



Brooklyn New Dev. Market Report
2013 1st Quarter

mns.com

TABLE OF CONTENTS

03 Introduction

04 Market Snapshot

09 Neighborhood Price Trends

09 Bay Ridge

10 Bed-Stuy

11 Brooklyn Heights

12 Bushwick

13 Carroll Gardens

14 Clinton Hill

15 Cobble Hill & Boerum Hill

16 Crown Heights

17 Downtown Brooklyn

18 DUMBO

19 Fort Greene

20 Gowanus

21 Greenpoint

22 Kensington

23 Prospect Heights

24 Prospect-Lefferts Gardens

25 Park Slope

26 Williamsburg

27 The Report Explained

INTRODUCTION

MNS is proud to present the First Quarter 2013 edition of our New Development Market Report.



New Development Sales data, defined as such "Arms-Length" first offering transactions where the seller is considered a "Sponsor", was compiled from the Automated City Register Information System (ACRIS) for sponsor sales that traded during the First Quarter of 2013 (1/01/13 – 3/31/13). All data summarized is on a median basis.

MARKET SNAPSHOT

Market Snapshot

Year-Over-Year
Median PPSF

↑ 16%

Quarter-Over-Quarter
Median PPSF

↑ 8%

Year-Over-Year
Median Sales Price

↑ 31%

Quarter-Over-Quarter
Median Sales Price

↑ 8.9%

Brooklyn New Development Sales Inventory

↓ 98.86% from last quarter

Neighborhood with the highest inventory

Brooklyn Heights (38% of all Brooklyn)

Total New Development Sales Volume

↓ 76% to \$83 Million from \$146 Million in 4Q12

Largest Quarterly Up-Swing

Bushwick

PPSF \$601/SF from \$512/SF
Sales Price \$517K from \$625K

Largest Quarterly Down-Swing

Prospect Heights

PPSF \$747/SF from \$1,049/SF
Sales Price \$675K from \$755K

Highest New Development Sale

Brooklyn Heights-360 Furman Street-1115 – \$2,902,012

Highest New Development Sale PPSF

Brooklyn Heights-360 Furman Street-1754 – \$1,754/SF

Market Summary

Continuing the negative trend from the previous quarter, total volume of new development sales in the Brooklyn market decreased from \$146 million to \$83 million. In addition, a total of 88 transactions closed during the current quarter, as compared with 175 during the previous quarter. Low inventory continues to influence the market, especially in boroughs such as Bay Ridge, Fort Greene, Gowanus and Kensington where no new development sales occurred.

According to the US Census Bureau, and as mentioned by the Bloomberg Administration, "more people are moving into NYC than are moving out for the first time since 1950". Furthermore, "the largest percentage change occurred in Brooklyn, where the population grew by 2.4%", representing a total of 60,900 people. In addition, the availability of low interest rates, strong rental market, and inexpensive land prices as compared to Manhattan, over 70% of all new developments in NYC are scheduled to enter the Brooklyn market. Going forward, MNS will continue to monitor and analyze the new development pipeline as many of these projects will hit the market in the upcoming months.

As more willing buyers were competing for scarcer inventory, median PPSF prices rose 8.0%, from \$684 ppsf during the past quarter to \$739 during the current quarter. Correspondingly, median sale prices rose by 8.9% from \$645,000 during the previous quarter to \$702,669 during 1Q13. On a yearly basis, both median price per square foot and median sales prices have experienced remarkable growth. Going back to 1Q12, median PPSF rates have increased from \$637 to current levels of \$739, representing a 16% gain. Median sales prices have risen from \$538,000 during 1Q12 and closed at \$702,669 during the end of 1Q13, representing a 31% gain.

MARKET SNAPSHOT

Market Up-Swings

Although not a significant total number of new development sales reported, Clinton Hill had a majority of units trading over the \$600K price range - considerably higher than the \$505,000 median sales price during 4Q12. As a result, the overall median sales price increased by 46.5%.

Downtown Brooklyn was able to generate a median sales price increase of 21% since the previous quarter. More specifically, the BellTel Lofts at 365 Bridge Street closed the quarter with total new development sales just under \$8 million, representing 8.6% of all sponsor sales throughout Brooklyn. Although the average unit size was estimated at 1,291 square feet, the building was able to achieve an average PPSF of \$659.

Market Down-Swings

As noted last quarter, Prospect Heights continues its negative streak - now extending to three straight quarters. Having reached its median sales price all-time high of \$1,775,000 during 2Q12, the current quarter had a median sales price of just \$675,000. Having reached a record \$1,049 ppsf during the previous quarter, the median PPSF decreased by 28% to settle at \$747.

Inventory Analysis

New development sales were common throughout Brooklyn Heights, as they dominated each unit category. In addition, Brooklyn Heights was responsible for over 38% of total development sales during the first quarter of 2013. Throughout the entire region of Brooklyn, 46% of sponsor units sold were 2-bedrooms, 26% consisted of 1-bedroom, 18% consisted of 3-bedrooms, and studios represented 10% of all new development sales.

No new development sales were reported in Bay Ridge, Fort Greene, Gowanus and Kensington.

The neighborhoods that sold the most amount of 4Q12 new development inventory per unit size:

55%
Studios
Brooklyn Heights

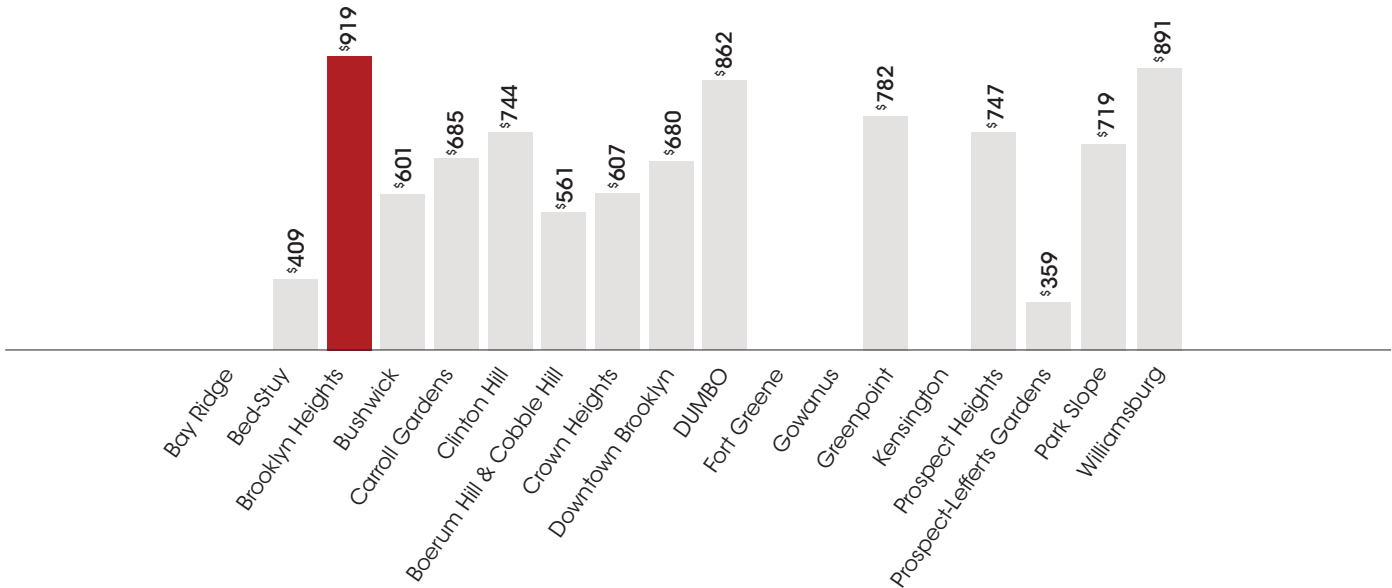
39%
One Bedrooms
Brooklyn Heights

32%
Two Bedrooms
Brooklyn Heights

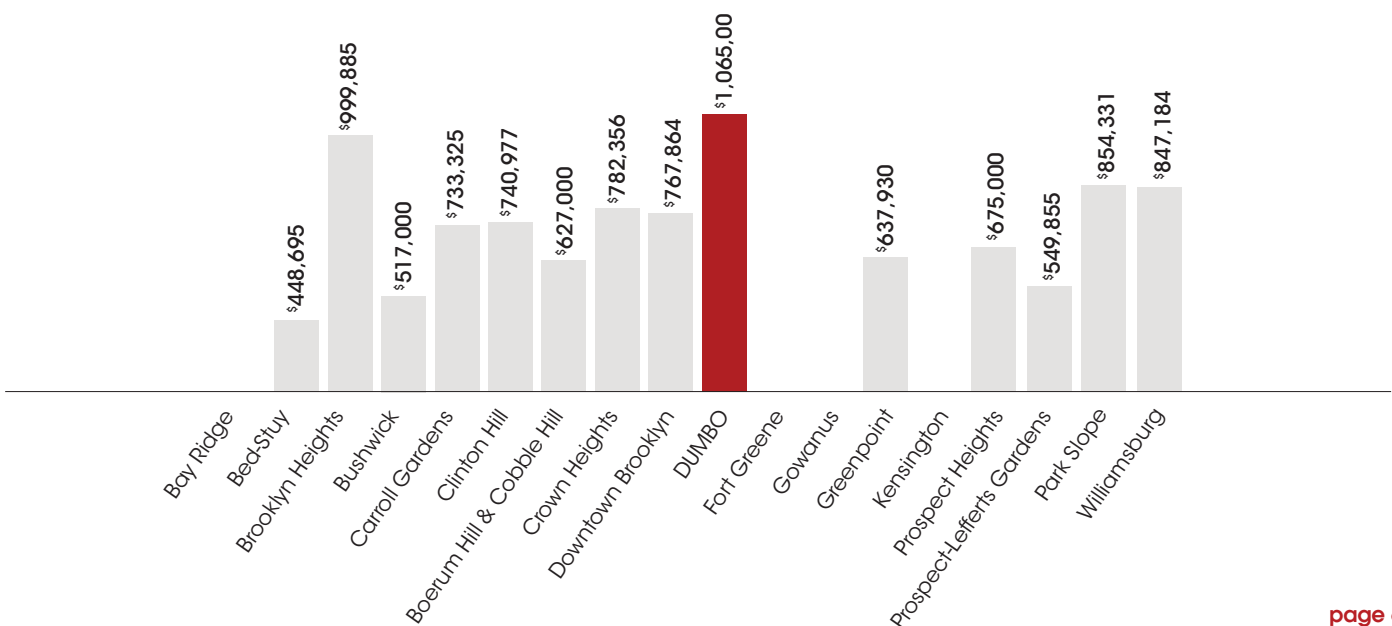
43%
Three Bedrooms
Brooklyn Heights

MARKET SNAPSHOT

1Q13 Median PPSF By Neighborhood

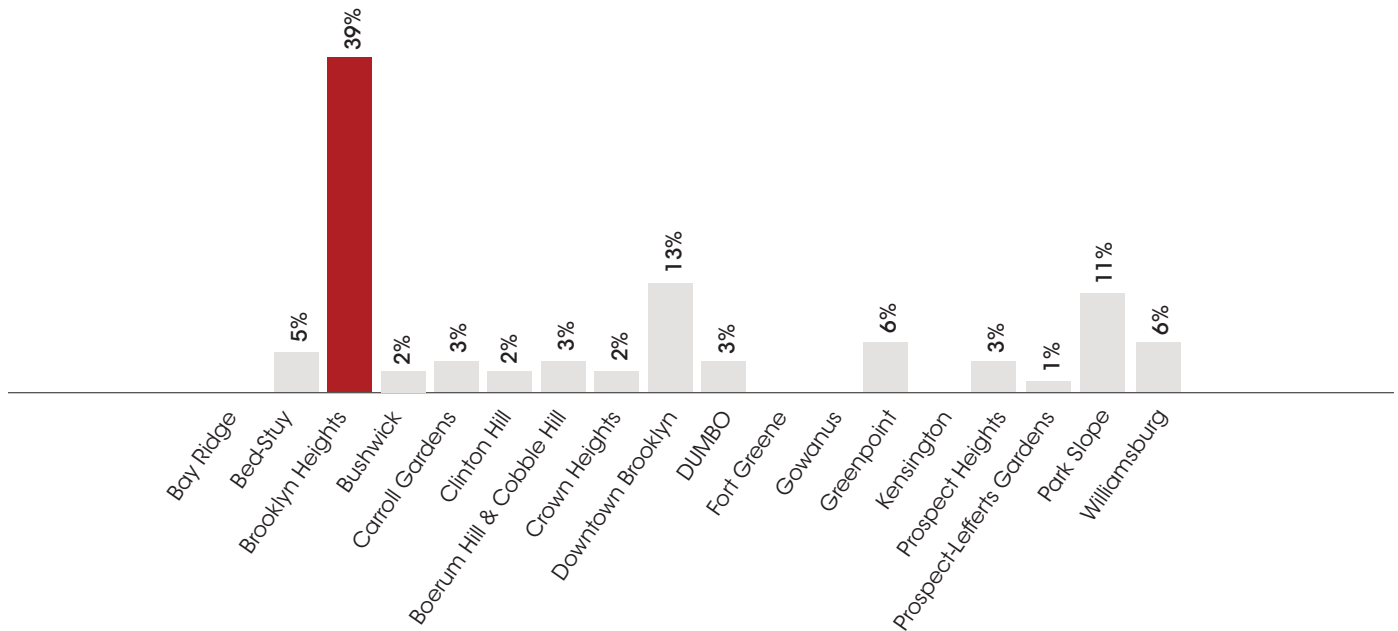


1Q13 Median Sales Price By Neighborhood

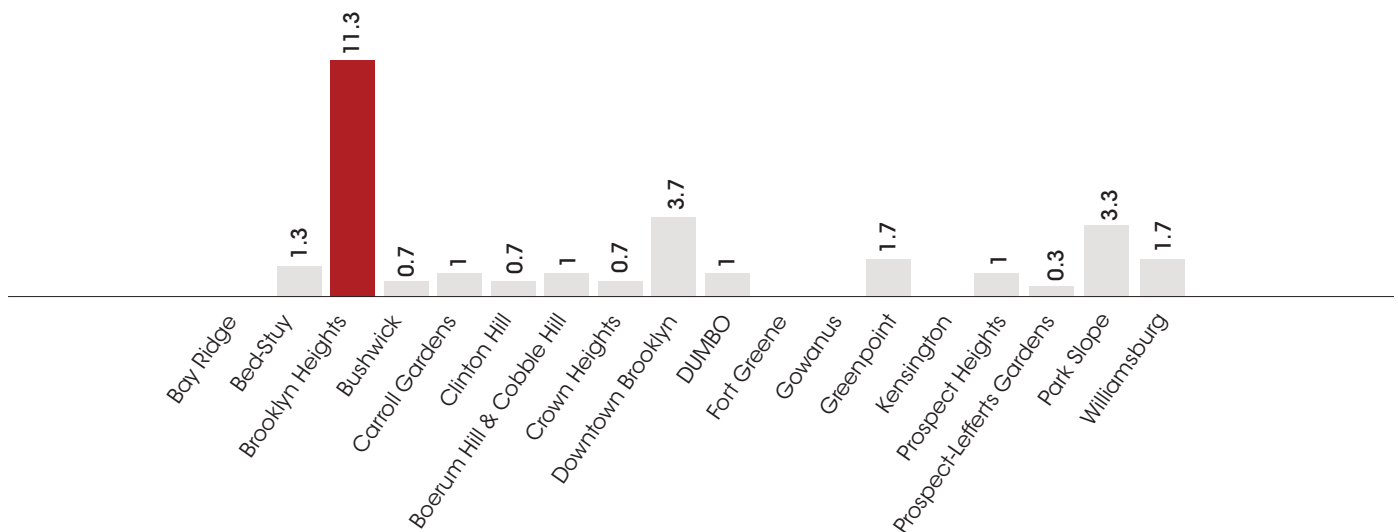


MARKET SNAPSHOT

% Of Total New Development Sales Borough-Wide



1Q13 Average Monthly Absorption Rate



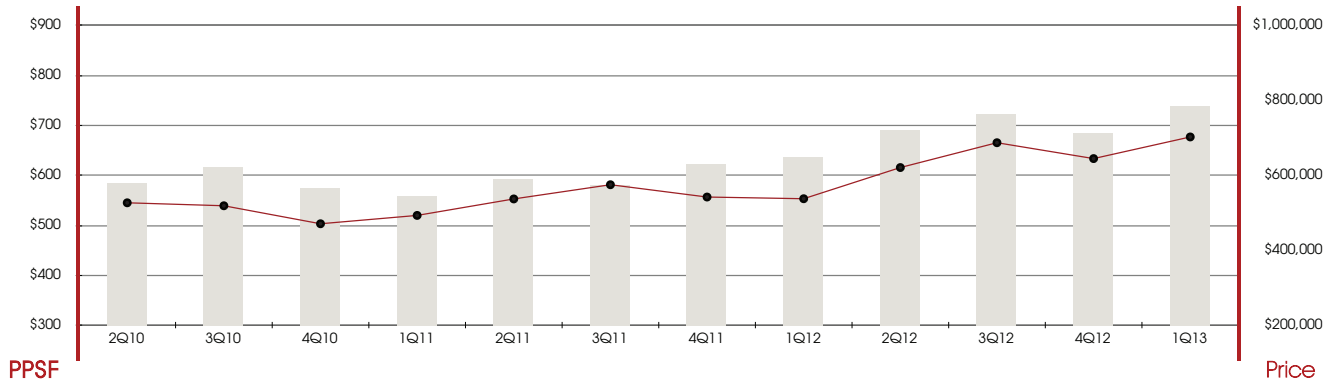
