

SOUTHERN BROOKLYN

A quarterly analysis of multifamily sales
in Southern Brooklyn, Brooklyn

4th Quarter 2017



The RATNER Team Market Report

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Multifamily Market Report, 4th Quarter 2017

Southern Brooklyn, Brooklyn

SUMMARY

SALES VOLUME

\$66.7M

58% YoY

NO. OF TRANSACTIONS

41

11% YoY

AVERAGE PRICE/UNIT

\$265K

-4% YoY

AVERAGE PRICE/SQ.FT.

\$313

-2% YoY

NEIGHBORHOOD BOUNDARIES

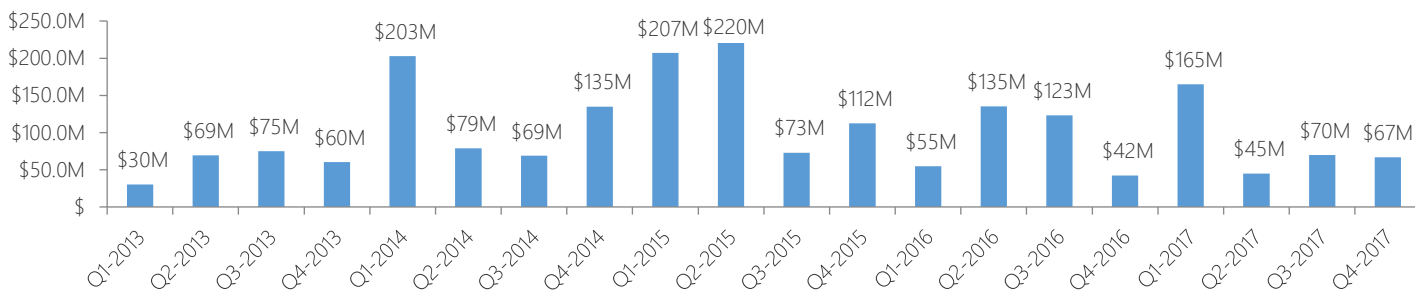


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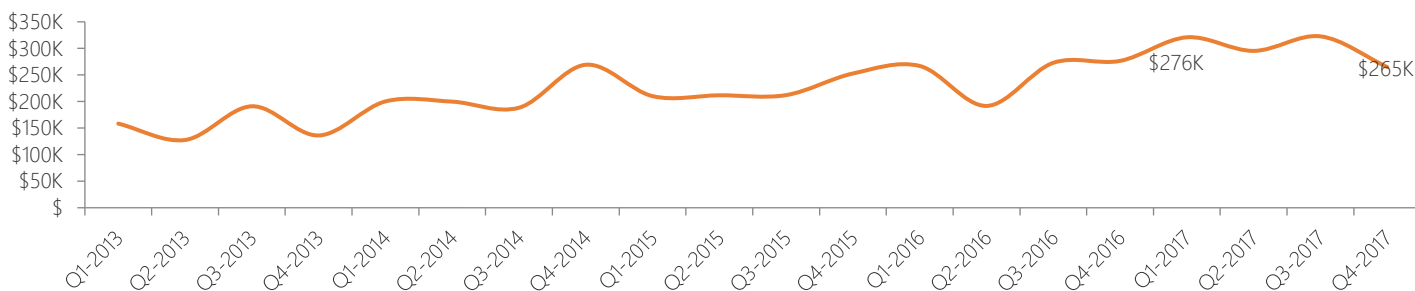
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MULTIFAMILY STATS

Sales Volume

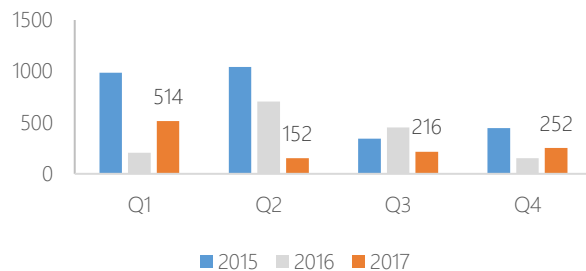


Average Sale Price per Unit



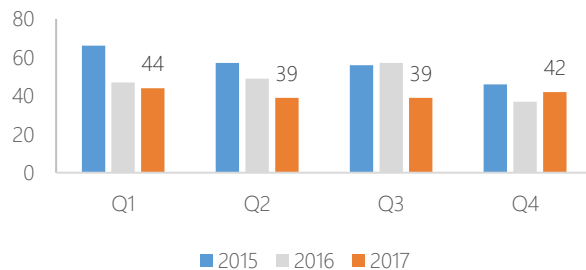
Number of Units Sold

Quarter	2015	2016	2017
Q1	986	205	514
Q2	1041	705	152
Q3	344	452	216
Q4	445	153	252



