

Elliman Report

Q2-2025 Brooklyn, NY Sales

Co-Op, Condo & 1-3 Family Dashboard

YEAR-OVER-YEAR

+ 0.5%
Prices
Median Sales Price

= 0.0 mos
Pace
Months of Supply

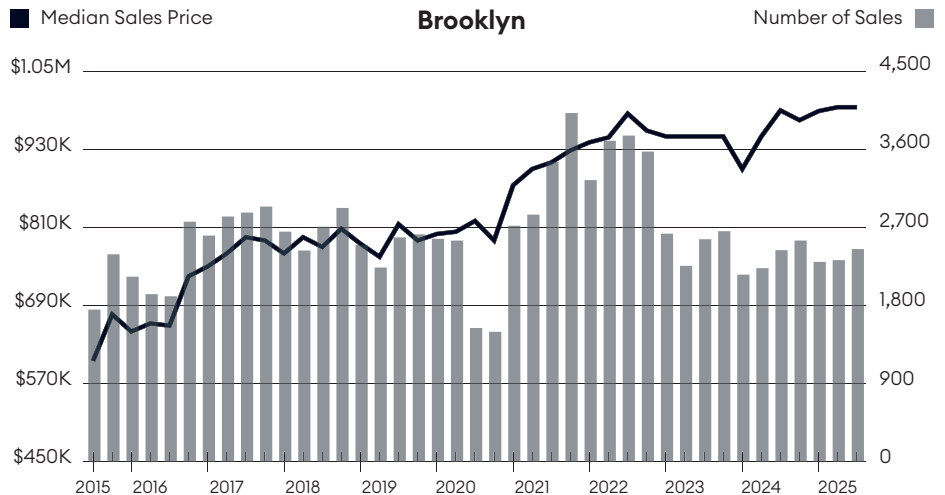
+ 0.5%
Sales
Closed Sales

+ 0.5%
Inventory
Total Inventory

- 11 days
Marketing Time
Days on Market

- 0.1%
Negotiability
Listing Discount

- Median and average sales prices reached new highs for the second consecutive quarter
- Sales rose annually for the third time as listing inventory increased for the fifth time
- Cash and financed sales increased consistently year over year



Brooklyn Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,323,118	3.2%	\$1,281,704	5.1%	\$1,258,799
Median Sales Price	\$995,000	0.0%	\$995,000	0.5%	\$990,000
Number of Sales (Closed)	2,428	5.5%	2,301	0.5%	2,415
Days on Market (From Last List Price)	69	-8.0%	75	-13.8%	80
Listing Discount (From Last List Price)	2.2%		2.7%		2.3%
Listing Inventory	3,363	27.6%	2,635	0.5%	3,345
Months of Supply	4.2	23.5%	3.4	0.0%	4.2
Year-to-Date	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price (YTD)	\$1,302,967	N/A	N/A	6.3%	\$1,225,778
Median Sales Price (YTD)	\$995,000	N/A	N/A	2.1%	\$975,000
Number of Sales (YTD)	4,729	N/A	N/A	2.3%	4,624

There were more sales with additional price records.

Sales rose annually for the third time as price trend indicators continued to push higher to new records. There were 2,428 closings, a 0.5% rise from the same quarter last year, but they were 6.8% less than the decade average of 2,604. The listing inventory grew at the same rate as sales, reaching a total of 3,363. With sales rising at the same rate as listings, market activity stabilized. The months of supply, how long it takes to sell all listings at the current sales rate, stood at

4.2 months, the same as the previous year's quarter but slower than the decade average of 3.6 months. The share of bidding wars was 22.5%, up from 18.6% last year. In bidding wars, the average premium was 6.2% over the asking price. The listing discount, the average difference between the last asking price and the final sale price, was 2.2%, lower than the previous year and the decade average of 3.3%. Condos represented 764 sales, a 9.7% annual decline that accounted



Prepared by Miller Samuel Real Estate Appraisers & Consultants

for 31.5% of total transactions. The condo median sales price was \$1,045,000, the third-highest on record, and bidding wars accounted for 16.2% of their sales. Co-ops accounted for 20.9% of the market, with 508 sales, representing a 10.4% increase over the same period last year. Co-op median sales price was \$520,000, while bidding wars accounted for 32.9% of all sales. 1-3 family sales accounted for 1,156 sales, representing a 4.2% increase from the previous year, accounting for 47.6% of borough sales. All price trend indicators for 1-3 family sales were at

