

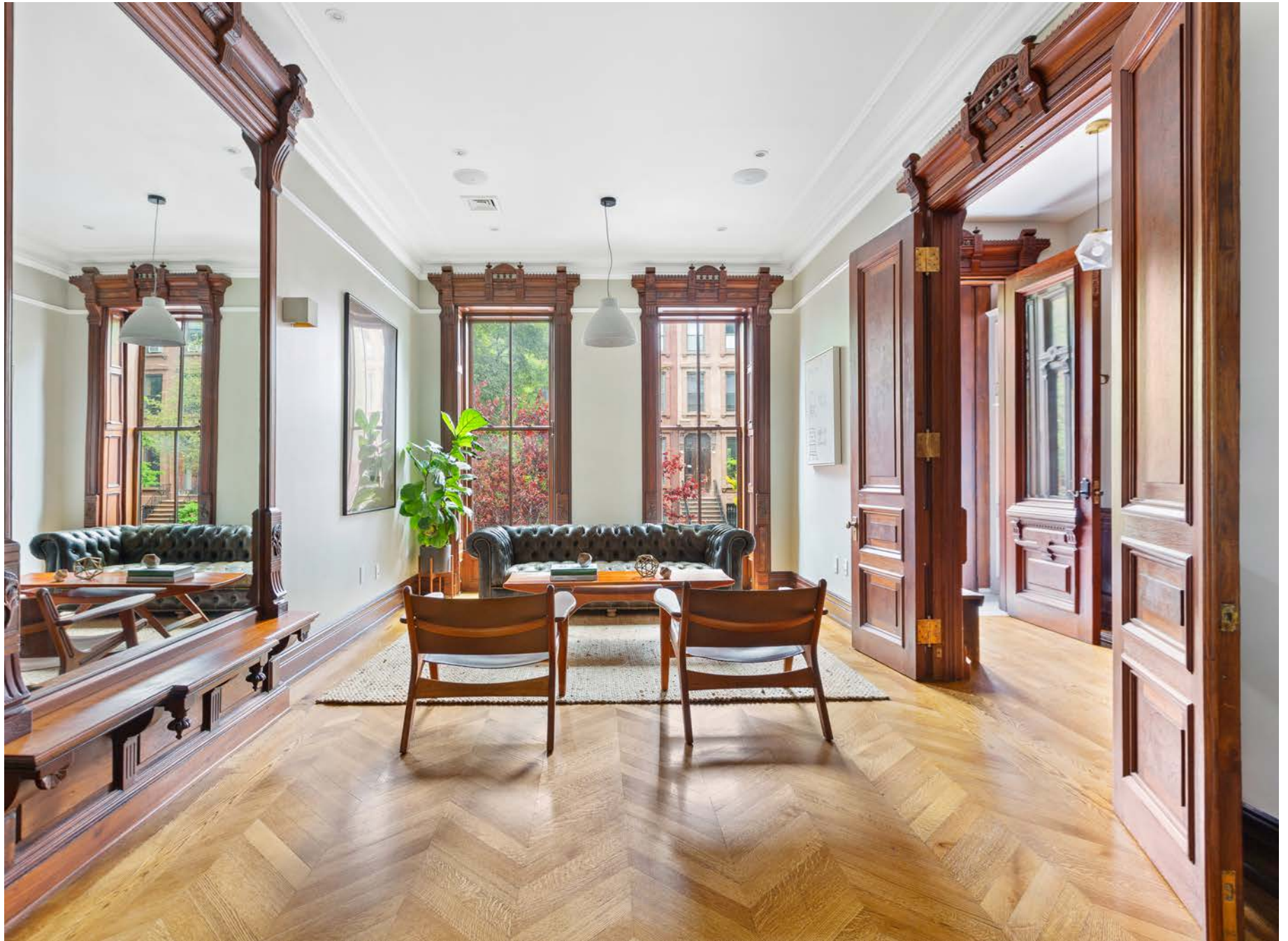
Q2 2020

# Brooklyn Market Report

COMPASS



314 Clermont Avenue  
Photographer: Will Ellis, DD Reps



126 Hancock Street  
Photographer: Shannon Dupre, DD Reps

After many quarters of promising activity in Brooklyn, the pandemic and subsequent industry restrictions significantly slowed the residential market to record levels.

