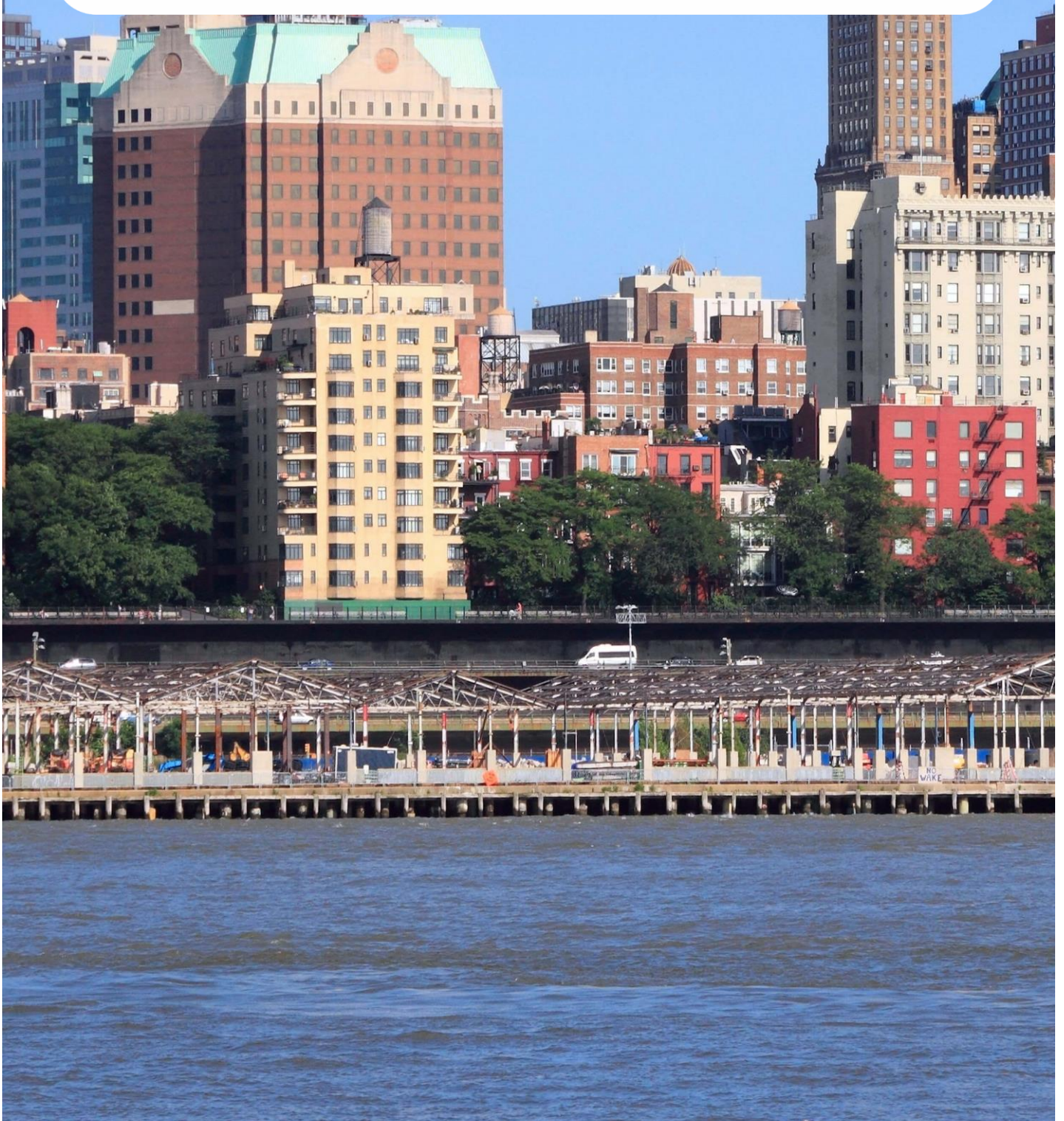


SOUTHERN BROOKLYN

A quarterly analysis of multifamily sales
in Southern Brooklyn, Brooklyn

3rd Quarter 2018



The RATNER Team Market Report

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Multifamily Market Report, 3rd Quarter 2018

Southern Brooklyn, Brooklyn

SUMMARY

SALES VOLUME

\$174.9M

151% YoY

NO. OF TRANSACTIONS

33

-15% YoY

AVERAGE PRICE/UNIT

\$257K

-20% YoY

AVERAGE PRICE/SQ.FT.

