3%	\$6,376,675	-27.9%
CO-OP					
Number of Closings	36	47	-23.4%	44	-18.2%
Median Price	\$910,000	\$985,000	-7.6%	\$790,000	15.2%
Median Days on Market	31	35	-11.4%	41	-24.4%
Median Pricing Analysis by Bedroom Type:					
Studio	\$417,500	\$479,000	-12.8%	\$385,000	8.4%
1 BR	\$780,000	\$670,000	16.4%	\$650,000	20.0%
2 BR	\$1,192,500	\$1,360,000	-12.3%	\$1,321,500	-9.8%
3 BR	\$1,724,500	\$2,137,500	-19.3%	\$1,850,000	-6.8%
4 BR+	\$3,875,000	-	-	\$1,940,000	99.7%
SINGLE FAMILY					
Number of Closings	5	6	-16.7%	1	400.0%
Median Price	\$5,350,000	\$5,199,500	2.9%	\$8,325,000	-35.7%
Median Days on Market	28	192	-85.4%	234	-88.0%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	\$5,350,000	\$1,490,000	259.1%	-	-
2,000 - 3,000	\$4,350,000	\$3,775,000	15.2%	-	-
3,000 - 4,000	\$5,250,000	\$5,499,000	-4.5%	-	-
> 4,000	\$7,400,000	\$8,962,500	-17.4%	\$8,325,000	-11.1%

Downtown Brooklyn/Fort Green Condominium, Co-Op & Single Family Contracts Signed

CONTRACTS SIGNED	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed*	18	13	38.5%	22	-18.2%
Median Price (1)	\$2,450,000	\$1,490,000	64.4%	\$1,558,000	57.3%
Median PPSF (1)	\$1,368	\$1,299	5.3%	\$1,304	4.9%
Median Days on Market	127	101	25.9%	60	112.6%
Median Pricing Analysis by Bedroom Type (1):					
Studio	\$1,065,000	\$765,000	39.2%	\$749,000	42.2%
1 BR	\$995,000	\$1,338,000	-25.6%	\$857,000	16.1%
2 BR	\$1,997,000	\$1,223,000	63.3%	\$1,558,000	28.2%
3 BR	\$2,550,000	\$2,750,000	-7.3%	\$3,445,000	-26.0%
4 BR+	\$5,850,000	\$4,725,000	23.8%	\$5,495,000	6.5%
CO-OP					
Number of Contracts Signed	36	37	-2.7%	36	0.0%
Median Price (1)	\$822,000	\$680,000	20.9%	\$1,100,000	-25.3%
Median Days on Market	42	61	-31.1%	34	23.5%
Median Pricing Analysis by Bedroom Type:					
Studio	\$499,000	\$399,000	25.1%	\$448,000	11.4%
1 BR	\$745,000	\$675,000	10.4%	\$775,000	-3.9%
2 BR	\$1,175,000	\$1,150,000	2.2%	\$1,250,000	-6.0%
3 BR	\$2,450,000	\$2,225,000	10.1%	\$1,750,000	40.0%
4 BR+	\$2,995,000	-	-	-	-
SINGLE FAMILY					
Number of Contracts Signed	3	2	50.0%	4	-25.0%
Median Price (1)	\$5,000,000	\$5,998,000	-16.6%	\$5,702,000	-12.3%
Median Days on Market	303	234	29.8%	128	136.7%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	\$1,495,000	-	-	-
1,500 - 2,000	-	-	-	\$5,429,000	-
2,000 - 3,000	-	-	-	\$4,350,000	-
3,000 - 4,000	\$4,425,000	-	-	\$5,975,000	-25.9%
> 4,000	\$7,400,000	\$10,500,000	-29.5%	\$8,800,000	-15.9%

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

* 3Q2017 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2017)

* 2Q2018 numbers have been adjusted to match the time period of the present quarter (data through June 15, 2018)

Downtown Brooklyn/Fort Green Condominium, Co-Op & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	45	43	4.7%	69	-34.8%
Median Price	\$2,800,000	\$2,985,000	-6.2%	\$2,249,000	24.5%
Median PPSF	\$1,524	\$1,660	-8.2%	\$1,403	8.6%
Median Days on Market	64	142	-54.9%	120	-46.7%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$805,000	-	\$919,000	-
1 BR	\$1,623,000	\$1,200,000	35.3%	\$1,250,000	29.8%
2 BR	\$2,099,000	\$2,213,000	-5.2%	\$1,600,000	31.2%
3 BR	\$3,625,000	\$3,460,000	4.8%	\$3,097,000	17.0%
4 BR+	\$6,275,000	\$6,240,000	0.6%	\$6,100,000	2.9%
CO-OP					
Number of Active Listings	56	58	-3.4%	69	-18.8%
Median Price	\$1,323,000	\$790,000	67.5%	\$949,000	39.4%
Median Days on Market	53	86	-38.4%	88	-39.8%
Median Pricing Analysis by Bedroom Type:					
Studio	\$405,000	\$423,000	-4.3%	\$427,000	-5.2%
1 BR	\$732,000	\$643,000	13.8%	\$699,000	4.7%
2 BR	\$1,545,000	\$1,100,000	40.5%	\$1,200,000	28.8%
3 BR	\$1,975,000	\$1,588,000	24.4%	\$2,250,000	-12.2%
4 BR+	\$5,295,000	\$1,600,000	230.9%	\$4,500,000	17.7%
SINGLE FAMILY					
Number of Active Listings	11	9	22.2%	14	-21.4%
Median Price	\$7,500,000	\$9,900,000	-24.2%	\$7,825,000	-4.2%
Median Days on Market	137	166	-17.5%	137	0.0%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$4,250,000	-	-	\$4,495,000	-5.5%
1,500 - 2,000	\$5,350,000	\$1,490,000	259.1%	-	-
2,000 - 3,000	\$4,350,000	\$3,775,000	15.2%	-	-
3,000 - 4,000	\$5,250,000	\$5,499,000	-4.5%	-	-
> 4,000	\$7,400,000	\$8,963,000	-17.4%	\$8,325,000	-11.1%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	4.9	5.0

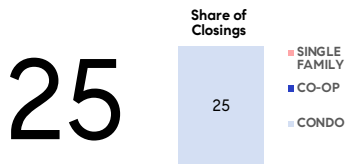
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

DUMBO

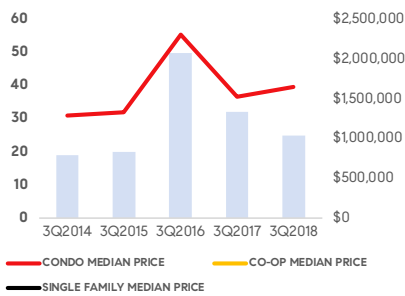
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$1,650,000

Median Condo Sales Price

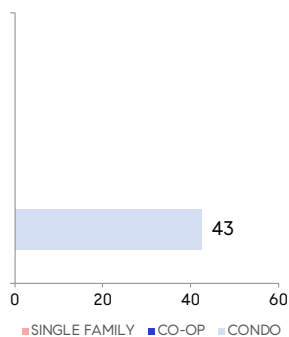
-

Median Co-Op Sales Price

-

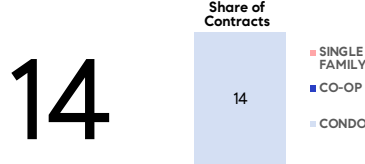
Median Single Family Sales Price

Median Days on Market

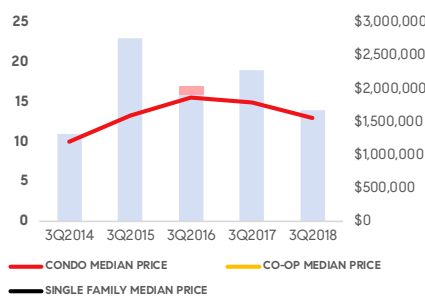


Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years*



*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

3Q2018 Price Metrics*

\$1,564,000

Median Condo Contract Price

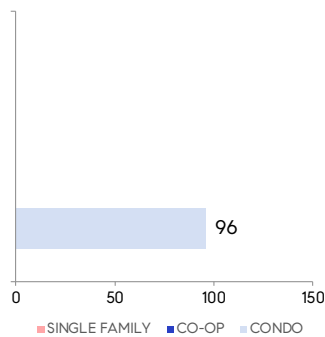
-

Median Co-Op Contract Price

-

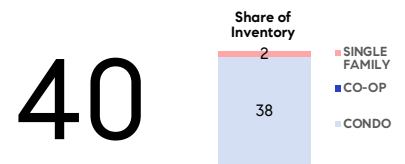
Median Single Family Contract Price

Median Days on Market

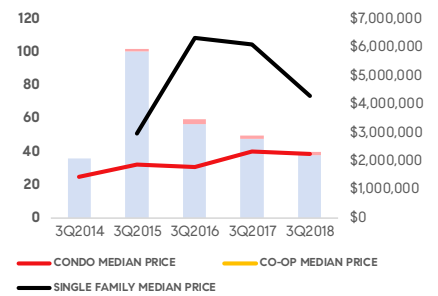


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$2,250,000

Median Condo Asking Price

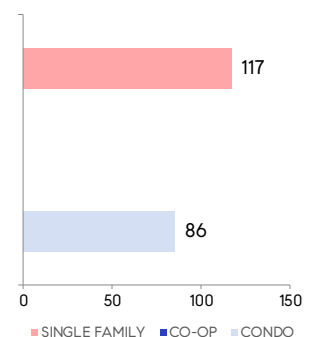
-

Median Co-Op Asking Price

\$4,298,000

Median Single Family Asking Price

Median Days on Market



DUMBO

Condominium, Co-Op & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	25	32	-21.9%	13	92.3%
Median Price	\$1,650,000	\$1,530,000	7.8%	\$2,825,000	-41.6%
Median PPSF	\$1,295	\$1,286	0.7%	\$1,452	-10.8%
Median Days on Market	43	124	-65.7%	259	-83.6%
Median Pricing Analysis by Bedroom Type:					
Studio	\$725,000	\$777,500	-6.8%	-	-
1 BR	\$1,650,000	\$1,112,500	48.3%	\$958,000	72.2%
2 BR	\$1,610,000	\$1,645,000	-2.1%	\$1,915,000	-15.9%
3 BR	\$2,600,000	\$4,250,000	-38.8%	\$2,895,000	-10.2%
4 BR+	\$5,260,000	\$5,995,955	-12.3%	\$4,000,000	31.5%
CO-OP					
Number of Closings	0	0	-	1	-100.0%
Median Price	-	-	-	\$200,000	-
Median Days on Market	-	-	-	-	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	-	-	\$200,000	-
2 BR	-	-	-	-	-
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	0	0	-	1	-100.0%
Median Price	-	-	-	\$4,600,000	-
Median Days on Market	-	-	-	-	-
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	-	-	-	-	-
3,000 - 4,000	-	-	-	\$4,600,000	-
> 4,000	-	-	-	-	-

