

BRENNAN

4Q 2017



## Townhouse Summary

The townhouse market continued strong transactional activity, with at least 60 transactions in each quarter of 2017. Average sales price and PPSF were down for the quarter, but up healthily on the year. The four quarter trailing average is \$1,165 PSF and just under \$3.3MM gross.

### 1 to 4 Family Townhouses

	4Q17	%Δ (Qtr)	3Q17	%Δ (Yr)	4Q16
Average Sales Price	\$3,170,911	-6.51%	\$3,391,686	7.38%	\$2,953,073
Average Price Per Sq Ft	\$1,157	-1.52%	\$1,175	5.39%	\$1,098
Median Sales Price	\$2,570,000	-17.10%	\$3,100,000	2.80%	\$2,500,000
Number of Sales	61		86		49

**↑7.38%**  
AVERAGE SALES PRICE  
INCREASE FROM  
LAST YEAR



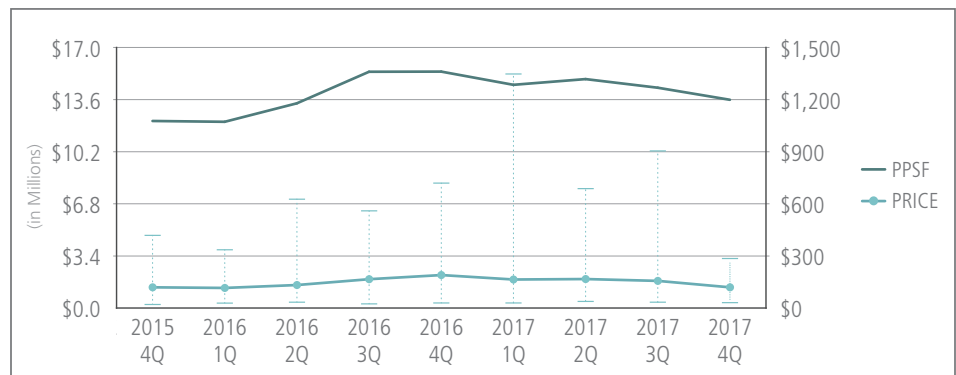
## Condo Summary

The condo market saw transaction volume shrink by more than half; the absorption of new development units over previous quarters being the theme. Both average sales price and PPSF decreased on the quarter, and from the previous year. The four quarter trailing average is \$1,267 PSF and just over \$1.7MM gross.

### Condominium Units

	4Q17	%Δ (Qtr)	3Q17	%Δ (Yr)	4Q16
Average Sales Price	\$1,352,219	-23.42%	\$1,765,651	-37.19%	\$2,152,744
Average Price Per Sq Ft	\$1,199	-5.48%	\$1,268	-11.92%	\$1,361
Median Sales Price	\$1,221,900	-17.16%	\$1,475,000	-19.08%	\$1,510,000
Number of Sales	97		199		123

**↓23.42%**  
AVERAGE SALES PRICE  
DECREASE FROM  
LAST QUARTER



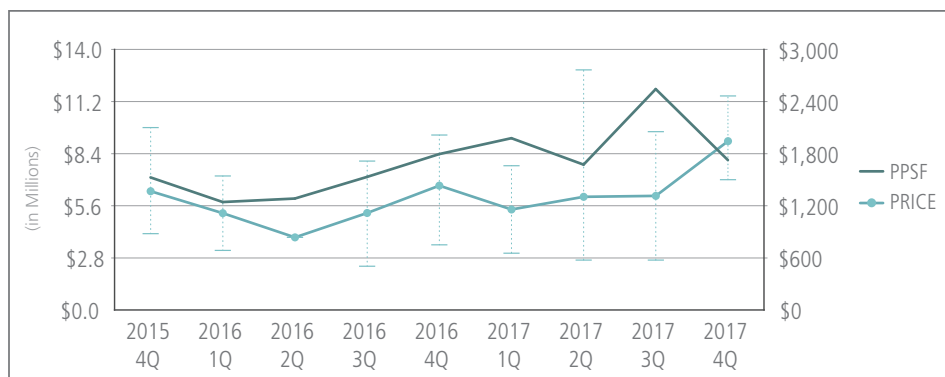
## Townhouse Summary

The fourth quarter saw only three townhouse transactions in Brooklyn Heights. The average sales price increased significantly on the quarter and on the year to over \$9MM. Average PPSF decreased on the quarter but remained fairly level on the year. The four quarter trailing average is \$1,980 PSF and just under \$6.7MM gross.