There were 1,036 sales recorded in the second quarter of 2020, a 67 percent decrease from 2019. This was the lowest sales number on record. Contracts also fell 68 percent compared to last year and inventory slumped as well. All of this indicates that buyers and sellers were by-and-large waiting to see how things played

out before proceeding.

While the market has not rebounded to pre-coronavirus levels, limited in-person showings have resumed and contract activity was 66 percent higher in June compared to April, during the city's peak of cases. The luxury sector also consistently saw two-to-three times more deals throughout May and June. All of this points to continued interest and confidence in the Brooklyn real estate market.

Given the uncertainty around the pandemic and potential restrictions on the industry, it is difficult to draw any conclusions about where the market will end up long-term. What is clear is that technology proved essential for keeping the industry alive when showings came to a complete halt. The role of technology will continue to evolve and play a critical role in the home buying and selling process, and recent activity points to an optimistic future that if current conditions stand, may lead to pent-up demand through the summer months.

REGIONAL PRESIDENT, NY REGION

Rory Golod

SENIOR MANAGING DIRECTOR

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## SOURCES

Proprietary database,  
ACRIS (Automated City Register Information System)



25 Schermerhorn Street  
Photographer: Rachel Guzman, Rise Media

# 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

The pandemic halted residential activity, but the market gained momentum throughout the quarter.

**\$1,022,506**

Average  
Sales Price

**\$796**

Average Price  
Per Square Foot

**\$800,000**

Median  
Sales Price

**153**

Average Days  
on the Market

**\$1,130,341**

Average  
Condo Price

**9%**

Average  
Discount

**\$594,010**

Average  
Co-op Price

**34%**

of Properties Took  
More than 180 Days  
to Enter Contract

**\$1,158,492**

Average  
House Price



# Recorded Sales

## BY PROPERTY TYPE

- Co-ops and houses had more normalized price distributions this quarter, causing their median price to increase, while their average price saw limited change
- Properties sold were 6% smaller in size on average compared to 2019
- 29% of all sales happened within 60 days of hitting the market, while 31% took 180 days or more
- Median price in Northwest Brooklyn fell 24%, due to predominately smaller condo & home transactions, and discounts
- East Brooklyn was the only submarket with positive price trends, where sales median and average price climbed 15% and 9%, respectively



200 Water Street #5B  
Photographer: Michael Weinstein Studio

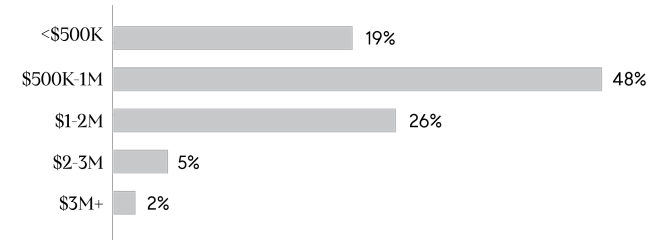
	Condos			Co-ops			Houses		
	Q2 2020	Q2 2019	%Δ (YoY)	Q2 2020	Q2 2019	%Δ (YoY)	Q2 2020	Q2 2019	%Δ (YoY)
# UNITS	388	969	-60%	230	535	-57%	418	1,595	-74%
AVERAGE DISCOUNT	7%	6%		4%	6%		13%	11%	
MEDIAN PRICE	\$800,000	\$870,000	-8%	\$492,000	\$439,000	12%	\$980,000	\$899,000	9%
AVERAGE PRICE	\$1,130,341	\$1,103,826	2%	\$594,010	\$583,138	2%	\$1,158,492	\$1,162,720	0%
AVERAGE PPSF	\$1,028	\$1,061	-3%	\$673	\$660	2%	\$611	\$614	0%
AVERAGE SF	1,092	1,074	2%	940	901	4%	2,247	2,434	-8%

