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Q4
2018

Brooklyn Quarterly Market Insights Report

Introducing the Compass

Q4 2018 Brooklyn Market Insights Report

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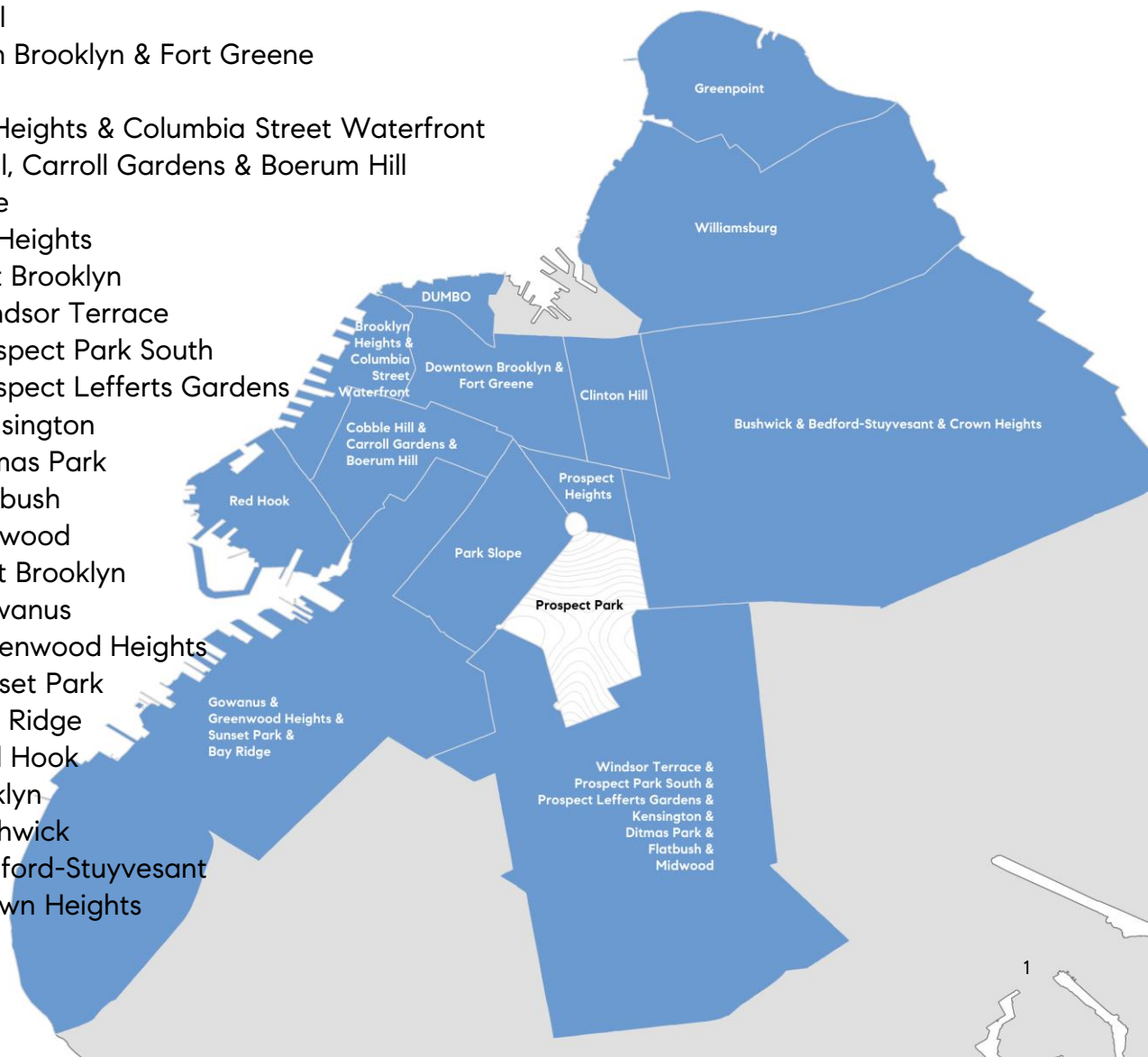
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Executive Summary

Brooklyn Market

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

Inventory

Overall inventory (Condo + Co-op + Single Family) in prime Brooklyn¹, as defined on Page 1 Map, experienced a 6% Y-o-Y increase to 1,319 units, mainly attributable to increases in Co-ops (+25% Y-o-Y to 394 units) and Condos (+6% Y-o-Y to 784 units), offset by a decrease in Single Family homes (-25% Y-o-Y to 141 units). It is notable that active units in the \$2M-\$3M price segments saw the largest Y-o-Y increase at 14%, primarily driven by Condos in this category. New development projects recently launching sales such as 11 Hoyt, 67 Livingston, 147 Hope and 78 Amity, contributed to the rise of \$2M-\$3M inventory level. The months of supply² for this price segment increased from 5.4 months in Q4 2017 to 6.5 months this quarter, implying a transition from under-supplied territory to equilibrium. In contrast, Single Family homes exhibited Y-o-Y decreases in all price segments in Q4 2018.

Median asking price decreased 7% Y-o-Y to \$900K in Q4 2018. However, both Co-op and Single Family median asking prices achieved the highest levels on record, increasing 3% Y-o-Y to \$499K and 12% Y-o-Y to \$2.0M in Q4 2018, respectively. Median days-on-market decreased from 131 days in Q4 2017 to 97 days this quarter, led by double-digit decreases across all price segments.

Among the 12 submarkets analyzed, Downtown Brooklyn/Fort Greene (+74% Y-o-Y to 132 units), Brooklyn Heights/Columbia Street Waterfront (+37% Y-o-Y to 92 units) and Bushwick/Bedford-Stuyvesant/Crown Heights (+34% Y-o-Y to 210 units) exhibited the top-3 largest Y-o-Y increases in the number of active units at the end of Q4 2018. The significant upswing in Downtown Brooklyn/Fort Greene inventory was partly due to new developments such as 11 Hoyt, 10 Nevins and Brooklyn Point at 138 Willoughby Street (Condo), which pushed the median asking price up by 13% Y-o-Y in the neighborhood. Twelve active condos at Quay Tower at 50 Bridge Park Drive accounted for the increase in the number of available units in Brooklyn Heights/Columbia Street Waterfront. Also noteworthy were seven new development buildings that recently came online in Bushwick/Bedford-Stuyvesant/Crown Heights, each with more than five active units, vs. two new development projects in Q4 2017.

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

² 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 fourth quarter.

Contracts Signed

There were 872 contracts signed in Brooklyn this quarter compared to 1,066 units in Q4 2017, representing an 18% Y-o-Y decrease. The decline stemmed from double-digit decreases across all three property types. Condo, Co-op and Single Family contracts declined by 16% Y-o-Y to 500 units, 16% Y-o-Y to 311 units and 41% Y-o-Y to 61 units, respectively. This downward trend could be interpreted as buyers exhibiting more caution while considering a volatile stock market, interest rate uncertainty, and consequently a softening real estate market. Most price segments experienced decreases, except for the \$1M-\$2M category, which increased 2% Y-o-Y to 283 contracts signed in Q4 2018. Resale condos and eight reported contracts at Brooklyn Point at 138 Willoughby Street were mainly responsible for this slight increase.

Overall Brooklyn median contract price¹ increased 1% Y-o-Y to \$885K in Q4 2018, primarily driven by Co-ops (+11% Y-o-Y to \$649K) and Condos (+5% Y-o-Y to \$995K), offset by Single Family home (-11% Y-o-Y to \$1.6M). Co-op median contract price surpassed \$600K for the first time on record, partly due to the fact that Brooklyn Point is included in the Co-op summary as it is a land-lease project. Overall median days-on-market decreased from 63 days to 59 days this quarter.

Among the 12 submarkets analyzed, only Cobble Hill/Carroll Gardens/Boerum Hill and Clinton Hill experienced increases in the number of total contracts signed, up 19% and 10% Y-o-Y, respectively. Cobble Hill/Carroll Garden/Boerum Hill also saw the largest Y-o-Y increase in median contract price at 24%, mainly due to 13 contracts signed at 78 Amity, a new development project. Brooklyn Heights/Columbia Street Waterfront exhibited the largest Y-o-Y decline in the number of contracts signed at 45% partly as several new developments reported contracts in Q4 2017 but not in Q4 2018, such as Standish at 171 Columbia Heights, One Brooklyn Bridge Park at 360 Furman Street and Pierhouse at Brooklyn Bridge Park at 90 & 130 Furman Street.

¹ 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 fourth quarter.

Closings

There were 973 total closings in Brooklyn this quarter, down 24% Y-o-Y compared to 4Q 2017, as all three property types went through double-digit Y-o-Y decreases. Condo closings decreased 28% Y-o-Y to 471 units, partially attributable to previous clustered closings in Q4 2017 at new development buildings such as 550 Vanderbilt (32 units), 184 Kent (25 units) and 525 Myrtle (19 units). The number of closings for Condos reached the lowest level since Q1 2016. Co-op closings decreased 15% Y-o-Y to 356 units and Single Family closings decreased 27% Y-o-Y to 146 units. All price segments also experienced double-digit Y-o-Y decreases, ranging from -13% (\$1M-\$2M) to -46% (\$2M-\$3M). Median days-on-market increased from 56 days in Q4 2017 to 65 days this quarter.

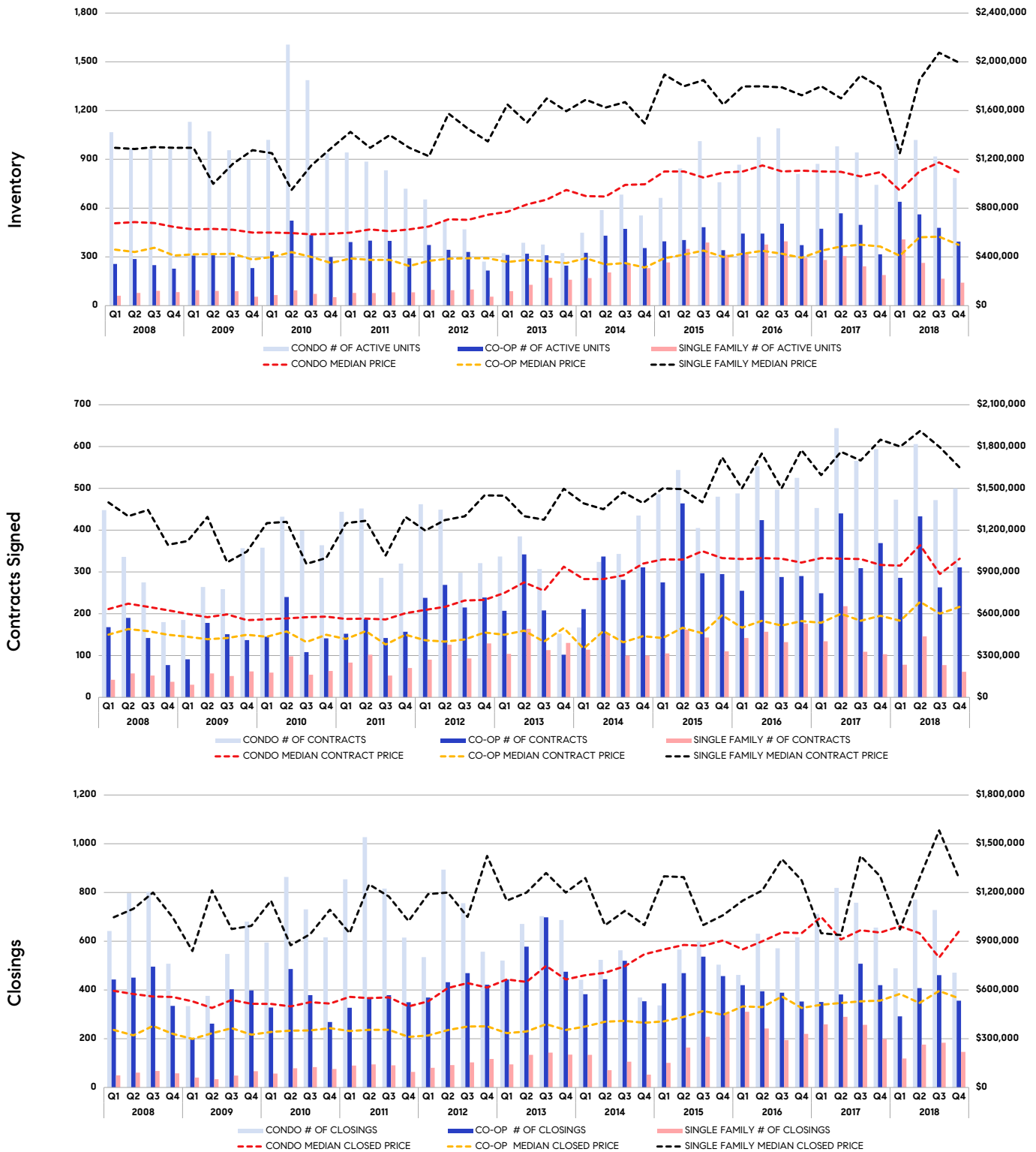
Brooklyn median sales price decreased 1% Y-o-Y to \$850K in Q4 2018, however Condo and Co-op median closing prices recorded the highest fourth quarter median sale prices in the past 10 years at \$960K and \$550K, respectively. Compared to -5% median negotiability¹ in Manhattan this quarter, Brooklyn's healthier -2% median negotiability can be partially explained by the lower absolute price points and an increasing presence of reasonably priced boutique new developments in emerging areas.

Among the 12 submarkets analyzed, Brooklyn Heights/Columbia Street Waterfront underwent the smallest Y-o-Y decline at 5% this quarter as several new development projects continued to deliver units in the fourth quarter. In terms of closing price, Gowanus/Greenwood Heights/Sunset Park/Bay Ridge/Red Hook posted the largest Y-o-Y increase by 33% as new projects like Stanton On 6th at 695 6th Avenue started to close in Q4 2018 and resale condos achieved higher prices compared to the same quarter last year. The most expensive neighborhood in Brooklyn was DUMBO, which saw a median absolute sale price of \$1.4M this quarter, a 19% Y-o-Y decrease compared to Q4 2017.

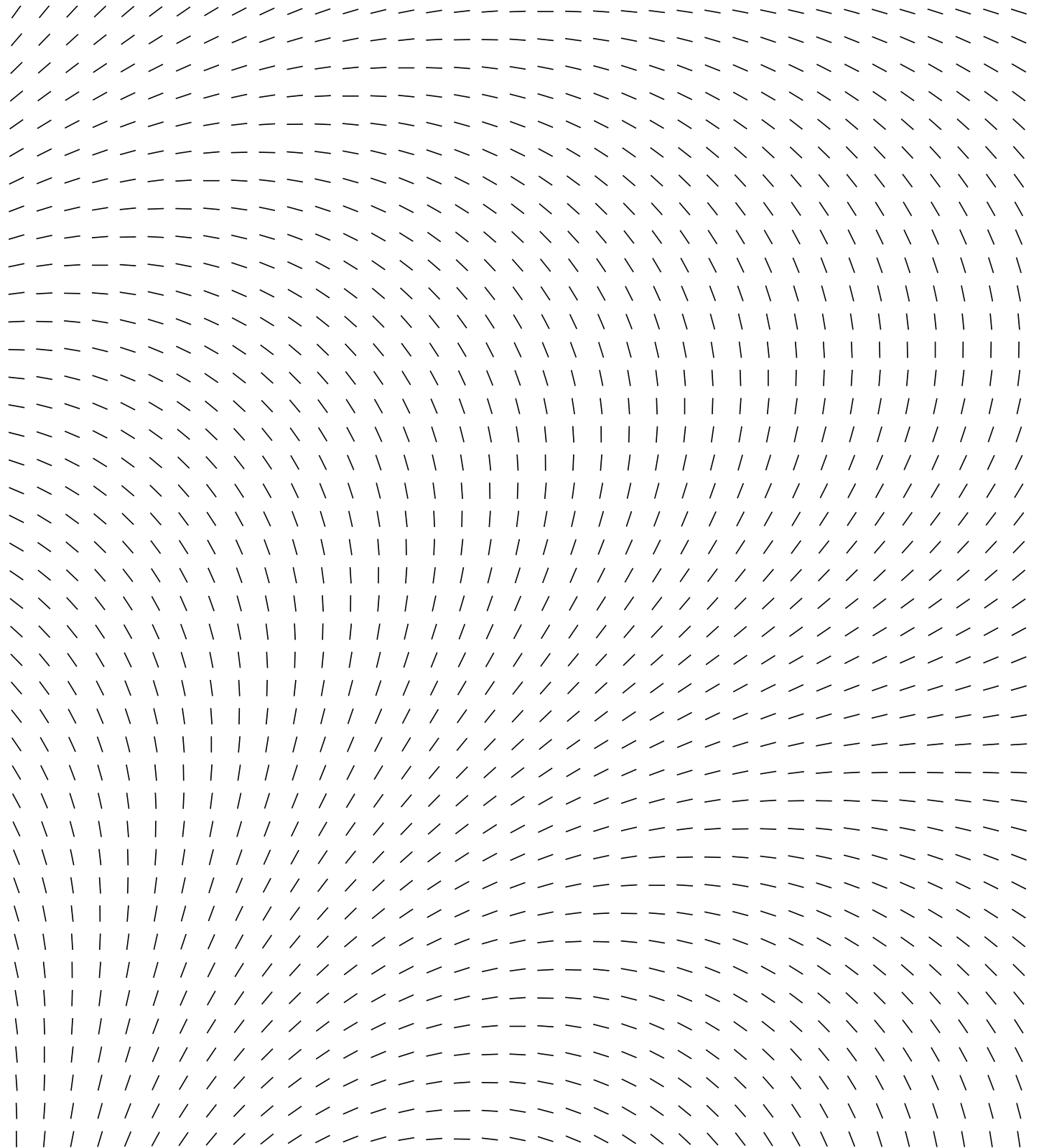
¹Negotiability represents the discount of the sales price to ask price.

