



2Q 2019

# BROOKLYN

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MARKET  
REPORT

COMPASS

BROOKLYN  
SALES REPORT  
Q2 2019:

# SPRING COMEBACK

Brooklyn proved to be an exciting market in the second quarter of 2019 after a slow start to the year.

Taking a glimpse at the overall market, sales jumped 9% compared to this time last year, with a notable amount of activity in June. Listings were fast to sell, but only in the first 59 days. After reaching that threshold, properties tended to stagnate, with the fewest number of sales happening between 60 and 179 days. This stalling motivated many sellers and led to the highest market-wide discount seen in eight years.

The \$2M-3M price point is a perfect example of these trends. 41% of transactions happened in less than 60 days, but 35% took more than 180 days. Sellers in this range were clearly motivated to move their listings, as the average discount hit 9%, the highest of any submarket. Though only 7% of transactions, it's evident from our quarterly data and weekly Brooklyn luxury reports that listings priced \$2M and up are a lively market.

North Brooklyn opposed the overall trends and was a vastly different submarket this

quarter, in major part due to significantly larger properties on average. This area held firm in price per square foot and sellers were more reluctant with discounts.

As we begin summer, expect discounts to start receding. With an increased number of buyers and uptick in market activity, sellers will be less likely to negotiate or drop their price, even if their listings linger longer than expected.

Enjoy!

**Rory Golod**  
General Manager

**Elizabeth Ann Stribling-Kivlan**  
Senior Managing Director

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## **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.

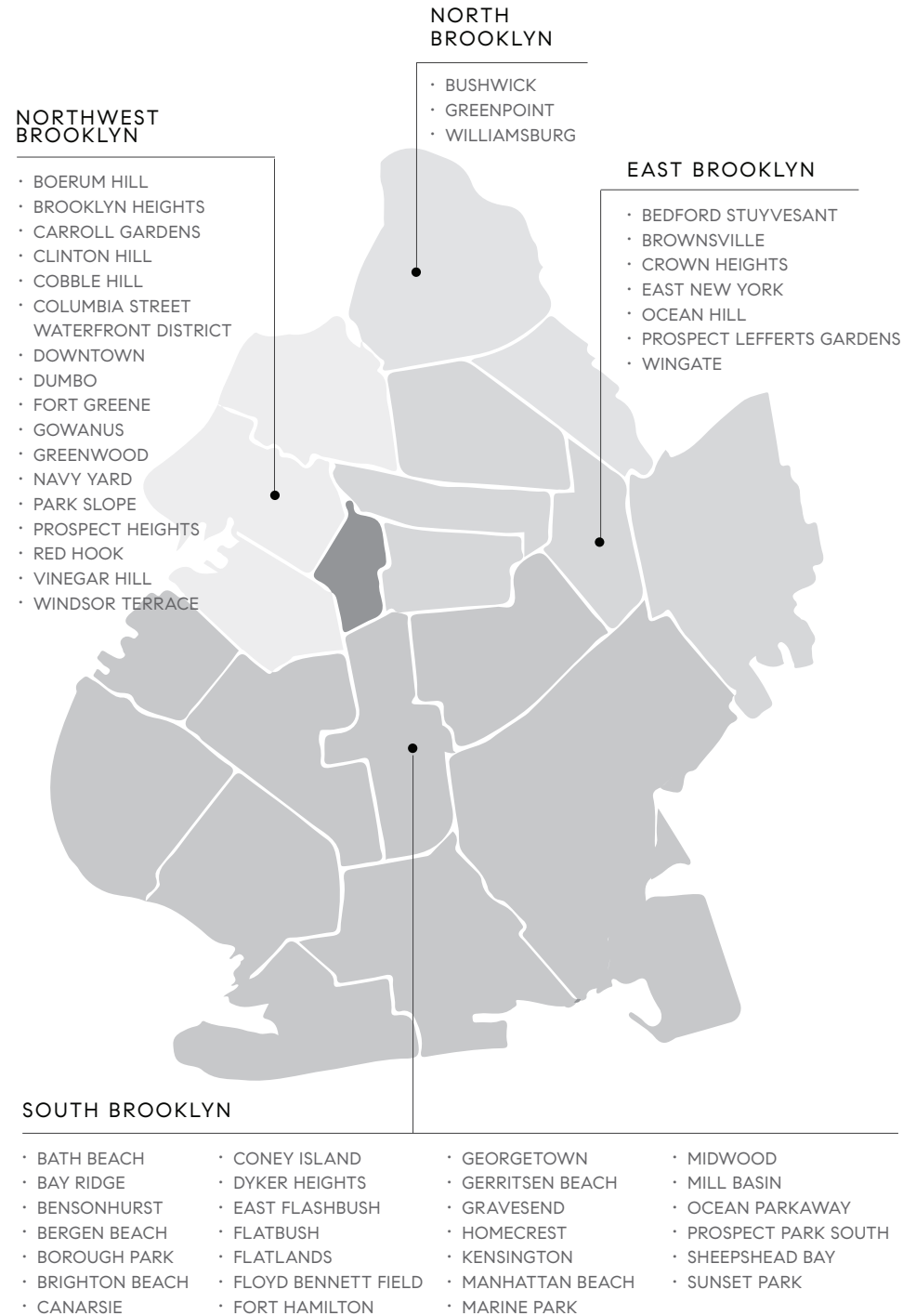
## QUARTERS

1Q: January 1 – March 31

2Q: April 1 – June 30

3Q: July 1 – September 30

4Q: October 1 – December 31





# MARKET HIGHLIGHTS

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“Listings still on the market after 60 days stagnated until a price change.”

**\$967,259**

AVERAGE SALES PRICE

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**141**

AVERAGE DAYS ON THE MARKET

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**7.4%**

AVERAGE DISCOUNT

---

**\$763,688**

MEDIAN SALES PRICE

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**54%**

SHARE OF  
INVENTORY  
OVER \$1M

---

**30%**

SHARE OF  
CLOSINGS  
OVER \$1M

---

**\$811**

AVERAGE PRICE PER SQUARE FOOT

# RECORDED SALES

## BY PROPERTY TYPE

There were 2,588 recorded sales to date in the second quarter, a 9% increase from one year ago. The borough-wide discount was 7%, its highest Q2-level since 2011.

Condo units were the most expensive property type, with an average PPSF of \$1,060. Co-ops recorded an average PPSF of \$719, while houses and townhouses averaged \$589/SF. Houses and townhouses were the largest properties, averaging 2,399 square feet. Condos averaged 1,058 square feet, while co-ops averaged 904 square feet.

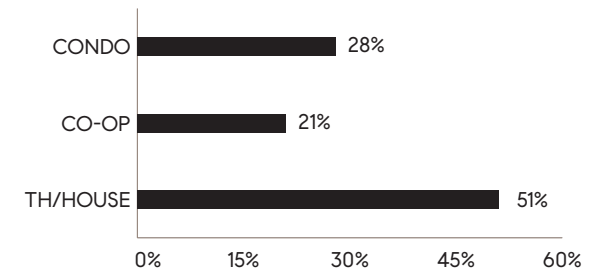
Condos saw a median price increase of 2% to \$865,637, while the average price declined slightly. These properties were slightly smaller than this time last year, decreasing 2% to an average size of 1,058 square feet. Their average PPSF also declined 2% to \$1,060. Co-ops behaved differently. The average price climbed 11% to \$620,311, while the median price slightly increased. Co-ops were 2% smaller on average as well, but had an average PPSF increase of 7% to \$719.