### 1 to 4 Family Townhouses

	4Q17	%Δ (Qtr)	3Q17	%Δ (Yr)	4Q16
Average Sales Price	\$9,066,667	47.91%	\$6,129,800	35.66%	\$6,683,333
Average Price Per Sq Ft	\$1,726	-32.15%	\$2,543	-3.84%	\$1,795
Median Sales Price	\$8,700,000	58.21%	\$5,499,000	21.68%	\$7,150,000
Number of Sales	3		5		3

**↑47.91%**  
AVERAGE SALES PRICE  
INCREASE FROM  
LAST QUARTER



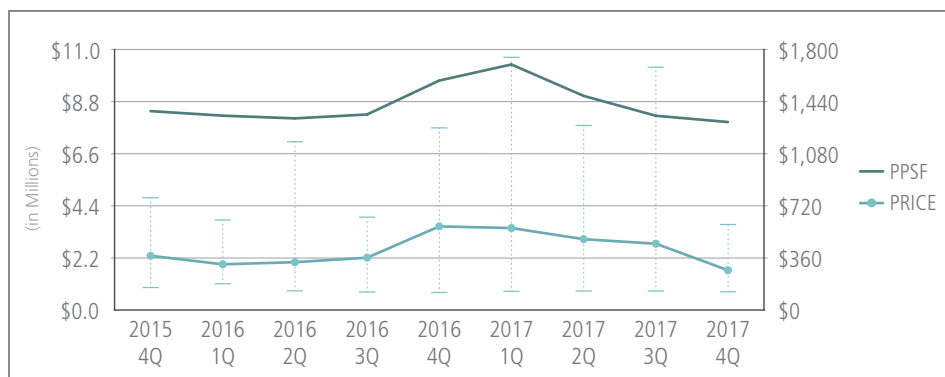
## Condo Summary

The fourth quarter saw a significant decrease in the volume of transactions, due, in part, to the absorption of recent new construction units over previous quarters. This trend also may account for the significant downturn in PPSF on the year. The four quarter trailing average is \$1,454 PSF and just over \$2.7MM gross.

### Condominium Units

	4Q17	%Δ (Qtr)	3Q17	%Δ (Yr)	4Q16
Average Sales Price	\$1,682,484	-39.85%	\$2,797,333	-52.31%	\$3,528,195
Average Price Per Sq Ft	\$1,299	-3.25%	\$1,342	-18.08%	\$1,585
Median Sales Price	\$1,369,937	-45.19%	\$2,499,625	-61.32%	\$3,541,829
Number of Sales	8		22		33

**↓63.64%**  
TRANSACTION VOLUME  
DECREASE FROM  
LAST QUARTER



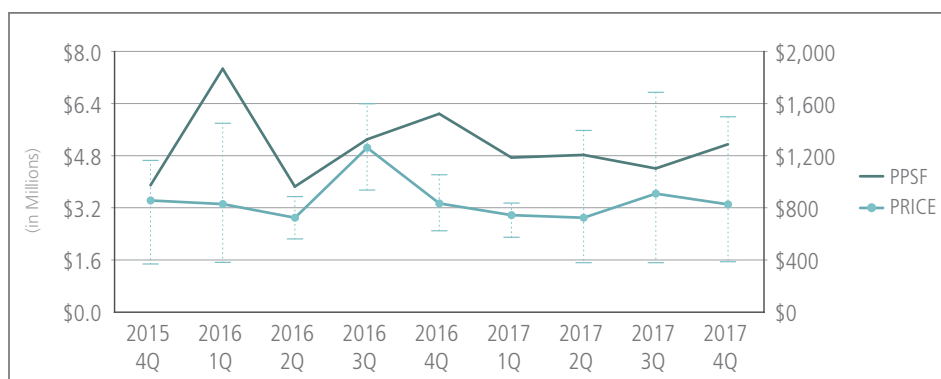
## Townhouse Summary

The fourth quarter saw a fairly average six townhouse transactions in Cobble Hill. The average sales price dipped 9% on the quarter, but remained level for the year at \$3.3MM, the PPSF increased on the quarter to \$1,289. The four quarter trailing average is \$1,197 PSF and just over \$3.2MM gross.

