

Prospect Park South Red Hook Sheepshead Bay Sunset Park Williamsburg Windsor Terrace The Corcoran Report Bath Beach Bensonhurst Bay Ridge Bedford - Stuyvesant Boerum Hill Brooklyn Heights Bushwick Carroll Gardens Clinton Hill Cobble Hill Crown Heights Ditmas Park DUMBO Vinegar Hill Dyker Heights Flatbush Fort Greene Brooklyn Gowanus Gravesend Greenpoint Greenwood Kensington Lefferts Gardens Midwood Mill Basin Park Slope Prospect Heights Prospect Park South Red Hook Sheepshead Bay Sunset Park Williamsburg Windsor Terrace The Corcoran Report Bath Beach Bensonhurst Bay Ridge Bedford - Stuyvesant Boerum Hill Brooklyn Heights Bushwick Carroll Gardens Clinton Hill Cobble Hill Crown Heights Ditmas Park DUMBO Vinegar Hill Dyker Heights Flatbush Fort Greene Brooklyn

4th Quarter 2013

A comprehensive analysis of the residential real estate market in Brooklyn.

4th Quarter 2013

Introduction

Welcome to the Corcoran Report, our comprehensive quarterly examination of the residential real estate market in Brooklyn. The report examines closed transactions during Fourth Quarter 2013 (October 1 through December 31) and compares them to Fourth Quarter 2012 and Third Quarter 2013. Statistics in this report trail actual market conditions by approximately eight to twelve weeks due to the typical lag time between a contract signing and its closing.

2013 has been a banner year for Brooklyn. While the Fourth Quarter's closed sales record did not exceed Fourth Quarter 2012 (a year in which tax incentives propelled sellers to act in unprecedented numbers), Brooklyn nevertheless broke new ground. In Fourth Quarter 2013, prospective buyers kept demand high in numerous market segments, but found themselves frustrated by historic low inventory levels of available apartments. Following a robust Third Quarter, Brooklyn sales activity dropped 29% and was slightly below the trailing five-year average. Inventory constraints in the condo market played an especially large role in the 8% year-over-year decline in number of sales.

Thanks to aggressive competition, the market-wide average price per square foot rose to \$689 this quarter, even with the previous quarter, but a 9% increase over Fourth Quarter 2012. Buyers of starter homes found this a particularly attractive time to act; fewer sales of residences over \$1,000,000 coupled with a large influx of sales below \$500,000, primarily in South Brooklyn, drove the overall median and average sale prices down. The \$575,000 average price and \$442,000 median price were the lowest recorded in the borough in the past six quarters.

Despite the market wide median and average dip in price, many submarkets continued to trend upward during Fourth Quarter 2013. Condo sales in Fort Greene and Clinton Hill saw the largest annual gains in all price metrics in the borough. Bedford-Stuyvesant and Crown Heights experienced their largest year-over-year gains in average condo price per square foot in over two years. Persistent demand for residences in Williamsburg and Greenpoint drove their average condo prices higher than was achieved in Brooklyn Heights for the first time in three years.

The few new developments that launched earlier this year have either sold out or are left with very little inventory. Fourth Quarter 2013 had less than half the number of new development closings compared to this time last year. Price per square foot reached \$829, which was 18% higher than a year ago and 15% higher than the pre-downturn peak in Fourth Quarter 2008.

We hope you find this edition of the Corcoran Report useful and informative, and we welcome any questions you may have. For a digital copy of this report and more information on the New York real estate market please visit our website at www.corcoran.com/nyc/Advice.