Median and average prices for houses and townhouses declined 3% to \$822,500 and 2% to \$1,051,454, respectively. The average size increased 3% to 2,399 square feet and average PPSF declined 1% to \$589. These properties were discounted 10% on average, the most of any property type.

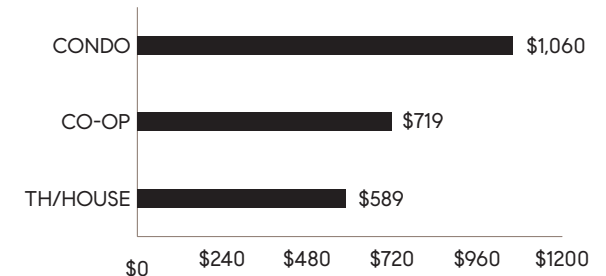
## 2Q 2019 RECORDED SALES

	% UNITS	AVERAGE DISCOUNT	MEDIAN PRICE	YOY	AVERAGE PRICE	YOY	AVERAGE PPSF	YOY	AVERAGE SF	YOY
CONDO	28%	5%	\$865,637	2%	\$1,081,079	-0.1%	\$1,060	-2%	1,058	-2%
CO-OP	21%	6%	\$432,000	0.4%	\$620,311	11%	\$719	7%	904	-2%
TH/ HOUSE	51%	10%	\$822,500	-3%	\$1,051,454	-2%	\$589	-1%	2,399	3%

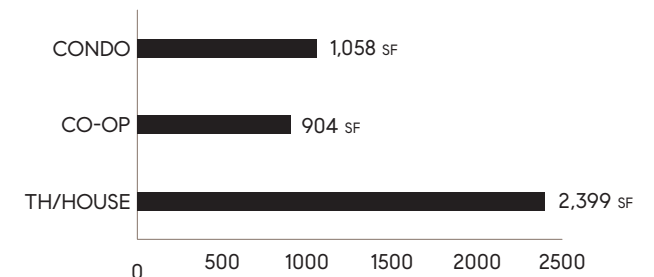
## 2Q 2019 PERCENTAGE OF UNITS



## 2Q 2019 AVERAGE PPSF



## 2Q 2019 AVERAGE SIZE





# RECORDED SALES

## BY PRICE POINT

Sales in the \$500K-1M price bracket were the greatest share of closings with 47% of all deals, the highest of any quarter since 2009. Properties in this group averaged \$731/SF and 1,290 square feet. The median and average prices of this price bracket fell slightly, both declining 1% to \$725,000 and \$739,642, respectively. The average discount was 7%.

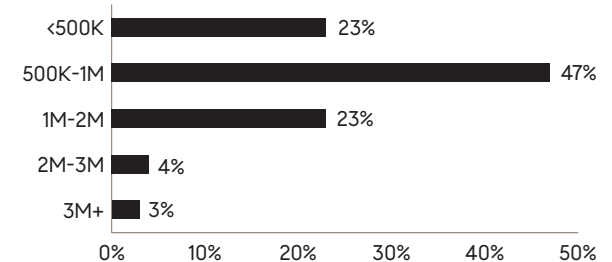
Units priced under \$500K and between \$1-2M both accounted for 23% of sales. The <\$500K bracket saw the greatest price declines of any group, with the median price falling 4% and average price falling 3%. The average PPSF declined 6% to \$517, while average size increased 3% compared to this time last year. The \$1-2M bracket saw a median price increase of 2% and an average price increase of 1%, while properties got 11% larger on average, resulting in an average PPSF decrease of 4%. Both groups had an average discount of 8%.

The \$3M+ price group saw the lowest average discount of 5% and the greatest average price increase of 5% to \$4,505,940. These properties were 15% larger on average as well, with only a 4% decrease in average PPSF to \$1,318.

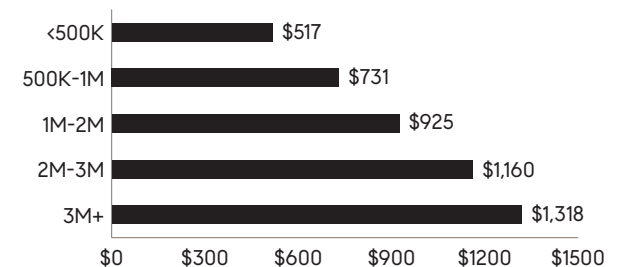
## 2Q 2019 RECORDED SALES

	% UNITS	AVERAGE DISCOUNT	MEDIAN PRICE	YOY	AVERAGE PRICE	YOY	AVERAGE PPSF	YOY	AVERAGE SF	YOY
<500K	23%	8%	\$349,000	-4%	\$346,367	-3%	\$517	-6%	887	3%
500K-1M	47%	7%	\$725,000	-1%	\$739,642	-1%	\$731	-5%	1,290	4%
1M-2M	23%	8%	\$1,325,000	2%	\$1,387,370	1%	\$925	-4%	1,914	11%
2M-3M	4%	9%	\$2,300,000	-1%	\$2,368,209	-0.2%	\$1,160	-3%	2,475	10%
3M+	3%	5%	\$3,750,000	4%	\$4,505,940	5%	\$1,318	-4%	3,660	15%

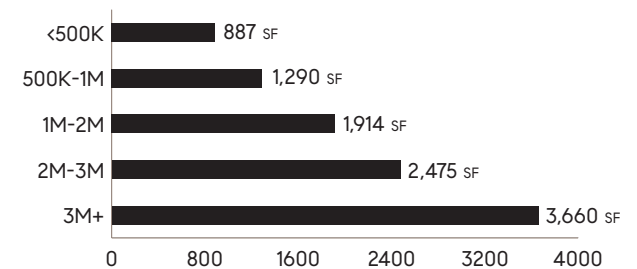
## 2Q 2019 PERCENTAGE OF UNITS



## 2Q 2019 AVERAGE PPSF



## 2Q 2019 AVERAGE SIZE



# RECORDED SALES

## BY SUBMARKET

North Brooklyn accounted for 14% of all sales and saw increases across all metrics, as well as the lowest discount of any area of 5%. The area's median price rose 4% to \$999,999 and its average price increased 5% to \$1,180,791. The average size here was up 22% and still experienced a 4% increase in average PPSF to \$1,119.

Northwest Brooklyn had 17% of all sales and saw declines in all price metrics. The area's median price fell 8% to \$1,075,000 and its average price declined 3% to \$1,515,482. The average size jumped 10% and average PPSF dropped 4% to \$1,121 compared to this time last year. The market had an average discount of 6%.

