

Q4 2025

Brooklyn Market Report

SERHANT.

Letter From Coury



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Director of Research

The Brooklyn market posted a modest increase in sales in the fourth quarter, even as signed contracts and new listings declined. Elevated interest rates, higher price levels, and limited inventory continued to weigh on overall activity. Median sale prices held steady year over year, supported by strength in the condominium market, where prices rose 6.9%, while single-family home prices remained largely unchanged. On an annual basis, the average price per square foot increased 6.3%, reflecting continued price appreciation across the borough. Luxury condo sales above \$2M surged 36%, though signed contracts at this price point fell 20%, indicating that much of the most desirable inventory had already been absorbed. Supply constraints intensified, with new listings down 13% annually and 27% from the prior quarter. Signed contract pricing increased 4.7% in East Brooklyn but declined in the other submarkets. Despite these challenges, Brooklyn remains a market defined by strong demand, with limited inventory and higher pricing continuing to be the primary hurdles for buyers.

Market Highlights:

Average Price

\$1,333,943

Year-Over-Year

3.2%

Median Price

\$998,000

Year-Over-Year

0.3%

Average PPSF

\$931

Year-Over-Year

6.5%

58%

Share of Inventory
Over \$1M

6%

Average Discount

18%

Of Properties Took
Less Than 30 Days To
Enter Contract

49.0%

Share of Closings
Over \$1M

88

Average Days on
Market

20%

Of Properties Took
Over 180 Days To
Enter Contract

Closed Sales

There were 2,325 sales in Brooklyn during the fourth quarter of 2025, a year-over-year increase of 5.3% overall and a seasonal decline of 16.0% from last quarter. Condos led growth with 12.2% more closings than this time last year and a 3.3% higher average price per square foot, the second highest on record. Houses, with 51.5% market share, followed with a 4.9% year-over-year increase in sales. Most of these sales were located in South Brooklyn, where the average price rose 2.6% compared to Q4 2024. Co-ops struggled depending on price point, with the under \$500,000 market falling 12.3% and being the primary factor in the overall 4.6% decline. The \$500,000 to \$1M and \$2M-3M markets, however, were up 8.9% and 28.6%, respectively. Homes at the \$3M and above price point had a strong performance, with 18.3% more sales.

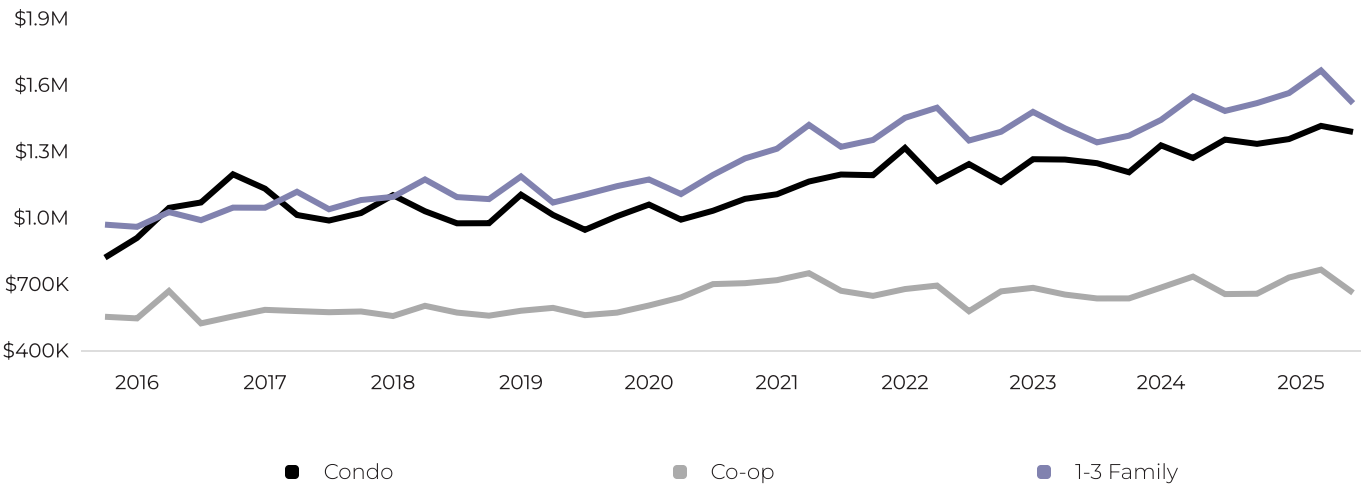
By Property Type

	% Units	Average Discount	Median Price	YoY	Average Price	YoY	Average PPSF	YoY	Average SF	YoY
Condo	31.7%	5%	\$1,122,500	6.9%	\$1,389,622	2.5%	\$1,249	3.3%	1,075	-1.1%
Co-op	16.9%	2%	\$492,500	9.4%	\$662,912	0.9%	\$800	9.4%	944	6.9%
1-3 Family	51.5%	8%	\$1,197,000	0.7%	\$1,519,460	2.4%	\$655	1.4%	2,471	-3.1%