DUMBO

Condominium

Contracts Signed

CONTRACTS SIGNED	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed*	14	19	-26.3%	19	-26.3%
Median Price (1)	\$1,564,000	\$1,795,000	-12.9%	\$1,850,000	-15.5%
Median PPSF (1)	\$1,296	\$1,391	-6.8%	\$1,379	-6.1%
Median Days on Market	96	76	25.7%	59	63.2%
Median Pricing Analysis by Bedroom Type (1):					
Studio	\$725,000	-	-	\$725,000	0.0%
1 BR	\$949,000	\$1,050,000	-9.6%	-	-
2 BR	\$1,995,000	\$1,795,000	11.1%	\$1,685,000	18.4%
3 BR	\$4,500,000	\$2,586,000	74.0%	\$2,445,000	84.0%
4 BR+	-	-	-	\$5,625,000	-

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

* 3Q2017 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2017)

* 2Q2018 numbers have been adjusted to match the time period of the present quarter (data through June 15, 2018)

DUMBO

Condominium, Co-Op & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	38	48	-20.8%	50	-24.0%
Median Price	\$2,250,000	\$2,347,000	-4.1%	\$1,616,000	39.2%
Median PPSF	\$1,449	\$1,384	4.7%	\$1,321	9.7%
Median Days on Market	86	189	-54.6%	95	-9.5%
Median Pricing Analysis by Bedroom Type:					
Studio	\$999,000	\$725,000	37.8%	-	-
1 BR	\$1,023,000	\$1,200,000	-14.8%	\$995,000	2.8%
2 BR	\$2,350,000	\$1,469,000	60.0%	\$1,600,000	46.9%
3 BR	\$4,900,000	\$3,000,000	63.3%	\$3,399,000	44.2%
4 BR+	\$4,995,000	\$4,950,000	0.9%	\$4,995,000	0.0%
SINGLE FAMILY					
Number of Active Listings	2	2	0.0%	1	100.0%
Median Price	\$4,298,000	\$6,135,000	-29.9%	\$4,995,000	-14.0%
Median Days on Market	117	71	64.8%	39	200.0%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	-	-	-	-	-
3,000 - 4,000	-	-	-	\$4,600,000	-
> 4,000	-	-	-	-	-

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	6.8	8.1

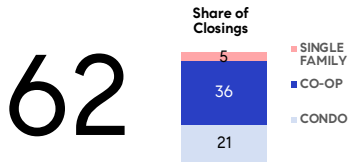
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

Brooklyn Heights/Columbia Street Waterfront

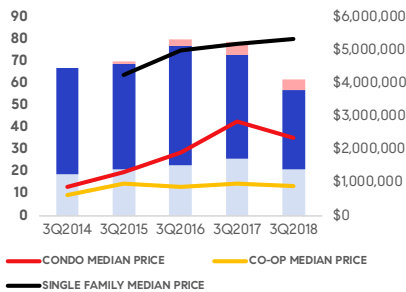
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$2,350,000

Median Condo Sales Price

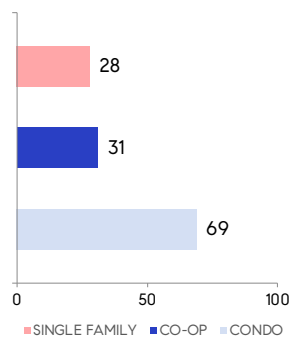
\$910,000

Median Co-Op Sales Price

\$5,350,000

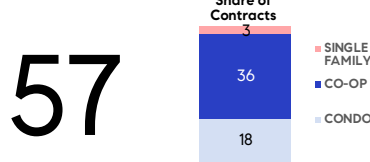
Median Single Family Sales Price

Median Days on Market

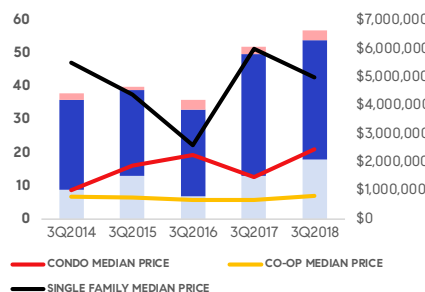


Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years*



*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

3Q2018 Price Metrics*

\$2,450,000

Median Condo Contract Price

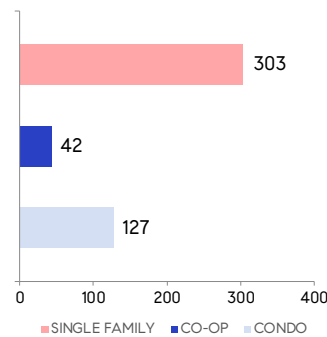
\$822,000

Median Co-Op Contract Price

\$5,000,000

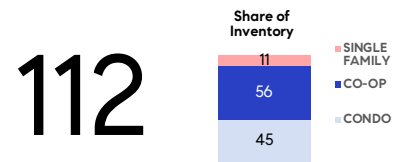
Median Single Family Contract Price

Median Days on Market

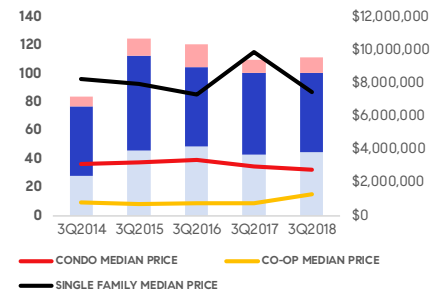


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$2,800,000

Median Condo Asking Price

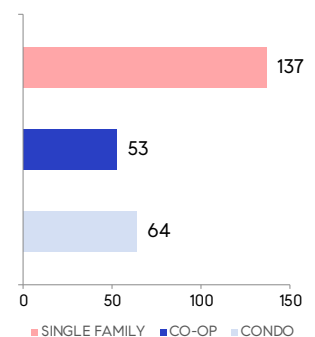
\$1,323,000

Median Co-Op Asking Price

\$7,500,000

Median Single Family Asking Price

Median Days on Market



Brooklyn Heights/Columbia Street Waterfront Condominium, Co-Op & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	21	26	-19.2%	16	31.3%
Median Price	\$2,350,000	\$2,850,212	-17.5%	\$1,422,500	65.2%
Median PPSF	\$1,347	\$1,316	2.3%	\$1,361	-1.1%
Median Days on Market	69	97	-28.9%	59	17.9%
Median Pricing Analysis by Bedroom Type:					
Studio	\$766,250	\$1,420,000	-46.0%	-	-
1 BR	\$962,500	\$899,000	7.1%	\$1,265,000	-23.9%
2 BR	\$1,875,000	\$1,500,000	25.0%	\$1,320,500	42.0%
3 BR	\$2,475,000	\$2,985,000	-17.1%	\$4,495,000	-44.9%
4 BR+	\$4,597,500	\$3,885,131	18.3%	\$6,376,675	-27.9%
CO-OP					
Number of Closings	36	47	-23.4%	44	-18.2%
Median Price	\$910,000	\$985,000	-7.6%	\$790,000	15.2%
Median Days on Market	31	35	-11.4%	41	-24.4%
Median Pricing Analysis by Bedroom Type:					
Studio	\$417,500	\$479,000	-12.8%	\$385,000	8.4%
1 BR	\$780,000	\$670,000	16.4%	\$650,000	20.0%
2 BR	\$1,192,500	\$1,360,000	-12.3%	\$1,321,500	-9.8%
3 BR	\$1,724,500	\$2,137,500	-19.3%	\$1,850,000	-6.8%
4 BR+	\$3,875,000	-	-	\$1,940,000	99.7%
SINGLE FAMILY					
Number of Closings	5	6	-16.7%	1	400.0%
Median Price	\$5,350,000	\$5,199,500	2.9%	\$8,325,000	-35.7%
Median Days on Market	28	192	-85.4%	234	-88.0%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	\$5,350,000	\$1,490,000	259.1%	-	-
2,000 - 3,000	\$4,350,000	\$3,775,000	15.2%	-	-
3,000 - 4,000	\$5,250,000	\$5,499,000	-4.5%	-	-
> 4,000	\$7,400,000	\$8,962,500	-17.4%	\$8,325,000	-11.1%

Brooklyn Heights/Columbia Street Waterfront Condominium, Co-Op & Single Family Contracts Signed

CONTRACTS SIGNED	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed*	18	13	38.5%	22	-18.2%
Median Price (1)	\$2,450,000	\$1,490,000	64.4%	\$1,558,000	57.3%
Median PPSF (1)	\$1,368	\$1,299	5.3%	\$1,304	4.9%
Median Days on Market	127	101	25.9%	60	112.6%
Median Pricing Analysis by Bedroom Type (1):					
Studio	\$1,065,000	\$765,000	39.2%	\$749,000	42.2%
1 BR	\$995,000	\$1,338,000	-25.6%	\$857,000	16.1%
2 BR	\$1,997,000	\$1,223,000	63.3%	\$1,558,000	28.2%
3 BR	\$2,550,000	\$2,750,000	-7.3%	\$3,445,000	-26.0%
4 BR+	\$5,850,000	\$4,725,000	23.8%	\$5,495,000	6.5%
CO-OP					
Number of Contracts Signed	36	37	-2.7%	36	0.0%
Median Price (1)	\$822,000	\$680,000	20.9%	\$1,100,000	-25.3%
Median Days on Market	42	61	-31.1%	34	23.5%
Median Pricing Analysis by Bedroom Type:					
Studio	\$499,000	\$399,000	25.1%	\$448,000	11.4%
1 BR	\$745,000	\$675,000	10.4%	\$775,000	-3.9%
2 BR	\$1,175,000	\$1,150,000	2.2%	\$1,250,000	-6.0%
3 BR	\$2,450,000	\$2,225,000	10.1%	\$1,750,000	40.0%
4 BR+	\$2,995,000	-	-	-	-
SINGLE FAMILY					
Number of Contracts Signed	3	2	50.0%	4	-25.0%
Median Price (1)	\$5,000,000	\$5,998,000	-16.6%	\$5,702,000	-12.3%
Median Days on Market	303	234	29.8%	128	136.7%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	\$1,495,000	-	-	-
1,500 - 2,000	-	-	-	\$5,429,000	-
2,000 - 3,000	-	-	-	\$4,350,000	-
3,000 - 4,000	\$4,425,000	-	-	\$5,975,000	-25.9%
> 4,000	\$7,400,000	\$10,500,000	-29.5%	\$8,800,000	-15.9%

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

* 3Q2017 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2017)

* 2Q2018 numbers have been adjusted to match the time period of the present quarter (data through June 15, 2018)

