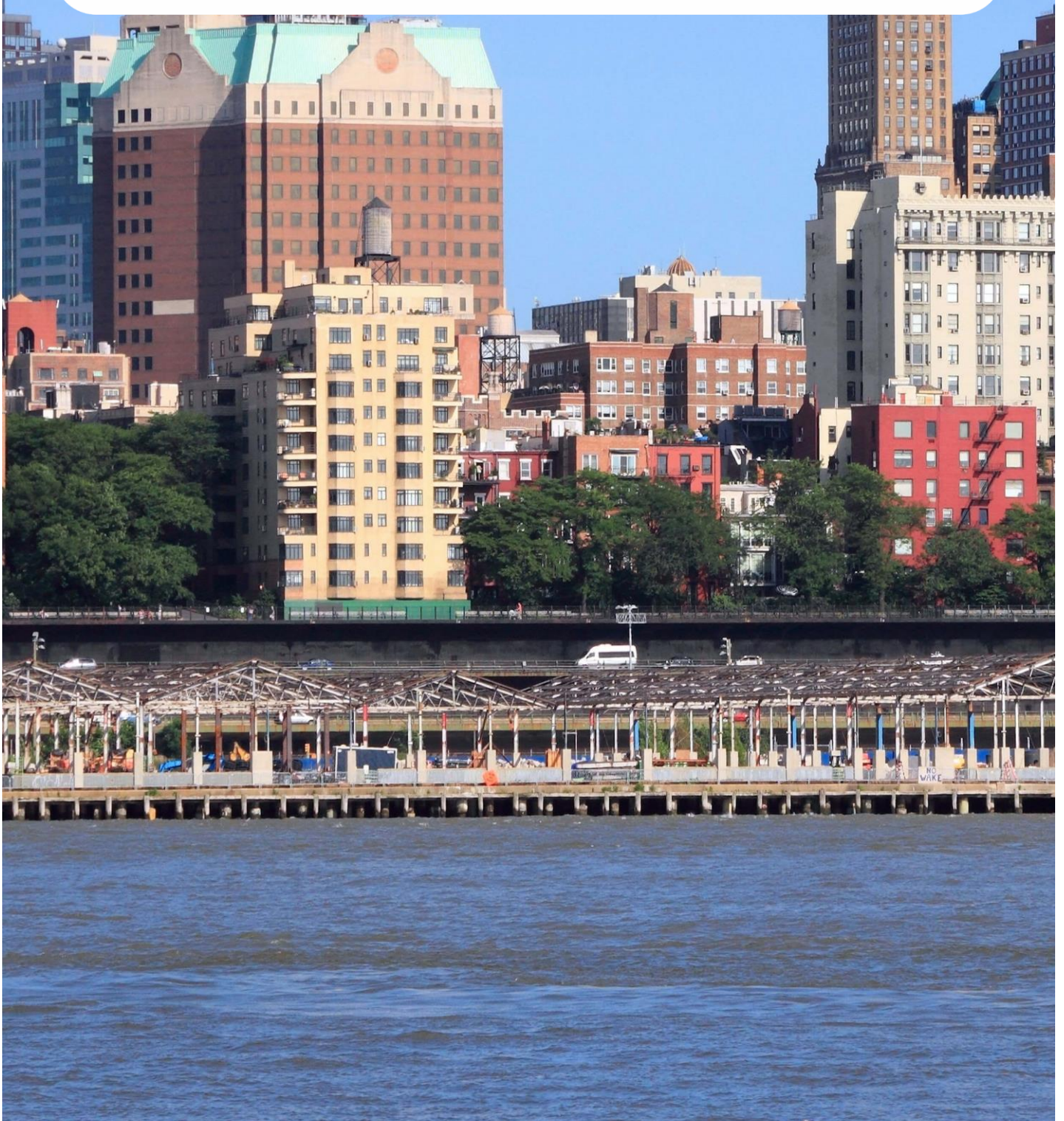


# CENTRAL BROOKLYN

A quarterly analysis of multifamily sales  
in Central Brooklyn, Brooklyn

3rd Quarter 2018



**The RATNER Team Market Report**

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# Multifamily Market Report, 3rd Quarter 2018

