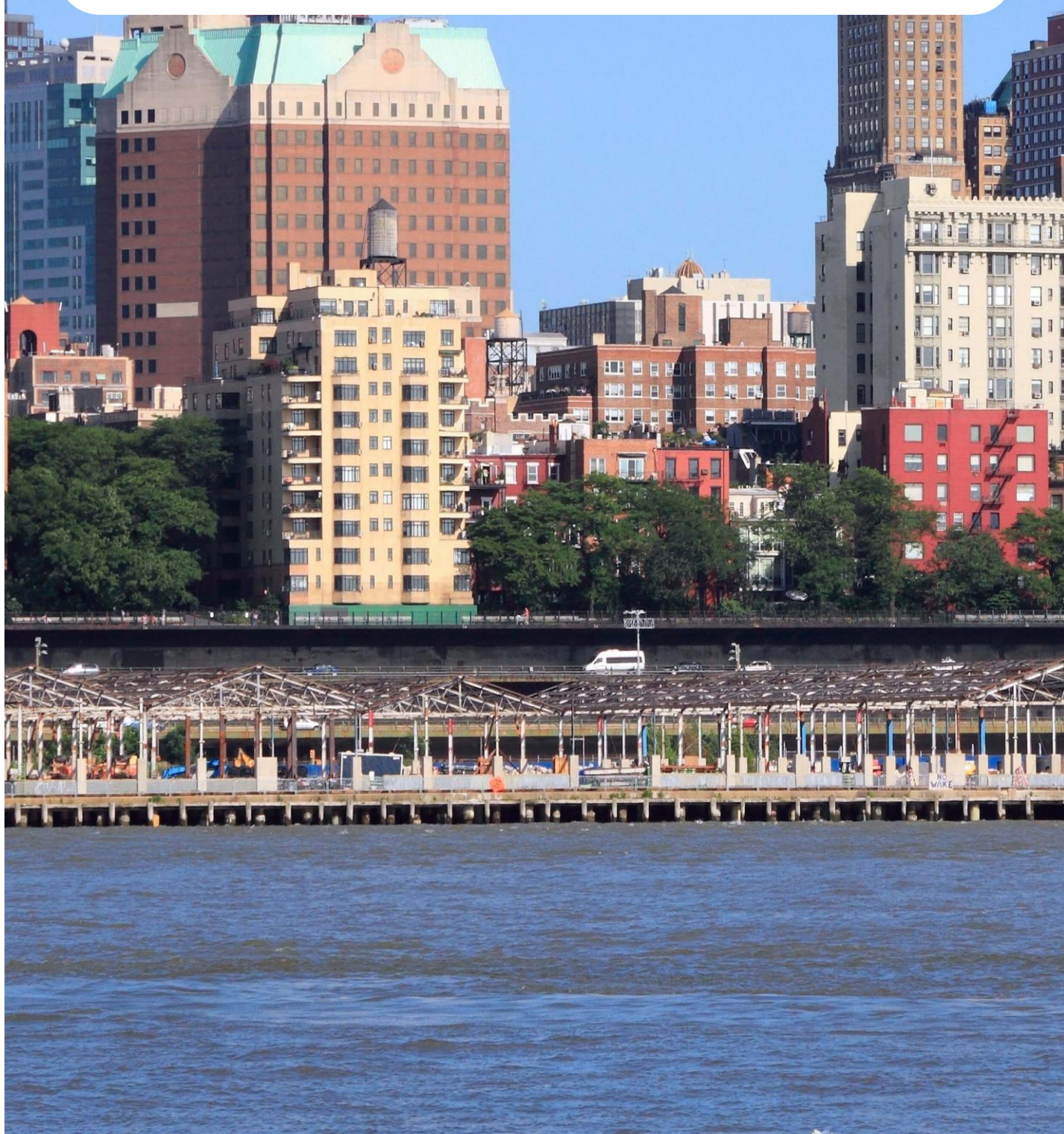


NORTHERN BROOKLYN

A quarterly analysis of multifamily sales
in Northern Brooklyn, Brooklyn

4th Quarter 2017



The RATNER Team Market Report

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Multifamily Market Report, 4th Quarter 2017

Northern Brooklyn, Brooklyn

SUMMARY

SALES VOLUME

\$223.6M

-15% YoY

NO. OF TRANSACTIONS

127

1% YoY

AVERAGE PRICE/UNIT

\$388K

-4% YoY

AVERAGE PRICE/SQ.FT.

