Elliman Report

Q3-2025 Brooklyn, NY Sales

Co-Op, Condo & 1-3 Family Dashboard

YEAR-OVER-YEAR

+ 7.7%
Prices
Median Sales Price

+ 0.3 mos
Pace
Months of Supply

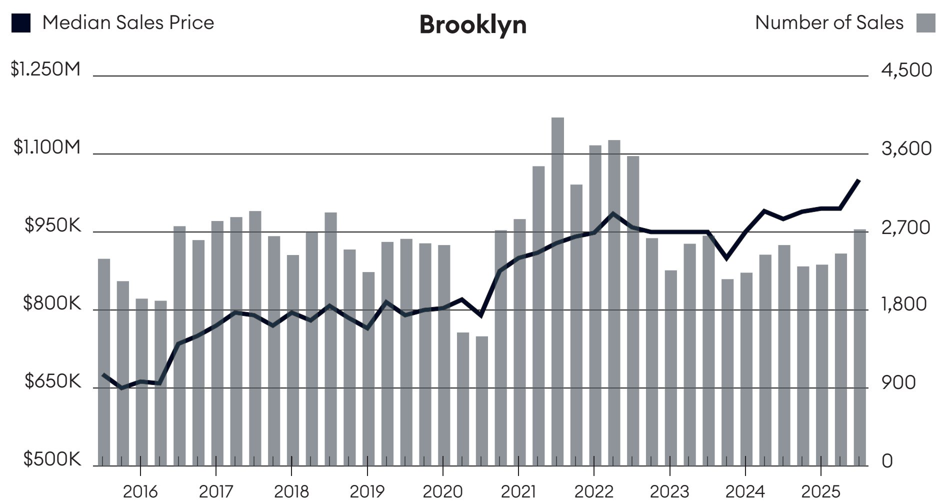
+ 7.1%
Sales
Closed Sales

+ 16.3%
Inventory
Total Inventory

- 6 days
Marketing Time
Days on Market

- 1.1%
Negotiability
Listing Discount

- Median and average sales prices reached new highs for the third consecutive quarter
- Sales increased year over year for the fourth time, enabled by the continuous expansion of listing inventory
- While the share of all cash purchases was nearly half of all sales, financed purchases surged



Brooklyn Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	$1,388,463	4.9%	$1,323,118	11.6%	$1,244,397
Median Sales Price	$1,050,000	5.5%	$995,000	7.7%	$975,000
Number of Sales (Closed)	2,705	11.4%	2,428	7.1%	2,525
Days on Market (From Last List Date)	59	-14.5%	69	-9.2%	65
Listing Discount (From Last List Price)	1.1%		2.2%		2.2%
Listing Inventory	3,417	1.6%	3,363	16.3%	2,939
Months of Supply	3.8	-9.5%	4.2	8.6%	3.5
Year-to-Date	**Q3-2025**	**%Δ (QTR)**	**Q2-2025**	**%Δ (YR)**	**Q3-2024**
Average Sales Price (YTD)	$1,334,076	N/A	N/A	8.3%	$1,232,354
Median Sales Price (YTD)	$999,000	N/A	N/A	2.5%	$975,000
Number of Sales (YTD)	7,434	N/A	N/A	4.0%	7,149

Average and median sales prices reached new highs for the third consecutive quarter.

Sales continued to rise and prices reached new highs. Median sales price cracked the million-dollar threshold for the first time. The median sales price increased 7.7% annually to $1,050,000, the highest on record. The average sales price followed the same pattern, rising 11.6% year over year to $1,388,463, the highest on record. Sales continued to rise, driven by the expansion of listing inventory. There were 2,705 sales, marking the fourth consecutive annual gain, with a 7.1% increase this time. In a market challenged by low listing inventory for more than a decade, supply expanded for the sixth consecutive quarter. There were 3,417 listings, up 16.3% from the same period last year. With sales rising somewhat slower than listings, market activity eased slightly. The months of supply, how long it takes to sell all listings at the current sales rate, stood at 3.8 months, 8.6% slower than the previous year's quarter and nominally slower than

