

Second Quarter 2011 Broker Survey

		2q11	1q11	2q10	1q11 to 2q11 Percent Change	2q10 to 2q11 Percent Change		
		<u> </u>	<u> 1q11</u>		Tercent Change	rercent Chang		
1	Which of the following best describes you	?						
	Salesperson:	58%	52%	48%	6%	10%		
	Office manager:	3%	5%	2%	-2%	1%		
	Broker:	39%	43%	50%	-4%	-11%		
_	Dil I I I I							
Z	Did you close any sales this quarter ? Yes	65%	61%	71%	4%	-6%		
	No	35%	39%	29%	-4%	6%		
	110	3370	37/0	27/0	-4 /0	070		
3	Did the majority of your sales close above, at, or below asking price?							
	Above Asking Price:	8%	7%	5%	1%	3%		
	At Asking Price:	17%	15%	10%	2%	7%		
	Below Asking Price:	75%	79%	85%	-4%	-10%		
	XXI 2.3 4 . 6 1 1 1 1	.0						
1	Where did most of your closed sales occur East Side	30%	32%	27%	-2%	20/		
	West Side	19%	15%			3%		
	Midtown	19%	7%	19% 10%	4%	0%		
		16%			5%	2%		
	Downtown		23%	23%	-7%	-7%		
	Upper Manhattan	4%	4%	5%	0%	-1%		
_	Brooklyn	16%	17%	14%	-1%	2%		
	Queens	1%	1%	2%	0%	-1%		
	Bronx	2%	1%	1%	1%	1%		
	Staten Island	0%	0%	0%	0%	0%		
-	How many color ways Co. on!s?							
,	How many sales were Co-op's?	40%	43%	40%	20/	00/		
		27%	28%		-3%	0%		
	Some None	32%	30%	30% 30%	-1% 2%	-3% 2%		
	None	3270	3070	3070	Δ%0	Δ%		
6	How many sales were Condos?							
	All	29%	23%	26%	6%	3%		
	Some	26%	29%	30%	-3%	-4%		
	Some							
	None	46%	49%	44%	-3%	2%		
			49%	44%	-3%	2%		
7	None		49%	44%	-3%	2%		
7	None How many sales were townhouses?	46%						
7	None How many sales were townhouses? All	3%	5%	2%	-2%	1%		
7	None How many sales were townhouses?	46%			-2% -1%	1% -2%		
7	How many sales were townhouses? All Some	3% 8%	5% 9%	2% 10%	-2%	1%		
	How many sales were townhouses? All Some	3% 8% 90%	5% 9% 86%	2% 10%	-2% -1%	1% -2%		
	How many sales were townhouses? All Some None	3% 8% 90%	5% 9% 86%	2% 10%	-2% -1%	1% -2%		
	None How many sales were townhouses? All Some None How many of the buyers of all the closed sales.	3% 8% 90% sales were fro	5% 9% 86% om NYC?	2% 10% 88%	-2% -1% 4%	1% -2% 2%		
	None How many sales were townhouses? All Some None How many of the buyers of all the closed and all	3% 8% 90% sales were fro	5% 9% 86% om NYC? 46%	2% 10% 88%	-2% -1% 4%	1% -2% 2%		
8	None How many sales were townhouses? All Some None How many of the buyers of all the closed and all Some None	3% 8% 90% sales were fro 48% 34% 17%	5% 9% 86% om NYC? 46% 32% 22%	2% 10% 88% 48% 35% 17%	-2% -1% 4% 2% -5%	1% -2% 2% 0% -1% 0%		
8	None How many sales were townhouses? All Some None How many of the buyers of all the closed and all Some None How many of the buyers of all the closed and all Some	3% 8% 90% sales were fro 48% 34% 17%	5% 9% 86% om NYC? 46% 32% 22% om the Metre	2% 10% 88% 48% 35% 17%	-2% -1% 4% 2% -5% ea, but outside of	1% -2% 2% 0% -1% 0% NYC?		