Sincerely,

Frank Percesepe

Senior Regional Vice President, Brooklyn

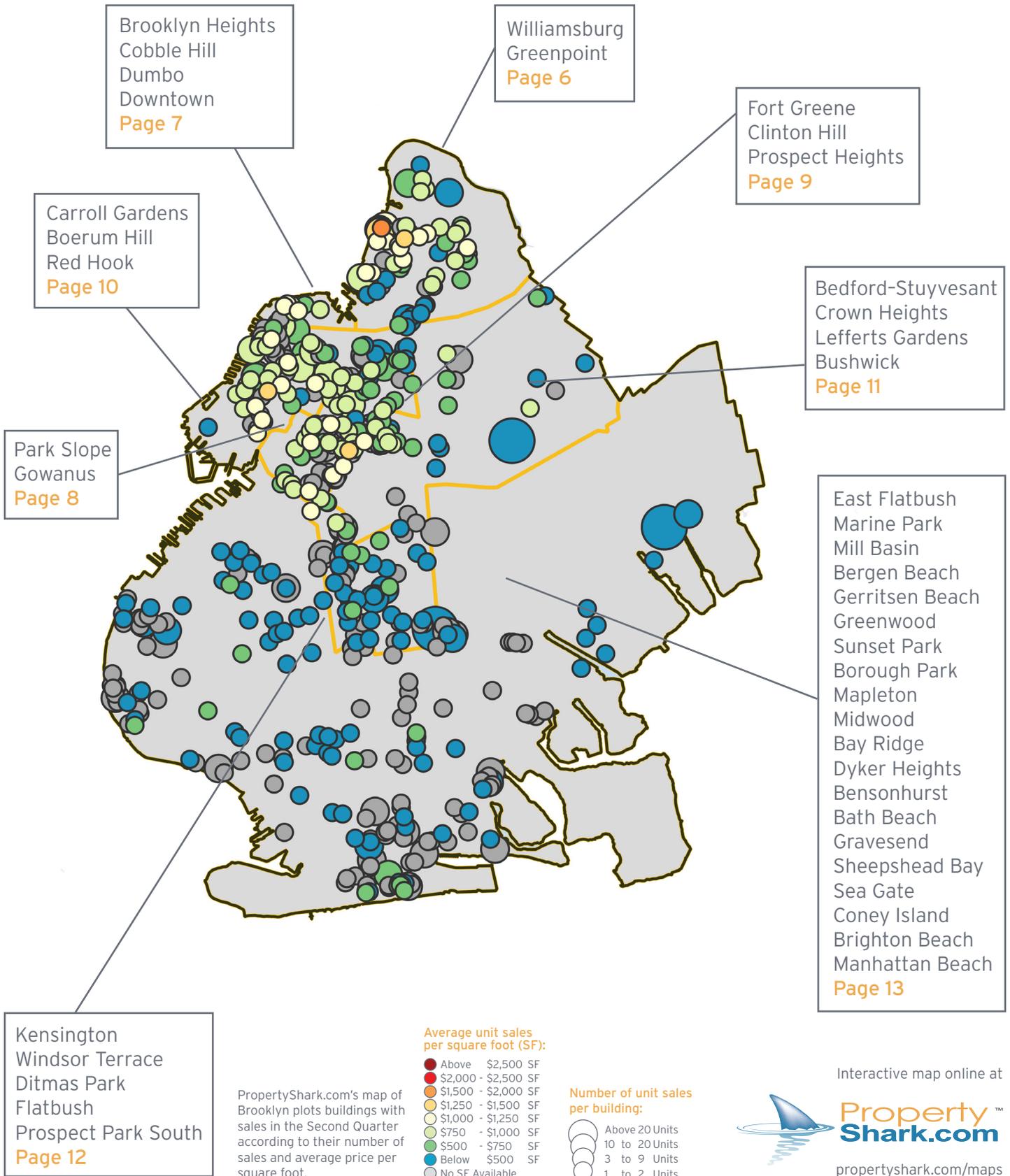
Market-wide

All Apartments

ALL SALES		Average Sale Price	Median Price	Avg Price per sf
	Q4 2013	575K	442K	689
Change	-13%	-19%	-1%	
Q3 2013	662K	545K	693	
Q4 2013	575K	442K	689	
Change	-7%	-11%	9%	
Q4 2012	617K	499K	632	

The following members of the The Corcoran Group made significant contributions to this report: Douglas LaMere | Kathleen Mejia | Ryan Schleis | Joshua Sachs | Brie Train

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Interactive map online at



propertyshark.com/maps

Resale Market-wide

Average price per square foot grew 10% from Fourth Quarter 2012, an increase driven primarily from condo resales. After impressive gains in the Brooklyn resale market in Third Quarter 2013 where average price reached a five-year high, the figure declined 14% to \$516,000. This was also 2% below last year's average price, a dip partially due to an uptick in the number of coop sales below \$500,000 relative to a year ago. Resale condos displayed price gains; average price per square foot reached \$670, the highest since Third Quarter 2008 and a 14% improvement from last year.

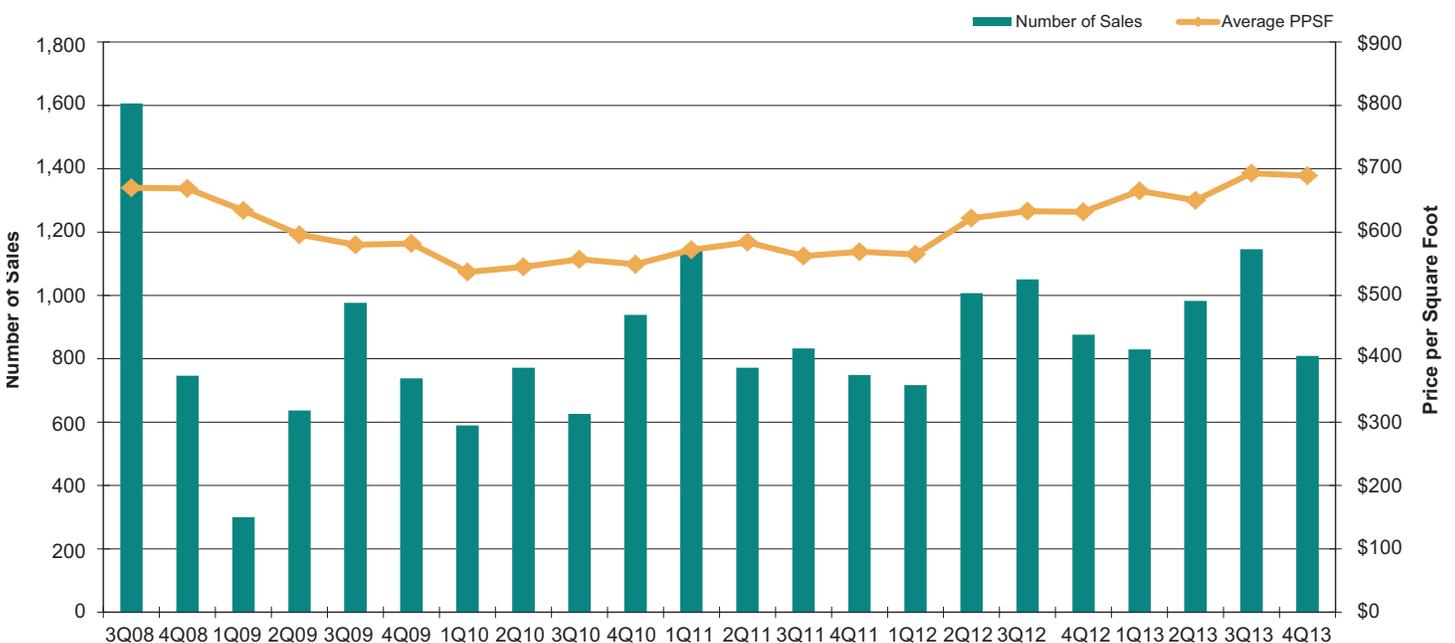
ALL REALES	Average Sale Price		Median Price	Avg Price per sf
	Q4 2013	516K	395K	626
	Change	-14%	-17%	-3%
	Q3 2013	602K	475K	643
	Q4 2013	516K	395K	626
Change	-2%	-10%	10%	
Q4 2012	524K	439K	568	

RESALE CO-OPS	Average Sale Price	Median Price	Avg Price per sf	
	Q4 2013	415K	316K	538
	Change	-19%	-12%	-12%
	Q3 2013	513K	358K	608
	Q4 2013	415K	316K	538
Change	-10%	-12%	0%	
Q4 2012	461K	359K	539	

RESALE CONDOS	Average Sale Price	Median Price	Avg Price per sf	
	Q4 2013	672K	568K	670
	Change	-2%	0%	2%
	Q3 2013	685K	570K	658
	Q4 2013	672K	568K	670
Change	7%	3%	14%	
Q4 2012	630K	550K	588	

Historical Sales and Price per Square Foot (All Apartments)

The number of sales in Brooklyn this quarter was nearly level with the average number of sales seen during the past five years, but sales activity was 8% lower than the same time a year ago. Average price per square foot for condos and coops increased 9% from last year to \$689 per square foot, slightly below Third Quarter's five-year record price.



