Brooklyn property sales report

Tri-State investment sales

Q1 2026

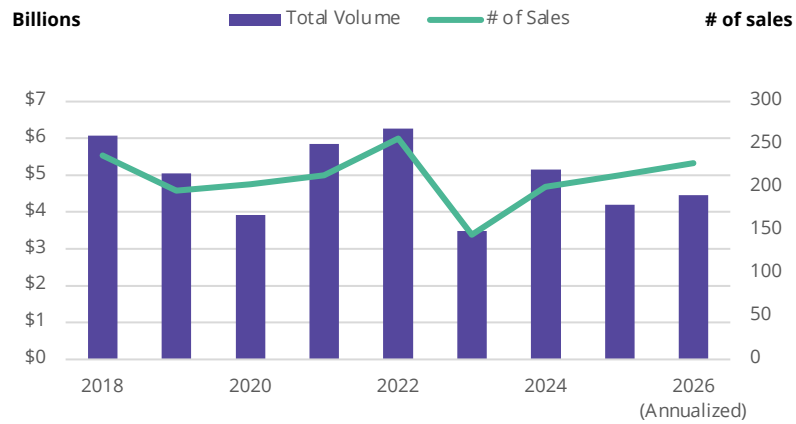
AVISON YOUNG

Q1 2026 snapshot

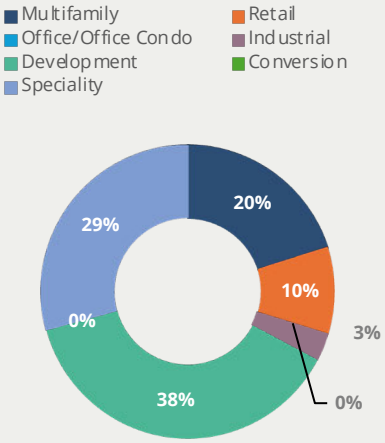
This quarter, dollar volume was up 6% compared to Q4 2025, while the number of properties sold increased by 10%. Both metrics also outpaced the trailing four-quarter average by 6% and 7%, respectively.

In Q1 2026, the Brooklyn investment sales market recorded 57 transactions above $5M, totaling approximately $1.1 billion in dollar volume. Development was clearly the dominant theme of the quarter, accounting for 38% of total dollar volume across all asset classes and 39% of total sales. This marks the fifth consecutive quarter of growth within the asset class. This marked a 35% increase in its share of total dollar volume and a 69% increase in its share of total transactions compared to Q4 2025.

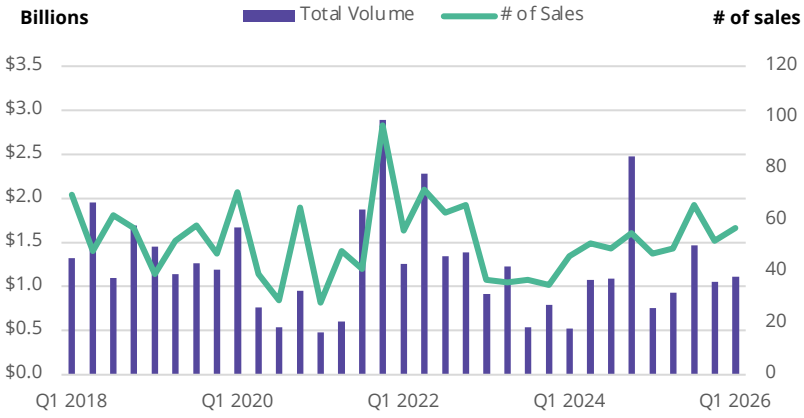
Brooklyn annual sales volume & transaction count



