

Tri-state Investment Sales

Brooklyn Property Sales Report



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**AVISON
YOUNG**



Brooklyn Property Sales Report

Q4 2025

Q4 2025 Snapshot

Dollar volume down 28% compared to Q3 2025
Properties sold down 21% compared to Q3 2025

In Q4 of 2025, the Brooklyn investment sales market recorded 52 transactions above \$5M, totaling approximately \$1.1 billion in total dollar volume. The number of sales and dollar volume experienced a 21% and 28% decrease compared to Q3 2025, respectively. Q4 activity varied significantly by asset class, suggesting a movement within select product types throughout the second half of the year.

Multifamily experienced a significant reduction in both transaction count and dollar volume. The average cap rate also leveled out at approximately 6.33%, an increase of 16 basis points from the previous quarter. Cap rates ranged widely across the asset class from low 5's to high 7's depending on several variables, including rent stabilization % compared to free-market, remaining tax benefit term, and the introduction of COPA among other political uncertainties.

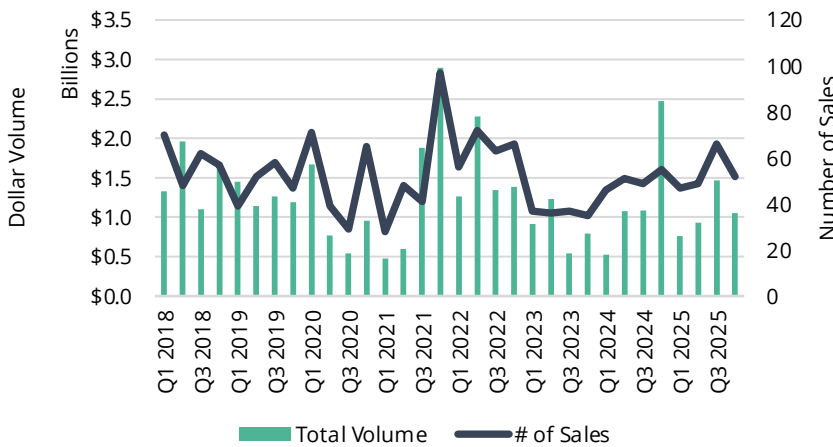
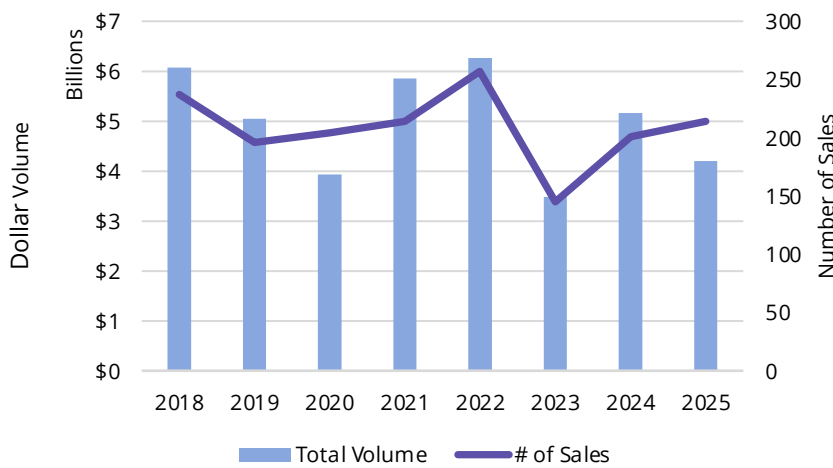
The development market for ground up multifamily continued to perform well. Despite Q4 recording fewer transactions, dollar volume increased by 16%, a clear indication that the market remains optimistic towards land values and the future of multifamily across the Borough.

Retail dollar volume experienced a significant drop-off on the heels of two preceding consecutive quarters of outsized activity, although transaction count remained steady.