BROOKLYN

4Q12 Unit Mix Of New Development Sales

Studios **10%**
1 Bedrooms **26%**
2 Bedrooms **45%**
3 Bedrooms **18%**

Brooklyn Quarterly Tracking

Median PPSF ● Median Price



BAY RIDGE

Bay Ridge PPSF By Unit Size

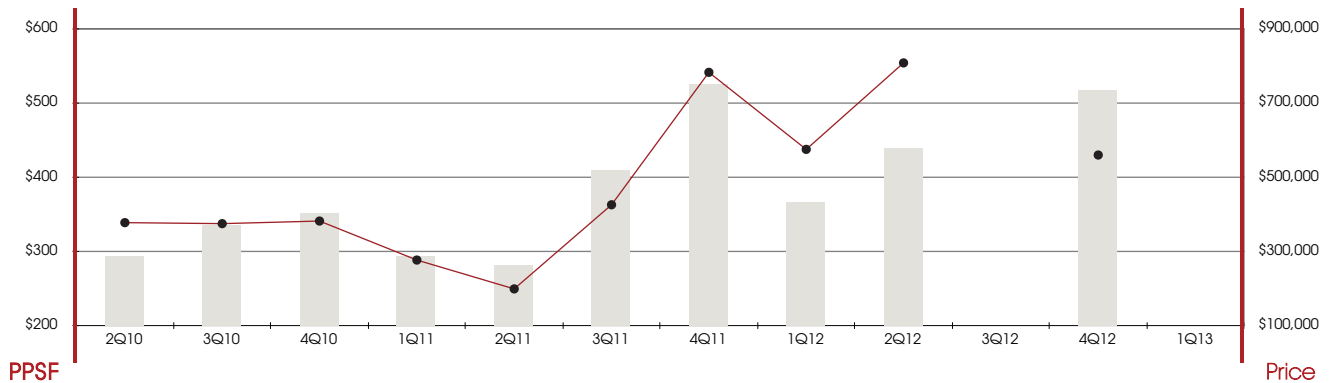
Studios
1 Bedrooms
2 Bedrooms
1500+ SF

% Of Sales Within Bay Ridge

Studios
1 Bedrooms
2 Bedrooms
1500+ SF

Bay Ridge Quarterly Tracking

Median PPSF ● Median Price



BEDFORD STUYVESANT

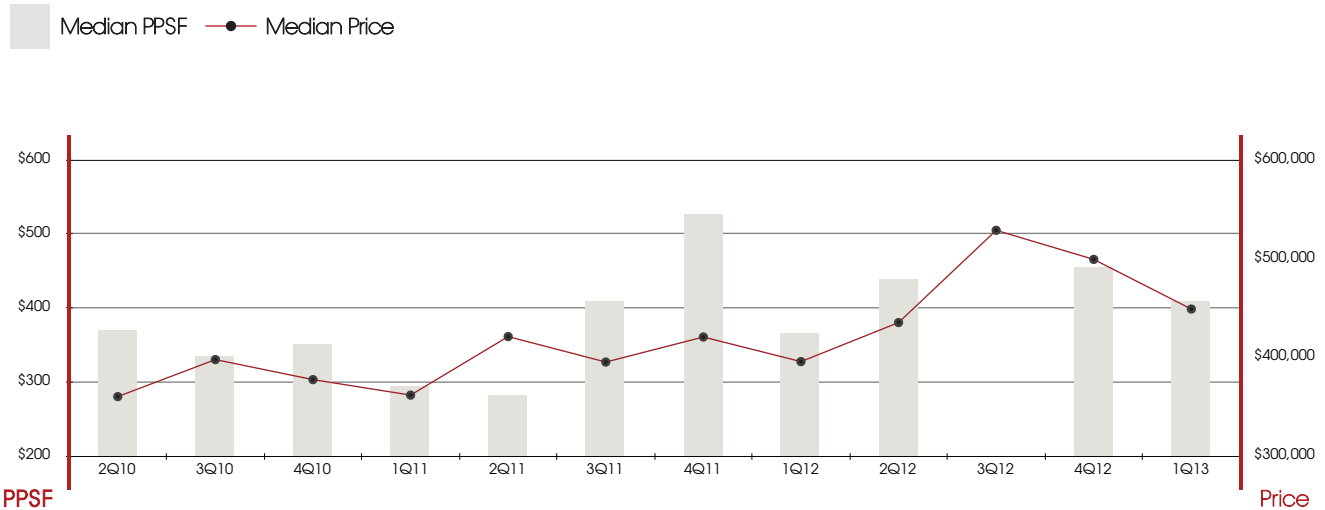
Bed Stuy PPSF By Unit Size (\$409/SF Median)