# Recorded Sales

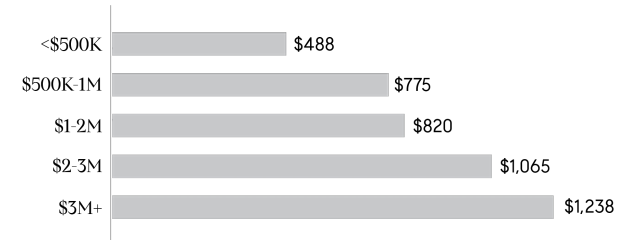
## BY PRICE POINT

- Properties under \$500,000 saw a 2% decrease in market share as the lower half of the market continued to climb in price
- The \$3M+ price point saw significant median and average price increases of 14% and 23%, respectively, primarily due to limited market share
- Properties priced \$500K-1M sold the fastest, saw slight price increases, and were the majority of sales
- Condos in the \$1-2M bracket were more affordable, with a 14% lower average price per square foot
- 40% of co-op sales were between \$500K-1M, 10% higher than in Q2 2019
- Houses saw dramatic price shifts as well, with 10% more sales occurring in the \$1-2M range

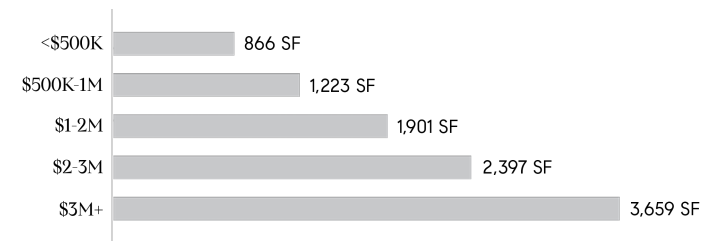
## Q2 2020 Percentage of Units



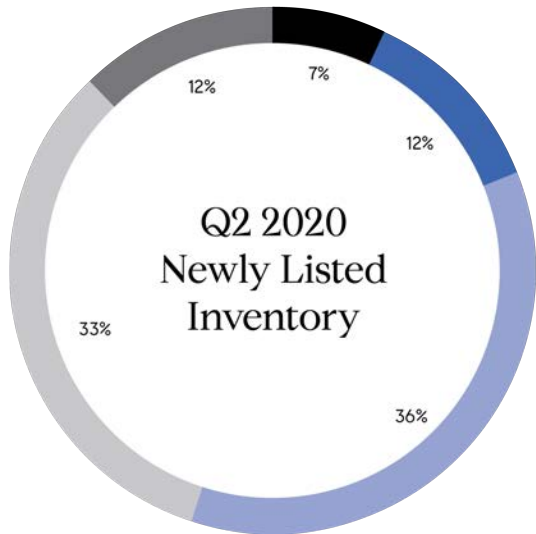
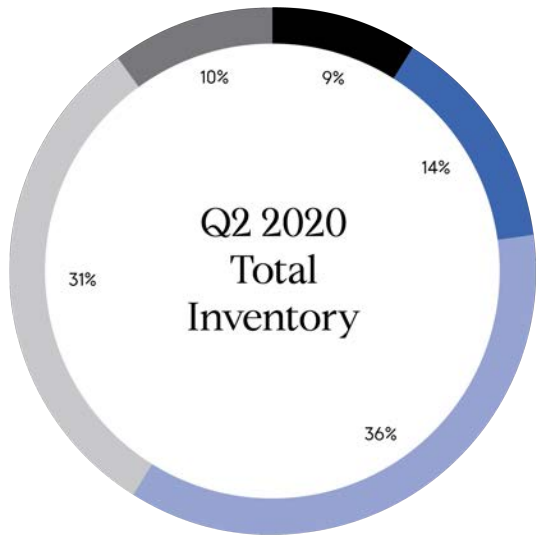
## Q2 2020 Average PPSF



