



4Q22 Brooklyn The Corcoran Report

FREQUENTLY ASKED QUESTIONS

Where can I find the report online?

The report is available online in several places. You can choose from the following options:

1. Access it directly from our [media server](#)
2. On [eCorcoran's Market Research section](#)
3. Read the 4Q 2022 post on [Inhabit](#)

Is the Brooklyn 4Q 2022 report template available in Marketing Center?

Yes, if you are a Manhattan or Brooklyn agent, the template will be available in the next few days in the Marketing Center with sample text from the report.

When will the other 4Q 2022 reports be released?

The Coastal Palm Beaches and Miami reports will be released on Thursday, January 19. The East End report will be released on Thursday, January 26.

What are the guidelines for referrals between Corcoran regions?

Guidelines for referrals between Corcoran regions is included in each region's policy manual, which is available on eCorcoran.

Why are the findings of The Corcoran Report different from other reports like MillerSamuel / Brown Harris Stevens / REBNY?

By and large, the essential message of the various reports is consistent. In some instances, the various market reports do not arrive at the same conclusions. The reason is that although there are a finite number of sales to be quantified, pinpointing that data set with perfect accuracy is impossible within the constraints of the report process.

The report timing is driven by an industry-wide timetable. Closings that take place in the last week of the quarter, for example, won't reach the public record in time to be present in the report's data set. Additionally, Corcoran might know about a closing late in the quarter that does not reach competitors in time for inclusion, or vice versa.

As the data sets diverge, the results start to drift apart. In addition, reports can also differ based on methodology. For example, how inventory should be counted is debatable. Corcoran does not include "shadow inventory" – new development properties constructed but not yet available for sale – in our inventory figure, but others may.

As a result of these factors, all reports have a small margin of error of +/-3%. Rest assured, the sales data that we use for the quarter delivers an accurate approximation of what happened. If clients ask about discrepancies, you can simply note that it is due to timing and differences in methodology.