

Elliman Report

Q4-2025 Brooklyn, NY Sales

Co-Op, Condo & 1-3 Family Dashboard

YEAR-OVER-YEAR

+ 0.1%
Prices
Median Sales Price

+ 0.4 mos
Pace
Months of Supply

- 0.4%
Sales
Closed Sales

+ 10.5%
Inventory
Total Inventory

- 7 days
Marketing Time
Days on Market

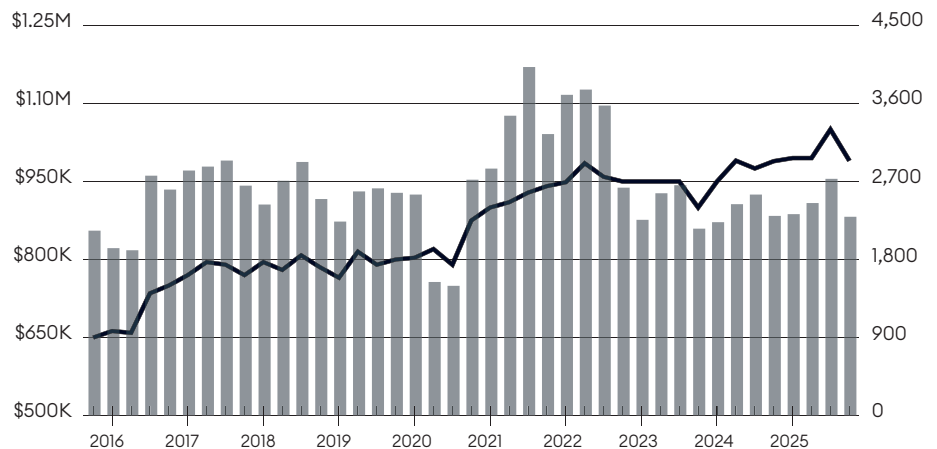
- 0.1%
Negotiability
Listing Discount

- Median and average rose annually to the third-highest on record
- Sales slipped nominally year over year as listing inventory expanded over the same period
- Financed sales saw an expanded market share while cash buyers slipped to four out of ten sales

■ Median Sales Price

Brooklyn

■ Number of Sales



Brooklyn Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,306,113	-5.9%	\$1,388,463	3.8%	\$1,258,231
Median Sales Price	\$990,000	-5.7%	\$1,050,000	0.1%	\$989,000
Number of Sales (Closed)	2,271	-16.0%	2,705	-0.4%	2,281
Days on Market (From Last List Date)	65	10.2%	59	-9.7%	72
Listing Discount (From Last List Price)	2.4%		1.1%		2.5%
Listing Inventory	2,550	-25.4%	3,417	10.5%	2,307
Months of Supply	3.4	-10.5%	3.8	13.3%	3.0
Year-to-Date	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price (YTD)	\$1,327,599	N/A	N/A	7.2%	\$1,238,614
Median Sales Price (YTD)	\$998,000	N/A	N/A	1.8%	\$980,000
Number of Sales (YTD)	9,704	N/A	N/A	2.9%	9,430

Average and median sales prices approached new records as sales stabilized.

Housing prices pressed higher as sales growth stabilized. The median sales price edged up 0.1% year over year to \$990,000, the third-highest on record. The average sales price followed the same pattern, rising by 3.8% to \$1,306,113 over the same period. The market share of bidding wars was 22.5%, up from 19.2% last year. In bidding wars, the average premium was 6% over the last asking price. The bidding war record was set three years ago at 30.6% coming out of the pandemic era. After four quarters of year over year sales growth, sales

slipped nominally by 0.4% to 2,271, which was 10.7% below the decade average for the fourth quarter. Sales above the \$2 million threshold increased 5.1% while sales below the threshold slipped 1.4% annually. The expansion of listing inventory continued for the seventh time, but supply remained tight. There were 2,550 listings at the end of the quarter, up 10.5% annually and 2.3% above the fourth quarter average for the decade. Evidence of the long-term pattern of inadequate listing inventory can be seen in the 22.5% market share of bidding wars, our



