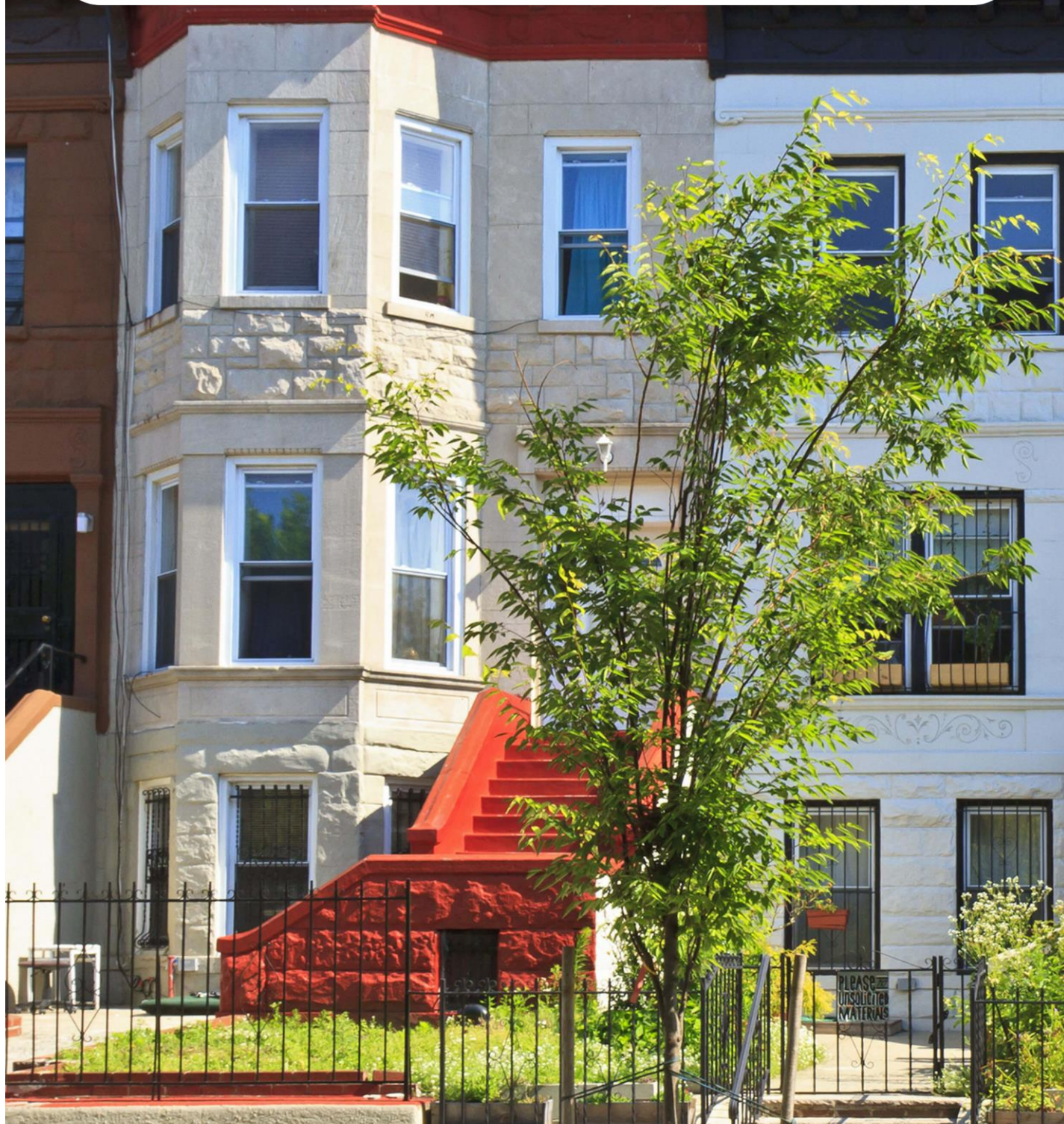


CROWN HEIGHTS

A quarterly analysis of multifamily sales
in Crown Heights, Brooklyn

4th Quarter 2018



The RATNER Team Market Report

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Multifamily Market Report, 4th Quarter 2018

