

Q3 2020

Brooklyn Market Report

COMPASS



434 Union St, Unit 1
Photographer: Amanda James, DDreps



Brooklyn has been a real estate juggernaut over the years and continues to be a major driver of New York's real estate activity.

Overall, sales were down 37 percent in Q3 year-over-year, a stark improvement from Q2 2020 when the borough saw a 67 percent decline compared to 2019. The decline this past quarter is not indicative of market trajectory as Brooklyn continues to be an attractive option for buyers seeking more room, outdoor space, and well-priced homes.

The desirability of Brooklyn is evident by the median price in the borough climbing two percent to \$792,500 compared to Q3 2019 — a continuation of a trend that has been ongoing for years and continues regardless of external factors.

Similar to Manhattan, contract activity and sales in the luxury range have rebounded to pre-COVID-19 levels, but unlike its neighboring borough, overall inventory declined.

Most notably, the \$2M+ market has experienced a minimal impact from the pandemic and economic uncertainty. While single-family inventory fell 24 percent year-over-year, with median and average sales prices increasing 3 percent. Co-ops fared moderately, with decreases in high-end inventory.

In the future, Brooklyn will continue to be an attractive option for those who are looking for more room and outdoor space without compromising living outside the city.

PRESIDENT, COMPASS TRI-STATE

Rory Golod

SENIOR MANAGING DIRECTOR

Elizabeth Ann Stribling-Kivlan



Methodology	05
Market Highlights	06
Sales by Property Type	07
Sales by Price Point	08
Inventory by Unit Type	09
Inventory by Price Point	10

SOURCES

Proprietary database,
ACRIS (Automated City Register Information System)

Methodology

Geography covered in this report is Brooklyn.

Inventory is calculated based on all properties actively listed during the quarter at the time the report is prepared.

Contract Signed figures for the current quarter are based on publicly reported transactions at the time the report is prepared. The signed price reflects the latest available asking price.

Recorded Sales figures for the current quarter are based on known closings recorded at the time the report is prepared.

Median Price is the middle price of a given dataset.

Average Price is the sum of all prices divided by the total number of properties.

Months of Supply is an estimated time it would take to sell all current active listings based on the trailing 12-months sales rate.

Time On Market is calculated by how many properties entered contract during the quarter in the given period.

Discount is the percentage difference between the initial list and recorded sale price.

Current Quarter is reflective of the initial day of the quarter until the 20th day of the closing month of the quarter. These numbers will be updated in subsequent reports to reflect the dataset of the entire quarter.

Quarters

Q1: January 1 - March 31

Q2: April 1 - June 30

Q3: July 1 - September 30

Q4: October 1 - December 31



Sales improved from last quarter,
with early signs of a potential rebound.