4th Quarter 2013

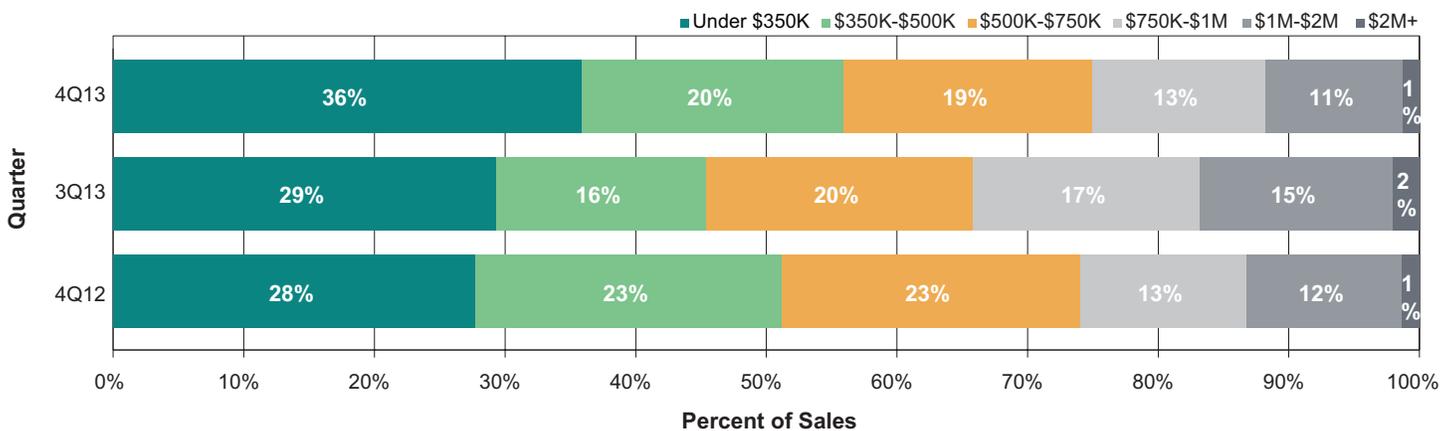
Townhouses

Townhouse averages can be skewed each quarter due to the limited number of sales. Strong sales in the single-family townhouse market this quarter resulted in double-digit increases from both last quarter and last year. Several high priced sales of single-family townhomes in Brooklyn Heights, such as a sale on College Place for \$8,675,000, skewed the market-wide average price to \$2,308,000. Despite a strong two- to four-family townhouse market in Bed-Stuy and Crown Heights, median and average prices overall declined relative to both last quarter and last year partially due to lower priced homes in Fort Greene and Clinton Hill.

Market-wide	Single-family		Multi-residence	
	Average Price	Median Price	Average Price	Median Price
Q4 2013	2.308M	1.775M	1.383M	1.235M
Change	49%	38%	-13%	-11%
Q3 2013	1.553M	1.285M	1.587M	1.395M
Q4 2013	2.308M	1.775M	1.383M	1.235M
Change	20%	25%	-15%	-11%
Q4 2012	1.925M	1.425M	1.618M	1.395M

Sales by Price Category (All Apartments)

This quarter, the number of sales priced under \$500,000 expanded in market share compared to both last quarter and last year. Market share of residences priced between \$750,000 and \$1,000,000 compressed since last quarter, but was level with last year. The market share for sales over \$1,000,000 shrunk to 12%, the lowest level since First Quarter 2012.



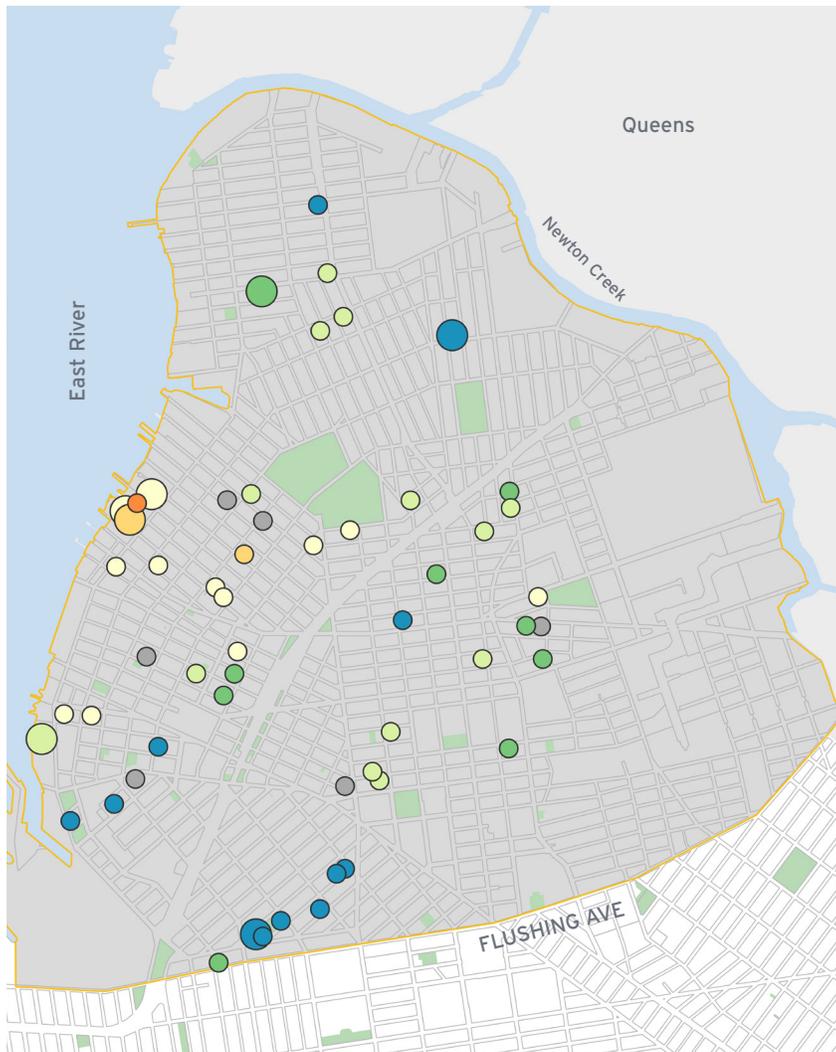
New Developments

Price per square foot for new development sales in Brooklyn averaged \$829 this quarter, an increase of 18% from last year and 3% from last quarter, setting a new five-year record high. Average and median price both saw slight dips from last quarter, but with very limited new product for Brooklyn buyers, both figures continued to ascend by 7% and 24% year-over-year, respectively.