8	None How many sales were townhouses? All Some None How many of the buyers of all the closed of	3% 8% 90% sales were fro 48% 34% 17%	5% 9% 86% om NYC? 46% 32% 22% om the Metro 15%	2% 10% 88% 48% 35% 17% opolitan Are	-2% -1% 4% 2% -5% ea, but outside of -5%	1% -2% 2% 0% -1% 0% NYC? 0%		
8	None How many sales were townhouses? All Some None How many of the buyers of all the closed and all Some None How many of the buyers of all the closed and all Some	3% 8% 90% sales were fro 48% 34% 17% sales were fro 10% 26%	5% 9% 86% om NYC? 46% 32% 22% om the Metro 15% 28%	2% 10% 88% 48% 35% 17% opolitan Are 10% 28%	-2% -1% 4% 2% -5% ea, but outside of -5% -2%	1% -2% 2% 0% -1% 0% NYC? 0% -2%		
8	None How many sales were townhouses? All Some None How many of the buyers of all the closed of	3% 8% 90% sales were fro 48% 34% 17%	5% 9% 86% om NYC? 46% 32% 22% om the Metro 15%	2% 10% 88% 48% 35% 17% opolitan Are	-2% -1% 4% 2% -5% ea, but outside of -5%	1% -2% 2% 0% -1% 0% NYC? 0%		
9	None How many sales were townhouses? All Some None How many of the buyers of all the closed of th	3% 8% 90% sales were fro 48% 34% 17% sales were fro 10% 26% 64%	5% 9% 86% om NYC? 46% 32% 22% om the Metro 15% 28% 56%	2% 10% 88% 48% 35% 17% opolitan Are 10% 28% 62%	-2% -1% 4% 2% -2% -5% ea, but outside of -5% -2% 8%	1% -2% 2% 0% -1% 0% NYC? 0% -2%		
9	None How many sales were townhouses? All Some None How many of the buyers of all the closed of the sales o	3% 8% 90% sales were fro 48% 34% 17% sales were fro 26% 64%	5% 9% 86% om NYC? 46% 32% 22% om the Metro 15% 28% 56%	2% 10% 88% 48% 35% 17% opolitan Are 10% 28% 62%	-2% -1% 4% 2% -2% -5% ea, but outside of -5% -2% 8%	1% -2% 2% 0% -1% 0% NYC? 0% -2% 2%		
9	How many sales were townhouses? All Some None How many of the buyers of all the closed of the sales of the	3% 8% 90% sales were fro 48% 34% 17% sales were fro 64% 64%	5% 9% 86% om NYC? 46% 32% 22% om the Metro 15% 28% 56% om other par 5%	2% 10% 88% 48% 35% 17% opolitan Are 10% 62% ts of the Un	-2% -1% 4% 2% 2% -5% -5% -2% 8% ited States?	1% -2% 2% 0% -1% 0% NYC? 0% -2% -2%		
9	How many sales were townhouses? All Some None How many of the buyers of all the closed of the close	3% 8% 90% sales were fro 48% 34% 17% sales were fro 64% sales were fro 5% 19%	5% 9% 86% om NYC? 46% 32% 22% om the Metro 15% 28% 56% om other par 5% 18%	2% 10% 88% 48% 35% 17% opolitan Are 10% 62% ts of the Un 10% 28%	-2% -1% 4% 2% 2% -5% ea, but outside of -5% -2% 8% ited States? 0% 1%	1% -2% 2% 0% -1% 0% NYC? 0% -2% 2%		
8	How many sales were townhouses? All Some None How many of the buyers of all the closed of the sales of the	3% 8% 90% sales were fro 48% 34% 17% sales were fro 64% 64%	5% 9% 86% om NYC? 46% 32% 22% om the Metro 15% 28% 56% om other par 5%	2% 10% 88% 48% 35% 17% opolitan Are 10% 62% ts of the Un	-2% -1% 4% 2% 2% -5% -5% -2% 8% ited States?	1% -2% 2% 0% -1% 0% NYC? 0% -2% -2%		