Brooklyn Condominium, Co-Op & Single Family Overview

The charts below highlight 11 years of historical performance of inventory, contracts signed, and closings by quarter.



Neighborhood Snapshots

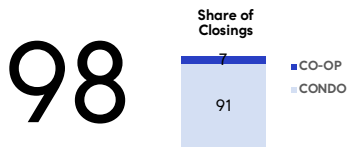


Williamsburg

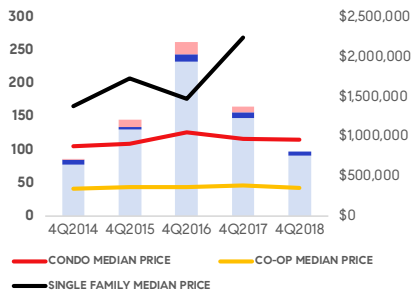
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$965,000

Median Condo Sales Price

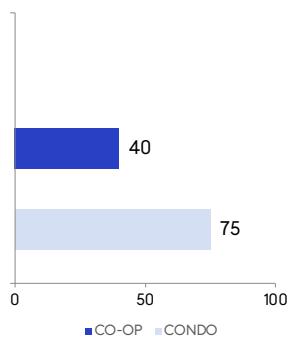
\$355,000

Median Co-Op Sales Price

-

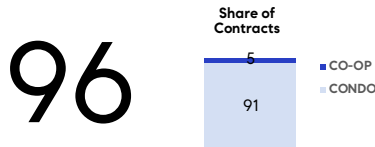
Median Single Family Sales Price

Median Days on Market

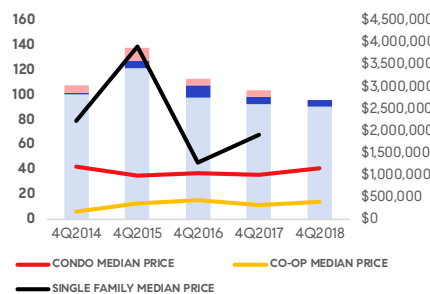


Contracts

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

4Q2018 Price Metrics*

\$1,150,000

Median Condo Contract Price

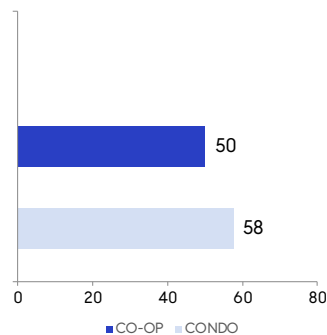
\$398,000

Median Co-Op Contract Price

-

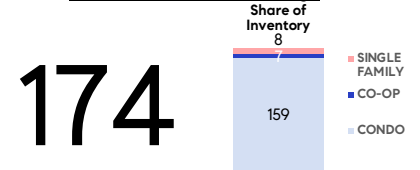
Median Single Family Contract Price

Median Days on Market

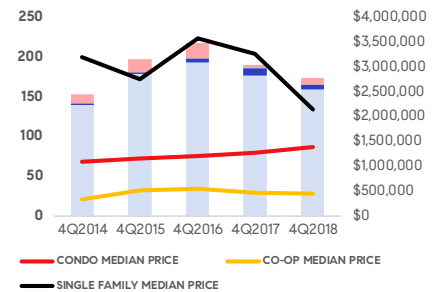


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$1,386,000

Median Condo Asking Price

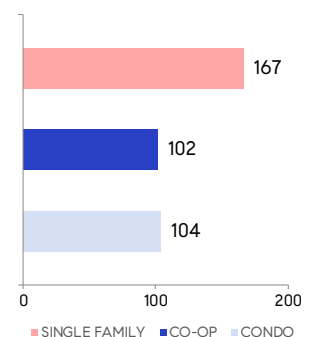
\$449,000

Median Co-Op Asking Price

\$2,150,000

Median Single Family Asking Price

Median Days on Market



Williamsburg Condominium, Co-Op & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	91	148	-38.5%	150	-39.3%
Median Price	\$965,000	\$970,000	-0.5%	\$999,000	-3.4%
Median PPSF	\$1,184	\$1,219	-2.9%	\$1,197	-1.1%
Median Days on Market	75	70	7.1%	53	41.5%
Median Pricing Analysis by Bedroom Type:					
Studio	\$603,000	\$630,000	-4.3%	\$533,000	13.1%
1 BR	\$864,000	\$800,000	8.0%	\$880,000	-1.8%
2 BR	\$1,218,000	\$1,413,000	-13.8%	\$1,355,000	-10.1%
3 BR	\$2,413,000	\$1,937,000	24.6%	\$2,266,000	6.5%
4 BR+	-	\$995,000	-	\$2,925,000	-
CO-OP					
Number of Closings	7	9	-22.2%	6	16.7%
Median Price	\$355,000	\$390,000	-9.0%	\$350,000	1.4%
Median Days on Market	40	95	-57.9%	61	-33.9%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$115,000	-	\$240,000	-
1 BR	\$346,000	\$285,000	21.4%	\$335,000	3.3%
2 BR	\$355,000	\$475,000	-25.3%	\$533,000	-33.4%
3 BR	-	\$390,000	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	0	8	-100.0%	2	-100.0%
Median Price	-	\$2,250,000	-	\$2,075,000	-
Median Days on Market	-	94	-	58	-
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	\$2,075,000	-	-	-
1,500 - 2,000	-	\$1,900,000	-	-	-
2,000 - 3,000	-	\$2,400,000	-	\$2,075,000	-
3,000 - 4,000	-	\$4,075,000	-	-	-
> 4,000	-	-	-	-	-

Williamsburg Condominium, Co-Op & Single Family Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed	91	93	-2.2%	104	-12.5%
Median Price (1)	\$1,150,000	\$1,008,000	14.1%	\$1,113,000	3.3%
Median PPSF (1)	\$1,236	\$1,277	-3.2%	\$1,264	-2.2%
Median Days on Market	58	68	-15.4%	69	-16.1%
Median Pricing Analysis by Bedroom Type (1):					
Studio	\$640,000	\$690,000	-7.2%	\$600,000	6.7%
1 BR	\$880,000	\$889,000	-1.0%	\$835,000	5.4%
2 BR	\$1,350,000	\$1,395,000	-3.2%	\$1,375,000	-1.8%
3 BR	\$1,825,000	\$2,640,000	-30.9%	\$2,324,000	-21.5%
4 BR+	\$4,215,000	-	-	-	-
CO-OP					
Number of Contracts Signed	5	6	-16.7%	3	66.7%
Median Price (1)	\$398,000	\$330,000	20.6%	\$375,000	6.1%
Median Days on Market	50	75	-33.3%	78	-35.9%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$422,000	\$305,000	38.4%	\$373,000	13.1%
2 BR	\$398,000	\$362,000	9.9%	\$475,000	-16.2%
3 BR	-	\$1,349,000	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Contracts Signed	0	5	-100.0%	2	-100.0%
Median Price (1)	-	\$1,925,000	-	\$1,550,000	-
Median Days on Market	-	151	-	43	-
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	\$129,000	-	\$850,000	-
1,500 - 2,000	-	\$1,763,000	-	-	-
2,000 - 3,000	-	\$3,750,000	-	\$2,250,000	-
3,000 - 4,000	-	\$3,595,000	-	-	-
> 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.

Williamsburg Condominium, Co-Op & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	159	177	-10.2%	182	-12.6%
Median Price	\$1,386,000	\$1,275,000	8.7%	\$1,300,000	6.6%
Median PPSF	\$1,250	\$1,324	-5.6%	\$1,236	1.1%
Median Days on Market	104	198	-47.5%	90	16.2%
Median Pricing Analysis by Bedroom Type:					
Studio	\$797,000	\$745,000	7.0%	\$610,000	30.7%
1 BR	\$880,000	\$952,000	-7.6%	\$949,000	-7.3%
2 BR	\$1,400,000	\$1,421,000	-1.5%	\$1,377,000	1.7%
3 BR	\$2,496,000	\$2,500,000	-0.2%	\$2,351,000	6.2%
4 BR+	\$3,925,000	\$3,715,000	5.7%	\$3,853,000	1.9%
CO-OP					
Number of Active Listings	7	9	-22.2%	8	-12.5%
Median Price	\$449,000	\$469,000	-4.3%	\$439,000	2.3%
Median Days on Market	102	110	-7.3%	47	119.4%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$450,000	\$410,000	9.8%	\$425,000	5.9%
2 BR	\$429,000	\$460,000	-6.7%	\$439,000	-2.3%
3 BR	\$535,000	\$469,000	14.1%	\$565,000	-5.3%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	8	4	100.0%	10	-20.0%
Median Price	\$2,150,000	\$3,275,000	-34.4%	\$3,300,000	-34.8%
Median Days on Market	167	59	184.6%	101	65.7%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,349,000	-	-	\$1,550,000	-13.0%
1,500 - 2,000	\$2,000,000	-	-	\$2,000,000	0.0%
2,000 - 3,000	-	\$2,375,000	-	-	-
3,000 - 4,000	-	\$7,475,000	-	\$12,500,000	-
> 4,000	\$5,200,000	-	-	\$5,200,000	0.0%

* 4Q2018 Inventory as of December 31, 2018

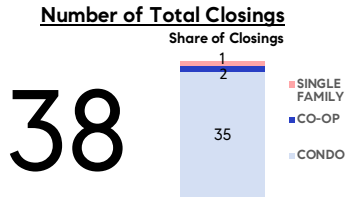
ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	5.1	4.6

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.

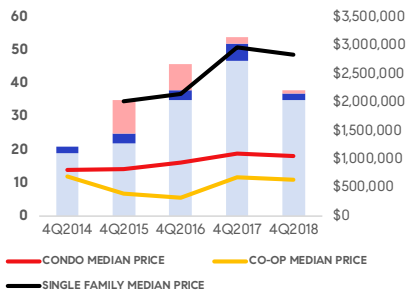
Greenpoint

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

Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$1,060,000

Median Condo Sales Price

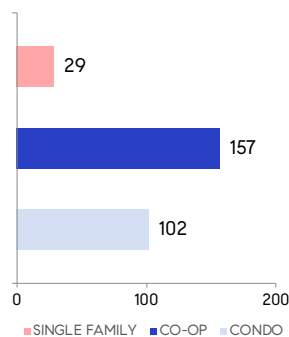
\$645,000

Median Co-Op Sales Price

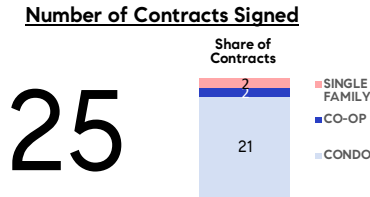
\$2,850,000

Median Single Family Sales Price

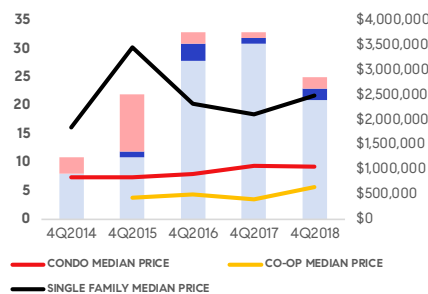
Median Days on Market



Contracts



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

4Q2018 Price Metrics*

\$1,060,000

Median Condo Contract Price

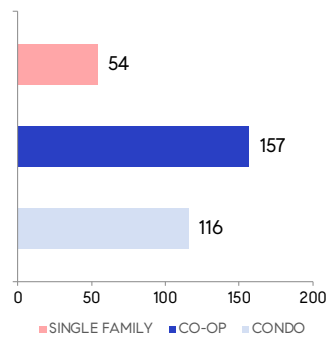
\$645,000

Median Co-Op Contract Price

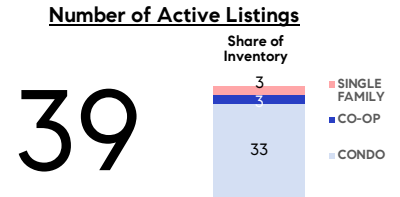
\$2,488,000

Median Single Family Contract Price

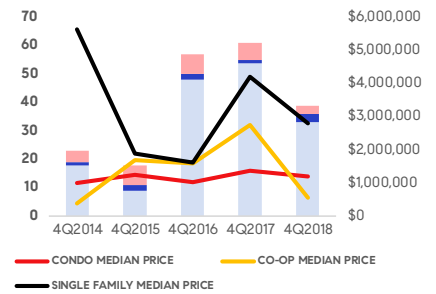
Median Days on Market



Inventory



Inventory - Last Five Years



4Q2018 Price Metrics

\$1,190,000

Median Condo Asking Price

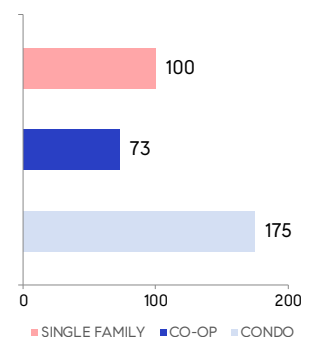
\$550,000

Median Co-Op Asking Price

\$2,795,000

Median Single Family Asking Price

Median Days on Market



Greenpoint Condominium & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	35	47	-25.5%	21	66.7%
Median Price	\$1,060,000	\$1,100,000	-3.6%	\$1,175,000	-9.8%
Median PPSF	\$1,088	\$1,171	-7.1%	\$1,103	-1.3%
Median Days on Market	102	70	45.7%	47	117.0%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	\$985,000	-
1 BR	\$773,000	\$713,000	8.4%	\$787,000	-1.8%
2 BR	\$1,204,000	\$1,295,000	-7.0%	\$1,288,000	-6.5%
3 BR	\$1,500,000	\$1,365,000	9.9%	\$2,468,000	-39.2%
4 BR+	-	-	-	-	-
CO-OP					
Number of Closings	2	5	-60.0%	0	-
Median Price	\$645,000	\$680,000	-5.1%	-	-
Median Days on Market	157	40	292.5%	-	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$430,000	-	-	-
1 BR	-	\$703,000	-	-	-
2 BR	\$875,000	\$685,000	27.7%	-	-
3 BR	\$415,000	\$400,000	3.8%	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	1	2	-50.0%	2	-50.0%
Median Price	\$2,850,000	\$2,976,000	-4.2%	\$1,765,000	61.5%
Median Days on Market	29	387	-92.5%	295	-90.2%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	\$2,200,000	-	-	-
2,000 - 3,000	\$2,850,000	\$3,751,000	-24.0%	\$1,800,000	58.3%
3,000 - 4,000	-	-	-	\$1,730,000	-
> 4,000	-	-	-	-	-

Greenpoint Condominium, Co-Op & Single Family Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed	21	31	-32.3%	23	-8.7%
Median Price (1)	\$1,060,000	\$1,080,000	-1.9%	\$1,175,000	-9.8%
Median PPSF (1)	\$984	\$1,187	-17.1%	\$1,171	-15.9%
Median Days on Market	116	62	87.1%	83	39.8%
Median Pricing Analysis by Bedroom Type (1):					
Studio	\$599,000	-	-	\$895,000	-33.1%
1 BR	\$753,000	\$782,000	-3.7%	\$775,000	-2.8%
2 BR	\$1,100,000	\$1,405,000	-21.7%	\$1,345,000	-18.2%
3 BR	\$2,290,000	\$1,975,000	15.9%	\$1,543,000	48.4%
4 BR+	-	-	-	-	-
CO-OP					
Number of Contracts Signed	2	1	100.0%	0	-
Median Price (1)	\$645,000	\$400,000	61.3%	-	-
Median Days on Market	157	255	-38.4%	-	-
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	-	-	-	-	-
2 BR	\$875,000	-	-	-	-
3 BR	\$415,000	\$400,000	3.8%	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Contracts Signed	2	1	100.0%	0	-
Median Price (1)	\$2,488,000	\$2,110,000	17.9%	-	-
Median Days on Market	54	387	-86.0%	-	-
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	\$2,125,000	\$2,110,000	0.7%	-	-
2,000 - 3,000	\$2,850,000	-	-	-	-
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.