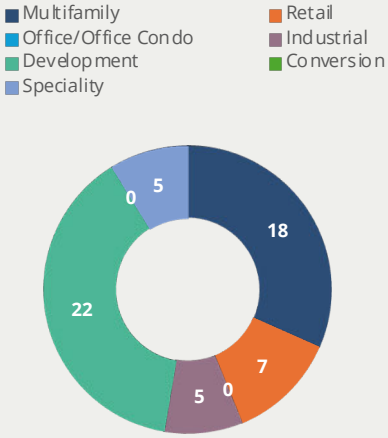
Total dollar volume



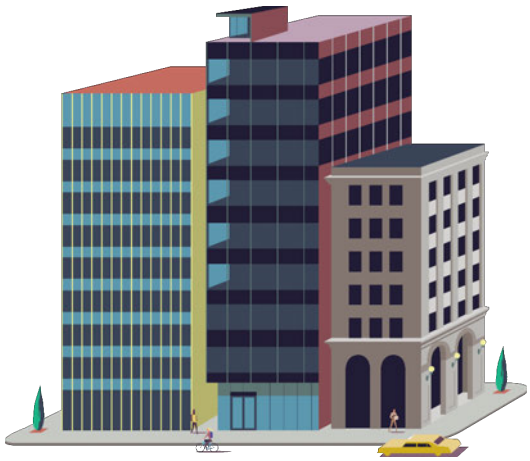
Brooklyn quarterly sales volume & transaction count



Number of sales

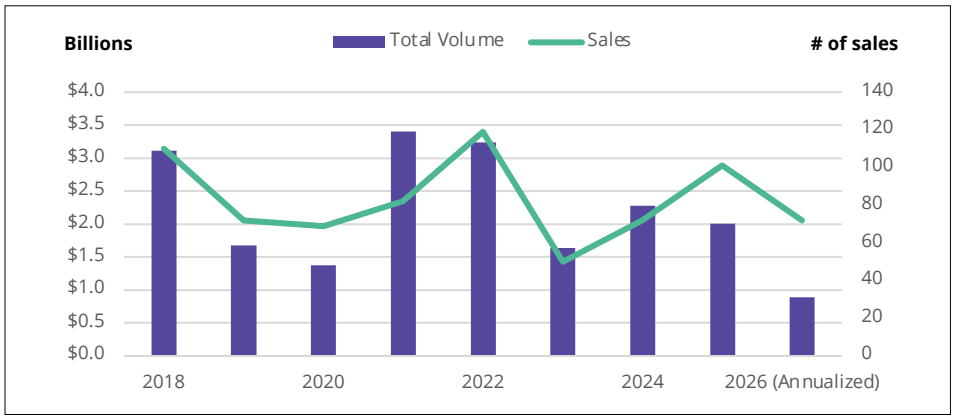


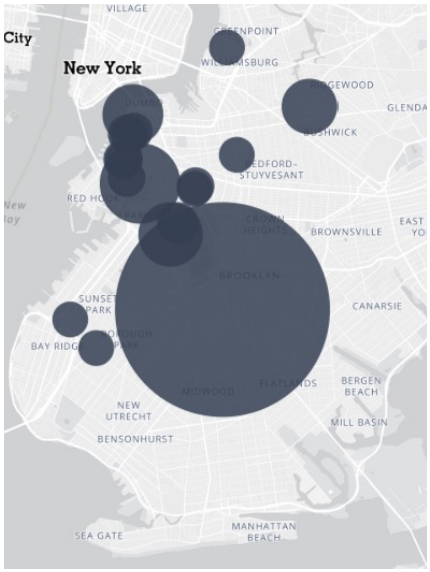
Multifamily



Multifamily experienced a significant reduction in both transaction count and dollar volume. The average cap rate compressed to 6.24%, a decrease of 9 basis points from the previous quarter. Cap rates continued to widen across the asset class from mid 4's to mid 7's depending on several variables, including rent stabilization % compared to free-market, remaining tax benefit term. Notably, vacant buildings primed for redevelopment or repositioning accounted for 39% of all multifamily trades this quarter.

