

Q4 2025

Brooklyn New Development Market Report

SERHANT.

Letter From Coury



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Director of Research

The Brooklyn new development market posted a strong fourth quarter for closings, even as recently signed contracts declined, reflecting a market shaped by limited supply and selective buyer activity. New development listings fell 16% year over year, and the slowdown in signed contracts points to fewer options available rather than a broad pullback in demand. Sales increased more than 20% from last year, with median pricing rising 8.5%, supported by a notable increase in luxury activity. Closings for homes priced above \$2M climbed 48%, highlighting continued interest in high quality product. At the same time, signed contracts declined 33% in North Brooklyn and 20% in Northwest Brooklyn, emphasizing the uneven impact of inventory constraints across submarkets. Even with fewer choices on the market, demand remains intact for well located, strategically priced and thoughtfully executed new developments.

Market Highlights:

Average Price

\$1,628,846

Year-Over-Year

5.0%

Median Price

\$1,356,500

Year-Over-Year

8.5%

Average PPSF

\$1,345

Year-Over-Year

1.8%

32%

Share of Inventory
Over \$2M

31.0%

Share of Closings
Over \$2M

101

Average Days On
Market

5%

Average
Discount

Closed Sales

There were 305 new development sales in the fourth quarter of 2025, a 20.1% year-over-year increase and a 38.4% seasonal decline from last quarter. The \$2M-3M range proved to be incredibly popular, with 82.1% more closings than Q4 2024. The \$500,000 to \$1M range, with the majority of sales, also posted strong growth, up 19.5%, though prices across the bracket declined and affordability improved. Closings prices for the luxury sector of \$3M and above were up significantly compared to last year, with the average and median price climbing 12.8% and 14.8%, respectively. North Brooklyn accounted for 29.2% of sales and was the only submarket to see a downturn, with a minor 2.2% reduction in transactions year over year. Northwest Brooklyn soared to 39.5% more transactions than last year, coupled with a 7.8% higher average price. Sponsor sales in East Brooklyn also had increased activity, but more noticeable was the 19.1% higher average price per square foot.

By Bed

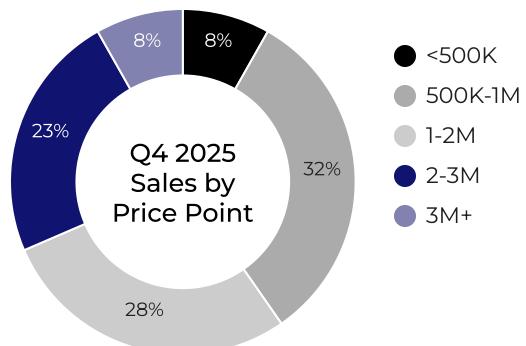
	Studio	1 Bed	2 Bed	3 Bed	4+ Bed
% Units	3.0%	27.1%	44.2%	25.6%	0.0%
Average Discount	1%	5%	4%	5%	-
Median Price	\$420,713	\$605,283	\$1,447,866	\$2,332,258	-
YoY	-31.7%	-22.7%	10.0%	-1.8%	-
Average Price	\$618,138	\$760,404	\$1,528,756	\$2,469,231	-
YoY	-13.9%	-11.5%	7.8%	0.4%	-
Average PPSF	\$1,216	\$1,147	\$1,364	\$1,522	-
YoY	-4.1%	-3.0%	5.8%	-2.9%	-
Average SF	488	674	1,110	1,654	-
YoY	-18.0%	-8.3%	2.1%	4.5%	-

By Location

	North Brooklyn	Northwest Brooklyn	East Brooklyn	South Brooklyn
% Units	29.2%	34.8%	15.1%	21.0%
Average Discount	6%	3%	3%	8%
Median Price	\$1,965,000	\$2,015,589	\$950,000	\$555,000
YoY	29.2%	4.9%	8.1%	-3.6%
Average Price	\$1,932,557	\$2,202,552	\$1,124,464	\$618,824
YoY	2.9%	7.8%	20.8%	-7.0%
Average PPSF	\$1,420	\$1,598	\$1,262	\$860
YoY	-2.3%	1.7%	19.1%	7.2%
Average SF	1,379	1,223	910	782
YoY	33.5%	-8.5%	2.6%	1.3%