Brooklyn Heights/Columbia Street Waterfront Condominium, Co-Op & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	45	43	4.7%	69	-34.8%
Median Price	\$2,800,000	\$2,985,000	-6.2%	\$2,249,000	24.5%
Median PPSF	\$1,524	\$1,660	-8.2%	\$1,403	8.6%
Median Days on Market	64	142	-54.9%	120	-46.7%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$805,000	-	\$919,000	-
1 BR	\$1,623,000	\$1,200,000	35.3%	\$1,250,000	29.8%
2 BR	\$2,099,000	\$2,213,000	-5.2%	\$1,600,000	31.2%
3 BR	\$3,625,000	\$3,460,000	4.8%	\$3,097,000	17.0%
4 BR+	\$6,275,000	\$6,240,000	0.6%	\$6,100,000	2.9%
CO-OP					
Number of Active Listings	56	58	-3.4%	69	-18.8%
Median Price	\$1,323,000	\$790,000	67.5%	\$949,000	39.4%
Median Days on Market	53	86	-38.4%	88	-39.8%
Median Pricing Analysis by Bedroom Type:					
Studio	\$405,000	\$423,000	-4.3%	\$427,000	-5.2%
1 BR	\$732,000	\$643,000	13.8%	\$699,000	4.7%
2 BR	\$1,545,000	\$1,100,000	40.5%	\$1,200,000	28.8%
3 BR	\$1,975,000	\$1,588,000	24.4%	\$2,250,000	-12.2%
4 BR+	\$5,295,000	\$1,600,000	230.9%	\$4,500,000	17.7%
SINGLE FAMILY					
Number of Active Listings	11	9	22.2%	14	-21.4%
Median Price	\$7,500,000	\$9,900,000	-24.2%	\$7,825,000	-4.2%
Median Days on Market	137	166	-17.5%	137	0.0%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$4,250,000	-	-	\$4,495,000	-5.5%
1,500 - 2,000	\$5,350,000	\$1,490,000	259.1%	-	-
2,000 - 3,000	\$4,350,000	\$3,775,000	15.2%	-	-
3,000 - 4,000	\$5,250,000	\$5,499,000	-4.5%	-	-
> 4,000	\$7,400,000	\$8,963,000	-17.4%	\$8,325,000	-11.1%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	4.9	5.0

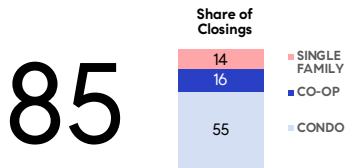
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

Cobble Hill/Carroll Gardens/Boerum Hill

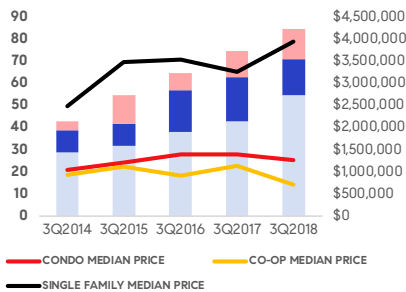
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$1,275,000

Median Condo Sales Price

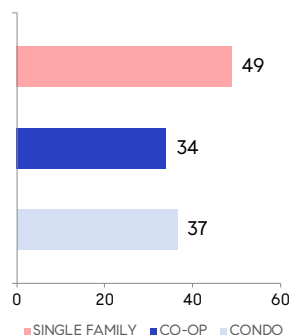
\$715,500

Median Co-Op Sales Price

\$3,960,000

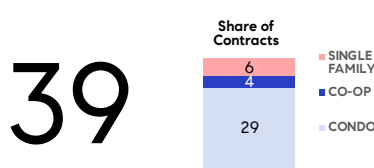
Median Single Family Sales Price

Median Days on Market

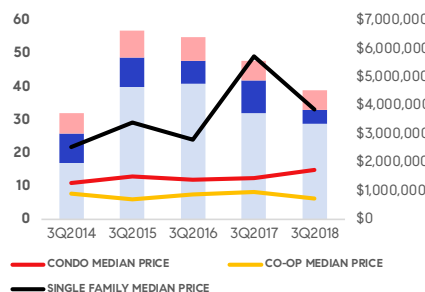


Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years*



*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

3Q2018 Price Metrics*

\$1,750,000

Median Condo Contract Price

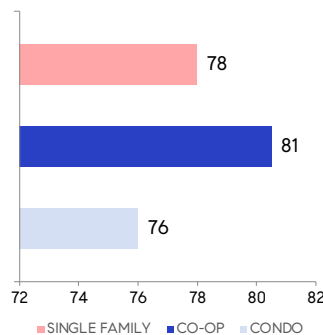
\$722,000

Median Co-Op Contract Price

\$3,873,000

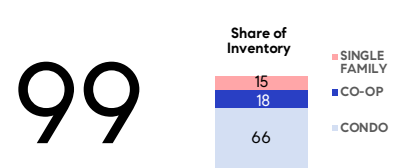
Median Single Family Contract Price

Median Days on Market

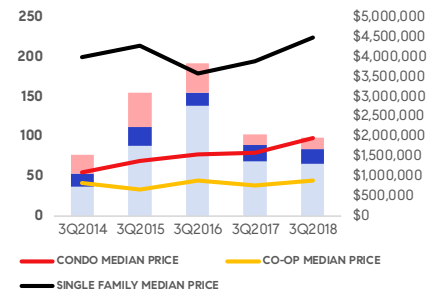


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$1,960,000

Median Condo Asking Price

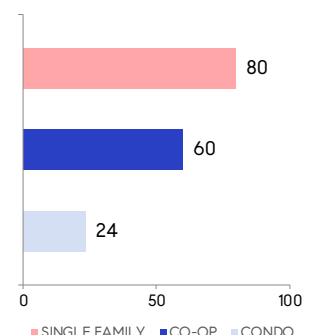
\$892,000

Median Co-Op Asking Price

\$4,500,000

Median Single Family Asking Price

Median Days on Market



Cobble Hill/Carroll Gardens/Boerum Hill Condominium, Co-Op & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	55	43	27.9%	44	25.0%
Median Price	\$1,275,000	\$1,395,000	-8.6%	\$1,354,122	-5.8%
Median PPSF	\$1,156	\$1,159	-0.2%	\$1,247	-7.3%
Median Days on Market	37	33	10.6%	68	-45.9%
Median Pricing Analysis by Bedroom Type:					
Studio	\$1,250,000	-	-	\$729,000	71.5%
1 BR	\$677,000	\$835,000	-18.9%	\$699,000	-3.1%
2 BR	\$1,285,000	\$1,373,500	-6.4%	\$1,354,122	-5.1%
3 BR	\$2,400,000	\$2,000,000	20.0%	\$2,600,000	-7.7%
4 BR+	-	\$2,050,000	-	\$3,975,000	-
CO-OP					
Number of Closings	16	20	-20.0%	10	60.0%
Median Price	\$715,500	\$1,140,000	-37.2%	\$902,000	-20.7%
Median Days on Market	34	39	-12.8%	35	-2.9%
Median Pricing Analysis by Bedroom Type:					
Studio	\$367,000	-	-	-	-
1 BR	\$700,000	\$525,000	33.3%	\$675,000	3.7%
2 BR	\$1,052,500	\$1,190,000	-11.6%	\$1,180,000	-10.8%
3 BR	-	\$1,700,000	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	14	12	16.7%	3	366.7%
Median Price	\$3,960,000	\$3,272,500	21.0%	\$4,250,000	-6.8%
Median Days on Market	49	41	19.5%	124	-60.5%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	\$1,800,000	\$3,045,000	-40.9%	-	-
2,000 - 3,000	\$3,400,000	\$3,200,000	6.3%	\$2,395,000	42.0%
3,000 - 4,000	\$3,567,500	\$3,645,000	-2.1%	\$5,200,000	-31.4%
> 4,000	\$4,646,500	\$6,300,000	-26.2%	-	-

Cobble Hill/Carroll Gardens/Boerum Hill Condominium, Co-Op & Single Family Contracts Signed

CONTRACTS SIGNED	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed*	29	32	-9.4%	42	-31.0%
Median Price (1)	\$1,750,000	\$1,449,000	20.8%	\$1,423,000	23.0%
Median PPSF (1)	\$1,317	\$1,154	14.1%	\$1,282	2.7%
Median Days on Market	76	97	-21.6%	55	39.4%
Median Pricing Analysis by Bedroom Type (1):					
Studio	\$599,000	-	-	-	-
1 BR	\$1,205,000	\$760,000	58.6%	\$799,000	50.8%
2 BR	\$1,400,000	\$1,175,000	19.1%	\$1,295,000	8.1%
3 BR	\$2,300,000	\$2,250,000	2.2%	\$2,063,000	11.5%
4 BR+	\$3,500,000	\$3,400,000	2.9%	\$5,295,000	-33.9%
CO-OP					
Number of Contracts Signed	4	10	-60.0%	17	-76.5%
Median Price (1)	\$722,000	\$973,000	-25.8%	\$879,000	-17.9%
Median Days on Market	81	49	66.0%	65	23.8%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$395,000	-	\$450,000	-
1 BR	\$632,000	\$475,000	33.1%	\$749,000	-15.6%
2 BR	\$872,000	\$1,195,000	-27.0%	\$1,049,000	-16.9%
3 BR	-	-	-	\$1,700,000	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Contracts Signed	6	6	0.0%	10	-40.0%
Median Price (1)	\$3,873,000	\$5,735,000	-32.5%	\$4,348,000	-10.9%
Median Days on Market	78	106	-26.4%	47	66.0%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	\$2,645,000	\$2,595,000	1.9%	\$1,825,000	44.9%
2,000 - 3,000	\$5,500,000	\$3,200,000	71.9%	\$4,600,000	19.6%
3,000 - 4,000	\$3,495,000	-	-	\$4,500,000	-22.3%
> 4,000	\$5,100,000	\$7,448,000	-31.5%	\$4,195,000	21.6%

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

* 3Q2017 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2017)

* 2Q2018 numbers have been adjusted to match the time period of the present quarter (data through June 15, 2018)

Cobble Hill/Carroll Gardens/Boerum Hill Condominium, Co-Op & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	66	69	-4.3%	55	20.0%
Median Price	\$1,960,000	\$1,600,000	22.5%	\$1,600,000	22.5%
Median PPSF	\$1,424	\$1,206	18.1%	\$1,351	5.4%
Median Days on Market	24	73	-67.8%	89	-73.6%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$792,000	-	\$193,000	-
1 BR	\$802,000	\$599,000	33.9%	\$534,000	50.2%
2 BR	\$1,550,000	\$1,179,000	31.5%	\$1,200,000	29.2%
3 BR	\$2,522,000	\$2,750,000	-8.3%	\$2,588,000	-2.6%
4 BR+	\$2,950,000	\$3,695,000	-20.2%	\$3,473,000	-15.1%
CO-OP					
Number of Active Listings	18	21	-14.3%	15	20.0%
Median Price	\$892,000	\$779,000	14.5%	\$655,000	36.2%
Median Days on Market	60	51	17.6%	45	33.3%
Median Pricing Analysis by Bedroom Type:					
Studio	\$185,000	\$465,000	-60.2%	\$399,000	-53.6%
1 BR	\$735,000	\$736,000	-0.1%	\$653,000	12.6%
2 BR	\$1,275,000	\$1,347,000	-5.3%	\$997,000	27.9%
3 BR	-	\$1,399,000	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	15	13	15.4%	23	-34.8%
Median Price	\$4,500,000	\$3,900,000	15.4%	\$3,695,000	21.8%
Median Days on Market	80	144	-44.4%	82	-2.4%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	\$2,050,000	-	-	-
1,500 - 2,000	\$1,800,000	\$3,045,000	-40.9%	-	-
2,000 - 3,000	\$3,400,000	\$3,200,000	6.3%	\$2,395,000	42.0%
3,000 - 4,000	\$3,568,000	\$3,645,000	-2.1%	\$5,200,000	-31.4%
> 4,000	\$4,647,000	\$6,300,000	-26.2%	-	-