Greenpoint Condominium, Co-Op & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	33	54	-38.9%	56	-41.1%
Median Price	\$1,190,000	\$1,360,000	-12.5%	\$1,224,000	-2.8%
Median PPSF	\$1,181	\$1,414	-16.5%	\$1,201	-1.7%
Median Days on Market	175	137	27.7%	105	67.5%
Median Pricing Analysis by Bedroom Type:					
Studio	\$523,000	\$855,000	-38.8%	\$488,000	7.2%
1 BR	\$795,000	\$1,153,000	-31.0%	\$795,000	0.0%
2 BR	\$1,325,000	\$1,610,000	-17.7%	\$1,360,000	-2.6%
3 BR	\$1,899,000	\$2,418,000	-21.5%	\$2,150,000	-11.7%
4 BR+	-	-	-	-	-
CO-OP					
Number of Active Listings	3	1	200.0%	3	0.0%
Median Price	\$550,000	\$2,750,000	-80.0%	\$875,000	-37.1%
Median Days on Market	73	772	-90.5%	108	-32.4%
Median Pricing Analysis by Bedroom Type:					
Studio	\$550,000	-	-	-	-
1 BR	-	-	-	-	-
2 BR	\$790,000	-	-	\$875,000	-9.7%
3 BR	-	-	-	-	-
4 BR+	-	\$2,750,000	-	-	-
SINGLE FAMILY					
Number of Active Listings	3	6	-50.0%	3	0.0%
Median Price	\$2,795,000	\$4,200,000	-33.5%	\$2,795,000	0.0%
Median Days on Market	100	102	-1.5%	17	488.2%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	\$1,000,000	-	-	-
1,500 - 2,000	-	-	-	\$2,250,000	-
2,000 - 3,000	-	\$4,200,000	-	-	-
3,000 - 4,000	\$2,795,000	\$6,200,000	-54.9%	-	-
> 4,000	\$3,345,000	\$3,698,000	-9.5%	\$3,395,000	-1.5%

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	4.5	4.2

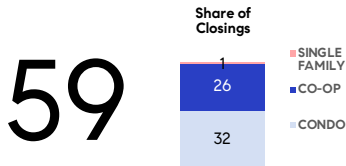
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted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

Clinton Hill

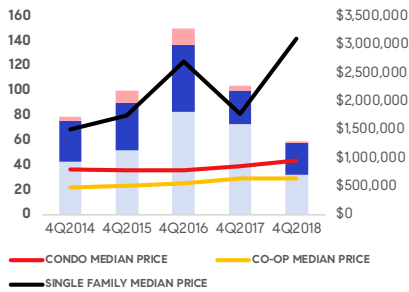
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$956,000

Median Condo Sales Price

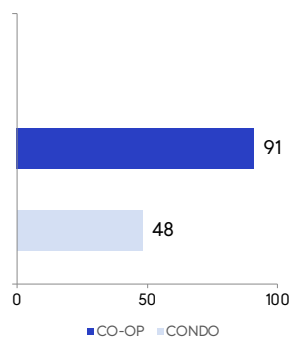
\$638,000

Median Co-Op Sales Price

\$3,100,000

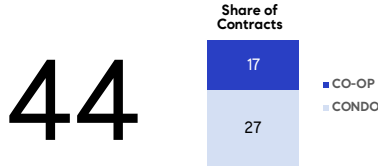
Median Single Family Sales Price

Median Days on Market

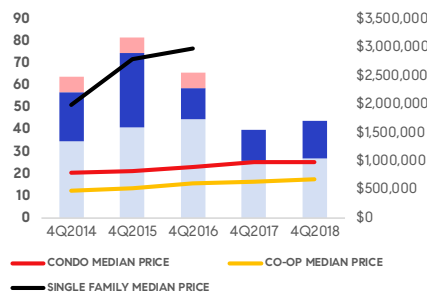


Contracts

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

4Q2018 Price Metrics*

\$990,000

Median Condo Contract Price

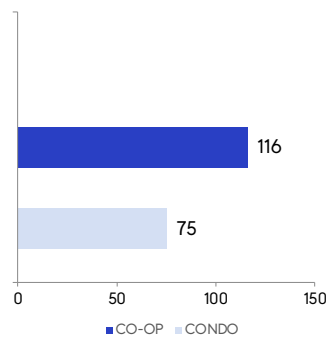
\$685,000

Median Co-Op Contract Price

-

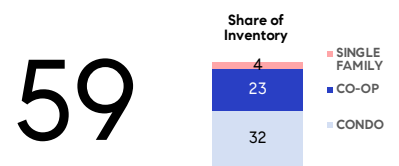
Median Single Family Contract Price

Median Days on Market

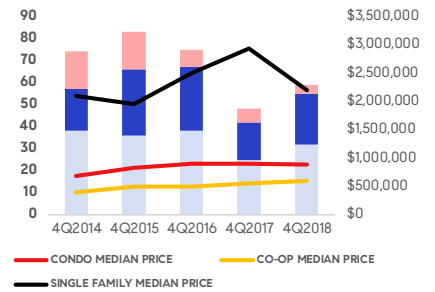


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$887,000

Median Condo Asking Price

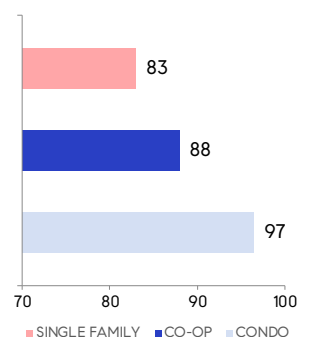
\$599,000

Median Co-Op Asking Price

\$2,195,000

Median Single Family Asking Price

Median Days on Market



Clinton Hill

Condominium, Co-Op & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	32	73	-56.2%	42	-23.8%
Median Price	\$956,000	\$860,000	11.2%	\$940,000	1.7%
Median PPSF	\$992	\$982	1.0%	\$1,017	-2.5%
Median Days on Market	48	34	41.2%	51	-5.0%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	\$493,000	-
1 BR	\$711,000	\$623,000	14.1%	\$680,000	4.6%
2 BR	\$945,000	\$978,000	-3.4%	\$1,113,000	-15.1%
3 BR	\$1,500,000	\$1,312,000	14.3%	\$1,825,000	-17.8%
4 BR+	-	\$1,650,000	-	-	-
CO-OP					
Number of Closings	26	27	-3.7%	27	-3.7%
Median Price	\$638,000	\$645,000	-1.1%	\$699,000	-8.7%
Median Days on Market	91	39	136.4%	31	193.5%
Median Pricing Analysis by Bedroom Type:					
Studio	\$225,000	\$240,000	-6.3%	\$490,000	-54.1%
1 BR	\$600,000	\$628,000	-4.5%	\$685,000	-12.4%
2 BR	\$685,000	\$723,000	-5.3%	\$867,000	-21.0%
3 BR	\$2,100,000	-	-	-	-
4 BR+	\$1,750,000	-	-	-	-
SINGLE FAMILY					
Number of Closings	1	4	-75.0%	4	-75.0%
Median Price	\$3,100,000	\$1,775,000	74.6%	\$2,798,000	10.8%
Median Days on Market	-	153	-	40	-
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	\$1,550,000	-	\$2,229,000	-
2,000 - 3,000	-	-	-	\$2,798,000	-
3,000 - 4,000	-	\$1,750,000	-	\$3,694,000	-
> 4,000	\$3,100,000	\$2,375,000	30.5%	-	-

Clinton Hill

Condominium, Co-Op & Single Family

Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed	27	26	3.8%	20	35.0%
Median Price (1)	\$990,000	\$982,000	0.8%	\$925,000	7.0%
Median PPSF (1)	\$999	\$1,010	-1.1%	\$1,097	-8.9%
Median Days on Market	75	78	-3.2%	83	-9.6%
Median Pricing Analysis by Bedroom Type (1):					
Studio	-	-	-	-	-
1 BR	\$695,000	\$620,000	12.1%	\$680,000	2.2%
2 BR	\$1,045,000	\$1,050,000	-0.5%	\$950,000	10.0%
3 BR	\$1,300,000	\$1,413,000	-8.0%	\$2,100,000	-38.1%
4 BR+	-	-	-	-	-
CO-OP					
Number of Contracts Signed	17	14	21.4%	19	-10.5%
Median Price (1)	\$685,000	\$640,000	7.0%	\$625,000	9.6%
Median Days on Market	116	34	241.2%	71	64.5%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$370,000	-	-	-
1 BR	\$630,000	\$610,000	3.3%	\$620,000	1.6%
2 BR	\$747,000	\$849,000	-12.0%	\$625,000	19.5%
3 BR	-	\$1,375,000	-	\$2,000,000	-
4 BR+	-	-	-	\$1,750,000	-
SINGLE FAMILY					
Number of Contracts Signed	0	0	-	2	-100.0%
Median Price (1)	-	-	-	\$2,125,000	-
Median Days on Market	-	-	-	37	-
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	\$2,149,000	-
2,000 - 3,000	-	-	-	-	-
3,000 - 4,000	-	-	-	\$2,100,000	-
> 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.

Clinton Hill Condominium, Co-Op & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	32	25	28.0%	34	-5.9%
Median Price	\$887,000	\$899,000	-1.3%	\$1,015,000	-12.6%
Median PPSF	\$987	\$1,019	-3.1%	\$1,002	-1.5%
Median Days on Market	97	122	-20.9%	27	257.4%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$869,000	-	-	-
1 BR	\$740,000	\$640,000	15.6%	\$800,000	-7.5%
2 BR	\$993,000	\$975,000	1.8%	\$1,035,000	-4.1%
3 BR	\$1,199,000	\$1,395,000	-14.1%	\$1,250,000	-4.1%
4 BR+	-	-	-	-	-
CO-OP					
Number of Active Listings	23	17	35.3%	33	-30.3%
Median Price	\$599,000	\$549,000	9.1%	\$675,000	-11.3%
Median Days on Market	88	198	-55.6%	61	44.3%
Median Pricing Analysis by Bedroom Type:					
Studio	\$288,000	-	-	\$299,000	-3.7%
1 BR	\$525,000	\$480,000	9.4%	\$592,000	-11.3%
2 BR	\$704,000	\$871,000	-19.2%	\$800,000	-12.0%
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	4	6	-33.3%	4	0.0%
Median Price	\$2,195,000	\$2,938,000	-25.3%	\$3,673,000	-40.2%
Median Days on Market	83	198	-58.1%	109	-23.9%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	\$2,495,000	\$1,300,000	91.9%	-	-
2,000 - 3,000	\$1,499,000	\$2,875,000	-47.9%	-	-
3,000 - 4,000	\$1,895,000	\$3,425,000	-44.7%	\$2,100,000	-9.8%
> 4,000	\$13,500,000	\$3,000,000	350.0%	\$4,395,000	207.2%

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	3.6	2.1

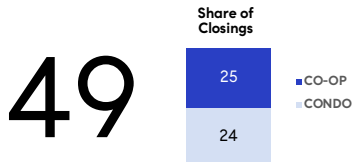
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted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

Downtown Brooklyn/Fort Greene

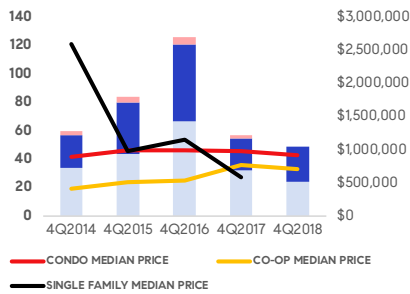
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$923,000

Median Condo Sales Price

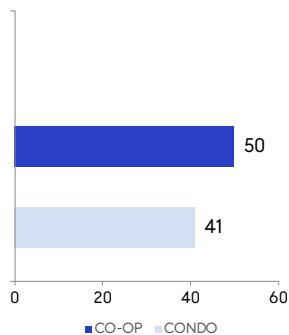
\$715,000

Median Co-Op Sales Price

-

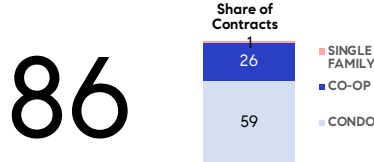
Median Single Family Sales Price

Median Days on Market

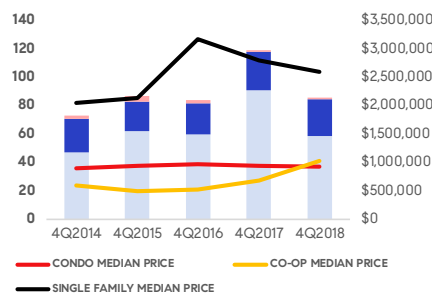


Contracts

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

4Q2018 Price Metrics*

\$935,000

Median Condo Contract Price

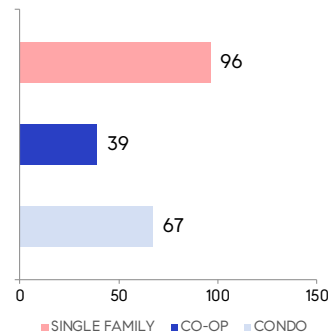
\$1,028,000

Median Co-Op Contract Price

\$2,599,000

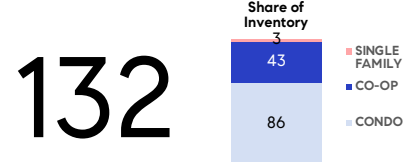
Median Single Family Contract Price

Median Days on Market

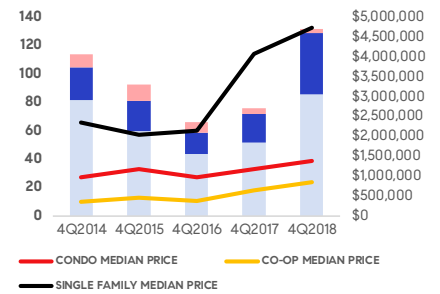


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$1,383,000

Median Condo Asking Price

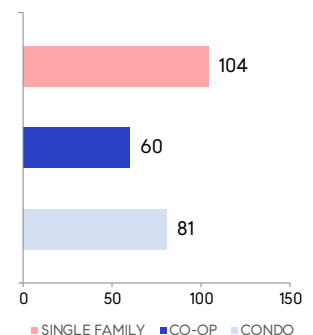
\$849,000

Median Co-Op Asking Price

\$4,750,000

Median Single Family Asking Price

Median Days on Market



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

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	24	32	-25.0%	48	-50.0%
Median Price	\$923,000	\$983,000	-6.1%	\$963,000	-4.2%
Median PPSF	\$1,104	\$1,123	-1.7%	\$1,219	-9.4%
Median Days on Market	41	43	-3.5%	39	5.1%
Median Pricing Analysis by Bedroom Type:					
Studio	\$628,000	\$693,000	-9.4%	\$700,000	-10.3%
1 BR	\$880,000	\$803,000	9.6%	\$874,000	0.7%
2 BR	\$1,399,000	\$1,220,000	14.7%	\$1,423,000	-1.7%
3 BR	\$1,261,000	\$1,819,000	-30.7%	\$1,975,000	-36.2%
4 BR+	-	\$2,503,000	-	-	-
CO-OP					
Number of Closings	25	23	8.7%	27	-7.4%
Median Price	\$715,000	\$775,000	-7.7%	\$630,000	13.5%
Median Days on Market	50	40	26.6%	40	25.0%
Median Pricing Analysis by Bedroom Type:					
Studio	\$394,000	\$384,000	2.6%	\$405,000	-2.7%
1 BR	\$600,000	\$611,000	-1.8%	\$603,000	-0.5%
2 BR	\$835,000	\$875,000	-4.6%	\$1,275,000	-34.5%
3 BR	\$925,000	\$810,000	14.2%	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	0	2	-100.0%	4	-100.0%
Median Price	-	\$581,000	-	\$2,826,000	-
Median Days on Market	-	17	-	68	-
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	\$100,000	-	-	-
2,000 - 3,000	-	-	-	\$2,238,000	-
3,000 - 4,000	-	\$1,062,000	-	\$3,463,000	-
> 4,000	-	-	-	-	-