## Central Brooklyn, Brooklyn

### SUMMARY

SALES VOLUME

**\$240.1M**

-16% YoY

NO. OF TRANSACTIONS

**100**

-7% YoY

AVERAGE PRICE/UNIT

**\$243K**

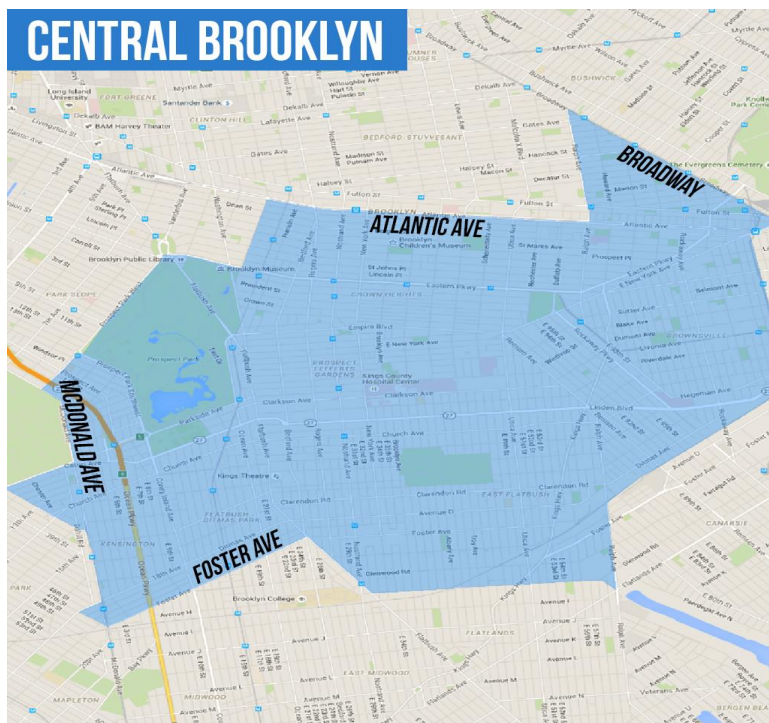
-24% YoY

AVERAGE PRICE/SQ.FT.