### 1 to 4 Family Townhouses

	4Q17	%Δ (Qtr)	3Q17	%Δ (Yr)	4Q16
Average Sales Price	\$3,313,333	-8.96%	\$3,639,286	-0.80%	\$3,340,000
Average Price Per Sq Ft	\$1,289	16.81%	\$1,103	-15.38%	\$1,523
Median Sales Price	\$2,625,000	-20.45%	\$3,300,000	-20.99%	\$3,322,500
Number of Sales	6		7		4

< 1%  
CHANGE IN AVERAGE  
SALES PRICE FROM  
LAST YEAR



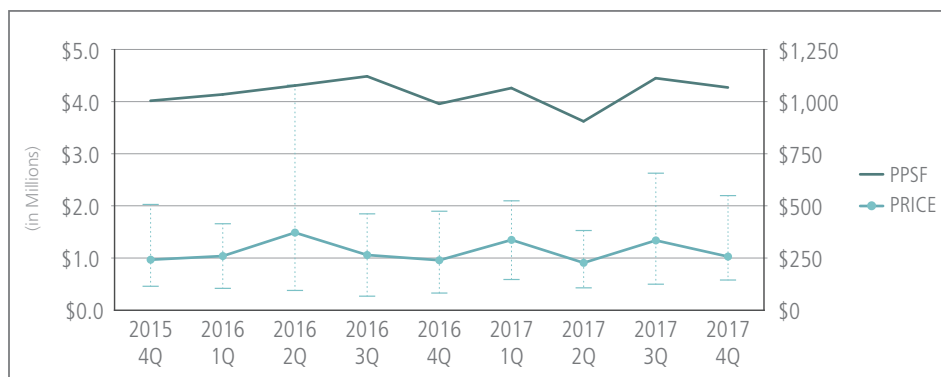
## Condo Summary

The fourth quarter saw another quarter of relatively high transaction volume for Cobble Hill condominiums. While PPSF is slightly down on the quarter, it is up 8% on the year. The four quarter trailing average is \$1,039 PSF and slightly under \$1.2MM gross.

### Condominium Units

	4Q17	%Δ (Qtr)	3Q17	%Δ (Yr)	4Q16
Average Sales Price	\$1,033,417	-22.81%	\$1,338,846	8.06%	\$956,362
Average Price Per Sq Ft	\$1,069	-4.02%	\$1,113	7.89%	\$990
Median Sales Price	\$940,500	-32.58%	\$1,395,000	10.65%	\$850,000
Number of Sales	12		13		9

↑ 7.89%  
AVERAGE PPSF  
INCREASE FROM  
LAST YEAR





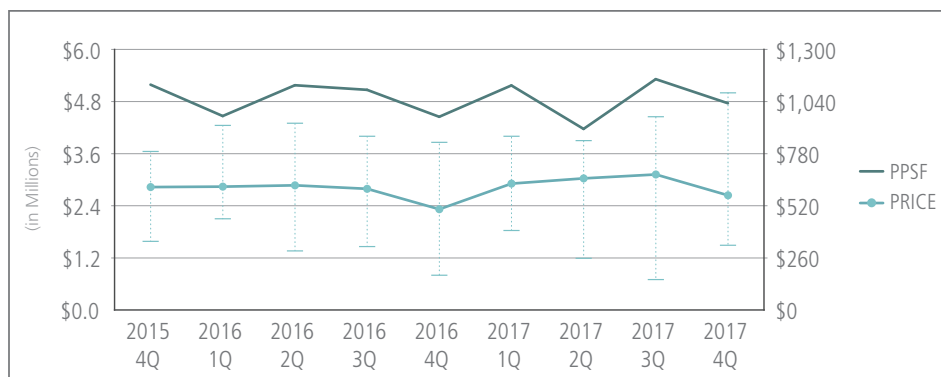
## Townhouse Summary

Carroll Gardens saw activity return to normal with ten transactions. Average sales price and PPSF decreased from the previous quarter, but is up healthily on the year. The four quarter trailing average is \$1,052 PSF and over \$2.9MM gross.