\$428

-10% YoY

NEIGHBORHOOD BOUNDARIES

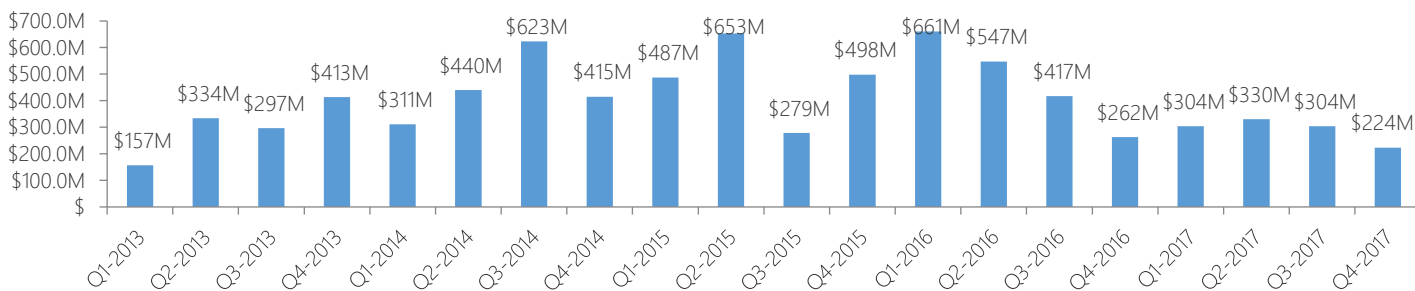


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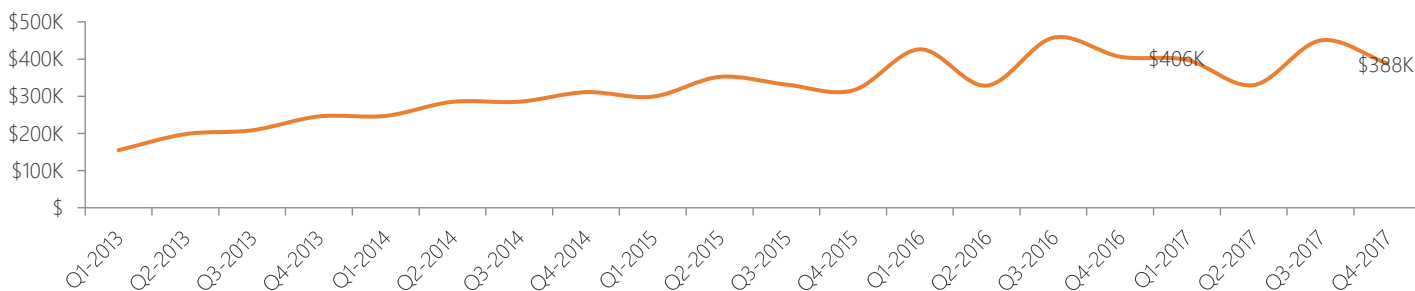
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MULTIFAMILY STATS

Sales Volume

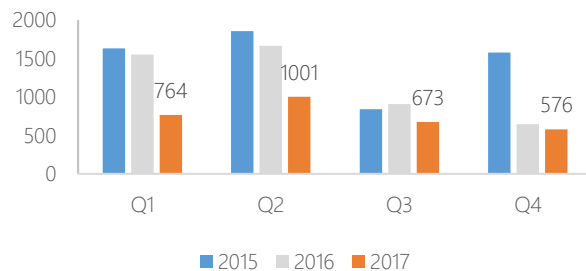


Average Sale Price per Unit



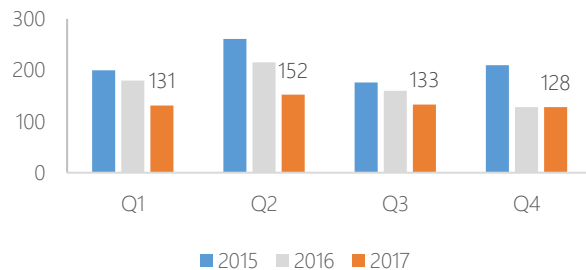
Number of Units Sold

Quarter	2015	2016	2017
Q1	1630	1550	764
Q2	1855	1666	1001
Q3	842	908	673
Q4	1576	643	576