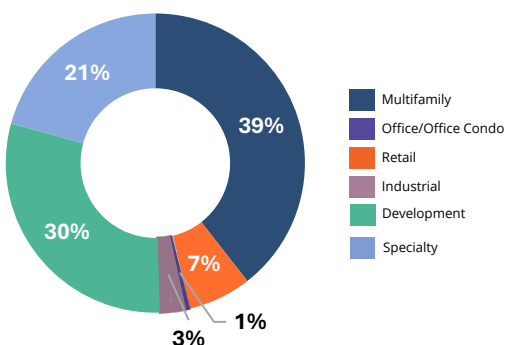
Industrial assets increased in terms of transaction count but experienced a slight dip in dollar volume. As measured over the previous quarter, activity remained steady.

Specialty assets recorded a 155% increase in dollar volume as measured over the previous quarter and sustained the same number of transactions as Q3. Several large senior living transactions in addition to hospitality foreclosure sales led to the increase in transaction volume.

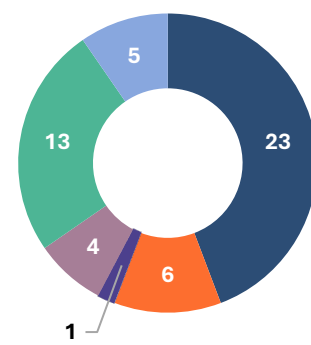
Office trades across the Borough have been quiet for the last two years with low single-digit transaction counts per quarter. Q4 recorded a single trade as compared to 2 trades in the previous quarter. Lenders and owners are re-evaluating office value compared to conversions given limited leasing activity.



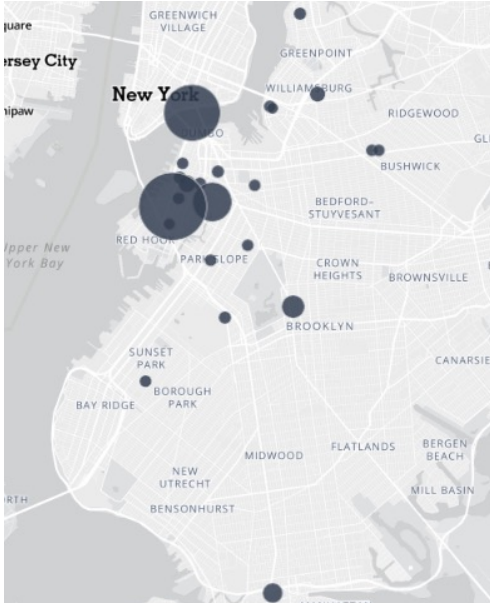
Total Dollar Volume



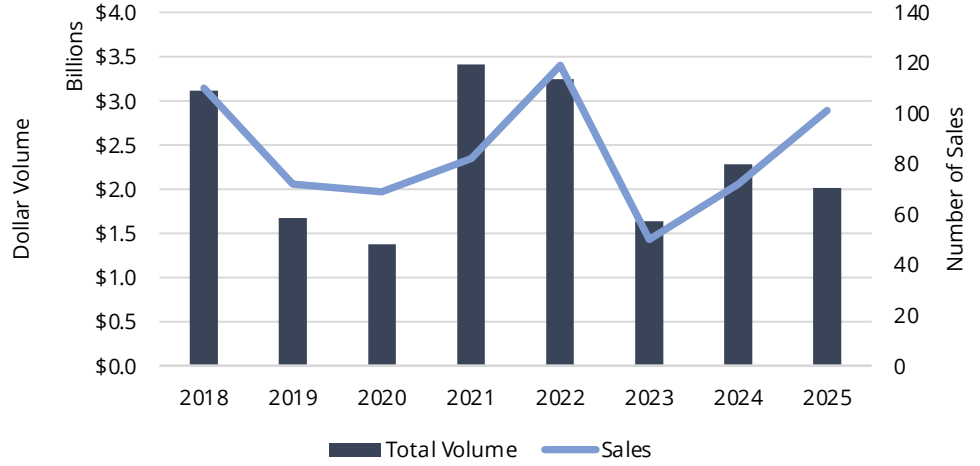
Number of Sales



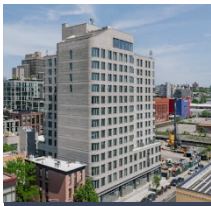
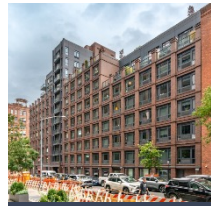
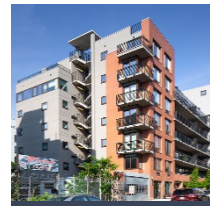
Multifamily