**\$252**

-30% YoY

### NEIGHBORHOOD BOUNDARIES

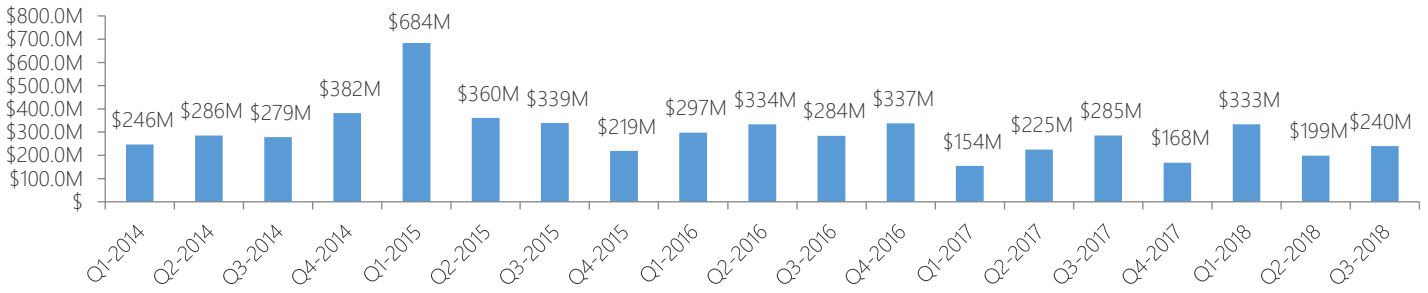


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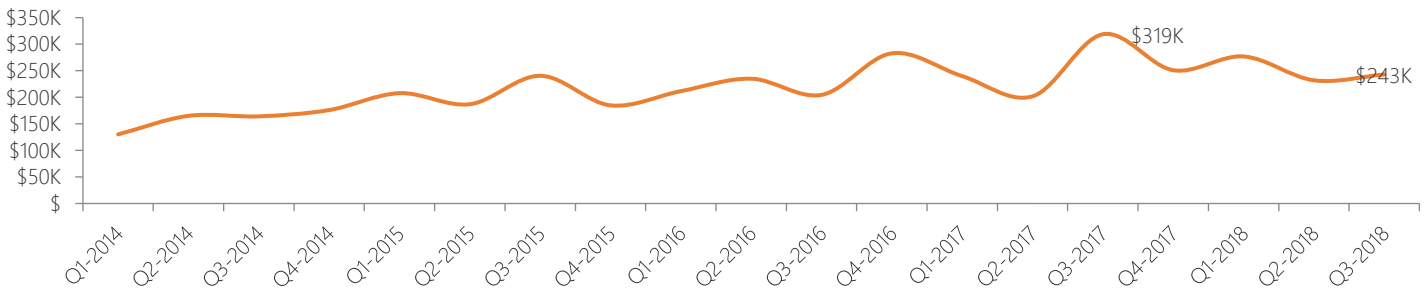
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## MULTIFAMILY STATS

### Sales Volume

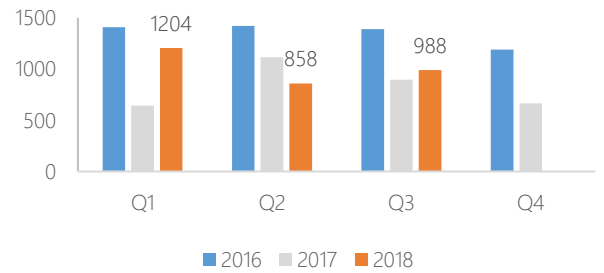


### Average Sale Price per Unit



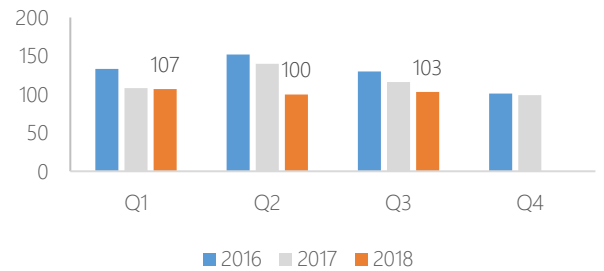
### Number of Units Sold

Quarter	2016	2017	2018
Q1	1406	642	1204
Q2	1420	1115	858
Q3	1389	895	988
Q4	1190	663	