Studios
1 Bedrooms
2 Bedrooms **\$389**
1500+ SF **\$330**

% Of Sales Within Bed Stuy

Studios
1 Bedrooms
2 Bedrooms **50%**
1500+ SF **50%**

Bed Stuy Quarterly Tracking



BROOKLYN HEIGHTS

Brooklyn Heights PPSF By Unit Size (\$919/SF Median)

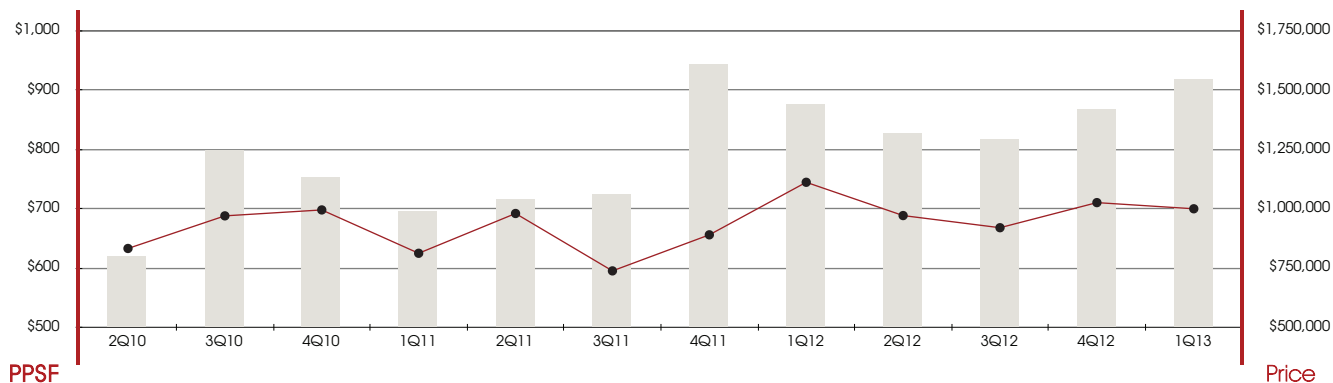
Studios **\$867**
1 Bedrooms **\$818**
2 Bedrooms **\$1,026**
1500+ SF **\$1,112**

% Of Sales Within Brooklyn Heights

Studios **14.7%**
1 Bedrooms **26.5%**
2 Bedrooms **38.2%**
1500+ SF **20.6%**

Brooklyn Heights Quarterly Tracking

Median PPSF ● Median Price



BUSHWICK

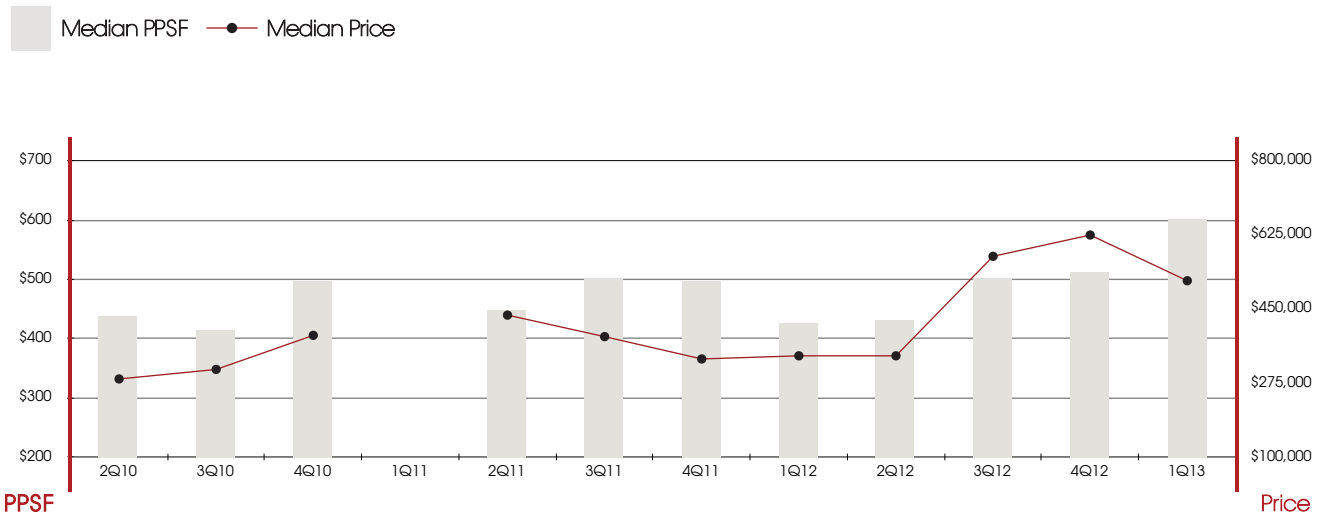
Bushwick PPSF By Unit Size (\$601/SF Median)

Studios
1 Bedrooms
2 Bedrooms **\$601**
1500+ SF

% Of Sales Within Bushwick

Studios
1 Bedrooms
2 Bedrooms **100%**
1500+ SF

Bushwick Quarterly Tracking



CARROLL GARDENS

Carroll Gardens PPSF By Unit Size (\$685/SF Median)

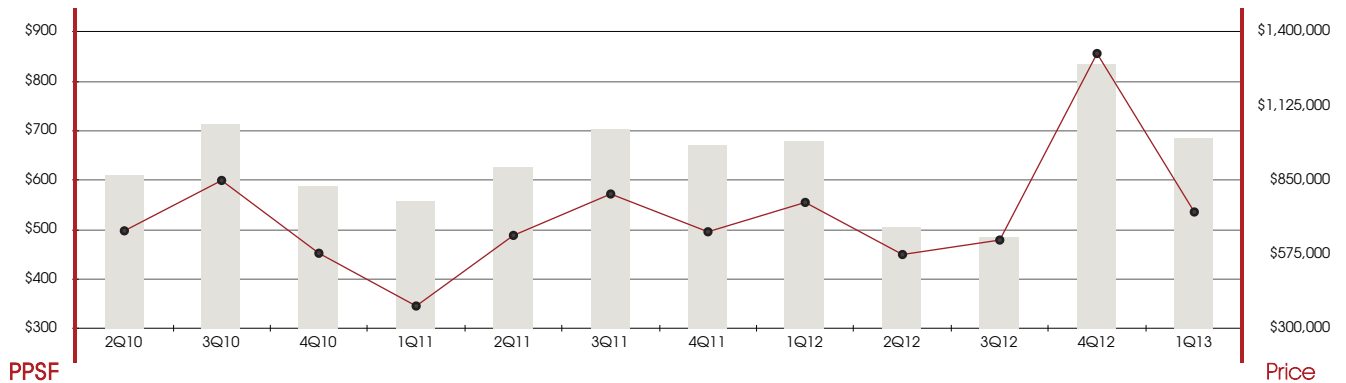
Studios
1 Bedrooms **\$595**
2 Bedrooms **\$821**
1500+ SF

% Of Sales Within Carroll Gardens

Studios
1 Bedrooms **66.7%**
2 Bedrooms **33.3%**
1500+ SF

Carroll Gardens Quarterly Tracking

Median PPSF ● Median Price



CLINTON HILL

Clinton Hill PPSF By Unit Size (\$744/SF Median)