8	How many sales were townhouses? All Some None How many of the buyers of all the closed of the clos	3% 8% 90% sales were fro 48% 34% 17% sales were fro 26% 64% sales were fro 5% 19% 77%	5% 9% 86% om NYC? 46% 32% 22% om the Metro 15% 28% 56% om other par 5% 18% 76%	2% 10% 88% 48% 35% 17% opolitan Are 10% 28% 62% ts of the Un 10% 28% 62%	-2% -1% 4% 2% 2% -5% ea, but outside of -5% -2% 8% ited States? 0% 1% 1%	1% -2% 2% 0% -1% 0% NYC? 0% -2% 2%		
9	How many sales were townhouses? All Some None How many of the buyers of all the closed of the close	3% 8% 90% sales were fro 48% 34% 17% sales were fro 26% 64% sales were fro 5% 19% 77%	5% 9% 86% om NYC? 46% 32% 22% om the Metro 15% 28% 56% om other par 5% 18% 76%	2% 10% 88% 48% 35% 17% opolitan Are 10% 28% 62% ts of the Un 10% 28% 62%	-2% -1% 4% 2% 2% -5% ea, but outside of -5% -2% 8% ited States? 0% 1% 1%	1% -2% 2% 0% -1% 0% NYC? 0% -2% 2% -5% -9% 15%		
9	How many sales were townhouses? All Some None How many of the buyers of all the closed of the clos	3% 8% 90% sales were fro 10% 26% 64% sales were fro 5% 19% 77% s were from o	5% 9% 86% 20m NYC? 46% 32% 22% om the Metro 15% 28% 56% om other par 5% 18% 76%	2% 10% 88% 48% 35% 17% opolitan Are 10% 62% ts of the Un 10% 62% 62%	-2% -1% 4% 2% 2% -5% ea, but outside of -5% -2% 8% ited States? 0% 1% 1%	1% -2% 2% 0% -1% 0% NYC? 0% -2% 2%		

All 57% Some 30% None 13% 8 Do you have any closings scheduled for the three month Yes 66% No 34% 8 Do you have any closings scheduled 4 to 6 months after Yes 14% No 86% 8 Did you complete any executed contracts of sales this quantum Yes 67% No 33% 8 Were most of your executed contracts of sale above, at, Above 5% At 15% Below 80% 8 Where did most of your executed contracts of sale occut East Side 29% West Side 18% Midtown 10% Downtown 18% Midtown 10% Downtown 18% Brooklyn 16% Bronx 33% Staten Island 0% 8 In what price range did most of your executed contract Under \$500,000 53% \$1,500,001 - \$1,500,000 53% \$1,500,001 - \$2,000,000 8% \$2,000,001 - \$2,500,000 6% \$2,500,001 - \$2,500,000 6% \$2,500,001 - \$2,500,000 6% \$2,500,001 - \$2,500,000 6% \$2,500,001 - \$2,500,000 6% \$2,500,001 - \$2,500,000 6% \$2,500,001 - \$2,500,000 6%	71% 29% the survey p 17% 83% uarter? 69% 31% or below the 7% 14% 80% r? 34% 19% 7% 20% 3% 14% 11% 2% 0%	70% 30% 30% period? 14% 86% 71% 29% e asking price? 5% 9% 86% 24% 6% 13% 24% 6% 13% 2% 0%	-5% 5% -3% 3% -2% 2%	-5% 1% 3% -4% 4% -4% -4% -4% -4% -6% -6% -6% -6% -6% -1% 1% 0%