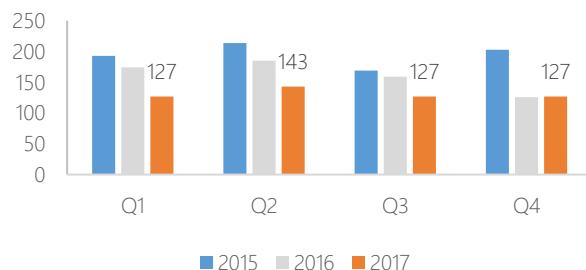
Number of Buildings Sold

Quarter	2015	2016	2017
Q1	200	180	131
Q2	261	215	152
Q3	176	160	133
Q4	210	128	128

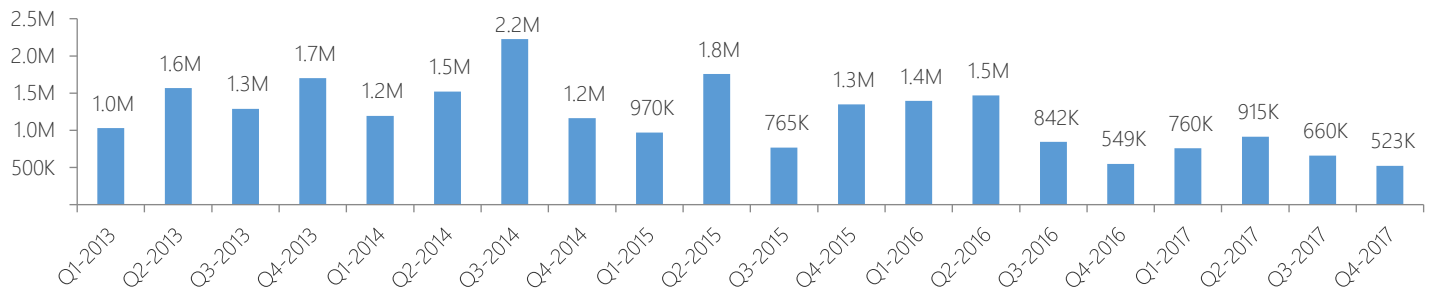


Number of Transactions

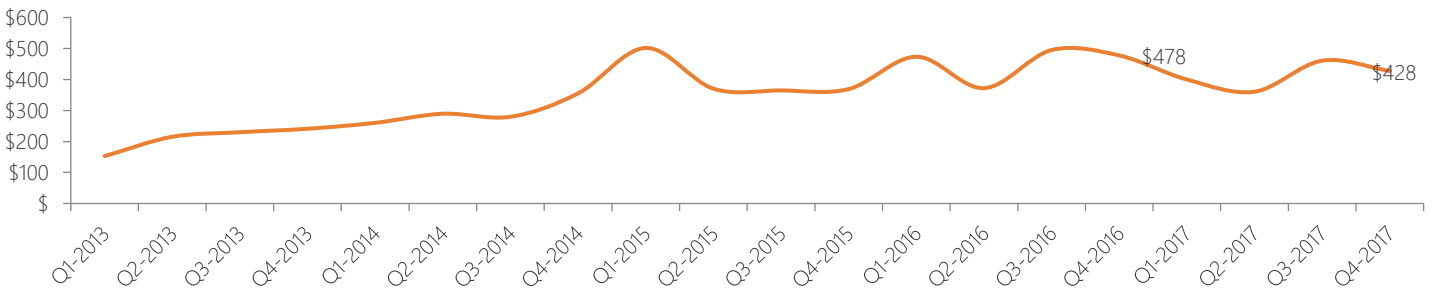
Quarter	2015	2016	2017
Q1	193	174	127
Q2	214	185	143
Q3	169	159	127
Q4	203	126	127



Total Sq. Ft.