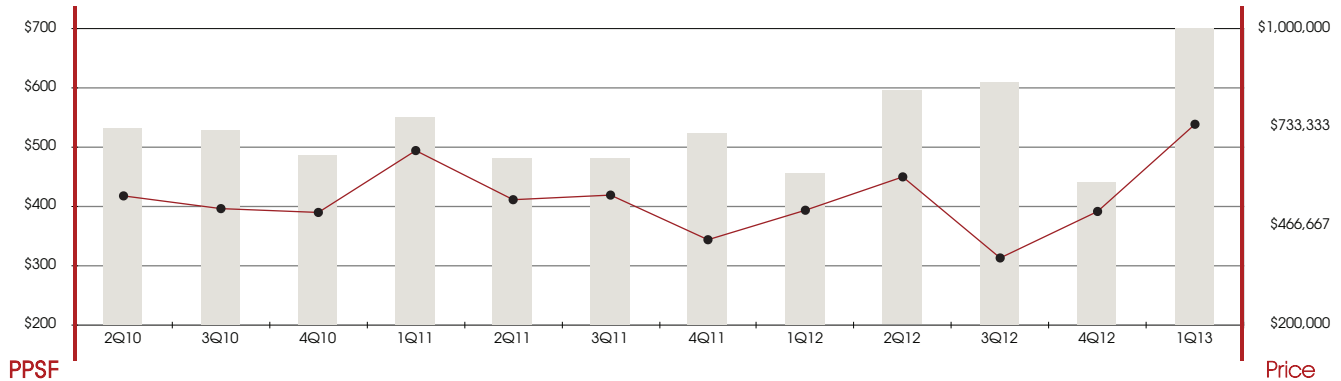
Studios
1 Bedrooms
2 Bedrooms **\$744**
1500+ SF

% Of Sales Within Clinton Hill

Studios
1 Bedrooms
2 Bedrooms **100%**
1500+ SF

Clinton Hill Quarterly Tracking

■ Median PPSF ● Median Price



COBBLE HILL & BOERUM HILL

Cobble Hill & Boerum Hill PPSF By Unit Size (\$561/SF Median)

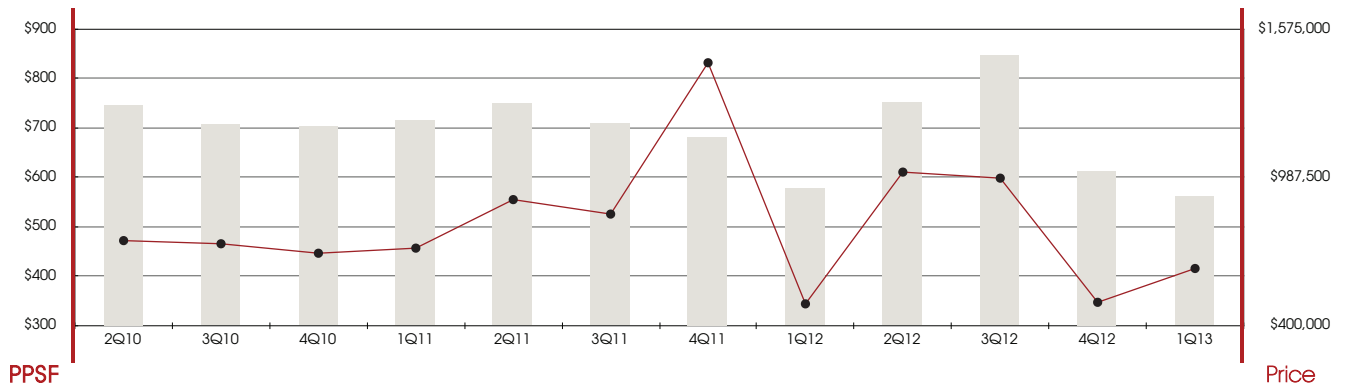
Studios
1 Bedrooms **\$705**
2 Bedrooms
1500+ SF **\$561**

% Of Sales Within Cobble Hill & Boerum Hill

Studios
1 Bedrooms **66.7%**
2 Bedrooms
1500+ SF **33.3%**

Cobble Hill & Boerum Hill Quarterly Tracking

Median PPSF ● Median Price



CROWN HEIGHTS

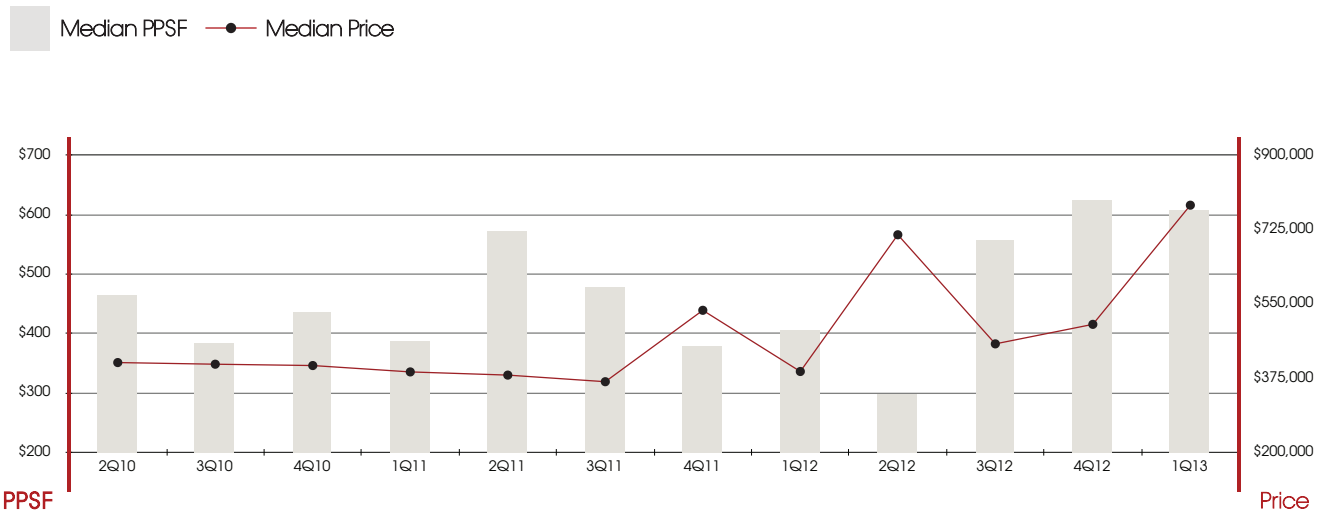
Crown Heights PPSF By Unit Size (\$607/SF Median)

Studios
1 Bedrooms
2 Bedrooms **\$634**
1500+ SF **\$581**

% Of Sales Within Crown Heights

Studios
1 Bedrooms
2 Bedrooms **50%**
1500+ SF **50%**

Crown Heights Quarterly Tracking



DOWNTOWN BROOKLYN

Downtown Brooklyn PPSF By Unit Size (\$680/SF Median)

