

# ELLI MAN

## REPORT

# Q2 2017

## BROOKLYN SALES

Quarterly Survey of Residential Sales

### CO-OPS, CONDOS & 1-3 FAMILY

# DASHBOARD

year-over-year

### PRICES

Median Sales Price

20.6%

### PACE

Absorption Rate

1.8 mos.

### SALES

Closed Sales

50.7%

### INVENTORY

Total Inventory

15.5%

### MARKETING TIME

Days on Market

17 days

### NEGOTIABILITY

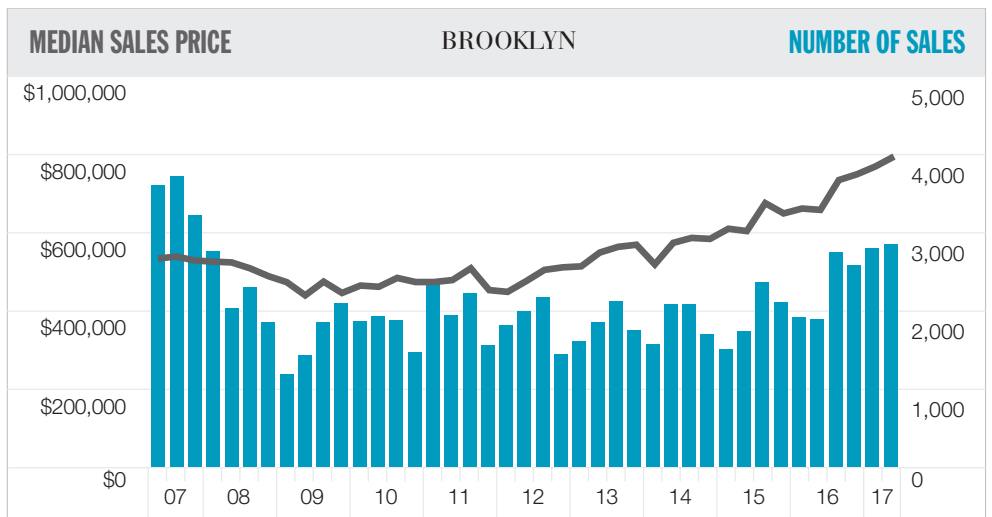
Listing Discount

1.8%

- Records for average and median sales price
- Most second quarter sales in a decade
- Fastest paced market on record

The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.

Brooklyn Market Matrix	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$997,654	0.4%	\$993,955	22.1%	\$816,827
Median Sales Price	\$795,000	3.2%	\$770,000	20.6%	\$659,000
Number of Sales	2,845	1.6%	2,800	50.7%	1,888
Days on Market (From Last List Date)	93	-4.1%	97	22.4%	76
Listing Discount (From Last List Price)	2.9%		2.9%		1.1%
Listing Inventory	2,257	-1.4%	2,290	-15.5%	2,672
Absorption Rate (mos)	2.4	-4.0%	2.5	-42.9%	4.2
Year-to-Date	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price (YTD)	\$995,819	N/A	N/A	23.5%	\$806,050
Median Sales Price (YTD)	\$782,071	N/A	N/A	18.5%	\$660,000
Number of Sales (YTD)	5,645	N/A	N/A	48.6%	3,800



The Brooklyn housing market continued to set price records and see high sales volume. Median sales price across the borough rose 20.6% to \$795,000 from the prior year quarter, setting a new record. The second quarter marked the fourth consecutive quarterly record and the fourth consecutive period above the \$700,000 threshold. Average sales price jumped 22.1% to a record \$997,654 and was the third record set in the past four quarters. The price records were consistent with the market share size of bidding wars. Bidding wars, defined as sales prices higher than the list price at time of contract, accounted for 23.2% of all sales in

the quarter. Within those sales, the average sales price was 3.8% over the list price at time of contract. Median sales price across all housing types moved higher on a year over year basis. Median sales price for condos rose 16.3% to \$900,000; co-ops increased 8.4% to \$423,000; 1-3 family increased 18.7% to \$830,750. Luxury median sales price, representing the top 10% of all sales, jumped 32.6% to \$2,520,168. The market share of new development condos continued to surge, nearly doubling to a 41.2% share from the year ago quarter. However price trend indicators showed mixed results. New development condo median sales price jumped 41.7% to

\$990,000 over the prior year period, skewed by closings of much larger units. The average price per square foot of a new development condo fell 19.7% to \$1,139 over the same period. The number of sales surged 50.7% to 2,845 from the prior year quarter, the most second quarter sales in a decade. This marks the fourth consecutive quarter with a higher year over year increase than the prior quarter. With heavy sales volume, listing inventory has

failed to keep up with sales gains, falling year over year on a quarterly basis for the past 8 quarters. Listing inventory declined 15.5% to 2,257 from the year ago quarter. As a result of rising sales and declining supply, the pace of the market was the fastest ever recorded in this report. The absorption rate, the number of months to sell all listing inventory at the current rate of sales, fell to 2.4 months from 4.2 months from the year ago quarter. Despite