None 13%	11% hs following t 71% 29% the survey p 17% 83% uarter? 69% 31% or below the 7% 14% 80% r? 34% 19% 7% 20% 3% 14% 11% 2% 0% s of sale occu 17% 54%	10% the survey per 70% 30% 20% 14% 86% 71% 29% asking price? 5% 9% 86% 24% 6% 13% 24% 6% 13% 2% 0% 14% 2% 2% 0%	2% iod? -5% 5% -3% 3% -2% 2% -1% 0% -1% 3% -2% 11% 2% 0% 11%	3% -4% 4% 0% 0% -4% 4% 6% -6% 2% 2% -6% -6% -1% 1%
Yes 66% No 34% 4 Do you have any closings scheduled 4 to 6 months after Yes 14% No 86% 5 Did you complete any executed contracts of sales this quality Yes 67% No 33% 6 Were most of your executed contracts of sale above, at, Above 5% At At 15% Below 80% 7 Where did most of your executed contracts of sale occute ast Side 29% West Side 18% Midtown 10% Downtown 18% West Dipper Manhattan 4% Brooklyn 16% Proper Manhattan 4% Bronx 3% Staten Island 0% 8 In what price range did most of your executed contract Under \$500,000 21% \$500,001 - \$1,500,000 53% \$1,500,001 - \$2,000,000 8% \$2,000,001 - \$2,500,000 6% \$2,500,001 - \$3,000,000 3%	71% 29% the survey p 17% 83% uarter? 69% 31% or below the 7% 14% 80% r? 34% 19% 7% 20% 3% 14% 11% 2% 0% s of sale occu 17% 54%	70% 30% 30% period? 14% 86% 71% 29% e asking price? 5% 9% 86% 24% 6% 13% 24% 6% 13% 2% 0%	-5% 5% 5% -3% 3% -2% 2% -1% 3% -5% -1% 3% -2% 11% 0% 11%	4% 0% 0% -4% 49% 0% 69% -6% 2% 2% -6% -6% -1% 19%
Yes 66% No 34% 4 Do you have any closings scheduled 4 to 6 months after Yes 14% No 86% 5 Did you complete any executed contracts of sales this quality Yes 67% No 33% 6 Were most of your executed contracts of sale above, at, Above 5% At At 15% Below 80% 7 Where did most of your executed contracts of sale occute ast Side 29% West Side 18% Midtown 10% Downtown 18% West Dipper Manhattan 4% Brooklyn 16% Proper Manhattan 4% Bronx 3% Staten Island 0% 8 In what price range did most of your executed contract Under \$500,000 21% \$500,001 - \$1,500,000 53% \$1,500,001 - \$2,000,000 8% \$2,000,001 - \$2,500,000 6% \$2,500,001 - \$3,000,000 3%	71% 29% the survey p 17% 83% uarter? 69% 31% or below the 7% 14% 80% r? 34% 19% 7% 20% 3% 14% 11% 2% 0% s of sale occu 17% 54%	70% 30% 30% period? 14% 86% 71% 29% e asking price? 5% 9% 86% 24% 6% 13% 24% 6% 13% 2% 0%	-5% 5% 5% -3% 3% -2% 2% -1% 3% -5% -1% 3% -2% 11% 0% 11%	4% 0% 0% -4% 49% 0% 69% -6% 2% 2% -6% -6% -1% 19%
No	29% the survey p 17% 83% uarter? 69% 31% or below the 7% 14% 80% r? 34% 19% 7% 20% 3% 14% 1% 2% 0% s of sale occu 17% 54%	30% period? 14% 86% 71% 29% e asking price? 5% 9% 86% 24% 6% 13% 2% 0%	-3% 3% -2% 2% -2% 1% 0% -5% -1% 3% -2% 1% 2% 0% 1%	4% 0% 0% -4% 49% 0% 69% -6% 2% 2% -6% -6% -1% 19%
Do you have any closings scheduled 4 to 6 months after Yes	the survey p 17% 83% uarter? 69% 31% or below the 7% 14% 80% r? 34% 19% 7% 20% 3% 14% 11% 2% 0% s of sale occu 17% 54%	29% 29% 29% 29% 29% 29% 29% 29% 29% 29%	-3% 3% -2% 2% -2% 1% 0% -5% -1% 3% -2% 1% 2% 0% 1%	0% 0% 4% 4% 0% 6% -6% -6% 2% -2% -1% 1%