Average Sale Price per Square Foot

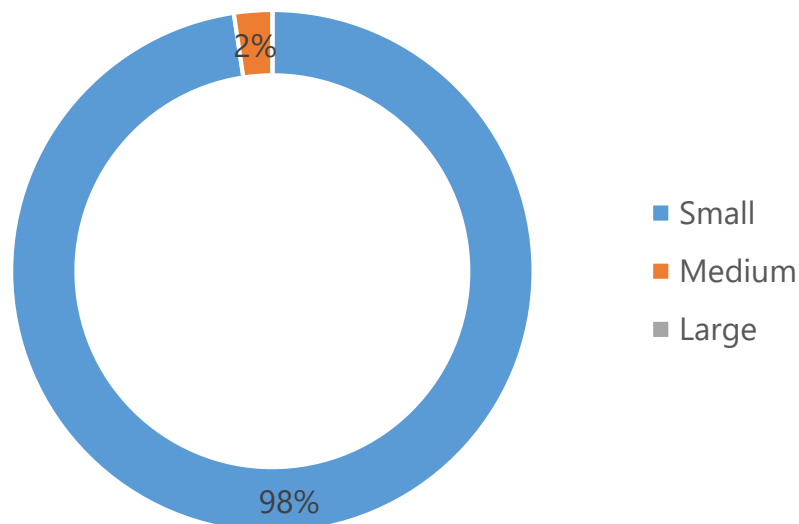


MULTIFAMILY SIZE

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	\$399,619	12%	\$448	10%	\$206,602,927	124	125	517
Medium	\$288,136	23%	\$277	-26%	\$17,000,000	3	3	59
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
60 N 6 St	5-Dec-17	\$19,825,000	Small multifamily	6	10,000	\$1,983	No
4 Macon St	3-Oct-17	\$8,300,000	Medium multifamily	25	29,300	\$283	No
596 Bushwick Ave	18-Oct-17	\$7,500,000	Medium multifamily	22	19,460	\$385	No
1191 Bedford Ave	24-Oct-17	\$5,250,000	Small multifamily	4	4,840	\$1,085	No
245 N 8 St	2-Nov-17	\$4,150,000	Small multifamily	8	7,000	\$593	No
386 Metropolitan Ave	20-Oct-17	\$3,900,000	Small multifamily	7	5,000	\$780	No
320 Macon St	3-Oct-17	\$3,875,000	Small multifamily	7	6,620	\$585	No
911 Jefferson Ave	15-Dec-17	\$3,089,909	Small multifamily	6	5,022	\$615	No
313 Wilson Ave	13-Nov-17	\$3,035,000	Small multifamily	4	5,650	\$537	No
262 N 6 St	12-Oct-17	\$3,000,000	Small multifamily	8	6,000	\$500	No
240 S 2 St	28-Nov-17	\$3,000,000	Small multifamily	3	2,400	\$1,250	No
38 Driggs Ave	9-Nov-17	\$2,970,000	Small multifamily	6	5,326	\$558	No
590 Leonard St	1-Dec-17	\$2,900,000	Small multifamily	6	4,875	\$595	No
195 Johnson Ave	13-Nov-17	\$2,850,000	Small multifamily	4	5,000	\$570	No
158 Russell St	24-Oct-17	\$2,850,000	Small multifamily	6	4,275	\$667	No
1046 Lafayette Ave	10-Oct-17	\$2,800,000	Small multifamily	7	8,155	\$343	No
890 Jefferson Ave	15-Dec-17	\$2,760,091	Small multifamily	6	4,875	\$566	No
844 Quincy St	22-Nov-17	\$2,700,000	Small multifamily	7	6,541	\$413	No
294 Gates Ave	10-Oct-17	\$2,625,000	Small multifamily	3	3,136	\$837	No
626 Madison St	4-Dec-17	\$2,600,000	Small multifamily	4	3,840	\$677	No
134 Penn St	6-Dec-17	\$2,460,000	Small multifamily	3	3,360	\$732	No
697 Dekalb Ave	15-Nov-17	\$2,318,063	Small multifamily	4	4,800	\$483	No
581 Leonard St	19-Dec-17	\$2,300,000	Small multifamily	3	3,375	\$681	No
