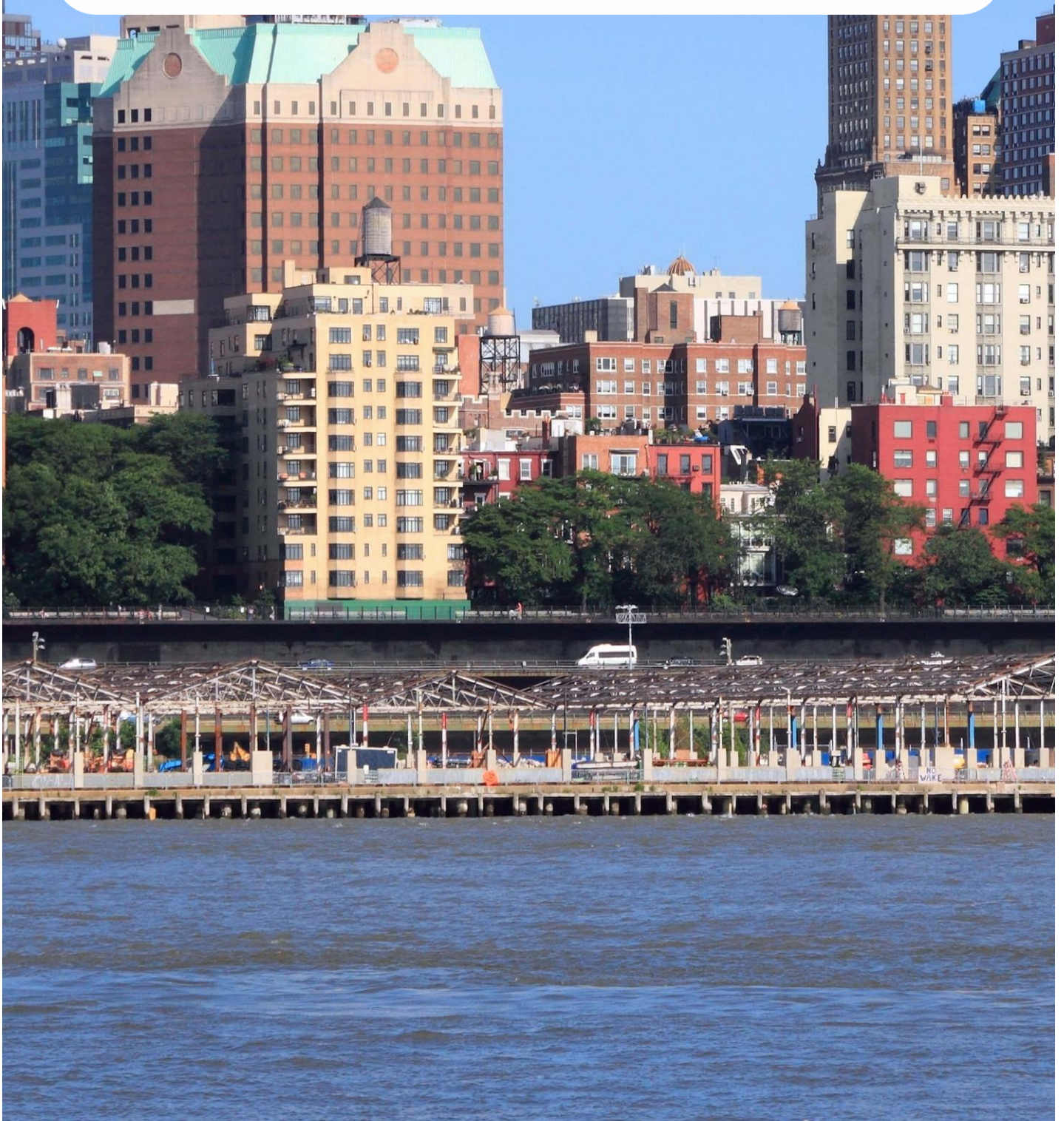


# SOUTHERN BROOKLYN

A quarterly analysis of multifamily sales  
in Southern Brooklyn, Brooklyn

4th Quarter 2018



**The RATNER Team Market Report**

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# Multifamily Market Report, 4th Quarter 2018

## Southern Brooklyn, Brooklyn

### SUMMARY

SALES VOLUME

**\$85.1M**

19% YoY

NO. OF TRANSACTIONS

**48**

9% YoY

AVERAGE PRICE/UNIT

**\$310K**

14% YoY

AVERAGE PRICE/SQ.FT.

