

# ELLI MAN

## REPORT

**2Q** 2015  
BROOKLYN SALES

Quarterly Survey of Residential Sales

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

## DASHBOARD

year-over-year

### PRICES

Median Sales Price

**5.2%**

### PACE

Absorption Rate

**3 mos.**

### SALES

Closed Sales

**16.8%**

### INVENTORY

Total Inventory

**38.6%**

### MARKETING TIME

Days on Market

**36 days**

### NEGOTIABILITY

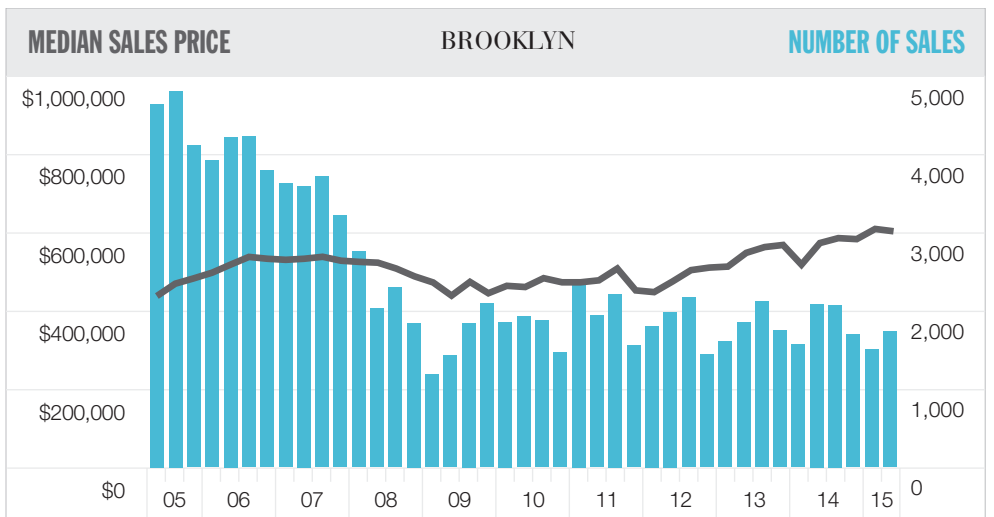
Listing Discount

**7%**

- Average sales price sets record high
- Fourth consecutive quarter of declining sales
- Absorption rate slowed from rapid to brisk pace

*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	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$788,529	5.2%	\$749,269	0.7%	\$783,296
Median Sales Price	\$605,000	-1.0%	\$610,894	5.2%	\$575,000
Number of Sales	1,735	15.1%	1,507	-16.8%	2,086
Days on Market (From Last List Date)	73	-34.8%	112	-33.0%	109
Listing Discount (From Last List Price)	8.0%		4.6%		1.0%
Listing Inventory	4,269	-1.4%	4,331	38.6%	3,081
Absorption Rate (mos)	7.4	-14.0%	8.6	68.2%	4.4
Year-to-Date	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price (YTD)	\$770,280	N/A	N/A	4.2%	\$739,413
Median Sales Price (YTD)	\$615,000	N/A	N/A	10.8%	\$555,000
Number of Sales (YTD)	3,242	N/A	N/A	-11.4%	3,658



In what continues to be a recurring theme, Brooklyn housing prices pushed higher and records were set across the market. Attribution for these price gains goes to improving local economic conditions and low, but rising inventory. While median sales price set a record in the previous quarter, average sales price set a new high in the second quarter, rising 0.7% to \$788,529 from the prior year quarter. Median sales price increased 5.2% to \$605,000 over the same period, falling 1% short of the record set in the prior quarter, but year-to-date, was ahead of last year by 10.8%. Condo and co-op median sales price edged 1.7% and 1.2% respectively from the prior year quarter. Median sales price

for 1-3 family sales rose 3.3% to \$680,000 as average price per square foot set a record of \$411, the highest point reached in the twelve years this metric was tracked. Brownstones, a sub-market of the 1-3 family market located in the northwest region, jumped 38.8% to a record \$2,589,500 over the same period. Median sales price for Brownstones also reached a record rising 21.2% to \$2,898,551. The luxury housing market, defined as the top ten percent of all sales during the period, began at \$1,500,000, up 0.7% from the same period last year. Despite the records set in the overall market, luxury price indicators under performed. Median sales price declined 5.3% to \$2,025,000 from the same

period last year. The number of sales declined for the fourth consecutive quarter as low inventory levels, despite recent gains, pushed price indicators to new levels. There were 1,735 sales in the fourth quarter, down 16.8% from the prior year quarter. Although inventory jumped 38.6% to 4,269 from last year as sellers were pulled into the market by rising prices, it remained 2.8% below the decade quarterly average of 4,395.