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

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed	59	91	-35.2%	41	43.9%
Median Price (1)	\$935,000	\$942,000	-0.7%	\$900,000	3.9%
Median PPSF (1)	\$1,304	\$1,265	3.1%	\$1,281	1.8%
Median Days on Market	67	295	-77.3%	42	59.5%
Median Pricing Analysis by Bedroom Type (1):					
Studio	\$630,000	\$569,000	10.7%	\$650,000	-3.1%
1 BR	\$905,000	\$884,000	2.4%	\$900,000	0.6%
2 BR	\$1,500,000	\$1,351,000	11.0%	\$1,375,000	9.1%
3 BR	\$2,000,000	\$1,800,000	11.1%	\$1,765,000	13.3%
4 BR+	\$1,749,000	-	-	-	-
CO-OP					
Number of Contracts Signed	26	27	-3.7%	25	4.0%
Median Price (1)	\$1,028,000	\$680,000	51.2%	\$873,000	17.8%
Median Days on Market	39	59	-33.9%	43	-9.3%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$384,000	-	\$437,000	-
1 BR	\$1,151,000	\$585,000	96.8%	\$1,096,000	5.0%
2 BR	\$960,000	\$899,000	6.8%	\$899,000	6.8%
3 BR	\$3,551,000	\$850,000	317.8%	\$962,000	269.1%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Contracts Signed	1	1	0.0%	2	-50.0%
Median Price (1)	\$2,599,000	\$2,795,000	-7.0%	\$3,200,000	-18.8%
Median Days on Market	96	15	540.0%	76	27.2%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	\$2,599,000	\$2,795,000	-7.0%	\$1,900,000	36.8%
3,000 - 4,000	-	-	-	\$4,500,000	-
> 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.

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

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	86	52	65.4%	85	1.2%
Median Price	\$1,383,000	\$1,185,000	16.7%	\$1,299,000	6.5%
Median PPSF	\$1,329	\$1,202	10.5%	\$1,265	5.0%
Median Days on Market	81	162	-49.8%	66	22.7%
Median Pricing Analysis by Bedroom Type:					
Studio	\$675,000	\$705,000	-4.3%	\$680,000	-0.7%
1 BR	\$975,000	\$799,000	22.0%	\$950,000	2.6%
2 BR	\$1,460,000	\$1,450,000	0.7%	\$1,510,000	-3.3%
3 BR	\$2,393,000	\$2,099,000	14.0%	\$2,000,000	19.7%
4 BR+	\$3,600,000	-	-	\$1,899,000	89.6%
CO-OP					
Number of Active Listings	43	20	115.0%	39	10.3%
Median Price	\$849,000	\$657,000	29.2%	\$899,000	-5.6%
Median Days on Market	60	88	-31.8%	24	150.0%
Median Pricing Analysis by Bedroom Type:					
Studio	\$350,000	\$325,000	7.7%	\$477,000	-26.6%
1 BR	\$745,000	\$550,000	35.5%	\$627,000	18.8%
2 BR	\$1,375,000	\$1,100,000	25.0%	\$1,574,000	-12.6%
3 BR	\$3,173,000	\$1,052,000	201.6%	\$3,205,000	-1.0%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	3	4	-25.0%	5	-40.0%
Median Price	\$4,750,000	\$4,075,000	16.6%	\$3,750,000	26.7%
Median Days on Market	104	74	40.5%	82	26.8%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	\$2,195,000	-
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	\$1,799,000	\$7,000,000	-74.3%	\$4,549,000	-60.5%
3,000 - 4,000	-	\$2,600,000	-	\$4,625,000	-
> 4,000	\$4,875,000	\$4,075,000	19.6%	-	-

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	4.7	2.9

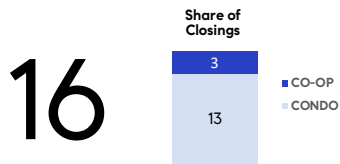
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted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

DUMBO

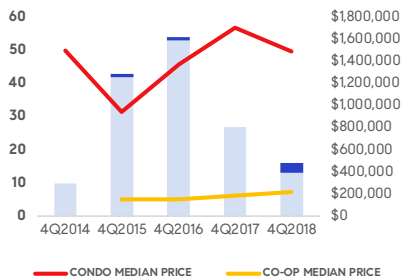
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$1,495,000

Median Condo Sales Price

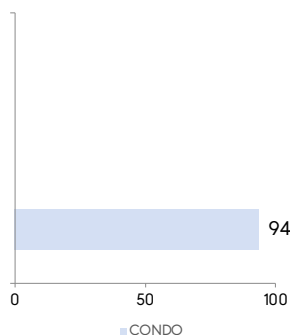
\$220,000

Median Co-Op Sales Price

-

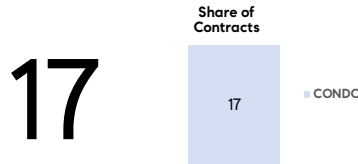
Median Single Family Sales Price

Median Days on Market

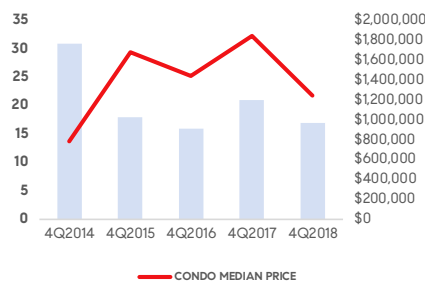


Contracts

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

4Q2018 Price Metrics*

\$1,250,000

Median Condo Contract Price

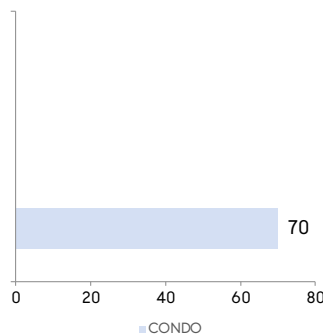
-

Median Co-Op Contract Price

-

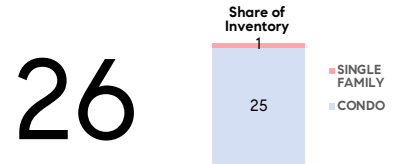
Median Single Family Contract Price

Median Days on Market

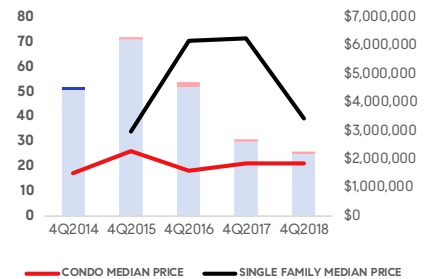


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$1,850,000

Median Condo Asking Price

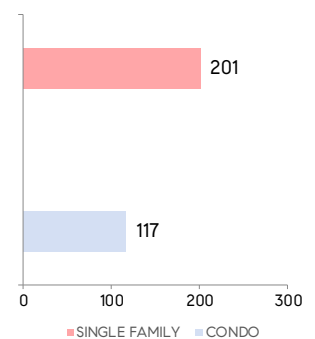
-

Median Co-Op Asking Price

\$3,450,000

Median Single Family Asking Price

Median Days on Market



DUMBO

Condominium, Co-Op & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	13	27	-51.9%	28	-53.6%
Median Price	\$1,495,000	\$1,705,000	-12.3%	\$1,635,000	-8.6%
Median PPSF	\$1,302	\$1,368	-4.8%	\$1,246	4.5%
Median Days on Market	94	38	146.1%	43	117.4%
Median Pricing Analysis by Bedroom Type:					
Studio	\$740,000	\$780,000	-5.1%	\$725,000	2.1%
1 BR	\$1,244,000	\$1,075,000	15.7%	\$1,565,000	-20.5%
2 BR	\$1,743,000	\$1,785,000	-2.4%	\$1,615,000	7.9%
3 BR	\$3,573,000	\$2,550,000	40.1%	\$2,600,000	37.4%
4 BR+	-	\$4,900,000	-	\$5,260,000	-
CO-OP					
Number of Closings	3	0	-	0	-
Median Price	\$220,000	-	-	-	-
Median Days on Market	-	-	-	-	-
Median Pricing Analysis by Bedroom Type:					
Studio	\$220,000	-	-	-	-
1 BR	-	-	-	-	-
2 BR	-	-	-	-	-
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-

DUMBO

Condominium

Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed	17	21	-19.0%	16	6.3%
Median Price (1)	\$1,250,000	\$1,850,000	-32.4%	\$1,441,000	-13.3%
Median PPSF (1)	\$1,259	\$1,387	-9.2%	\$1,246	1.1%
Median Days on Market	70	107	-34.6%	84	-16.7%
Median Pricing Analysis by Bedroom Type (1):					
Studio	\$1,095,000	\$770,000	42.2%	\$725,000	51.0%
1 BR	\$1,113,000	\$1,415,000	-21.3%	\$1,062,000	4.8%
2 BR	\$1,612,000	\$1,780,000	-9.4%	\$1,814,000	-11.1%
3 BR	\$3,573,000	\$2,750,000	29.9%	\$4,500,000	-20.6%
4 BR+	-	\$3,973,000	-	-	-

(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.

DUMBO

Condominium, Co-Op & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	25	30	-16.7%	38	-34.2%
Median Price	\$1,850,000	\$1,850,000	0.0%	\$2,250,000	-17.8%
Median PPSF	\$1,416	\$1,348	5.1%	\$1,449	-2.3%
Median Days on Market	117	292	-59.9%	89	32.2%
Median Pricing Analysis by Bedroom Type:					
Studio	\$912,000	\$725,000	25.8%	\$999,000	-8.7%
1 BR	\$1,050,000	\$958,000	9.6%	\$1,023,000	2.6%
2 BR	\$1,850,000	\$1,500,000	23.3%	\$2,350,000	-21.3%
3 BR	\$2,735,000	\$3,399,000	-19.5%	\$4,900,000	-44.2%
4 BR+	\$4,122,000	\$5,450,000	-24.4%	\$4,995,000	-17.5%
SINGLE FAMILY					
Number of Active Listings	1	1	0.0%	2	-50.0%
Median Price	\$3,450,000	\$6,275,000	-45.0%	\$4,298,000	-19.7%
Median Days on Market	201	167	20.4%	120	67.5%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	\$3,450,000	-	-	\$3,600,000	-4.2%
3,000 - 4,000	-	\$6,275,000	-	\$4,995,000	-
> 4,000	-	-	-	-	-

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	4.5	4.7

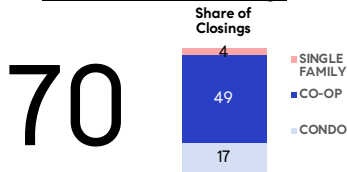
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted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

Brooklyn Heights/Columbia Street Waterfront

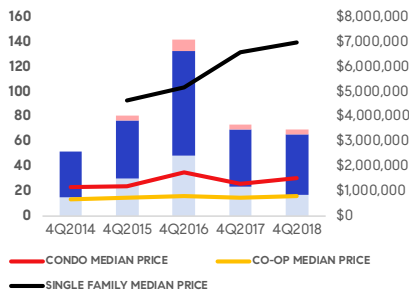
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$1,533,000

Median Condo Sales Price

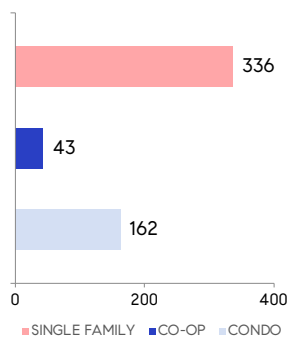
\$799,000

Median Co-Op Sales Price

\$7,000,000

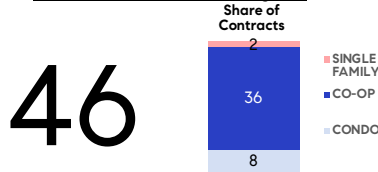
Median Single Family Sales Price

Median Days on Market

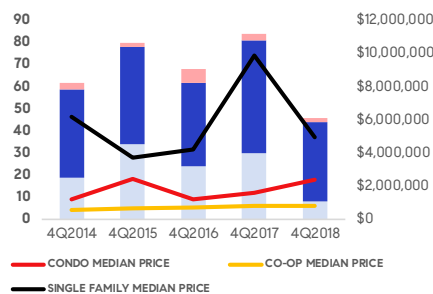


Contracts

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

4Q2018 Price Metrics*

\$2,387,000

Median Condo Contract Price

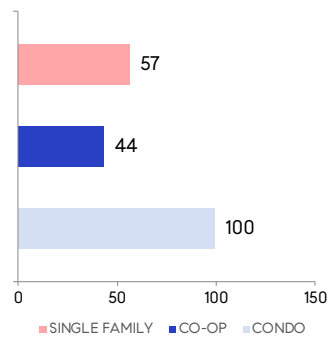
\$812,000

Median Co-Op Contract Price

\$4,948,000

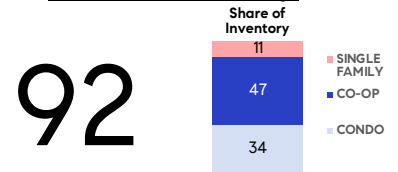
Median Single Family Contract Price

Median Days on Market

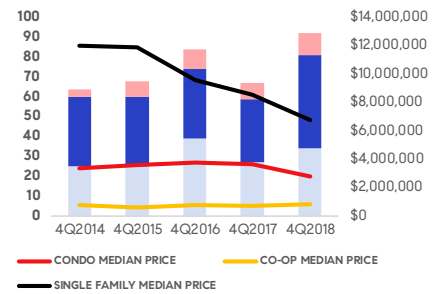


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$2,819,000

Median Condo Asking Price

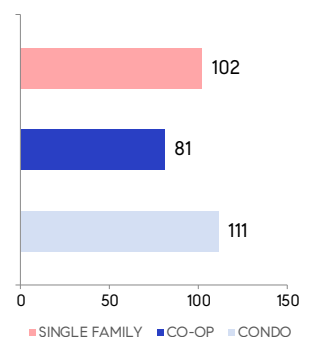
\$850,000

Median Co-Op Asking Price

\$6,750,000

Median Single Family Asking Price

Median Days on Market



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

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	17	24	-29.2%	23	-26.1%
Median Price	\$1,533,000	\$1,303,000	17.7%	\$2,350,000	-34.8%
Median PPSF	\$1,159	\$1,224	-5.2%	\$1,355	-14.4%
Median Days on Market	162	54	200.0%	64	155.1%
Median Pricing Analysis by Bedroom Type:					
Studio	\$700,000	\$657,000	6.5%	\$733,000	-4.5%
1 BR	\$894,000	\$616,000	45.1%	\$981,000	-8.9%
2 BR	\$1,533,000	\$1,295,000	18.4%	\$1,865,000	-17.8%
3 BR	\$3,300,000	\$3,250,000	1.5%	\$2,475,000	33.3%
4 BR+	\$5,095,000	\$6,495,000	-21.6%	\$5,045,000	1.0%
CO-OP					
Number of Closings	49	46	6.5%	45	8.9%
Median Price	\$799,000	\$730,000	9.5%	\$850,000	-6.0%
Median Days on Market	43	63	-31.2%	31	38.7%
Median Pricing Analysis by Bedroom Type:					
Studio	\$490,000	\$430,000	14.0%	\$410,000	19.5%
1 BR	\$741,000	\$654,000	13.3%	\$761,000	-2.6%
2 BR	\$1,050,000	\$1,275,000	-17.6%	\$1,153,000	-8.9%
3 BR	\$2,025,000	\$1,963,000	3.2%	\$2,175,000	-6.9%
4 BR+	\$2,823,000	\$2,895,000	-2.5%	\$3,875,000	-27.1%
SINGLE FAMILY					
Number of Closings	4	4	0.0%	5	-20.0%
Median Price	\$7,000,000	\$6,598,000	6.1%	\$5,350,000	30.8%
Median Days on Market	336	243	38.3%	28	1100.0%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	\$5,350,000	-
2,000 - 3,000	-	\$447,000	-	\$4,350,000	-
3,000 - 4,000	\$5,350,000	\$4,495,000	19.0%	\$5,250,000	1.9%
> 4,000	\$9,325,000	\$10,100,000	-7.7%	\$7,400,000	26.0%