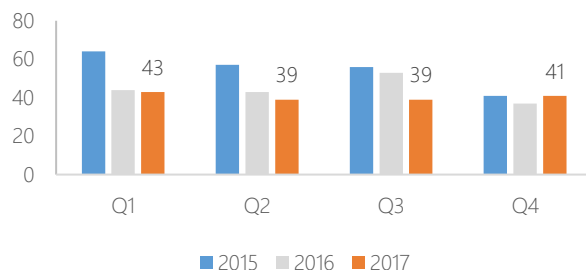
Number of Buildings Sold

Quarter	2015	2016	2017
Q1	66	47	44
Q2	57	49	39
Q3	56	57	39
Q4	46	37	42

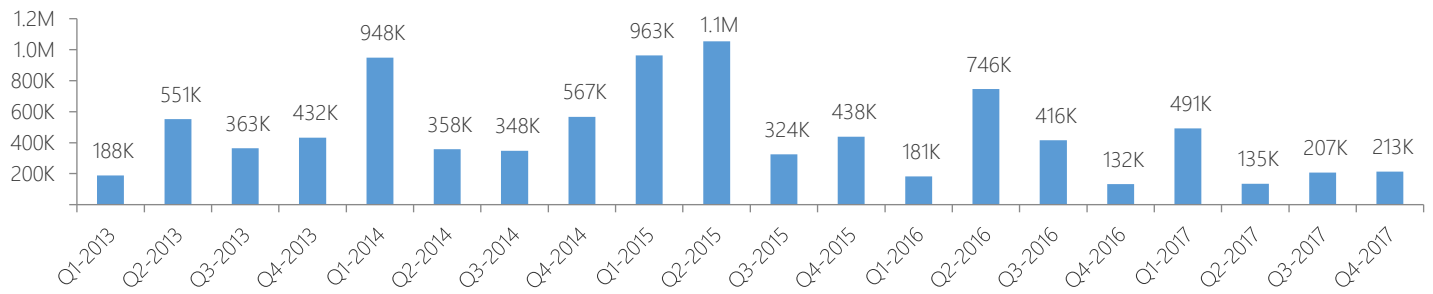


Number of Transactions

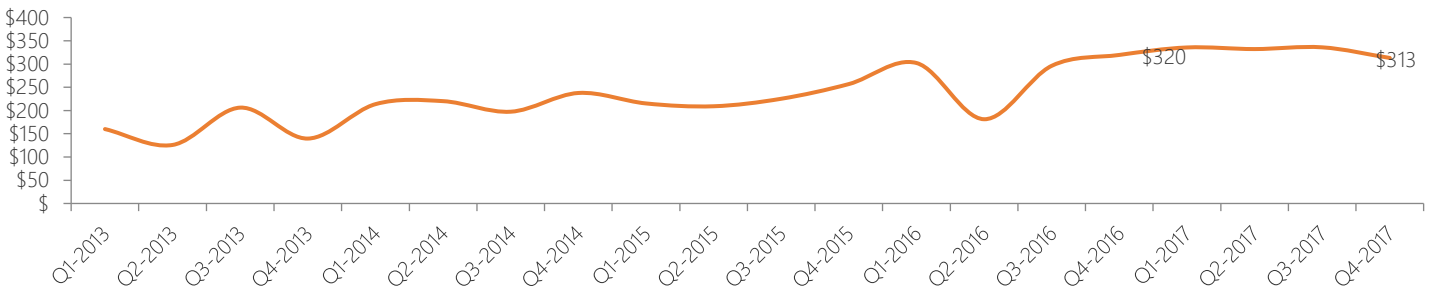
Quarter	2015	2016	2017
Q1	64	44	43
Q2	57	43	39
Q3	56	53	39
Q4	41	37	41



Total Sq. Ft.