Market-wide	Average Sale Price	Median Price	Avg Price per sf
	Q4 2013	829K	759K
Change	-5%	-1%	3%
Q3 2013	877K	765K	802
Q4 2013	829K	759K	829
Change	7%	24%	18%
Q4 2012	774K	612K	705

Williamsburg - Greenpoint

Following a strong Third Quarter 2013, average condo sale price increased an additional 8% to reach \$986,000, the highest average price seen in over five years in the submarket. The five-year high average sale price of \$935 per square foot was an increase of 22% compared to Fourth Quarter 2012 and was also the highest in the borough. Note that there are a statistically insignificant number of co-op sales in the submarket.



CO-OPS		Average Sale Price	Median Price	Average Price per SF
	Q4 2013	378K	378K	N/A
Change	-64%	-62%	N/A	
Q3 2013	1.061M	999K	785	
Q4 2013	378K	378K	N/A	
Change	N/A	N/A	N/A	
Q4 2012	N/A	N/A	N/A	

CONDOS		Average Sale Price	Median Price	Average Price per SF
	Q4 2013	986K	849K	935
Change	8%	-1%	7%	
Q3 2013	914K	855K	876	
Q4 2013	986K	849K	935	
Change	24%	25%	22%	
Q4 2012	796K	680K	768	

Number of unit sales per building:

- Above 20 Units
- 10 to 20 Units
- 3 to 9 Units
- 1 to 2 Units

Average unit sales per square foot (SF):

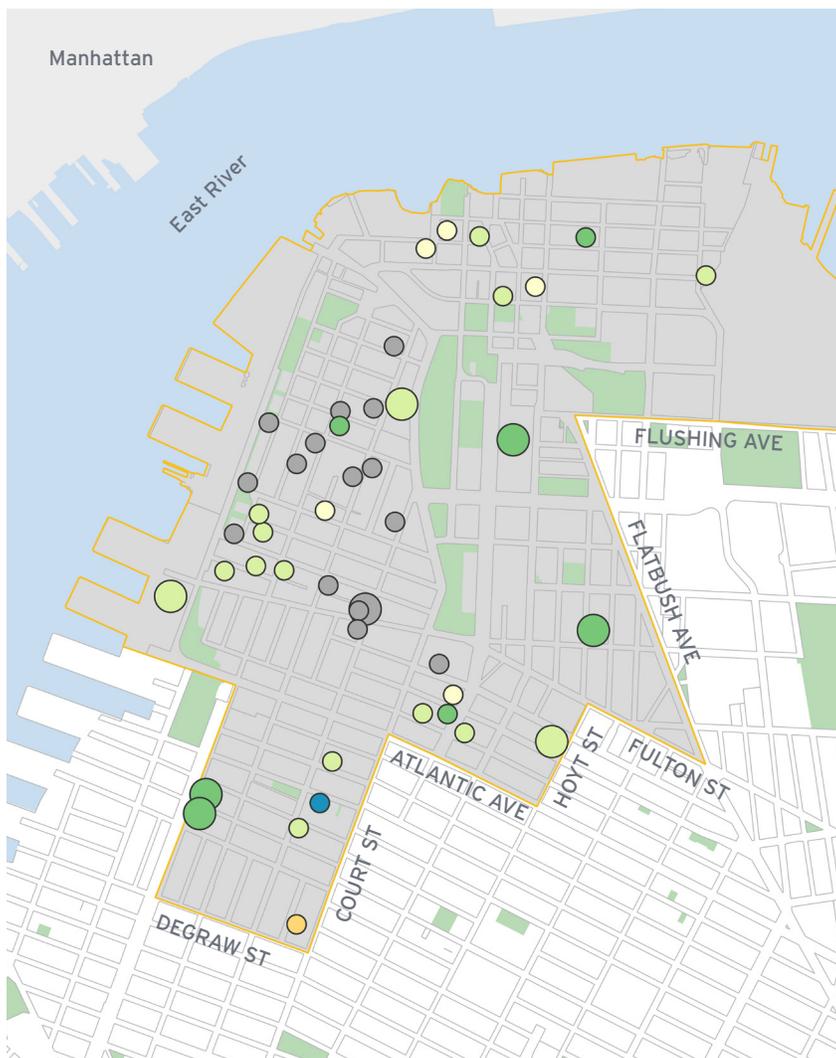
- Above \$2,500 SF
- \$2,000 - \$2,500 SF
- \$1,500 - \$2,000 SF
- \$1,250 - \$1,500 SF
- \$1,000 - \$1,250 SF
- \$750 - \$1,000 SF
- \$500 - \$750 SF
- Below \$500 SF
- No SF Available

Interactive map online at PropertyShark.com/maps

Townhouses	Single-family		Multi-residence	
	Average Price	Median	Average Price	Median
Q4 2013	N/A	N/A	1.421M	1.400M
Change	N/A	N/A	-5%	-5%
Q3 2013	N/A	N/A	1.502M	1.473M
Q4 2013	N/A	N/A	1.421M	1.400M
Change	N/A	N/A	15%	12%
Q4 2012	1.350M	1.200M	1.237M	1.250M

Brooklyn Heights - Cobble Hill - Dumbo - Downtown

Average and median co-op price was stable with Third Quarter, but experienced double-digit gains compared to the same time last year. Annual price increases were seen in the condo market as well. Average price per square foot reached \$909 per square foot, 12% higher than Fourth Quarter 2012 and level with last quarter. Average condo price has declined for the three consecutive quarters due to fewer sales of larger residences and a lack of new development product.