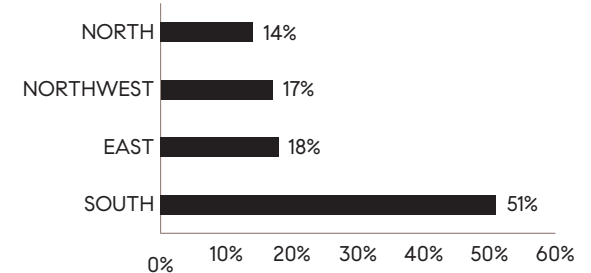
East Brooklyn was 18% of transactions and experienced mixed results. The median price fell 4% to \$735,000, while the average price increased 6% to \$870,957. The average PPSF here fell 8%, more than any other submarket, to \$662, while the average size increased 11%.

South Brooklyn commanded 51% of transactions and had the largest average discount of 9%. Prices changed slightly in the area, while average PPSF increased 6% and average size increased 7%.

## 2Q 2019 RECORDED SALES

	% UNITS	AVERAGE DISCOUNT	MEDIAN PRICE	YOY	AVERAGE PRICE	YOY	AVERAGE PPSF	YOY	AVERAGE SF	YOY
NORTH	14%	5%	\$999,999	4%	\$1,180,791	5%	\$1,119	4%	1,329	22%
NORTHWEST	17%	6%	\$1,075,000	-8%	\$1,515,482	-3%	\$1,121	-4%	1,643	10%
EAST	18%	8%	\$735,000	-4%	\$870,957	6%	\$662	-8%	1,962	11%
SOUTH	51%	9%	\$650,000	1%	\$767,032	-0.2%	\$563	6%	1,603	7%