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	4.8	4.7

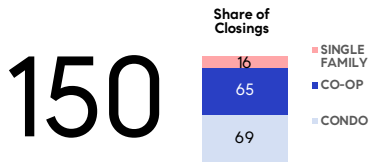
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

Park Slope

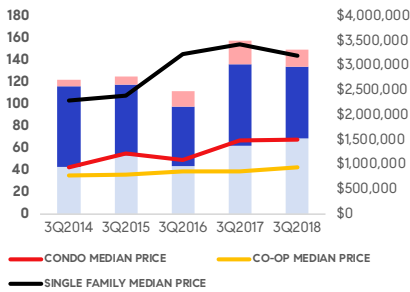
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$1,510,000

Median Condo Sales Price

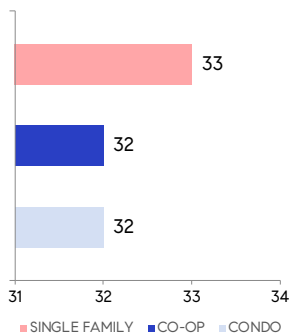
\$949,000

Median Co-Op Sales Price

\$3,200,000

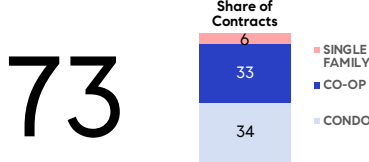
Median Single Family Sales Price

Median Days on Market

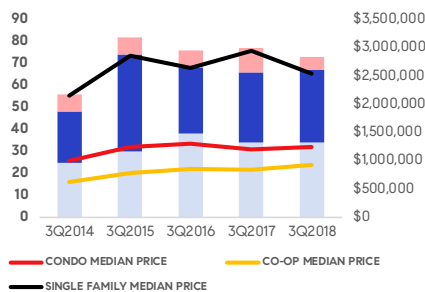


Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years*



*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

3Q2018 Price Metrics*

\$1,250,000

Median Condo Contract Price

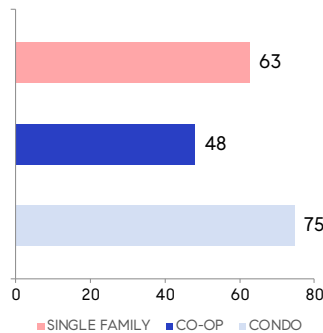
\$925,000

Median Co-Op Contract Price

\$2,547,000

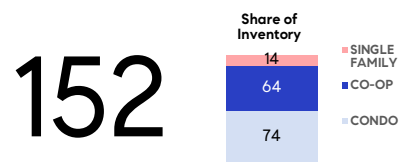
Median Single Family Contract Price

Median Days on Market

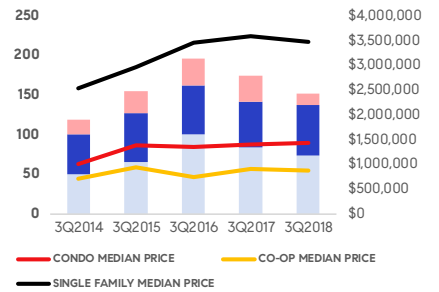


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$1,447,000

Median Condo Asking Price

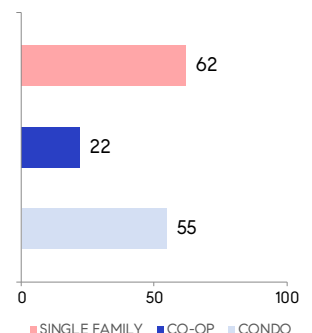
\$888,000

Median Co-Op Asking Price

\$3,475,000

Median Single Family Asking Price

Median Days on Market



Park Slope

Condominium, Co-Op & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	69	62	11.3%	57	21.1%
Median Price	\$1,510,000	\$1,487,500	1.5%	\$1,330,000	13.5%
Median PPSF	\$1,233	\$1,268	-2.8%	\$1,263	-2.4%
Median Days on Market	32	37	-13.5%	40	-20.0%
Median Pricing Analysis by Bedroom Type:					
Studio	\$632,000	\$525,000	20.4%	\$300,000	110.7%
1 BR	\$703,614	\$784,053	-10.3%	\$814,000	-13.6%
2 BR	\$1,470,321	\$1,315,000	11.8%	\$1,292,500	13.8%
3 BR	\$1,600,000	\$1,893,223	-15.5%	\$2,150,000	-25.6%
4 BR+	\$2,272,500	\$3,232,944	-29.7%	\$2,791,023	-18.6%
CO-OP					
Number of Closings	65	74	-12.2%	37	75.7%
Median Price	\$949,000	\$867,500	9.4%	\$925,000	2.6%
Median Days on Market	32	33	-3.0%	33	-3.0%
Median Pricing Analysis by Bedroom Type:					
Studio	\$425,000	\$393,500	8.0%	\$247,500	71.7%
1 BR	\$687,318	\$575,500	19.4%	\$615,000	11.8%
2 BR	\$999,000	\$951,000	5.0%	\$1,050,000	-4.9%
3 BR	\$1,567,500	\$1,300,000	20.6%	\$1,285,000	22.0%
4 BR+	\$2,075,000	\$2,185,000	-5.0%	-	-
SINGLE FAMILY					
Number of Closings	16	22	-27.3%	12	33.3%
Median Price	\$3,200,000	\$3,437,500	-6.9%	\$3,500,000	-8.6%
Median Days on Market	33	56	-41.1%	189	-82.5%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,595,000	\$1,775,000	-10.1%	\$1,995,000	-20.1%
1,500 - 2,000	\$2,750,000	\$1,825,000	50.7%	\$2,762,500	-0.5%
2,000 - 3,000	\$2,605,000	\$2,460,000	5.9%	\$2,444,175	6.6%
3,000 - 4,000	\$3,650,000	\$3,750,000	-2.7%	\$4,158,500	-12.2%
> 4,000	\$4,200,000	\$4,300,000	-2.3%	\$3,450,000	21.7%

Park Slope

Condominium, Co-Op & Single Family

Contracts Signed

CONTRACTS SIGNED	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed*	34	34	0.0%	55	-38.2%
Median Price (1)	\$1,250,000	\$1,197,000	4.4%	\$1,550,000	-19.4%
Median PPSF (1)	\$1,134	\$1,177	-3.7%	\$1,250	-9.3%
Median Days on Market	75	68	9.6%	28	166.1%
Median Pricing Analysis by Bedroom Type (1):					
Studio	\$489,000	\$525,000	-6.9%	-	-
1 BR	\$795,000	\$765,000	3.9%	\$725,000	9.7%
2 BR	\$1,422,000	\$1,087,000	30.8%	\$1,449,000	-1.9%
3 BR	\$2,250,000	\$1,600,000	40.6%	\$1,663,000	35.3%
4 BR+	\$3,150,000	\$3,050,000	3.3%	\$2,373,000	32.7%
CO-OP					
Number of Contracts Signed	33	32	3.1%	64	-48.4%
Median Price (1)	\$925,000	\$849,000	9.0%	\$912,000	1.4%
Median Days on Market	48	54	-11.1%	37	29.7%
Median Pricing Analysis by Bedroom Type:					
Studio	\$400,000	\$449,000	-10.9%	\$435,000	-8.0%
1 BR	\$595,000	\$739,000	-19.5%	\$675,000	-11.9%
2 BR	\$998,000	\$950,000	5.1%	\$963,000	3.6%
3 BR	\$1,450,000	\$1,688,000	-14.1%	\$1,473,000	-1.6%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Contracts Signed	6	11	-45.5%	25	-76.0%
Median Price (1)	\$2,547,000	\$2,950,000	-13.7%	\$3,195,000	-20.3%
Median Days on Market	63	71	-12.0%	38	64.5%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,850,000	\$1,899,000	-2.6%	\$1,695,000	9.1%
1,500 - 2,000	-	\$2,000,000	-	\$2,713,000	-
2,000 - 3,000	\$2,598,000	\$2,350,000	10.6%	\$2,523,000	3.0%
3,000 - 4,000	-	\$2,950,000	-	\$3,749,000	-
> 4,000	-	\$4,300,000	-	\$3,895,000	-

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

* 3Q2017 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2017)

* 2Q2018 numbers have been adjusted to match the time period of the present quarter (data through June 15, 2018)

Park Slope Condominium, Co-Op & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	74	84	-11.9%	93	-20.4%
Median Price	\$1,447,000	\$1,400,000	3.4%	\$1,395,000	3.7%
Median PPSF	\$1,247	\$1,196	4.3%	\$1,168	6.7%
Median Days on Market	55	87	-37.0%	82	-33.5%
Median Pricing Analysis by Bedroom Type:					
Studio	\$273,000	-	-	\$407,000	-32.9%
1 BR	\$797,000	\$625,000	27.5%	\$660,000	20.8%
2 BR	\$1,365,000	\$1,395,000	-2.2%	\$1,195,000	14.2%
3 BR	\$1,995,000	\$1,790,000	11.5%	\$1,924,000	3.7%
4 BR+	\$3,350,000	\$2,699,000	24.1%	\$3,495,000	-4.1%
CO-OP					
Number of Active Listings	64	58	10.3%	66	-3.0%
Median Price	\$888,000	\$912,000	-2.6%	\$902,000	-1.6%
Median Days on Market	22	86	-74.3%	60	-63.0%
Median Pricing Analysis by Bedroom Type:					
Studio	\$399,000	\$420,000	-5.0%	\$399,000	0.0%
1 BR	\$625,000	\$585,000	6.8%	\$699,000	-10.6%
2 BR	\$1,089,000	\$1,025,000	6.2%	\$998,000	9.1%
3 BR	\$1,513,000	\$1,723,000	-12.2%	\$1,380,000	9.6%
4 BR+	\$3,043,000	\$1,850,000	64.5%	\$2,968,000	2.5%
SINGLE FAMILY					
Number of Active Listings	14	33	-57.6%	20	-30.0%
Median Price	\$3,475,000	\$3,598,000	-3.4%	\$2,975,000	16.8%
Median Days on Market	62	108	-42.6%	87	-28.3%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,525,000	\$1,750,000	-12.9%	\$1,750,000	-12.9%
1,500 - 2,000	\$2,750,000	\$1,825,000	50.7%	\$2,763,000	-0.5%
2,000 - 3,000	\$2,605,000	\$2,460,000	5.9%	\$2,444,000	6.6%
3,000 - 4,000	\$3,650,000	\$3,750,000	-2.7%	\$4,159,000	-12.2%
> 4,000	\$4,200,000	\$4,300,000	-2.3%	\$3,450,000	21.7%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	4.0	4.5