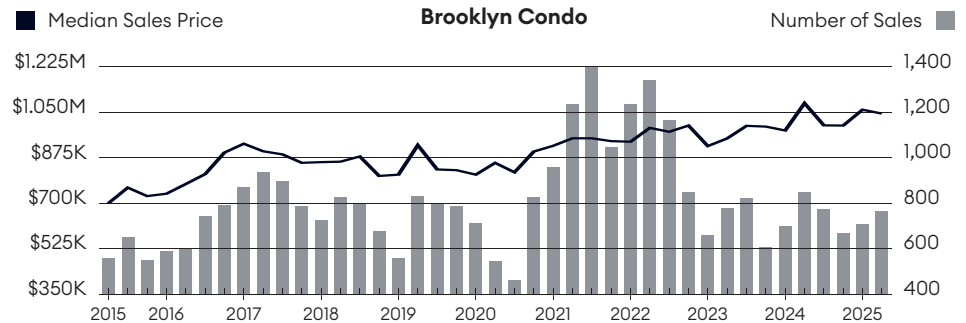
record levels in the quarter, with the median sales price remaining at a record \$1.2 million for the second consecutive quarter. At the same time, bidding wars accounted for 21.3% of sales of 1-3 family homes. New development sales accounted for 10.9% of the borough's closings and 34.7% of its condo sales. Sales of new development condo units dropped 36.8% year over year to 265, significantly below the decade average of 344 for the second quarter. The median sales price for new development condos remained at \$1.2

million, unchanged from the previous year. The luxury segment, which accounts for the top 10% of sales, starting at \$2,370,000, the highest on record, had a median sales price of \$2,980,000, a 1.7% increase from last year. Using a threshold of \$2 million, sales below the threshold decreased by 2.5% year over year, while sales above the threshold increased by 19.6%. The non-luxury market, which accounts for the remaining 90% of sales in the quarter, saw a modest 2.1% decline in median sales price to \$900,000.

Condos

- Median sales price declined annually from an all-time high to the third highest on record
- Sales declined annually for the first time in three quarters
- After four quarters of strong growth, listing inventory slipped year over year

Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$2,450,000	-1.8%
4/5	\$1,520,100	-3.5%
3/5	\$1,045,000	-3.7%
2/5	\$768,900	0.7%
1/5	\$521,016	2.7%

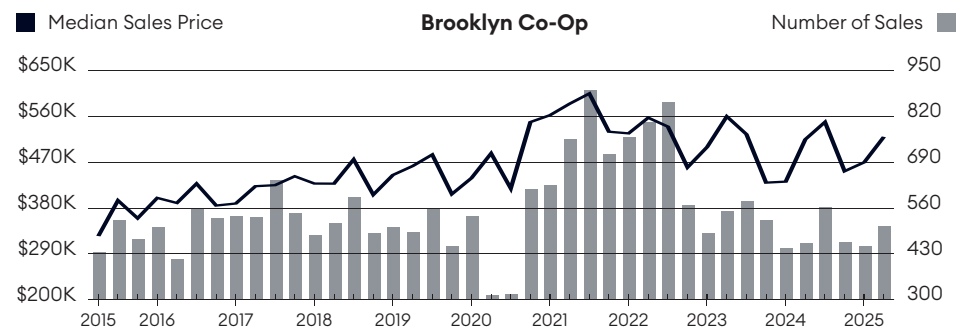


Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,328,288	0.9%	\$1,316,426	-2.6%	\$1,363,961
Average Price Per Sq Ft	\$1,131	-2.7%	\$1,162	-4.2%	\$1,181
Median Sales Price	\$1,045,000	-1.4%	\$1,060,000	-3.7%	\$1,085,000
Number of Sales (Closed)	764	8.4%	705	-9.7%	846
Days on Market (From Last List Date)	58	-9.4%	64	-23.7%	76
Listing Discount (From Last List Price)	1.3%		1.8%		2.2%
Listing Inventory	1,184	3.5%	1,144	-0.3%	1,187
Months of Supply	4.6	-6.1%	4.9	9.5%	4.2

Co-Op

- Median sales price increased year over year for the fourth time
- Sales increased year over year for the second time
- Listing inventory declined year over year for the first time in five quarters

Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$1,643,000	-4.8%
4/5	\$799,000	-0.1%
3/5	\$520,000	1.0%
2/5	\$375,300	2.8%
1/5	\$243,500	3.6%

