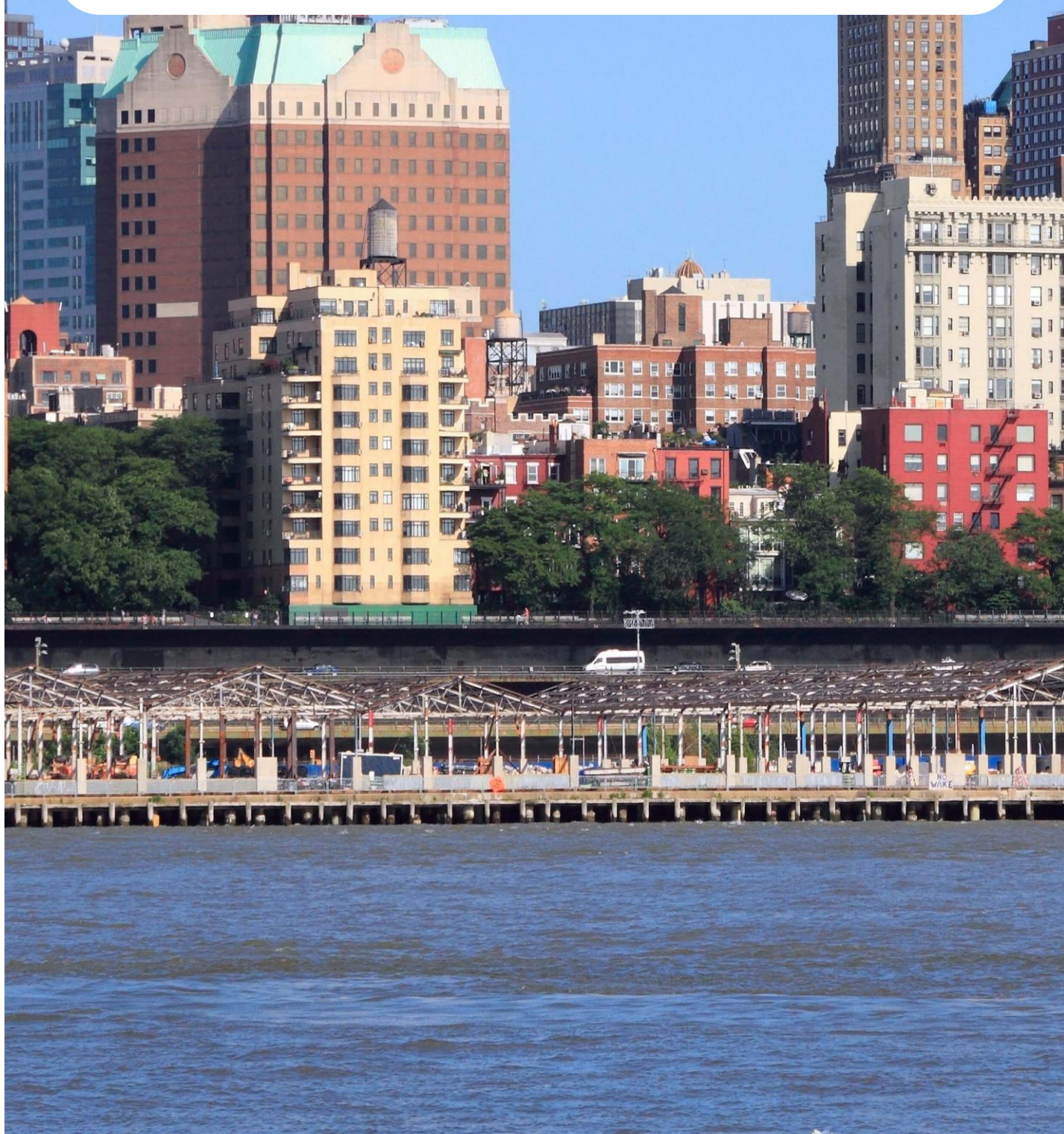


EAST NEW YORK

A quarterly analysis of multifamily sales
in East New York, Brooklyn

4th Quarter 2017



The RATNER Team Market Report

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Multifamily Market Report, 4th Quarter 2017