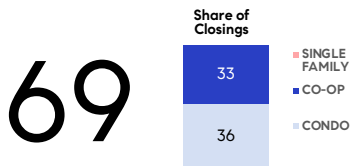
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

Prospect Heights

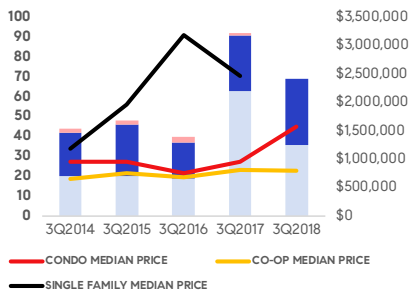
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$1,571,250

Median Condo Sales Price

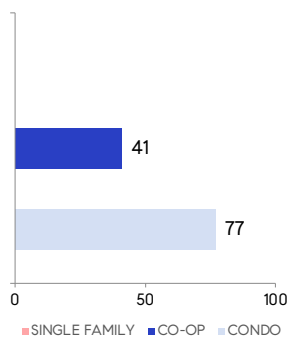
\$799,000

Median Co-Op Sales Price

-

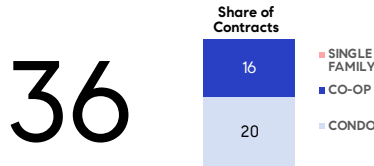
Median Single Family Sales Price

Median Days on Market

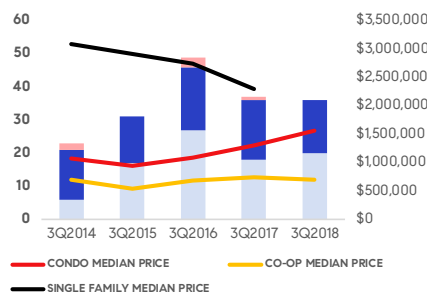


Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years*



*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

3Q2018 Price Metrics*

\$1,567,000

Median Condo Contract Price

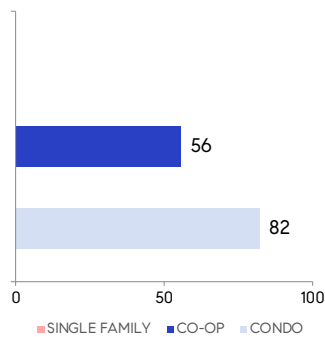
\$700,000

Median Co-Op Contract Price

-

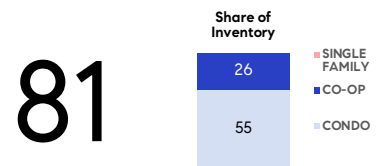
Median Single Family Contract Price

Median Days on Market

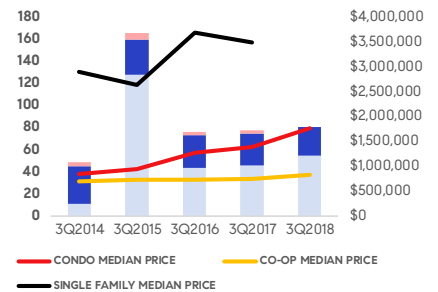


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$1,775,000

Median Condo Asking Price

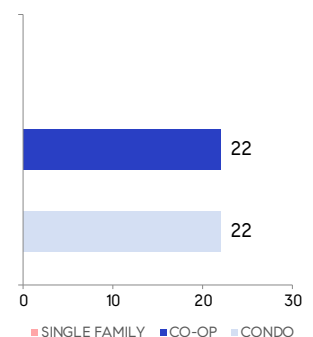
\$837,000

Median Co-Op Asking Price

-

Median Single Family Asking Price

Median Days on Market



Prospect Heights Condominium, Co-Op & Single Family Closings

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	36	63	-42.9%	29	24.1%
Median Price	\$1,571,250	\$957,330	64.1%	\$1,555,091	1.0%
Median PPSF	\$1,365	\$1,334	2.3%	\$1,292	5.6%
Median Days on Market	77	48	60.4%	66	17.6%
Median Pricing Analysis by Bedroom Type:					
Studio	\$835,000	\$600,000	39.2%	\$725,000	15.2%
1 BR	\$940,000	\$917,375	2.5%	\$940,000	0.0%
2 BR	\$1,584,996	\$1,466,875	8.1%	\$1,552,546	2.1%
3 BR	\$2,565,387	\$2,078,075	23.5%	\$2,399,000	6.9%
4 BR+	\$3,800,000	-	-	\$3,046,358	24.7%
CO-OP					
Number of Closings	33	28	17.9%	14	135.7%
Median Price	\$799,000	\$810,000	-1.4%	\$676,500	18.1%
Median Days on Market	41	31	32.3%	41	0.0%
Median Pricing Analysis by Bedroom Type:					
Studio	\$380,000	\$427,500	-11.1%	\$425,000	-10.6%
1 BR	\$665,000	\$547,000	21.6%	\$662,000	0.5%
2 BR	\$1,102,500	\$955,000	15.4%	-	-
3 BR	\$1,335,000	\$1,050,000	27.1%	\$1,960,000	-31.9%
4 BR+	\$3,000,000	\$2,100,000	42.9%	\$3,150,000	-4.8%
SINGLE FAMILY					
Number of Closings	0	1	-100.0%	0	-
Median Price	-	\$2,465,000	-	-	-
Median Days on Market	-	36	-	-	-
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	-	\$2,465,000	-	-	-
3,000 - 4,000	-	-	-	-	-
> 4,000	-	-	-	-	-

Prospect Heights Condominium, Co-Op & Single Family Contracts Signed

CONTRACTS SIGNED	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed*	20	18	11.1%	38	-47.4%
Median Price (1)	\$1,567,000	\$1,300,000	20.5%	\$1,485,000	5.5%
Median PPSF (1)	\$1,376	\$1,302	5.6%	\$1,263	9.0%
Median Days on Market	82	59	39.0%	81	1.2%
Median Pricing Analysis by Bedroom Type (1):					
Studio	\$589,000	\$590,000	-0.2%	\$710,000	-17.0%
1 BR	\$772,000	\$966,000	-20.1%	\$949,000	-18.7%
2 BR	\$1,599,000	\$1,593,000	0.4%	\$1,599,000	0.0%
3 BR	\$2,500,000	\$1,585,000	57.7%	\$3,153,000	-20.7%
4 BR+	\$3,995,000	-	-	-	-
CO-OP					
Number of Contracts Signed	16	18	-11.1%	32	-50.0%
Median Price (1)	\$700,000	\$749,000	-6.5%	\$872,000	-19.7%
Median Days on Market	56	33	68.2%	38	46.1%
Median Pricing Analysis by Bedroom Type:					
Studio	\$589,000	\$379,000	55.4%	\$399,000	47.6%
1 BR	\$597,000	\$463,000	28.9%	\$747,000	-20.1%
2 BR	\$987,000	\$879,000	12.3%	\$900,000	9.7%
3 BR	\$1,247,000	\$935,000	33.4%	\$1,523,000	-18.1%
4 BR+	\$1,750,000	-	-	-	-
SINGLE FAMILY					
Number of Contracts Signed	0	1	-100.0%	1	-100.0%
Median Price (1)	-	\$2,300,000	-	\$2,750,000	-
Median Days on Market	-	35	-	13	-
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	-	\$2,300,000	-	\$2,750,000	-
3,000 - 4,000	-	-	-	-	-
> 4,000	-	-	-	-	-

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

* 3Q2017 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2017)

* 2Q2018 numbers have been adjusted to match the time period of the present quarter (data through June 15, 2018)

Prospect Heights Condominium, Co-Op & Single Family Inventory

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	55	46	19.6%	48	14.6%
Median Price	\$1,775,000	\$1,398,000	27.0%	\$1,498,000	18.5%
Median PPSF	\$1,300	\$1,322	-1.6%	\$1,306	-0.4%
Median Days on Market	22	71	-69.0%	69	-68.1%
Median Pricing Analysis by Bedroom Type:					
Studio	\$640,000	\$760,000	-15.8%	\$600,000	6.7%
1 BR	\$795,000	\$856,000	-7.1%	\$799,000	-0.5%
2 BR	\$1,593,000	\$1,835,000	-13.2%	\$1,559,000	2.2%
3 BR	\$2,204,000	\$2,805,000	-21.4%	\$2,283,000	-3.5%
4 BR+	\$4,680,000	\$3,050,000	53.4%	\$4,048,000	15.6%
CO-OP					
Number of Active Listings	26	29	-10.3%	27	-3.7%
Median Price	\$837,000	\$749,000	11.7%	\$979,000	-14.5%
Median Days on Market	22	81	-72.8%	67	-67.2%
Median Pricing Analysis by Bedroom Type:					
Studio	\$334,000	\$417,000	-19.9%	-	-
1 BR	\$622,000	\$650,000	-4.3%	\$625,000	-0.5%
2 BR	\$950,000	\$920,000	3.3%	\$965,000	-1.6%
3 BR	\$1,695,000	\$1,595,000	6.3%	\$1,295,000	30.9%
4 BR+	-	\$2,950,000	-	\$1,645,000	-
SINGLE FAMILY					
Number of Active Listings	0	3	-100.0%	2	-100.0%
Median Price	-	\$3,495,000	-	\$3,875,000	-
Median Days on Market	-	102	-	202	-
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	-	\$2,465,000	-	-	-
3,000 - 4,000	-	-	-	-	-
> 4,000	-	-	-	-	-

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	4.7	4.5

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

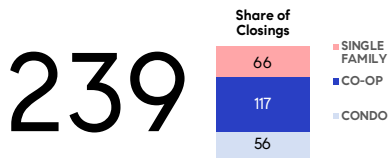
Southeast Brooklyn

Windsor Terrace/Prospect Park South/Prospect Lefferts Gardens/Kensington/Ditmas Park/Flatbush/Midwood

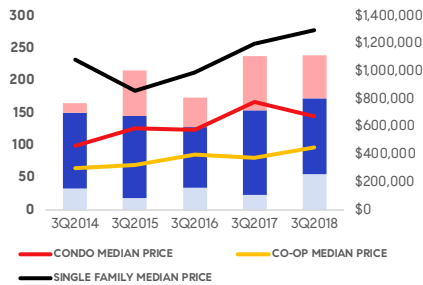
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$675,000