51 Driggs Ave	6-Dec-17	\$2,260,000	Small multifamily	6	4,875	\$464	No
167 Eagle St	14-Dec-17	\$2,250,600	Small multifamily	3	2,970	\$377	Yes
169 Eagle St	14-Dec-17	\$2,250,600	Small multifamily	4	3,000	\$377	Yes
116 Roebling St	17-Nov-17	\$2,200,000	Small multifamily	4	3,600	\$611	No
172 S 4 St	19-Dec-17	\$2,200,000	Small multifamily	3	3,360	\$655	No
71 Java St	12-Dec-17	\$2,100,000	Small multifamily	3	2,380	\$882	No
162 Metropolitan Ave	1-Dec-17	\$2,020,000	Small multifamily	3	1,440	\$1,403	No
286 Powers St	30-Nov-17	\$1,975,000	Small multifamily	3	3,375	\$585	No
140 Jefferson Ave	20-Dec-17	\$1,900,000	Small multifamily	4	4,400	\$432	No
302 Herkimer St	27-Nov-17	\$1,900,000	Small multifamily	3	2,268	\$838	No
136 Newton St	14-Nov-17	\$1,900,000	Small multifamily	3	4,776	\$398	No
7 Judge St	11-Oct-17	\$1,900,000	Small multifamily	6	3,450	\$551	No
704 Putnam Ave	30-Nov-17	\$1,875,000	Small multifamily	3	3,640	\$515	No
535 Evergreen Ave	21-Dec-17	\$1,775,000	Small multifamily	3	3,000	\$592	No
197 Humboldt St	7-Nov-17	\$1,775,000	Small multifamily	3	3,375	\$526	No
21 Goodwin Pl	1-Nov-17	\$1,750,000	Small multifamily	3	2,763	\$633	No
589 Greene Ave	9-Nov-17	\$1,749,000	Small multifamily	3	3,360	\$521	No
29 Marcus Garvey Blvd	25-Oct-17	\$1,715,000	Small multifamily	6	4,593	\$373	No
629 Putnam Ave	8-Dec-17	\$1,685,000	Small multifamily	3	1,710	\$985	No
145 Clifton Pl	31-Oct-17	\$1,670,000	Small multifamily	3	2,520	\$663	No
471 Tompkins Ave	14-Dec-17	\$1,635,000	Small multifamily	4	5,250	\$311	No
522 A Mac Donough St	1-Dec-17	\$1,600,000	Small multifamily	3	2,955	\$541	No
272 Stagg St	9-Nov-17	\$1,600,000	Small multifamily	6	4,500	\$356	No
1404 Bushwick Ave	8-Nov-17	\$1,600,000	Small multifamily	3	2,400	\$667	No
1102 Jefferson Ave	3-Oct-17	\$1,580,000	Small multifamily	3	3,000	\$527	No
421 Tompkins Ave	18-Dec-17	\$1,575,000	Small multifamily	6	3,000	\$525	No
663 Mac Donough St	30-Oct-17	\$1,550,000	Small multifamily	3	4,200	\$369	No