### 1 to 4 Family Townhouses

	4Q17	%Δ (Qtr)	3Q17	%Δ (Yr)	4Q16
Average Sales Price	\$2,642,300	-15.27%	\$3,118,333	13.80%	\$2,321,818
Average Price Per Sq Ft	\$1,031	-10.44%	\$1,152	7.01%	\$964
Median Sales Price	\$2,527,500	-19.76%	\$3,150,000	6.42%	\$2,375,000
Number of Sales	10		18		11

**↑13.80%**  
AVERAGE SALES  
PRICE INCREASE FROM  
LAST YEAR



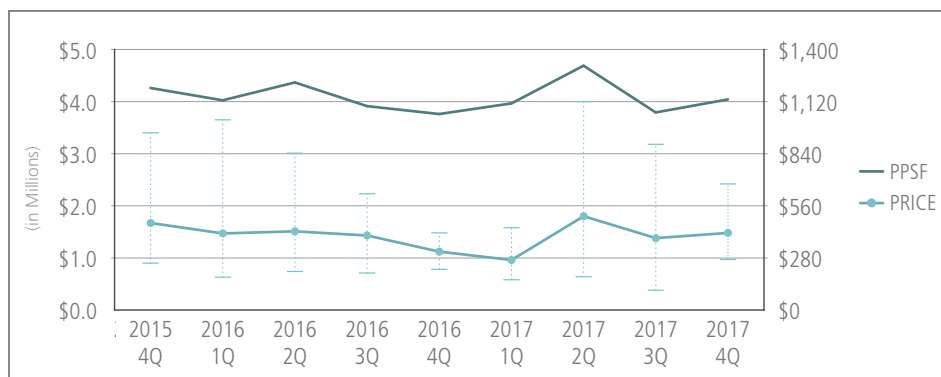
## Condo Summary

Carroll Gardens had only seven condo transactions this quarter. Average sales price and PPSF are up for both the quarter and the year, with average PPSF reaching over \$1,100. The four quarter trailing average is \$1,154 PSF and just over \$1.4MM gross.

### Condominium Units

	4Q17	%Δ (Qtr)	3Q17	%Δ (Yr)	4Q16
Average Sales Price	\$1,477,326	7.01%	\$1,380,489	31.42%	\$1,124,167
Average Price Per Sq Ft	\$1,131	6.57%	\$1,062	7.44%	\$1,053
Median Sales Price	\$1,161,000	-2.41%	\$1,189,673	3.43%	\$1,122,500
Number of Sales	7		14		6

**\$1,154**  
PPSF OVER TRAILING  
FOUR QUARTERS



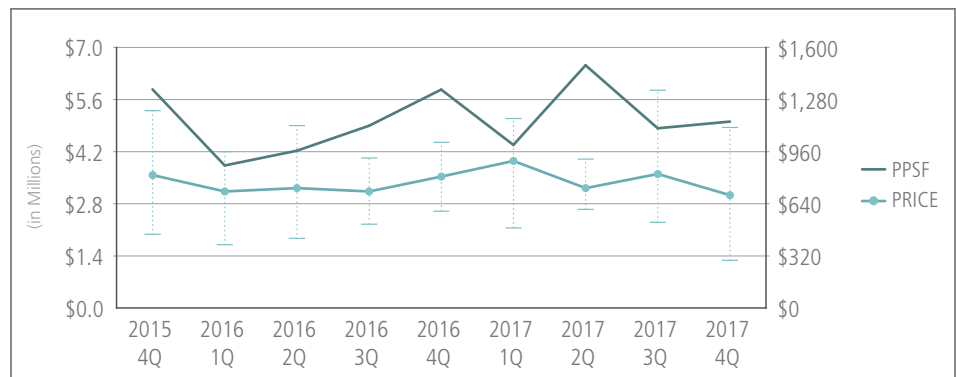
## Townhouse Summary

There were eight townhouse transactions in Boerum Hill this quarter. Average sales price decreased on both the quarter and the year. While the PPSF increased on the quarter, it is down on the year. The four quarter trailing average is \$1,185 PSF and just under \$3.5MM gross.