CO-OPS	Average Sale Price	Median Price	Average Price per SF
	Q4 2013	672K	475K
Change	0%	0%	2%
Q3 2013	673K	475K	723
Q4 2013	672K	475K	738
Change	20%	15%	14%
Q4 2012	562K	413K	645

CONDOS	Average Sale Price	Median Price	Average Price per SF
	Q4 2013	906K	835K
Change	-6%	-7%	0%
Q3 2013	967K	900K	910
Q4 2013	906K	835K	909
Change	2%	10%	12%
Q4 2012	892K	760K	810

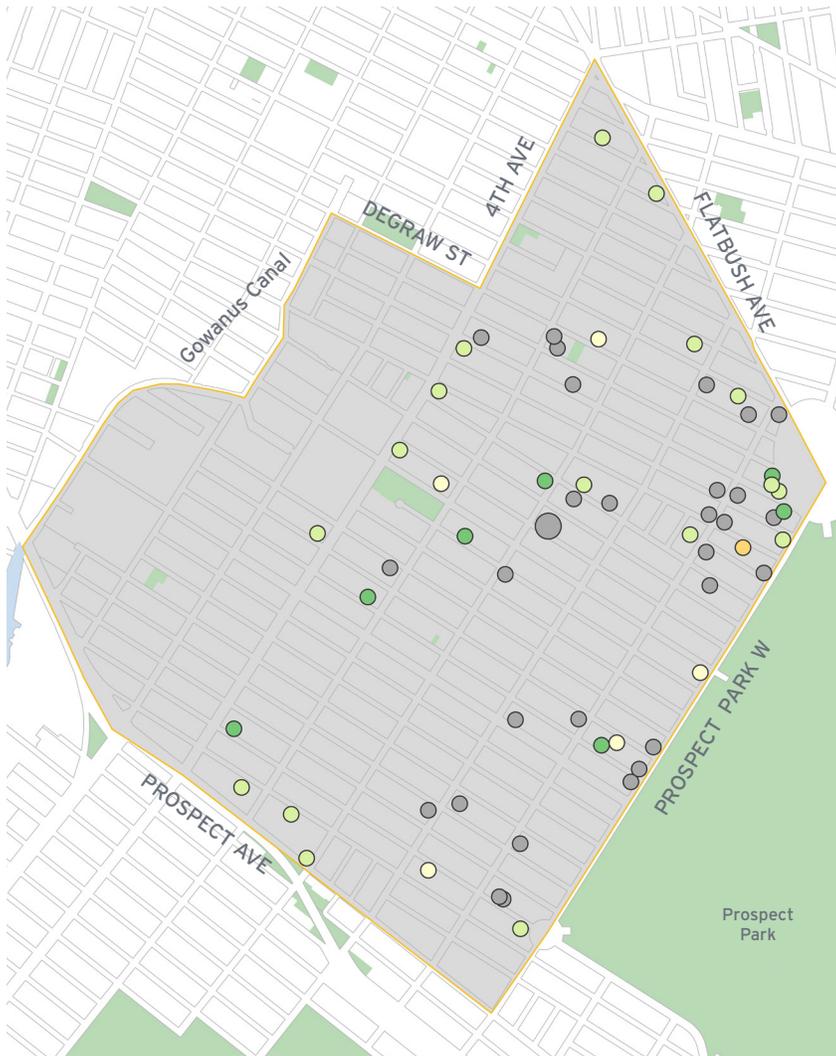


Interactive map online at PropertyShark.com/maps

Townhouses	Single-family		Multi-residence	
	Average Price	Median	Average Price	Median
Q4 2013	5.173M	4.308M	1.521M	1.400M
Change	39%	N/A	-40%	-36%
Q3 2013	3.735M	N/A	2.529M	2.176M
Q4 2013	5.173M	4.308M	1.521M	1.400M
Change	35%	31%	-54%	-50%
Q4 2012	3.821M	3.300M	3.280M	2.825M

Park Slope - Gowanus

Condo sales in Park Slope and Gowanus exhibited large year-over-year average price gains in the borough this quarter. Five-year highs were represented by an average price of \$909,000 and an average price per square foot of \$896. Demand for housing in this submarket was demonstrated in the coop market as well. This quarter co-ops sold for an average price of \$826,000, 8% higher than a year ago and level with Third Quarter 2013.



CO-OPS		Average Sale Price	Median Price	Average Price per SF
	Q4 2013		826K	719K
Change		0%	-13%	-3%
Q3 2013		822K	825K	873
Q4 2013		826K	719K	848
Change		8%	7%	19%
Q4 2012		768K	675K	710

CONDOS		Average Sale Price	Median Price	Average Price per SF
	Q4 2013		909K	793K
Change		-9%	-12%	2%
Q3 2013		994K	905K	879
Q4 2013		909K	793K	896
Change		22%	8%	25%
Q4 2012		748K	733K	717