Q4 Stats	\$415M	23 Sales	6.33% Average Cap Rate
QoQ Change	-44%	-26%	16 bps

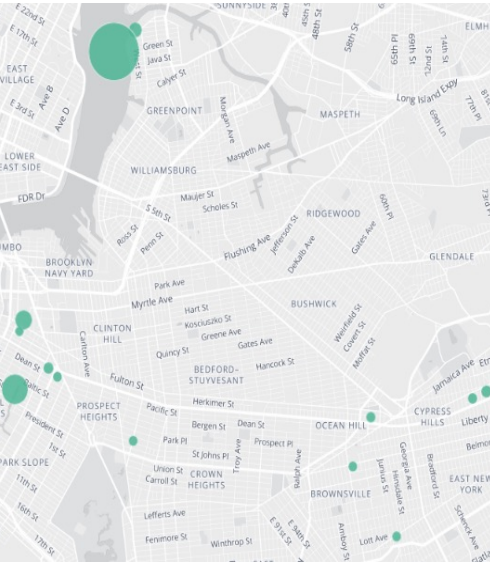


TOP SALES

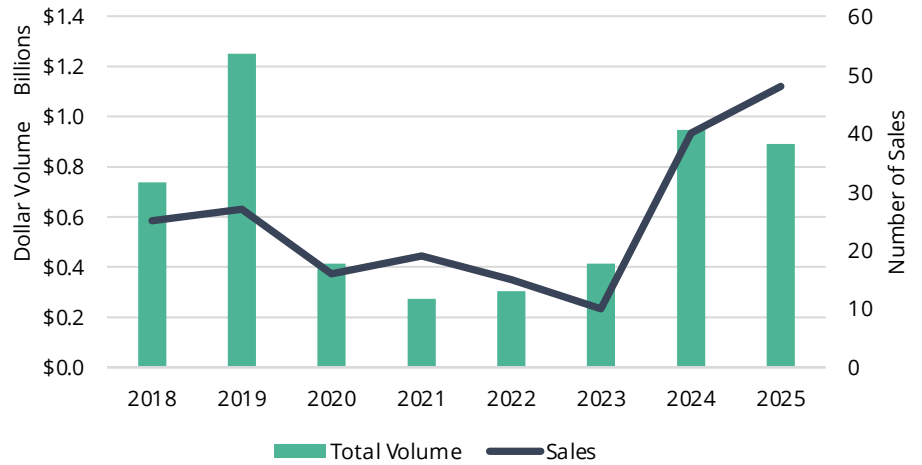
 <p>130 2nd Street \$105,000,000 \$1,001 PSF</p>	 <p>181 Front Street \$85,000,000 \$622 PSF</p>	 <p>577 & 595 Baltic Street \$54,000,000 \$675 PSF</p>
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Market Snapshot	Total Dollar Volume	Number of Sales
2023	\$1.6 Billion	50
2024	\$2.3 Billion	72
2025	\$2.0 Billion	101