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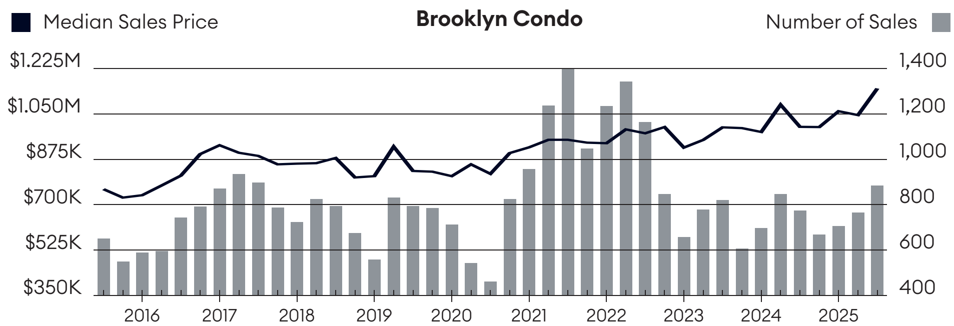
the decade average of 3.4 months. The market share of cash sales was 47.9%, down slightly from the 53.2% record set in the same quarter last year. Cash sales have maintained a market share above the forty percent threshold for the past two years. The share of bidding wars was 22%, down from 23.4% last year. In bidding wars, the average premium was 7.7% over the asking price. The bidding war record was set three years ago at 30.6% coming out of the pandemic era. The listing discount, the average difference between the last asking price and the final sale price, was 1.1%, lower than the prior year quarter average of 2.2% and the decade average of 3%. The days on market averaged 59 days, down 9.2% from 65 days in the year-ago quarter and significantly lower than the third quarter decade average of 84 days. The luxury segment, which accounted for the top 10% of sales, starting at $2,415,000, the highest on record, saw a record median sales price of $3,191,500, up 6.4% from last year. Using a price threshold of $2 million, sales below the threshold decreased by 4.4% year over year, while sales above the threshold increased by 26.6%. The non-luxury market, which accounts for the remaining 90% of sales in the quarter, saw the average and median sales price rise more than 6% to new records. New development condo sales surged 29.3% year over year to 366. New development sales accounted for 13.5% of the borough's closings and 41.4% of its condo sales. The median sales price for new development condos was $1,365,500, up 28.8% from the previous year. The jump was largely attributable to the 40.1% surge in average sales size of new development sales to 1,585 square feet, and a new high.

Condos

- Median sales price surged to the highest level on record
- Sales increased annually for the third time in four quarters
- Listing inventory declined year over year for the second time

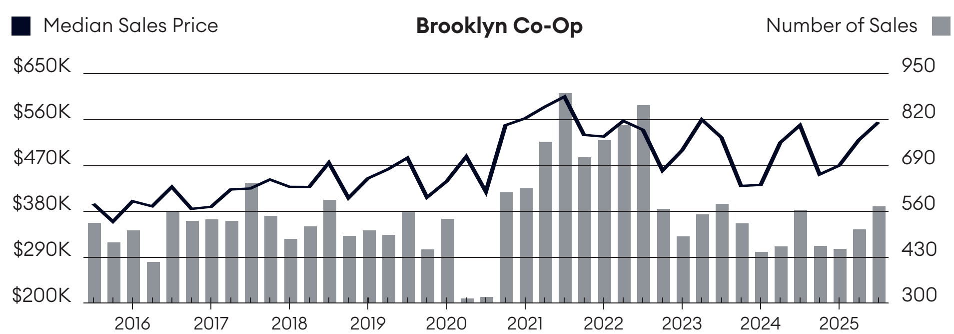


Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	$2,600,000	15.3%
4/5	$1,600,000	14.3%
3/5	$1,147,766	14.8%
2/5	$808,900	10.8%
1/5	$518,802	9.2%

Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	$1,403,101	5.6%	$1,328,288	12.7%	$1,245,225
Average Price Per Sq Ft	$1,075	-5.0%	$1,131	-5.9%	$1,143
Median Sales Price	$1,147,766	9.8%	$1,045,000	14.8%	$999,755
Number of Sales (Closed)	884	15.7%	764	14.2%	774
Days on Market (From Last List Date)	51	-12.1%	58	-10.5%	57
Listing Discount (From Last List Price)	0.3%		1.3%		1.9%
Listing Inventory	1,162	-1.9%	1,184	-3.0%	1,198
Months of Supply	3.9	-15.2%	4.6	-15.2%	4.6

Co-Op

- Median sales price increased annually for the fourth time
- Sales increased year over year for the third time
- Listing inventory expanded year over year for the second time



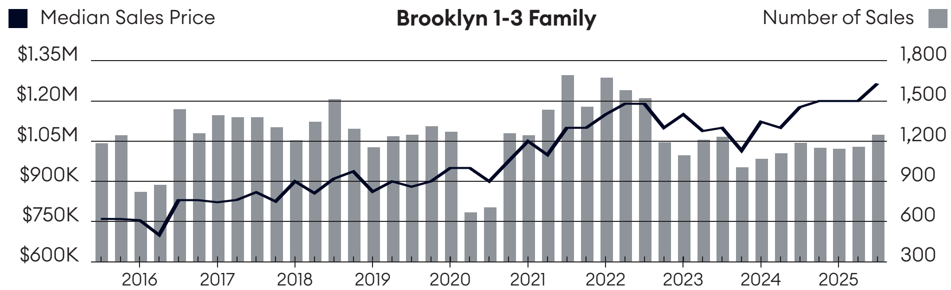
Quintiles	Median Sales Price	% Change Year-Over-Year
5/5	$1,575,000	0.4%
4/5	$887,000	8.7%
3/5	$555,000	1.1%
2/5	$368,400	-0.4%
1/5	$230,000	-7.1%