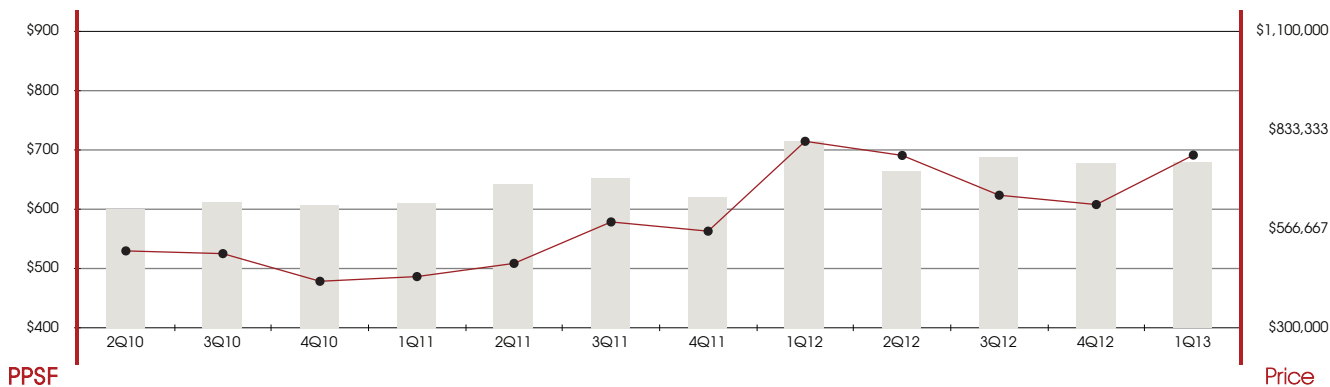
Studios **\$689**
1 Bedrooms **\$705**
2 Bedrooms **\$659**
1500+ SF **\$607**

% Of Sales Within Downtown Brooklyn

Studios **27.3%**
1 Bedrooms **36.4%**
2 Bedrooms **27.3%**
1500+ SF **9.1%**

Downtown Brooklyn Quarterly Tracking

Median PPSF ● Median Price



DUMBO

Dumbo PPSF By Unit Size (\$862/SF Median)

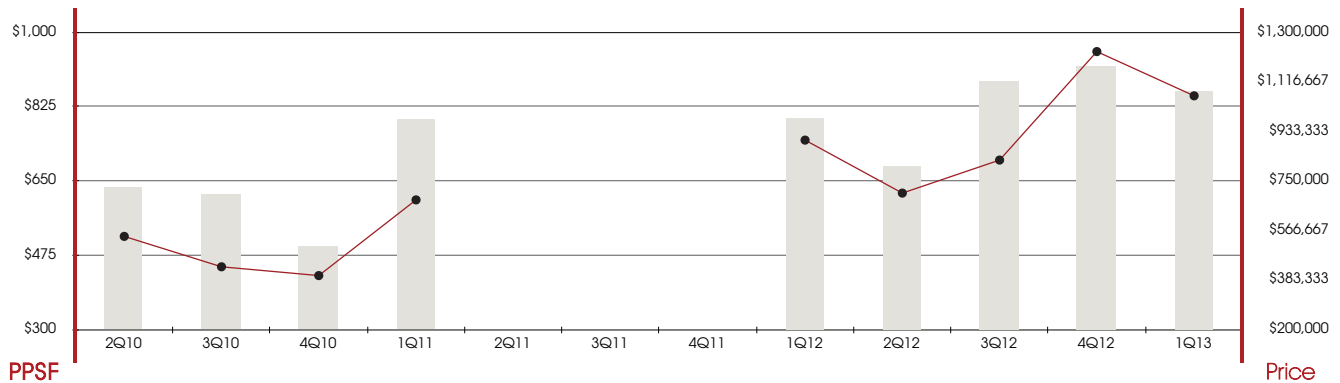
Studios
1 Bedrooms **\$867**
2 Bedrooms **\$862**
1500+ SF **\$786**

% Of Sales Within Dumbo

Studios
1 Bedrooms **33.3%**
2 Bedrooms **33.3%**
1500+ SF **33.3%**

Dumbo Quarterly Tracking

Median PPSF ● Median Price



FORT GREENE

Fort Greene PPSF By Unit Size

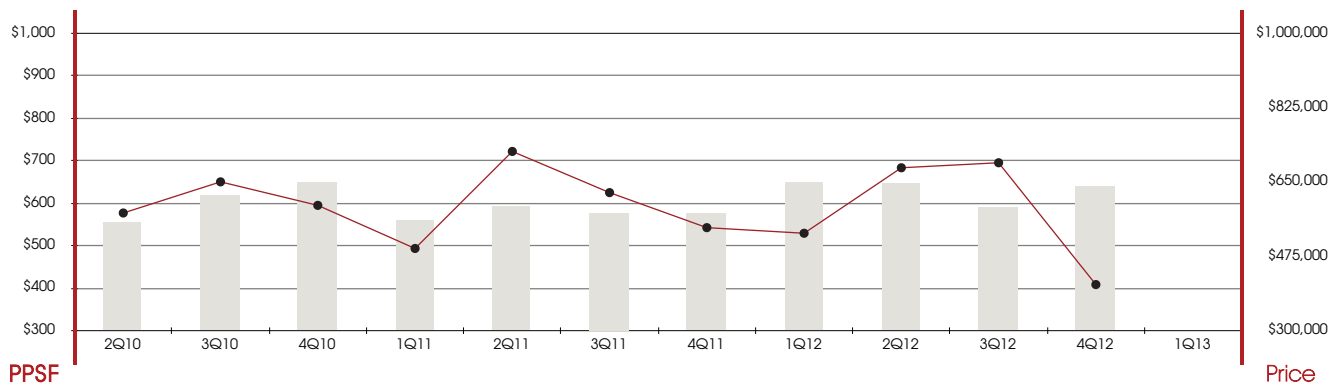
Studios
1 Bedrooms
2 Bedrooms
1500+ SF

% Of Sales Within Fort Greene

Studios
1 Bedrooms
2 Bedrooms
1500+ SF

Fort Greene Quarterly Tracking

Median PPSF ● Median Price



GOWANUS

Gowanus PPSF By Unit Size

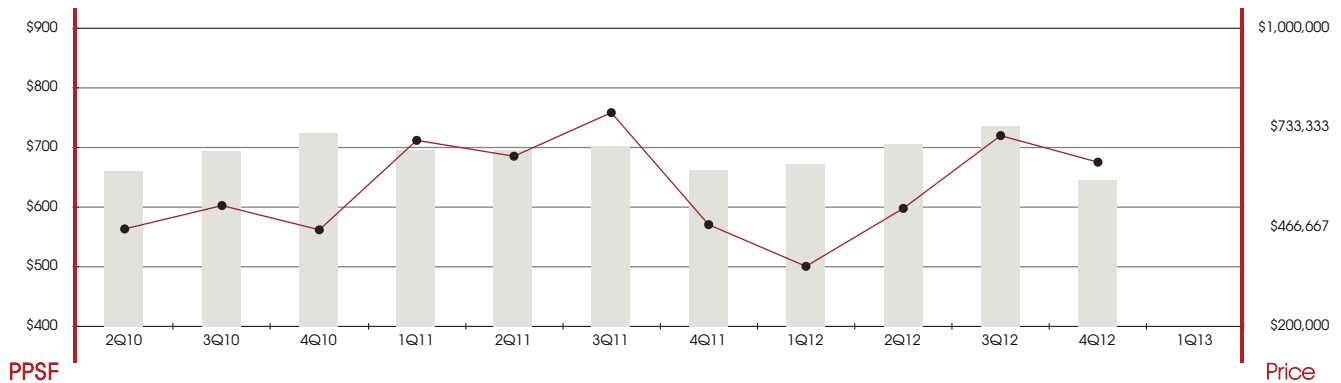
Studios
1 Bedrooms
2 Bedrooms
1500+ SF

% Of Sales Within Gowanus

Studios
1 Bedrooms
2 Bedrooms
1500+ SF

Gowanus Quarterly Tracking

Median PPSF ● Median Price



GREENPOINT

Greenpoint PPSF By Unit Size (\$782/SF Median)