**\$339**

6% YoY

### NEIGHBORHOOD BOUNDARIES



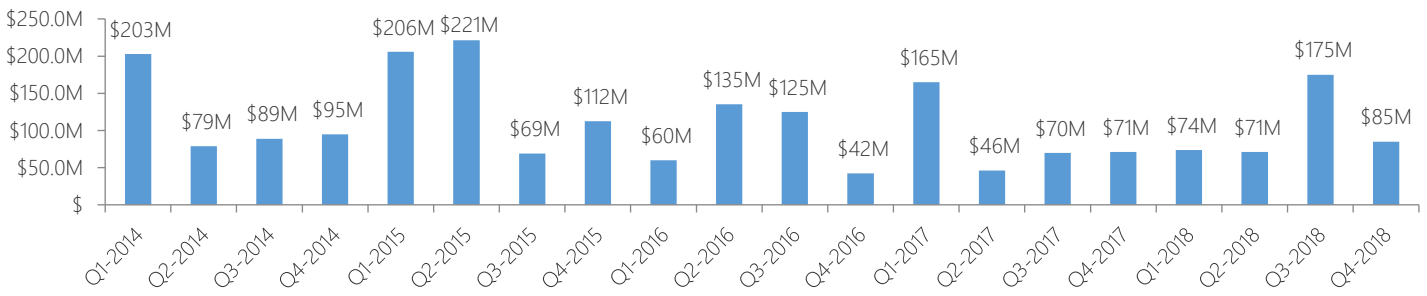
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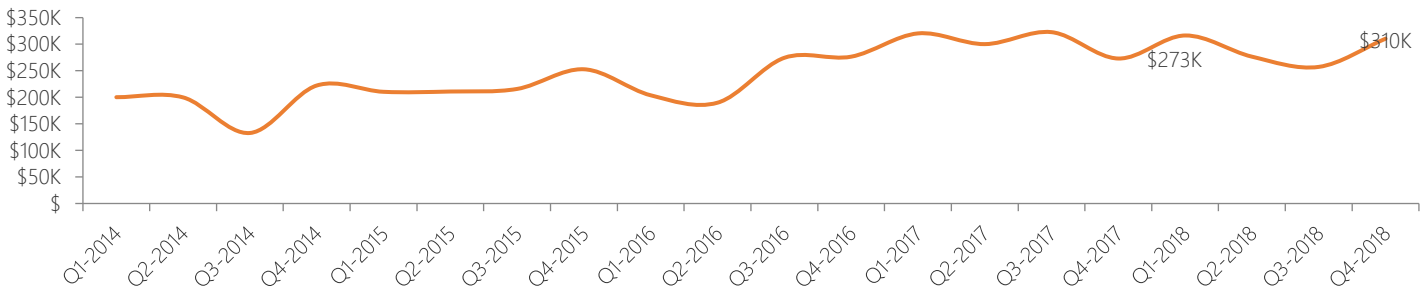