As a result of falling sales and rising supply, the absorption rate, the number of months to sell all listing inventory at the current rate of sales, rose to 7.4 months. The market pace is 42.6% faster than the 12.9-month peak set in the first quarter of 2009 at the beginning of the financial crisis. Listing discount, the percentage difference between the list price at time of sale and the sales price, was 8%, up from 1% in the prior

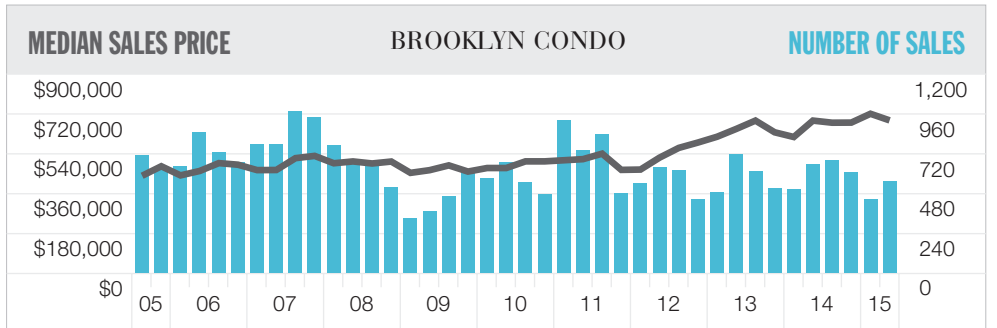
year quarter. The spike in this metric suggests that sellers are setting listing prices further from market value, prompted by record sales prices, but are being met with resistance by buyers. This may help explain the restraint on the number of sales in addition to inventory. Days on market, the average number of days between the last list price change to the contract date, fell 33% to 73 days from the same period last year.

## CONDOS

- Overall price indicators reflected stability
- Number of sales remained below prior year levels
- Marketing time dropped as listing discount rose sharply

Quintiles	Med. Sales Price	%Change (yR)
5/5	\$1,552,833	-11.9%
4/5	\$954,041	-2.4%
3/5	\$700,000	0.1%
2/5	\$554,973	13.3%
1/5	\$306,068	-5.8%

Condo Market Matrix	2Q-2015	%Chg (qTR)	1Q-2015	%Chg (yR)	2Q-2014
Average Sales Price	\$869,860	4.3%	\$833,952	-4.4%	\$910,347
Average Price Per Sq Ft	\$844	10.2%	\$766	1.7%	\$830
Median Sales Price	\$700,000	-4.1%	\$729,750	0.1%	\$699,000
Number of Sales	556	25.2%	444	-15.6%	659
Days on Market (From Last List Date)	62	-10.1%	69	-19.5%	77
Listing Discount (From Last List Price)	12.0%		3.5%		0.0%

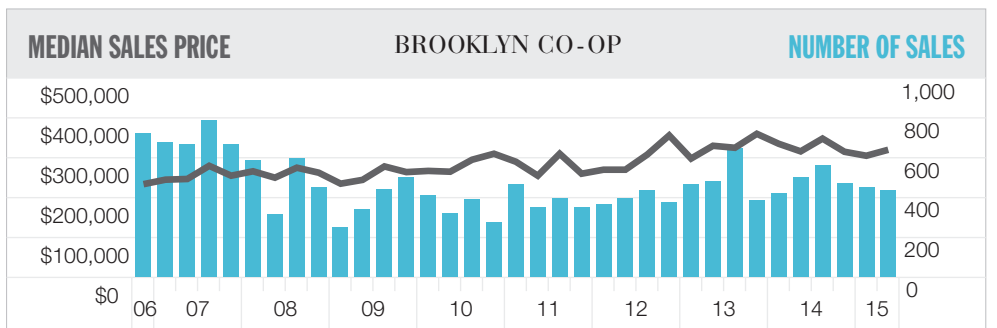


## CO-OPS

- Price indicators edged higher
- Number of sales declined
- Marketing time fell as listing discount reflected a premium

Quintiles	Med. Sales Price	%Change (yR)
5/5	\$804,000	-0.3%
4/5	\$460,000	-4.7%
3/5	\$325,000	1.2%
2/5	\$225,000	1.6%
1/5	\$149,000	11.0%

