

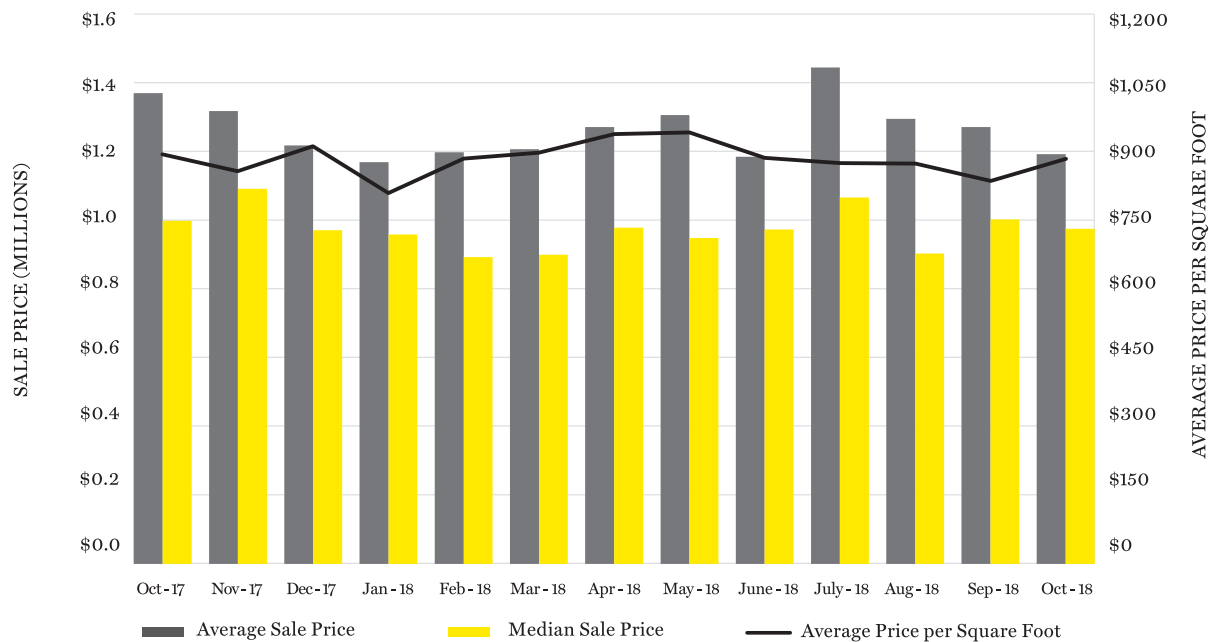
October 2018

MARKETWIDE SUMMARY

During October, Brooklyn market indicators weakened, including falling prices and contract activity, lengthening days on market, and expanding inventory. October saw average sale price decrease 13% and median price decrease 2% year-over-year, driven by fewer contracts above \$2M compared to October 2017. In fact, areas with historically higher priced inventory including Brooklyn Heights and Park Slope saw far fewer transactions than this same time last year. Fueling the overall price decline was an increase in activity in areas such as Ditmas Park, Prospect Lefferts Gardens, and Flatbush. Overall contract activity was down 11% compared to last year, partially due to inventory constraints at lower price points, but also due to potential buyer's lower confidence in the market. These same effects pushed days on market 7% higher year-over-year. The 30% additional new listings compared to last year was primarily due to new development introductions, and therefore generally at above average price points.

Marketwide ¹	Current Month October 2018	Prior Month September 2018	% Change	Prior Year October 2017	% Change
Average Sale Price	\$1,187,886	\$1,266,713	-6%	\$1,365,404	-13%
Median Sale Price	\$971,500	\$999,000	-3%	\$995,000	-2%
Average Price per Square Foot	\$881	\$833	6%	\$891	-1%
Average Days on Market	78	90	-14%	73	7%
Difference from Last Ask to Sale	-0.4%	-3.2%	N/A	-1.8%	N/A
Percent of Sales Sold Below Ask	44%	60%	N/A	43%	N/A
Newly Listed Apartment Inventory ²	877	881	0%	675	30%
Number of Contracts Signed ³	290	196	48%	326	-11%