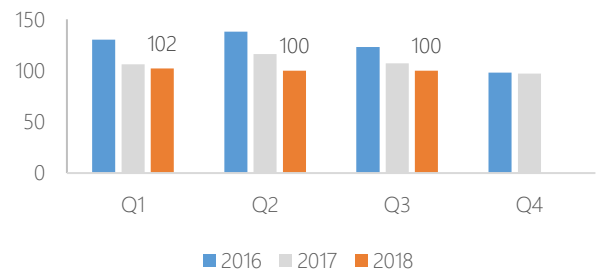
### Number of Buildings Sold

Quarter	2016	2017	2018
Q1	133	108	107
Q2	152	140	100
Q3	130	116	103
Q4	101	99	

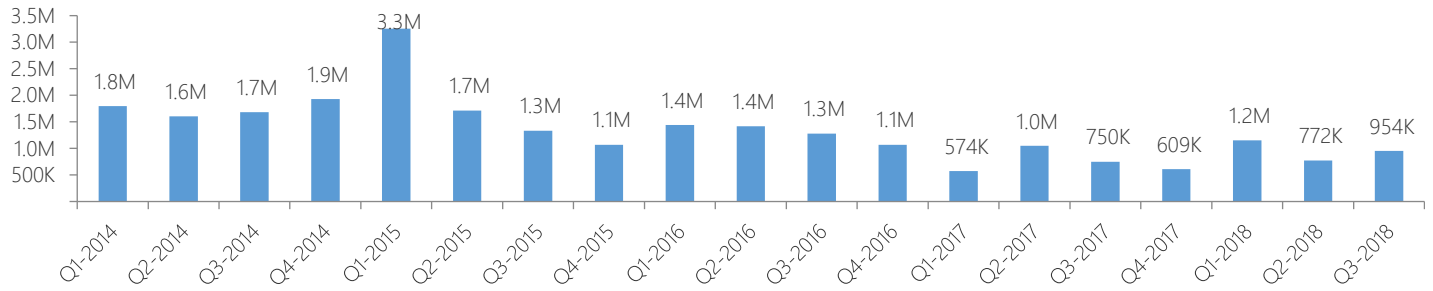


### Number of Transactions

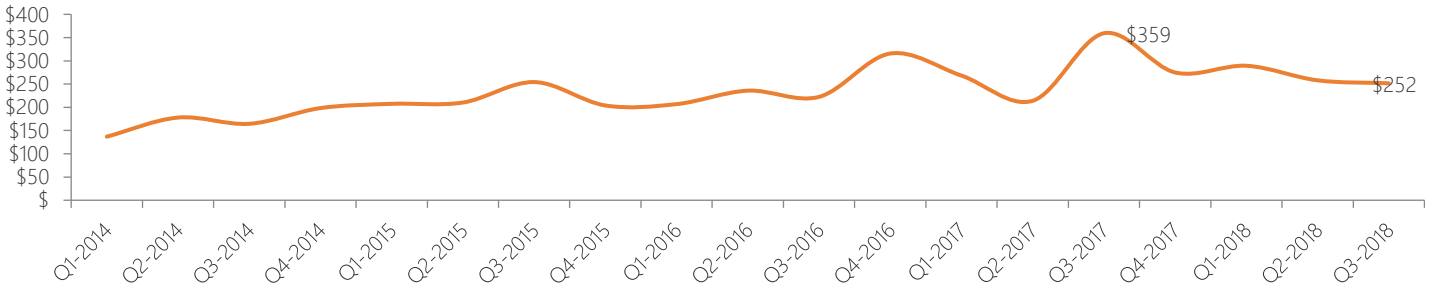
Quarter	2016	2017	2018
Q1	130	106	102
Q2	138	116	100
Q3	123	107	100
Q4	98	97	



Total Sq. Ft.