**\$3.5MM+**  
AVERAGE SALES PRICE  
OVER TRAILING  
FOUR QUARTERS

### 1 to 4 Family Townhouses

	4Q17	%Δ (Qtr)	3Q17	%Δ (Yr)	4Q16
Average Sales Price	\$3,030,125	-15.85%	\$3,600,714	-14.04%	\$3,525,000
Average Price Per Sq Ft	\$1,144	3.72%	\$1,103	-14.65%	\$1,341
Median Sales Price	\$2,827,500	-14.19%	\$3,295,000	-29.84%	\$4,030,000
Number of Sales	8		7		3



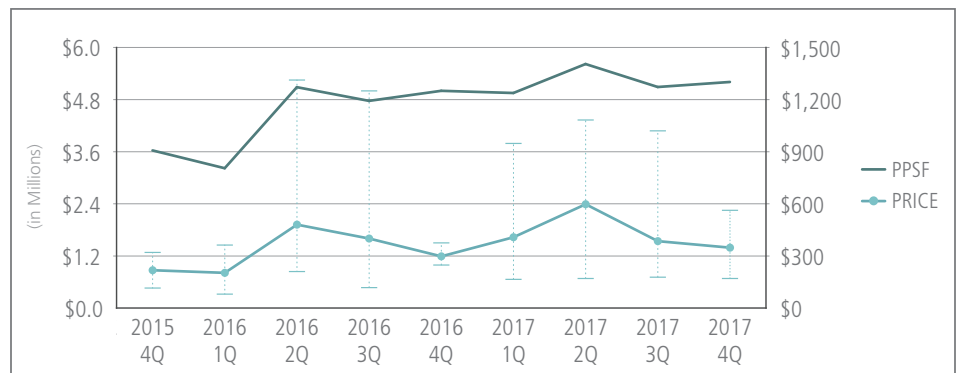
## Condo Summary

The volume of Boerum Hill condo sales dipped dramatically this quarter to only six transactions. Like Brooklyn Heights, this is also likely due to the absorption of recent new construction units over previous quarters. The four quarter trailing average is \$1,304 PSF and over \$1.7MM gross.

**↑16.55%**  
AVERAGE SALES PRICE  
INCREASE FROM  
LAST YEAR

### Condominium Units

	4Q17	%Δ (Qtr)	3Q17	%Δ (Yr)	4Q16
Average Sales Price	\$1,390,317	-9.92%	\$1,543,447	16.55%	\$1,192,900
Average Price Per Sq Ft	\$1,301	2.27%	\$1,272	4.07%	\$1,250
Median Sales Price	\$1,365,950	3.19%	\$1,323,750	24.18%	\$1,100,000
Number of Sales	6		30		5





# PARK SLOPE

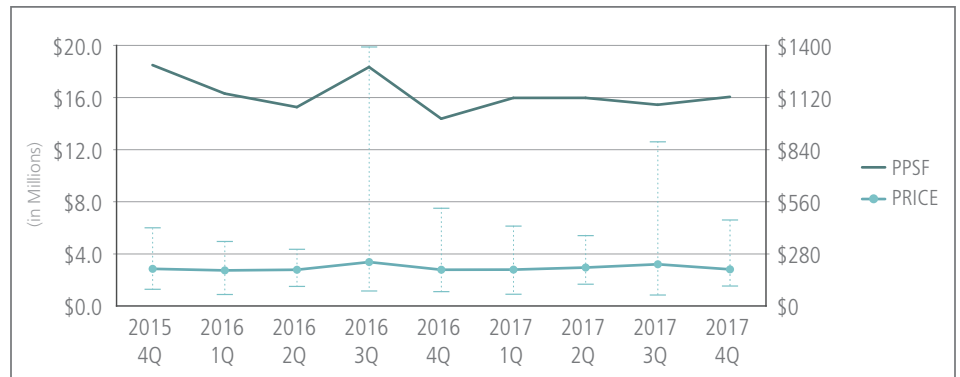
## Townhouse Summary

Park Slope saw 34 townhouse transactions during the quarter. Average sales price decreased on the quarter, but remains flat on the year. The PPSF is up modestly on the quarter but showed healthy growth on the year. The four quarter trailing average is \$1,110 PSF and just over \$2.9MM gross.