Brooklyn Average Price Trends



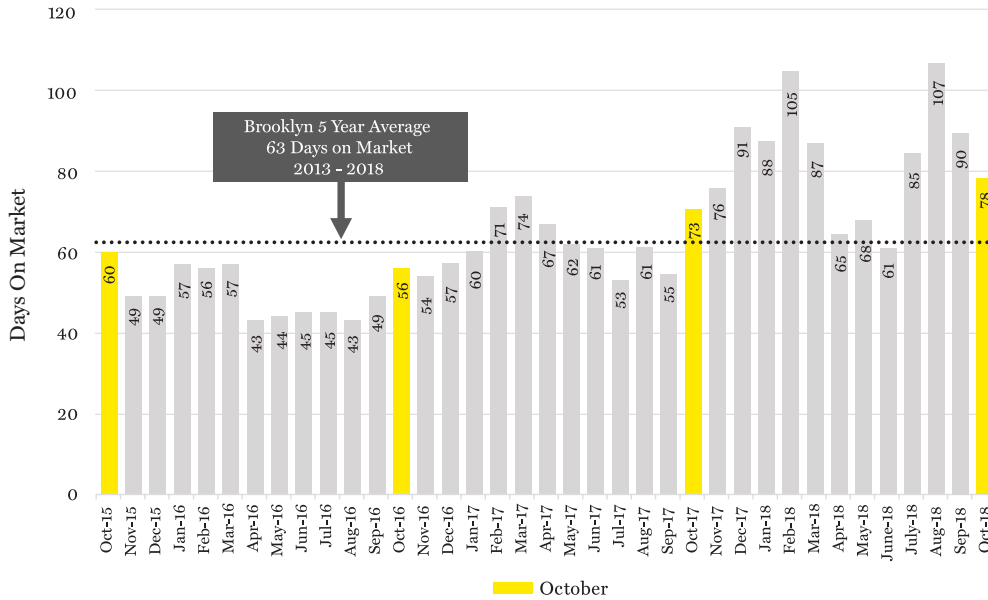
Brooklyn Monthly Market Snapshot



October 2018

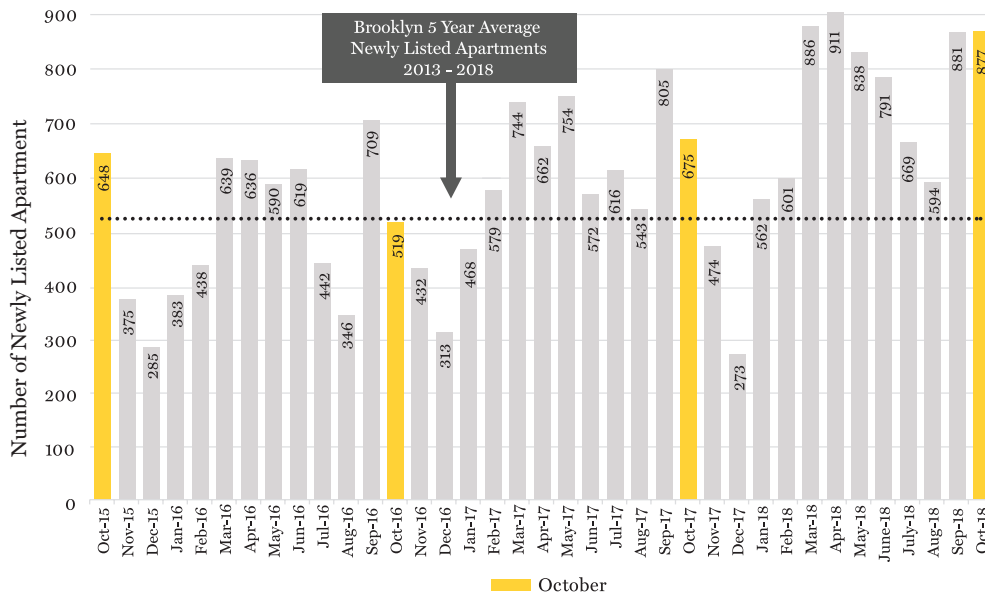
Brooklyn Average Days on Market

September 2018 days on market was lower compared to August 2018 but still above the Brooklyn five-year average. Days on market has been above the five-year average for the past three months. Buyers have shown less urgency due to still-high prices and other factors such as the impending L train shutdown.



Brooklyn Newly Listed Apartment Inventory²

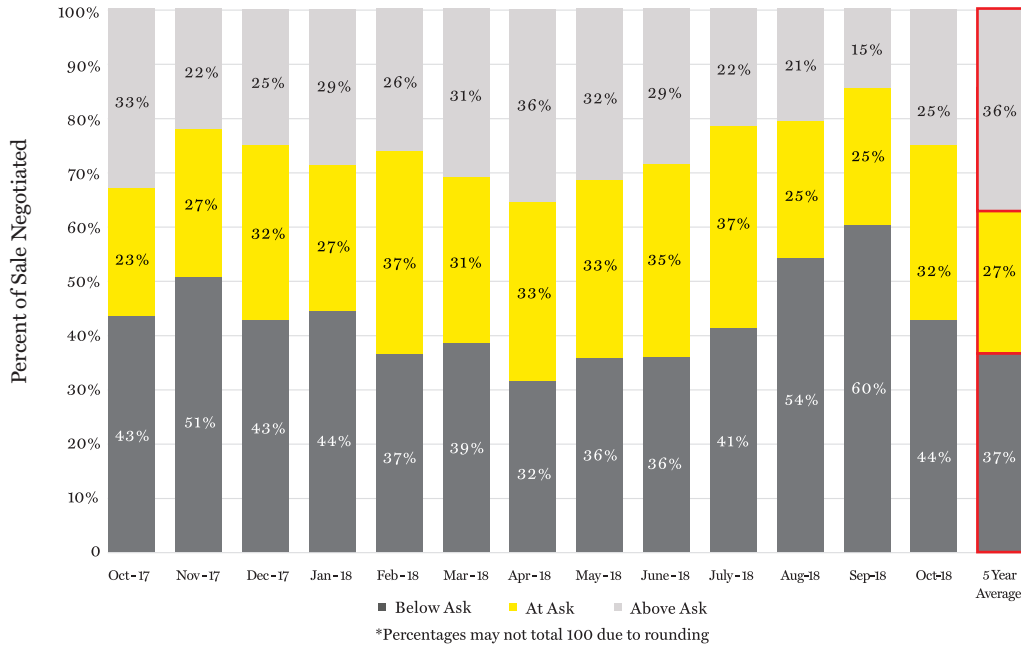
Newly listed apartment inventory was up 9% year-over-year and up 48% from the prior month, on par with similar post-summer months. September's newly listed apartment inventory figure was the third highest in 2018 behind April and March. Newly listed apartment inventory has increased this year due to several new development introductions, such as 11 Hoyt Street located in Downtown Brooklyn.



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Brooklyn Negotiability

Negotiability in September 2018 was less favorable for sellers compared to September 2017 as the percent of homes selling below ask was 60%, the highest figure in the past five years. Over the past six months percent of sales negotiated below ask has increased.



NOTES:

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