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Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
736 Bushwick Ave	30-Oct-17	\$1,550,000	Small multifamily	3	2,574	\$602	No
77 Halsey St	16-Oct-17	\$1,525,000	Small multifamily	6	3,200	\$477	No
255 Eldert St	24-Oct-17	\$1,525,000	Small multifamily	3	2,700	\$565	No
194 Scholes St	26-Dec-17	\$1,515,000	Small multifamily	3	2,550	\$594	No
157 Lefferts Pl	8-Nov-17	\$1,500,500	Small multifamily	7	2,565	\$585	No
87 Greenpoint Ave	11-Oct-17	\$1,500,000	Small multifamily	8	6,500	\$231	No
67 Central Ave	2-Oct-17	\$1,500,000	Small multifamily	5	4,125	\$364	No
231 Stanhope St	9-Nov-17	\$1,490,000	Small multifamily	6	4,875	\$306	No
100 Covert St	22-Nov-17	\$1,450,000	Small multifamily	5	3,960	\$366	No
20 Harrison Pl	20-Dec-17	\$1,450,000	Small multifamily	6	4,275	\$339	No
261 Stuyvesant Ave	17-Oct-17	\$1,450,000	Small multifamily	3	3,920	\$370	No
740 Lexington Ave	14-Dec-17	\$1,435,000	Small multifamily	3	2,142	\$670	No
241 Stockholm St	12-Oct-17	\$1,425,000	Small multifamily	6	5,250	\$271	No
831 Quincy St	18-Oct-17	\$1,425,000	Small multifamily	3	3,300	\$432	No
176 Tompkins Ave	1-Nov-17	\$1,400,000	Small multifamily	3	1,980	\$707	No
142 Hewes St	29-Dec-17	\$1,380,000	Small multifamily	3	3,680	\$375	No
303 Troutman St	2-Nov-17	\$1,350,000	Small multifamily	8	6,500	\$208	No
469 Lafayette Ave	27-Oct-17	\$1,320,000	Small multifamily	3	2,100	\$629	No
304 St Nicholas Ave	11-Dec-17	\$1,310,000	Small multifamily	6	5,670	\$231	No
185 Penn St	11-Dec-17	\$1,300,000	Small multifamily	3	3,520	\$369	No
47 Herkimer St	29-Nov-17	\$1,300,000	Small multifamily	3	2,364	\$550	No
24 Suydam Pl	21-Dec-17	\$1,275,000	Small multifamily	4	5,600	\$228	No
196 Hart St	17-Oct-17	\$1,250,000	Small multifamily	3	2,394	\$522	No
212 Malcolm X Blvd	21-Dec-17	\$1,250,000	Small multifamily	3	2,925	\$427	No
157 Central Ave	4-Dec-17	\$1,250,000	Small multifamily	5	4,125	\$303	No
852 Greene Ave	20-Dec-17	\$1,230,000	Small multifamily	4	3,360	\$366	No
1065 Greene Ave	15-Nov-17	\$1,225,000	Small multifamily	3	3,036	\$403	No
1331 Greene Ave	1-Nov-17	\$1,200,000	Small multifamily	3	2,400	\$500	No
62 Lewis Ave	28-Nov-17	\$1,200,000	Medium multifamily	12	12,600	\$95	No
133 Menahan St	24-Oct-17	\$1,200,000	Small multifamily	6	4,875	\$246	No
632 Central Ave	15-Dec-17	\$1,170,000	Small multifamily	3	3,135	\$373	No
656 Knickerbocker Ave	29-Nov-17	\$1,160,000	Small multifamily	3	2,694	\$431	No
533 A Quincy St	16-Nov-17	\$1,150,000	Small multifamily	4	2,306	\$499	No
303 Troutman St	2-Nov-17	\$1,100,000	Small multifamily	8	6,500	\$169	No
1387 Putnam Ave	1-Nov-17	\$1,091,500	Small multifamily	3	2,664	\$410	No
85 Herkimer St	2-Oct-17	\$1,080,818	Small multifamily	7	3,864	\$280	No
51 Covert St	2-Nov-17	\$999,999	Small multifamily	3	2,400	\$417	No
640 Kosciuszko St	26-Dec-17	\$999,500	Small multifamily	5	4,500	\$222	No
580 Quincy St	21-Dec-17	\$999,000	Small multifamily	3	2,250	\$444	No
1354 Bushwick Ave	2-Nov-17	\$995,000	Small multifamily	4	3,240	\$307	No
254 Patchen Ave	14-Dec-17	\$980,000	Small multifamily	3	3,000	\$327	No
634 Central Ave	2-Nov-17	\$975,000	Small multifamily	3	3,135	\$311	No
116 Schaefer St	5-Dec-17	\$975,000	Small multifamily	3	2,430	\$401	No
442 Lexington Ave	19-Oct-17	\$975,000	Small multifamily	3	2,025	\$481	No
586 Quincy St	18-Oct-17	\$969,000	Small multifamily	3	3,075	\$315	No
353 Monroe St	16-Oct-17	\$937,000	Small multifamily	3	1,902	\$493	No
127 Weirfield St	3-Oct-17	\$935,000	Small multifamily	3	2,385	\$392	No
16 Cooper St	17-Oct-17	\$910,000	Small multifamily	3	2,622	\$347	No
1200 Decatur St	11-Nov-17	\$907,500	Small multifamily	3	4,125	\$220	No
15 A Louis Pl	16-Oct-17	\$900,000	Small multifamily	3	2,160	\$417	No