Q1 stats	$224M	18 sales	6.24% average cap rate
QoQ change	-46%	-22%	-9 bps



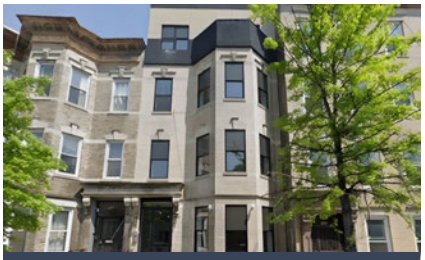


Market snapshot	Total dollar volume	Number of sales
2024	$2.2 Billion	72
2025	$2 Billion	101
2026 (Annualized)	$895.3 Million	72

Largest transactions

816, 682, 672, 666 Ocean Avenue; 280 East 21st Street; 95 East 18th Street; 91 East 18th Street & 221 Linden Boulevard
$79,850,000

335 Carroll Street
$24,050,000

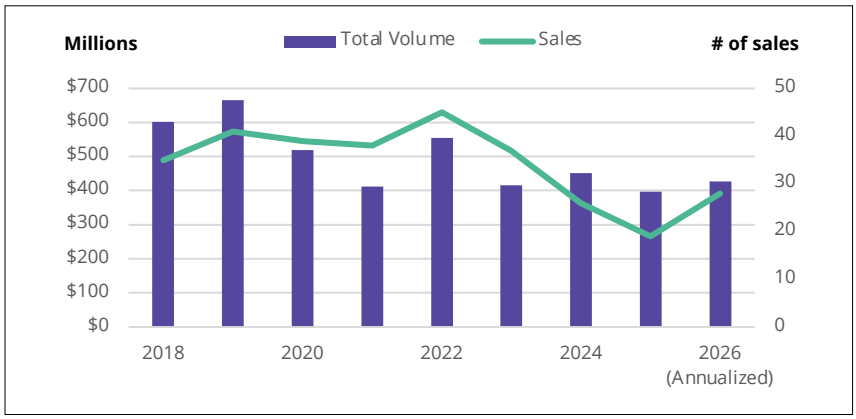


1021 8th Avenue, 329 Henry Street & 913 Union Street
$16,700,000

Retail

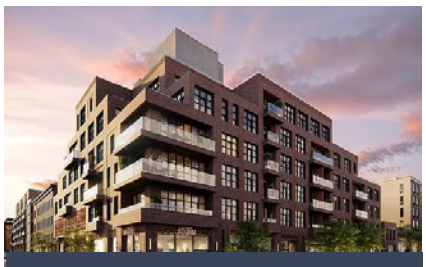
Retail posted a notable quarter-over-quarter increase in both dollar volume and number of total sales. Total dollar volume increased by 49%, while the number of sales rose by 17% compared to Q4 2025. The average cap rate remained relatively stable at 6.46%, representing only a slight increase of 3 basis points from the previous quarter.

Q1 stats	$107M	7 sales	$1763 psf
QoQ change	+49%	+17%	+229%

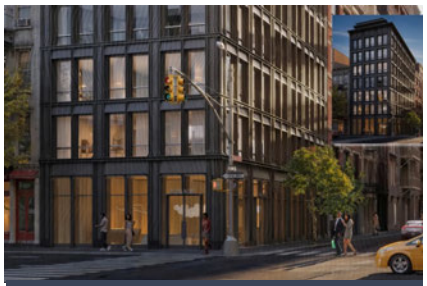


Market snapshot	Total dollar volume	Number of sales
2024	$452 Million	26
2025	$396 Million	19
2026 (Annualized)	$427 Million	28