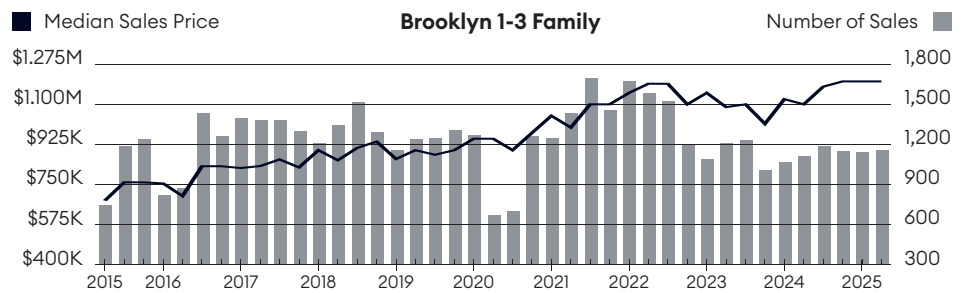


Co-Op Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$750,536	12.4%	\$668,012	-4.2%	\$783,778
Median Sales Price	\$520,000	10.6%	\$470,000	1.0%	\$515,000
Number of Sales (Closed)	508	12.1%	453	10.4%	460
Days on Market (From Last List Date)	72	-11.1%	81	-13.3%	83
Listing Discount (From Last List Price)	-0.5%		0.5%		-2.8%
Listing Inventory	693	6.3%	652	-7.0%	745
Months of Supply	4.1	-4.7%	4.3	-16.3%	4.9

1-3 Family

- All price trend indicators increased annually to new records
- Sales increased year over year for the third time
- Listing inventory rose annually for the first time in three quarters

Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$2,850,000	22.6%
4/5	\$1,686,755	12.5%
3/5	\$1,200,000	9.1%
2/5	\$870,000	2.4%
1/5	\$598,198	-1.9%



1-3 Family Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,571,320	4.5%	\$1,503,509	14.2%	\$1,375,609
Average Price Per Sq Ft	\$829	7.4%	\$772	10.8%	\$748
Median Sales Price	\$1,200,000	0.0%	\$1,200,000	9.1%	\$1,100,000
Number of Sales (Closed)	1,156	1.1%	1,143	4.2%	1,109
Days on Market (From Last List Date)	82	-3.5%	85	-1.2%	83
Listing Discount (From Last List Price)	9.8%		-2.2%		4.8%
Listing Inventory	1,486	77.1%	839	5.2%	1,413
Months of Supply	3.9	77.3%	2.2	2.6%	3.8

North

- Average and median sales prices increased year over year
- Sales declined year over year for the second time

South

- Average sales price increased while median sales prices decreased year over year
- Sales rose year over year for the fourth time

East

- Median and average sales prices rose again to record highs
- Sales rose annually for the second time in three quarters

Northwest

- Average sales price increased while median sales price was unchanged year over year
- Sales rose year over year for the third time

Brownstone

- Average sales price increased while median sales price was unchanged year over year
- Sales surged annually for the third time

North Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,703,429	-3.3%	\$1,762,441	4.9%	\$1,623,651
Average Price Per Sq Ft	\$1,141	-16.5%	\$1,367	-3.1%	\$1,178
Condo	\$1,062	-22.0%	\$1,361	-11.3%	\$1,197
Median Sales Price	\$1,490,000	-6.9%	\$1,600,000	3.7%	\$1,437,500
Number of Sales (Closed)	240	32.6%	181	-18.9%	296

South Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$994,536	-1.8%	\$1,013,148	6.1%	\$936,985
Median Sales Price	\$795,000	-2.3%	\$813,378	-1.9%	\$810,000
Condo	\$679,500	-3.6%	\$705,000	-0.4%	\$682,025
Co-Op	\$360,000	5.9%	\$340,000	-0.6%	\$362,000
1-3 Family	\$1,075,000	-2.3%	\$1,100,000	7.6%	\$999,000
Number of Sales (Closed)	1,201	2.1%	1,176	3.2%	1,164

East Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,207,019	6.2%	\$1,137,032	13.6%	\$1,062,190
Median Sales Price	\$1,030,000	3.5%	\$995,000	11.4%	\$925,000
Condo	\$874,000	-9.0%	\$960,660	16.5%	\$750,000
1-3 Family	\$1,170,000	17.0%	\$999,999	15.9%	\$1,009,086
Number of Sales (Closed)	455	2.5%	444	0.2%	454

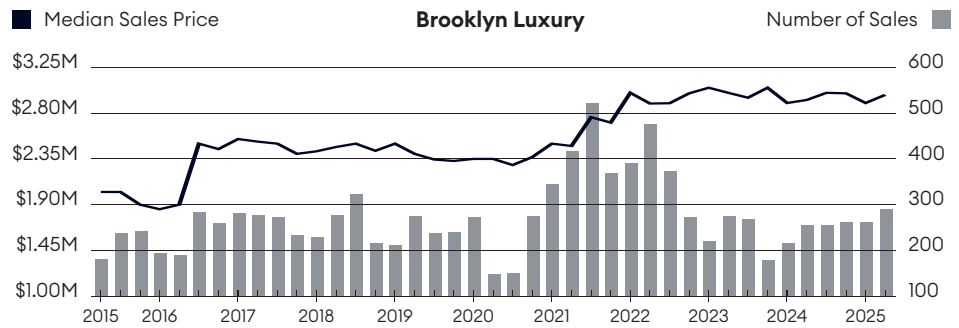
Northwest Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,992,626	6.7%	\$1,867,789	1.2%	\$1,969,089
Median Sales Price	\$1,500,000	3.7%	\$1,446,000	0.0%	\$1,500,000
Condo	\$1,620,000	8.4%	\$1,495,000	0.9%	\$1,604,800
Co-Op	\$899,500	-2.2%	\$920,000	-10.0%	\$999,000
1-3 Family	\$2,998,000	11.0%	\$2,700,000	0.0%	\$2,997,000
Number of Sales (Closed)	532	6.4%	500	6.2%	501