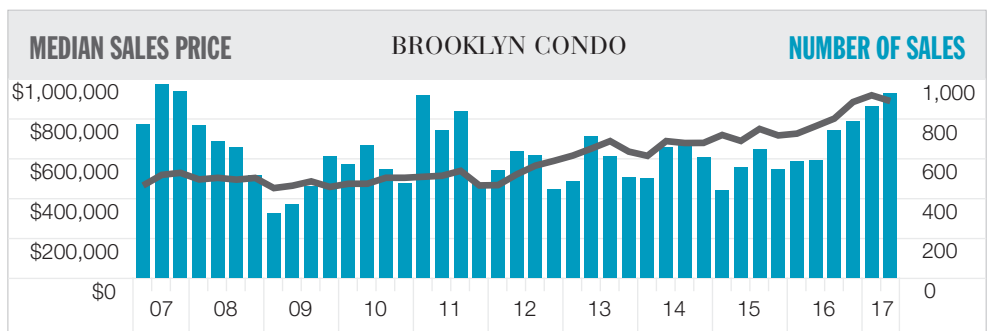
the record market pace, the listing discount edged higher but remained limited, increasing to 2.9% from 1.1% in the prior year quarter. Days on market, the number of days between the last list price change and the contract date, was 93 days, up from 76 days in the same period last year.

## CONDOS

- Overall price trend indicators rise sharply
- Number of sales surge as listing inventory declines
- Marketing time and negotiability expanded

Quintiles	Med. Sales Price	%Δ (YR)
5/5	\$2,155,600	29.2%
4/5	\$1,211,000	11.6%
3/5	\$900,000	16.3%
2/5	\$700,000	20.3%
1/5	\$455,390	12.9%

Condo Market Matrix	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$1,161,431	-3.5%	\$1,203,255	21.8%	\$953,456
Average Price Per Sq Ft	\$1,118	-2.4%	\$1,146	7.6%	\$1,039
Median Sales Price	\$900,000	-3.1%	\$929,000	16.3%	\$773,926
Number of Sales	934	7.5%	869	57.2%	594
Days on Market (From Last List Date)	98	-3.0%	101	38.0%	71
Listing Discount (From Last List Price)	2.5%		1.4%		1.3%
Listing Inventory	817	6.2%	769	-9.2%	900
Absorption Rate (Mos)	2.6	-3.7%	2.7	-42.2%	4.5

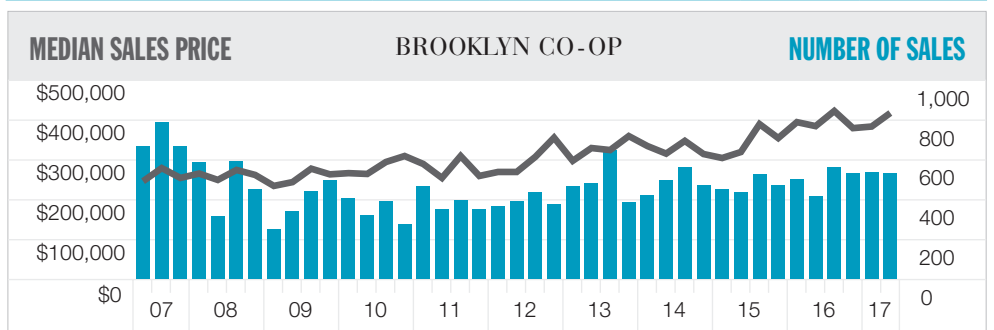


## CO-OPS

- Median and average sales price set new records
- Sales increased while inventory declined
- Shorter marketing time and limited negotiability

Quintiles	Med. Sales Price	%Δ (YR)
5/5	\$1,175,000	17.6%
4/5	\$650,000	20.9%
3/5	\$423,000	8.4%
2/5	\$288,000	10.8%
1/5	\$177,600	9.3%

Co-op Market Matrix	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$584,529	12.0%	\$521,953	15.2%	\$507,315
Median Sales Price	\$423,000	8.7%	\$389,000	8.4%	\$390,043
Number of Sales	533	-0.7%	537	28.1%	416
Days on Market (From Last List Date)	73	-16.1%	87	-17.0%	88
Listing Discount (From Last List Price)	-0.1%		2.4%		0.4%
Listing Inventory	446	-2.2%	456	-11.9%	506
Absorption Rate (Mos)	2.5	0.0%	2.5	-30.6%	3.6