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Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
73 Schaefer St	22-Nov-17	\$900,000	Small multifamily	6	4,875	\$185	No
1102 Putnam Ave	8-Nov-17	\$878,021	Small multifamily	3	3,300	\$266	No
737 Lexington Ave	20-Nov-17	\$875,695	Small multifamily	3	3,300	\$265	No
646 Monroe St	4-Oct-17	\$860,000	Small multifamily	3	2,280	\$377	No
926 Lafayette Ave	31-Oct-17	\$850,000	Small multifamily	3	1,334	\$637	No
334 Putnam Ave	1-Nov-17	\$850,000	Small multifamily	4	2,911	\$292	No
107 Weirfield St	22-Nov-17	\$820,000	Small multifamily	3	3,000	\$273	No
1102 Putnam Ave	8-Nov-17	\$813,021	Small multifamily	3	3,300	\$246	No
253 Weirfield St	4-Oct-17	\$800,000	Small multifamily	3	2,850	\$281	No
1351 Jefferson Ave	29-Dec-17	\$800,000	Small multifamily	3	2,565	\$312	No
100 Malcolm X Blvd	10-Nov-17	\$782,261	Small multifamily	4	4,400	\$178	No
1202 Decatur St	6-Nov-17	\$742,500	Small multifamily	3	2,200	\$338	No
840 Hancock St	31-Oct-17	\$725,000	Small multifamily	3	2,250	\$322	No
906 Herkimer St	24-Oct-17	\$720,000	Small multifamily	3	4,400	\$164	No
1084 Fulton St	16-Nov-17	\$700,000	Small multifamily	5	4,560	\$154	No
1298 Halsey St	18-Dec-17	\$667,950	Small multifamily	6	5,486	\$122	No
689 Greene Ave	18-Oct-17	\$585,000	Small multifamily	3	3,192	\$183	No
802 Knickerbocker Ave	20-Oct-17	\$550,000	Small multifamily	6	3,402	\$162	No
256 Woodbine St	17-Nov-17	\$500,000	Small multifamily	3	2,544	\$197	No
498 Putnam Ave	17-Oct-17	\$500,000	Small multifamily	8	9,360	\$53	No
80 Cooper St	27-Nov-17	\$499,000	Small multifamily	3	2,610	\$191	No
218 Monitor St	15-Nov-17	\$357,000	Small multifamily	3	3,480	\$103	No
88 Eldert St	30-Oct-17	\$350,000	Small multifamily	3	3,000	\$117	No
1270 Jefferson Ave	31-Oct-17	\$350,000	Small multifamily	3	2,679	\$131	No
47 Herkimer St	27-Nov-17	\$350,000	Small multifamily	3	2,364	\$148	No
549 Throop Ave	10-Nov-17	\$255,000	Small multifamily	6	4,800	\$53	No
272 Penn St	11-Dec-17	\$200,000	Small multifamily	3	2,490	\$80	No
149 Lexington Ave	10-Oct-17	\$135,000	Small multifamily	3	1,428	\$95	No



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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