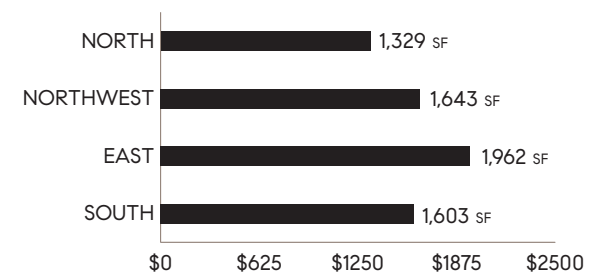
## 2Q 2019 PERCENTAGE OF UNITS



## 2Q 2019 AVERAGE PPSF

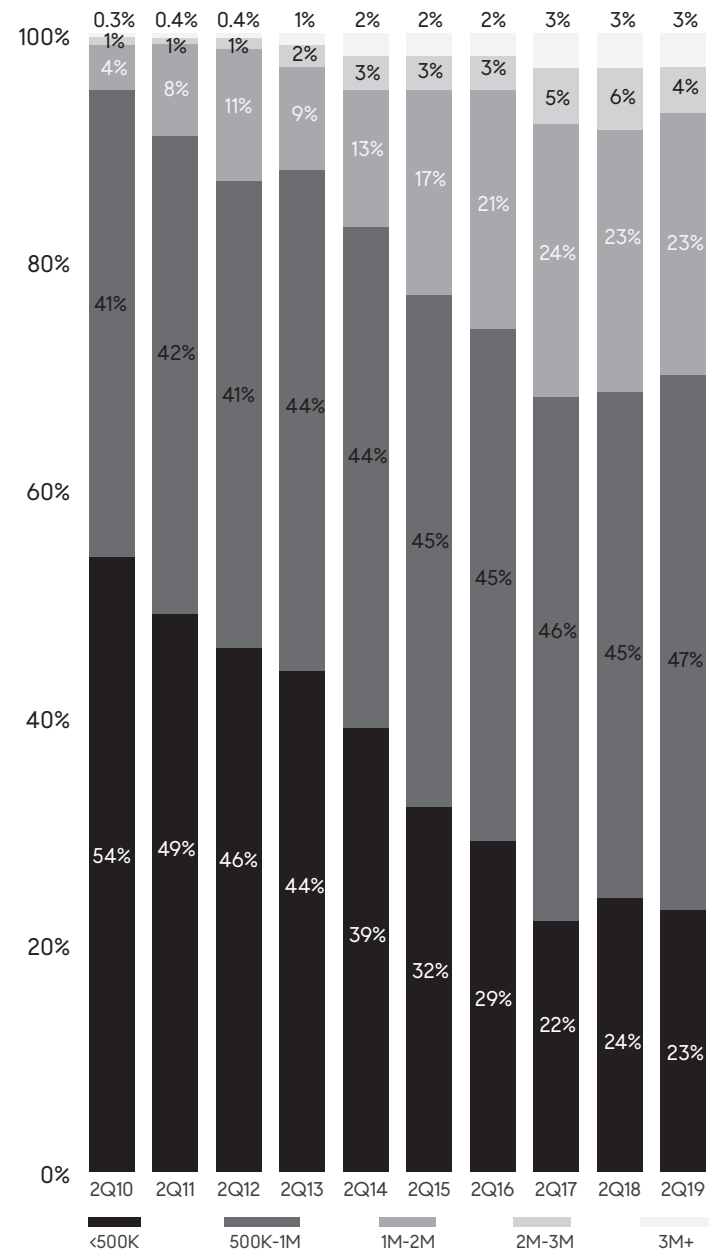


## 2Q 2019 AVERAGE SIZE





### HISTORICAL TRENDS IN RECORDED SALES



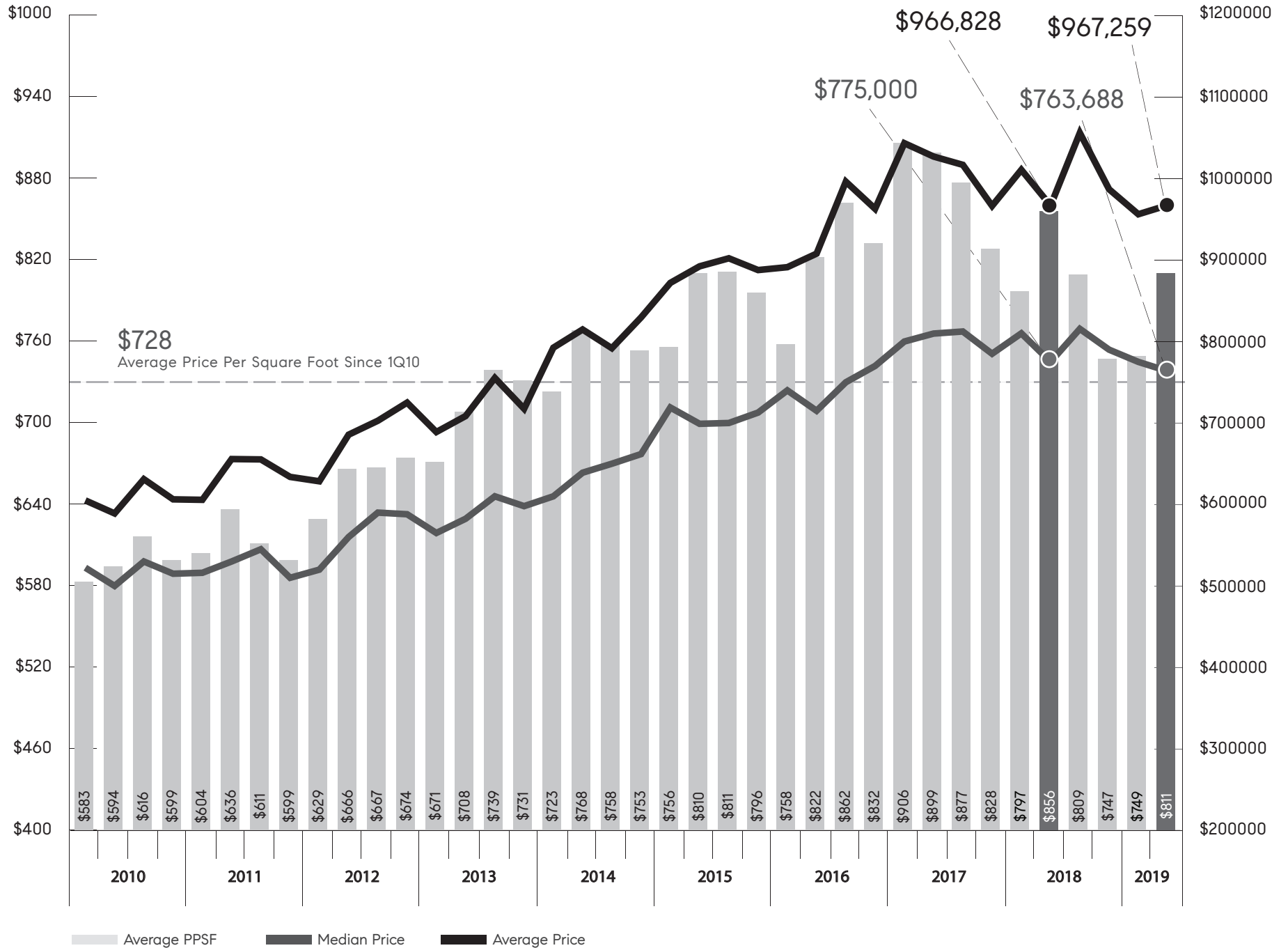
# PRICE PER SQUARE FOOT

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# PRICE TRENDS



# CONTRACTS SIGNED

## BY PROPERTY TYPE

There were 1,992 contracts signed across Brooklyn in the second quarter, a 4% increase from this time last year. Co-ops moved the fastest with 53% signed in the first 59 days and 19% taking longer than 180 days. Condos saw 44% signed within 59 days and 26% signed after 180 days. Houses saw 40% signed within 59 days and 25% signed after 180 days.

Condos occupied 38% of all contracts and saw declines or limited differences in all metrics. Their median price fell 0.4% to \$1,173,511 and their average price declined 5% to \$1,173,511. The average size of condos dropped 7%. As a result, the average PPSF saw no significant change.

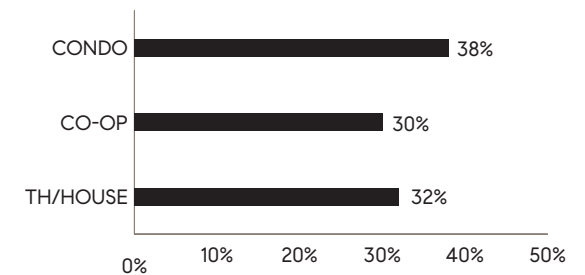
Co-ops were 30% of all contracts and had mixed results. Their median price fell 8% to \$549,500, while average price saw no significant change. The average size of co-ops declined 14% to 958 SF, though the average PPSF increased 2% to \$726.

Houses and townhouses, accounting for 32% of the market, saw significant increases in all price metrics. The median price jumped 22% to \$1,464,000 compared to this time last year and the average price increased 15% to \$1,787,331. This, coupled with a 2% decrease in average size, led to a 17% increase in average PPSF to \$749.

## 2Q 2019 CONTRACTS SIGNED

	% UNITS	MEDIAN PRICE	YOY	AVERAGE PRICE	YOY	AVERAGE PPSF	YOY	AVERAGE SF	YOY
CONDO	38%	\$995,000	-0.4%	\$1,173,511	-5%	\$1,094	0%	1,064	-7%
CO-OP	30%	\$549,500	-8%	\$762,661	0%	\$726	2%	958	-14%
TOWNHOME/ HOUSE	32%	\$1,464,000	22%	\$1,787,331	15%	\$749	17%	2,500	-2%

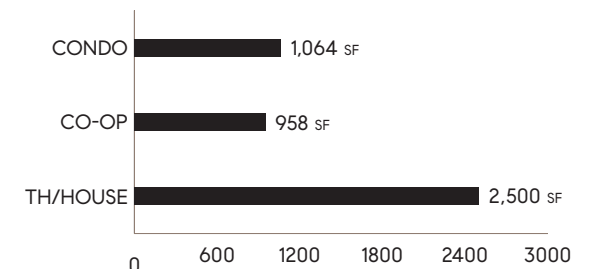
## 2Q 2019 PERCENTAGE OF UNITS



## 2Q 2019 AVERAGE PPSF



## 2Q 2019 AVERAGE SIZE



# CONTRACTS SIGNED

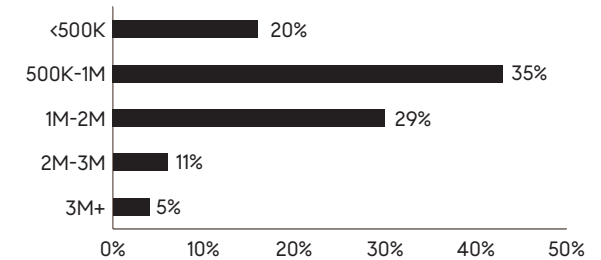
## BY PRICE POINT

Contracts priced between \$500K-1M were 35% of all deals, the most of any category. Those priced between \$1-2M followed with 29%, while those priced less than \$500K made up 20%. Contracts above \$3M captured a 5% share, while the \$2-3M bracket took 11%.

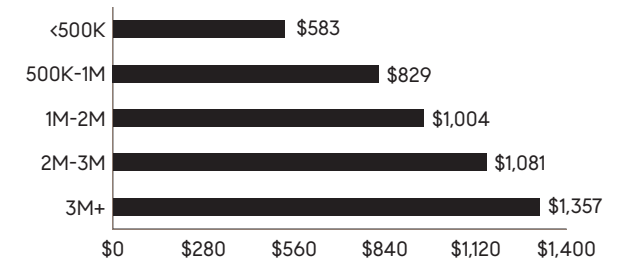
Properties which entered contract between \$2-3M were the only group with significant increases in median and average price, 8% and 3%, respectively. Despite these increases, their average PPSF decreased only 0.6%, with an even smaller decline in average size of 0.3%.

The \$500K-1M price bracket saw the largest increase to average PPSF. It jumped 6% to \$829/SF due to a 12% decline in average size. These properties saw their median price fall 3% to \$749,000 and average price fall 1% to \$758,828.

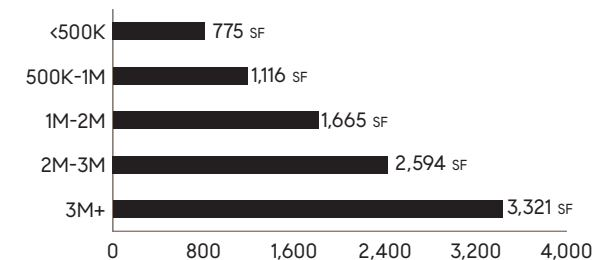
The \$2-3M bracket recorded healthier increases, with its median price up 3% to \$2,495,000 and its average price up 1% to \$2,482,830. Likewise, its average PPSF grew 2% to \$1,152, despite a 2% dip in size to 2,426 square feet.