By Location

	% Units	Average Discount	Median Price	YoY	Average Price	YoY	Average PPSF	YoY	Average SF	YoY
North Brooklyn	12.8%	5%	\$1,360,000	8.8%	\$1,614,017	4.1%	\$1,267	0.2%	1,552	9.3%
Northwest Brooklyn	24.2%	4%	\$1,550,000	3.3%	\$1,922,191	4.4%	\$1,337	7.7%	1,516	-9.2%
East Brooklyn	15.3%	5%	\$975,000	-4.4%	\$1,195,576	-2.3%	\$816	9.2%	1,852	-6.3%
South Brooklyn	47.8%	8%	\$795,891	6.1%	\$970,862	3.9%	\$613	7.9%	1,680	-2.6%

Historic Average Price Trends



Contracts Signed

Contract activity declined 14.0% year over year in the final quarter of the year, following the strong improvement in the second half of 2024, and only 6.2% from last quarter. Interestingly, co-ops were the only property type to see an increase, climbing 11.4% compared to last year, though they had the smallest market share. Condos fell 21.3% in signings and had very little price movement overall. One- to three-family homes also declined, sinking 13.8%, but saw significantly higher last asking prices, with the median price jumping 8.8% to just below \$1.6M. Slight growth was seen in the higher-end house market brackets of \$2M-3M and \$3M and above. Northwest Brooklyn remained strong among apartments, showing just a 1.3% decline for condos and a 4.0% increase for co-ops.

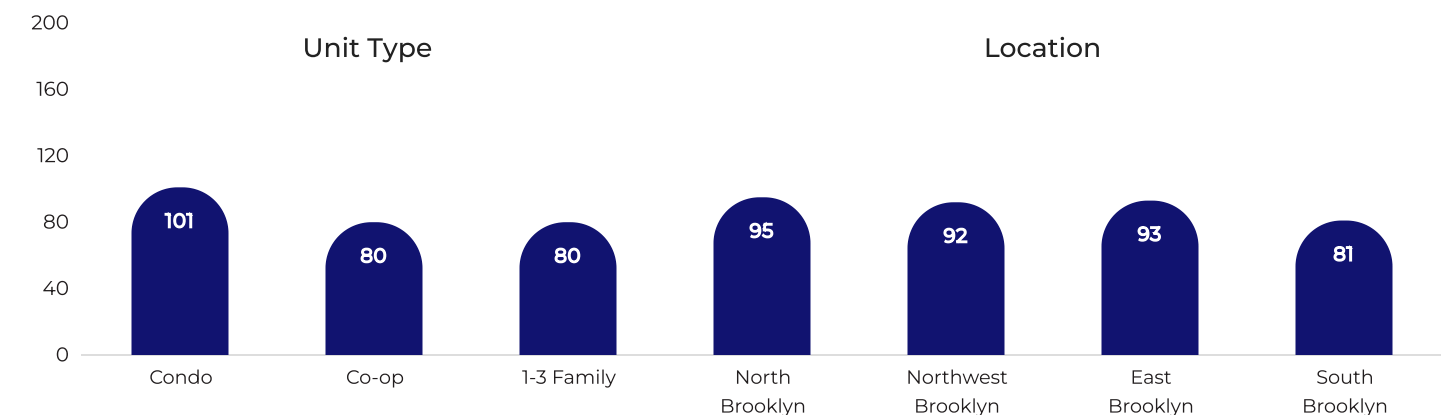
By Property Type

	% Units	Median Price	YoY	Average Price	YoY	Average PPSF	YoY	Average SF	YoY
Condo	41.4%	\$1,250,000	2.9%	\$1,492,568	0.2%	\$1,285	-1.6%	1,128	0.5%
Co-op	16.6%	\$699,000	-9.8%	\$878,498	-6.4%	\$907	-9.2%	1,035	7.1%
1-3 Family	42.0%	\$1,597,000	8.8%	\$1,971,774	4.0%	\$750	5.8%	2,614	-2.5%

By Location

	% Units	Median Price	YoY	Average Price	YoY	Average PPSF	YoY	Average SF	YoY
North Brooklyn	14.7%	\$1,384,500	-13.5%	\$1,675,224	-6.2%	\$1,320	-7.6%	1,372	-7.1%
Northwest Brooklyn	36.9%	\$1,599,000	-5.7%	\$2,033,195	-5.0%	\$1,348	2.6%	1,685	-8.9%
East Brooklyn	15.4%	\$1,350,000	13.0%	\$1,502,723	12.6%	\$833	1.5%	2,047	6.8%
South Brooklyn	33.0%	\$916,000	-1.0%	\$1,077,870	2.3%	\$625	-1.3%	1,892	2.3%