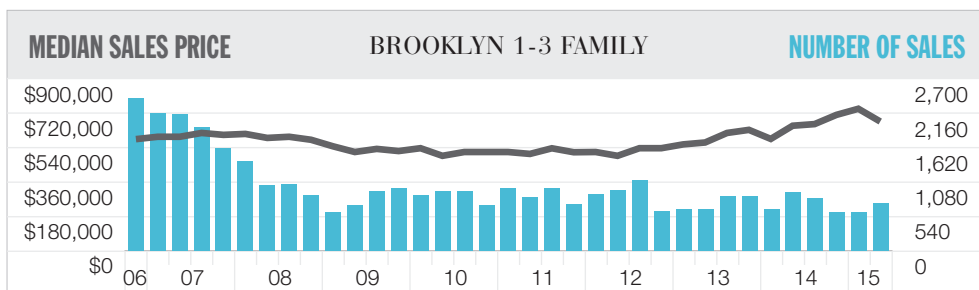
Co-op Market Matrix	2Q-2015	%Chg (qTR)	1Q-2015	%Chg (yR)	2Q-2014
Average Sales Price	\$447,755	-3.1%	\$462,144	3.8%	\$431,335
Median Sales Price	\$325,000	4.8%	\$310,000	1.2%	\$321,000
Number of Sales	436	-4.0%	454	-12.8%	500
Days on Market (From Last List Date)	91	-5.2%	96	-9.0%	100
Listing Discount (From Last List Price)	-2.4%		5.4%		1.0%



# 1-3 FAMILY

- All price indicators increased
- Number of sales fell from prior year levels
- Price per square foot set new record.

1-3 Family Market Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$927,637	2.9%	\$901,578	5.1%	\$882,815
Average Price Per Sq Ft	\$411	8.2%	\$380	8.4%	\$379
Median Sales Price	\$680,000	-9.0%	\$747,000	3.3%	\$658,000
Number of Sales	743	22.0%	609	-19.8%	927
Days on Market (From Last List Date)	99	10.0%	90	10.0%	90
Listing Discount (From Last List Price)	4.1%		4.8%		2.5%



Quintiles	Med. Sales Price	%Change (YR)
5/5	\$1,672,000	4.4%
4/5	\$964,000	7.3%
3/5	\$680,000	3.3%
2/5	\$499,000	2.9%
1/5	\$290,000	-1.0%

## Brooklyn Market by LOCATION

### NORTH

- All price indicators had large gains
- The number of sales declined from prior year quarter

North Market Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$1,390,013	25.0%	\$1,112,070	33.4%	\$1,041,624
Average Price Per Sq Ft	\$1,175	55.6%	\$755	59.9%	\$735
Condo	\$1,033	9.8%	\$941	14.5%	\$902
Median Sales Price	\$1,050,000	7.4%	\$977,500	22.4%	\$858,050
Number of Sales	135	27.4%	106	-24.2%	178

### SOUTH

- All price indicators moved higher
- The number of sales slipped

South Market Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$573,193	0.0%	\$573,185	6.9%	\$536,337
Median Sales Price	\$483,500	6.1%	\$455,650	4.6%	\$462,185
Condo	\$525,000	3.3%	\$508,000	12.9%	\$465,000
Co-op	\$235,000	8.3%	\$217,000	4.7%	\$224,500
1-3 Family	\$665,000	-6.3%	\$710,000	5.1%	\$632,500
Number of Sales	867	12.3%	772	-3.5%	898

### EAST

- Number of sales declined from prior year level
- Price indicators increased from prior year quarter

East Market Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$629,900	-8.6%	\$689,302	5.5%	\$596,939
Median Sales Price	\$575,000	-11.7%	\$651,250	9.9%	\$523,172
Condo	\$611,734	22.1%	\$500,965	22.5%	\$499,250
1-3 Family	\$584,876	-16.4%	\$700,000	3.5%	\$565,000
Number of Sales	358	58.4%	226	-17.5%	434

### NORTHWEST

- Number of sales fell sharply
- Price indicators continued to rise

Northwest Market Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$1,221,289	18.9%	\$1,026,992	-0.6%	\$1,228,897
Median Sales Price	\$910,000	12.1%	\$811,500	7.1%	\$849,500
Condo	\$999,000	7.8%	\$926,607	5.2%	\$950,000
Co-op	\$617,500	2.9%	\$600,000	13.9%	\$542,000
1-3 Family	\$2,589,500	32.8%	\$1,950,000	38.8%	\$1,866,118
Number of Sales	375	-6.7%	402	-34.9%	576