**↑ 11.66%**  
AVERAGE PPSF  
INCREASE FROM  
LAST YEAR

### 1 to 4 Family Townhouses

	4Q17	%Δ (Qtr)	3Q17	%Δ (Yr)	4Q16
<b>Average Sales Price</b>	\$2,814,165	-12.17%	\$3,203,957	1.26%	\$2,779,253
<b>Average Price Per Sq Ft</b>	\$1,124	3.92%	\$1,081	11.66%	\$1,006
<b>Median Sales Price</b>	\$2,450,000	-15.66%	\$2,905,000	-1.51%	\$2,487,500
<b>Number of Sales</b>	34		47		26



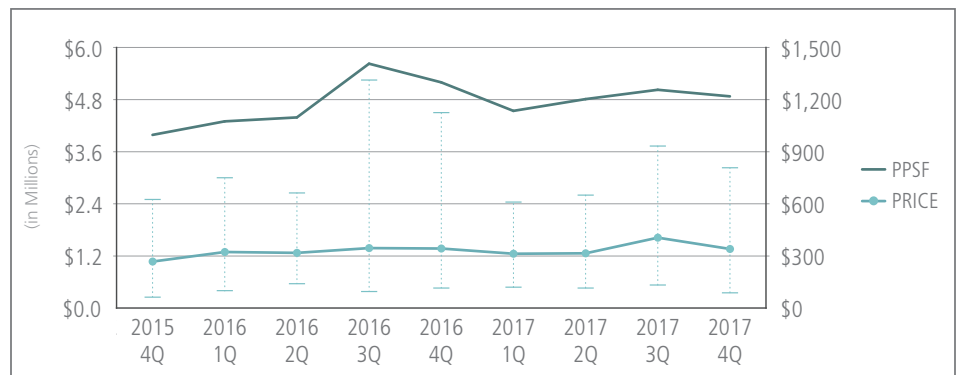
## Condo Summary

Park Slope saw a modest 45 condo transactions this quarter, after a sharp increase in the third quarter. On the quarter, average sales price and PPSF both dropped, but PPSF only modestly. The four quarter trailing average is \$1,203 PSF and just under \$1.4MM gross.

**↓ 6.21%**  
AVERAGE PPSF  
DECREASE FROM  
LAST YEAR

### Condominium Units

	4Q17	%Δ (Qtr)	3Q17	%Δ (Yr)	4Q16
<b>Average Sales Price</b>	\$1,363,813	-15.92%	\$1,622,097	-0.58%	\$1,371,831
<b>Average Price Per Sq Ft</b>	\$1,219	-3.01%	\$1,256	-6.21%	\$1,299
<b>Median Sales Price</b>	\$1,275,000	-14.33%	\$1,488,232	12.33%	\$1,135,000
<b>Number of Sales</b>	45		80		40



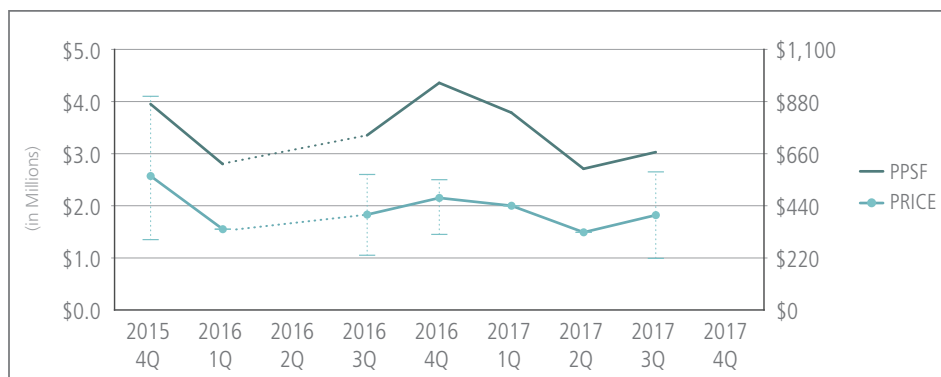
## Townhouse Summary

Columbia St Waterfront District saw no transactions this quarter. The four quarter trailing average is \$698 PSF and just under \$1.8MM gross.

