

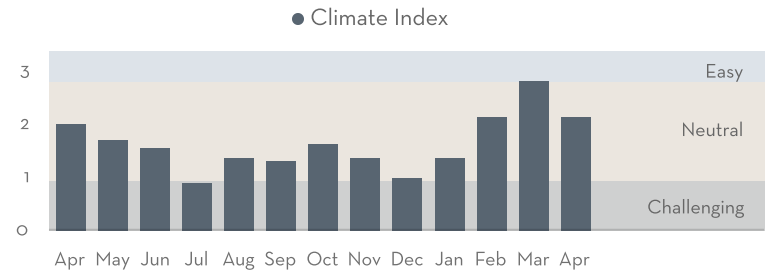
Inventory Increases

Over 2,000 new listings were added to the market for the 2nd straight month. The net change over this 2 month period was an increase of almost 1,000 new properties. Market demand declined nominally but remained at a high level. The market liquidity remains in 'HOT' territory while the listing climate index took a sharp step backwards. Of note, the overall days on market declined dramatically, demonstrating sales happening at a quicker pace.

Listing Climate Index

Ratio of Contracts Signed vs. Listings Going Off Market

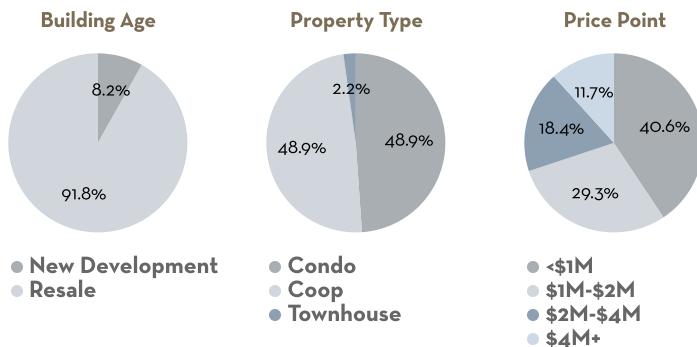
2.13 -24.5% from last month 6.0% from last year



Demand Matrix

Market Demand Across Key Market Segments

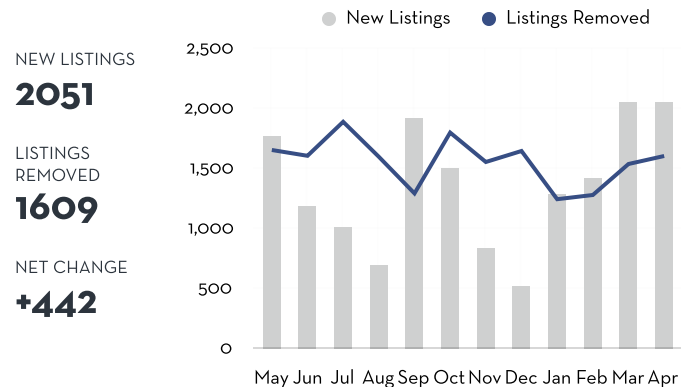
April had **1089 Contracts signed** -2.3% from last month 13.4% from last year



Supply Analysis

HIGHER

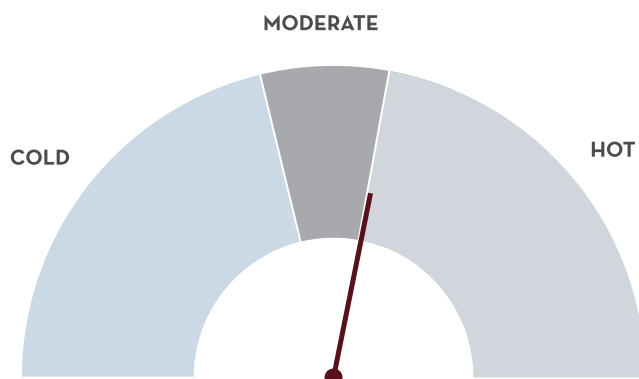
Newly Added Listings vs. Listings Taken Off Market