## Q2 2020 Average Size







25 Schermerhorn Street  
Photographer: Rachel Guzma, Rise Media

## Condo Inventory

	<\$500K	\$500K-1M	\$1-2M	\$2-3M	\$3M+
<b># Units</b>					
Q2 2020	103 (7%)	663 (48%)	407 (29%)	127 (9%)	94 (7%)
Q2 2019	116 (7%)	760 (48%)	492 (31%)	132 (8%)	79 (5%)
%Δ (YoY)	-11%	-13%	-17%	-4%	19%
<b>Median Price</b>					
Q2 2020	\$449,000	\$750,000	\$1,406,000	\$2,430,000	\$4,100,000
Q2 2019	\$439,000	\$749,000	\$1,395,000	\$2,450,000	\$3,900,000
%Δ (YoY)	2%	0%	1%	-1%	5%
<b>Average Price</b>					
Q2 2020	\$429,002	\$763,109	\$1,438,706	\$2,463,840	\$4,772,363
Q2 2019	\$417,268	\$755,551	\$1,434,073	\$2,462,880	\$4,998,304
%Δ (YoY)	3%	1%	0%	0%	-5%
<b>Average PPSF</b>					
Q2 2020	\$667	\$898	\$1,212	\$1,529	\$1,840
Q2 2019	\$647	\$888	\$1,202	\$1,463	\$1,865
%Δ (YoY)	3%	1%	1%	5%	-1%
<b>Average SF</b>					
Q2 2020	693	932	1,233	1,665	2,684
Q2 2019	771	929	1,256	1,784	2,721
%Δ (YoY)	-10%	0%	-2%	-7%	-1%

## Co-op Inventory

	<\$500K	\$500K-1M	\$1-2M	\$2-3M	\$3M+
<b># Units</b>					
Q2 2020	421 (56%)	254 (34%)	55 (7%)	9 (1%)	8 (1%)
Q2 2019	495 (53%)	308 (33%)	96 (10%)	33 (4%)	10 (1%)
%Δ (YoY)	-15%	-18%	-43%	-73%	-20%
<b>Median Price</b>					
Q2 2020	\$360,000	\$650,000	\$1,300,000	\$2,200,000	\$3,895,000
Q2 2019	\$350,000	\$675,000	\$1,488,000	\$2,250,000	\$3,999,999
%Δ (YoY)	3%	-4%	-13%	-2%	-3%
<b>Average Price</b>					
Q2 2020	\$361,904	\$688,379	\$1,411,345	\$2,315,444	\$3,915,625
Q2 2019	\$358,080	\$692,070	\$1,485,279	\$2,398,121	\$4,066,900
%Δ (YoY)	1%	-1%	-5%	-3%	-4%
<b>Average PPSF</b>					
Q2 2020	\$479	\$739	\$1,133	\$1,257	-
Q2 2019	\$471	\$742	\$914	\$1,011	\$1,402
%Δ (YoY)	2%	0%	24%	24%	-
<b>Average SF</b>					
Q2 2020	811	972	1,289	2,553	-
Q2 2019	819	1,048	2,029	2,911	3,786
%Δ (YoY)	-1%	-7%	-36%	-12%	-

# House Inventory

	<\$500K	\$500K-1M	\$1-2M	\$2-3M	\$3M+
<b># Units</b>					
Q2 2020	37 (2%)	493 (29%)	732 (42%)	251 (15%)	213 (12%)
Q2 2019	36 (1%)	731 (29%)	1,073 (43%)	361 (14%)	314 (12%)
%Δ (YoY)	3%	-33%	-32%	-30%	-32%
<b>Median Price</b>					
Q2 2020	\$439,000	\$799,000	\$1,488,000	\$2,400,000	\$4,000,000
Q2 2019	\$471,500	\$799,000	\$1,495,000	\$2,488,000	\$3,995,000
%Δ (YoY)	-7%	0%	0%	-4%	0%
<b>Average Price</b>					
Q2 2020	\$418,467	\$794,377	\$1,496,800	\$2,470,447	\$5,088,877
Q2 2019	\$430,971	\$789,813	\$1,493,071	\$2,472,552	\$5,418,819
%Δ (YoY)	-3%	1%	0%	0%	-6%
<b>Average PPSF</b>					
Q2 2020	\$501	\$499	\$685	\$926	\$1,098
Q2 2019	\$535	\$506	\$669	\$868	\$1,134
%Δ (YoY)	-6%	-1%	2%	7%	-3%
<b>Average SF</b>					
Q2 2020	1,155	1,867	2,558	3,079	4,730
Q2 2019	1,375	1,860	2,552	3,198	4,550
%Δ (YoY)	-16%	0%	0%	-4%	4%



338 Berry Street, Garden E  
Photographer: Shannon Dupre, DD Reps

# COMPASS

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