## MULTIFAMILY STATS

### Sales Volume

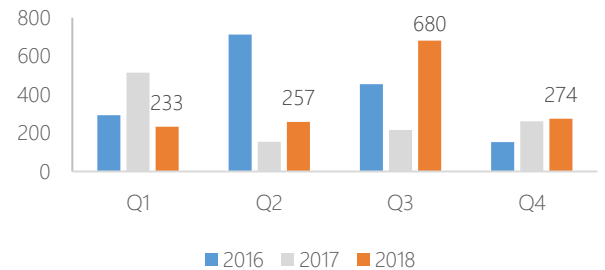


### Average Sale Price per Unit



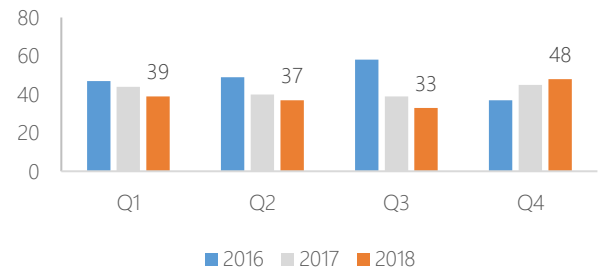
### Number of Units Sold

Quarter	2016	2017	2018
Q1	293	515	233
Q2	712	154	257
Q3	455	216	680
Q4	153	261	274



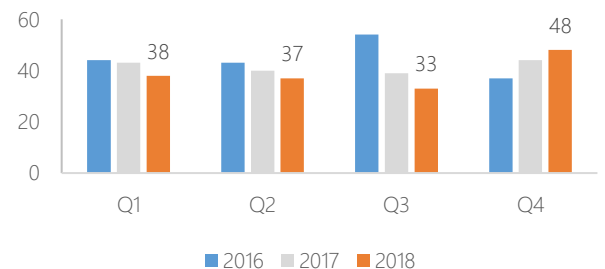
### Number of Buildings Sold

Quarter	2016	2017	2018
Q1	47	44	39
Q2	49	40	37
Q3	58	39	33
Q4	37	45	48

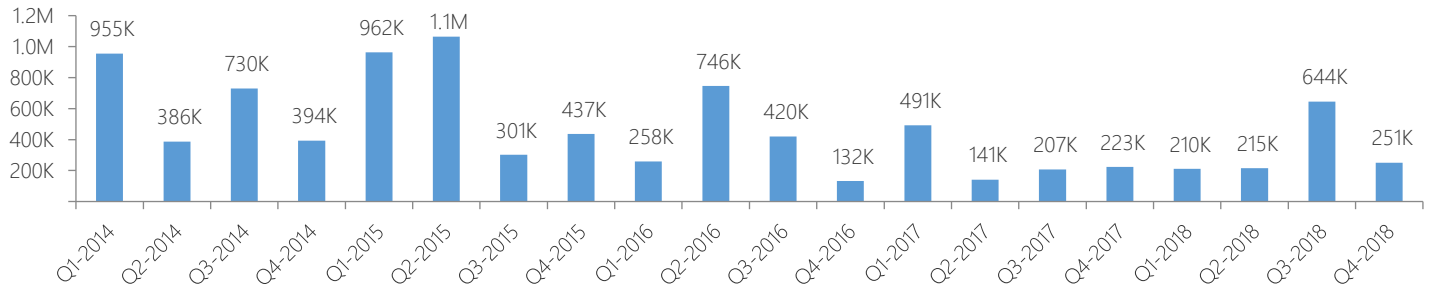


### Number of Transactions

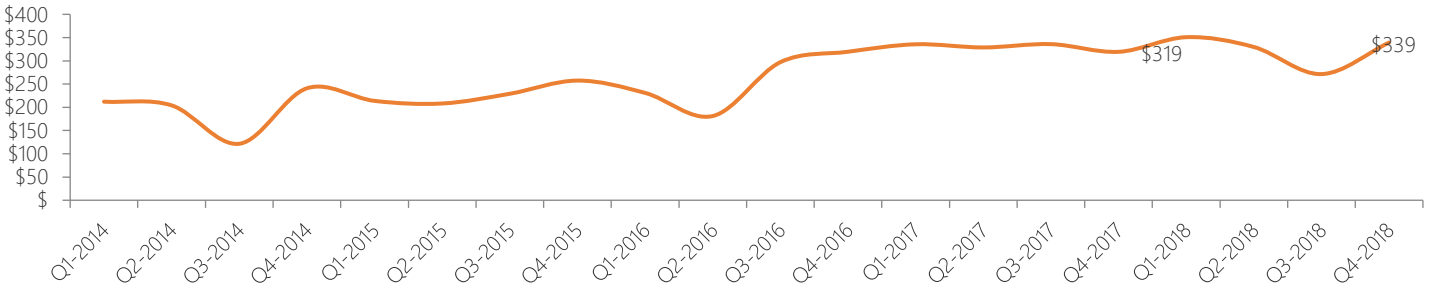
Quarter	2016	2017	2018
Q1	44	43	38
Q2	43	40	37
Q3	54	39	33
Q4	37	44	48