Median Condo Sales Price

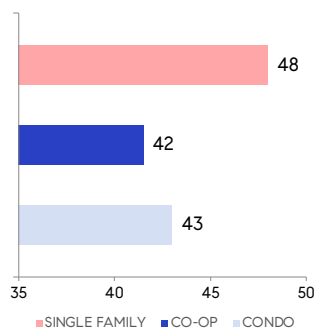
\$450,000

Median Co-Op Sales Price

\$1,300,000

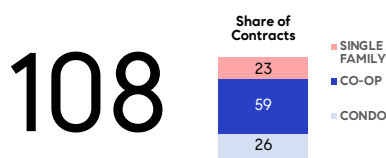
Median Single Family Sales Price

Median Days on Market

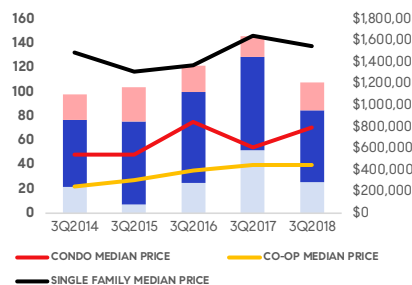


Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years*



*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

3Q2018 Price Metrics*

\$799,000

Median Condo Contract Price

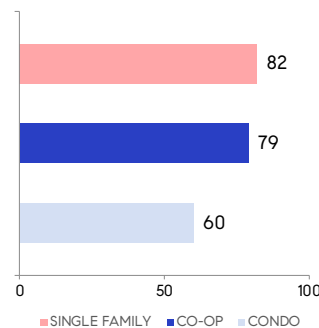
\$449,000

Median Co-Op Contract Price

\$1,549,000

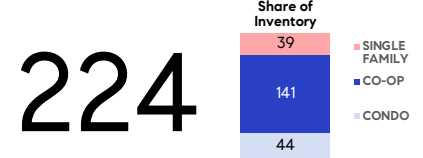
Median Single Family Contract Price

Median Days on Market

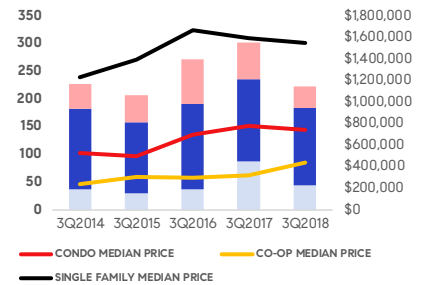


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$748,000

Median Condo Asking Price

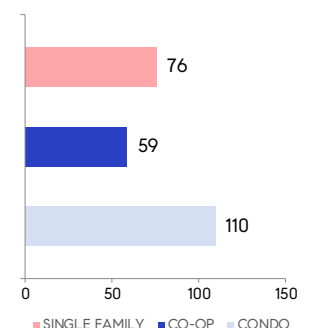
\$439,000

Median Co-Op Asking Price

\$1,549,000

Median Single Family Asking Price

Median Days on Market



Southeast Brooklyn Condominium, Co-Op & Single Family Closings

Windsor Terrace/Prospect Park South/Prospect Lefferts Gardens/Kensington/Ditmas Park/Flatbush/Midwood

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	56	23	143.5%	55	1.8%
Median Price	\$675,000	\$780,000	-13.5%	\$687,318	-1.8%
Median PPSF	\$890	\$712	25.0%	\$826	7.8%
Median Days on Market	43	50	-13.1%	35	22.9%
Median Pricing Analysis by Bedroom Type:					
Studio	\$700,000	-	-	\$480,000	45.8%
1 BR	\$463,388	\$615,000	-24.7%	\$595,000	-22.1%
2 BR	\$661,862	\$767,500	-13.8%	\$706,666	-6.3%
3 BR	\$920,000	\$890,000	3.4%	\$900,000	2.2%
4 BR+	\$1,578,287	\$750,000	110.4%	-	-
CO-OP					
Number of Closings	117	131	-10.7%	98	19.4%
Median Price	\$450,000	\$375,000	20.0%	\$400,000	12.5%
Median Days on Market	42	46	-9.8%	68	-39.0%
Median Pricing Analysis by Bedroom Type:					
Studio	\$260,000	\$186,000	39.8%	\$207,500	25.3%
1 BR	\$450,000	\$365,000	23.3%	\$322,500	39.5%
2 BR	\$667,660	\$483,500	38.1%	\$506,500	31.8%
3 BR	\$792,500	\$799,000	-0.8%	\$700,900	13.1%
4 BR+	-	\$1,925,000	-	-	-
SINGLE FAMILY					
Number of Closings	66	84	-21.4%	54	22.2%
Median Price	\$1,300,000	\$1,200,000	8.3%	\$1,235,000	5.3%
Median Days on Market	48	63	-23.2%	40	20.0%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$826,500	\$830,000	-0.4%	\$843,813	-2.1%
1,500 - 2,000	\$1,300,000	\$1,125,000	15.6%	\$1,197,500	8.6%
2,000 - 3,000	\$1,627,500	\$1,569,475	3.7%	\$1,475,000	10.3%
3,000 - 4,000	\$1,807,500	\$2,060,000	-12.3%	\$1,850,000	-2.3%
> 4,000	\$2,950,000	\$2,250,500	31.1%	\$2,625,000	12.4%

Southeast Brooklyn Condominium, Co-Op & Single Family Contracts Signed

Windsor Terrace/Prospect Park South/Prospect Lefferts Gardens/Kensington/Ditmas Park/Flatbush/Midwood

CONTRACTS SIGNED	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed*	26	52	-50.0%	39	-33.3%
Median Price (1)	\$799,000	\$610,000	31.0%	\$650,000	22.9%
Median PPSF (1)	\$778	\$832	-6.5%	\$917	-15.2%
Median Days on Market	60	38	57.9%	62	-3.2%
Median Pricing Analysis by Bedroom Type (1):					
Studio	-	\$465,000	-	\$399,000	-
1 BR	\$695,000	\$568,000	22.4%	\$549,000	26.6%
2 BR	\$750,000	\$732,000	2.5%	\$680,000	10.3%
3 BR	\$888,000	\$1,055,000	-15.8%	\$968,000	-8.3%
4 BR+	-	\$750,000	-	-	-
CO-OP					
Number of Contracts Signed	59	77	-23.4%	95	-37.9%
Median Price (1)	\$449,000	\$449,000	0.0%	\$475,000	-5.5%
Median Days on Market	79	51	56.4%	43	83.7%
Median Pricing Analysis by Bedroom Type:					
Studio	\$225,000	\$239,000	-5.9%	\$252,000	-10.7%
1 BR	\$412,000	\$380,000	8.4%	\$450,000	-8.4%
2 BR	\$683,000	\$611,000	11.8%	\$650,000	5.1%
3 BR	\$1,200,000	\$739,000	62.4%	\$775,000	54.8%
4 BR+	\$1,200,000	-	-	-	-
SINGLE FAMILY					
Number of Contracts Signed	23	17	35.3%	35	-34.3%
Median Price (1)	\$1,549,000	\$1,649,000	-6.1%	\$1,400,000	10.6%
Median Days on Market	82	59	39.0%	49	69.1%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,149,000	\$1,347,000	-14.7%	\$1,147,000	0.2%
1,500 - 2,000	\$1,500,000	\$1,250,000	20.0%	\$1,112,000	34.9%
2,000 - 3,000	\$1,450,000	\$1,674,000	-13.4%	\$1,675,000	-13.4%
3,000 - 4,000	\$2,595,000	\$1,369,000	89.6%	\$2,100,000	23.6%
> 4,000	\$1,695,000	\$3,000,000	-43.5%	\$2,625,000	-35.4%

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

* 3Q2017 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2017)

* 2Q2018 numbers have been adjusted to match the time period of the present quarter (data through June 15, 2018)

Southeast Brooklyn Condominium, Co-Op & Single Family Inventory

Windsor Terrace/Prospect Park South/Prospect Lefferts Gardens/Kensington/Ditmas Park/Flatbush/Midwood

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	44	88	-50.0%	65	-32.3%
Median Price	\$748,000	\$780,000	-4.1%	\$725,000	3.2%
Median PPSF	\$777	\$684	13.5%	\$732	6.1%
Median Days on Market	110	59	85.6%	190	-42.4%
Median Pricing Analysis by Bedroom Type:					
Studio	\$460,000	-	-	\$485,000	-5.2%
1 BR	\$549,000	\$460,000	19.3%	\$562,000	-2.3%
2 BR	\$765,000	\$749,000	2.1%	\$797,000	-4.0%
3 BR	\$1,150,000	\$850,000	35.3%	\$775,000	48.4%
4 BR+	\$879,000	\$957,000	-8.2%	\$699,000	25.8%
CO-OP					
Number of Active Listings	141	148	-4.7%	151	-6.6%
Median Price	\$439,000	\$325,000	35.1%	\$389,000	12.9%
Median Days on Market	59	83	-28.5%	81	-27.2%
Median Pricing Analysis by Bedroom Type:					
Studio	\$275,000	\$198,000	38.9%	\$217,000	26.7%
1 BR	\$410,000	\$299,000	37.1%	\$350,000	17.1%
2 BR	\$587,000	\$480,000	22.3%	\$573,000	2.4%
3 BR	\$749,000	\$674,000	11.1%	\$930,000	-19.5%
4 BR+	\$985,000	\$1,600,000	-38.4%	\$790,000	24.7%
SINGLE FAMILY					
Number of Active Listings	39	67	-41.8%	71	-45.1%
Median Price	\$1,549,000	\$1,595,000	-2.9%	\$1,650,000	-6.1%
Median Days on Market	76	106	-28.3%	73	4.1%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$895,000	\$1,015,000	-11.8%	\$915,000	-2.2%
1,500 - 2,000	\$1,300,000	\$1,125,000	15.6%	\$1,198,000	8.5%
2,000 - 3,000	\$1,628,000	\$1,569,000	3.8%	\$1,475,000	10.4%
3,000 - 4,000	\$1,808,000	\$2,060,000	-12.2%	\$1,850,000	-2.3%
> 4,000	\$2,950,000	\$2,251,000	31.1%	\$2,625,000	12.4%

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	4.3	6.2

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

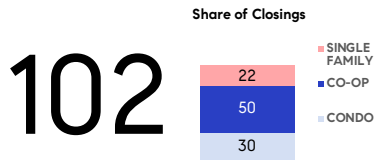
Southwest Brooklyn

Gowanus/Greenwood Heights/Sunset Park/Bay Ridge/Red Hook

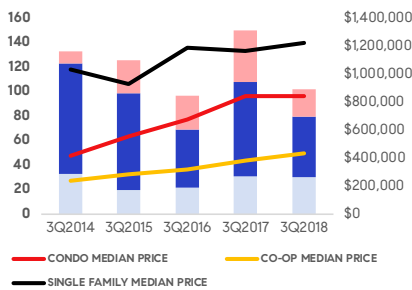
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$846,042