East New York, Brooklyn

SUMMARY

SALES VOLUME

\$26.9M

-20% YoY

NO. OF TRANSACTIONS

41

-13% YoY

AVERAGE PRICE/UNIT

\$183K

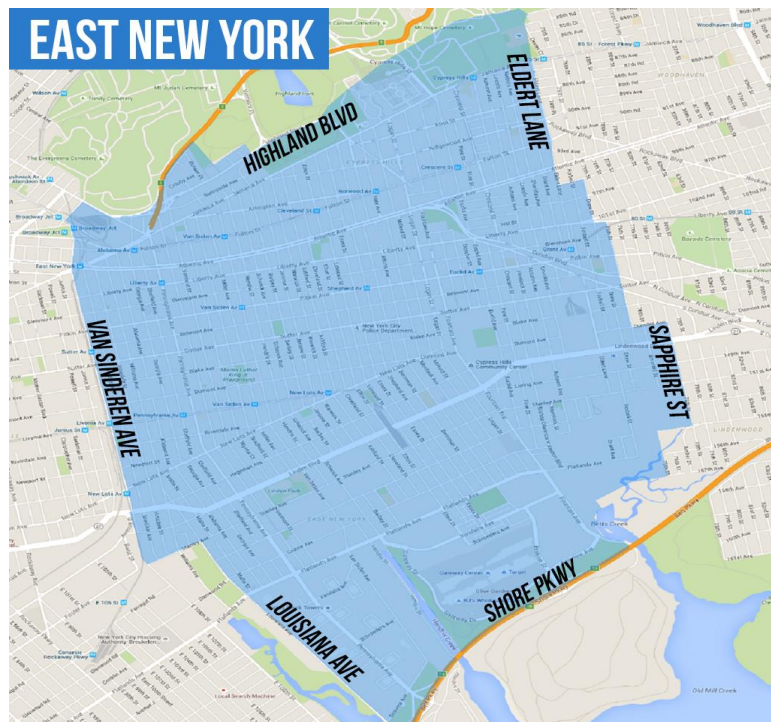
6% YoY

AVERAGE PRICE/SQ.FT.