Yes 14% No 86% 5 Did you complete any executed contracts of sales this quantity. 5 Did you complete any executed contracts of sale shove, at, and a sale and a sal	17% 83% uarter? 69% 31% or below the 7% 14% 80% r? 34% 19% 20% 3% 14% 1% 2% 0% s of sale occu 17% 54%	14% 86% 71% 29% 2 asking price? 5% 9% 86% 16% 8% 24% 6% 13% 2% 0%	-2% -2% -2% -1% 0% -5% -1% 3% -2% 1% 2% 0% 1%	0% -4% 4% 0% 6% -6% 0% 2% -6% -2% 3% -1%
Yes 14% No 86% 5 Did you complete any executed contracts of sales this quantity. 5 Did you complete any executed contracts of sale shove, at, and a sale and a sal	17% 83% uarter? 69% 31% or below the 7% 14% 80% r? 34% 19% 20% 3% 14% 1% 2% 0% s of sale occu 17% 54%	14% 86% 71% 29% 2 asking price? 5% 9% 86% 16% 8% 24% 6% 13% 2% 0%	-2% -2% -2% -1% 0% -5% -1% 3% -2% 1% 2% 0% 1%	0% -4% 4% 0% 6% -6% 0% 2% -6% -2% 3% -1%
Solid you complete any executed contracts of sales this quarter	uarter? 69% 31% or below the 7% 14% 80% r? 34% 19% 7% 20% 3% 14% 11% 2% 0% s of sale occu 17% 54%	71% 29% 2 asking price? 5% 9% 86% 29% 16% 8% 24% 6% 13% 2% 0% ar? 20%	-2% 2% -2% 1% 0% -5% -1% 3% -2% 11% 2% 0% 1%	-4% 4% 0% 6% -6% 0% 2% 2% -6% -2% 3% -1%
Yes 67% No 33% 6 Were most of your executed contracts of sale above, at, Above 5% At 15% Below 80% 7 Where did most of your executed contracts of sale occures as Side 29% West Side 18% Midtown 10% Downtown 18% Upper Manhattan 4% Brooklyn 16% Queens 1% Bronx 3% Staten Island 0% 8 In what price range did most of your executed contract Under \$500,000 \$500,001 - \$1,500,000 53% \$1,500,001 - \$2,000,000 8% \$2,000,001 - \$2,500,000 6% \$2,500,001 - \$3,000,000 3%	69% 31% or below the 7% 14% 80% r? 34% 19% 7% 20% 3% 14% 1% 2% 0% s of sale occu 17% 54%	29% e asking price? 5% 9% 86% 29% 16% 8% 24% 6% 13% 2% 0% 0%	2% -2% -1% -5% -1% -3% -2% -1% 2% -0% -1%	4% 0% 6% -6% 0% 2% 2% -6% -6% -1%
Yes 67% No 33% 6 Were most of your executed contracts of sale above, at, Above 5% At 15% Below 80% 7 Where did most of your executed contracts of sale occures as Side 29% West Side 18% Midtown 10% Downtown 18% Upper Manhattan 4% Brooklyn 16% Queens 1% Bronx 3% Staten Island 0% 8 In what price range did most of your executed contract Under \$500,000 \$500,001 - \$1,500,000 53% \$1,500,001 - \$2,000,000 8% \$2,000,001 - \$2,500,000 6% \$2,500,001 - \$3,000,000 3%	69% 31% or below the 7% 14% 80% r? 34% 19% 7% 20% 3% 14% 1% 2% 0% s of sale occu 17% 54%	29% e asking price? 5% 9% 86% 29% 16% 8% 24% 6% 13% 2% 0% 0%	2% -2% -1% -5% -1% -3% -2% -1% 2% -0% -1%	4% 0% 6% -6% 0% 2% 2% -6% -6% -1%
No 33%	31% or below the 7% 14% 80% r? 34% 19% 7% 20% 3% 14% 1% 2% 0% s of sale occu 17% 54%	29% e asking price? 5% 9% 86% 29% 16% 8% 24% 6% 13% 2% 0% 0%	2% -2% -1% -5% -1% -3% -2% -1% 2% -0% -1%	4% 0% 6% -6% 0% 2% 2% -6% -6% -1%