Median Condo Sales Price

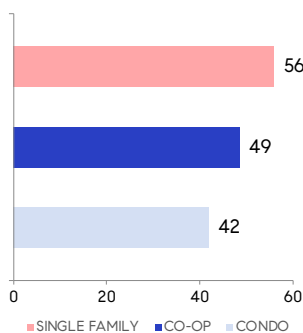
\$435,000

Median Co-Op Sales Price

\$1,225,000

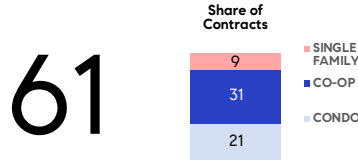
Median Single Family Sales Price

Median Days on Market

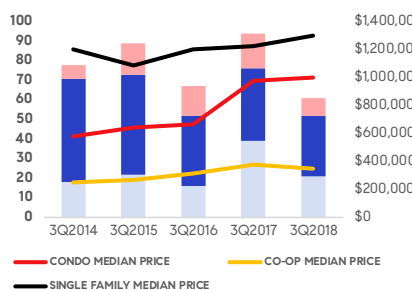


Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years*



*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

3Q2018 Price Metrics*

\$999,000

Median Condo Contract Price

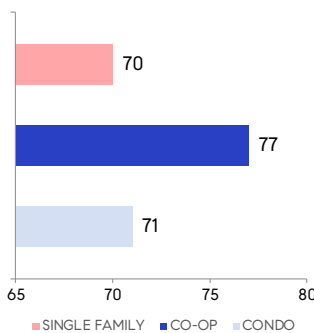
\$350,000

Median Co-Op Contract Price

\$1,299,000

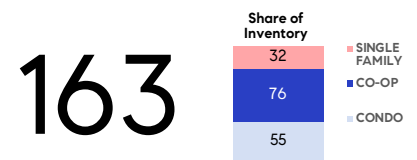
Median Single Family Contract Price

Median Days on Market

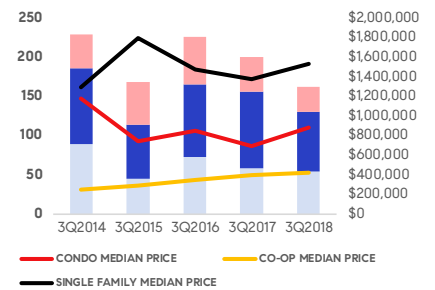


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$888,000

Median Condo Asking Price

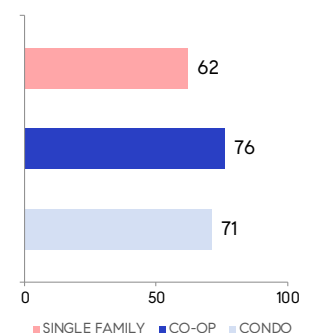
\$423,000

Median Co-Op Asking Price

\$1,538,000

Median Single Family Asking Price

Median Days on Market



Southwest Brooklyn Condominium, Co-Op & Single Family Closings

Gowanus/Greenwood Heights/Sunset Park/Bay Ridge/Red Hook

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	30	31	-3.2%	35	-14.3%
Median Price	\$846,042	\$842,500	0.4%	\$650,000	30.2%
Median PPSF	\$897	\$879	2.0%	\$931	-3.7%
Median Days on Market	42	48	-12.5%	69	-39.1%
Median Pricing Analysis by Bedroom Type:					
Studio	\$402,730	\$338,000	19.2%	\$498,000	-19.1%
1 BR	\$790,000	\$550,000	43.6%	\$467,510	69.0%
2 BR	\$756,068	\$937,500	-19.4%	\$855,000	-11.6%
3 BR	\$1,405,000	\$1,453,140	-3.3%	\$1,625,000	-13.5%
4 BR+	-	-	-	-	-
CO-OP					
Number of Closings	50	77	-35.1%	68	-26.5%
Median Price	\$435,000	\$383,000	13.6%	\$377,649	15.2%
Median Days on Market	49	47	3.2%	69	-29.7%
Median Pricing Analysis by Bedroom Type:					
Studio	\$282,500	\$209,500	34.8%	\$207,000	36.5%
1 BR	\$355,000	\$328,500	8.1%	\$320,000	10.9%
2 BR	\$564,000	\$490,000	15.1%	\$520,000	8.5%
3 BR	\$790,000	\$565,000	39.8%	\$634,000	24.6%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	22	42	-47.6%	26	-15.4%
Median Price	\$1,225,000	\$1,165,000	5.2%	\$1,225,264	0.0%
Median Days on Market	56	62	-9.7%	86	-34.9%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$957,500	\$982,500	-2.5%	\$965,000	-0.8%
1,500 - 2,000	\$1,600,000	\$1,225,000	30.6%	\$1,240,000	29.0%
2,000 - 3,000	\$1,760,000	\$1,595,000	10.3%	\$1,300,000	35.4%
3,000 - 4,000	\$2,500,000	\$1,550,000	61.3%	\$2,344,000	6.7%
> 4,000	-	\$3,375,000	-	-	-

Southwest Brooklyn Condominium, Co-Op & Single Family Contracts Signed

Gowanus/Greenwood Heights/Sunset Park/Bay Ridge/Red Hook

CONTRACTS SIGNED	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed*	21	39	-46.2%	22	-4.5%
Median Price (1)	\$999,000	\$974,000	2.6%	\$825,000	21.1%
Median PPSF (1)	\$947	\$988	-4.1%	\$999	-5.2%
Median Days on Market	71	1,095	-93.5%	115	-38.3%
Median Pricing Analysis by Bedroom Type (1):					
Studio	-	\$389,000	-	-	-
1 BR	\$707,000	\$1,325,000	-46.6%	\$760,000	-7.0%
2 BR	\$999,000	\$874,000	14.3%	\$1,120,000	-10.8%
3 BR	\$1,496,000	\$865,000	72.9%	\$1,397,000	7.1%
4 BR+	-	-	-	-	-
CO-OP					
Number of Contracts Signed	31	37	-16.2%	42	-26.2%
Median Price (1)	\$350,000	\$379,000	-7.7%	\$439,000	-20.3%
Median Days on Market	77	52	48.1%	47	63.8%
Median Pricing Analysis by Bedroom Type:					
Studio	\$198,000	\$192,000	3.1%	\$187,000	5.9%
1 BR	\$343,000	\$349,000	-1.7%	\$385,000	-10.9%
2 BR	\$565,000	\$568,000	-0.5%	\$550,000	2.7%
3 BR	-	\$698,000	-	\$850,000	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Contracts Signed	9	18	-50.0%	23	-60.9%
Median Price (1)	\$1,299,000	\$1,223,000	6.2%	\$1,150,000	13.0%
Median Days on Market	70	90	-21.8%	86	-18.6%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	\$1,100,000	-	\$999,000	-
1,500 - 2,000	\$1,200,000	\$1,220,000	-1.6%	\$1,220,000	-1.6%
2,000 - 3,000	\$1,950,000	\$1,675,000	16.4%	\$1,399,000	39.4%
3,000 - 4,000	\$3,495,000	-	-	-	-
> 4,000	-	\$3,500,000	-	-	-

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

* 3Q2017 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2017)

* 2Q2018 numbers have been adjusted to match the time period of the present quarter (data through June 15, 2018)

Southwest Brooklyn Condominium, Co-Op & Single Family Inventory

Gowanus/Greenwood Heights/Sunset Park/Bay Ridge/Red Hook

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	55	59	-6.8%	70	-21.4%
Median Price	\$888,000	\$699,000	27.0%	\$802,000	10.7%
Median PPSF	\$936	\$805	16.3%	\$844	10.9%
Median Days on Market	71	106	-33.0%	158	-54.9%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$368,000	-	\$368,000	-
1 BR	\$588,000	\$512,000	14.8%	\$669,000	-12.1%
2 BR	\$892,000	\$749,000	19.1%	\$765,000	16.6%
3 BR	\$1,473,000	\$844,000	74.5%	\$1,470,000	0.2%
4 BR+	\$975,000	\$718,000	35.8%	\$718,000	35.8%
CO-OP					
Number of Active Listings	76	97	-21.6%	111	-31.5%
Median Price	\$423,000	\$399,000	6.0%	\$415,000	1.9%
Median Days on Market	76	99	-23.2%	93	-18.3%
Median Pricing Analysis by Bedroom Type:					
Studio	\$235,000	\$220,000	6.8%	\$239,000	-1.7%
1 BR	\$385,000	\$310,000	24.2%	\$350,000	10.0%
2 BR	\$550,000	\$520,000	5.8%	\$545,000	0.9%
3 BR	\$754,000	\$642,000	17.4%	\$675,000	11.7%
4 BR+	-	\$949,000	-	\$725,000	-
SINGLE FAMILY					
Number of Active Listings	32	45	-28.9%	31	3.2%
Median Price	\$1,538,000	\$1,375,000	11.9%	\$1,589,000	-3.2%
Median Days on Market	62	110	-43.6%	89	-30.3%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,179,000	\$1,024,000	15.1%	\$1,289,000	-8.5%
1,500 - 2,000	\$1,600,000	\$1,225,000	30.6%	\$1,240,000	29.0%
2,000 - 3,000	\$1,760,000	\$1,595,000	10.3%	\$1,300,000	35.4%
3,000 - 4,000	\$2,500,000	\$1,550,000	61.3%	\$2,344,000	6.7%
> 4,000	-	\$3,375,000	-	-	-

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	5.3	5.7

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

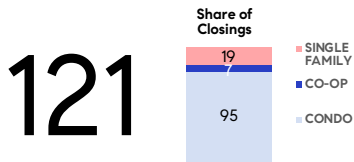
East Brooklyn

Bushwick/Bedford-Stuyvesant/Crown Heights

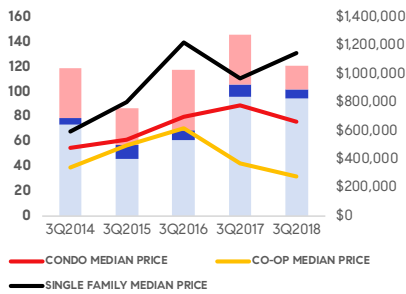
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