\$221

8% YoY

NEIGHBORHOOD BOUNDARIES

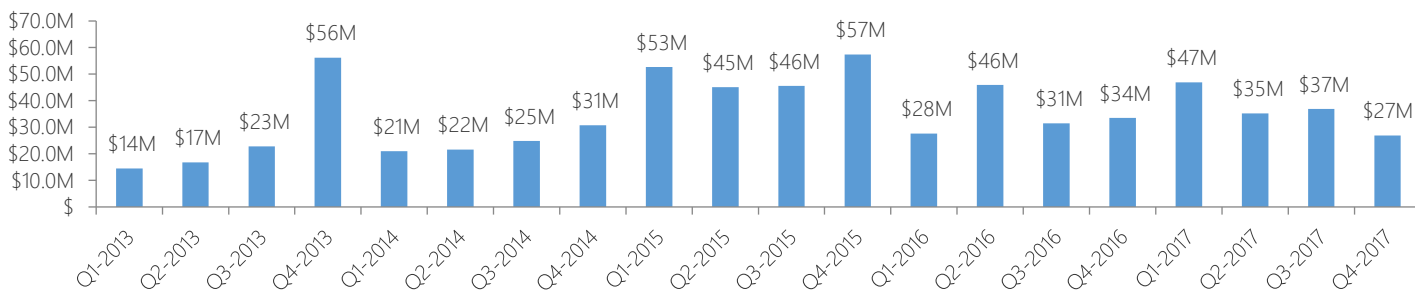


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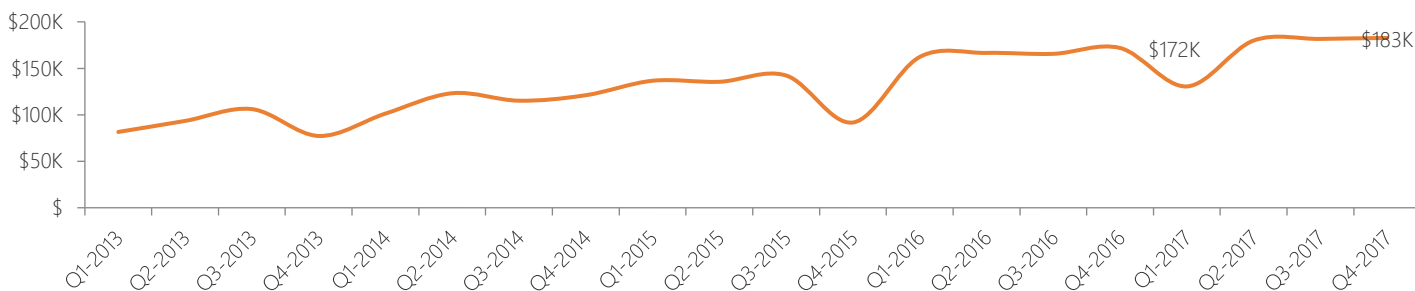
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MULTIFAMILY STATS

Sales Volume

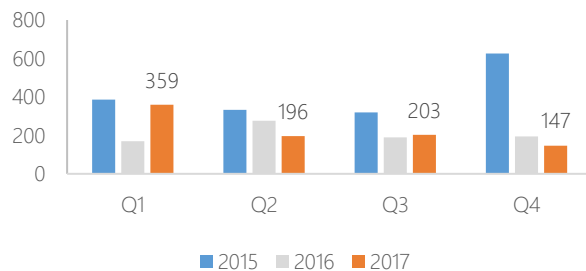


Average Sale Price per Unit



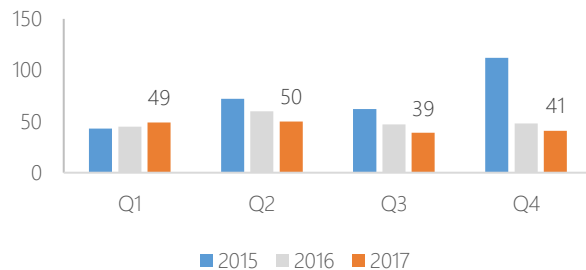
Number of Units Sold

Quarter	2015	2016	2017
Q1	386	170	359
Q2	333	276	196
Q3	320	190	203
Q4	625	195	147