Largest transactions



127 Kent Avenue
(41-55 North 6th Street)
$46,000,000



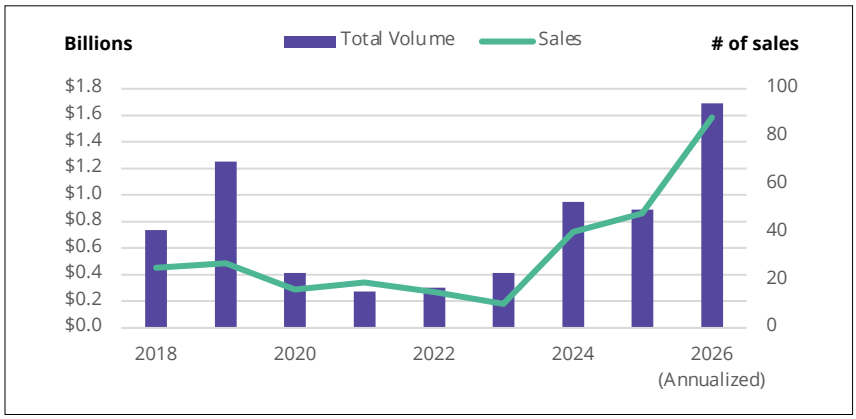
166 Berry Street
$33,500,000

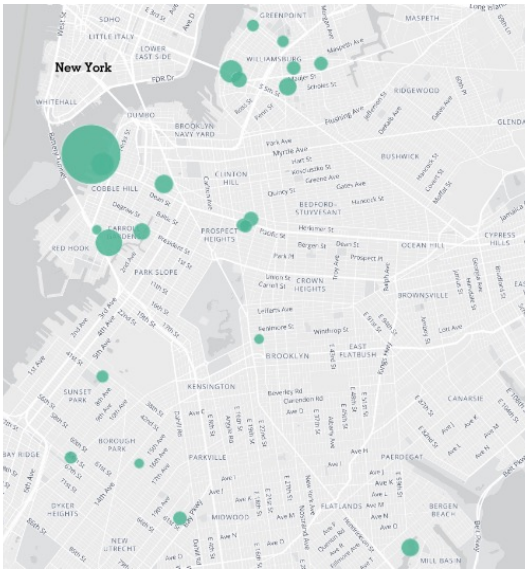
481 Kings Highway
$6,800,000

Development

The development market performed exceptionally well this quarter, posting notable increases across dollar volume, number of sales, and price per buildable square foot. Total dollar volume and number of sales rose by 35% and 69%, respectively, compared to last quarter. All signs point to 2026 shaping up to be the year of development in Brooklyn, with annualized dollar volume on pace to reach their highest levels since 2019.

Q1 stats	$423M	22 sales	$282 /bsf
QoQ change	+35%	+69%	+51%

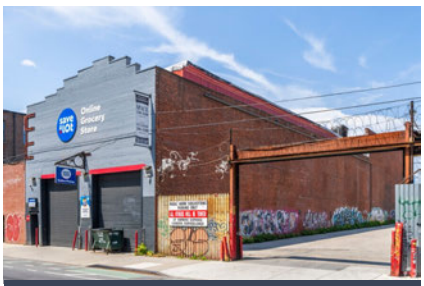




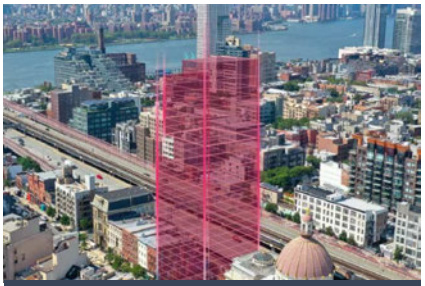
Market snapshot	Total dollar volume	Number of sales
2024	$948 Million	40
2025	$891 Million	48
2026 (Annualized)	$1.7 Billion	88

Largest transactions

340 Henry Street
$100,000,000



69 9th Street
$37,500,000

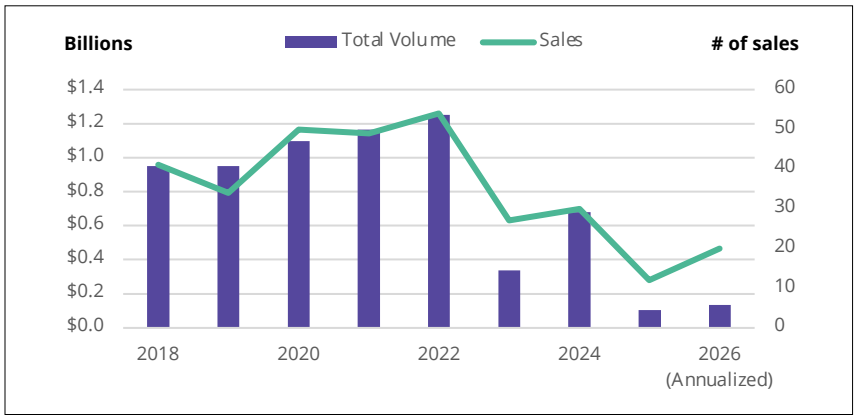


159 Broadway
$30,000,000

Industrial

The industrial sector saw healthy growth in both dollar volume and number of sales this quarter. While it is important to note that this is based on a smaller sample size, the sector posted a 19% increase in dollar volume and a 25% increase in total sales quarter over quarter.