3Q2018 Price Metrics

\$665,000

Median Condo Sales Price

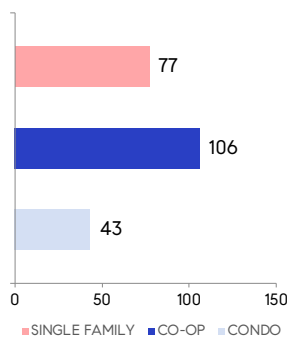
\$280,000

Median Co-Op Sales Price

\$1,150,000

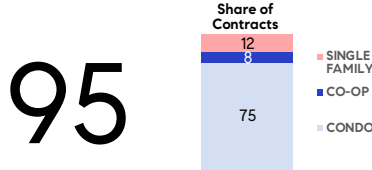
Median Single Family Sales Price

Median Days on Market

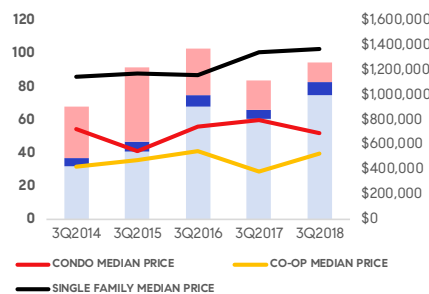


Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years*



*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

3Q2018 Price Metrics*

\$695,000

Median Condo Contract Price

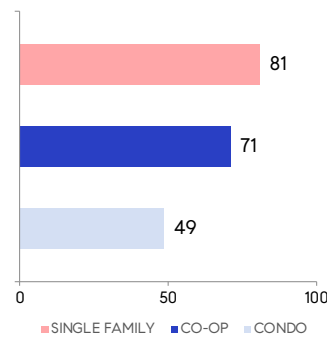
\$527,000

Median Co-Op Contract Price

\$1,373,000

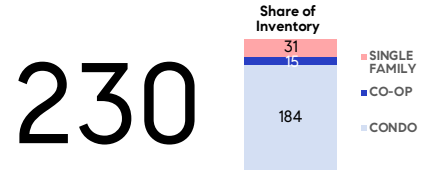
Median Single Family Contract Price

Median Days on Market

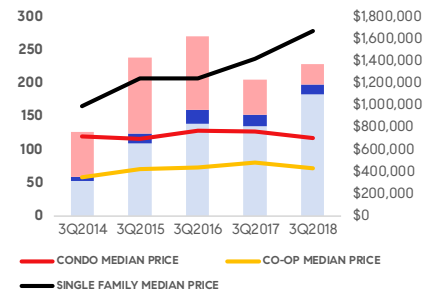


Inventory

Number of Active Listings



Inventory - Last Five Years



3Q2018 Price Metrics

\$710,000

Median Condo Asking Price

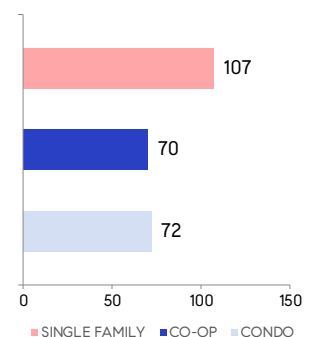
\$430,000

Median Co-Op Asking Price

\$1,680,000

Median Single Family Asking Price

Median Days on Market



East Brooklyn Condominium, Co-Op & Single Family Closings

Bushwick/Bedford-Stuyvesant/Crown Heights

CLOSINGS	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Closings	95	96	-1.0%	128	-25.8%
Median Price	\$665,000	\$782,072	-15.0%	\$731,616	-9.1%
Median PPSF	\$860	\$866	-0.7%	\$888	-3.1%
Median Days on Market	43	67	-35.8%	58	-25.9%
Median Pricing Analysis by Bedroom Type:					
Studio	\$429,936	\$314,066	36.9%	\$344,760	24.7%
1 BR	\$611,000	\$660,000	-7.4%	\$572,500	6.7%
2 BR	\$845,000	\$845,000	0.0%	\$806,290	4.8%
3 BR	\$929,000	\$999,000	-7.0%	\$1,075,000	-13.6%
4 BR+	-	\$1,997,500	-	\$994,994	-
CO-OP					
Number of Closings	7	10	-30.0%	8	-12.5%
Median Price	\$280,000	\$374,500	-25.2%	\$507,000	-44.8%
Median Days on Market	106	62	71.0%	284	-62.7%
Median Pricing Analysis by Bedroom Type:					
Studio	\$225,000	\$299,500	-24.9%	-	-
1 BR	\$290,000	\$424,500	-31.7%	\$315,000	-7.9%
2 BR	\$465,000	\$637,500	-27.1%	\$709,500	-34.5%
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	19	40	-52.5%	31	-38.7%
Median Price	\$1,150,000	\$970,750	18.5%	\$1,100,000	4.5%
Median Days on Market	77	82	-6.1%	118	-34.7%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$855,000	\$730,000	17.1%	\$498,000	71.7%
1,500 - 2,000	\$1,300,000	\$710,000	83.1%	\$850,000	52.9%
2,000 - 3,000	\$1,250,000	\$1,095,000	14.2%	\$1,267,000	-1.3%
3,000 - 4,000	\$1,038,615	\$1,325,000	-21.6%	\$1,515,000	-31.4%
> 4,000	\$6,275,000	\$997,000	529.4%	-	-

East Brooklyn Condominium, Co-Op & Single Family Contracts Signed

Bushwick/Bedford-Stuyvesant/Crown Heights

CONTRACTS SIGNED	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed*	75	61	23.0%	83	-9.6%
Median Price (1)	\$695,000	\$799,000	-13.0%	\$750,000	-7.3%
Median PPSF (1)	\$893	\$867	2.9%	\$861	3.8%
Median Days on Market	49	72	-32.6%	43	12.8%
Median Pricing Analysis by Bedroom Type (1):					
Studio	\$440,000	\$550,000	-20.0%	\$399,000	10.3%
1 BR	\$602,000	\$527,000	14.2%	\$595,000	1.2%
2 BR	\$780,000	\$880,000	-11.4%	\$894,000	-12.8%
3 BR	\$929,000	\$1,040,000	-10.7%	\$1,027,000	-9.5%
4 BR+	\$1,595,000	\$2,225,000	-28.3%	\$900,000	77.2%
CO-OP					
Number of Contracts Signed	8	5	60.0%	5	60.0%
Median Price (1)	\$527,000	\$385,000	36.9%	\$449,000	17.4%
Median Days on Market	71	114	-37.7%	63	12.7%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$439,000	\$258,000	70.2%	\$399,000	10.0%
2 BR	\$613,000	\$499,000	22.8%	\$465,000	31.8%
3 BR	\$2,175,000	-	-	-	-
4 BR+	-	-	-	\$449,000	-
SINGLE FAMILY					
Number of Contracts Signed	12	18	-33.3%	22	-45.5%
Median Price (1)	\$1,373,000	\$1,348,000	1.9%	\$1,413,000	-2.8%
Median Days on Market	81	66	23.7%	77	5.9%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	\$834,000	-	\$925,000	-
1,500 - 2,000	\$1,173,000	\$1,475,000	-20.5%	\$1,495,000	-21.5%
2,000 - 3,000	\$1,110,000	\$1,348,000	-17.7%	\$1,400,000	-20.7%
3,000 - 4,000	\$2,149,000	\$1,800,000	19.4%	\$1,998,000	7.6%
> 4,000	-	-	-	\$1,425,000	-

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

* 3Q2017 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2017)

* 2Q2018 numbers have been adjusted to match the time period of the present quarter (data through June 15, 2018)

East Brooklyn Condominium, Co-Op & Single Family Inventory

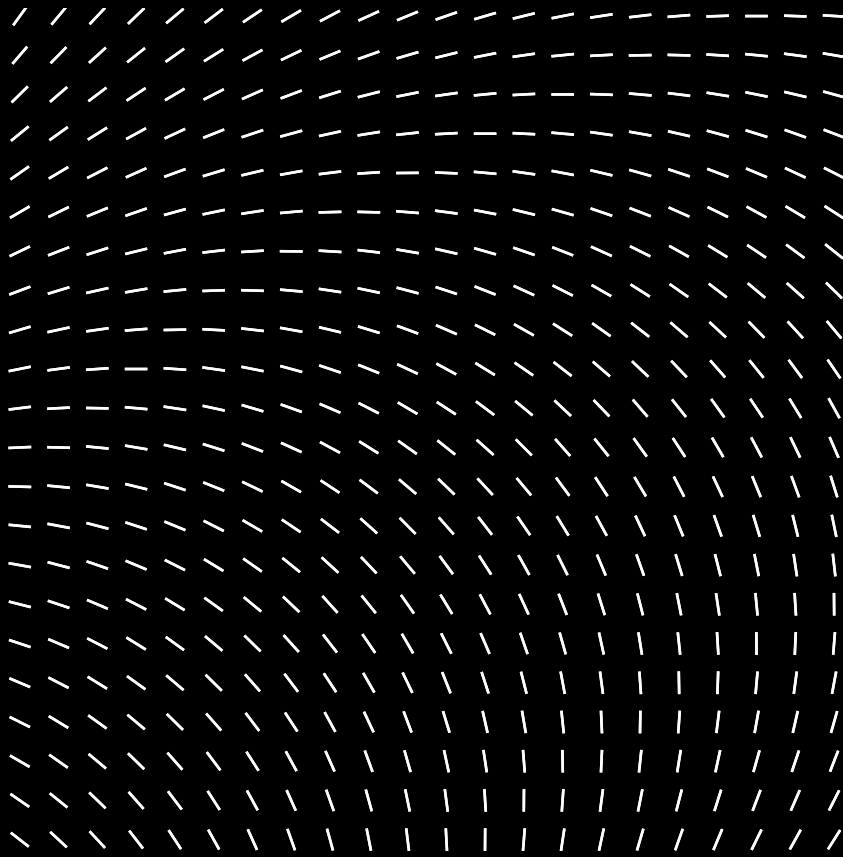
Bushwick/Bedford-Stuyvesant/Crown Heights

ACTIVE	3Q2018	3Q2017	Y-o-Y % Change	2Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	184	136	35.3%	171	7.6%
Median Price	\$710,000	\$765,000	-7.2%	\$699,000	1.6%
Median PPSF	\$885	\$866	2.3%	\$874	1.3%
Median Days on Market	72	38	89.5%	66	9.1%
Median Pricing Analysis by Bedroom Type:					
Studio	\$470,000	\$338,000	39.1%	\$449,000	4.7%
1 BR	\$603,000	\$580,000	4.0%	\$622,000	-3.1%
2 BR	\$849,000	\$845,000	0.5%	\$800,000	6.1%
3 BR	\$1,009,000	\$1,059,000	-4.7%	\$932,000	8.3%
4 BR+	\$1,847,000	\$900,000	105.2%	\$1,345,000	37.3%
CO-OP					
Number of Active Listings	15	17	-11.8%	19	-21.1%
Median Price	\$430,000	\$485,000	-11.3%	\$443,000	-2.9%
Median Days on Market	70	144	-51.4%	82	-14.6%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$395,000	-	-	-
1 BR	\$338,000	\$185,000	82.7%	\$295,000	14.6%
2 BR	\$577,000	\$498,000	15.9%	\$459,000	25.7%
3 BR	\$439,000	\$600,000	-26.8%	\$499,000	-12.0%
4 BR+	-	-	-	\$449,000	-
SINGLE FAMILY					
Number of Active Listings	31	53	-41.5%	76	-59.2%
Median Price	\$1,680,000	\$1,425,000	17.9%	\$1,413,000	18.9%
Median Days on Market	107	106	0.9%	82	31.3%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$779,000	\$847,000	-8.0%	\$940,000	-17.1%
1,500 - 2,000	\$1,300,000	\$710,000	83.1%	\$850,000	52.9%
2,000 - 3,000	\$1,250,000	\$1,095,000	14.2%	\$1,267,000	-1.3%
3,000 - 4,000	\$1,039,000	\$1,325,000	-21.6%	\$1,515,000	-31.4%
> 4,000	\$6,275,000	\$997,000	529.4%	-	-

* 3Q2018 Inventory as of September 15, 2018

ACTIVE MONTHS OF SUPPLY	3Q2018	3Q2017
Overall	5.8	5.2

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.



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