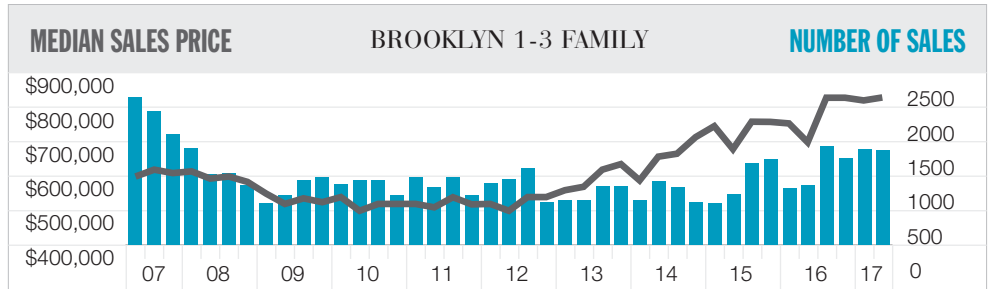


# 1-3 FAMILY

- Median and average price per square foot set records
- Number of sales jumped as listing inventory declined
- Faster marketing time and less negotiability

1-3 Family Market Matrix	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$1,046,440	0.1%	\$1,045,305	20.0%	\$871,977
Average Price Per Sq Ft	\$478	1.5%	\$471	22.9%	\$389
Median Sales Price	\$830,750	1.1%	\$822,100	18.7%	\$700,000
Number of Sales	1,378	-1.1%	1,394	58.0%	872
Days on Market (From Last List Date)	108		99		122
Listing Discount (From Last List Price)	5.3%		5.4%		7.6%
Listing Inventory	994	-6.7%	1,065	-21.5%	1,266
Absorption Rate (Mos)	2.2	-4.3%	2.3	-50.0%	4.4

Quintiles	Med. Sales Price	%Δ (YR)
5/5	\$1,997,900	26.4%
4/5	\$1,200,000	21.5%
3/5	\$830,750	18.7%
2/5	\$610,000	15.1%
1/5	\$369,320	15.4%



## Brooklyn Market by LOCATION

### NORTH

- Overall average and median sales price indicators moved higher
- Large increase in number of sales

North Market Matrix	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$1,180,885	-0.2%	\$1,182,955	10.6%	\$1,067,503
Average Price Per Sq Ft	\$966	-7.5%	\$1,044	5.7%	\$914
Condo	\$1,023	-10.8%	\$1,147	-12.5%	\$1,169
Median Sales Price	\$995,000	-4.3%	\$1,040,000	14.4%	\$870,000
Number of Sales	240	-2.0%	245	67.8%	143

### SOUTH

- Price trend indicators reflected double-digit increases
- Large gain in number of sales

South Market Matrix	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$743,199	0.1%	\$742,266	15.5%	\$643,606
Median Sales Price	\$626,000	-1.9%	\$638,442	14.0%	\$549,346
Condo	\$630,000	2.4%	\$615,000	14.5%	\$550,000
Co-op	\$289,000	7.0%	\$270,000	9.1%	\$265,000
1-3 Family	\$790,000	0.0%	\$790,000	9.1%	\$724,000
Number of Sales	1,341	-0.3%	1,345	48.8%	901

### EAST

- Overall price trend indicators set records
- More sales but with longer marketing times

East Market Matrix	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$836,498	5.4%	\$793,613	13.7%	\$735,808
Median Sales Price	\$728,636	5.8%	\$689,000	12.1%	\$650,000
Condo	\$735,000	17.0%	\$628,112	0.7%	\$730,000
1-3 Family	\$745,000	2.6%	\$726,059	16.6%	\$639,000
Number of Sales	562	10.0%	511	35.7%	414

### NORTHWEST

- Price trend indicators jumped as sales surged
- Stable marketing time with nominal negotiability

Northwest Market Matrix	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$1,550,101	-0.5%	\$1,558,462	32.0%	\$1,174,425
Median Sales Price	\$1,150,000	-9.8%	\$1,275,000	16.8%	\$985,000
Condo	\$1,195,000	-20.0%	\$1,493,323	10.1%	\$1,085,236
Co-op	\$785,000	19.4%	\$657,466	22.3%	\$642,000
1-3 Family	\$2,225,044	1.1%	\$2,200,000	12.9%	\$1,970,000
Number of Sales	702	0.4%	699	63.3%	430

### BROWNSTONE

- Overall price trend indicators jumped and sales surged
- Single family sales gains outpaced 2 & 3-family sales