Discount Rate

By Price



Closed Sales

North Brooklyn

89 Units ... 29.2% ... 6% Discount

Northwest Brooklyn

106 Units ... 34.8% ... 3% Discount

East Brooklyn

46 Units ... 15.1% ... 3% Discount

South Brooklyn

64 Units ... 21.0% ... 8% Discount

Contracts Signed

Contracts declined year over year by 27.5% in Q4 2025, despite improved sales numbers for the quarter. The last asking price of these signings was generally down, with a 3.1% lower average price and an 8.3% lower median price, with affordability shifting in buyers' favor. The under \$500,000 market saw no change, though it has limited market share, while the \$500K-1M and \$2M-3M brackets saw the least decline, down 10.5% and 17.5% against Q4 2024, respectively. Northwest Brooklyn saw the smallest reduction in signings, falling 19.8% year over year, with modest price drops. Both East and South Brooklyn had lower contract activity, but interestingly saw more expensive units, with the average last asking price per square foot increasing 3.4% and 8.0%, respectively.

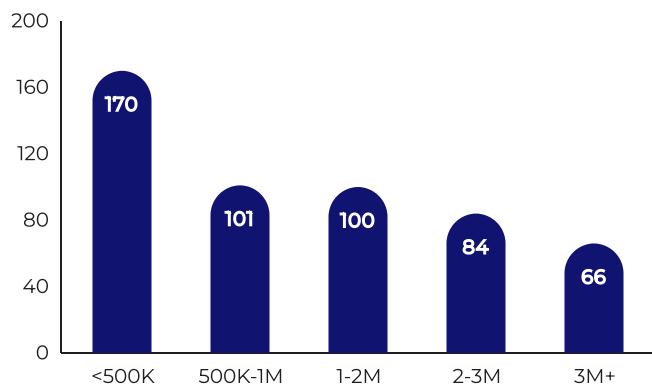
By Bed

	Studio	1 Bed	2 Bed	3 Bed	4+ Bed
% Units	2.6%	28.0%	47.4%	20.7%	1.3%
Median Price	\$539,500	\$739,000	\$1,495,000	\$2,547,500	\$3,800,000
YoY	-30.2%	-11.8%	-14.6%	13.2%	-29.3%
Average Price	\$608,667	\$817,685	\$1,621,395	\$2,769,292	\$4,793,333
YoY	-16.6%	-15.3%	-6.1%	6.4%	-6.2%
Average PPSF	\$1,056	\$1,165	\$1,408	\$1,579	\$1,688
YoY	-33.1%	-10.5%	-4.2%	-1.3%	-12.2%
Average SF	600	704	1,134	1,788	2,811
YoY	30.4%	-7.7%	-5.3%	11.1%	3.2%

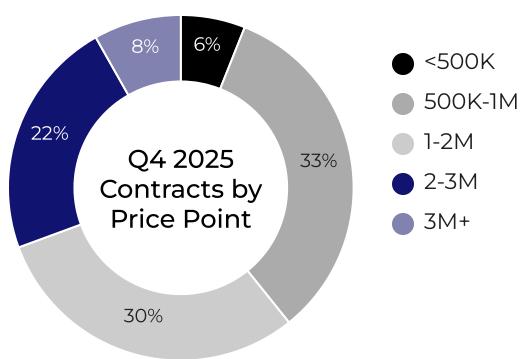
By Location

	North Brooklyn	Northwest Brooklyn	East Brooklyn	South Brooklyn
% Units	35.7%	37.0%	15.7%	11.7%
Median Price	\$1,437,500	\$1,850,000	\$950,000	\$695,000
YoY	35.7%	-2.4%	-4.5%	23.0%
Average Price	\$1,715,141	\$2,083,770	\$1,041,694	\$766,593
YoY	-10.0%	-2.4%	1.9%	8.4%
Average PPSF	\$1,424	\$1,555	\$1,110	\$984
YoY	-13.0%	-2.9%	3.4%	8.0%
Average SF	1,219	1,311	919	777
YoY	4.9%	-3.2%	-3.9%	-0.8%