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proxy for sales, where the price paid was above the last list price. The average premium paid for those sales was 6%. With sales slipping and listings rising annually, the market pace slowed. The months of supply, the number of months it takes to sell all listings at the current sales rate, stood at 3.4 months, 13.3% slower than the previous year's quarter and about the same pace as the decade average of 3.4 months. The market share of cash sales was 40.5%, down slightly from the 44.3% set in the same quarter last year. The market share of cash sales has remained above the 40% threshold for more than 2 years. Cash sales fell 8.9% annually while financed sales rose 6.3%, a reflection of the

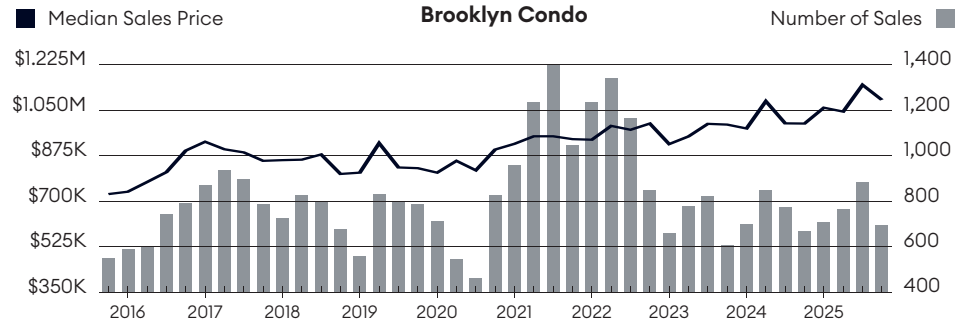
demand created by sliding mortgage rates over the quarter. The listing discount, the average difference between the last asking price and the final sale price, was 2.4%, nominally lower than the prior year quarter average of 2.5% and tighter than the decade average of 2.8%. The days on market averaged 65 days, down 9.7% from 72 days in the year-ago quarter and significantly below the fourth quarter decade average of 80 days. The luxury segment, which accounted for the top 10% of sales, starting at \$2,425,000, the highest on record, resulted in the second-highest median sales price on record of \$3,100,000, up 3.5% from last year. The non-luxury market,

or the remaining 90% of sales in the quarter, saw the average and median sales price rise around 4% annually, each to the second-highest on record. New development condo sales accounted for 29.7% of all Brooklyn condo sales but fell 23.1% year over year due to a sharp drop in listing inventory. Their supply fell 17.7% over the same period for the third straight decline. The median sales price for new development condos was \$1,237,500, up 17.3% from the previous year. The jump was primarily attributable to the 32.4% surge in average sales size to 1,429 square feet.

Condos

- Median sales price increased annually to the second-highest on record
- Sales rose year over year for the fourth time in five quarters
- Listing inventory declined year over year for the third time at a rising rate

Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$2,600,000	4.0%
4/5	\$1,575,000	5.0%
3/5	\$1,090,000	9.1%
2/5	\$753,809	5.4%
1/5	\$500,000	8.1%