Brownstone Market Matrix	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$2,536,452	8.3%	\$2,342,067	12.9%	\$2,247,079
Average Price Per Sq Ft	\$1,034	17.5%	\$880	27.3%	\$812
Median Sales Price	\$2,225,044	1.1%	\$2,200,000	12.9%	\$1,970,000
1-Family	\$2,112,868	-8.1%	\$2,300,000	16.1%	\$1,820,000
2-Family	\$2,299,000	2.2%	\$2,250,000	22.9%	\$1,870,000
3-Family	\$2,518,750	38.0%	\$1,825,000	-9.4%	\$2,779,500
Number of Sales	112	-18.2%	137	166.7%	42

## LUXURY

- Price trend indicators rose sharply
- Inventory declined as marketing time edged higher
- Luxury entry threshold increased

Luxury Mix	Luxury Sales Share	Median Sales Price
Condo	42.6%	\$2,647,385
Co-op	4.7%	\$2,505,500
1-3 Family	52.7%	\$2,499,500

Luxury Market Matrix	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$2,927,432	1.1%	\$2,894,385	32.2%	\$2,213,797
Median Sales Price	\$2,520,168	-1.0%	\$2,545,625	32.6%	\$1,900,000
Number of Sales	277	-1.4%	281	46.6%	189
Days on Market (From Last List Date)	101	-22.3%	130	2.0%	99
Listing Discount (From Last List Price)	4.1%		4.0%		0.0%
Listing Inventory	209	-17.1%	252	-34.7%	320
Absorption Rate (Mos)	2.3	-14.8%	2.7	-54.9%	5.1
Entry-Price Threshold	\$1,925,000	-2.3%	\$1,970,313	26.2%	\$1,525,000



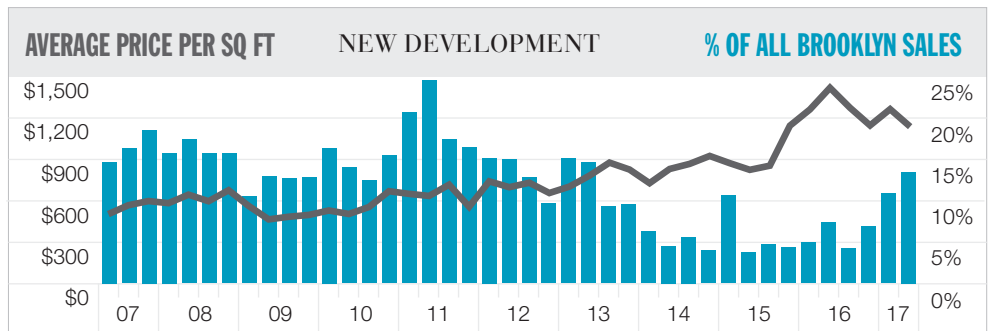
## NEW DEVELOPMENT

### Condos

- Average and median sales prices increased
- Number of sales and inventory rose sharply
- Marketing time expanded with nominal negotiability

New Development Mix	Condo Sales Share	Median Sales Price
< \$1M	51.9%	\$799,000
\$1M - \$3M	39.2%	\$1,537,557
> \$3M	8.8%	\$3,665,700

New Development Market Matrix	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$1,401,298	-13.1%	\$1,613,137	52.7%	\$917,619
Average Price Per Sq Ft	\$1,139	-10.0%	\$1,265	-19.7%	\$1,419
Median Sales Price	\$990,000	-31.0%	\$1,435,000	41.7%	\$698,894
Number of Sales	385	26.2%	305	175.0%	140
Days on Market (From Last List Date)	116	-21.1%	147	46.8%	79
Listing Discount (From Last List Price)	0.0%		-0.4%		0.7%
Listing Inventory	130	42.9%	91	42.9%	91
Absorption Rate (Mos)	1.0	11.1%	0.9	-50.0%	2.0
Sales Share of All Condos	41.2%		35.1%		23.6%



### NEIGHBORHOODS OF BROOKLYN

#### NORTH BROOKLYN

Greenpoint  
Williamsburg

#### NORTHWEST BROOKLYN

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

#### SOUTH BROOKLYN

Fort Greene  
Gowanus  
Navy Yard  
Park Slope  
Park Slope South  
Prospect Heights  
Red Hook  
Vinegar Hill  
Windsor Terrace

Bath Beach  
Bay Ridge  
Bensonhurst  
Bergen Beach  
Borough Park  
Brighton Beach  
Bush Terminal  
Canarsie  
Coney Island

Dyker Heights  
Flatbush  
Flatlands  
Gerritsen Beach  
Gravesend  
Kensington  
Madison  
Manhattan Beach

Marine Park  
Midwood  
Mill Basin  
Ocean Parkway  
Old Mill Basin  
Seagate  
Sheepshead Bay  
Sunset Park

#### EAST BROOKLYN

Bedford Stuyvesant  
Brownsville  
Bushwick  
Crown Heights  
Cypress Hills  
East New York  
Farragut  
Homecrest  
Ocean Hill  
Wingate  
Wyckoff Heights

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