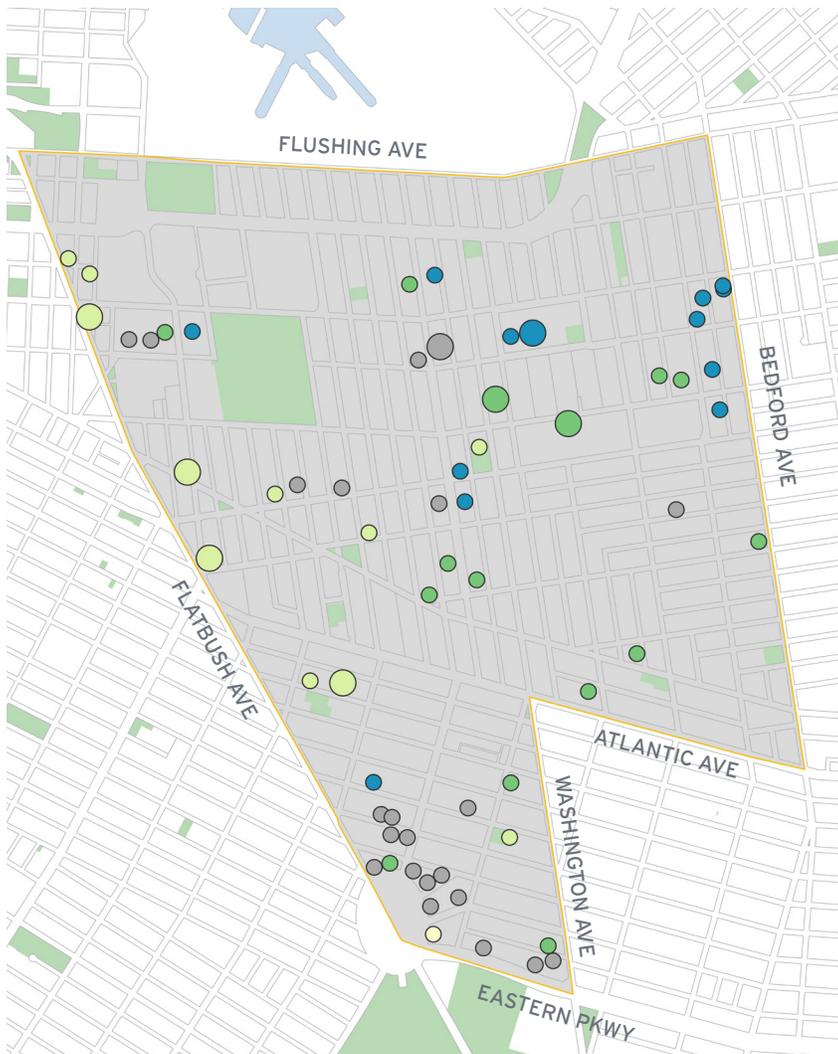


Interactive map online at PropertyShark.com/maps

Townhouses	Single-family		Multi-residence	
	Average Price	Median	Average Price	Median
Q4 2013	2.079M	1.775M	1.929M	1.990M
Change	-4%	-10%	-8%	1%
Q3 2013	2.159M	1.972M	2.103M	1.963M
Q4 2013	2.079M	1.775M	1.929M	1.990M
Change	22%	43%	7%	24%
Q4 2012	1.699M	1.243M	1.798M	1.610M

Fort Greene - Clinton Hill - Prospect Heights

After last quarter's five-year record-breaking performance, an additional 7% boost brought the median condo price to \$689,000. Average price and price per square foot were also five-year record high figures and the largest year-over-year gains in the borough. Changes were seen in median coop sale price, up 7% from Fourth Quarter 2012. Average coop price remained nearly level with last year's figure. With fewer co-op trades of three plus bedrooms versus Third Quarter 2013, median and average price had double-digit declines.



CO-OPS	Average Sale Price	Median Price	Average Price per SF
	Q4 2013	513K	470K
Change	-20%	-15%	-12%
Q3 2013	638K	555K	654
Q4 2013	513K	470K	574
Change	-1%	7%	12%
Q4 2012	519K	439K	514

CONDOS	Average Sale Price	Median Price	Average Price per SF
	Q4 2013	764K	689K
Change	3%	7%	6%
Q3 2013	743K	645K	679
Q4 2013	764K	689K	723
Change	41%	38%	34%
Q4 2012	542K	499K	541