Average Sale Price per Square Foot

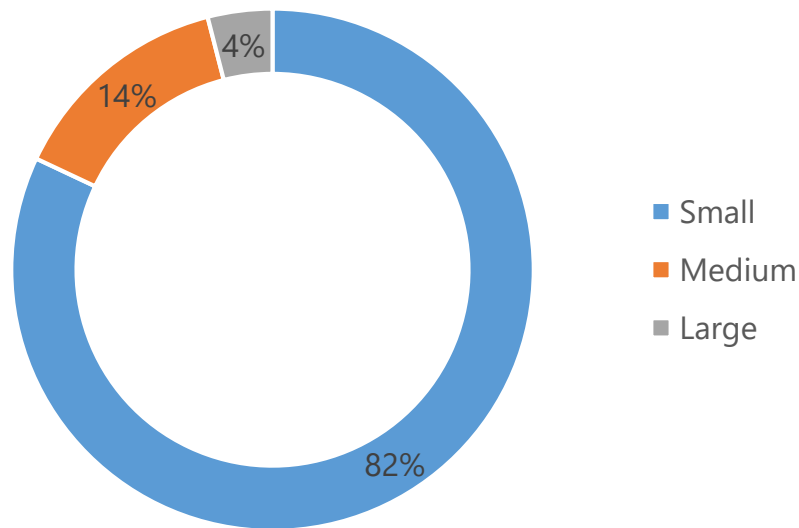


MULTIFAMILY SIZE

Size of Multifamily Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	\$260,807	1%	\$287	1%	\$88,935,181	82	83	341
Medium	\$211,566	10%	\$245	9%	\$86,318,937	14	16	408
Large	\$271,130	-37%	\$222	-56%	\$64,800,000	4	4	239

Small (up to 10 units), Medium (between 10 and 50 units), Large (more than 50 units)



## LIST OF TRANSACTIONS

Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
346 E 29th St	30-Jul-18	\$22,200,000	Large multifamily	62	66,932	\$332	No
1030 Carroll St	24-Jul-18	\$18,400,000	Medium multifamily	46	40,890	\$450	No
140 Ocean Pkwy	28-Aug-18	\$18,300,000	Large multifamily	54	79,170	\$231	No
241 Ocean Pkwy	6-Jul-18	\$13,000,000	Medium multifamily	16	18,000	\$361	Yes
245 Ocean Pkwy	6-Jul-18	\$13,000,000	Medium multifamily	16	18,000	\$361	Yes
297 Lenox Rd	10-Jul-18	\$12,800,000	Large multifamily	66	69,090	\$185	No
428 E 46th St	2-Jul-18	\$11,500,000	Large multifamily	57	76,339	\$151	No
808 Prospect Pl	21-Sep-18	\$8,650,000	Medium multifamily	24	15,735	\$550	No
2150 Bedford Ave	2-Jul-18	\$8,500,000	Medium multifamily	47	33,205	\$256	No
608 Rugby Rd	30-Aug-18	\$7,400,000	Medium multifamily	31	36,040	\$205	No
202-214 E 91st St	2-Jul-18	\$7,210,000	Medium multifamily	45	35,480	\$203	No
938 Eastern Pkwy	29-Aug-18	\$5,600,000	Medium multifamily	12	12,300	\$228	Yes
932 Eastern Pkwy	29-Aug-18	\$5,600,000	Medium multifamily	12	12,300	\$228	Yes
1033 Ocean Ave	11-Jul-18	\$4,260,000	Medium multifamily	32	17,100	\$249	No
90 E 18th St	11-Jul-18	\$3,868,625	Medium multifamily	20	21,000	\$184	No
25 E 21st St	11-Jul-18	\$3,257,361	Medium multifamily	13	15,300	\$213	No
475 Chauncey St	14-Sep-18	\$2,625,000	Small multifamily	6	5,657	\$232	Yes
471 Chauncey St	14-Sep-18	\$2,625,000	Small multifamily	6	5,657	\$232	Yes
186 New York Ave	19-Jul-18	\$2,270,000	Small multifamily	5	3,977	\$571	No
274 New York Ave	29-Aug-18	\$2,230,000	Small multifamily	3	3,180	\$701	No
1253 Pacific St	12-Sep-18	\$2,120,000	Small multifamily	4	3,769	\$562	No