Were most of your executed contracts of sale above, at, Above 5% At 15% Below 80%	or below the 7% 14% 80% r? 34% 19% 7% 20% 3% 14% 1% 2% 0% s of sale occu 17% 54%	29% 16% 8% 24% 6% 13% 2% 0%	-2% 1% 0% -5% -1% 3% -2% 11% 2% 0% 1%	0% 6% -6% 0% 2% -6% -2% 3% -1% 1%
Above 5% At 15% Below 80% 7 Where did most of your executed contracts of sale occured and sale o	7% 14% 80% r? 34% 19% 7% 20% 3% 14% 1% 2% 0% s of sale occu 17% 54%	5% 9% 86% 29% 16% 8% 24% 6% 13% 2% 0%	-2% 1% 0% -5% -1% 3% -2% 11% 2% 0% 1%	6% -6% 0% 2% 29 -6% -2% 3% -1%
Above 5% At 15% Below 80% 7 Where did most of your executed contracts of sale occured and sale o	7% 14% 80% r? 34% 19% 7% 20% 3% 14% 1% 2% 0% s of sale occu 17% 54%	5% 9% 86% 29% 16% 8% 24% 6% 13% 2% 0%	-2% 1% 0% -5% -1% 3% -2% 11% 2% 0% 1%	6% -6% 0% 2% 29 -6% -2% 3% -1%
Selow Sow So	80% r? 34% 19% 7% 20% 3% 14% 19% 0% s of sale occu 17% 54%	29% 16% 8% 24% 6% 13% 2% 0%	-5% -1% -3% -2% 11% 2% 0% 11%	-6% 0% 2% 2% -6% -2% 3% -1%
Where did most of your executed contracts of sale occu East Side 29% West Side 18% Midtown 10% Downtown 18% Upper Manhattan 4% Brooklyn 16% Queens 11% Bronx 3% Staten Island 0% Staten 5500,000 21% \$500,001 - \$1,500,000 53% \$1,500,001 - \$2,000,000 8% \$2,000,001 - \$2,500,000 6% \$2,500,001 - \$3,000,000 3%	7? 34% 19% 7% 20% 3% 14% 1% 0% 5 of sale occu 17% 54%	29% 16% 8% 24% 6% 13% 2% 0%	-5% -1% 3% -2% 1% 2% 0% 1%	0% 2% 2% -6% -2% 3% -1%
East Side 29% West Side 18% Midtown 10% Downtown 18% Upper Manhattan 4% Brooklyn 16% Queens 1% Bronx 3% Staten Island 0% 8 In what price range did most of your executed contract Under \$500,000 21% \$500,001 - \$1,500,000 \$500,001 - \$2,2000,000 8% \$2,000,001 - \$2,500,000 6% \$2,500,001 - \$3,000,000 3%	34% 19% 7% 20% 3% 14% 1% 2% 0% s of sale occu 17% 54%	16% 8% 24% 6% 13% 2% 2% 0%	-1% 3% -2% 1% 2% 0% 1%	2% 2% -6% -2% 3% -1%
East Side 29% West Side 18% Midtown 10% Downtown 18% Upper Manhattan 4% Brooklyn 16% Queens 1% Bronx 3% Staten Island 0% 8 In what price range did most of your executed contract Under \$500,000 21% \$500,001 - \$1,500,000 \$500,001 - \$2,2000,000 8% \$2,000,001 - \$2,500,000 6% \$2,500,001 - \$3,000,000 3%	34% 19% 7% 20% 3% 14% 1% 2% 0% s of sale occu 17% 54%	16% 8% 24% 6% 13% 2% 2% 0%	-1% 3% -2% 1% 2% 0% 1%	2% 2% -6% -2% 3% -1%
West Side 18% Midtown 10% Downtown 18% Upper Manhattan 4% Brooklyn 16% Queens 1% Bronx 3% Staten Island 0% 8 In what price range did most of your executed contract Under \$500,000 21% \$500,001 - \$1,500,000 53% \$1,500,001 - \$2,000,000 8% \$2,000,001 - \$2,500,000 6% \$2,500,001 - \$3,000,000 3%	19% 7% 20% 3% 14% 1% 2% 0% 5 of sale occu 17% 54%	16% 8% 24% 6% 13% 2% 2% 0%	-1% 3% -2% 1% 2% 0% 1%	2% 2% -6% -2% 3% -1%