\$968,796

Average
Sales Price

\$757

Average Price
Per Square Foot

\$792,500

Median
Sales Price

139

Average Days
on the Market

\$989,356

Average
Condo Price

9%

Average
Discount

\$606,273

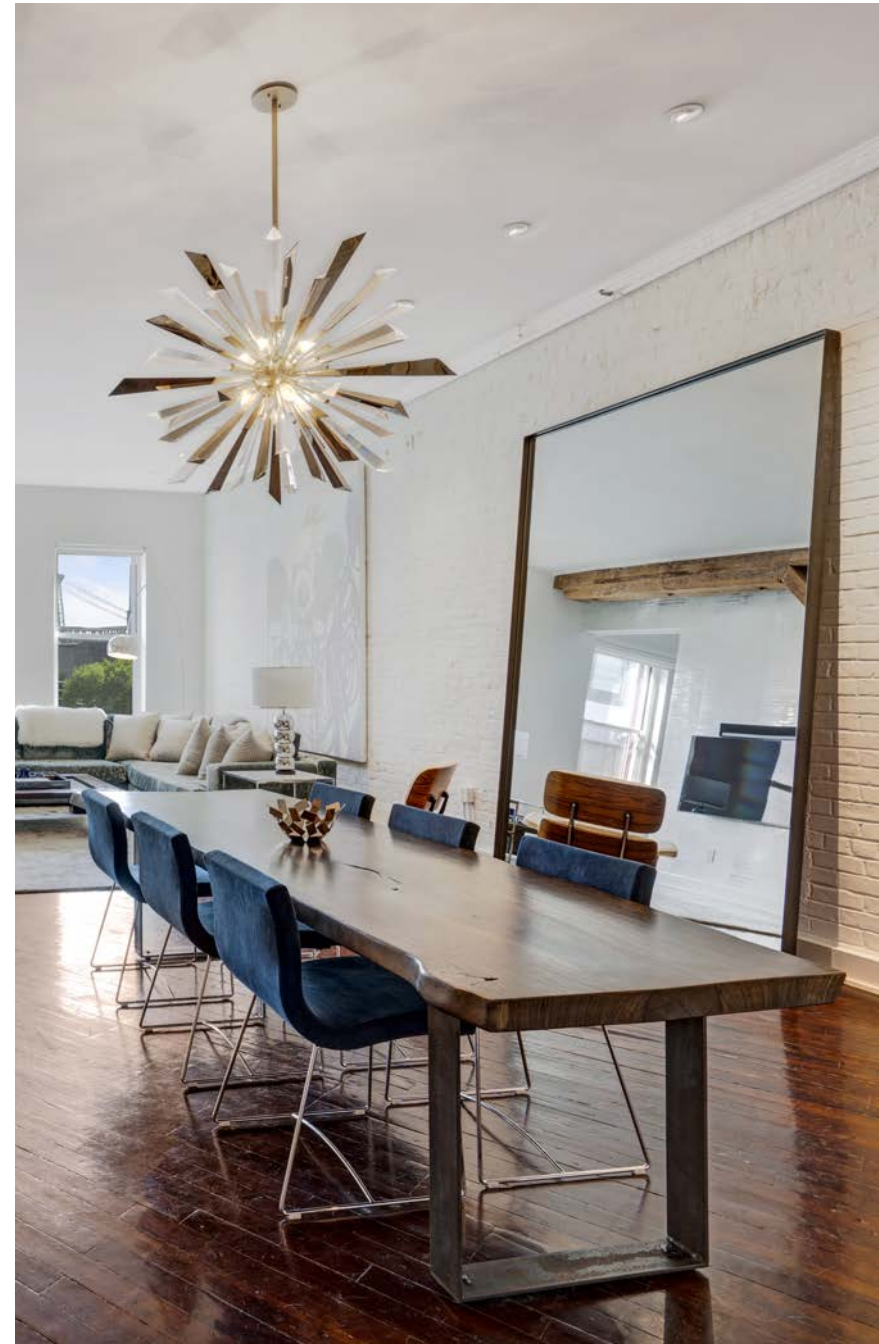
Average
Co-op Price

25%

of Properties Took
More than 180 Days
to Enter Contract

\$1,093,731

Average
House Price



Recorded Sales

BY PROPERTY TYPE

- Discounts fluctuated very slightly compared to the third quarter of 2019
- Co-op sales prices were distributed differently, forcing the median price down 8% and the average up 3%, as the lower half of the market was priced lower, and the upper half of the market was priced slightly higher
- Condos were more affordable this quarter, while co-ops were more expensive
- Houses continued to see higher prices, but no change in average size or average price per square foot was observed



291 Union St. 5E
Photographer: Nikola Strbac

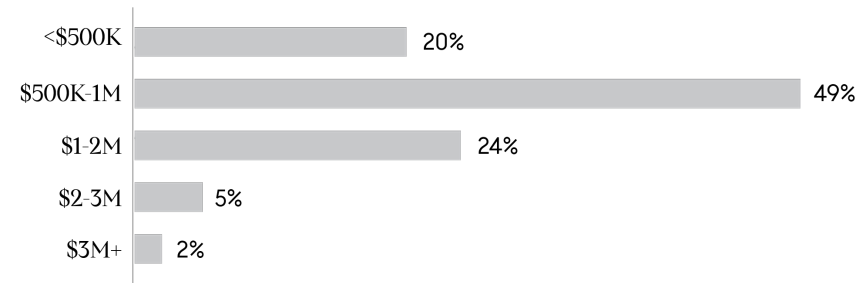
	Condos			Co-ops			Houses		
	Q3 2020	Q3 2019	%Δ (YoY)	Q3 2020	Q3 2019	%Δ (YoY)	Q3 2020	Q3 2019	%Δ (YoY)
# UNITS	577	904	-36%	361	588	-39%	953	1,533	-38%
AVERAGE DISCOUNT	6%	6%		6%	5%		12%	11%	
MEDIAN PRICE	\$800,000	\$803,189	0%	\$425,000	\$460,000	-8%	\$900,000	\$870,000	3%
AVERAGE PRICE	\$989,356	\$1,008,759	-2%	\$606,273	\$588,662	3%	\$1,093,731	\$1,065,752	3%
AVERAGE PPSF	\$970	\$1,019	-5%	\$726	\$678	7%	\$577	\$579	0%
AVERAGE SF	1,097	1,034	6%	894	913	-2%	2,294	2,291	0%