Crown Heights, Brooklyn

SUMMARY

SALES VOLUME

\$28.M

-34% YoY

NO. OF TRANSACTIONS

19

-21% YoY

AVERAGE PRICE/UNIT

\$374K

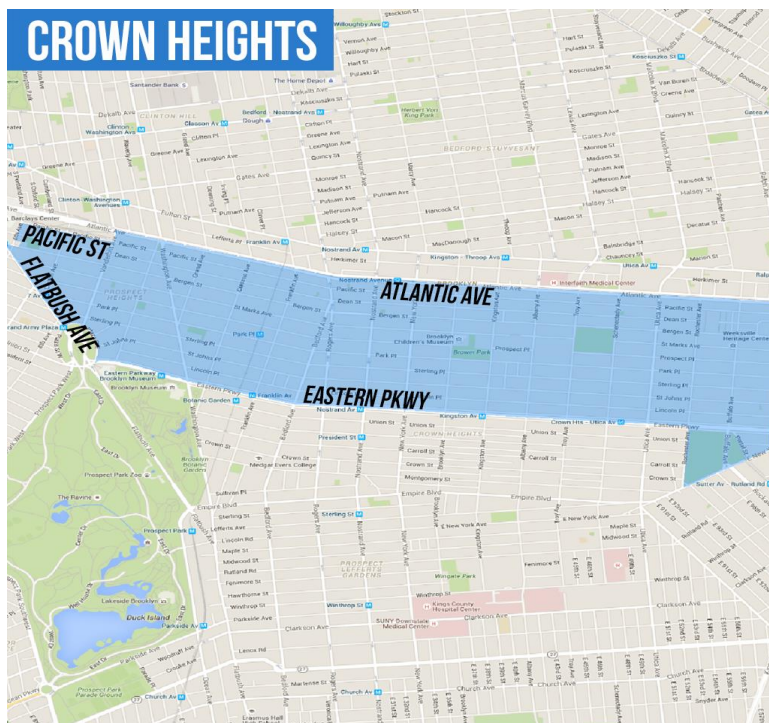
35% YoY

AVERAGE PRICE/SQ.FT.

\$373

22% YoY

NEIGHBORHOOD BOUNDARIES

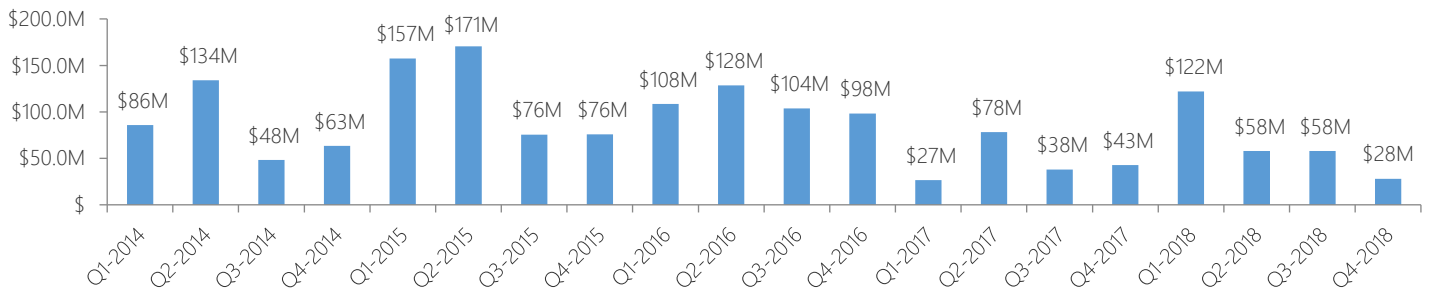


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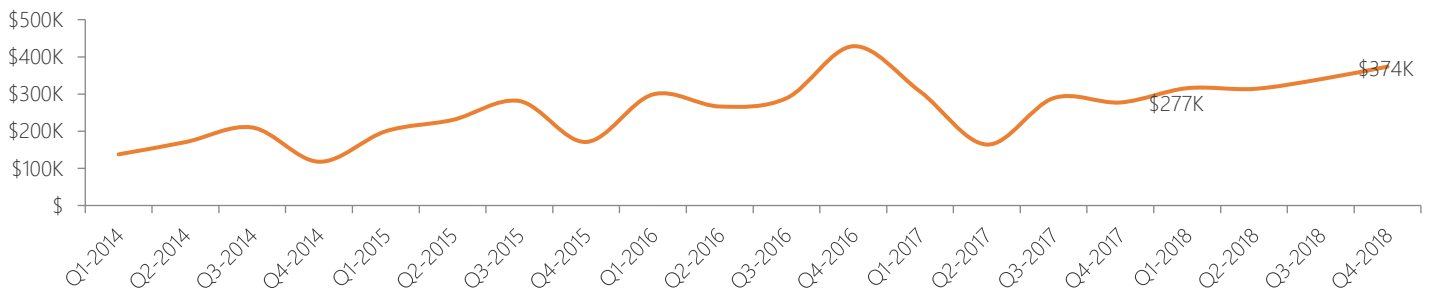
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MULTIFAMILY STATS

