



Q3 2026

Brooklyn New Development Market Report

SERHANT.

Letter From Coury



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Director of Research

Brooklyn's new development market held steady in the third quarter of 2026, though limited inventory in key segments kept activity from reaching its potential. Closings fell 38.4% from a year ago, a comparison skewed by an exceptionally strong Q3 2025, and this quarter's 255 sales closely tracked the borough's recent contract pace. Signings were nearly unchanged from the spring and only modestly below last year, but buyers faced a narrower selection than they did a year ago. There was a total of 403 sponsor units listed at the end of the quarter, and the pullback was most pronounced among higher-priced residences. Units listed between \$2M and \$3M fell 44.7% year over year, and contracts in that range dropped 31.9% as buyers found fewer options to act on. While new listings increased overall, most of that fresh supply landed below \$2M, leaving larger and more premium homes in short supply. Contracts at \$3M and above commanded an 11.1% higher average price per square foot, and the average condo price on luxury closings climbed 26.9%. East Brooklyn led in closings growth and Northwest Brooklyn led in contract activity. Heading into the final quarter, buyer demand remains firm, and new inventory, particularly at the upper end, will be key to unlocking stronger activity across the borough.

Market Highlights:

Average Price

\$1,514,647

Year-Over-Year

-3.2%

Median Price

\$1,250,000

Year-Over-Year

-5.6%

Average PPSF

\$1,322

Year-Over-Year

-11.4%

23%

Share of Inventory
Over \$2M

23.0%

Share of Closings
Over \$2M

106

Average Days On
Market

4%

Average
Discount

Closed Sales

There were 255 new development sales in Brooklyn during the third quarter of 2026, a 38.4% decrease year over year and a 28.4% seasonal decline. The annual drop reflects an unusually strong Q3 2025, as closings this quarter landed in line with the steady pace of roughly 230 to 250 contracts signed per quarter over the past year. Properties under \$1M held up best, comprising 44.3% of closings, with the \$500K-1M bracket seeing the smallest decline of any major price range. The \$3M and above segment saw fewer trades but commanded a 26.9% higher average condo price. East Brooklyn was a standout for growth, with closings up 31.8% year over year, sales volume up 44.0%, and the condo median price climbing 16.6%. South Brooklyn also rebounded, up 33.3% in closings quarter over quarter, with buyers trading much larger units at a 21.3% higher average size than Q3 2025.

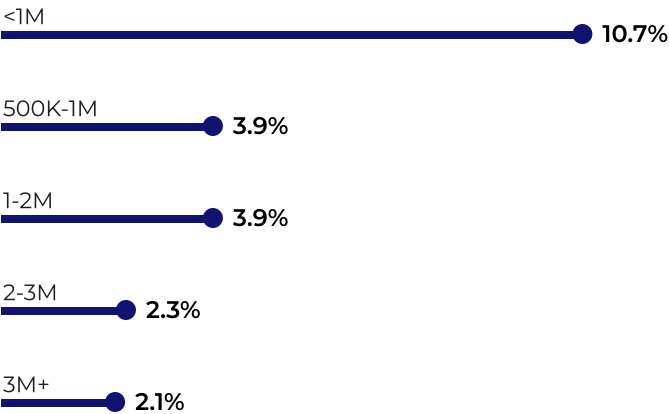
By Bed

	 Studio	 1 Bed	 2 Bed	 3 Bed	 4+ Bed
% Units	1.0%	32.4%	47.1%	16.7%	2.9%
Average Discount	2%	4%	3%	4%	5%
Median Price	\$397,800	\$779,221	\$1,450,000	\$2,080,476	\$4,147,500
YoY	-50.2%	-32.8%	-6.4%	-23.7%	12.2%
Average Price	\$397,800	\$896,981	\$1,477,358	\$2,147,078	\$4,191,466
YoY	-46.2%	-16.4%	-6.0%	-20.2%	16.5%
Average PPSF	\$691	\$1,213	\$1,326	\$1,459	\$1,869
YoY	-56.0%	-18.1%	-6.3%	-11.7%	14.2%
Average SF	630	753	1,124	1,457	2,195
YoY	21.2%	3.0%	3.0%	-10.3%	3.9%