Recorded Sales

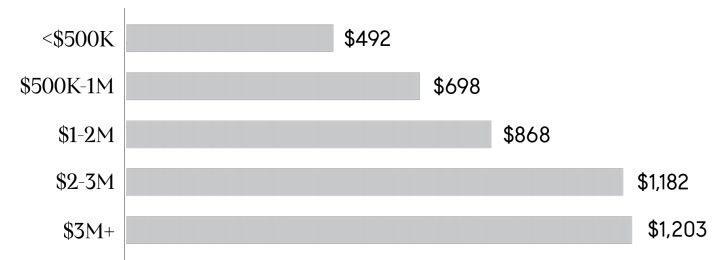
BY PRICE POINT

- 54% of condos and 55% of houses sold for \$500K-1M, a 5% and 4% increase in market share, respectively, compared to Q3 2019
- Properties sold for \$3M and above were the least impacted by the pandemic & economic changes, and also saw the greatest increase in average price (3%)
- The median price for properties sold for less than \$500,000 fell 5%, the most of any price group
- \$3M and up sales were the fastest to sell, while the \$500K-1M range was the slowest, on average
- South Brooklyn had the greatest number of sales, climbing 2% year-over-year to 52%, most of which were homes
- The majority of co-ops (61%) sold for less than \$500,000, up 6% in market share year-over-year
- North Brooklyn had the greatest decrease in average price, declining 8%, while Northwest Brooklyn had the largest increase, climbing 12%, year-over-year