## 2Q 2019 AVERAGE PPSF



## 2Q 2019 AVERAGE SIZE



## 2Q 2019 CONTRACTS SIGNED

	% UNITS	MEDIAN PRICE	YOY	AVERAGE PRICE	YOY	AVERAGE PPSF	YOY	AVERAGE SF	YOY
<500K	20%	\$385,000	-1%	\$381,062	1%	\$583	2%	775	-1%
500K-1M	35%	\$749,000	-3%	\$758,828	-1%	\$829	6%	1,116	-12%
1M-2M	29%	\$1,395,000	0.4%	\$1,432,538	0.4%	\$1,004	2%	1,665	-5%
2M-3M	11%	\$2,612,500	8%	\$2,527,173	3%	\$1,081	-0.6%	2,594	-0.3%
3M+	5%	\$3,795,000	-4%	\$4,294,495	3%	\$1,357	2%	3,321	-5%

# CONTRACTS SIGNED

## BY SUBMARKET

North Brooklyn captured 15% of all deals and featured 41% larger properties than this time last year. Accordingly, this area's median price increased 35% to \$1,550,000 and average price increased 39% to \$1,781,844, while its average PPSF did not change significantly.

Northwest Brooklyn had 31% of all contracts and saw its median price decline 3% to \$1,255,000 and its average price decline 8% to \$1,624,238 from this time last year. The area's average PPSF and average size increased and decreased, respectively, by 1%.

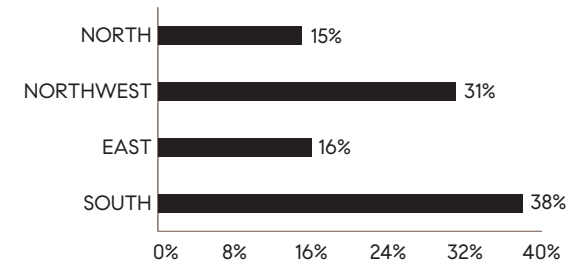
East Brooklyn accounted for 16% of deals and experienced a median price decline of 1% to \$977,000 and an average price decrease of 6% to \$1,123,572 compared to this time last year. Properties here increased in average size by 10% and saw their average PPSF increase to \$776, an increase of 9%.

South Brooklyn saw the most activity with 38% of the market and were the smallest of any submarket, decreasing 14% in average size to 1,349 SF. The area's median price fell 9% to \$605,000, while its average price increased 2% to \$808,770. Properties here saw the greatest increase in average PPSF of any submarket, climbing 10% to \$628.

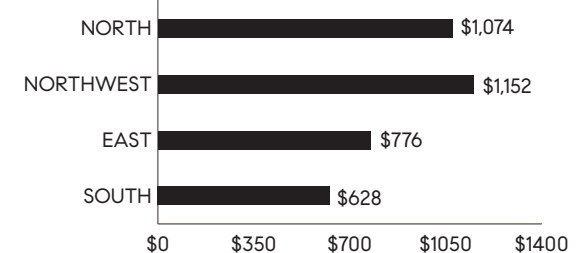
## 2Q 2019 CONTRACTS SIGNED

	% UNITS	MEDIAN PRICE	YOY	AVERAGE PRICE	YOY	AVERAGE PPSF	YOY	AVERAGE SF	YOY
NORTH	15%	\$1,550,000	35%	\$1,781,844	39%	\$1,074	-0.4%	1,866	41%
NORTHWEST	31%	\$1,255,000	-3%	\$1,624,238	-8%	\$1,152	1%	1,520	-1%
EAST	16%	\$977,000	-1%	\$1,123,572	-6%	\$776	9%	1,725	10%
SOUTH	38%	\$605,000	-9%	\$808,770	2%	\$628	10%	1,349	-14%