### 1 to 4 Family Townhouses

	4Q17	%Δ (Qtr)	3Q17	%Δ (Yr)	4Q16
Average Sales Price	-	-	\$1,820,000	-	\$2,146,667
Average Price Per Sq Ft	-	-	\$666	-	\$959
Median Sales Price	-	-	\$1,820,000	-	\$2,490,000
Number of Sales	-		2		3

0  
TRANSACTIONS  
THIS QUARTER



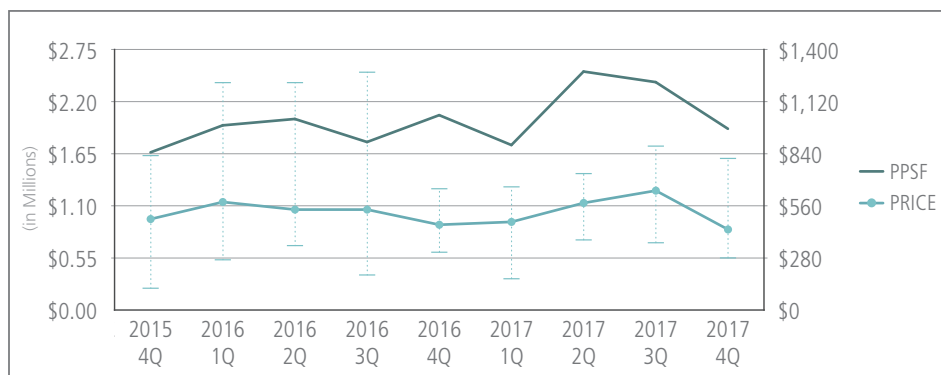
## Condo Summary

Columbia St Waterfront District experienced a fairly average eight condo transactions this quarter. Average sales price and PPSF dropped significantly to under \$850K and under \$1,000, respectively, on the quarter. The four quarter trailing average is \$1,092 PSF and just over \$1MM gross.

### Condominium Units

	4Q17	%Δ (Qtr)	3Q17	%Δ (Yr)	4Q16
Average Sales Price	\$849,875	-32.37%	\$1,256,571	-5.40%	\$898,400
Average Price Per Sq Ft	\$974	-20.47%	\$1,225	-6.99%	\$1,047
Median Sales Price	\$650,500	-45.79%	\$1,200,000	-26.91%	\$890,000
Number of Sales	8		7		5

↓6.99%  
AVERAGE PPSF  
DECREASE FROM  
LAST YEAR





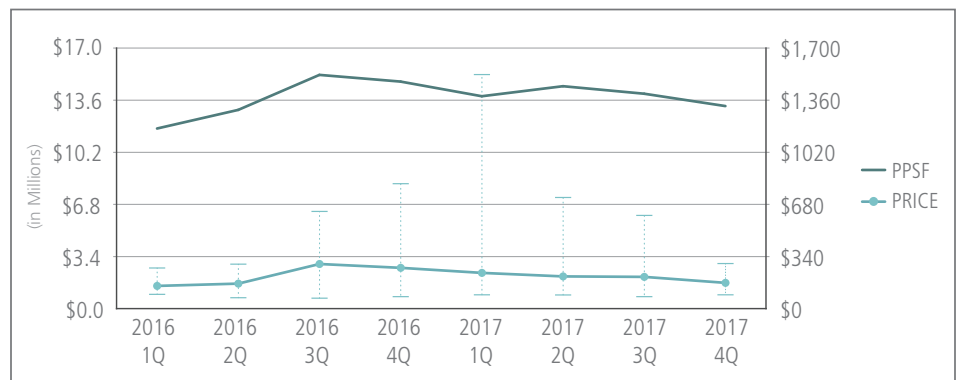
## Condo Summary

Dumbo saw a more modest 19 condo transactions this quarter. Average sales price and PPSF both dropped for the second consecutive quarter, and are down even more significantly for the year. The four quarter trailing average is \$1,390 PSF and just over \$2.0MM gross.

### Condominium Units

	4Q17	%Δ (Qtr)	3Q17	%Δ (Yr)	4Q16
<b>Average Sales Price</b>	\$1,679,497	-18.76%	\$2,067,401	-36.92%	\$2,662,501
<b>Average Price Per Sq Ft</b>	\$1,321	-5.75%	\$1,402	-10.78%	\$1,481
<b>Median Sales Price</b>	\$1,450,000	-8.81%	\$1,590,000	-26.35%	\$1,968,750
<b>Number of Sales</b>	19		33		26

**↓ 10.78%**  
AVERAGE PPSF  
DECREASE FROM  
LAST YEAR



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This report was created with contributions from the following Brennan Marketing & Sales team members—Kyle Gregory, Richard Dalton and Samantha Anderson.

### Donald Brennan

Principal | Real Estate Broker  
New York Residential Specialist®  
Brennan Real Estate, LLC  
www.brennanrealestate.com  
E donald@brennanre.com  
C [917] 568-6525