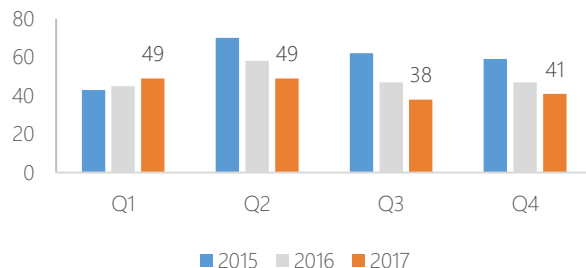
Number of Buildings Sold

Quarter	2015	2016	2017
Q1	43	45	49
Q2	72	60	50
Q3	62	47	39
Q4	112	48	41

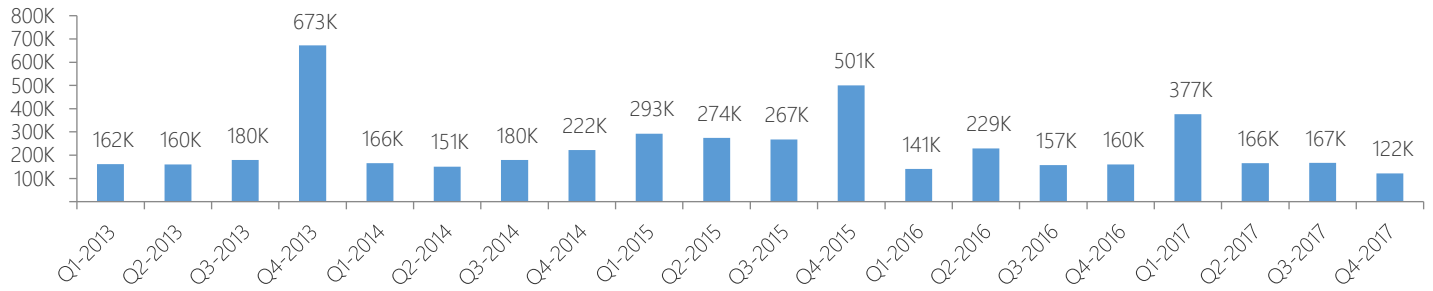


Number of Transactions

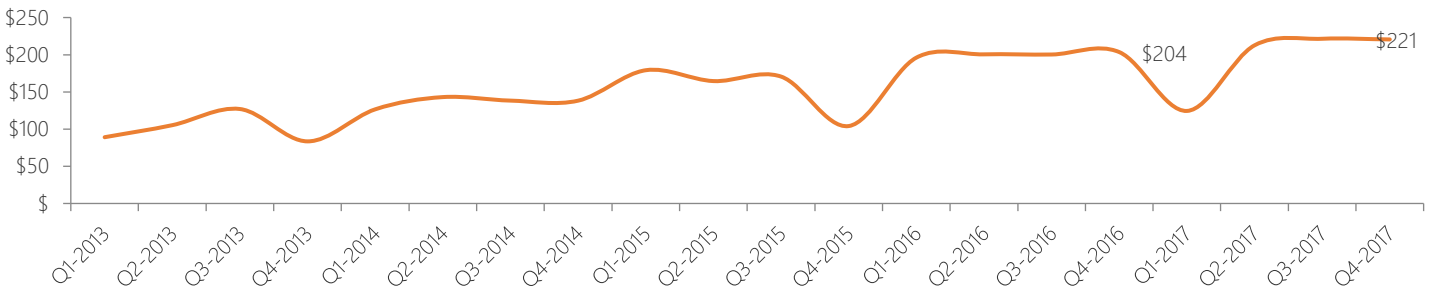
Quarter	2015	2016	2017
Q1	43	45	49
Q2	70	58	49
Q3	62	47	38
Q4	59	47	41



Total Sq. Ft.