Total Sq. Ft.



Average Sale Price per Square Foot

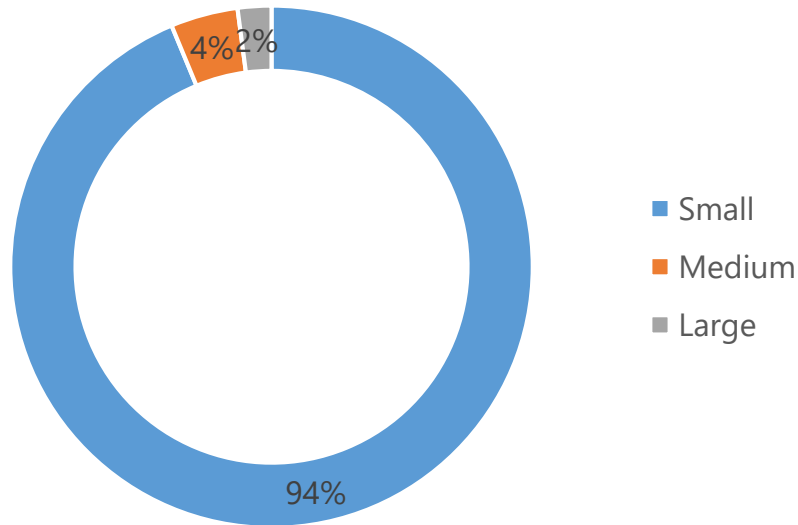


MULTIFAMILY SIZE

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	\$327,137	-4%	\$366	-5%	\$57,249,000	45	45	175
Medium	\$273,333	33%	\$298	19%	\$12,300,000	2	2	45
Large	\$287,037	-	\$293	-	\$15,500,000	1	1	54