1308 Pacific St	9-Jul-18	\$2,072,500	Small multifamily	6	4,608	\$450	No
682-694 Ocean Pkwy	24-Aug-18	\$2,050,000	Medium multifamily	41	40,800	\$50	No
586 Lincoln Pl	31-Aug-18	\$2,000,000	Small multifamily	8	6,792	\$294	No
196 Buffalo Ave	7-Sep-18	\$1,850,000	Medium multifamily	12	8,800	\$210	No
1277 Nostrand Ave	20-Aug-18	\$1,782,000	Small multifamily	6	4,500	\$396	No
1104 Park Pl	4-Sep-18	\$1,775,000	Small multifamily	3	3,300	\$538	No
1283 Rogers Ave	18-Sep-18	\$1,650,000	Small multifamily	7	5,350	\$308	No
259 Rogers Ave	26-Jul-18	\$1,625,000	Small multifamily	4	3,300	\$492	No
2116 Regent Pl	11-Jul-18	\$1,602,902	Small multifamily	6	6,318	\$254	No
476 E 95th St	23-Jul-18	\$1,550,000	Small multifamily	8	7,760	\$200	No
152 Martense St	3-Jul-18	\$1,550,000	Small multifamily	3	3,282	\$472	No
1054 Sterling Pl	26-Sep-18	\$1,530,000	Small multifamily	3	2,720	\$563	No
1401 Dean St	20-Sep-18	\$1,510,000	Small multifamily	5	3,600	\$419	No
608 St Marks Ave	13-Aug-18	\$1,500,000	Small multifamily	4	3,000	\$500	No
2112 Regent Pl	11-Jul-18	\$1,493,016	Small multifamily	6	6,318	\$236	No
746 Prospect Pl	14-Aug-18	\$1,490,000	Small multifamily	6	4,500	\$331	No
598 E Third St	7-Sep-18	\$1,450,000	Small multifamily	3	2,748	\$528	No
5212 Church Ave	2-Jul-18	\$1,411,442	Small multifamily	6	5,280	\$267	No
518 E Third St	20-Sep-18	\$1,385,000	Small multifamily	3	2,600	\$533	No
2108 Regent Pl	11-Jul-18	\$1,351,270	Small multifamily	6	6,318	\$214	No
1860 Prospect Pl	19-Jul-18	\$1,350,000	Small multifamily	3	3,015	\$448	No
1279 Nostrand Ave	22-Aug-18	\$1,287,813	Small multifamily	6	4,500	\$286	No
600 E 22nd St	11-Jul-18	\$1,272,951	Medium multifamily	13	5,720	\$223	No
2578 Bedford Ave	3-Aug-18	\$1,250,000	Small multifamily	3	3,648	\$343	No
375 E 28th St	23-Jul-18	\$1,220,000	Small multifamily	6	5,100	\$239	No
85 Lawrence Ave	2-Aug-18	\$1,200,000	Small multifamily	3	3,151	\$381	No
83 Lawrence Ave	29-Aug-18	\$1,200,000	Small multifamily	3	3,151	\$381	No
82 Somers St	24-Jul-18	\$1,150,000	Small multifamily	8	7,812	\$147	No
2322 Bedford Ave	11-Jul-18	\$1,123,247	Small multifamily	6	6,720	\$167	No