Midtown 10% Downtown 18% Upper Manhattan 4% Brooklyn 16% Queens 1% Bronx 3% Staten Island 0% 8 In what price range did most of your executed contract Under \$500,000 21% \$500,001 - \$1,500,000 53% \$1,500,001 - \$2,000,000 8% \$2,000,001 - \$2,500,000 6% \$2,500,001 - \$3,000,000 3%	7% 20% 3% 14% 1% 2% 0% s of sale occu 17% 54%	8% 24% 6% 13% 2% 2% 0%	3% -2% 1% 2% 0% 1%	2% -6% -2% 3% -1% 1%
Downtown 18% Upper Manhattan 4% Brooklyn 16% Queens 1% Bronx 3% Staten Island 0% 8 In what price range did most of your executed contract 21% Under \$500,000 21% \$500,001 - \$1,500,000 53% \$1,500,001 - \$2,000,000 8% \$2,000,001 - \$2,500,000 6% \$2,500,001 - \$3,000,000 3%	20% 3% 14% 1% 2% 0% s of sale occu 17% 54%	24% 6% 13% 2% 2% 0%	-2% 1% 2% 0% 1%	-6% -2% 3% -1% 1%
Upper Manhattan 4% Brooklyn 16% Queens 1% Bronx 3% Staten Island 0% 3 In what price range did most of your executed contract 21% Under \$500,000 21% \$500,001 - \$1,500,000 53% \$1,500,001 - \$2,000,000 8% \$2,000,001 - \$2,500,000 6% \$2,500,001 - \$3,000,000 3%	3% 14% 1% 2% 0% ss of sale occu 17% 54%	6% 13% 2% 2% 0%	1% 2% 0% 1%	-2% 3% -1% 1%
Brooklyn 16% Queens 1% Bronx 3% Staten Island 0% 3 In what price range did most of your executed contract Under \$500,000 21% \$500,001 - \$1,500,000 53% \$1,500,001 - \$2,000,000 8% \$2,000,001 - \$2,500,000 6% \$2,500,001 - \$3,000,000 3%	14% 1% 2% 0% s of sale occu 17% 54%	13% 2% 2% 0%	2% 0% 1%	3% -1% 1%
Queens 1% Bronx 3% Staten Island 0% 8 In what price range did most of your executed contract Under \$500,000 21% \$500,001 - \$1,500,000 53% \$1,500,001 - \$2,000,000 8% \$2,000,001 - \$2,500,000 6% \$2,500,001 - \$3,000,000 3%	1% 2% 0% s of sale occu 17% 54%	2% 2% 0% ur? 20%	0% 1%	-1% 1%
Bronx 3% Staten Island 0% 8 In what price range did most of your executed contract Contract Under \$500,000 21% \$500,001 - \$1,500,000 53% \$1,500,001 - \$2,000,000 8% \$2,000,001 - \$2,500,000 6% \$2,500,001 - \$3,000,000 3%	2% 0% s of sale occu 17% 54%	2% 0% ur? 20%	1%	1%
8 In what price range did most of your executed contract Under \$500,000 21% \$500,001 - \$1,500,000 53% \$1,500,001 - \$2,000,000 8% \$2,000,001 - \$2,500,000 6% \$2,500,001 - \$3,000,000 3%	17% 54%	ur? 20%	0%	0%
Under \$500,000 21% \$500,001 - \$1,500,000 53% \$1,500,001 - \$2,000,000 8% \$2,000,001 - \$2,500,000 6% \$2,500,001 - \$3,000,000 3%	17% 54%	20%		
Under \$500,000 21% \$500,001 - \$1,500,000 53% \$1,500,001 - \$2,000,000 8% \$2,000,001 - \$2,500,000 6% \$2,500,001 - \$3,000,000 3%	17% 54%	20%		
\$500,001 - \$1,500,000	54%			
\$1,500,001 - \$2,000,000		520/	4%	1%
\$2,000,001 - \$2,500,000 6% \$2,500,001 - \$3,000,000 3%		52%	-1%	1%
\$2,500,001 - \$3,000,000 3%	4%	10% 6%	-3%	-2% 0%
	4%	5%	2% -1%	-2%
Over \$3,000,000 8%	9%	8%	-1%	0%
2.22 42,000,000		2,70	1,0	0,0
How many of your coop board approval packages subn	nitted this qu	arter are pend	ling?	