Sales Volume

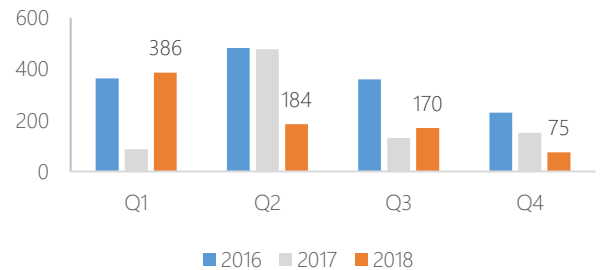


Average Sale Price per Unit



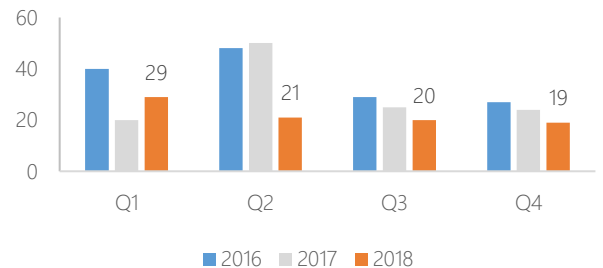
Number of Units Sold

Quarter	2016	2017	2018
Q1	363	87	386
Q2	482	477	184
Q3	359	131	170
Q4	229	151	75



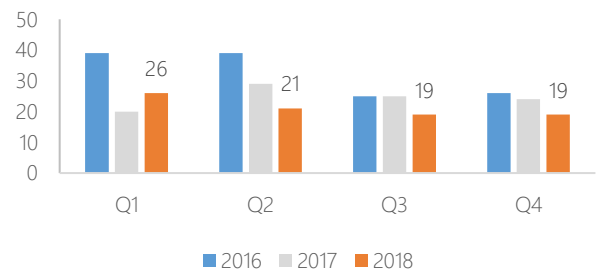
Number of Buildings Sold

Quarter	2016	2017	2018
Q1	40	20	29
Q2	48	50	21
Q3	29	25	20
Q4	27	24	19

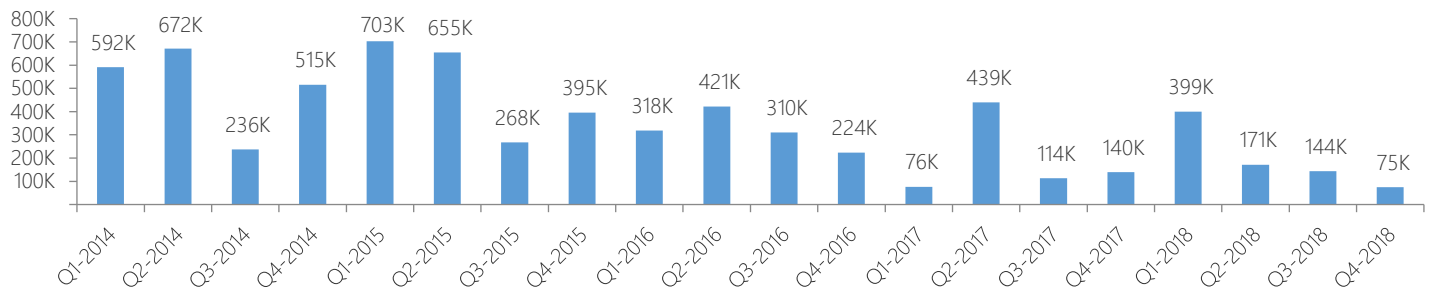


Number of Transactions

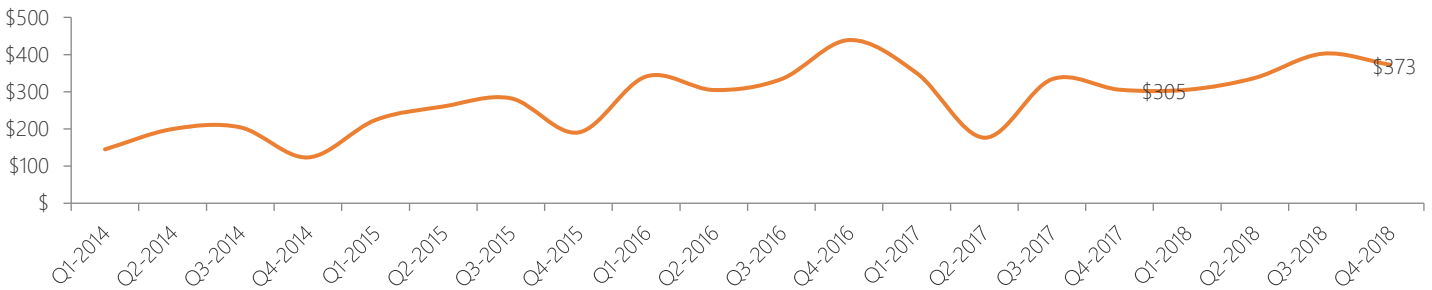
Quarter	2016	2017	2018
Q1	39	20	26
Q2	39	29	21
Q3	25	25	19
Q4	26	24	19