### BROWNSTONE

- Number of sales fell sharply
- Price indicators continued to surge

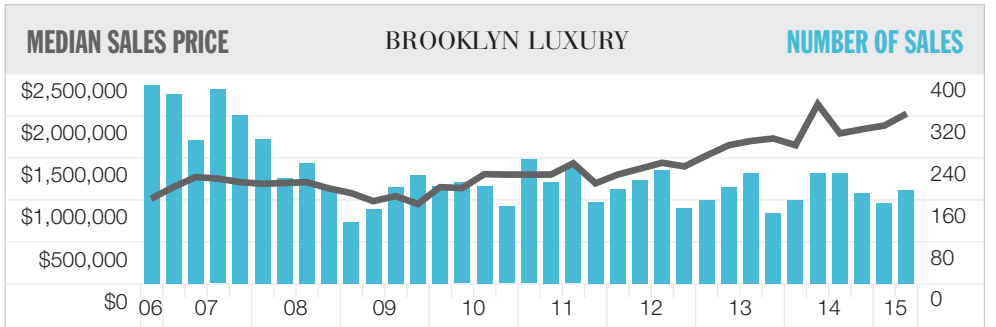
Brownstone Market Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$2,898,551	30.6%	\$2,219,358	21.2%	\$2,391,985
Average Price Per Sq Ft	\$1,039	32.5%	\$784	21.1%	\$858
Median Sales Price	\$2,589,500	32.8%	\$1,950,000	38.8%	\$1,866,118
1-Family	\$2,700,000	12.5%	\$2,400,000	-4.2%	\$2,818,750
2-Family	\$2,300,000	13.6%	\$2,025,000	42.2%	\$1,617,500
3-Family	\$2,394,750	31.2%	\$1,825,000	76.4%	\$1,357,500
Number of Sales	51	18.6%	43	-51.0%	104

## LUXURY

- Price indicators fell short of prior year levels
- Listing discount stabilized as marketing time dropped
- Entry threshold saw nominal rise

Luxury Market Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$2,443,808	16.4%	\$2,100,132	-3.3%	\$2,526,708
Median Sales Price	\$2,025,000	7.5%	\$1,883,500	-5.3%	\$2,138,325
Number of Sales	179	16.2%	154	-15.2%	211
Days on Market (From Last List Date)	71	2.9%	69	-16.5%	85
Listing Discount (From Last List Price)	1.4%		1.4%		1.3%
Entry-Price Threshold	\$1,500,000	7.1%	\$1,400,000	0.7%	\$1,490,000

Luxury Mix	Luxury Sales Share	Median Sales Price
Condo	37.4%	\$1,736,116
Co-op	7.8%	\$2,262,500
1-3 Family	54.7%	\$2,084,000

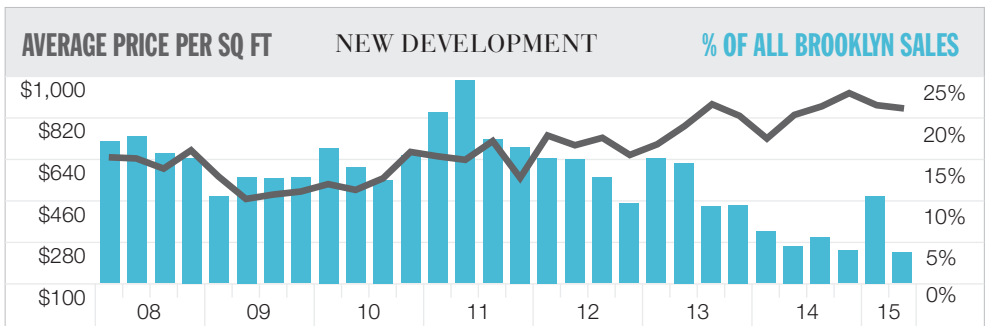


## NEW DEVELOPMENT Condos

- Median sales price was unchanged as other indicators declined
- Sales and market share declined
- Marketing time fell as average sale sold slightly above asking price

New Development Market Matrix	2Q-2015	%Chg (QTR)	1Q-2015	%Chg (YR)	2Q-2014
Average Sales Price	\$899,666	-2.6%	\$923,806	-15.3%	\$1,062,152
Average Price Per Sq Ft	\$828	-5.5%	\$876	-0.7%	\$834
Median Sales Price	\$725,000	-12.6%	\$829,500	0.0%	\$725,000
Number of Sales	65	-59.4%	160	-30.1%	93
Days on Market (From Last List Date)	134	61.4%	83	32.7%	101
Listing Discount (From Last List Price)	-0.4%		2.1%		0.2%
Sales Share of Overall Market	3.7%		10.6%		4.5%

New Development Mix	Condo Sales Share	Median Sales Price
< \$1M	73.8%	\$594,225
\$1M - \$3M	24.6%	\$1,490,209
> \$3M	1.5%	\$3,054,750



### NEIGHBORHOODS OF BROOKLYN

#### NORTH BROOKLYN

Greenpoint  
Williamsburg

#### NORTHWEST BROOKLYN

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

#### SOUTH BROOKLYN

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  
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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