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

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed	8	30	-73.3%	19	-57.9%
Median Price (1)	\$2,387,000	\$1,612,000	48.1%	\$2,550,000	-6.4%
Median PPSF (1)	\$1,398	\$1,441	-3.0%	\$1,362	2.6%
Median Days on Market	100	58	71.6%	156	-36.2%
Median Pricing Analysis by Bedroom Type (1):					
Studio	\$599,000	\$695,000	-13.8%	\$1,065,000	-43.8%
1 BR	-	\$995,000	-	\$995,000	-
2 BR	\$3,073,000	\$1,994,000	54.1%	\$1,997,000	53.9%
3 BR	\$4,950,000	\$2,643,000	87.3%	\$2,750,000	80.0%
4 BR+	-	\$6,815,000	-	\$5,850,000	-
CO-OP					
Number of Contracts Signed	36	51	-29.4%	40	-10.0%
Median Price (1)	\$812,000	\$840,000	-3.3%	\$785,000	3.4%
Median Days on Market	44	49	-11.2%	51	-13.9%
Median Pricing Analysis by Bedroom Type:					
Studio	\$440,000	\$474,000	-7.2%	\$469,000	-6.2%
1 BR	\$624,000	\$715,000	-12.7%	\$699,000	-10.7%
2 BR	\$1,250,000	\$1,238,000	1.0%	\$1,163,000	7.5%
3 BR	\$2,137,000	\$2,850,000	-25.0%	\$2,450,000	-12.8%
4 BR+	\$5,295,000	-	-	\$2,995,000	76.8%
SINGLE FAMILY					
Number of Contracts Signed	2	3	-33.3%	4	-50.0%
Median Price (1)	\$4,948,000	\$9,900,000	-50.0%	\$6,200,000	-20.2%
Median Days on Market	57	243	-76.7%	320	-82.3%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	\$2,995,000	-	-	-	-
3,000 - 4,000	-	\$4,495,000	-	\$5,000,000	-
> 4,000	\$6,900,000	\$11,900,000	-42.0%	\$7,400,000	-6.8%

(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.

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

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	34	27	25.9%	45	-24.4%
Median Price	\$2,819,000	\$3,650,000	-22.8%	\$2,800,000	0.7%
Median PPSF	\$1,575	\$1,616	-2.6%	\$1,524	3.3%
Median Days on Market	111	373	-70.2%	67	65.7%
Median Pricing Analysis by Bedroom Type:					
Studio	\$935,000	-	-	-	-
1 BR	\$2,650,000	\$1,290,000	105.4%	\$1,623,000	63.3%
2 BR	\$2,118,000	\$2,137,000	-0.9%	\$2,099,000	0.9%
3 BR	\$4,275,000	\$3,750,000	14.0%	\$3,625,000	17.9%
4 BR+	\$6,868,000	\$5,950,000	15.4%	\$6,275,000	9.5%
CO-OP					
Number of Active Listings	47	32	46.9%	56	-16.1%
Median Price	\$850,000	\$699,000	21.6%	\$1,323,000	-35.8%
Median Days on Market	81	121	-32.8%	56	44.6%
Median Pricing Analysis by Bedroom Type:					
Studio	\$425,000	\$435,000	-2.3%	\$405,000	4.9%
1 BR	\$665,000	\$639,000	4.1%	\$732,000	-9.2%
2 BR	\$1,250,000	\$1,600,000	-21.9%	\$1,545,000	-19.1%
3 BR	\$2,200,000	\$2,999,000	-26.6%	\$1,975,000	11.4%
4 BR+	\$13,000,000	\$1,600,000	712.5%	\$5,295,000	145.5%
SINGLE FAMILY					
Number of Active Listings	11	8	37.5%	11	0.0%
Median Price	\$6,750,000	\$8,548,000	-21.0%	\$7,500,000	-10.0%
Median Days on Market	102	204	-50.0%	140	-27.1%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$4,250,000	-	-	\$4,250,000	0.0%
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	\$5,195,000	\$3,950,000	-	\$3,500,000	-
3,000 - 4,000	\$5,950,000	\$5,863,000	19.0%	\$7,500,000	1.9%
> 4,000	\$8,743,000	\$9,500,000	-7.7%	\$8,950,000	26.0%

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	4.6	2.8

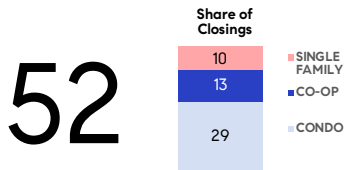
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted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

Cobble Hill/Carroll Gardens/Boerum Hill

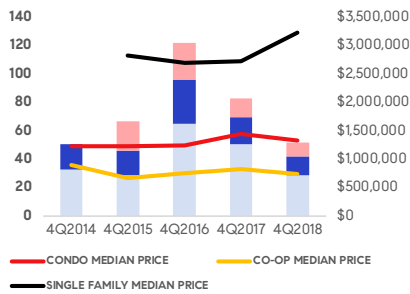
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$1,338,000

Median Condo Sales Price

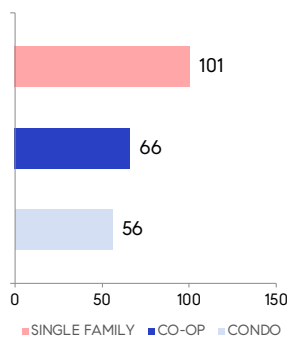
\$735,000

Median Co-Op Sales Price

\$3,238,000

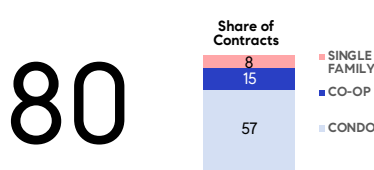
Median Single Family Sales Price

Median Days on Market

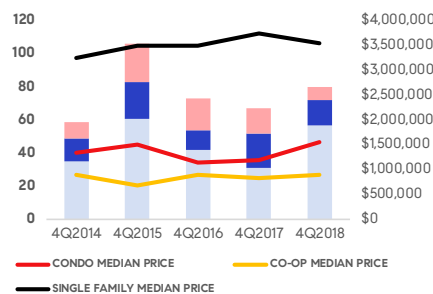


Contracts

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

4Q2018 Price Metrics*

\$1,550,000

Median Condo Contract Price

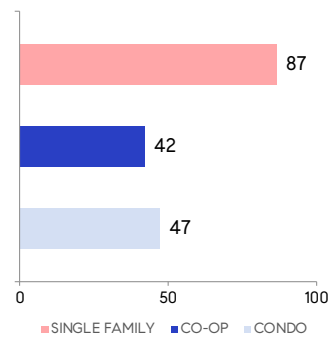
\$899,000

Median Co-Op Contract Price

\$3,550,000

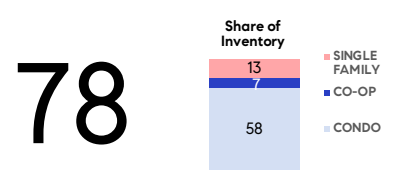
Median Single Family Contract Price

Median Days on Market

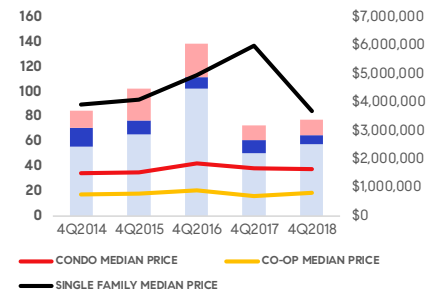


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$1,665,000

Median Condo Asking Price

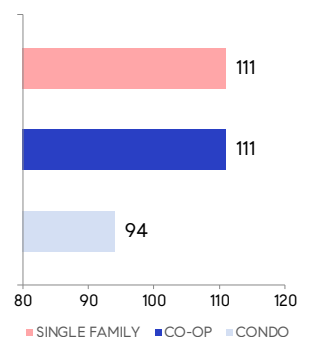
\$830,000

Median Co-Op Asking Price

\$3,700,000

Median Single Family Asking Price

Median Days on Market



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

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	29	51	-43.1%	64	-54.7%
Median Price	\$1,338,000	\$1,445,000	-7.4%	\$1,216,000	10.0%
Median PPSF	\$1,210	\$1,251	-3.2%	\$1,163	4.0%
Median Days on Market	56	78	-28.2%	43	30.2%
Median Pricing Analysis by Bedroom Type:					
Studio	\$420,000	\$620,000	-32.3%	\$838,000	-49.9%
1 BR	\$718,000	\$860,000	-16.5%	\$670,000	7.2%
2 BR	\$1,344,000	\$1,630,000	-17.5%	\$1,233,000	9.0%
3 BR	\$2,052,000	\$2,225,000	-7.8%	\$2,400,000	-14.5%
4 BR+	\$3,200,000	\$3,300,000	-3.0%	\$3,495,000	-8.4%
CO-OP					
Number of Closings	13	19	-31.6%	16	-18.8%
Median Price	\$735,000	\$835,000	-12.0%	\$716,000	2.7%
Median Days on Market	66	56	17.9%	44	50.0%
Median Pricing Analysis by Bedroom Type:					
Studio	\$749,000	\$443,000	69.1%	\$367,000	104.1%
1 BR	\$573,000	\$576,000	-0.5%	\$700,000	-18.1%
2 BR	\$1,036,000	\$1,094,000	-5.3%	\$1,053,000	-1.6%
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	10	13	-23.1%	14	-28.6%
Median Price	\$3,238,000	\$2,730,000	18.6%	\$3,960,000	-18.2%
Median Days on Market	101	123	-18.0%	49	105.1%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$3,000,000	\$1,550,000	93.5%	-	-
1,500 - 2,000	\$1,845,000	\$2,405,000	-23.3%	\$1,800,000	2.5%
2,000 - 3,000	\$3,400,000	\$2,535,000	34.1%	\$3,400,000	0.0%
3,000 - 4,000	\$2,414,000	\$3,700,000	-34.8%	\$3,568,000	-32.3%
> 4,000	\$4,600,000	\$5,750,000	-20.0%	\$4,647,000	-1.0%

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

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed	57	31	83.9%	37	54.1%
Median Price (1)	\$1,550,000	\$1,189,000	30.4%	\$1,750,000	-11.4%
Median PPSF (1)	\$1,340	\$1,287	4.1%	\$1,298	3.3%
Median Days on Market	47	48	-2.1%	70	-32.9%
Median Pricing Analysis by Bedroom Type (1):					
Studio	-	\$580,000	-	\$512,000	-
1 BR	\$870,000	\$890,000	-2.2%	\$725,000	20.0%
2 BR	\$1,500,000	\$1,725,000	-13.0%	\$1,600,000	-6.3%
3 BR	\$2,375,000	\$2,500,000	-5.0%	\$2,275,000	4.4%
4 BR+	\$2,950,000	\$4,600,000	-35.9%	\$3,500,000	-15.7%
CO-OP					
Number of Contracts Signed	15	21	-28.6%	7	114.3%
Median Price (1)	\$899,000	\$835,000	7.7%	\$695,000	29.4%
Median Days on Market	42	55	-23.6%	94	-55.3%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$629,000	-	-	-
1 BR	\$699,000	\$736,000	-5.0%	\$650,000	7.5%
2 BR	\$1,170,000	\$1,198,000	-2.3%	\$749,000	56.2%
3 BR	-	-	-	\$2,995,000	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Contracts Signed	8	15	-46.7%	7	14.3%
Median Price (1)	\$3,550,000	\$3,750,000	-5.3%	\$3,495,000	1.6%
Median Days on Market	87	114	-24.1%	87	-0.6%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,649,000	\$2,050,000	-19.6%	\$3,250,000	-49.3%
1,500 - 2,000	-	-	-	\$2,645,000	-
2,000 - 3,000	\$3,200,000	\$2,948,000	8.5%	\$5,500,000	-41.8%
3,000 - 4,000	\$4,000,000	\$3,870,000	3.4%	\$3,495,000	14.4%
> 4,000	\$4,600,000	\$6,187,000	-25.7%	\$5,100,000	-9.8%

(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.

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

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	58	51	13.7%	66	-12.1%
Median Price	\$1,665,000	\$1,675,000	-0.6%	\$1,960,000	-15.1%
Median PPSF	\$1,282	\$1,241	3.4%	\$1,424	-10.0%
Median Days on Market	94	109	-13.8%	27	254.7%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$784,000	-	-	-
1 BR	\$804,000	\$579,000	38.9%	\$802,000	0.2%
2 BR	\$1,408,000	\$1,190,000	18.3%	\$1,550,000	-9.2%
3 BR	\$2,210,000	\$2,650,000	-16.6%	\$2,522,000	-12.4%
4 BR+	\$2,643,000	\$3,275,000	-19.3%	\$2,950,000	-10.4%
CO-OP					
Number of Active Listings	7	10	-30.0%	18	-61.1%
Median Price	\$830,000	\$699,000	18.7%	\$892,000	-7.0%
Median Days on Market	111	153	-27.5%	63	76.2%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$300,000	-	\$185,000	-
1 BR	\$699,000	\$699,000	0.0%	\$735,000	-4.9%
2 BR	\$1,013,000	\$1,163,000	-12.9%	\$1,275,000	-20.5%
3 BR	-	-	-	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	13	12	8.3%	15	-13.3%
Median Price	\$3,700,000	\$5,995,000	-38.3%	\$4,500,000	-17.8%
Median Days on Market	111	57	94.7%	83	33.7%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	\$3,098,000	\$2,323,000	33.4%	\$3,100,000	-0.1%
3,000 - 4,000	\$3,500,000	\$5,995,000	-41.6%	\$4,500,000	-22.2%
> 4,000	\$6,950,000	\$6,195,000	12.2%	\$5,500,000	26.4%

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	3.5	3.3

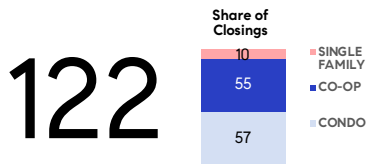
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted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

Park Slope

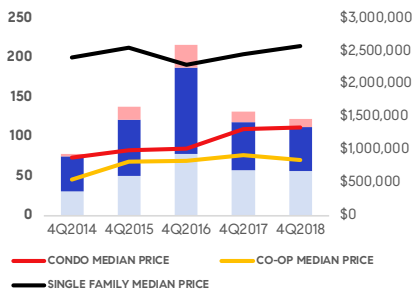
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$1,346,000