## 2Q 2019 PERCENTAGE OF UNITS



## 2Q 2019 AVERAGE PPSF



## 2Q 2019 AVERAGE SIZE

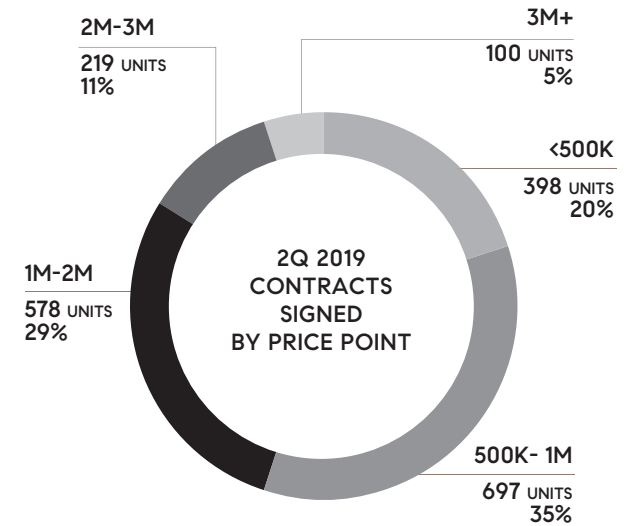






1,992

TOTAL UNITS



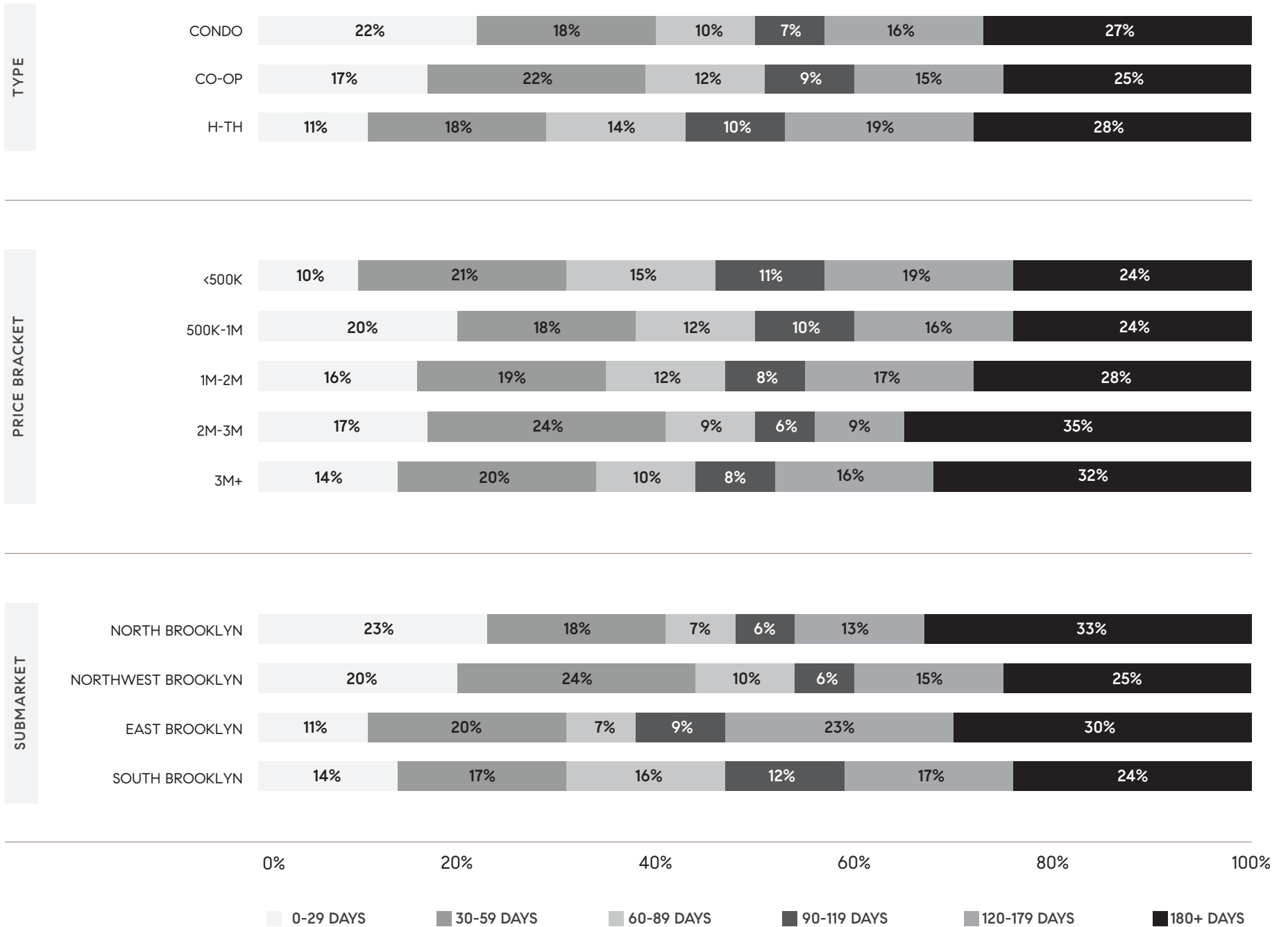
16%

OF CONTRACTS SIGNED WERE ABOVE \$2M

# TIME ON THE MARKET

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# TOTAL INVENTORY

## BY PROPERTY TYPE

There were 5,478 actively listed properties on the market at the end of 2Q19. Houses and townhouses comprised the largest share of inventory, with 41% of all active units. They had an average PPSF of \$766 and an average size of 2,551 square feet.

Condos captured 32% of inventory, and were the most expensive property type, averaging \$1,057/SF. They measured an average of 1,170 square feet. Co-ops, with 27% of inventory, were the most affordable, averaging \$677/SF and 1,086 square feet.

Condos saw moderate price changes in Q2. Their median rose 2% to \$950,000 and their average fell 2% to \$1,251,296. Their average size decreased 7% to 1,170 square feet and average PPSF increased 3%.

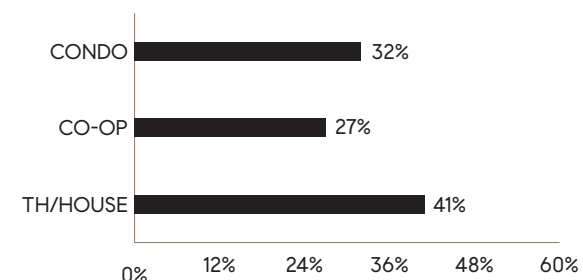
Co-ops on the market in Q2 were 18% smaller on average, yet their average and median prices only fell to \$766,557 (2%) and \$512,500 (5%), respectively. Accordingly, their PPSF rose significantly, up 13% to \$1,086.

Townhouses were more expensive this quarter, with a 1% median price increase to \$1,400,000 and a 12% average price increase to \$1,895,374.

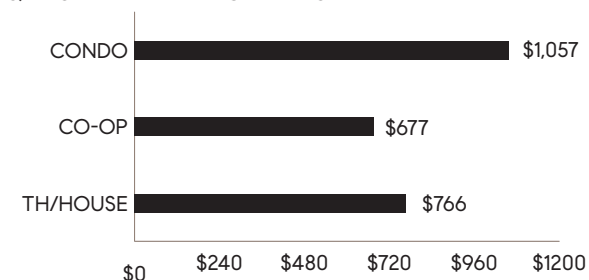
## 2Q 2019 INVENTORY

	% UNITS	MEDIAN PRICE	YOY	AVERAGE PRICE	YOY	AVERAGE PPSF	YOY	AVERAGE SF	YOY
CONDO	32%	\$950,000	2%	\$1,251,296	-2%	\$1,057	3%	1,170	-7%
CO-OP	27%	\$512,500	-5%	\$766,557	-2%	\$677	13%	1,086	-18%
TOWNHOME/ HOUSE	41%	\$1,400,000	1%	\$1,895,374	12%	\$766	10%	2,551	-0.6%

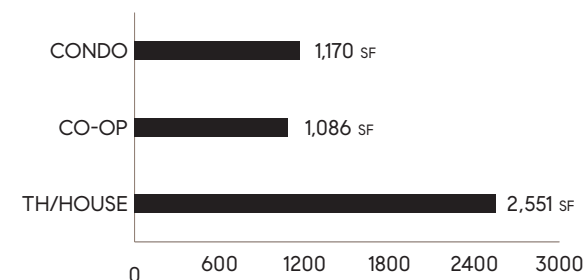
## 2Q 2019 PERCENTAGE OF UNITS



## 2Q 2019 AVERAGE PPSF



## 2Q 2019 AVERAGE SIZE





# TOTAL INVENTORY

## BY PRICE POINT

Properties priced between \$500K-1M totaled 37% of all active listings. Units listed between \$1-2M held a 30% share, while those priced under \$500K made up 16%.

Unit share under \$500K saw a slight rebound of 2% compared to this quarter last year, but still remains considerably lower than the 10-year 2Q average of 33%. Meanwhile, inventory priced between \$1M-2M saw a slight 2% decrease, however still remains considerably higher than the 10-year 2Q average of 19%. The \$2M-3M and \$3M+ price ranges maintained similar levels of inventory compared with 2Q18.

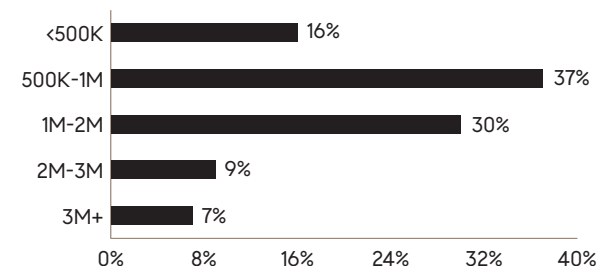
Inventory priced under \$500K showed price increases across all measures. Its median price jumped 11% to \$398,000 and its average grew 6% to \$383,952. The average PPSF jumped 14% to \$544, the largest increase of any price bracket.

Units priced \$3M+ saw a significant average price increase of 17% to \$5,383,141. The bracket's average PPSF rose 11% to \$1,433 along with a 2% decrease in average size to 3,806 SF.

