Message from Bess Freedman
CEO of Brown Harris Stevens

Activity in the Brooklyn apartment market continued to slow in the first quarter, with 42% fewer closings reported than this time last year. As we’ve said before, the current market should not be compared to the data from 2021 to the first half of 2022 as that 18-month period brought record sales after the COVID-19 shutdowns. It also benefited from mortgage rates that were less than half of what they are today. Closings in 1Q23 were also pushed lower by a lack of inventory in many parts of the borough, due in part to the jump in closings the prior year and a half.

The average apartment price for all of Brooklyn was 5% lower than 2022’s first quarter, at $948,181. Higher rates certainly played a role in this price decline, but there were two other factors that also had an impact:

• Co-ops represented a much larger share of the Brooklyn market than usual, accounting for 43% of closings versus 34% a year ago. Co-ops typically sell for a discount to comparable condos due to the underlying mortgages co-op buildings have, and the stricter rules co-ops can impose on shareholders.

• We also found that the average apartment sold in 2023’s first quarter was smaller than a year ago, which also helped bring down the overall average and median prices.

Demand for Brooklyn apartments remains strong, while inventory has declined in the last year. So, while the number of sales has come down sharply over the past year, it is more about an unprecedented runup in sales after the city re-opened and not about a lack of buyer interest.
The average apartment price fell 5% compared to 2022’s first quarter, due in large part to co-ops comprising a much larger share of the market. Co-ops are typically less expensive than condos, so when they account for a bigger percentage of apartment sales the average price can be pushed lower.

Co-op prices averaged $172,310 per room, a 3% improvement from a year ago.
Cooperatives & Condominiums Average & Median Sales Price

Number of Closings

To enable a fair comparison, only sales both closed and recorded during each quarter are included.

Cooperative Average price per room

Condominium Average price per square foot

* Includes new development and resale apartments. 1Q23 data is preliminary and subject to revision in future reports. Data from the prior four quarters has been revised to include sales recorded after our initial reports were released.
Apartment prices averaged $1,756,562, down slightly from the first quarter of 2022.

The median price posted a larger decline, falling 7% to $1,375,000.
Cooperatives & Condominiums
Average & Median Sales Price

Cooperative
Average price per room

Condominium
Average price per square foot
A sharp decline in new development closings helped bring both the average and median prices down sharply compared to a year ago.

The average co-op price per room of $217,802 was 7% lower than 2022’s first quarter.
Cooperatives & Condominiums
Average & Median Sales Price

Cooperative
Average price per room

Condominium
Average price per square foot
An increase in new development closings helped bring the average apartment price up **17%** from a year ago.

Co-op prices averaged $227,960 per room, which was **2%** less than 2022’s first quarter.
Clinton Hill, Fort Greene, Brooklyn Navy Yard, Prospect Heights, & Vinegar Hill

Cooperatives & Condominiums
Average & Median Sales Price

Cooperative
Average price per room

Condominium
Average price per square foot
At $922, the average condo price per square foot was 2% higher than in 1Q22.

The average co-op price per room fell 2% over the past year.
Bedford-Stuyvesant, Bushwick, Crown Heights, & Stuyvesant Heights

Cooperatives & Condominiums
Average & Median Sales Price

Cooperative
Average price per room

Condominium
Average price per square foot
The average new development closing price was 19% higher than a year ago, which helped the overall average apartment price climb 16% over that time.

Condo prices for both resale and new developments averaged $1,362 per square foot, 10% more than in 2022’s first quarter.
Cooperatives & Condominiums
Average & Median Sales Price

Condominium
Average price per square foot
Co-op prices averaged $128,544 per room, a 7% improvement compared to a year ago.

At $841, the average condo price per square foot was 5% higher than in 1Q22.
Cooperatives & Condominiums
Average & Median Sales Price

Cooperative
Average price per room

Condominium
Average price per square foot
Apartment prices rose 5% over the past year to an average of $1,374,594.

The median price was virtually unchanged from a year ago.
Cooperatives & Condominiums
Average & Median Sales Price

Cooperative
Average price per room

Condominium
Average price per square foot
The average price for all apartments fell **7%** from the first quarter of 2022.

Co-op prices averaged $131,463 per room, which was slightly **HIGHER** than a year ago.
Cooperatives & Condominiums
Average & Median Sales Price

![Graph showing average and median sales price for Cooperatives & Condominiums from 1Q22 to 1Q23.]

Cooperative
Average price per room

![Graph showing average price per room for Cooperatives from 1Q22 to 1Q23.]

Condominium
Average price per square foot

![Graph showing average price per square foot for Condominiums from 1Q22 to 1Q23.]

Bensonhurst, Borough Park, & Kensington

FIRST QUARTER 2023
Co-op prices averaged $118,512 per room, virtually unchanged from 1Q22.

The average condo price per square foot rose 5% over the past year.
Cooperatives & Condominiums
Average & Median Sales Price

Cooperative
Average price per room

Condominium
Average price per square foot
The median price of $1,160,494 was 3% higher than a year ago.

Condo prices averaged $1,202 per square foot, UP from $1,117 in 1Q22.
Cooperatives & Condominiums
Average & Median Sales Price

Condominium
Average price per square foot
Condo prices were driven higher over the past year by an **INCREASE** in high-end new developments.

The average co-op price per room fell **10%** from 2022’s first quarter.
Cooperatives & Condominiums
Average & Median Sales Price

Cooperative
Average price per room

Condominium
Average price per square foot
The average apartment price fell 1% over the past year to $442,230.

Condo prices averaged $694 per square foot, 2% less than in the first quarter of 2022.
Cooperatives & Condominiums
Average & Median Sales Price

Cooperative
Average price per room

Condominium
Average price per square foot