Median Condo Sales Price

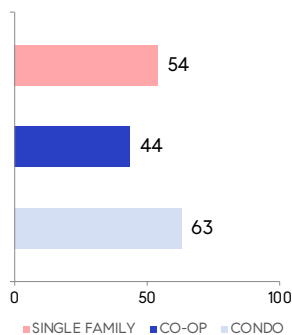
\$850,000

Median Co-Op Sales Price

\$2,575,000

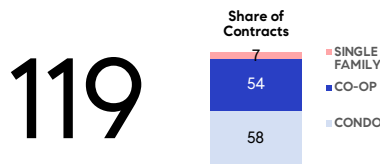
Median Single Family Sales Price

Median Days on Market

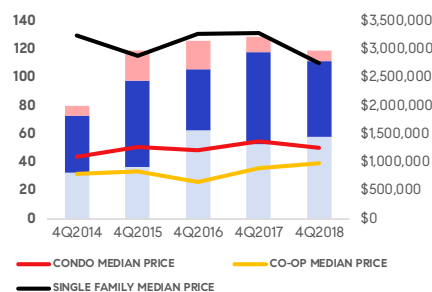


Contracts

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

4Q2018 Price Metrics*

\$1,268,000

Median Condo Contract Price

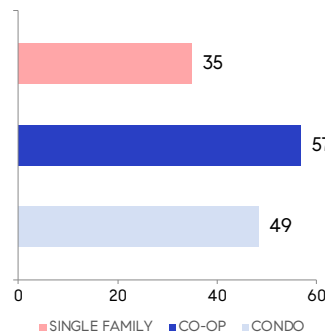
\$982,000

Median Co-Op Contract Price

\$2,765,000

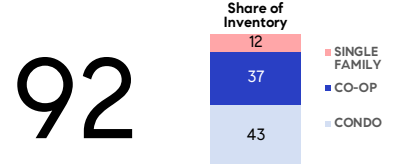
Median Single Family Contract Price

Median Days on Market

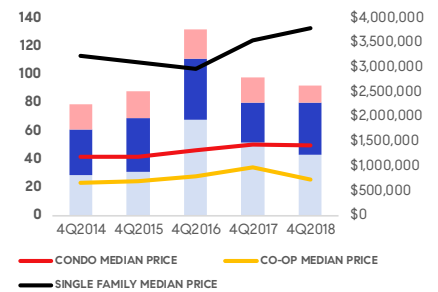


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$1,425,000

Median Condo Asking Price

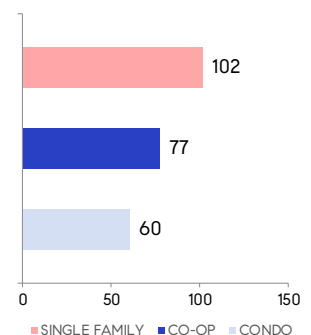
\$735,000

Median Co-Op Asking Price

\$3,795,000

Median Single Family Asking Price

Median Days on Market



Park Slope

Condominium, Co-Op & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	57	58	-1.7%	80	-28.8%
Median Price	\$1,346,000	\$1,313,000	2.5%	\$1,407,000	-4.3%
Median PPSF	\$1,148	\$1,197	-4.1%	\$1,205	-4.8%
Median Days on Market	63	34	85.3%	36	75.0%
Median Pricing Analysis by Bedroom Type:					
Studio	\$700,000	\$560,000	25.0%	\$600,000	16.7%
1 BR	\$839,000	\$570,000	47.2%	\$710,000	18.2%
2 BR	\$1,240,000	\$1,250,000	-0.8%	\$1,375,000	-9.8%
3 BR	\$1,726,000	\$1,825,000	-5.4%	\$1,600,000	7.9%
4 BR+	\$2,813,000	\$3,093,000	-9.1%	\$2,050,000	37.2%
CO-OP					
Number of Closings	55	60	-8.3%	83	-33.7%
Median Price	\$850,000	\$923,000	-7.9%	\$950,000	-10.5%
Median Days on Market	44	34	29.9%	38	14.5%
Median Pricing Analysis by Bedroom Type:					
Studio	\$367,000	\$395,000	-7.1%	\$438,000	-16.2%
1 BR	\$598,000	\$593,000	0.8%	\$628,000	-4.8%
2 BR	\$972,000	\$995,000	-2.3%	\$1,005,000	-3.3%
3 BR	\$1,450,000	\$2,330,000	-37.8%	\$1,560,000	-7.1%
4 BR+	-	\$1,850,000	-	\$2,575,000	-
SINGLE FAMILY					
Number of Closings	10	14	-28.6%	19	-47.4%
Median Price	\$2,575,000	\$2,450,000	5.1%	\$3,195,000	-19.4%
Median Days on Market	54	114	-52.6%	33	63.6%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,275,000	\$1,299,000	-1.8%	\$1,705,000	-25.2%
1,500 - 2,000	-	\$2,050,000	-	\$2,750,000	-
2,000 - 3,000	\$2,743,000	\$2,450,000	12.0%	\$2,644,000	3.7%
3,000 - 4,000	-	\$3,350,000	-	\$3,788,000	-
> 4,000	\$4,500,000	\$4,138,000	8.7%	\$4,200,000	7.1%

Park Slope

Condominium, Co-Op & Single Family

Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed	58	53	9.4%	43	34.9%
Median Price (1)	\$1,268,000	\$1,370,000	-7.4%	\$1,250,000	1.4%
Median PPSF (1)	\$1,109	\$1,191	-6.9%	\$1,136	-2.4%
Median Days on Market	49	51	-4.9%	67	-27.1%
Median Pricing Analysis by Bedroom Type (1):					
Studio	\$565,000	\$1,000,000	-43.5%	\$489,000	15.5%
1 BR	\$695,000	\$632,000	10.0%	\$787,000	-11.7%
2 BR	\$1,250,000	\$1,363,000	-8.3%	\$1,250,000	0.0%
3 BR	\$1,726,000	\$1,650,000	4.6%	\$1,700,000	1.5%
4 BR+	\$2,963,000	\$2,300,000	28.8%	\$3,150,000	-5.9%
CO-OP					
Number of Contracts Signed	54	65	-16.9%	43	25.6%
Median Price (1)	\$982,000	\$895,000	9.7%	\$899,000	9.2%
Median Days on Market	57	44	29.5%	46	23.9%
Median Pricing Analysis by Bedroom Type:					
Studio	\$399,000	\$418,000	-4.5%	\$312,000	27.9%
1 BR	\$639,000	\$585,000	9.2%	\$603,000	6.0%
2 BR	\$995,000	\$1,050,000	-5.2%	\$975,000	2.1%
3 BR	\$1,545,000	\$1,950,000	-20.8%	\$1,450,000	6.6%
4 BR+	\$2,454,000	\$2,050,000	19.7%	-	-
SINGLE FAMILY					
Number of Contracts Signed	7	11	-36.4%	8	-12.5%
Median Price (1)	\$2,765,000	\$3,295,000	-16.1%	\$2,423,000	14.1%
Median Days on Market	35	118	-70.3%	67	-47.4%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,262,000	-	-	\$1,725,000	-26.8%
1,500 - 2,000	\$1,495,000	\$2,300,000	-35.0%	-	-
2,000 - 3,000	\$2,808,000	\$2,545,000	10.3%	\$2,547,000	10.2%
3,000 - 4,000	\$3,100,000	\$3,695,000	-16.1%	-	-
> 4,000	\$4,500,000	\$5,175,000	-13.0%	-	-

(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.

Park Slope Condominium, Co-Op & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	43	52	-17.3%	74	-41.9%
Median Price	\$1,425,000	\$1,438,000	-0.9%	\$1,447,000	-1.5%
Median PPSF	\$1,197	\$1,272	-5.9%	\$1,247	-4.0%
Median Days on Market	60	192	-68.8%	58	4.3%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	\$273,000	-
1 BR	\$730,000	\$602,000	21.3%	\$797,000	-8.4%
2 BR	\$1,200,000	\$1,300,000	-7.7%	\$1,365,000	-12.1%
3 BR	\$2,065,000	\$1,899,000	8.7%	\$1,995,000	3.5%
4 BR+	-	\$2,999,000	-	\$3,350,000	-
CO-OP					
Number of Active Listings	37	28	32.1%	64	-42.2%
Median Price	\$735,000	\$975,000	-24.6%	\$888,000	-17.2%
Median Days on Market	77	198	-61.1%	25	208.0%
Median Pricing Analysis by Bedroom Type:					
Studio	\$413,000	\$337,000	22.6%	\$399,000	3.5%
1 BR	\$699,000	\$665,000	5.1%	\$625,000	11.8%
2 BR	\$1,072,000	\$1,023,000	4.8%	\$1,089,000	-1.6%
3 BR	\$1,588,000	\$2,500,000	-36.5%	\$1,513,000	5.0%
4 BR+	-	\$3,390,000	-	\$3,043,000	-
SINGLE FAMILY					
Number of Active Listings	12	18	-33.3%	14	-14.3%
Median Price	\$3,795,000	\$3,550,000	6.9%	\$3,475,000	9.2%
Median Days on Market	102	188	-46.0%	65	56.2%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,597,000	\$1,750,000	-8.7%	\$1,525,000	4.7%
1,500 - 2,000	\$1,750,000	\$2,495,000	-29.9%	\$2,295,000	-23.7%
2,000 - 3,000	\$3,495,000	\$2,800,000	24.8%	\$2,888,000	21.0%
3,000 - 4,000	\$3,940,000	\$3,950,000	-0.3%	\$4,100,000	-3.9%
> 4,000	\$8,655,000	\$5,995,000	44.4%	\$6,703,000	29.1%

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	2.4	2.4

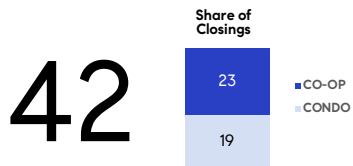
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted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

Prospect Heights

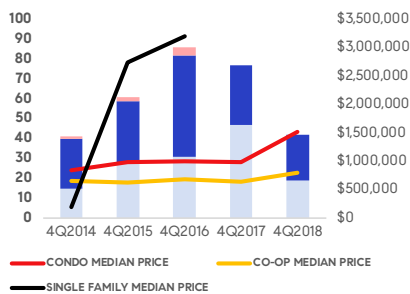
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$1,516,000

Median Condo Sales Price

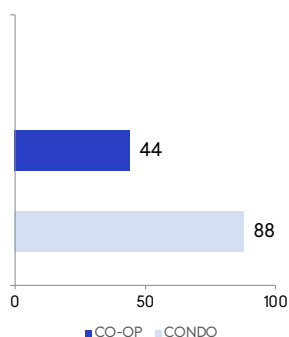
\$799,000

Median Co-Op Sales Price

-

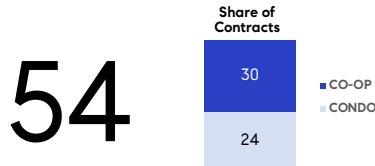
Median Single Family Sales Price

Median Days on Market

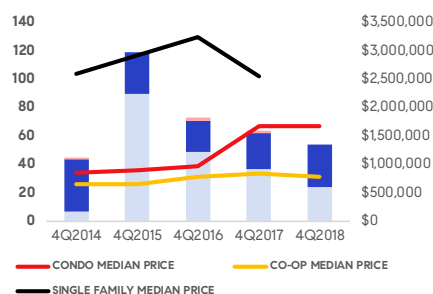


Contracts

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

4Q2018 Price Metrics*

\$1,685,000

Median Condo Contract Price

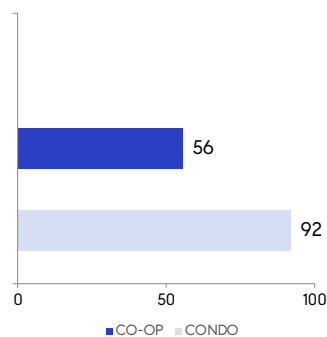
\$785,000

Median Co-Op Contract Price

-

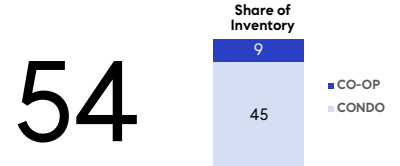
Median Single Family Contract Price

Median Days on Market

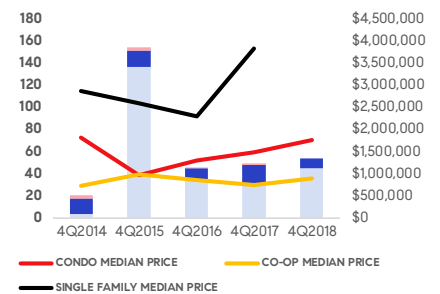


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$1,775,000

Median Condo Asking Price

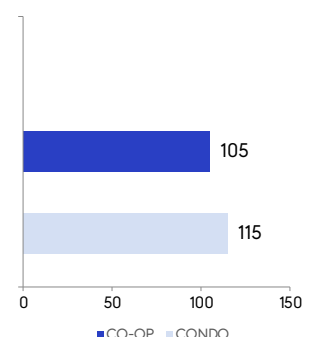
\$900,000

Median Co-Op Asking Price

-

Median Single Family Asking Price

Median Days on Market



Prospect Heights Condominium, Co-Op & Single Family Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	19	47	-59.6%	42	-54.8%
Median Price	\$1,516,000	\$982,000	54.4%	\$1,558,000	-2.7%
Median PPSF	\$1,367	\$1,354	1.0%	\$1,361	0.4%
Median Days on Market	88	61	44.3%	71	23.9%
Median Pricing Analysis by Bedroom Type:					
Studio	\$585,000	\$593,000	-1.3%	\$835,000	-29.9%
1 BR	\$849,000	\$957,000	-11.3%	\$938,000	-9.5%
2 BR	\$1,681,000	\$1,540,000	9.2%	\$1,581,000	6.3%
3 BR	\$2,937,000	\$2,233,000	31.5%	\$2,565,000	14.5%
4 BR+	-	\$4,460,000	-	\$3,800,000	-
CO-OP					
Number of Closings	23	30	-23.3%	36	-36.1%
Median Price	\$799,000	\$645,000	23.9%	\$913,000	-12.5%
Median Days on Market	44	35	25.7%	41	7.3%
Median Pricing Analysis by Bedroom Type:					
Studio	\$590,000	\$350,000	68.6%	\$363,000	62.5%
1 BR	\$605,000	\$535,000	13.1%	\$665,000	-9.0%
2 BR	\$979,000	\$933,000	4.9%	\$1,055,000	-7.2%
3 BR	\$1,400,000	\$1,749,000	-20.0%	\$1,368,000	2.3%
4 BR+	-	-	-	\$1,730,000	-

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

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed	24	37	-35.1%	25	-4.0%
Median Price (1)	\$1,685,000	\$1,675,000	0.6%	\$1,599,000	5.4%
Median PPSF (1)	\$1,382	\$1,350	2.3%	\$1,349	2.4%
Median Days on Market	92	154	-40.1%	72	28.7%
Median Pricing Analysis by Bedroom Type (1):					
Studio	\$690,000	\$725,000	-4.8%	\$589,000	17.1%
1 BR	\$696,000	\$920,000	-24.3%	\$772,000	-9.8%
2 BR	\$1,675,000	\$1,570,000	6.7%	\$1,625,000	3.1%
3 BR	\$1,749,000	\$2,274,000	-23.1%	\$2,500,000	-30.0%
4 BR+	\$1,699,000	\$2,689,000	-36.8%	\$3,995,000	-57.5%
CO-OP					
Number of Contracts Signed	30	25	20.0%	17	76.5%
Median Price (1)	\$785,000	\$849,000	-7.5%	\$700,000	12.1%
Median Days on Market	56	40	38.8%	55	0.9%
Median Pricing Analysis by Bedroom Type:					
Studio	\$334,000	\$435,000	-23.2%	\$589,000	-43.3%
1 BR	\$549,000	\$643,000	-14.6%	\$597,000	-8.0%
2 BR	\$937,000	\$975,000	-3.9%	\$987,000	-5.1%
3 BR	\$1,222,000	\$1,872,000	-34.7%	\$1,445,000	-15.4%
4 BR+	\$1,995,000	\$2,950,000	-32.4%	\$1,750,000	14.0%
SINGLE FAMILY					
Number of Contracts Signed	0	2	-100.0%	0	-
Median Price (1)	-	\$2,550,000	-	-	-
Median Days on Market	-	109	-	-	-
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	-	-	-	-	-
3,000 - 4,000	-	\$3,250,000	-	-	-
> 4,000	-	\$1,850,000	-	-	-

(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.

Prospect Heights Condominium, Co-Op & Single Family Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	45	31	45.2%	55	-18.2%
Median Price	\$1,775,000	\$1,500,000	18.3%	\$1,775,000	0.0%
Median PPSF	\$1,277	\$1,406	-9.2%	\$1,300	-1.8%
Median Days on Market	115	143	-19.6%	25	360.0%
Median Pricing Analysis by Bedroom Type:					
Studio	\$475,000	\$685,000	-30.7%	\$640,000	-25.8%
1 BR	\$847,000	\$1,030,000	-17.8%	\$795,000	6.5%
2 BR	\$1,623,000	\$1,700,000	-4.5%	\$1,593,000	1.9%
3 BR	\$2,204,000	\$2,805,000	-21.4%	\$2,204,000	0.0%
4 BR+	\$6,860,000	\$3,050,000	124.9%	\$4,680,000	46.6%
CO-OP					
Number of Active Listings	9	17	-47.1%	26	-65.4%
Median Price	\$900,000	\$749,000	20.2%	\$837,000	7.5%
Median Days on Market	105	198	-47.0%	25	320.0%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$399,000	-	\$334,000	-
1 BR	\$873,000	\$549,000	59.0%	\$622,000	40.4%
2 BR	\$888,000	\$840,000	5.7%	\$950,000	-6.5%
3 BR	\$1,595,000	\$1,322,000	20.7%	\$1,695,000	-5.9%
4 BR+	-	\$1,900,000	-	-	-
SINGLE FAMILY					
Number of Active Listings	0	2	-100.0%	0	-
Median Price	-	\$3,848,000	-	-	-
Median Days on Market	-	137	-	-	-
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	-	-	-	-	-
1,500 - 2,000	-	-	-	-	-
2,000 - 3,000	-	-	-	-	-
3,000 - 4,000	-	-	-	-	-
> 4,000	-	\$3,848,000	-	-	-

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	3.2	2.9

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.