Average Days on Market



Active Listings

Inventory at the end of the year was down 1.4% year over year and 14.0% quarter over quarter. Condos and houses drove the decline, falling 4.4% and 2.7%, respectively. Asking prices were up significantly for condos, driving affordability down, with the average price per square foot climbing 7.2% year over year to \$1,283/SF. Most inventory was located in South Brooklyn, with 46.9% market share, though it was the only submarket to see a decline year over year. Lack of new listings were the primary reason for reduced inventory. Condos saw 17.4% fewer units put on the market during Q4 2025. Houses were similar with a 19.4% decrease.

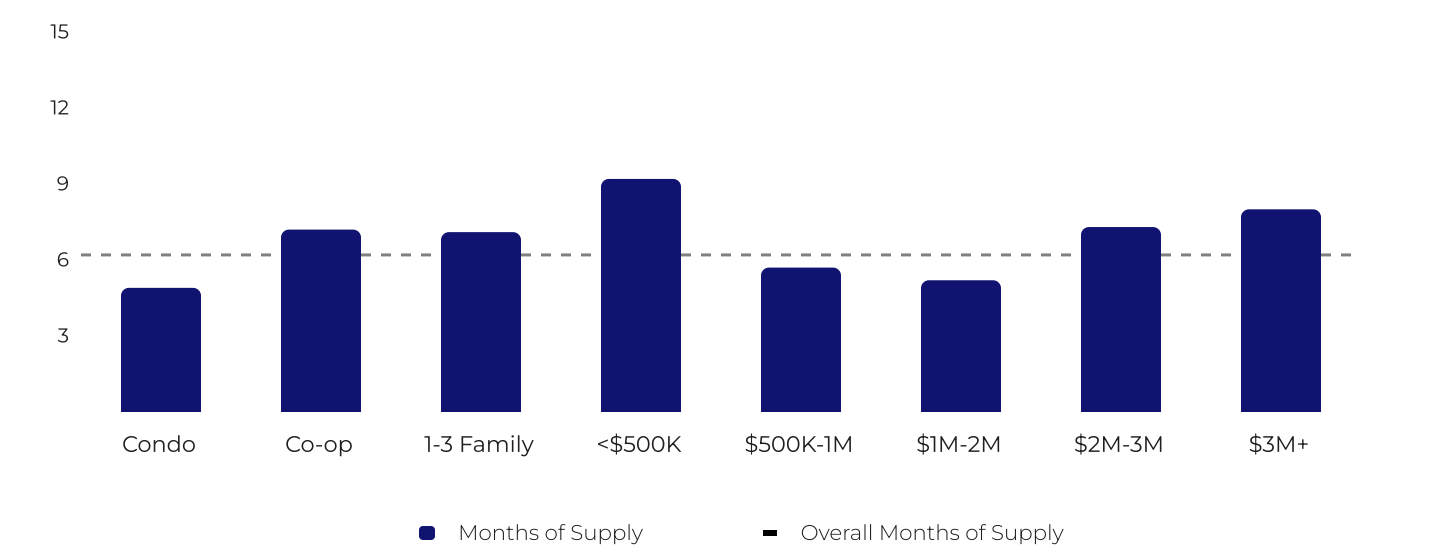
By Property Type

	% Units	Median Price	YoY	Average Price	YoY	Average PPSF	YoY	Average SF	YoY
Condo	32.8%	\$1,150,000	15.2%	\$1,585,342	11.6%	\$1,283	7.2%	1,182	1.1%
Co-op	16.8%	\$475,000	5.6%	\$672,147	8.6%	\$703	10.4%	922	-1.3%
1-3 Family	50.4%	\$1,680,000	5.1%	\$2,134,778	-7.7%	\$762	-2.7%	2,828	-6.0%

By Location

	% Units	Median Price	YoY	Average Price	YoY	Average PPSF	YoY	Average SF	YoY
North Brooklyn	14.0%	\$1,735,000	-1.6%	\$2,093,008	-4.9%	\$1,265	3.3%	1,867	-9.2%
Northwest Brooklyn	21.7%	\$1,799,000	-0.3%	\$2,531,999	-3.5%	\$1,405	3.5%	1,845	-6.1%
East Brooklyn	17.3%	\$1,300,000	4.0%	\$1,560,161	2.2%	\$804	7.2%	2,194	-7.1%
South Brooklyn	46.9%	\$899,000	-5.4%	\$1,192,699	-10.9%	\$670	-5.8%	1,924	-3.1%

Months of Supply



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