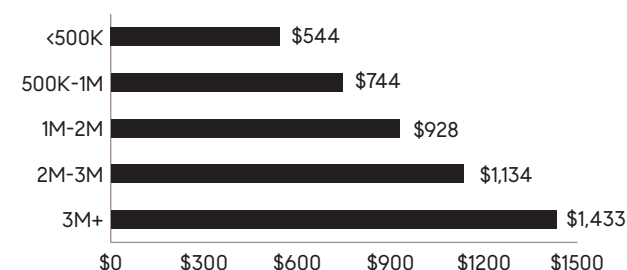
## 2Q 2019 INVENTORY

	% UNITS	MEDIAN PRICE	YOY	AVERAGE PRICE	YOY	AVERAGE PPSF	YOY	AVERAGE SF	YOY
<500K	16%	\$398,000	11%	\$383,952	6%	\$544	14%	833	-2%
500K-1M	37%	\$749,000	0%	\$748,971	-1%	\$744	3%	1,237	-4%
1M-2M	30%	\$1,449,000	0%	\$1,463,185	-0.5%	\$928	8%	1,927	8%
2M-3M	9%	\$2,399,999	0%	\$2,446,096	-0.6%	\$1,134	10%	2,536	-11%
3M+	7%	\$3,995,000	0%	\$5,383,141	17%	\$1,433	11%	3,806	-2%

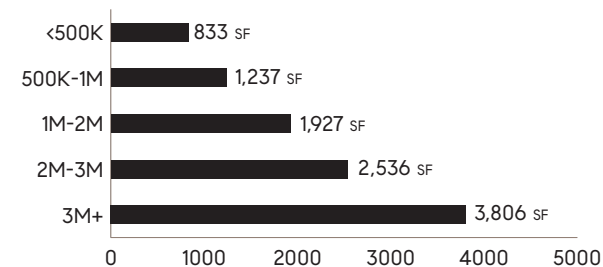
## 2Q 2019 PERCENTAGE OF UNITS



## 2Q 2019 AVERAGE PPSF



## 2Q 2019 AVERAGE SIZE



# TOTAL INVENTORY

## BY SUBMARKET

North Brooklyn, with 11% of inventory, was noticeably more expensive this quarter. The area's median price increased 4% to \$1,392,000 and its average price increased 14% to \$1,875,479. The average PPSF increased 2% to \$1,777 while average size remained virtually the same, falling 0.6%.

Northwest Brooklyn, with 24% of listings, saw declines in all metrics. The median price fell 16% to \$1,295,000 and the average price dropped 14% to \$1,787,654. The average size of the properties in this area declined 10% to 1,644 square feet, resulting in only a slight 1% decrease in average PPSF. Despite these declines, properties in the area were still the most expensive on average at \$1,194/SF.

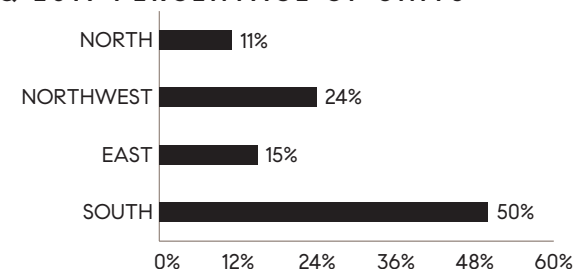
East Brooklyn accounted for 15% of inventory and saw mixed results. The median price decreased 5% to \$950,000 and the average price increased 3% to \$1,315,652. The area's average size fell 13% to 2,006 square feet (the largest of any submarket), yet only a 5% increase in average PPSF.

South Brooklyn captured 50% of inventory and saw mixed results. The median price declined 4%, while the average price increased 9%. Average PPSF rose to \$649, an increase of 7% compared with this time last year.

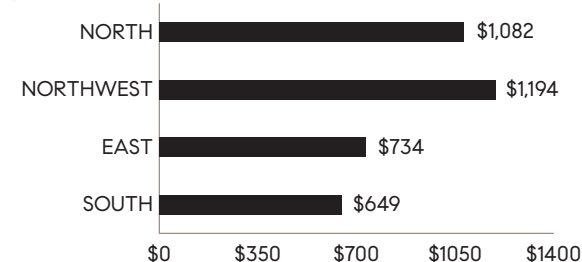
## 2Q 2019 INVENTORY

	% UNITS	MEDIAN PRICE	YOY	AVERAGE PRICE	YOY	AVERAGE PPSF	YOY	AVERAGE SF	YOY
NORTH	11%	\$1,392,000	4%	\$1,875,479	14%	\$1,082	2%	1,777	-0.6%
NORTHWEST	24%	\$1,295,000	-16%	\$1,787,654	-14%	\$1,194	-1%	1,644	-10%
EAST	15%	\$950,000	-5%	\$1,315,652	3%	\$734	5%	2,006	-13%
SOUTH	50%	\$769,000	-4%	\$1,091,114	9%	\$649	7%	1,686	-2%