Average Sale Price per Square Foot

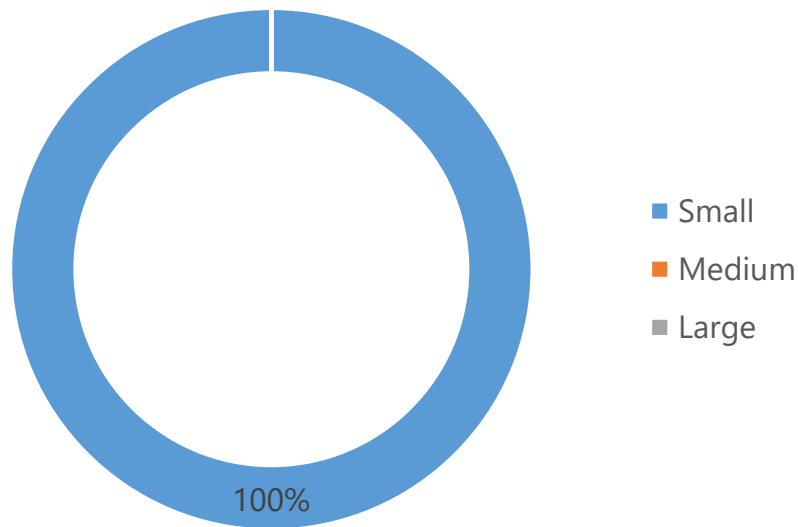


MULTIFAMILY SIZE

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	\$182,662	4%	\$221	7%	\$26,851,303	41	41	147
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
620 Crescent St	14-Nov-17	\$1,843,486	Small multifamily	6	4,810	\$383	No
3233 Fulton St	20-Oct-17	\$980,000	Small multifamily	6	4,560	\$215	No
978-980 Glenmore Ave	16-Oct-17	\$975,000	Small multifamily	5	4,755	\$205	No
871 Hegeman Ave	11-Dec-17	\$950,000	Small multifamily	6	5,418	\$175	No
774 Hendrix St	30-Oct-17	\$890,000	Small multifamily	4	3,320	\$268	No
252 Cleveland St	31-Oct-17	\$875,000	Small multifamily	3	3,330	\$263	No
1017 Sutter Ave	11-Oct-17	\$855,000	Small multifamily	3	2,700	\$317	No
865 Hegeman Ave	7-Dec-17	\$850,000	Small multifamily	6	5,418	\$157	No
459 Elton St	17-Oct-17	\$850,000	Small multifamily	3	3,060	\$278	No
536 Logan St	22-Nov-17	\$850,000	Small multifamily	4	2,800	\$304	No
797 Vermont St	7-Nov-17	\$830,000	Small multifamily	4	3,360	\$247	No
690 Cleveland St	26-Oct-17	\$820,000	Small multifamily	5	4,620	\$177	No
599 Miller Ave	8-Nov-17	\$815,000	Small multifamily	4	3,116	\$262	No
435 New Jersey Ave	20-Nov-17	\$800,000	Small multifamily	3	3,840	\$208	No
723 Warwick St	22-Dec-17	\$790,000	Small multifamily	3	2,000	\$395	No
570 Miller Ave	16-Nov-17	\$790,000	Small multifamily	3	2,360	\$335	No
220 Lincoln Ave	12-Dec-17	\$785,000	Small multifamily	3	2,160	\$363	No
520 Sheffield Ave	20-Oct-17	\$775,000	Small multifamily	4	3,750	\$207	No
233 Richmond St	29-Dec-17	\$750,000	Small multifamily	4	2,750	\$273	No
617 Lincoln Ave	22-Nov-17	\$680,000	Small multifamily	3	1,940	\$351	No
38 Norwood Ave	8-Dec-17	\$673,063	Small multifamily	3	3,300	\$204	No
552 Ashford St	8-Dec-17	\$650,000	Small multifamily	3	2,760	\$236	No
577 Crescent St	23-Oct-17	\$650,000	Small multifamily	3	2,080	\$313	No
525 Milford St	5-Dec-17	\$641,498	Small multifamily	3	3,087	\$208	No
139 Autumn Ave	5-Oct-17	\$630,500	Small multifamily	3	2,036	\$310	No
605 Liberty Ave	10-Oct-17	\$607,848	Small multifamily	3	2,625	\$232	No
633 Crescent St	12-Oct-17	\$564,849	Small multifamily	3	2,024	\$279	No
646 Miller Ave	20-Nov-17	\$560,000	Small multifamily	4	3,198	\$175	No
383 Essex St	30-Nov-17	\$449,649	Small multifamily	3	1,666	\$270	No
445 Linwood St	4-Dec-17	\$445,410	Small multifamily	3	2,520	\$177	No
263 Atkins Ave	14-Dec-17	\$440,000	Small multifamily	3	3,630	\$121	No
289 Warwick St	6-Nov-17	\$400,000	Small multifamily	3	1,990	\$201	No
289 Hemlock St	21-Dec-17	\$400,000	Small multifamily	3	2,052	\$195	No
279 Ashford St	10-Oct-17	\$340,000	Small multifamily	3	3,115	\$109	No
114 Mc Kinley Ave	15-Nov-17	\$325,000	Small multifamily	3	2,310	\$141	No
228 Logan St	28-Nov-17	\$300,000	Small multifamily	3	3,138	\$96	No
524 Riverdale Ave	19-Oct-17	\$300,000	Small multifamily	4	3,360	\$89	No
779 New Jersey Ave	30-Nov-17	\$275,000	Small multifamily	3	1,692	\$163	No
131 Vermont St	26-Oct-17	\$185,000	Small multifamily	3	1,258	\$147	No
88 Miller Ave	29-Nov-17	\$160,000	Small multifamily	3	1,560	\$103	No
201 Lincoln Ave	22-Dec-17	\$100,000	Small multifamily	3	2,284	\$44	No



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THE RATNER TEAM



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Brooklyn Expert

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Nate Pfaff

Residential Sales &
Rental Specialist

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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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Artist & Artisans	Fences & Gates Specialists	Kitchen & Bathroom Specialists	Rubbish Removal Companies
Attorneys	Fireplaces	Landscape Design	School Consultants
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Carpenters	Garage & Driveway	Lighting Experts	Stone & Tile Professionals
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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
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Door Experts	Hvac Professionals	Property Managers	Zoning & Land Use Experts
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