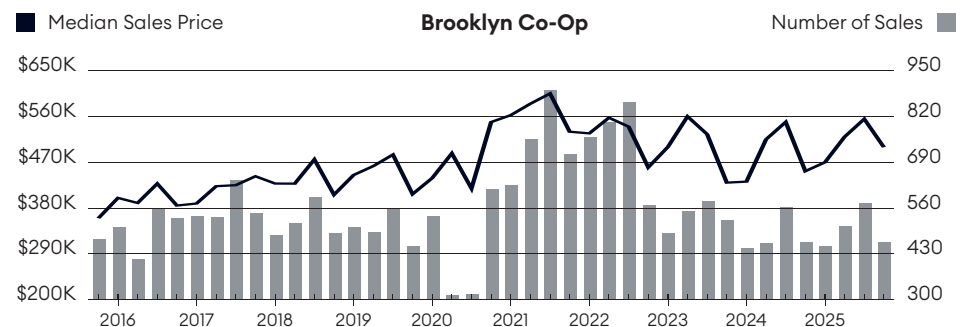


Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,369,227	-2.4%	\$1,403,101	6.7%	\$1,283,116
Average Price Per Sq Ft	\$1,128	4.9%	\$1,075	-5.8%	\$1,197
Median Sales Price	\$1,090,000	-5.0%	\$1,147,766	9.1%	\$999,000
Number of Sales (Closed)	693	-21.6%	884	3.7%	668
Days on Market (From Last List Date)	59	15.7%	51	-1.7%	60
Listing Discount (From Last List Price)	1.6%		0.3%		1.9%
Listing Inventory	905	-22.1%	1,162	-8.5%	989
Months of Supply	3.9	0.0%	3.9	-11.4%	4.4

Co-Op

- Median sales price increased annually for the sixth time at the highest rate in four years
- After three quarters of annual increases, sales were flat this quarter
- Listing discount reflected a premium for the past three quarters

Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$1,538,573	8.8%
4/5	\$750,000	3.0%
3/5	\$499,500	10.4%
2/5	\$336,500	-2.8%
1/5	\$239,000	-2.7%

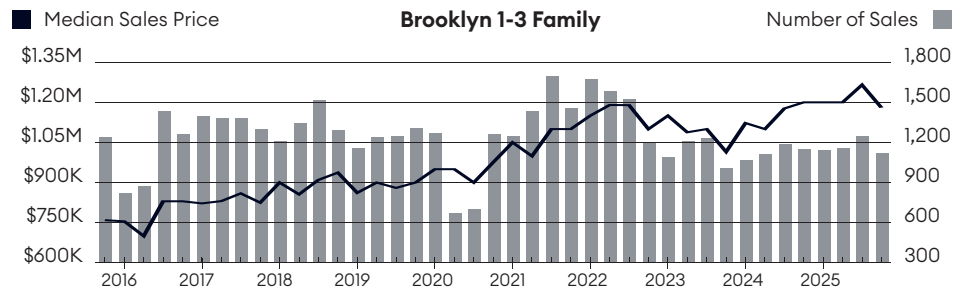


Co-Op Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$699,396	-9.2%	\$770,663	4.3%	\$670,705
Median Sales Price	\$499,500	-10.0%	\$555,000	10.4%	\$452,500
Number of Sales (Closed)	462	-19.4%	573	0.0%	462
Days on Market (From Last List Date)	64	8.5%	59	-8.6%	70
Listing Discount (From Last List Price)	-0.2%		-1.0%		-0.1%
Listing Inventory	580	-21.6%	740	10.1%	527
Months of Supply	3.8	-2.6%	3.9	11.8%	3.4

1-3 Family

- Median sales price slipped year over year for the first time in nearly two years
- Sales declined annually for the first time in four quarters
- Listing inventory surged annually for the second time

Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	\$2,700,000	0.0%
4/5	\$1,600,000	-0.6%
3/5	\$1,180,000	-1.7%
2/5	\$880,000	1.1%
1/5	\$600,000	0.0%



1-3 Family Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,518,088	-8.6%	\$1,661,748	2.6%	\$1,479,616
Average Price Per Sq Ft	\$709	-20.6%	\$893	-10.3%	\$790
Median Sales Price	\$1,180,000	-6.7%	\$1,265,297	-1.7%	\$1,200,000
Number of Sales (Closed)	1,116	-10.6%	1,248	-3.0%	1,151
Days on Market (From Last List Date)	73	5.8%	69	-17.0%	88
Listing Discount (From Last List Price)	-6.9%		6.2%		4.0%
Listing Inventory	1,065	-29.7%	1,515	34.6%	791
Months of Supply	2.9	-19.4%	3.6	38.1%	2.1