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Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
240 E 46th St	3-Aug-18	\$1,120,000	Small multifamily	6	3,930	\$285	No
1782 Nostrand Ave	6-Jul-18	\$1,100,000	Small multifamily	6	4,380	\$251	No
416 Rogers Ave	1-Aug-18	\$1,100,000	Small multifamily	4	4,000	\$275	No
778 Mac Donough St	20-Aug-18	\$1,050,000	Small multifamily	3	3,180	\$330	No
2102 Regent Pl	11-Jul-18	\$1,013,639	Small multifamily	6	6,318	\$160	No
652 Rogers Ave	22-Aug-18	\$1,000,000	Small multifamily	6	4,428	\$226	No
305 Martense St	22-Aug-18	\$1,000,000	Medium multifamily	28	21,840	\$46	No
88 Utica Ave	19-Jul-18	\$999,999	Small multifamily	3	2,820	\$355	No
1260 Prospect Pl	5-Jul-18	\$999,668	Small multifamily	3	2,300	\$435	No
140 E 93rd St	30-Jul-18	\$999,000	Small multifamily	4	3,520	\$284	No
273 E 39th St	20-Jul-18	\$980,000	Small multifamily	3	2,576	\$380	No
410 Rutland Rd	27-Jul-18	\$970,000	Small multifamily	3	2,080	\$466	No
5210 Church Ave	17-Jul-18	\$960,000	Small multifamily	6	5,280	\$182	No
359 E 32nd St	24-Jul-18	\$960,000	Small multifamily	3	2,320	\$414	No
173 E 32nd St	23-Aug-18	\$950,000	Small multifamily	3	3,000	\$317	No
351 E 26th St	17-Sep-18	\$945,000	Small multifamily	3	3,282	\$288	No
369 E 21st St	11-Jul-18	\$942,989	Small multifamily	5	5,920	\$159	No
36 E 95th St	21-Sep-18	\$930,000	Small multifamily	4	3,751	\$248	No
481 E 94th St	26-Jul-18	\$915,000	Small multifamily	4	3,600	\$254	No
1151 Rogers Ave	11-Jul-18	\$915,000	Small multifamily	3	3,240	\$282	No
63 Mother Gaston Blvd	27-Jul-18	\$900,000	Small multifamily	3	2,994	\$301	No
304 E 29th St	21-Sep-18	\$885,000	Small multifamily	3	2,838	\$312	No
304 E 29th St	19-Sep-18	\$885,000	Small multifamily	3	2,838	\$312	No
2311 Cortelyou Rd	13-Sep-18	\$880,000	Small multifamily	3	1,600	\$550	No
2111 Union St	27-Aug-18	\$875,000	Small multifamily	6	3,198	\$274	No
2517 Snyder Ave	14-Sep-18	\$860,000	Small multifamily	3	3,268	\$263	No
1471 New York Ave	23-Aug-18	\$855,000	Small multifamily	3	1,760	\$486	No
720 E 96th St	16-Aug-18	\$829,000	Small multifamily	3	3,978	\$208	No
366 E 28th St	27-Jul-18	\$825,000	Small multifamily	3	2,080	\$397	No
1969 Pacific St	6-Jul-18	\$810,000	Small multifamily	3	2,604	\$311	No
226 E 95th St	24-Jul-18	\$800,000	Small multifamily	4	3,198	\$250	No
533 Chester St	18-Jul-18	\$800,000	Small multifamily	4	2,952	\$271	No
359 Lenox Rd	30-Aug-18	\$793,100	Small multifamily	3	3,584	\$221	No
70 E 55th St	4-Sep-18	\$780,000	Small multifamily	3	3,105	\$251	No
718 E 96th St	16-Aug-18	\$780,000	Small multifamily	3	3,300	\$236	No
569 E 91st St	27-Sep-18	\$775,000	Small multifamily	3	3,840	\$202	No
25 Linden Blvd	25-Sep-18	\$775,000	Small multifamily	3	2,373	\$327	No
132 E 95th St	11-Jul-18	\$770,000	Small multifamily	4	3,198	\$241	No
14 Roosevelt Pl	10-Aug-18	\$750,000	Small multifamily	3	2,028	\$370	No
322 E 91st St	30-Aug-18	\$735,000	Small multifamily	3	3,924	\$187	No
163 E 91st St	16-Aug-18	\$735,000	Small multifamily	3	2,680	\$274	No
643 Osborn St	7-Sep-18	\$700,000	Small multifamily	4	3,075	\$228	No
525 E 26th St	31-Aug-18	\$650,000	Small multifamily	3	2,144	\$303	No
779 Troy Ave	11-Jul-18	\$640,000	Small multifamily	3	2,760	\$232	No
1439 Albany Ave	14-Sep-18	\$550,000	Small multifamily	3	1,836	\$300	No
253 E 93rd St	2-Aug-18	\$500,000	Small multifamily	3	3,270	\$153	No
3215 Clarendon Rd	7-Sep-18	\$438,000	Small multifamily	3	3,240	\$135	No
631 E 93rd St	7-Aug-18	\$380,000	Small multifamily	3	3,600	\$106	No
561 Bainbridge St	20-Jul-18	\$351,000	Small multifamily	3	3,000	\$117	No
1695 Carroll St	12-Sep-18	\$337,500	Small multifamily	4	3,136	\$108	No