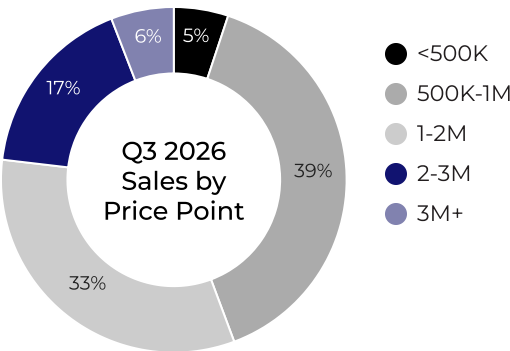
By Location

	North Brooklyn	Northwest Brooklyn	East Brooklyn	South Brooklyn
% Units	29.4%	30.6%	22.7%	17.3%
Average Discount	5%	4%	3%	3%
Median Price	\$1,400,000	\$1,630,000	\$1,160,494	\$657,500
YoY	29.4%	-13.4%	16.6%	-1.4%
Average Price	\$1,724,823	\$1,908,417	\$1,151,796	\$936,647
YoY	3.3%	-10.4%	9.2%	39.9%
Average PPSF	\$1,467	\$1,519	\$1,164	\$813
YoY	-9.4%	-11.2%	4.3%	-7.3%
Average SF	1,036	1,256	994	934
YoY	4.9%	3.0%	5.2%	21.3%

Discount Rate



By Price



Closed Sales

North Brooklyn



Northwest Brooklyn



East Brooklyn



South Brooklyn



Contracts Signed

Contracts were down 7.7% year over year and held nearly flat, slipping just 0.9% quarter over quarter in Q3 2026. The \$1M-2M market again accounted for the largest market share, with 41.9% of signings, and was up 20.0% from the spring. The \$500K-1M segment saw 8.2% more contracts compared to Q3 2025, while the \$3M and above bracket commanded an 11.1% higher average price per square foot. Northwest Brooklyn led the borough with year-over-year growth in both signings and volume, East Brooklyn held even with last year, and North and South Brooklyn saw fewer deals.

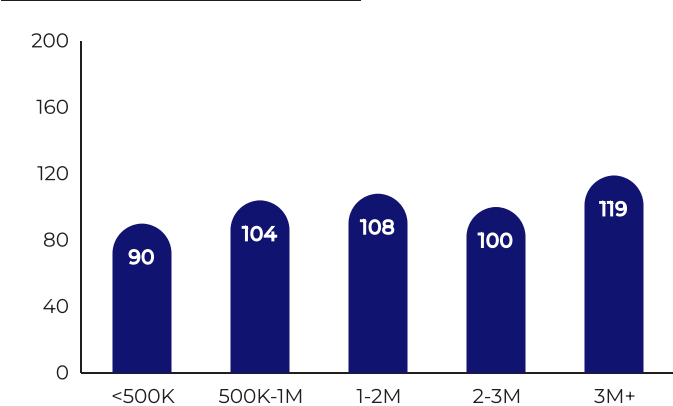
By Bed

	 Studio	 1 Bed	 2 Bed	 3 Bed	 4+ Bed
% Units	2.6%	28.8%	45.0%	20.5%	3.1%
Median Price	\$499,000	\$850,000	\$1,505,000	\$2,100,000	\$5,450,000
YoY	4.0%	0.1%	-2.1%	-11.6%	28.2%
Average Price	\$478,667	\$995,303	\$1,593,951	\$2,413,217	\$5,169,286
YoY	-37.0%	7.5%	-4.2%	1.0%	5.1%
Average PPSF	\$1,029	\$1,328	\$1,387	\$1,592	\$1,988
YoY	-25.5%	0.2%	-8.3%	5.0%	17.8%
Average SF	503	737	1,120	1,514	2,608
YoY	-10.8%	5.3%	1.9%	-6.7%	-17.2%