Market Liquidity

30-Day Moving Average of Contracts Signed

1023 -10.6% from last month 5.8% from last year

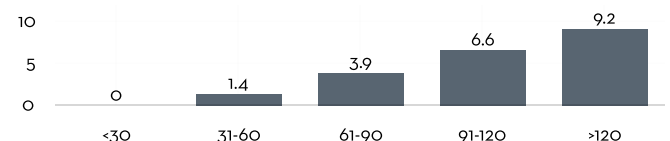


Listing Discount Schedule

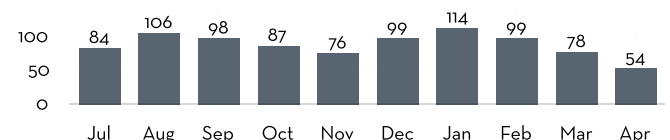
Negotiability as a Function of Days On Market

0.0% Discount <30 Days **9.2%** Discount >120 Days

April



Overall Days On Market



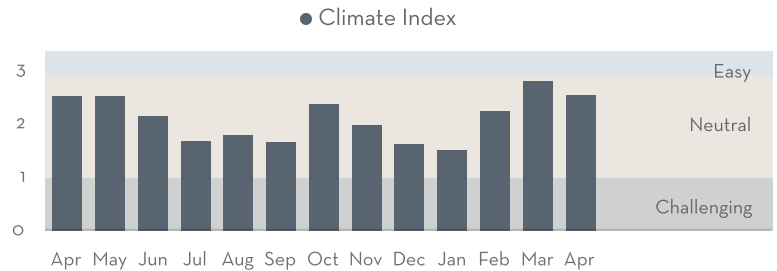
Inventory Increases

Brooklyn experienced the same two month supply level increase. Over 2,000 total properties came on the market, during this period, yielding a net supply increase of over 400 new properties. Market demand increased in Brooklyn by 6.3% over the last 30 days and the market climate index remained at a high level. The overall Days on Market declined for the third straight month, moving to an average of 43 days which is the lowest point in over a year.

Listing Climate Index

Ratio of Contracts Signed vs. Listings Going Off Market

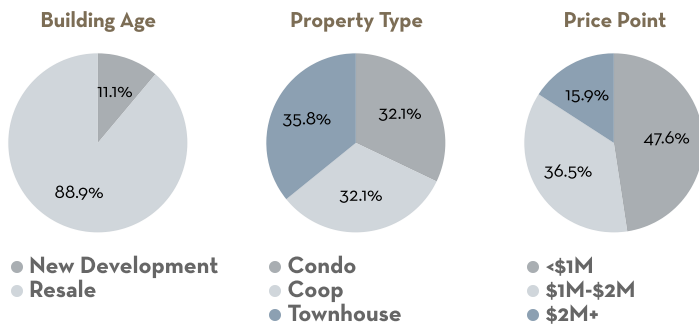
2.54 -9.3% from last month 1.2% from last year



Demand Matrix

Market Demand Across Key Market Segments

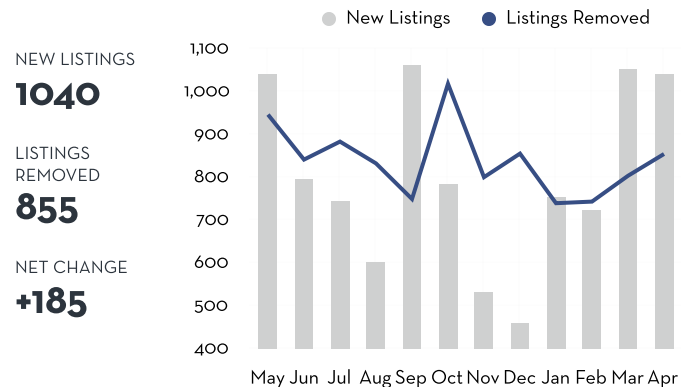
April had **625 Contracts signed** 6.3% from last month 4.3% from last year



Supply Analysis

HIGHER

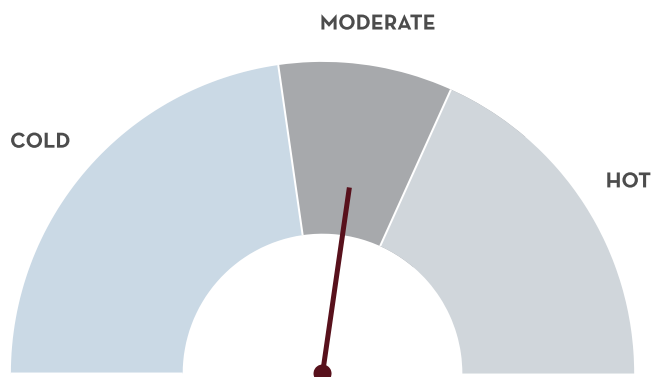
Newly Added Listings vs. Listings Taken Off Market