All 18%	12%	12%	6%	6%
Some 29%	24%	26%	5%	3%
None 53%	64%	63%	-11%	-10%
How many of your coop board approval packages subn	nitted this au	arter have hee	n annroved?	
All 35%	39%	45%	-4%	-10%
Some 21%	21%	21%	0%	0%
None 45%	40%	33%	5%	12%
How many of your coop board approval packages subn				
All 3%	2%	2%	1%	1%
Some 10%	3%	7%	7%	3%
None 87%	96%	92%	-9%	-5%
2 Did you complete any rental transactions this quarter?	?			
Yes 63%	50%	59%	13%	4%
No 37%	50%	41%	-13%	-4%
3 Were the majority of closed rental transactions above,		- 01		
Above 2%	4%	2%	-2%	0%
At 75% Below 23%	57% 39%	59%	18%	16%
25%	37%	38%	-16%	-15%
In what price range did most of your closed rental tran	sactions occu	ır?		
Under \$1,500 4%	5%	4%	-1%	0%
\$1,501- \$2,000 10%	13%	13%	-3%	-3%
\$2,001 - \$2,500	9%	13%	2%	-2%
\$2,501 - \$3,000	17%	18%	3%	2%
	13%	11% 9%	1%	3%
\$3,001 - \$3,500 14% \$3,501 - \$4,000 9%	12%		-3%	0%

25 Where did most of your rental to	ransactions occur?				
Manhattan	83%	85%	88%	-2%	-5%
Brooklyn	13%	12%	10%	1%	3%
Bronx	2%	2%	2%	0%	0%
Queens	2%	2%	0%	0%	2%
Staten Island	0%	0%	0%	0%	0%
26 What type of apartment were m	ost of your clients inte	rested in?			
Studio	8%	7%	8%	1%	0%
1 Bedroom	41%	41%	40%	0%	1%
2 Bedroom	39%	37%	39%	2%	0%
3 Bedroom	9%	13%	11%	-4%	-2%
4+ Bedroom	3%	2%	1%	1%	2%
27 How many of your closed rental	transactions were in d	oorman huild	lings?		
All	44%	45%	46%	-1%	-2%
Some	24%	28%	28%	-4%	-4%
None	32%	27%	26%	5%	6%
28 Compared to last quarter, the re	sidential market is:				
Much Better	12%	21%	n/a	-9%	n/a
Slightly Better	34%	46%	n/a	-12%	n/a
Same	30%	22%	n/a	8%	n/a
Worse	22%	10%	n/a	12%	n/a
Much Worse	2%	1%	n/a	1%	n/a
29 Compared to this quarter, I expe	ect next quarter's resid	ential market	to be:		
Much Better	9%	21%	n/a	-12%	n/a
Slightly Better	29%	51%	n/a	-22%	n/a
Same	39%	25%	n/a	14%	n/a
Worse	21%	2%	n/a	19%	n/a
Much Worse	1%	1%	n/a	0%	n/a
30 Did vou use neighborhood name	s (ia DUMRO FiDi S	oHo oto) wi	han markatina	a posidontial	nronorty?
Yes	59%	n/a	nen markeung n/a	n/a	n/a
No	41%	n/a	n/a	n/a	n/a
140	41 /0	II/ a	11/ a	11/ a	11/ a
31 When using neighborhood name			id you find yo	ur clients to b	e
compared to properties markete		d names.			
More Responsive	40%	n/a	n/a	n/a	n/a
Equally Responsive	55%	n/a	n/a	n/a	n/a
Less Responsive	4%	n/a	n/a	n/a	n/a