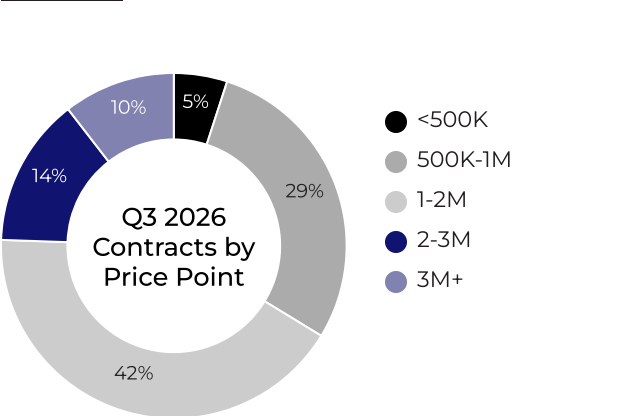
By Location

	North Brooklyn	Northwest Brooklyn	East Brooklyn	South Brooklyn
% Units	30.1%	41.5%	19.2%	9.2%
Median Price	\$1,300,000	\$1,895,000	\$985,000	\$639,000
YoY	30.1%	-1.6%	-18.6%	14.1%
Average Price	\$1,671,377	\$2,193,475	\$1,016,250	\$663,095
YoY	-11.2%	7.8%	-17.8%	-1.3%
Average PPSF	\$1,533	\$1,606	\$1,123	\$825
YoY	-1.4%	0.4%	-10.9%	-11.5%
Average SF	1,051	1,318	935	836
YoY	-13.2%	3.9%	-5.2%	14.8%

Average Days on Market



By Price



Active Listings

There were 403 new development units on the market at the end of the third quarter of 2026, a 7.1% year-over-year decrease, and a 6.9% quarter-over-quarter decrease. Average condo asking price per square foot held relatively steady, down just 1.7% compared to this time last year. Every price bracket under \$2M saw an increase in inventory year over year, led by the \$1M-2M range at 11.4% growth and a 3.4% higher average condo asking price per square foot. One-bedroom inventory also rose 27.7%. New listings during the quarter jumped 15.8% compared to Q3 2025 and dipped only 3.7% against Q2 2026.

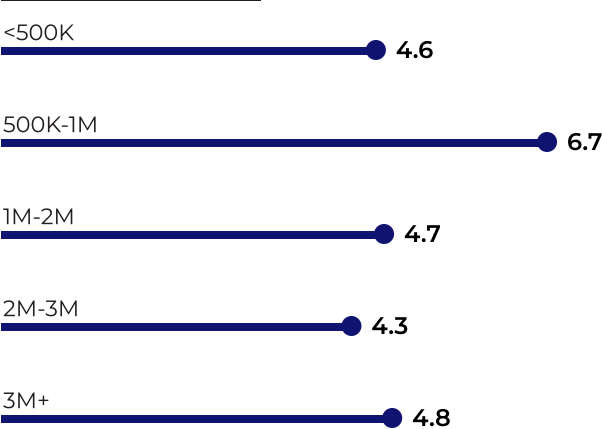
By Bed

	 Studio	 1 Bed	 2 Bed	 3 Bed	 4+ Bed
% Units	3.2%	32.1%	41.3%	19.9%	3.5%
Median Price	\$511,200	\$820,000	\$1,250,000	\$2,400,000	\$4,995,000
YoY	-17.5%	2.6%	3.1%	-4.1%	63.2%
Average Price	\$829,123	\$906,563	\$1,461,750	\$2,570,300	\$5,898,071
YoY	27.4%	0.7%	-2.1%	-4.7%	23.3%
Average PPSF	\$1,125	\$1,262	\$1,312	\$1,624	\$1,971
YoY	-0.4%	1.0%	-3.1%	2.4%	17.0%
Average SF	921	723	1,107	1,552	2,946
YoY	47.1%	-2.0%	0.5%	-8.1%	13.4%

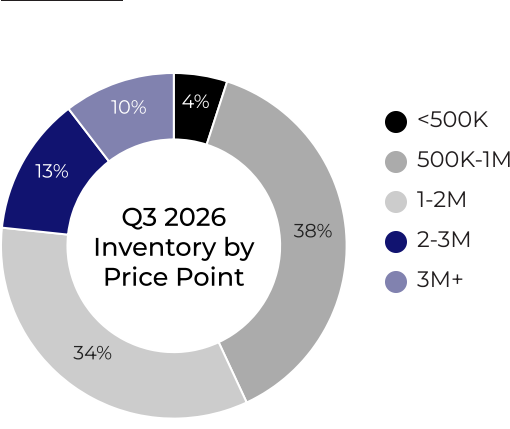
By Location

	North Brooklyn	Northwest Brooklyn	East Brooklyn	South Brooklyn
% Units	31.0%	36.7%	18.4%	13.9%
Median Price	\$1,150,000	\$1,830,000	\$992,000	\$830,500
YoY	31.0%	-14.2%	-0.7%	-6.8%
Average Price	\$1,577,104	\$2,297,011	\$1,050,500	\$793,571
YoY	-16.2%	-12.6%	-10.5%	-19.4%
Average PPSF	\$1,385	\$1,621	\$1,161	\$917
YoY	-7.9%	-2.8%	4.5%	-7.8%
Average SF	1,089	1,334	943	889
YoY	-12.0%	-9.3%	-9.8%	-13.0%