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
2261 Ocean Ave	29-Nov-18	\$15,500,000	Large multifamily	54	52,812	\$293	No
1025 E 14th St	1-Nov-18	\$9,300,000	Medium multifamily	35	33,600	\$277	No
1702 Avenue M	23-Oct-18	\$3,000,000	Medium multifamily	10	7,720	\$389	No
860 E Tenth St	28-Nov-18	\$2,200,000	Small multifamily	3	3,411	\$645	No
2239 83rd St	29-Oct-18	\$1,950,000	Small multifamily	3	2,827	\$690	No
2125 E First St	19-Dec-18	\$1,950,000	Small multifamily	3	2,720	\$717	No
246 Avenue U	6-Nov-18	\$1,880,000	Small multifamily	8	6,560	\$287	No
2261 85th St	11-Dec-18	\$1,850,000	Small multifamily	4	3,280	\$564	No
1653 W Seventh St	3-Oct-18	\$1,750,000	Small multifamily	6	6,300	\$278	No
948 E Third St	20-Nov-18	\$1,750,000	Small multifamily	3	2,880	\$608	No
2016 E 14th St	14-Nov-18	\$1,750,000	Small multifamily	3	3,408	\$513	No
1921 E Seventh St	31-Oct-18	\$1,600,000	Small multifamily	3	3,450	\$464	No
2121 West St	3-Oct-18	\$1,600,000	Small multifamily	4	3,707	\$432	No
210 Bay 46 St	8-Nov-18	\$1,500,000	Small multifamily	3	3,235	\$464	No
2311 E 22nd St	27-Nov-18	\$1,499,000	Small multifamily	4	3,600	\$416	No
2098 Coney Island Ave	17-Oct-18	\$1,450,000	Small multifamily	6	4,967	\$292	No
157 Bay 38 St	11-Oct-18	\$1,390,000	Small multifamily	3	2,256	\$616	No
1115 Avenue Y	7-Nov-18	\$1,371,500	Small multifamily	3	2,520	\$544	No
81 Van Sicklen St	7-Nov-18	\$1,350,000	Small multifamily	3	2,242	\$602	No
1874 E 14th St	18-Dec-18	\$1,350,000	Small multifamily	3	2,808	\$481	No
2761 E 15th St	19-Dec-18	\$1,310,000	Small multifamily	5	5,100	\$257	No
1068 E 15th St	27-Nov-18	\$1,300,000	Small multifamily	3	3,367	\$386	No
16 Van Sicklen St	10-Oct-18	\$1,300,000	Small multifamily	6	6,089	\$213	No
2136 E Eighth St	20-Nov-18	\$1,287,500	Small multifamily	4	3,120	\$413	No
627 Avenue W	17-Dec-18	\$1,265,000	Small multifamily	3	2,485	\$509	No
2538 E 21st St	17-Oct-18	\$1,247,000	Small multifamily	3	2,480	\$503	No
193 Neptune Ave	18-Dec-18	\$1,225,000	Small multifamily	6	4,800	\$255	No
2098 Coney Island Ave	17-Oct-18	\$1,200,000	Small multifamily	6	4,967	\$242	No
1528 Mermaid Ave	26-Nov-18	\$1,200,000	Small multifamily	8	6,880	\$174	No
3835 Atlantic Ave	27-Dec-18	\$1,150,000	Small multifamily	4	2,878	\$400	No
2370 E Second St	13-Nov-18	\$1,145,000	Small multifamily	3	3,405	\$336	No
3821 Nautilus Ave	21-Dec-18	\$1,135,000	Small multifamily	3	4,000	\$284	No
917 Roder Ave	6-Dec-18	\$1,100,000	Small multifamily	3	3,000	\$367	No
2430 E Second St	27-Nov-18	\$1,060,000	Small multifamily	3	2,480	\$427	No
461 Avenue X	10-Oct-18	\$1,000,000	Small multifamily	3	2,880	\$347	No
1942 W Fifth St	27-Dec-18	\$970,000	Small multifamily	3	1,692	\$573	No
3056 Brighton 7 St	5-Oct-18	\$965,000	Small multifamily	3	3,132	\$308	No
3780 Surf Ave	13-Dec-18	\$960,000	Small multifamily	3	3,256	\$295	No
18 Brighton 4 Ter	15-Nov-18	\$950,000	Small multifamily	4	3,800	\$250	No
2468 E Eleventh St	12-Dec-18	\$950,000	Small multifamily	4	3,328	\$285	No
39 28th Ave	5-Oct-18	\$940,000	Small multifamily	3	2,326	\$404	No
2471 E 14th St	31-Oct-18	\$910,000	Small multifamily	4	2,800	\$325	No
3821 Kings Hwy	9-Nov-18	\$900,000	Small multifamily	3	2,920	\$308	No
2114 Mermaid Ave	19-Dec-18	\$875,000	Small multifamily	5	3,135	\$279	No
2061 E 17th St	19-Nov-18	\$850,000	Small multifamily	3	1,824	\$466	No
136 Avenue U	18-Oct-18	\$765,000	Small multifamily	6	5,070	\$151	No
1969 W Sixth St	30-Oct-18	\$600,000	Small multifamily	3	2,400	\$250	No
2059 E 23rd St	9-Nov-18	\$499,000	Small multifamily	3	2,720	\$183	No



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# THE RATNER TEAM



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New Development 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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