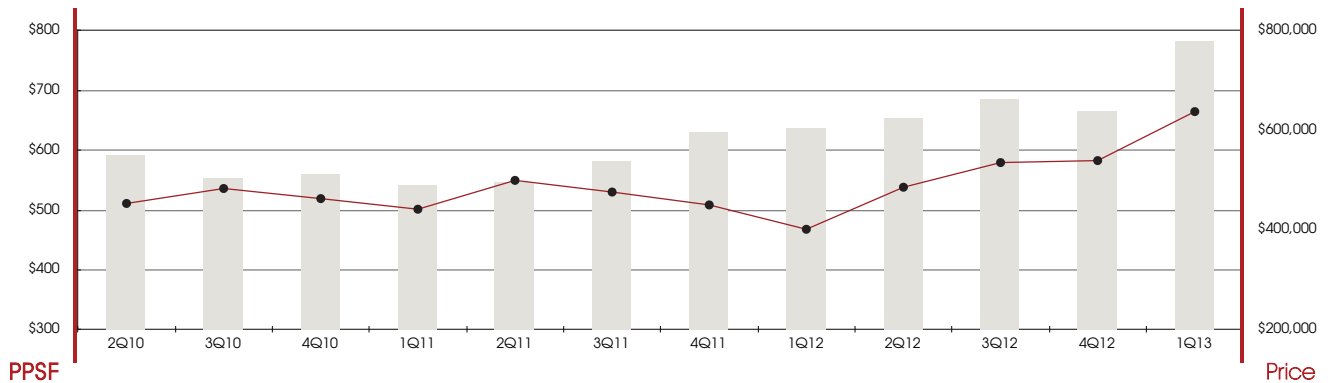
Studios
1 Bedrooms **\$743**
2 Bedrooms **\$811**
1500+ SF

% Of Sales Within Greenpoint

Studios
1 Bedrooms **20%**
2 Bedrooms **80%**
1500+ SF

Greenpoint Quarterly Tracking

Median PPSF ● Median Price



KENSINGTON

Kensington PPSF By Unit Size

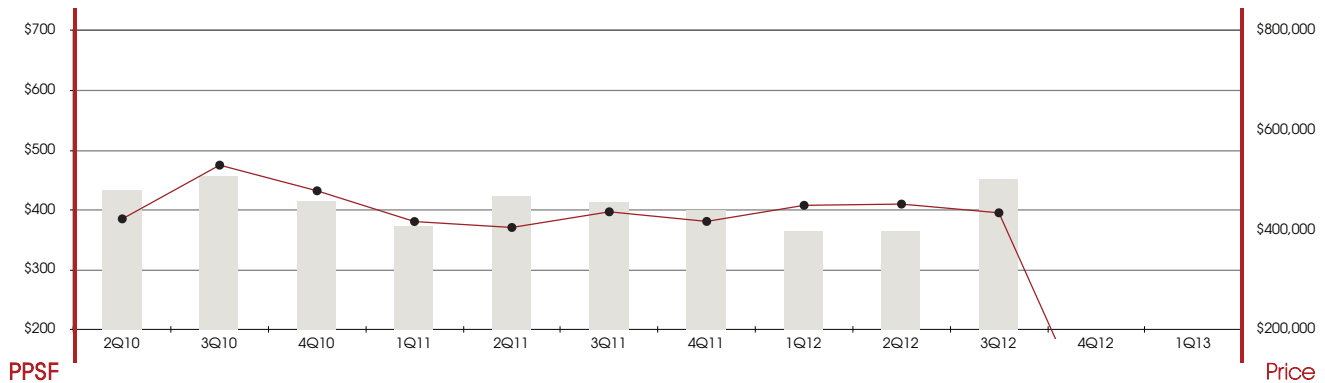
Studios
1 Bedrooms
2 Bedrooms
1500+ SF

% Of Sales Within Kensington

Studios
1 Bedrooms
2 Bedrooms
1500+ SF

Kensington Quarterly Tracking

Median PPSF ● Median Price



PROSPECT HEIGHTS

Prospect Heights PPSF By Unit Size (\$747/SF Median)

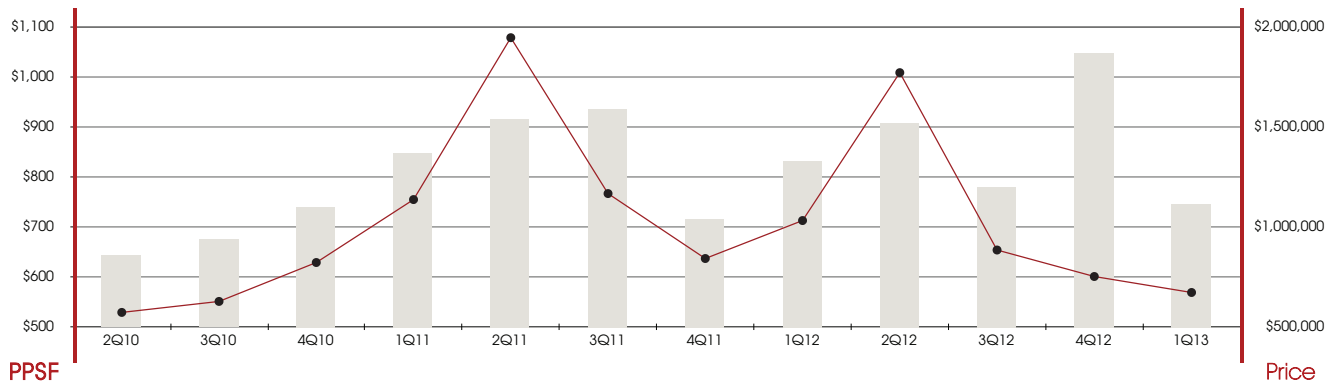
Studios
1 Bedrooms **\$654**
2 Bedrooms
1500+ SF **\$779**