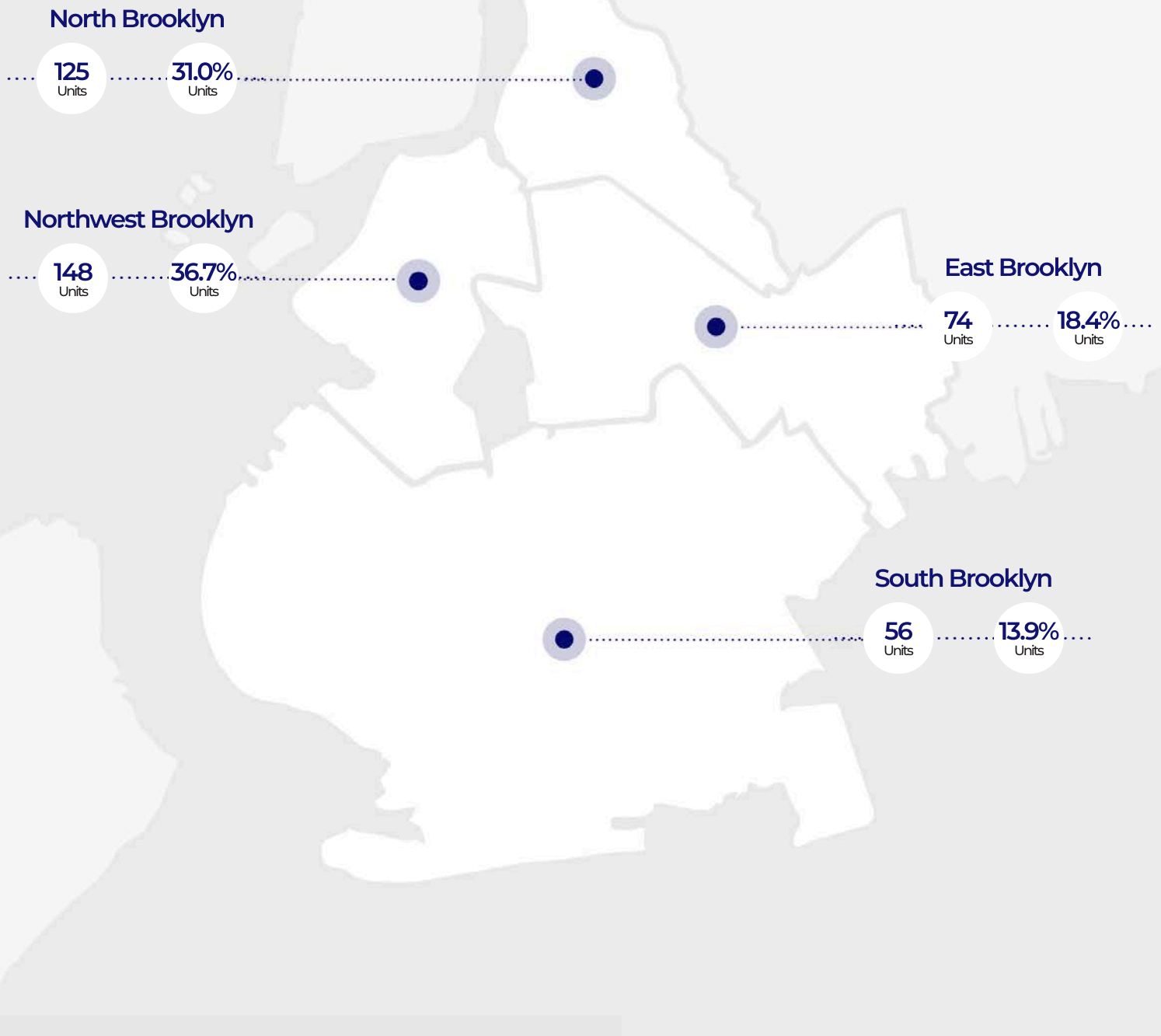
Months of Supply



By Price



Active Listings



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