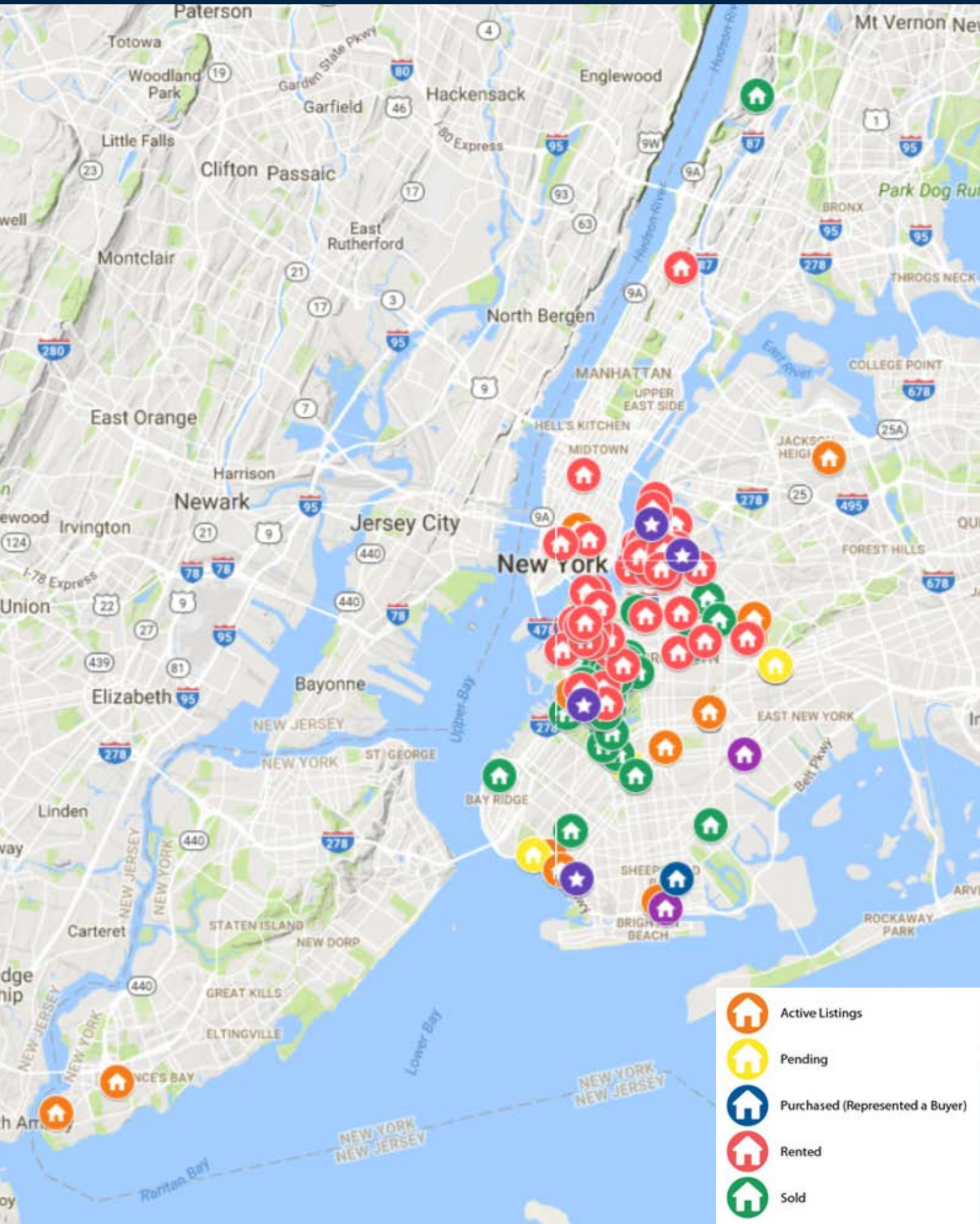
"David just recently landed me an amazing place in NYC. I was under a very limited amount of time to find a new home and David was able to find me an awesome new apartment for a great price and in an ideal location for work. The man knows how to operate in times of pressure and I'm proud to call him 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	Expediters	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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THE BROOKLYN MADE REAL ESTATE SHOW

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

Brooklyn Made Real Estate is a one-stop shop for anyone interested in New York real estate, getting connected with local experts and learning how to make smarter decisions and leveraging your assets.

Each week our show will feature real estate news and interviews with local professionals that we are eager for you to meet.

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