Market Liquidity

30-Day Moving Average of Contracts Signed

611 2.2% from last month -3.3% from last year

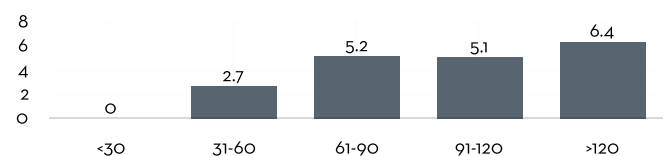


Listing Discount Schedule

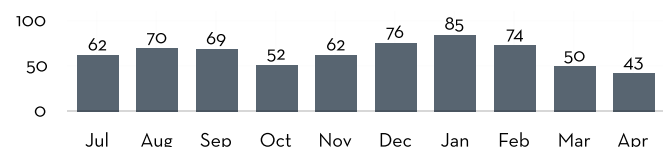
Negotiability as a Function of Days On Market

0.0% Discount <30 Days **6.4%** Discount >120 Days

April



Overall Days On Market



Price Per Square Foot Trend Analysis

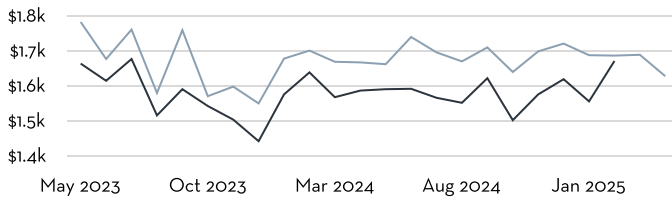
Closed sale price indices remained flat month over month in April: in Manhattan and Brooklyn the Median \$/sf for condominiums and Median Sales Price for all properties changes by less than 1%. Leading indicators were negative in both boroughs: Median last asking price/sf dropped by 3.6% in Manhattan and 3.9% in Brooklyn. These declines do represent a reversal of the trend established over the last several months and are not considered to be statistically significant.

Manhattan

CONTRACT PPSF TREND ANALYSIS

● Median Closed PPSF by CS Date ● Median Last Asking PPSF in Contract

\$1,674 M 7.4 Y 1.9% **\$1,631** M -3.6% Y -2.3%



CONTRACT ACTIVITY

Median Contract Last Asking Price/SFT

\$1,631

Change Month -3.6% Year -2.3%



Median Contract Price Last Asking

\$1.29M

Change Month -% Year 5.7%



Contracts Signed vs Seasonal Average



SALES ACTIVITY

Sales to List Ratio

95.1% of ask

Change Month -0.1% Year 1.2%



Median Price/SFT

\$1,607

Change Month 0.9% Year 1.8%



Median Sales Price

\$1.19M

Change Month -0.2% Year 5.8%

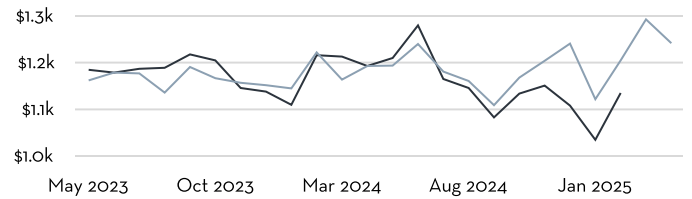


Brooklyn

CONTRACT PPSF TREND ANALYSIS

● Median Closed PPSF by CS Date ● Median Last Asking PPSF in Contract

\$1,137 M 9.6 Y -6.7% **\$1,244** M -3.9% Y 4.1%



CONTRACT ACTIVITY

Median Contract Last Asking Price/SFT

\$1,244

Change Month -3.9% Year 4.1%



Median Contract Price Last Asking

\$1.1M

Change Month -4.3% Year 4.7%



Contracts Signed vs Seasonal Average

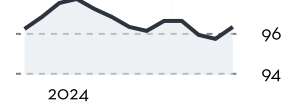


SALES ACTIVITY

Sales to List Ratio

96.4% of ask

Change Month 0.6% Year 0.1%



Median Price/SFT

\$1,058

Change Month 0.6% Year -12.1%



Median Sales Price

\$1.0M

Change Month -% Year 2.3%