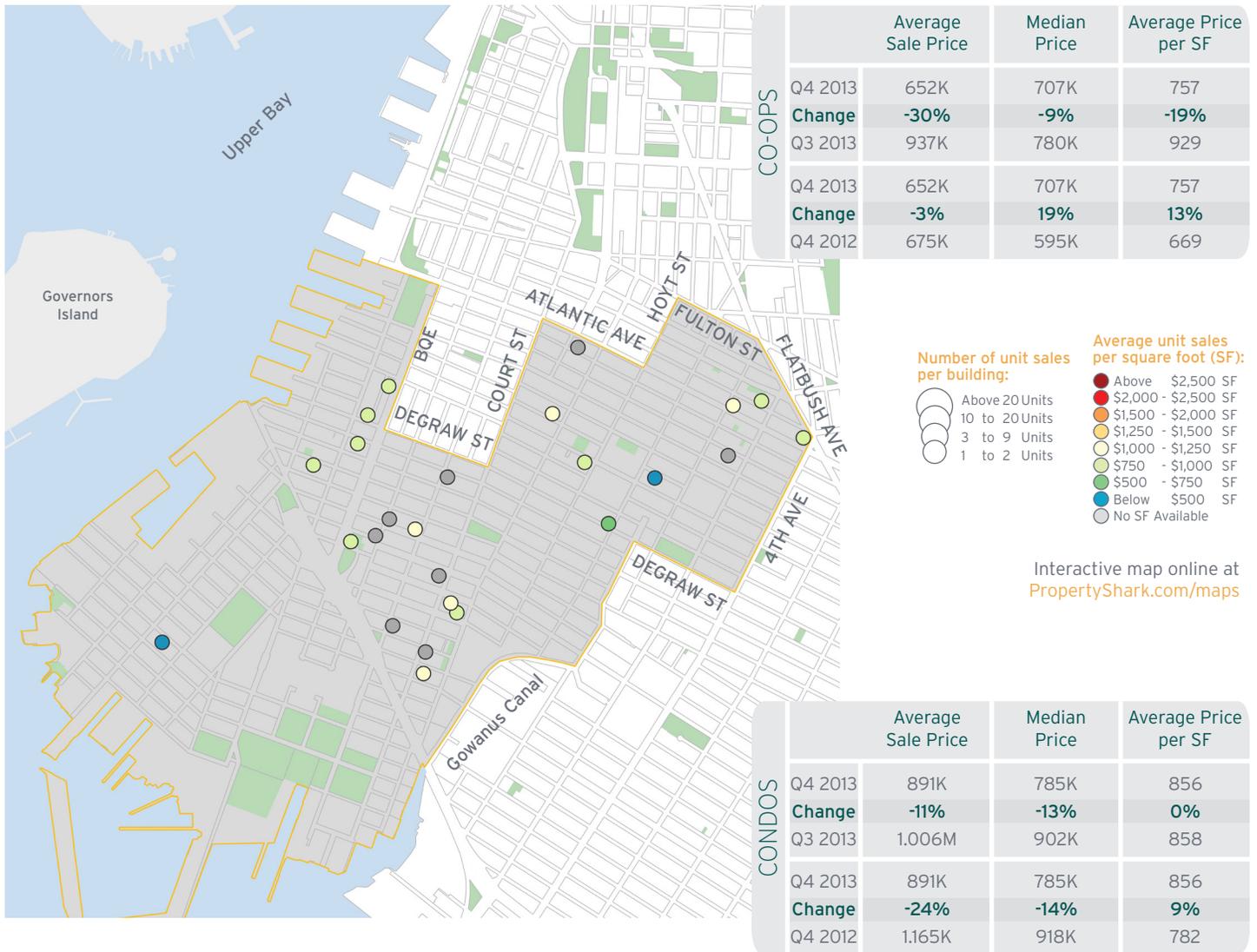


Interactive map online at PropertyShark.com/maps

Townhouses	Single-family		Multi-residence	
	Average Price	Median	Average Price	Median
Q4 2013	2.650M	N/A	1.489M	1.380M
Change	106%	N/A	-29%	-33%
Q3 2013	1.285M	N/A	2.112M	2.075M
Q4 2013	2.650M	N/A	1.489M	1.380M
Change	12%	N/A	-2%	-4%
Q4 2012	2.365M	N/A	1.514M	1.435M

Carroll Gardens - Boerum Hill - Red Hook

Median co-op price of \$707,000, while a 19% increase from a year ago, was 9% lower than Third Quarter's median price when several sales of larger co-ops skewed the figure higher. The average co-op price was below the figures seen last year and last quarter. With fewer high priced new development sales, median and average condo price dipped. Average condo price per foot increased by 9% from a year ago, nearly level with Third Quarter.



	Single-family		Multi-residence		
	Average Price	Median	Average Price	Median	
Townhouses	Q4 2013	1.968M	2.375M	2.586M	2.550M
	Change	-13%	5%	1%	-5%
	Q3 2013	2.270M	2.270M	2.565M	2.695M
	Q4 2013	1.968M	2.375M	2.586M	2.550M
Change	-17%	5%	-14%	9%	
Q4 2012	2.358M	2.266M	2.996M	2.340M	

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Bedford-Stuyvesant - Crown Heights - Lefferts Gardens - Bushwick

Median and average co-op price, nearly doubling from a year ago, displayed the largest year-over-year co-op price gains in the borough. The condo market echoed the impressive gains; the median price of \$485,000 was a 26% improvement from last year and a five-year high for the submarket. Median condo price increased from Fourth Quarter 2012 by 19% and by 11% relative to last quarter.



Number of unit sales per building:

- Above 20 Units
- 10 to 20 Units
- 3 to 9 Units
- 1 to 2 Units

Average unit sales per square foot (SF):

- Above \$2,500 SF
- \$2,000 - \$2,500 SF
- \$1,500 - \$2,000 SF
- \$1,250 - \$1,500 SF
- \$1,000 - \$1,250 SF
- \$750 - \$1,000 SF
- \$500 - \$750 SF
- Below \$500 SF
- No SF Available

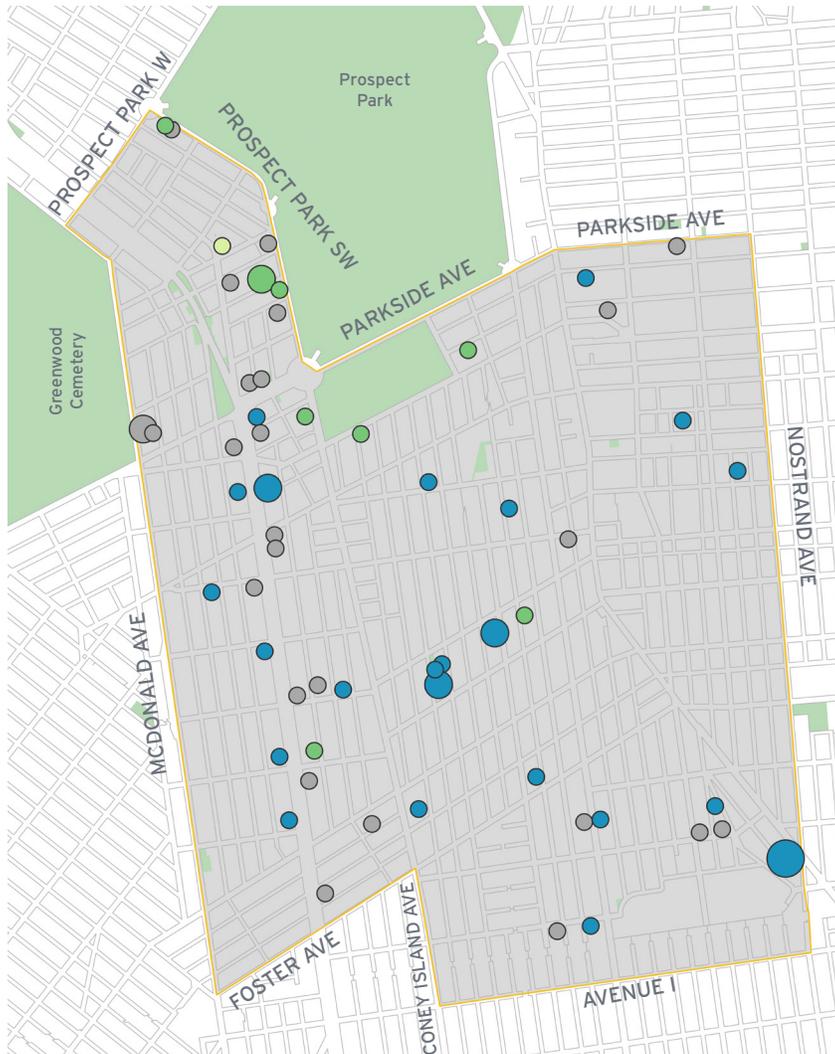
Interactive map online at PropertyShark.com/maps

	Single-family		Multi-residence		
	Average Price	Median	Average Price	Median	
Townhouses	Q4 2013	1.161M	997K	1.016M	995K
	Change	-9%	0%	8%	14%
	Q3 2013	1.274M	995K	940K	873K
	Q4 2013	1.161M	997K	1.016M	995K
	Change	-10%	-22%	19%	24%
	Q4 2012	1.285M	1.285M	851K	800K

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Kensington - Windsor Terrace - Ditmas Park - Flatbush - Prospect Park South

While median price in the co-op market was level with Fourth Quarter 2012, the median condo price improved by 23% to reach \$570,000. Compared to last quarter the median condo price was 31% higher. The average condo sale price per square foot was a 4% improvement from the same time last year.