Total Sq. Ft.



Average Sale Price per Square Foot

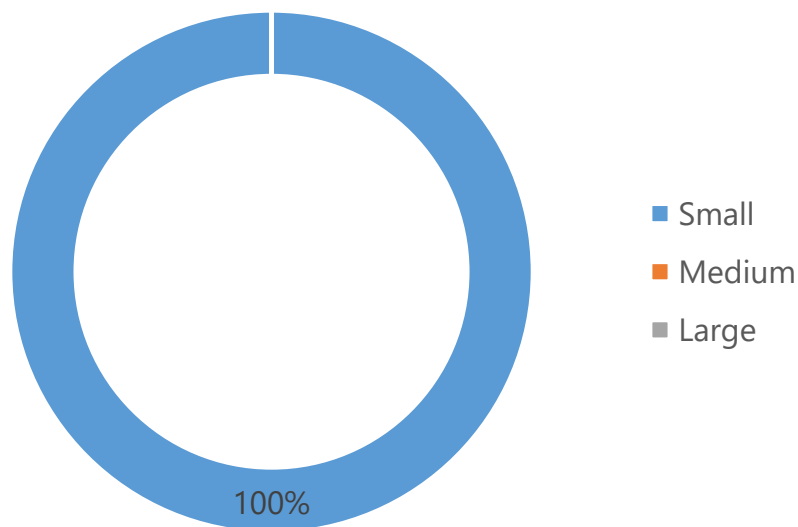


MULTIFAMILY SIZE

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	\$373,587	14%	\$373	6%	\$28,019,000	19	19	75
Medium	-	-	-	-	\$0	0	0	0
Large	-	-	-	-	\$0	0	0	0

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
1321 Union St	20-Dec-18	\$4,500,000	Small multifamily	8	10,200	\$441	No
992 Carroll St	14-Nov-18	\$2,550,000	Small multifamily	4	3,280	\$777	No
1154 Dean St	7-Dec-18	\$2,200,000	Small multifamily	7	3,062	\$718	No
917 St Marks Ave	22-Oct-18	\$2,165,000	Small multifamily	4	6,950	\$312	No
644 Park Pl	6-Nov-18	\$2,065,000	Small multifamily	4	3,800	\$543	No
625 Park Pl	4-Oct-18	\$1,750,000	Small multifamily	4	3,740	\$468	No
716 Sterling Pl	5-Dec-18	\$1,600,000	Small multifamily	3	2,426	\$660	No
651 Prospect Pl	12-Dec-18	\$1,390,000	Small multifamily	4	2,565	\$542	No
1246 Union St	6-Nov-18	\$1,250,000	Small multifamily	3	2,208	\$566	No
232 Schenectady Ave	29-Oct-18	\$1,080,000	Small multifamily	6	6,006	\$180	No
294 Albany Ave	15-Oct-18	\$999,000	Small multifamily	3	2,928	\$341	No
1504 Prospect Pl	29-Oct-18	\$985,000	Small multifamily	3	3,324	\$296	No
1506 Prospect Pl	29-Oct-18	\$985,000	Small multifamily	3	3,324	\$296	No
1500 Prospect Pl	31-Oct-18	\$950,000	Small multifamily	3	3,807	\$250	No
1613 Park Pl	13-Dec-18	\$900,000	Small multifamily	4	3,215	\$280	No
1734 President St	20-Dec-18	\$880,000	Small multifamily	3	4,520	\$195	No
1370 St Marks Ave	29-Nov-18	\$720,000	Small multifamily	3	2,430	\$296	No
574 Ralph Ave	31-Dec-18	\$700,000	Small multifamily	3	3,030	\$231	No
929 St Marks Ave	13-Dec-18	\$350,000	Small multifamily	3	4,380	\$80	No



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THE RATNER TEAM



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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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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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