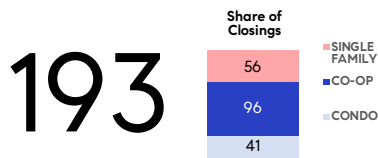
Southeast Brooklyn

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

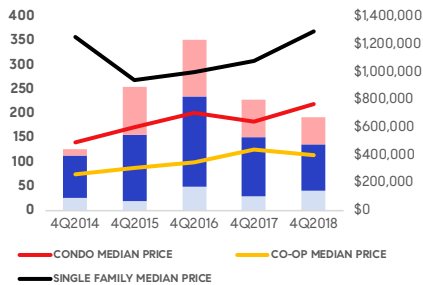
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$769,000

Median Condo Sales Price

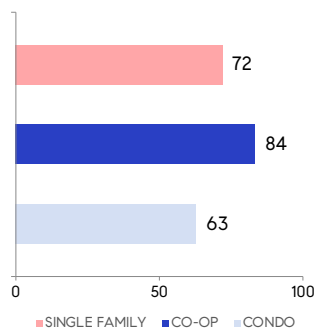
\$400,000

Median Co-Op Sales Price

\$1,295,000

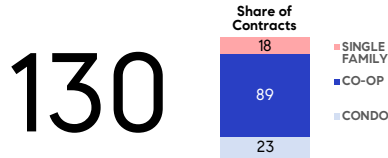
Median Single Family Sales Price

Median Days on Market

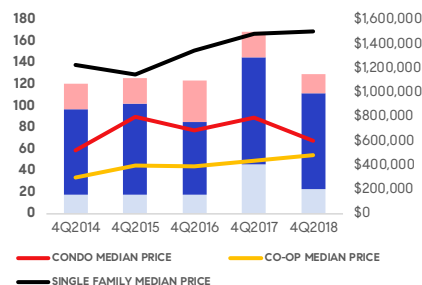


Contracts

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

4Q2018 Price Metrics*

\$600,000

Median Condo Contract Price

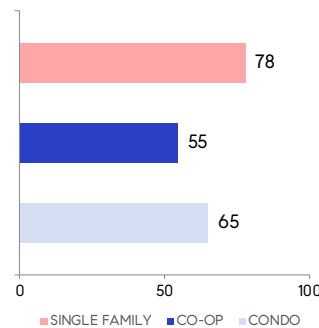
\$485,000

Median Co-Op Contract Price

\$1,508,000

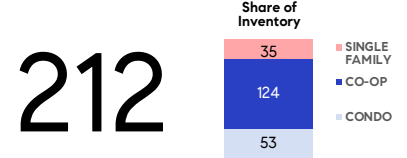
Median Single Family Contract Price

Median Days on Market

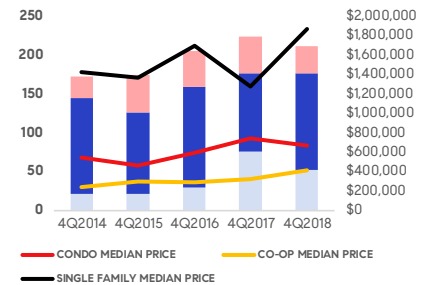


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$669,000

Median Condo Asking Price

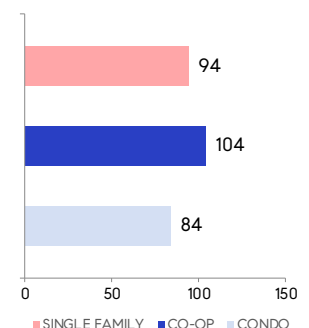
\$415,000

Median Co-Op Asking Price

\$1,869,000

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	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	41	30	36.7%	72	-43.1%
Median Price	\$769,000	\$641,000	20.0%	\$677,000	13.6%
Median PPSF	\$791	\$661	19.7%	\$881	-10.1%
Median Days on Market	63	85	-25.4%	35	82.6%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$603,000	-	\$652,000	-
1 BR	\$698,000	\$515,000	35.5%	\$482,000	44.8%
2 BR	\$749,000	\$733,000	2.2%	\$666,000	12.5%
3 BR	\$941,000	\$685,000	37.4%	\$885,000	6.3%
4 BR+	\$1,500,000	-	-	\$875,000	71.4%
CO-OP					
Number of Closings	96	121	-20.7%	140	-31.4%
Median Price	\$400,000	\$440,000	-9.1%	\$453,000	-11.7%
Median Days on Market	84	52	60.6%	42	98.8%
Median Pricing Analysis by Bedroom Type:					
Studio	\$198,000	\$215,000	-7.9%	\$225,000	-12.0%
1 BR	\$389,000	\$405,000	-4.0%	\$420,000	-7.4%
2 BR	\$460,000	\$564,000	-18.4%	\$652,000	-29.4%
3 BR	\$915,000	\$665,000	37.6%	\$750,000	22.0%
4 BR+	\$790,000	\$999,000	-20.9%	-	-
SINGLE FAMILY					
Number of Closings	56	78	-28.2%	80	-30.0%
Median Price	\$1,295,000	\$1,080,000	19.9%	\$1,245,000	4.0%
Median Days on Market	72	65	10.8%	53	35.8%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$755,000	\$805,000	-6.2%	\$850,000	-11.2%
1,500 - 2,000	\$1,250,000	\$863,000	44.8%	\$1,265,000	-1.2%
2,000 - 3,000	\$1,515,000	\$1,245,000	21.7%	\$1,300,000	16.5%
3,000 - 4,000	\$2,273,000	\$1,915,000	18.7%	\$1,860,000	22.2%
> 4,000	\$1,530,000	\$1,900,000	-19.5%	\$2,950,000	-48.1%

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

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

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed	23	46	-50.0%	35	-34.3%
Median Price (1)	\$600,000	\$793,000	-24.3%	\$798,000	-24.8%
Median PPSF (1)	\$757	\$745	1.6%	\$781	-3.2%
Median Days on Market	65	70	-7.1%	54	20.4%
Median Pricing Analysis by Bedroom Type (1):					
Studio	-	-	-	-	-
1 BR	\$558,000	\$475,000	17.5%	\$600,000	-7.0%
2 BR	\$772,000	\$779,000	-0.9%	\$798,000	-3.3%
3 BR	\$1,125,000	\$888,000	26.7%	\$918,000	22.5%
4 BR+	-	-	-	-	-
CO-OP					
Number of Contracts Signed	89	99	-10.1%	66	34.8%
Median Price (1)	\$485,000	\$435,000	11.5%	\$443,000	9.5%
Median Days on Market	55	60	-9.2%	81	-32.7%
Median Pricing Analysis by Bedroom Type:					
Studio	\$310,000	\$199,000	55.8%	\$225,000	37.8%
1 BR	\$459,000	\$417,000	10.1%	\$399,000	15.0%
2 BR	\$642,000	\$545,000	17.8%	\$612,000	4.9%
3 BR	\$749,000	\$524,000	42.9%	\$1,200,000	-37.6%
4 BR+	\$769,000	-	-	\$1,200,000	-35.9%
SINGLE FAMILY					
Number of Contracts Signed	18	24	-25.0%	27	-33.3%
Median Price (1)	\$1,508,000	\$1,488,000	1.3%	\$1,650,000	-8.6%
Median Days on Market	78	86	-9.3%	82	-4.9%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$675,000	\$975,000	-30.8%	\$799,000	-15.5%
1,500 - 2,000	\$988,000	\$1,362,000	-27.5%	\$1,588,000	-37.8%
2,000 - 3,000	\$1,875,000	\$1,725,000	8.7%	\$1,549,000	21.0%
3,000 - 4,000	\$1,250,000	\$1,713,000	-27.0%	\$2,545,000	-50.9%
> 4,000	-	\$3,000,000	-	\$1,697,000	-

(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.

Southeast Brooklyn Condominium, Co-Op & Single Family Inventory

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

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	53	76	-30.3%	44	20.5%
Median Price	\$669,000	\$749,000	-10.7%	\$748,000	-10.6%
Median PPSF	\$760	\$749	1.5%	\$777	-2.1%
Median Days on Market	84	111	-24.0%	113	-25.3%
Median Pricing Analysis by Bedroom Type:					
Studio	\$393,000	\$431,000	-8.8%	\$460,000	-14.6%
1 BR	\$545,000	\$625,000	-12.8%	\$549,000	-0.7%
2 BR	\$755,000	\$745,000	1.3%	\$765,000	-1.3%
3 BR	\$1,199,000	\$875,000	37.0%	\$1,150,000	4.3%
4 BR+	-	\$1,195,000	-	\$879,000	-
CO-OP					
Number of Active Listings	124	101	22.8%	141	-12.1%
Median Price	\$415,000	\$325,000	27.7%	\$439,000	-5.5%
Median Days on Market	104	95	9.5%	62	67.7%
Median Pricing Analysis by Bedroom Type:					
Studio	\$260,000	\$188,000	38.3%	\$275,000	-5.5%
1 BR	\$369,000	\$299,000	23.4%	\$410,000	-10.0%
2 BR	\$525,000	\$489,000	7.4%	\$587,000	-10.6%
3 BR	\$749,000	\$899,000	-16.7%	\$749,000	0.0%
4 BR+	\$1,068,000	-	-	\$985,000	8.4%
SINGLE FAMILY					
Number of Active Listings	35	47	-25.5%	39	-10.3%
Median Price	\$1,869,000	\$1,280,000	46.0%	\$1,549,000	20.7%
Median Days on Market	94	127	-26.0%	79	19.0%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$899,000	\$889,000	1.1%	\$895,000	0.4%
1,500 - 2,000	\$905,000	\$994,000	-9.0%	\$1,190,000	-23.9%
2,000 - 3,000	\$1,875,000	\$1,637,000	14.5%	\$1,663,000	12.7%
3,000 - 4,000	\$2,995,000	\$1,975,000	51.6%	\$2,250,000	33.1%
> 4,000	\$1,950,000	\$1,895,000	2.9%	\$2,150,000	-9.3%

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	4.2	4.2

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.

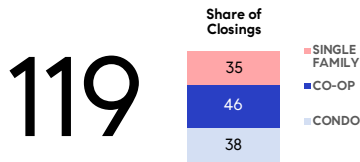
Southwest Brooklyn

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

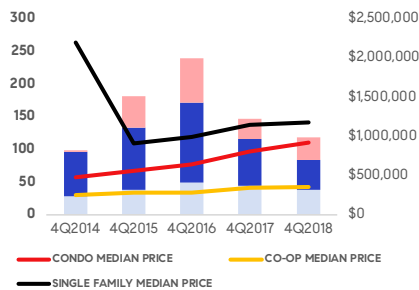
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$923,000

Median Condo Sales Price

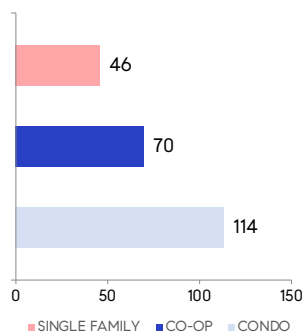
\$352,000

Median Co-Op Sales Price

\$1,175,000

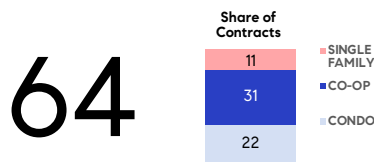
Median Single Family Sales Price

Median Days on Market

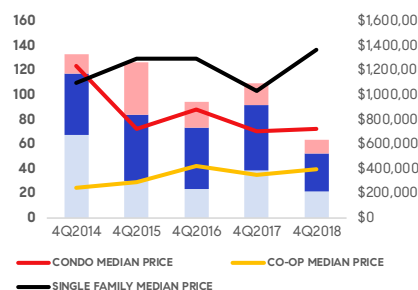


Contracts

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

4Q2018 Price Metrics*

\$728,000

Median Condo Contract Price

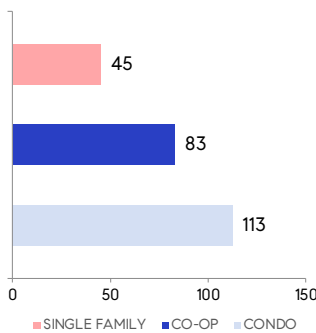
\$400,000

Median Co-Op Contract Price

\$1,370,000

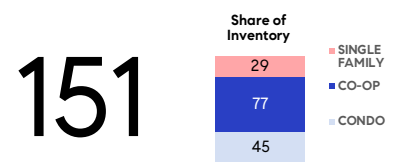
Median Single Family Contract Price

Median Days on Market

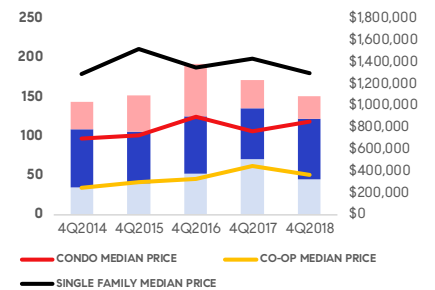


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$856,000

Median Condo Asking Price

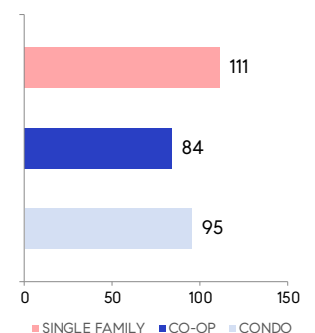
\$365,000

Median Co-Op Asking Price

\$1,299,000

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	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	38	44	-13.6%	40	-5.0%
Median Price	\$923,000	\$807,000	14.4%	\$844,000	9.4%
Median PPSF	\$937	\$841	11.5%	\$791	18.5%
Median Days on Market	114	64	78.7%	39	191.0%
Median Pricing Analysis by Bedroom Type:					
Studio	\$450,000	\$477,000	-5.7%	\$403,000	11.7%
1 BR	\$641,000	\$399,000	60.7%	\$790,000	-18.9%
2 BR	\$999,000	\$915,000	9.2%	\$835,000	19.6%
3 BR	\$1,500,000	\$630,000	138.1%	\$1,400,000	7.1%
4 BR+	-	-	-	-	-
CO-OP					
Number of Closings	46	72	-36.1%	73	-37.0%
Median Price	\$352,000	\$342,000	2.9%	\$445,000	-20.9%
Median Days on Market	70	35	100.0%	59	18.6%
Median Pricing Analysis by Bedroom Type:					
Studio	\$181,000	\$195,000	-7.2%	\$193,000	-6.2%
1 BR	\$330,000	\$320,000	3.1%	\$343,000	-3.8%
2 BR	\$515,000	\$499,000	3.2%	\$550,000	-6.4%
3 BR	-	\$960,000	-	\$790,000	-
4 BR+	-	-	-	\$556,000	-
SINGLE FAMILY					
Number of Closings	35	31	12.9%	26	34.6%
Median Price	\$1,175,000	\$1,150,000	2.2%	\$1,225,000	-4.1%
Median Days on Market	46	90	-48.9%	59	-22.0%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$930,000	\$1,060,000	-12.3%	\$945,000	-1.6%
1,500 - 2,000	\$1,167,000	\$968,000	20.6%	\$1,450,000	-19.5%
2,000 - 3,000	\$1,178,000	\$2,010,000	-41.4%	\$1,530,000	-23.0%
3,000 - 4,000	\$1,950,000	\$1,705,000	14.4%	\$2,998,000	-35.0%
> 4,000	\$2,175,000	\$1,700,000	27.9%	-	-

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

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

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed	22	39	-43.6%	25	-12.0%
Median Price (1)	\$728,000	\$710,000	2.5%	\$999,000	-27.1%
Median PPSF (1)	\$932	\$937	-0.6%	\$947	-1.6%
Median Days on Market	113	55	104.5%	119	-5.5%
Median Pricing Analysis by Bedroom Type (1):					
Studio	-	-	-	-	-
1 BR	\$628,000	\$699,000	-10.2%	\$699,000	-10.2%
2 BR	\$796,000	\$900,000	-11.6%	\$999,000	-20.3%
3 BR	\$1,495,000	\$688,000	117.3%	\$1,473,000	1.5%
4 BR+	-	-	-	-	-
CO-OP					
Number of Contracts Signed	31	53	-41.5%	35	-11.4%
Median Price (1)	\$400,000	\$354,000	13.0%	\$379,000	5.5%
Median Days on Market	83	89	-6.7%	77	7.8%
Median Pricing Analysis by Bedroom Type:					
Studio	\$230,000	\$215,000	7.0%	\$180,000	27.8%
1 BR	\$352,000	\$299,000	17.7%	\$350,000	0.6%
2 BR	\$588,000	\$529,000	11.2%	\$565,000	4.1%
3 BR	\$725,000	\$598,000	21.2%	-	-
4 BR+	-	-	-	\$575,000	-
SINGLE FAMILY					
Number of Contracts Signed	11	18	-38.9%	10	10.0%
Median Price (1)	\$1,370,000	\$1,035,000	32.4%	\$1,250,000	9.6%
Median Days on Market	45	167	-73.1%	59	-23.1%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,100,000	\$947,000	16.2%	-	-
1,500 - 2,000	\$1,625,000	\$973,000	67.0%	\$1,200,000	35.4%
2,000 - 3,000	\$1,285,000	\$1,750,000	-26.6%	\$1,950,000	-34.1%
3,000 - 4,000	\$1,580,000	\$1,500,000	5.3%	\$3,495,000	-54.8%
> 4,000	-	\$3,850,000	-	-	-

(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.