North

- Average and median sales prices were the highest on record
- Sales increased year over year for the second time

South

- Average sales price was the highest, while median sales price rose to the second-highest on record
- Sales slipped year over year for the second time

East

- Average and median sales prices slipped year over year for the second time
- Sales rose year over year for the third time

Northwest

- Average sales price was the third highest on record
- Sales declined annually for the first time in five quarters

Brownstone

- Average and median sales prices rose year over year
- Sales declined annually for the first time in five quarters

North Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,876,986	2.7%	\$1,828,505	1.3%	\$1,853,529
Average Price Per Sq Ft	\$1,129	7.7%	\$1,048	-18.3%	\$1,382
Condo	\$1,133	19.5%	\$948	-21.1%	\$1,436
Median Sales Price	\$1,675,000	6.3%	\$1,575,000	8.1%	\$1,550,000
Number of Sales (Closed)	213	-18.4%	261	4.9%	203

South Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,042,236	1.1%	\$1,030,835	4.5%	\$997,077
Median Sales Price	\$836,250	-1.6%	\$850,000	2.5%	\$816,250
Condo	\$699,500	3.2%	\$677,500	9.0%	\$641,498
Co-Op	\$350,000	0.0%	\$350,000	1.4%	\$345,000
1-3 Family	\$1,050,000	-5.4%	\$1,110,000	-3.7%	\$1,090,000
Number of Sales (Closed)	1,160	-6.7%	1,243	-0.1%	1,161

East Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,104,016	-5.5%	\$1,168,831	-0.1%	\$1,104,854
Median Sales Price	\$947,363	-3.8%	\$985,000	-2.8%	\$975,000
Condo	\$782,500	-9.8%	\$867,500	-1.2%	\$792,070
1-3 Family	\$1,049,428	-4.6%	\$1,100,000	-1.7%	\$1,067,500
Number of Sales (Closed)	424	-12.8%	486	3.2%	411

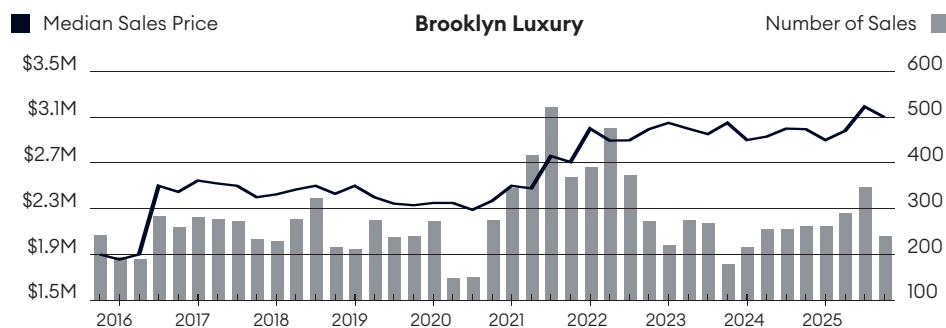
Northwest Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,876,133	-6.1%	\$1,998,843	7.6%	\$1,743,194
Median Sales Price	\$1,447,867	-7.8%	\$1,570,000	-0.1%	\$1,450,000
Condo	\$1,575,000	-4.5%	\$1,649,000	6.4%	\$1,480,000
Co-Op	\$920,000	-5.6%	\$975,000	10.2%	\$835,000
1-3 Family	\$3,100,000	-8.1%	\$3,375,000	7.1%	\$2,893,500
Number of Sales (Closed)	474	-33.7%	715	-6.3%	506

Brownstone Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$3,505,220	-5.3%	\$3,702,317	5.4%	\$3,325,132
Average Price Per Sq Ft	\$1,665	-25.4%	\$2,231	-6.8%	\$1,786
Median Sales Price	\$3,100,000	-8.1%	\$3,375,000	7.1%	\$2,893,500
1-Family	\$3,135,000	-16.4%	\$3,750,000	20.6%	\$2,600,000
2-Family	\$3,402,000	4.7%	\$3,250,000	19.8%	\$2,840,000
3-Family	\$2,900,000	-14.6%	\$3,397,000	-3.3%	\$2,997,500
Number of Sales (Closed)	85	-43.0%	149	-15.0%	100