Q1 stats	$34M	5 sales	$470 psf [1]
QoQ change	+19%	+25%	-21%



Market snapshot	Total dollar volume	Number of sales
2024	$679 Million	30
2025	$104 Million	12
2026 (Annualized)	$136 Million	20

Largest transactions

14 Cortelyou Road (692 McDonald Avenue)
$9,163,690

590 Berriman Street
$8,000,000

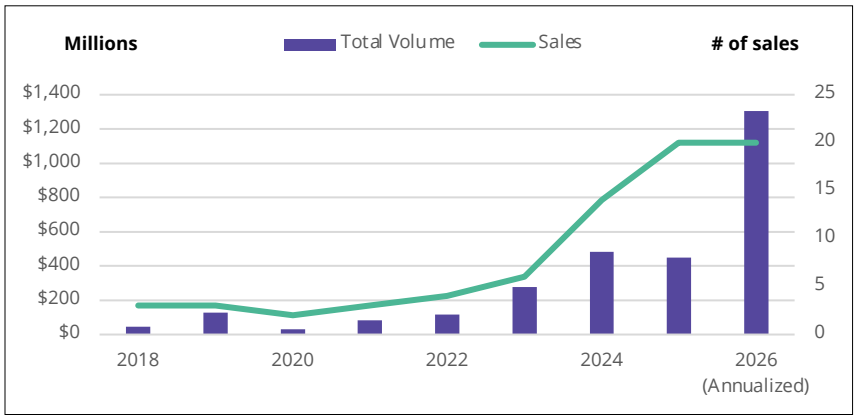
595 Berriman Street
$6,100,000

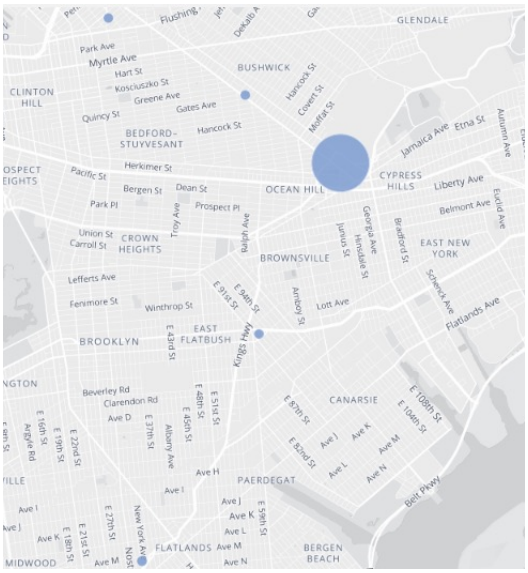
[1] Lot size used for $/sf for industrial properties

Specialty

Specialty assets recorded a 50% increase in dollar volume compared to the previous quarter, while the number of transactions remains unchanged. Several large senior living transactions in addition to hospitality foreclosure sales led to the increase in transaction volume.

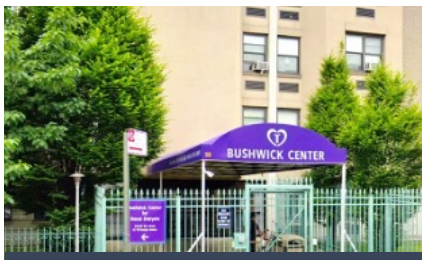
Q1 stats	$326M	5 sales
QoQ change	+50%	No change





Market snapshot	Total dollar volume	Number of sales
2025	$450 Million	20
2026 (Annualized)	$1.3 Billion	20

Largest transactions



50 Sheffield Avenue, 51 Georgia Avenue, 170 Buffalo Avenue & 4915 10th Avenue
$296,250,000

3340 Kings Highway
$10,000,000

342 Wallabout Street
$7,200,000

For more market insights and information, visit **avisonyoung.com**

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