Southwest Brooklyn Condominium, Co-Op & Single Family Inventory

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

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	45	71	-36.6%	55	-18.2%
Median Price	\$856,000	\$765,000	11.9%	\$888,000	-3.6%
Median PPSF	\$838	\$1,002	-16.3%	\$936	-10.4%
Median Days on Market	95	75	26.7%	74	28.4%
Median Pricing Analysis by Bedroom Type:					
Studio	\$475,000	\$368,000	29.1%	-	-
1 BR	\$775,000	\$753,000	2.9%	\$588,000	31.8%
2 BR	\$858,000	\$748,000	14.7%	\$892,000	-3.8%
3 BR	\$1,150,000	\$1,540,000	-25.3%	\$1,473,000	-21.9%
4 BR+	-	\$718,000	-	\$975,000	-
CO-OP					
Number of Active Listings	77	65	18.5%	76	1.3%
Median Price	\$365,000	\$450,000	-18.9%	\$423,000	-13.7%
Median Days on Market	84	117	-28.2%	79	6.3%
Median Pricing Analysis by Bedroom Type:					
Studio	\$230,000	\$232,000	-0.9%	\$235,000	-2.1%
1 BR	\$350,000	\$344,000	1.7%	\$385,000	-9.1%
2 BR	\$499,000	\$493,000	1.2%	\$550,000	-9.3%
3 BR	\$539,000	\$697,000	-22.7%	\$754,000	-28.5%
4 BR+	-	\$925,000	-	-	-
SINGLE FAMILY					
Number of Active Listings	29	36	-19.4%	32	-9.4%
Median Price	\$1,299,000	\$1,433,000	-9.4%	\$1,538,000	-15.5%
Median Days on Market	111	85	31.4%	65	70.8%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$1,195,000	\$1,085,000	10.1%	\$1,179,000	1.4%
1,500 - 2,000	\$1,150,000	\$1,299,000	-11.5%	\$1,357,000	-15.3%
2,000 - 3,000	\$1,850,000	\$1,475,000	25.4%	\$1,792,000	3.2%
3,000 - 4,000	\$1,945,000	\$2,065,000	-5.8%	\$1,700,000	14.4%
> 4,000	\$3,495,000	\$2,380,000	46.8%	\$4,273,000	-18.2%

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	5.4	4.6

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.

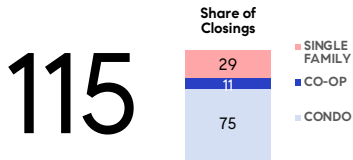
East Brooklyn

Bushwick/Bedford-Stuyvesant/Crown Heights

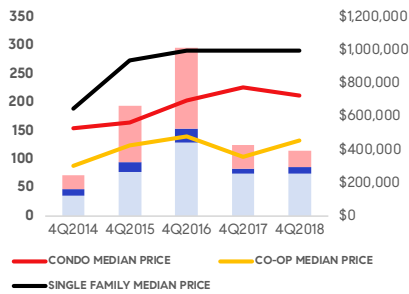
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

\$729,000

Median Condo Sales Price

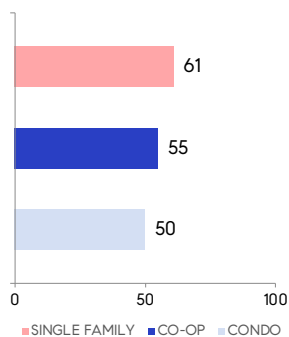
\$459,000

Median Co-Op Sales Price

\$1,000,000

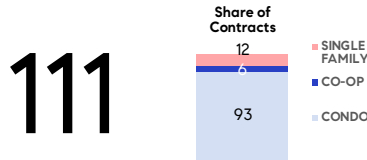
Median Single Family Sales Price

Median Days on Market

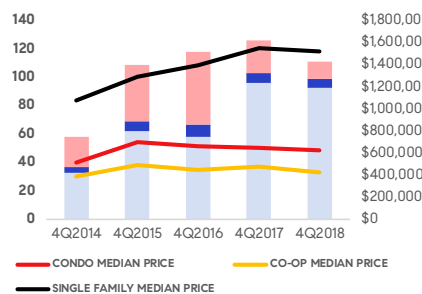


Contracts

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

4Q2018 Price Metrics*

\$625,000

Median Condo Contract Price

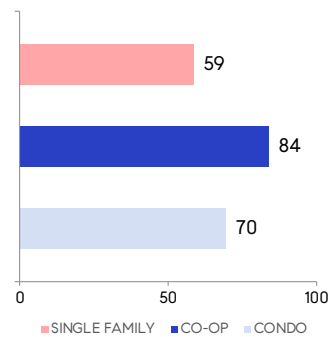
\$425,000

Median Co-Op Contract Price

\$1,522,000

Median Single Family Contract Price

Median Days on Market

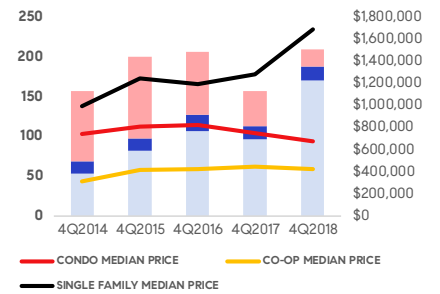


Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

\$679,000

Median Condo Asking Price

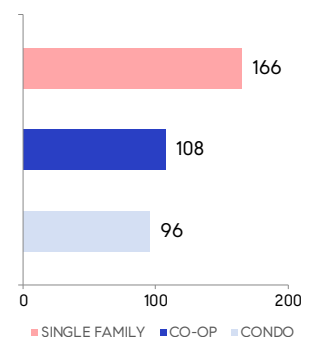
\$425,000

Median Co-Op Asking Price

\$1,690,000

Median Single Family Asking Price

Median Days on Market



East Brooklyn Condominium, Co-Op & Single Family Closings

Bushwick/Bedford-Stuyvesant/Crown Heights

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Closings	75	75	0.0%	118	-36.4%
Median Price	\$729,000	\$779,000	-6.4%	\$690,000	5.7%
Median PPSF	\$831	\$841	-1.3%	\$858	-3.2%
Median Days on Market	50	49	2.0%	44	13.6%
Median Pricing Analysis by Bedroom Type:					
Studio	\$431,000	\$406,000	6.2%	\$416,000	3.6%
1 BR	\$580,000	\$610,000	-4.9%	\$605,000	-4.1%
2 BR	\$806,000	\$843,000	-4.4%	\$832,000	-3.1%
3 BR	\$899,000	\$1,110,000	-19.0%	\$930,000	-3.3%
4 BR+	\$1,478,000	-	-	-	-
CO-OP					
Number of Closings	11	8	37.5%	8	37.5%
Median Price	\$459,000	\$358,000	28.2%	\$278,000	65.1%
Median Days on Market	55	230	-76.1%	106	-48.1%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	\$225,000	-
1 BR	\$415,000	\$148,000	180.4%	\$275,000	50.9%
2 BR	\$515,000	\$425,000	21.2%	\$465,000	10.8%
3 BR	\$540,000	\$325,000	66.2%	-	-
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Closings	29	43	-32.6%	28	3.6%
Median Price	\$1,000,000	\$1,000,000	0.0%	\$1,300,000	-23.1%
Median Days on Market	61	104	-41.3%	75	-18.7%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$620,000	\$873,000	-29.0%	\$855,000	-27.5%
1,500 - 2,000	\$1,050,000	\$963,000	9.0%	\$1,072,000	-2.1%
2,000 - 3,000	\$935,000	\$1,125,000	-16.9%	\$1,275,000	-26.7%
3,000 - 4,000	\$1,900,000	\$1,493,000	27.3%	\$1,913,000	-0.7%
> 4,000	\$2,000,000	\$900,000	122.2%	\$6,275,000	-68.1%

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

Bushwick/Bedford-Stuyvesant/Crown Heights

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Contracts Signed	93	96	-3.1%	84	10.7%
Median Price (1)	\$625,000	\$652,000	-4.1%	\$697,000	-10.3%
Median PPSF (1)	\$937	\$856	9.4%	\$871	7.6%
Median Days on Market	70	44	58.0%	51	37.6%
Median Pricing Analysis by Bedroom Type (1):					
Studio	\$433,000	\$343,000	26.2%	\$440,000	-1.6%
1 BR	\$599,000	\$575,000	4.2%	\$596,000	0.5%
2 BR	\$875,000	\$765,000	14.4%	\$780,000	12.2%
3 BR	\$725,000	\$1,075,000	-32.6%	\$929,000	-22.0%
4 BR+	\$1,847,000	-	-	\$1,595,000	15.8%
CO-OP					
Number of Contracts Signed	6	7	-14.3%	8	-25.0%
Median Price (1)	\$425,000	\$479,000	-11.3%	\$527,000	-19.4%
Median Days on Market	84	163	-48.5%	51	66.3%
Median Pricing Analysis by Bedroom Type:					
Studio	-	-	-	-	-
1 BR	\$350,000	\$200,000	75.0%	\$439,000	-20.3%
2 BR	\$415,000	\$499,000	-16.8%	\$650,000	-36.2%
3 BR	\$567,000	\$875,000	-35.2%	\$400,000	41.8%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Contracts Signed	12	23	-47.8%	15	-20.0%
Median Price (1)	\$1,522,000	\$1,550,000	-1.8%	\$1,395,000	9.1%
Median Days on Market	59	104	-43.8%	78	-25.0%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$620,000	\$947,000	-34.5%	\$725,000	-14.5%
1,500 - 2,000	\$1,000,000	\$949,000	5.4%	\$1,173,000	-14.7%
2,000 - 3,000	\$1,763,000	\$1,650,000	6.8%	\$1,230,000	43.3%
3,000 - 4,000	\$1,750,000	\$1,823,000	-4.0%	\$2,125,000	-17.6%
> 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.

East Brooklyn Condominium, Co-Op & Single Family Inventory

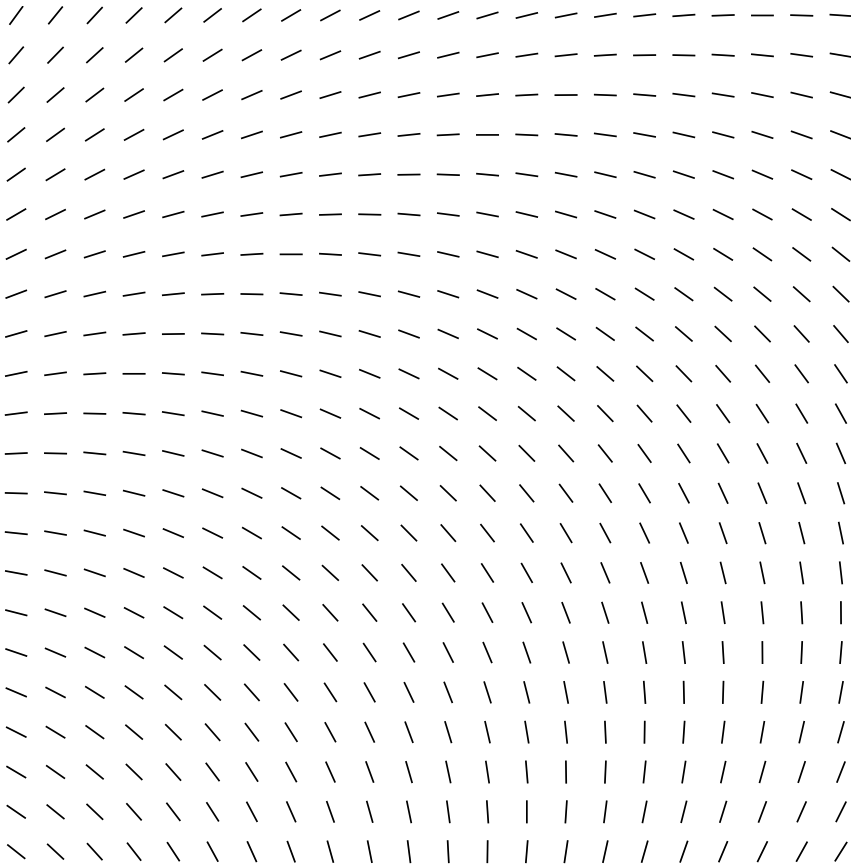
Bushwick/Bedford-Stuyvesant/Crown Heights

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
CONDO					
Number of Active Listings	171	97	76.3%	184	-7.1%
Median Price	\$679,000	\$750,000	-9.5%	\$710,000	-4.4%
Median PPSF	\$832	\$866	-3.9%	\$885	-6.0%
Median Days on Market	96	102	-5.9%	75	28.0%
Median Pricing Analysis by Bedroom Type:					
Studio	\$460,000	\$440,000	4.5%	\$470,000	-2.1%
1 BR	\$599,000	\$584,000	2.6%	\$603,000	-0.7%
2 BR	\$835,000	\$833,000	0.2%	\$849,000	-1.6%
3 BR	\$1,123,000	\$1,000,000	12.3%	\$1,009,000	11.3%
4 BR+	-	\$1,097,000	-	\$1,847,000	-
CO-OP					
Number of Active Listings	17	16	6.3%	15	13.3%
Median Price	\$425,000	\$446,000	-4.7%	\$430,000	-1.2%
Median Days on Market	108	176	-38.5%	73	47.9%
Median Pricing Analysis by Bedroom Type:					
Studio	-	\$299,000	-	-	-
1 BR	\$419,000	\$200,000	109.5%	\$338,000	24.0%
2 BR	\$628,000	\$699,000	-10.2%	\$577,000	8.8%
3 BR	\$420,000	\$499,000	-15.8%	\$439,000	-4.3%
4 BR+	-	-	-	-	-
SINGLE FAMILY					
Number of Active Listings	22	44	-50.0%	31	-29.0%
Median Price	\$1,690,000	\$1,288,000	31.2%	\$1,680,000	0.6%
Median Days on Market	166	162	2.2%	110	50.5%
Median Pricing Analysis by Size: (Sq. Ft.)					
< 1,500	\$799,000	\$650,000	22.9%	\$779,000	2.6%
1,500 - 2,000	\$999,000	\$875,000	14.2%	\$975,000	2.5%
2,000 - 3,000	\$1,575,000	\$1,325,000	18.9%	\$1,600,000	-1.6%
3,000 - 4,000	\$2,125,000	\$1,850,000	14.9%	\$2,187,000	-2.8%
> 4,000	\$1,800,000	\$1,400,000	28.6%	-	-

* 4Q2018 Inventory as of December 31, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	5.3	3.8

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.



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