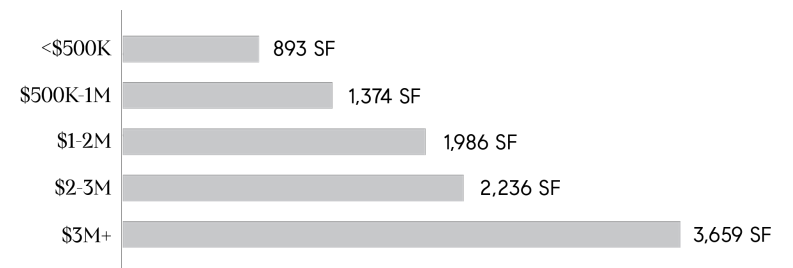
Q3 2020 Percentage of Units

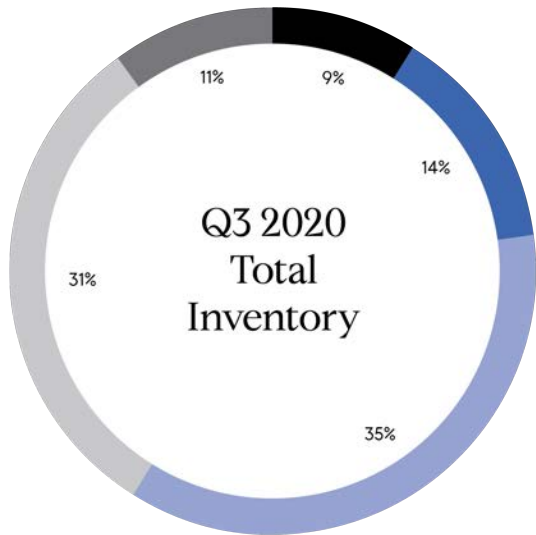


Q3 2020 Average PPSF



Q3 2020 Average Size





160 Carroll St, Unit 2
Photographer: Amanda James, DDreps

Condo Inventory

	<\$500K	\$500K-1M	\$1-2M	\$2-3M	\$3M+
# Units					
Q3 2020	123 (7%)	767 (44%)	578 (33%)	184 (10%)	111 (6%)
Q3 2019	111 (7%)	792 (49%)	472 (29%)	149 (9%)	93 (6%)
%Δ (YoY)	11%	-3%	22%	23%	19%
Median Price					
Q3 2020	\$449,000	\$775,000	\$1,425,000	\$2,440,000	\$3,950,000
Q3 2019	\$439,000	\$748,000	\$1,395,000	\$2,418,191	\$3,995,000
%Δ (YoY)	2%	4%	2%	1%	-1%
Average Price					
Q3 2020	\$430,524	\$773,579	\$1,438,896	\$2,469,330	\$4,640,839
Q3 2019	\$417,910	\$754,640	\$1,433,259	\$2,459,348	\$5,146,034
%Δ (YoY)	3%	3%	0%	0%	-10%
Average PPSF					
Q3 2020	\$697	\$938	\$1,231	\$1,515	\$1,816
Q3 2019	\$631	\$897	\$1,190	\$1,481	\$1,875
%Δ (YoY)	10%	5%	3%	2%	-3%
Average SF					
Q3 2020	686	904	1,208	1,671	2,657
Q3 2019	799	922	1,279	1,751	2,775
%Δ (YoY)	-14%	-2%	-6%	-5%	-4%

Co-op Inventory

	<\$500K	\$500K-1M	\$1-2M	\$2-3M	\$3M+
# Units					
Q3 2020	501 (48%)	387 (37%)	121 (12%)	16 (2%)	9 (<1%)
Q3 2019	486 (50%)	332 (34%)	111 (11%)	32 (3%)	12 (1%)
%Δ (YoY)	3%	17%	9%	-50%	-25%
Median Price					
Q3 2020	\$359,000	\$680,000	\$1,390,000	\$2,195,000	\$3,550,000
Q3 2019	\$350,000	\$669,000	\$1,450,000	\$2,250,000	\$3,999,999
%Δ (YoY)	3%	2%	-4%	-2%	-11%
Average Price					
Q3 2020	\$360,346	\$708,150	\$1,408,686	\$2,234,688	\$3,708,333
Q3 2019	\$358,548	\$694,209	\$1,458,917	\$2,358,375	\$3,939,500
%Δ (YoY)	1%	2%	-3%	-5%	-6%
Average PPSF					
Q3 2020	\$482	\$797	\$1,143	\$1,070	-
Q3 2019	\$474	\$718	\$937	\$945	\$1,404
%Δ (YoY)	2%	11%	22%	13%	-
Average SF					
Q3 2020	815	950	1,249	2,746	-
Q3 2019	816	1,090	1,938	3,043	3,694
%Δ (YoY)	0%	-13%	-36%	-10%	-

House Inventory

	<\$500K	\$500K-1M	\$1-2M	\$2-3M	\$3M+
# Units					
Q3 2020	37 (2%)	502 (27%)	743 (40%)	290 (16%)	278 (15%)
Q3 2019	42 (2%)	760 (29%)	1,090 (42%)	369 (14%)	330 (13%)
%Δ (YoY)	-12%	-34%	-32%	-21%	-16%
Median Price					
Q3 2020	\$439,000	\$799,000	\$1,499,000	\$2,485,000	\$4,000,000
Q3 2019	\$449,000	\$799,000	\$1,488,000	\$2,488,000	\$4,195,000
%Δ (YoY)	-2%	0%	1%	0%	-5%
Average Price					
Q3 2020	\$420,170	\$794,247	\$1,515,132	\$2,480,756	\$4,970,621
Q3 2019	\$413,057	\$792,616	\$1,486,578	\$2,480,133	\$5,461,052
%Δ (YoY)	2%	0%	2%	0%	-9%
Average PPSF					
Q3 2020	\$488	\$518	\$679	\$898	\$1,133
Q3 2019	\$510	\$512	\$672	\$874	\$1,105
%Δ (YoY)	-4%	1%	1%	3%	3%
Average SF					
Q3 2020	1,113	1,813	2,596	3,134	4,551
Q3 2019	1,155	1,861	2,527	3,222	4,716
%Δ (YoY)	-4%	-3%	3%	-3%	-3%



43 3rd St
Photographer: Russ Ross

COMPASS

Compass is a licensed real estate broker and abides by Equal Housing Opportunity laws. All material presented herein is intended for informational purposes only. Information is compiled from sources deemed reliable but is subject to errors, omissions, changes in price, condition, sale, or withdrawal without notice. No statement is made as to the accuracy of any description. All measurements and square footages are approximate. This is not intended to solicit property already listed. Nothing herein shall be construed as legal, accounting or other professional advice outside the realm of real estate brokerage.