## 2Q 2019 PERCENTAGE OF UNITS

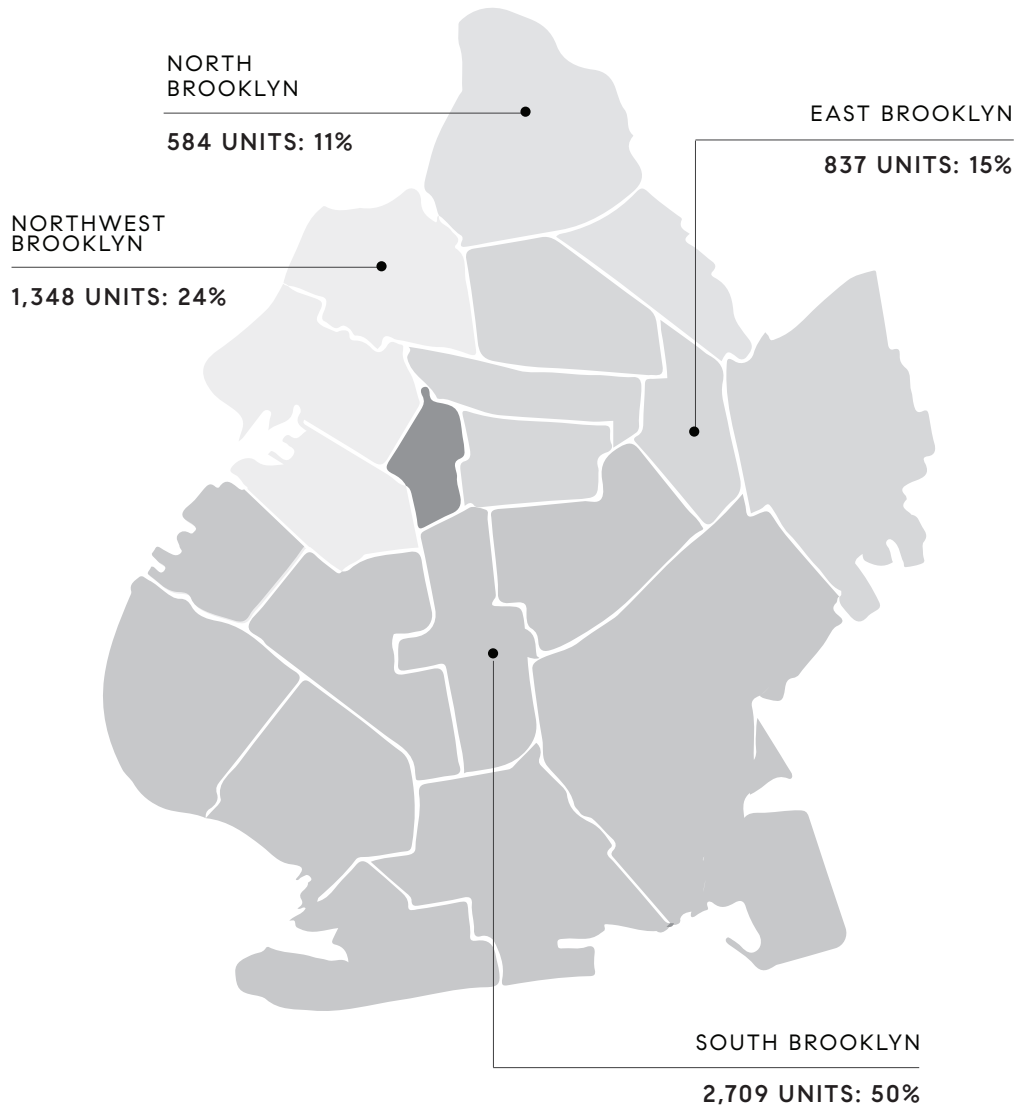


## 2Q 2019 AVERAGE PPSF

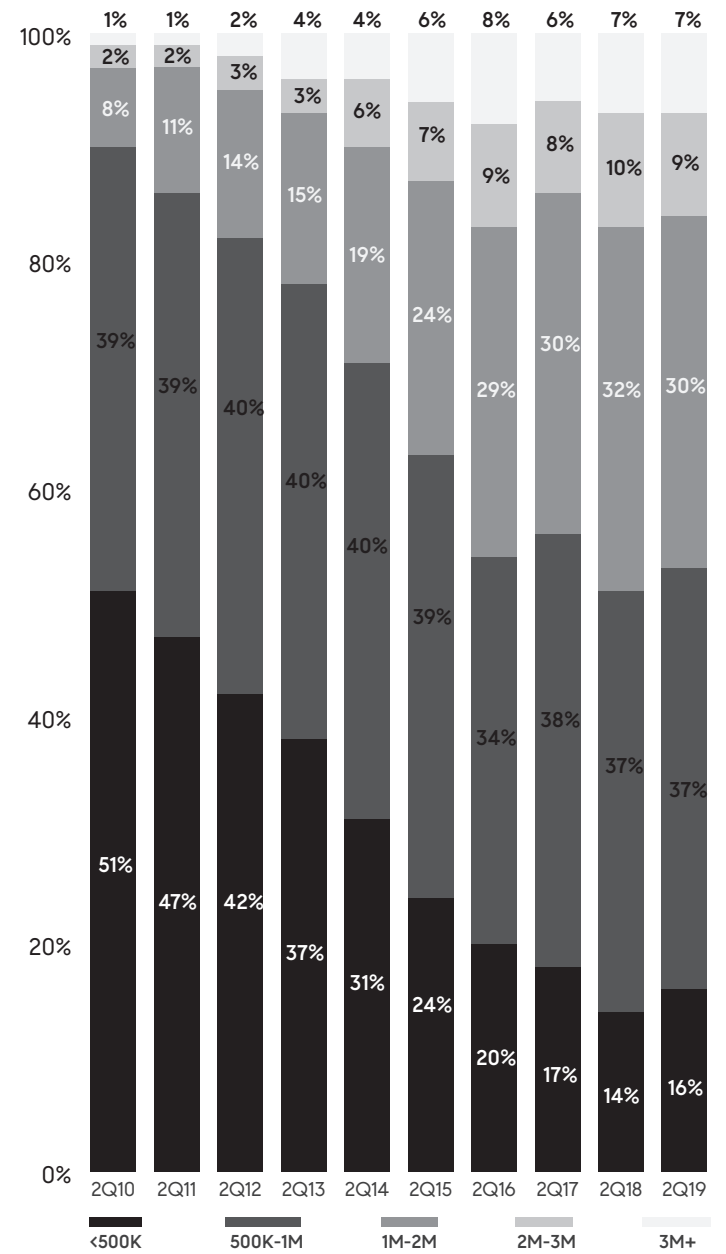


## 2Q 2019 AVERAGE SIZE





### HISTORICAL INVENTORY



# MONTHS OF SUPPLY

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2Q 2019

2Q 2018

5,478

ACTIVE  
INVENTORY

664

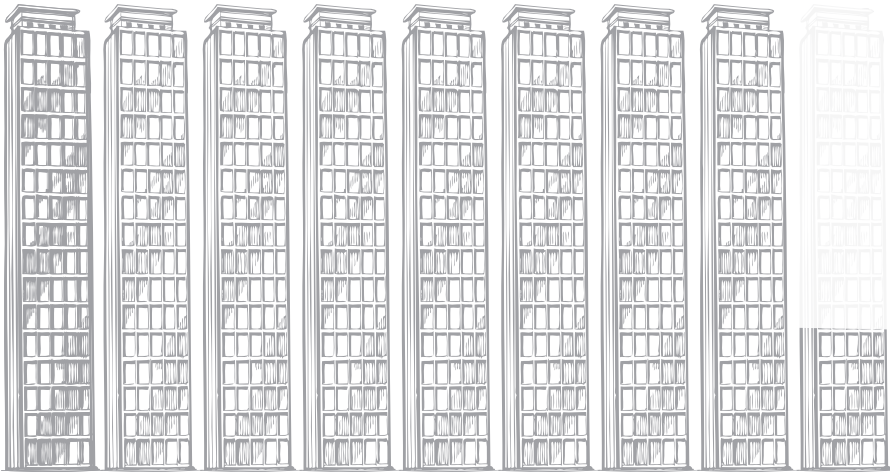
CONTRACTS SIGNED  
PER MONTH

4,159

ACTIVE  
INVENTORY

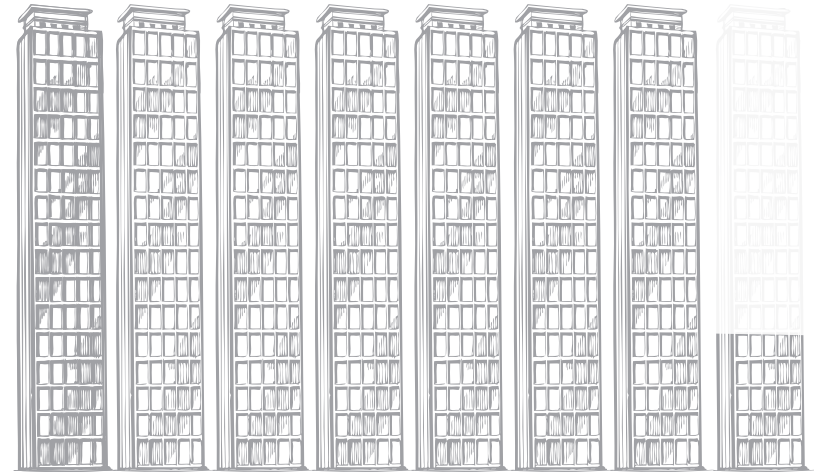
567

CONTRACTS SIGNED  
PER MONTH



8.3

MONTHS OF SUPPLY



7.3

MONTHS OF SUPPLY

# COMPASS

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