% Of Sales Within Prospect Heights

Studios
1 Bedrooms **66.7%**
2 Bedrooms
1500+ SF **33.3%**

Prospect Heights Quarterly Tracking

Median PPSF ● Median Price



PROSPECT-LEFFERTS GARDENS

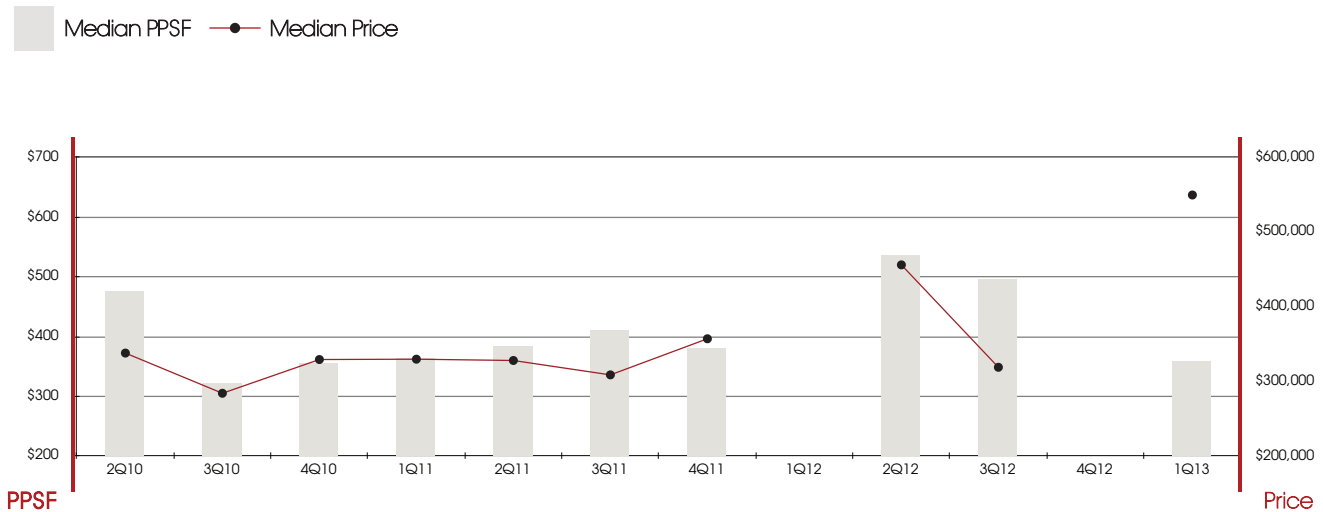
Prospect-Lefferts Garden PPSF By Unit Size (\$360/SF Median)

Studios
1 Bedrooms
2 Bedrooms **\$360**
1500+ SF

% Of Sales Within Prospect-Lefferts Garden

Studios
1 Bedrooms
2 Bedrooms **100%**
1500+ SF

Prospect-Lefferts Garden Quarterly Tracking



PARK SLOPE

Park Slope PPSF By Unit Size (\$719/SF Median)

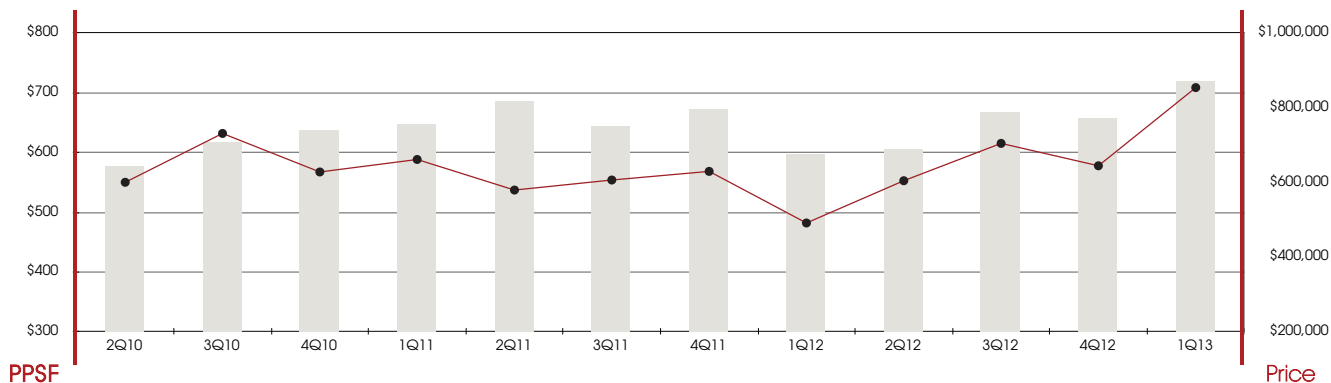
Studios
1 Bedrooms **\$568**
2 Bedrooms **\$832**
1500+ SF **\$760**

% Of Sales Within Park Slope

Studios
1 Bedrooms **10%**
2 Bedrooms **80%**
1500+ SF **10%**

Park Slope Quarterly Tracking

Median PPSF ● Median Price



WILLIAMSBURG

Williamsburg PPSF By Unit Size (\$891/SF Median)

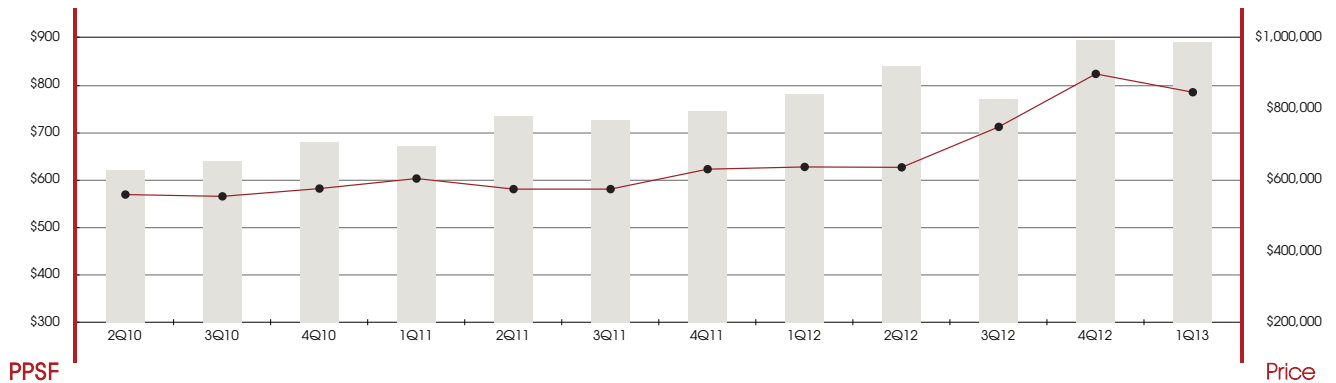
Studios **\$914**
1 Bedrooms **\$891**
2 Bedrooms **\$734**
1500+ SF **\$1,050**

% Of Sales Within Williamsburg

Studios **20%**
1 Bedrooms **20%**
2 Bedrooms **40%**
1500+ SF **20%**

Williamsburg Quarterly Tracking

Median PPSF ● Median Price



THE REPORT EXPLAINED

Included in this research are walk-up and elevator new development condominium buildings, as well as new conversion condominiums if the sales were applicable sponsor transactions. Excluded from the report are all cooperative sales.



Unit types such as studios, one-bedrooms, and two-bedroom units are grouped by square footage ranges. Studios are under 700 square feet, one-bedrooms are under 900 square feet, and two-bedrooms are under 1,450 square feet. Added to the report is the over-sized unit type that ranges from 1,500 square feet to 7,000 square feet.

Presented with a quarter-over-quarter and year-over-year comparison, both city-wide and by neighborhood, MNS New Development Report™ tracks the market trends throughout Manhattan and Brooklyn. MNS offers a unique insight into the new development market by tracking stalled construction sites on a quarterly basis, a great indicator of where development in general is moving. MNS is your source to find neighborhood price per square foot analysis, average sale prices, unit type sales trends, overall price movement, neighborhood inventory comparisons, and absorption rates.

Can't find what you're looking for?

Ask MNS for more information at www.mns.com.

Contact Us Now: 212.475.9000

Note: All market data is collected and compiled by MNS's marketing department. The information presented here is intended for instructive purposes only and has been gathered from sources deemed reliable, though it may be subject to errors, omissions, changes or withdrawal without notice.

If you would like to republish this report on the web, please be sure to source it as the "Manhattan New Development Report" with a link back to its original location

http://www.mns.com/manhattan_new_dev_report



Chelsea 212.721.2500
189 8th Avenue, New York, NY 10011

Gramercy Park 212.475.9000
115 East 23rd Street, New York, NY 10010

Williamsburg 718.222.1545
165 Bedford Avenue, Brooklyn, NY 11211