CO-OPS	Average Sale Price	Median Price	Average Price per SF
	Q4 2013	327K	315K
Change	-3%	3%	-3%
Q3 2013	336K	305K	394
Q4 2013	327K	315K	384
Change	-2%	0%	23%
Q4 2012	332K	315K	312

CONDOS	Average Sale Price	Median Price	Average Price per SF
	Q4 2013	568K	570K
Change	24%	31%	16%
Q3 2013	457K	435K	461
Q4 2013	568K	570K	533
Change	2%	23%	4%
Q4 2012	557K	465K	511



Interactive map online at PropertyShark.com/maps

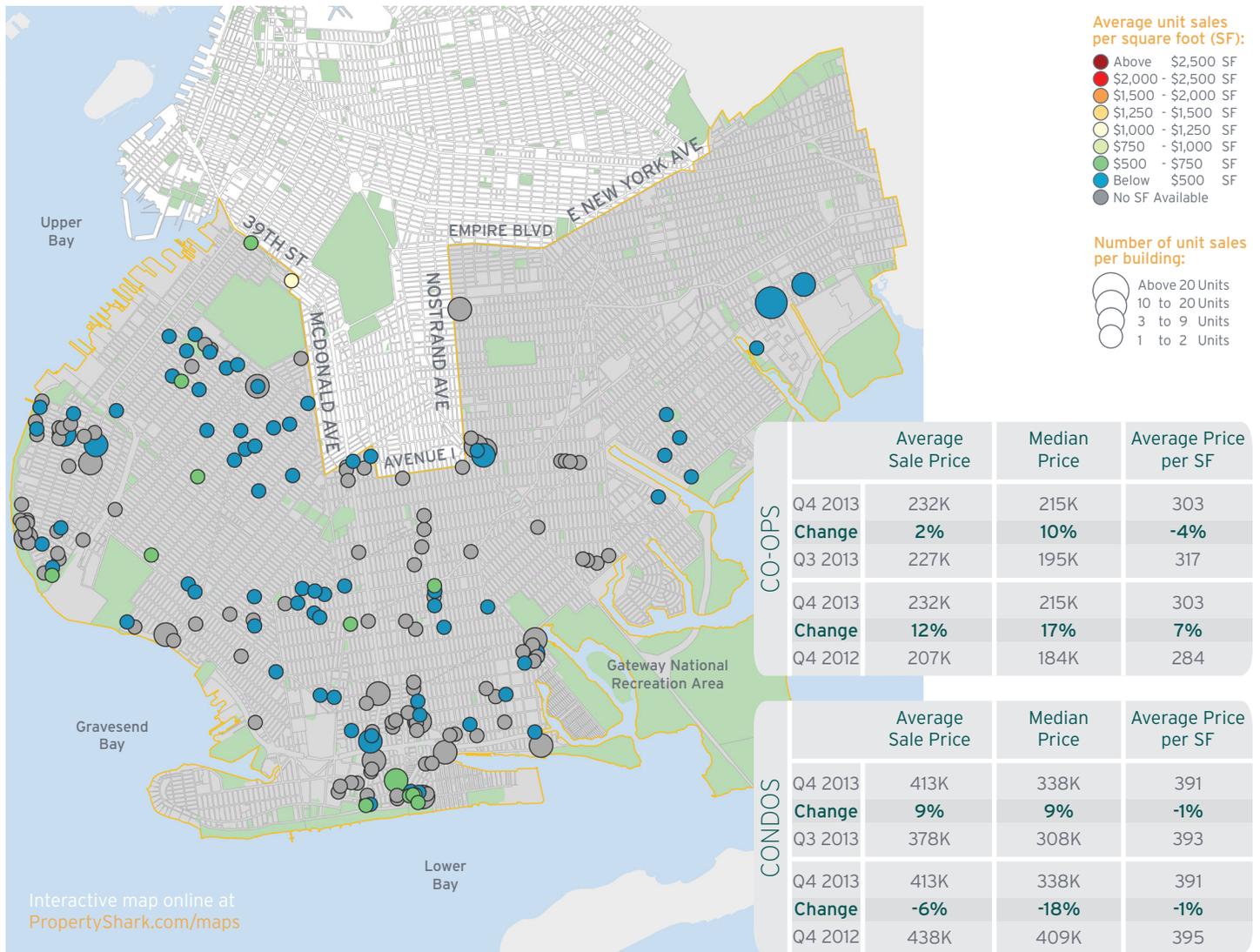
Townhouses	Single-family		Multi-residence	
	Average Price	Median	Average Price	Median
Q4 2013	750K	N/A	1.299M	1.246M
Change	-45%	N/A	23%	28%
Q3 2013	1.376M	1.113M	1.055M	970K
Q4 2013	750K	N/A	1.299M	1.246M
Change	-42%	N/A	-13%	-23%
Q4 2012	1.300M	1.300M	1.501M	1.618M

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South Brooklyn

East Flatbush Marine Park Mill Basin Bergen Beach Gerritsen Beach Greenwood Sunset Park Borough Park Mapleton Midwood Bay Ridge Dyker Heights Bensonhurst Bath Beach Gravesend Sheepshead Bay Sea Gate Coney Island Brighton Beach Manhattan Beach

The co-op market continued to improve relative to Third Quarter, and compared to a year ago, both average and median price grew by 17% and 12%, respectively. Sales price in the condo market however, was lower than Fourth Quarter 2012 but median and average price improved 9% from last quarter. While only a slight fall, this was the only submarket with year-over-year declines in condo price per square foot.



	Single-family		Multi-residence		
	Average Price	Median	Average Price	Median	
Townhouses	Q4 2013	905K	905K	828K	781K
	Change	5%	14%	5%	15%
	Q3 2013	865K	795K	789K	681K
	Q4 2013	905K	905K	828K	781K
	Change	56%	45%	5%	30%
	Q4 2012	580K	580K	790K	599K