Brownstone Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$3,824,342	20.7%	\$3,168,114	11.7%	\$3,423,283
Average Price Per Sq Ft	\$2,218	32.2%	\$1,678	9.1%	\$2,033
Median Sales Price	\$2,998,000	11.0%	\$2,700,000	0.0%	\$2,997,000
1-Family	\$2,995,000	16.3%	\$2,575,000	-12.2%	\$3,412,589
2-Family	\$2,761,000	10.4%	\$2,500,000	-6.4%	\$2,949,500
3-Family	\$3,998,500	40.3%	\$2,850,000	61.6%	\$2,475,000
Number of Sales (Closed)	105	-7.9%	114	25.0%	84

Luxury

- Price trend indicators rose annually
- Listing inventory rose year over year for the fourth time
- The luxury entry threshold was the highest on record for the second time

Luxury Mix	Sales Share	Median Sales Price
Condos	29.8%	\$2,862,500
Co-Ops	6.6%	\$2,900,000
1-3 Family	63.7%	\$3,000,000

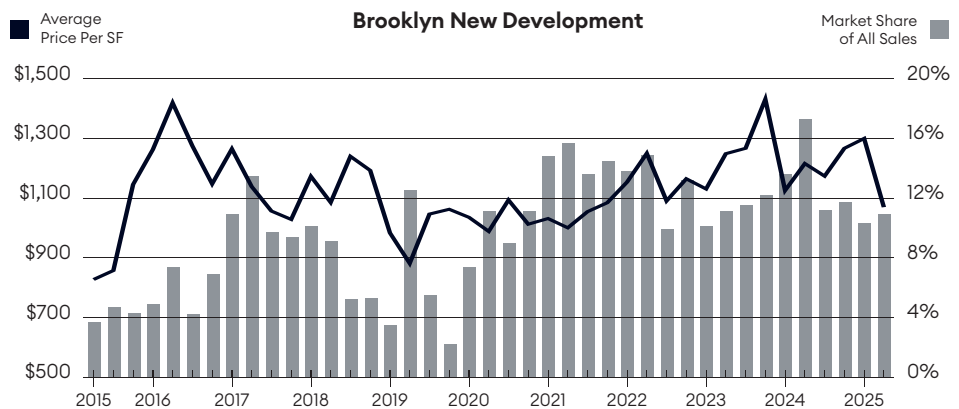


Luxury Matrix (Top 10% of Sales)	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$3,649,868	4.7%	\$3,485,053	4.9%	\$3,479,675
Median Sales Price	\$2,980,000	2.8%	\$2,900,000	1.7%	\$2,930,000
Number of Sales (Closed)	289	11.2%	260	13.3%	255
Days on Market (From Last List Date)	68	7.9%	63	-29.9%	97
Listing Discount (From Last List Price)	2.9%		1.4%		2.2%
Listing Inventory	444	87.3%	237	117.6%	204
Months of Supply	4.6	70.4%	2.7	91.7%	2.4
Entry Price Threshold	\$2,370,000	1.9%	\$2,325,000	4.2%	\$2,275,000

New Development Condos

- Median sales price was unchanged year over year
- Sales fell year over year for the second time
- Listing inventory slipped annually for the first time in five quarters

New Development Mix	Condo Sales Share	Median Sales Price
< \$1M	45.7%	\$650,000
\$1M - \$3M	49.4%	\$1,695,000
> \$3M	4.9%	\$3,725,000



New Development Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,414,333	-8.1%	\$1,539,704	-7.7%	\$1,531,912
Average Price Per Sq Ft	\$1,070	-17.7%	\$1,300	-12.0%	\$1,216
Median Sales Price	\$1,200,000	-4.0%	\$1,250,457	0.0%	\$1,200,000
Number of Sales (Closed)	265	11.3%	238	-36.8%	419
Days on Market (From Last List Date)	60	-14.3%	70	-33.3%	90
Listing Discount (From Last List Price)	1.3%		1.6%		2.8%
Listing Inventory	466	4.3%	447	-2.1%	476
Months of Supply	5.3	-5.4%	5.6	55.9%	3.4
Sales Share of All Condos	34.7%		33.8%		49.5%

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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