Luxury

- Median sales price rose to the second-highest on record
- Listing inventory increased annually for the sixth time
- The luxury entry threshold was the highest on record for the fourth time

Luxury Mix	Sales Share	Median Sales Price
Condos	37.0%	\$2,912,500
Co-Ops	2.9%	\$2,906,013
1-3 Family	60.1%	\$3,220,000

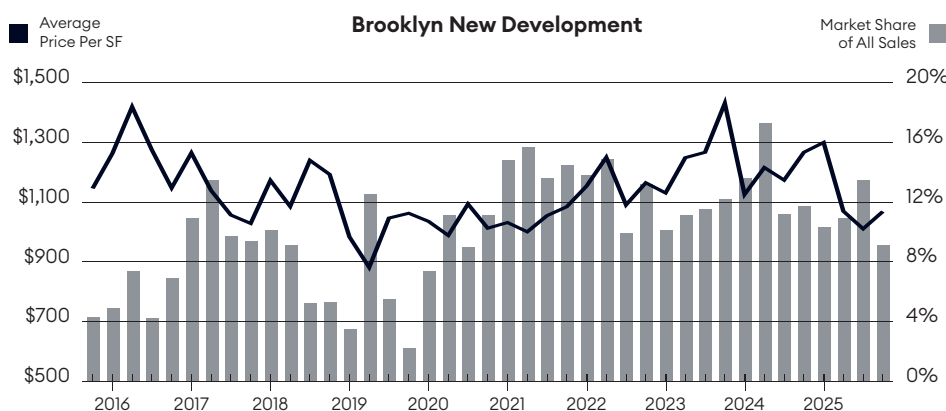


Luxury Matrix (Top 10% of Sales)	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$3,756,429	1.9%	\$3,686,676	9.7%	\$3,424,862
Median Sales Price	\$3,100,000	-2.9%	\$3,191,500	3.5%	\$2,995,000
Number of Sales (Closed)	238	-31.4%	347	-8.5%	260
Days on Market (From Last List Date)	58	-9.4%	64	-20.5%	73
Listing Discount (From Last List Price)	1.9%		-0.2%		2.9%
Listing Inventory	252	-39.0%	413	18.9%	212
Months of Supply	3.2	-11.1%	3.6	33.3%	2.4
Entry Price Threshold	\$2,425,000	0.4%	\$2,415,000	5.5%	\$2,299,000

New Development Condos

- Average and median sales prices surged higher year over year
- Sales dropped year over year for the third time in four quarters
- Listing inventory declined annually for the third time

New Development Mix	Condo Sales Share	Median Sales Price
< \$1M	44.7%	\$639,059
\$1M - \$3M	46.6%	\$1,970,000
> \$3M	8.7%	\$3,397,500



New Development Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$1,527,156	-4.7%	\$1,602,311	11.7%	\$1,367,454
Average Price Per Sq Ft	\$1,069	5.7%	\$1,011	-15.6%	\$1,267
Median Sales Price	\$1,237,500	-9.4%	\$1,365,500	17.3%	\$1,055,000
Number of Sales (Closed)	206	-43.7%	366	-23.1%	268
Days on Market (From Last List Date)	67	19.6%	56	3.1%	65
Listing Discount (From Last List Price)	1.6%		0.6%		2.0%
Listing Inventory	396	-2.5%	406	-17.7%	481
Months of Supply	5.8	75.8%	3.3	7.4%	5.4
Sales Share of All Condos	29.7%		41.4%		40.1%

Questions or comments? Email report author
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Methodology: millersamuel.com/research-reports/methodology

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