Average Sale Price per Square Foot

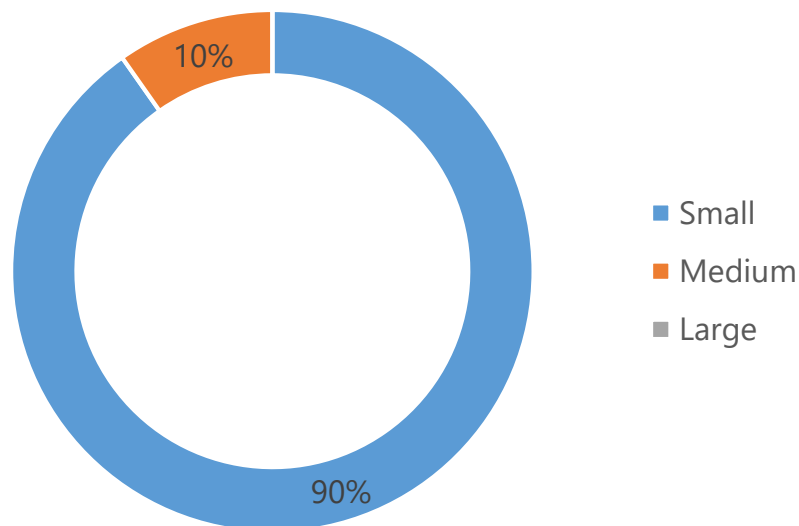


MULTIFAMILY SIZE

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	\$329,945	13%	\$379	12%	\$39,593,382	37	37	120
Medium	\$205,662	-8%	\$250	-3%	\$27,147,338	4	5	132
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
754 E 23 St	8-Nov-17	\$14,650,000	Medium multifamily	31	32,000	\$229	Yes
837 E 22 St	8-Nov-17	\$14,650,000	Medium multifamily	32	32,000	\$229	Yes
3126 Coney Island Ave	21-Nov-17	\$7,572,338	Medium multifamily	38	31,480	\$241	No
210 Avenue N	30-Nov-17	\$4,125,000	Medium multifamily	19	11,200	\$368	No
1738 E 12 St	30-Nov-17	\$2,000,000	Small multifamily	4	3,444	\$581	No
801 Avenue N	27-Dec-17	\$1,600,000	Small multifamily	3	1,972	\$811	No
8615 24 Ave	12-Dec-17	\$1,600,000	Small multifamily	3	3,596	\$445	No
1717 W 13 St	10-Nov-17	\$1,600,000	Small multifamily	3	2,856	\$560	No
2526 Coney Island Ave	24-Oct-17	\$1,425,000	Small multifamily	3	1,870	\$762	No
2225 E 7 St	4-Oct-17	\$1,410,000	Small multifamily	6	5,040	\$280	No
2432 E 23 St	3-Oct-17	\$1,350,000	Small multifamily	3	2,596	\$520	No
2469 E 21 St	7-Dec-17	\$1,335,000	Small multifamily	3	2,560	\$521	No
1701 W 5 St	27-Dec-17	\$1,300,000	Small multifamily	3	2,720	\$478	No
1268 E 12 St	30-Oct-17	\$1,265,250	Small multifamily	3	2,600	\$487	No
2031 W 13 St	22-Dec-17	\$1,260,000	Small multifamily	3	2,480	\$508	No
1684 Dahill Rd	28-Dec-17	\$1,200,000	Small multifamily	3	3,024	\$397	No
2518 W 1 St	3-Oct-17	\$1,150,000	Small multifamily	3	1,800	\$639	No
2823 Brighton 6 St	21-Dec-17	\$1,100,000	Small multifamily	3	2,001	\$550	No
2816 W 16 St	3-Oct-17	\$1,081,898	Small multifamily	3	3,825	\$283	No
3568 Canal Ave	8-Dec-17	\$1,019,148	Small multifamily	3	2,706	\$377	No
3566 Canal Ave	6-Dec-17	\$1,015,086	Small multifamily	3	2,830	\$359	No
2848 W 17 St	7-Nov-17	\$999,000	Small multifamily	3	3,396	\$294	No
2642 Harway Ave	14-Dec-17	\$995,000	Small multifamily	3	2,881	\$345	No
1610 Avenue R	13-Dec-17	\$995,000	Small multifamily	3	3,591	\$277	No
2852 86 St	18-Dec-17	\$995,000	Small multifamily	3	2,271	\$438	No
3715 Neptune Ave	18-Dec-17	\$950,000	Small multifamily	3	2,282	\$416	No
2815 Brighton 6 St	13-Dec-17	\$950,000	Small multifamily	3	1,944	\$489	No
1886 W 8 St	7-Dec-17	\$950,000	Small multifamily	4	2,104	\$452	No
2416 Cropsey Ave	29-Nov-17	\$940,000	Small multifamily	3	3,696	\$254	No
115 Neptune Ave	14-Nov-17	\$930,000	Small multifamily	3	1,836	\$507	No
1424 Avenue M	16-Nov-17	\$900,000	Small multifamily	5	5,107	\$176	No
12 Bay 50 St	5-Oct-17	\$900,000	Small multifamily	4	3,600	\$250	No
448 Avenue Y	5-Dec-17	\$888,000	Small multifamily	3	2,736	\$325	No
166 Bay 49 St	13-Oct-17	\$810,000	Small multifamily	3	2,320	\$349	No
3022 Brighton 8 St	20-Dec-17	\$800,000	Medium multifamily	12	1,974	\$405	No
2835 Brighton 6 St	1-Nov-17	\$790,000	Small multifamily	3	2,001	\$395	No
2743 Brighton 7 St	29-Nov-17	\$740,000	Small multifamily	3	1,872	\$395	No
2858 W 17 St	26-Oct-17	\$650,000	Small multifamily	3	3,396	\$191	No
2825 W 20 St	16-Nov-17	\$650,000	Small multifamily	4	3,160	\$206	No
2258 82 St	27-Oct-17	\$650,000	Small multifamily	3	2,420	\$269	No
3054 Brighton 7 St	19-Dec-17	\$600,000	Small multifamily	3	3,132	\$192	No
3062 Brighton 7 St	15-Dec-17	\$600,000	Small multifamily	3	2,880	\$208	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

[READ MORE REVIEWS](#)



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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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