Average Days on Market



By Price



Active Listings

At the end of the fourth quarter of 2025, there were 383 sponsor units on the market, effectively no change from last year, but 12.8% lower than last quarter. A lack of new listings contributed to the quarter-over-quarter decline, but interestingly did not have an impact on year-over-year inventory, despite being 15.5% fewer properties put on the market during the quarter than this time last year. Most active listings were located in Northwest Brooklyn, which commanded a significantly higher average asking price than last year, jumping 11.5%. North Brooklyn followed with 29.5% market share and similar price performance, specifically a 9.1% higher average asking price per square foot. The luxury market of inventory at or above \$3M had 30.8% more units on the market compared to last year, and these properties were listed at a significantly higher average and median price.

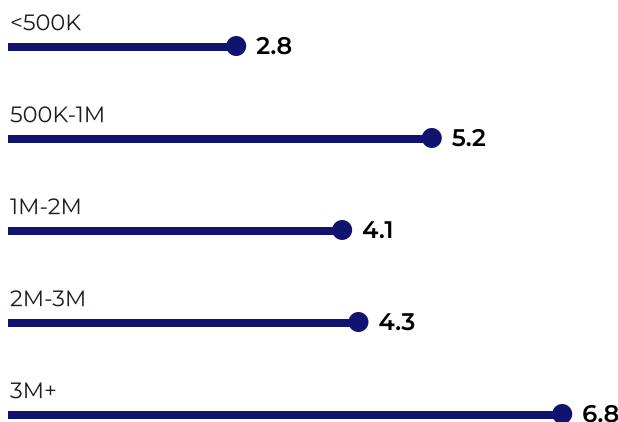
By Bed

	Studio	1 Bed	2 Bed	3 Bed	4+ Bed
% Units	3.9%	25.4%	42.1%	21.7%	6.8%
Median Price	\$601,400	\$750,000	\$1,375,000	\$2,645,000	\$5,247,500
YoY	-17.6%	-5.7%	25.1%	7.1%	67.8%
Average Price	\$649,827	\$875,404	\$1,597,766	\$2,808,711	\$5,981,375
YoY	-4.7%	-2.0%	12.0%	9.5%	27.8%
Average PPSF	\$1,173	\$1,261	\$1,401	\$1,634	\$1,867
YoY	-0.5%	4.7%	7.9%	5.6%	12.0%
Average SF	597	700	1,145	1,703	3,059
YoY	-13.4%	-8.4%	5.6%	3.2%	21.7%

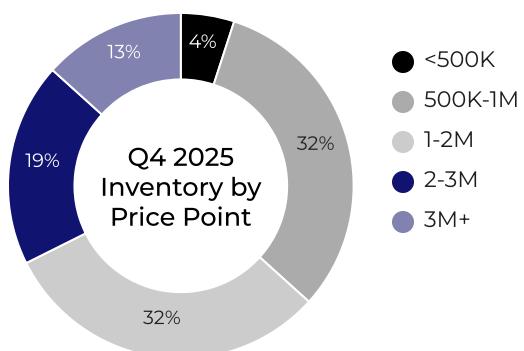
By Location

	North Brooklyn	Northwest Brooklyn	East Brooklyn	South Brooklyn
% Units	29.5%	36.6%	18.5%	15.4%
Median Price	\$1,650,000	\$2,137,500	\$1,125,000	\$890,000
YoY	29.5%	9.1%	4.7%	1.7%
Average Price	\$1,962,796	\$2,701,448	\$1,198,887	\$944,341
YoY	13.0%	11.7%	9.8%	1.1%
Average PPSF	\$1,556	\$1,666	\$1,158	\$976
YoY	8.6%	1.4%	9.2%	-0.5%
Average SF	1,256	1,474	1,051	1,003
YoY	5.4%	3.2%	0.8%	3.6%

Months of Supply



By Price



Active Listings

North Brooklyn

113
Units

29.5%
Units

Northwest Brooklyn

140
Units

36.6%
Units

East Brooklyn

71
Units

18.5%
Units

South Brooklyn

59
Units

15.4%
Units

Research

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