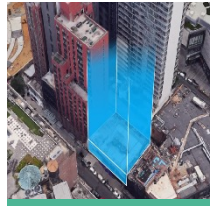
Residential Development



Q4 Stats	\$313M	13 Sales	\$187 residential p/bsf
QoQ Change	16%	-28%	-21%

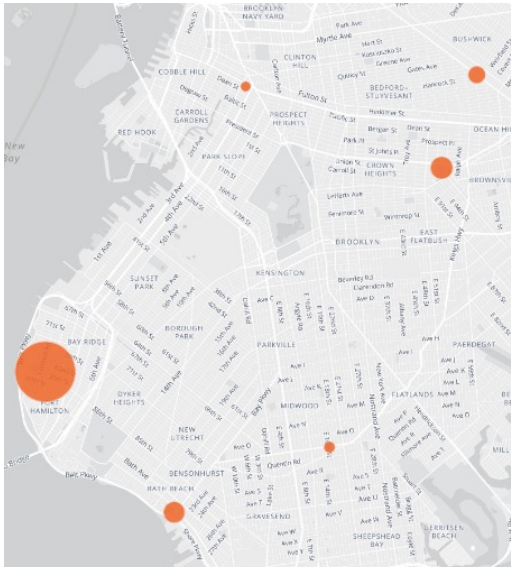


TOP SALES

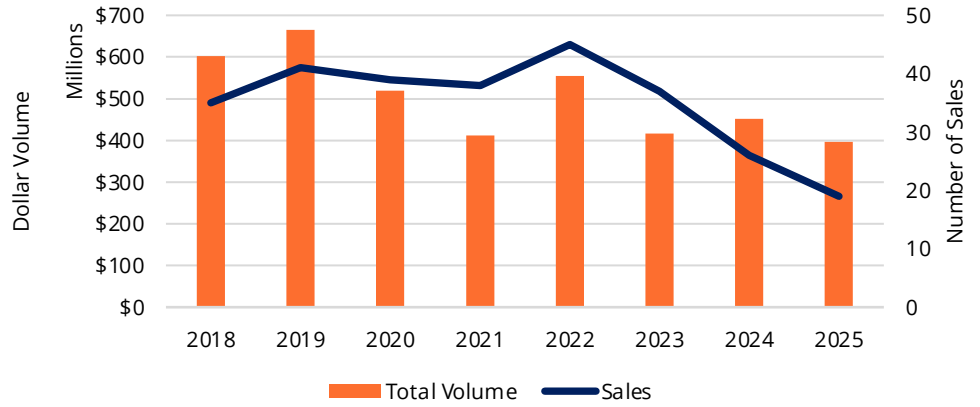
 <p>97 West Street \$130,000,000 \$210 PBSF</p>	 <p>563 Sackett Street \$58,500,000 \$226 PBSF</p>	 <p>245 Duffield Street \$31,000,000 \$310 PBSF</p>
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Market Snapshot	Total Dollar Volume	Number of Sales
2023	\$414 Million	10
2024	\$948 Million	40
2025	\$891 Million	48

Retail



Q4 Stats	\$71M	6 Sales	\$535 p/sf
QoQ Change	-68%	-14%	-31%



TOP SALES

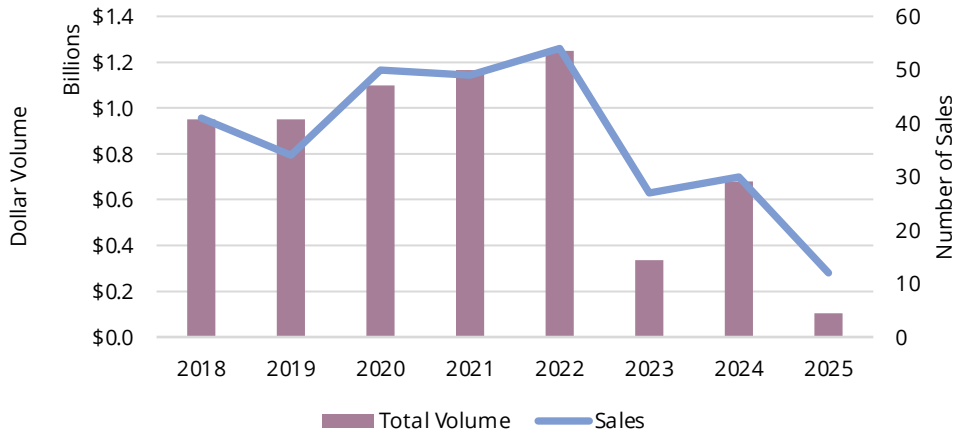
423 88th Street \$28,000,000 \$148 PSF	1132-1134 E New York Ave \$11,200,000 \$920 PSF	2286 Cropsey Avenue \$10,875,000 \$290 PSF

Market Snapshot	Total Dollar Volume	Number of Sales
2023	\$416 Million	37
2024	\$452 Million	26
2025	\$396 Million	19