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Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
422 E 31st St	8-Aug-18	\$334,500	Small multifamily	3	3,128	\$107	No
234 E 92nd St	17-Aug-18	\$226,050	Small multifamily	3	4,080	\$55	No
38 E 51st St	22-Aug-18	\$126,547	Small multifamily	4	3,740	\$34	No



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# THE RATNER TEAM



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Nate Pfaff

Residential Sales &  
Rental Specialist

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- OFF Market Investment Properties in Brooklyn and Manhattan



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## CLIENT REVIEWS

"I asked David & his Team to find a tenant for my building. Could not have asked for a more professional and effective service." Joseph Fellner

"David, I can't express enough how grateful I am for all your hard work with selling my Cobble Hill Townhouse! You did an amazing job and achieved a record that I didn't even expect, to be honest. From now on any real estate related work is yours. Keep up the good work and I am looking forward working with you again! " David.K

"David & his Team was incredibly professional and responsive throughout our apartment search process. He responded to emails promptly and ensured we felt secure about the lease and apartment. Can't recommend him highly enough. " Grace. G

"It was a pleasure working with Dave & his Team. Very professional, knowledgeable and kept us informed throughout the process. We have used their services before and will do so again in the future. Halina and Jack (Local Landlords)"

"First and foremost, David is a good guy to deal with. More often than not, it's hard to find a realtor who's easy going. David is professional, diligent and a good listener. He also doesn't BS. He tells it like it is when he's creating a strategy for you, yet a smooth-talker with the landlords. The bottom line is, he has your best interests in mind because he knows that a happy client is a repeat client- and that will definitely be the case with me." Spencer Zabiela

"David just recently landed me an amazing place in NYC. I was under a very limited amount of time to find a new home and David was able to find me an awesome new apartment for a great price and in an ideal location for work. The man knows how to operate in times of pressure and I'm proud to call him my friend after going through the moving process with him. The man is honestly among the best of the best in the industry and I'd highly recommend him to anybody who is serious about finding the right home. " Tyler Clinton

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1031 Qualified Intermediary	Estate Planing	Insurance Agents	Renovation Professionals
Appraisers & Inspectors	Expeditors	Interior Designers	Restoration Specialists
Architects	Exterminators	Ironwork Professionals	Roofers
Artist & Artisans	Fences & Gates Specialists	Kitchen & Bathroom Specialists	Rubbish Removal Companies
Attorneys	Fireplaces	Landscape Design	School Consultants
Bankers	Floor & Carpet Professionals	Landscapers & Gardeners	Spiritual Experts
Cabinets	Furniture	Lawn & Sprinklers Experts	Stair Building & Repair Specialists
Carpenters	Garage & Driveway	Lighting Experts	Stone & Tile Professionals
Chimney & Fireplace Specialists	General Contractors	Locksmith	Structural Engineers
Cleaners	Glass & Shower Doors	Mortgage Professionals	Surveyors
Closet Design	Handymen	Moving & Storage Experts	Title Companies
CO Experts	Home Automation Specialists	Painters & Plasterers	Wealth Managers
Decks & Patios Specialists	Home Security Professionals	Plumbing Contractors	Window Professionals
Demolition Experts	Home Stagers	Property Compliance	Wine Cellars
Door Experts	Hvac Professionals	Property Managers	Zoning & Land Use Experts
Electricians		Renewable Energy Specialists	

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From The Ratner Team, this is the Brooklyn Made Podcast, a show about Brooklyn real estate, entrepreneurs, businesses and the professionals behind one of the hottest real estate markets in the world.

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Each month our show will feature local entrepreneurs, professionals and real estate experts that we are eager for you to meet.

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