Co-Op Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	$770,663	2.7%	$750,536	3.4%	$745,131
Median Sales Price	$555,000	6.7%	$520,000	1.1%	$549,000
Number of Sales (Closed)	573	12.8%	508	1.8%	563
Days on Market (From Last List Date)	59	-18.1%	72	-3.3%	61
Listing Discount (From Last List Price)	-1.0%		-0.5%		-0.6%
Listing Inventory	740	6.8%	693	16.0%	638
Months of Supply	3.9	-4.9%	4.1	14.7%	3.4

1-3 Family

- All price trend indicators increased annually to new records for the second time
- 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	$3,194,050	20.5%
4/5	$1,800,000	10.5%
3/5	$1,265,297	7.5%
2/5	$930,000	9.4%
1/5	$632,100	5.4%



1-3 Family Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	$1,661,748	5.8%	$1,571,320	12.2%	$1,480,463
Average Price Per Sq Ft	$893	7.7%	$829	12.3%	$795
Median Sales Price	$1,265,297	5.4%	$1,200,000	7.5%	$1,177,000
Number of Sales (Closed)	1,248	8.0%	1,156	5.1%	1,188
Days on Market (From Last List Date)	69	-15.9%	82	-12.7%	79
Listing Discount (From Last List Price)	6.2%		9.8%		-4.6%
Listing Inventory	1,515	2.0%	1,486	37.4%	1,103
Months of Supply	3.6	-7.7%	3.9	28.6%	2.8

North

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

North Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	$1,828,505	7.3%	$1,703,429	16.5%	$1,569,550
Average Price Per Sq Ft	$1,048	-8.2%	$1,141	-13.7%	$1,215
Condo	$948	-10.7%	$1,062	-23.2%	$1,234
Median Sales Price	$1,575,000	5.7%	$1,490,000	11.1%	$1,418,000
Number of Sales (Closed)	261	8.8%	240	15.5%	226

South

- Average and median sales prices were the second highest on record
- Sales slipped year over year for the first time in five quarters

South Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	$1,030,835	3.6%	$994,536	7.6%	$958,428
Median Sales Price	$850,000	6.9%	$795,000	6.3%	$799,708
Condo	$677,500	-0.3%	$679,500	4.2%	$649,900
Co-Op	$350,000	-2.8%	$360,000	0.0%	$350,000
1-3 Family	$1,110,000	3.3%	$1,075,000	11.2%	$998,500
Number of Sales (Closed)	1,243	3.5%	1,201	-2.0%	1,269

East

- Median sales price was the second highest on record
- Sales rose year over year for the second time

East Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	$1,168,831	-3.2%	$1,207,019	7.2%	$1,090,197
Median Sales Price	$985,000	-4.4%	$1,030,000	3.7%	$950,000
Condo	$867,500	-0.7%	$874,000	5.2%	$824,783
1-3 Family	$1,100,000	-6.0%	$1,170,000	-4.3%	$1,150,000
Number of Sales (Closed)	486	6.8%	455	13.0%	430

Northwest

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

Northwest Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	$1,998,843	0.3%	$1,992,626	8.8%	$1,837,257
Median Sales Price	$1,570,000	4.7%	$1,500,000	8.7%	$1,445,000
Condo	$1,649,000	1.8%	$1,620,000	9.9%	$1,500,000
Co-Op	$975,000	8.4%	$899,500	3.4%	$942,500
1-3 Family	$3,375,000	12.6%	$2,998,000	11.1%	$3,037,500
Number of Sales (Closed)	715	34.4%	532	19.2%	600