Industrial



Q4 Stats	29M	4 Sales	\$596 p/sf*
QoQ Change	-11%	33%	136%



TOP SALES

34 South 1st Street \$9,600,000 \$1,011 PSF	82-88 Apollo Street \$7,425,000 \$411 PSF	4717 1st Avenue \$6,475,000 \$1,515 PSF

Market Snapshot	Total Dollar Volume	Number of Sales
2023	\$337 Million	27
2024	\$679 Million	30
2025	\$104 Million	12

*Note: Lot size used for \$/sf for industrial properties

Specialty



Q4 Stats	\$218M	5 Sales
QoQ Change	155%	No Change

TOP SALES



4813 9th Avenue
\$151,900,000



1454 39th Street
\$40,250,000



75 Oceana Drive & 90 Oceana Drive West
\$15,000,000

Market Snapshot

2024
2025



Total Dollar Volume

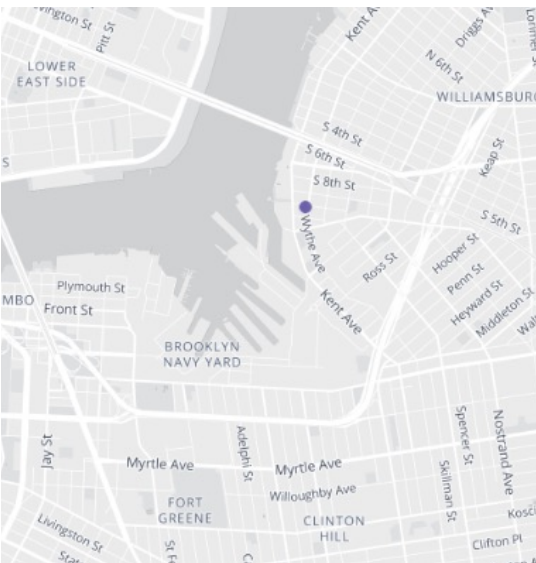
\$484 Million
\$450 Million



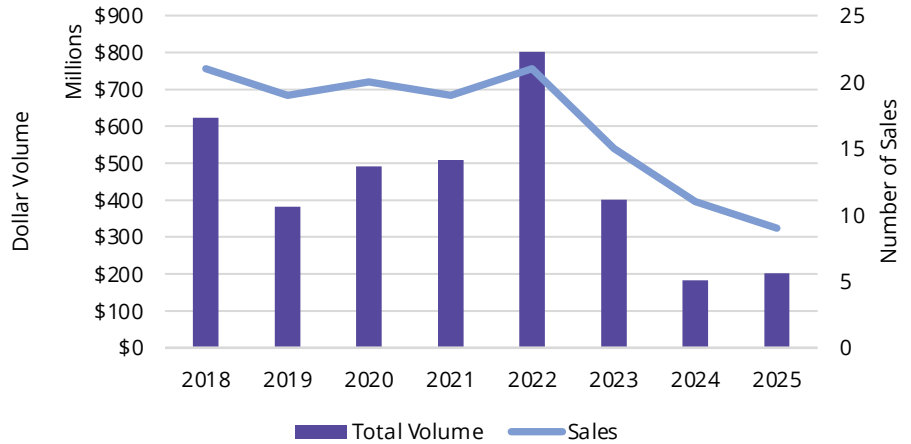
Number of Sales

14
20

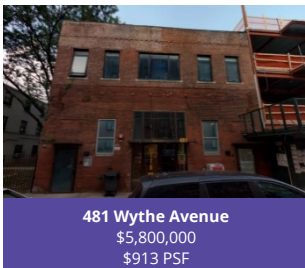
Office



Q4 Stats	\$6M	1 Sale	\$913 p/sf
QoQ Change	-95%	-50%	431%



TOP SALES



481 Wythe Avenue
\$5,800,000
\$913 PSF

Market Snapshot

2023	\$401 Million	15
2024	\$183 Million	11
2025	\$201 Million	9



Total Dollar Volume



Number of Sales



Thank you!

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