Brownstone

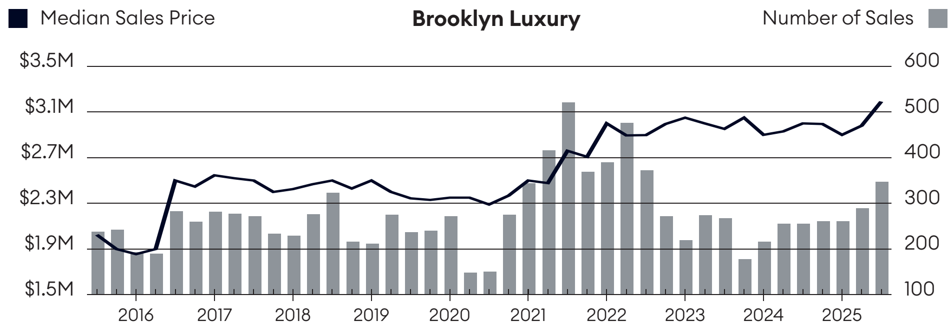
- Average price per square foot and median sales prices were the highest on record
- Sales rose year over year for the fourth time

Brownstone Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	$3,702,317	-3.2%	$3,824,342	3.4%	$3,579,413
Average Price Per Sq Ft	$2,231	0.6%	$2,218	16.1%	$1,921
Median Sales Price	$3,375,000	12.6%	$2,998,000	11.1%	$3,037,500
1-Family	$3,750,000	25.2%	$2,995,000	21.6%	$3,085,000
2-Family	$3,250,000	17.7%	$2,761,000	18.2%	$2,750,000
3-Family	$3,397,000	-15.0%	$3,998,500	3.9%	$3,268,000
Number of Sales (Closed)	149	41.9%	105	38.0%	108

Luxury

- Median sales price rose to the highest on record
- Listing inventory increased year over year for the fifth time
- The luxury entry threshold was the highest on record for the third time

Luxury Mix	Sales Share	Median Sales Price
Condos	32.3%	$2,999,995
Co-Ops	4.9%	$2,680,000
1-3 Family	62.8%	$3,454,500

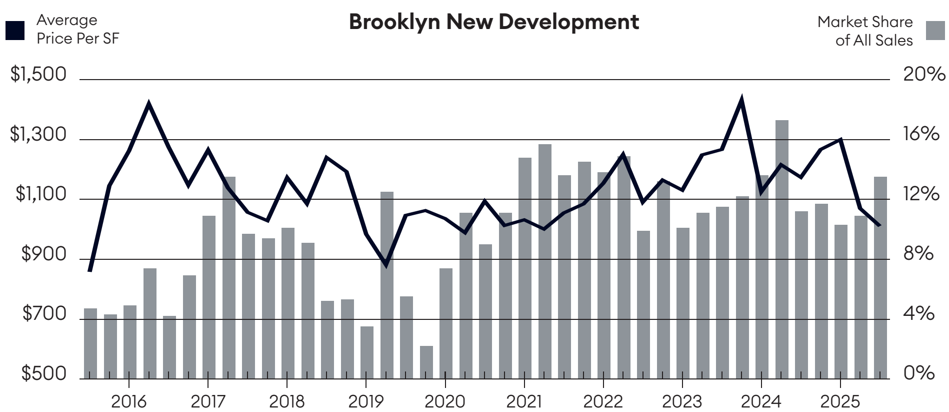


Luxury Matrix (Top 10% of Sales)	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	$3,686,676	1.0%	$3,649,868	4.8%	$3,516,635
Median Sales Price	$3,191,500	7.1%	$2,980,000	6.4%	$3,000,000
Number of Sales (Closed)	347	20.1%	289	36.1%	255
Days on Market (From Last List Date)	64	-5.9%	68	4.9%	61
Listing Discount (From Last List Price)	-0.2%		2.9%		3.3%
Listing Inventory	413	-7.0%	444	84.4%	224
Months of Supply	3.6	-21.7%	4.6	38.5%	2.6
Entry Price Threshold	$2,415,000	1.9%	$2,370,000	5.9%	$2,280,000

New Development Condos

- Average and median sales prices surged higher year over year
- Sales increased year over year for the first time in three quarters
- Listing inventory declined annually for the second time

New Development Mix	Condo Sales Share	Median Sales Price
< $1M	36.9%	$695,000
$1M - $3M	53.6%	$1,762,984
> $3M	9.6%	$3,700,000



New Development Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	$1,602,311	13.3%	$1,414,333	20.6%	$1,328,251
Average Price Per Sq Ft	$1,011	-5.5%	$1,070	-13.9%	$1,174
Median Sales Price	$1,365,500	13.8%	$1,200,000	28.8%	$1,060,000
Number of Sales (Closed)	366	38.1%	265	29.3%	283
Days on Market (From Last List Date)	56	-6.7%	60	-21.1%	71
Listing Discount (From Last List Price)	0.6%		1.3%		1.8%
Listing Inventory	406	-12.9%	466	-24.7%	539
Months of Supply	3.3	-37.7%	5.3	-42.1%	5.7
Sales Share of All Condos	41.4%		34.7%		36.6%

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

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