\$271

-19% YoY

NEIGHBORHOOD BOUNDARIES

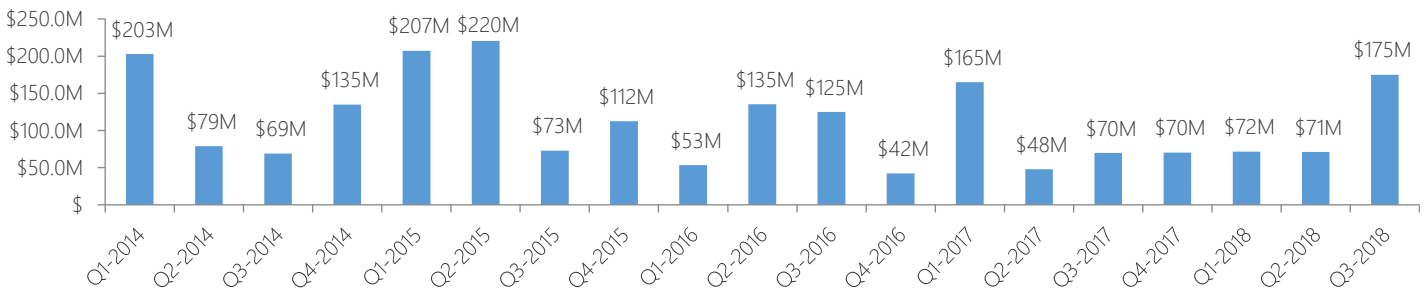


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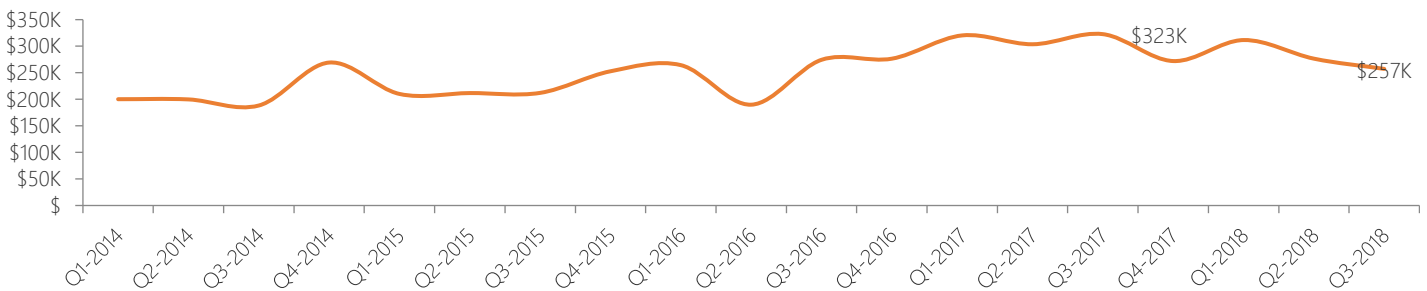
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MULTIFAMILY STATS

Sales Volume

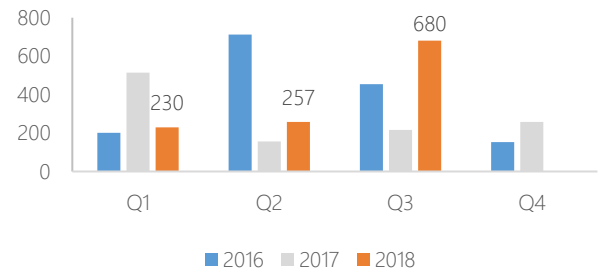


Average Sale Price per Unit



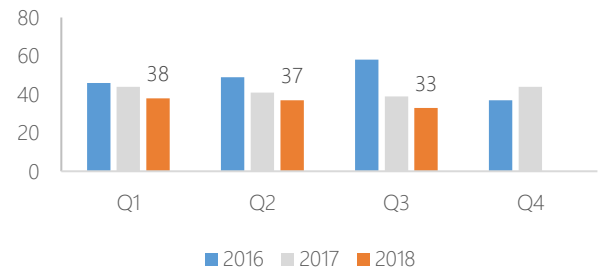
Number of Units Sold

Quarter	2016	2017	2018
Q1	202	515	230
Q2	712	157	257
Q3	455	216	680
Q4	153	258	



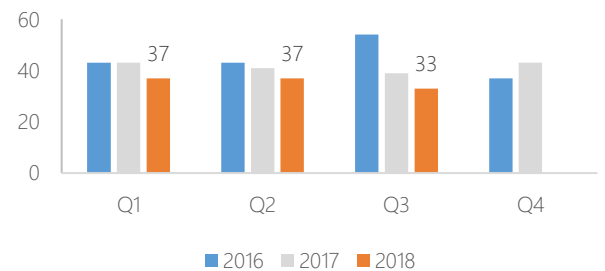
Number of Buildings Sold

Quarter	2016	2017	2018
Q1	46	44	38
Q2	49	41	37
Q3	58	39	33
Q4	37	44	

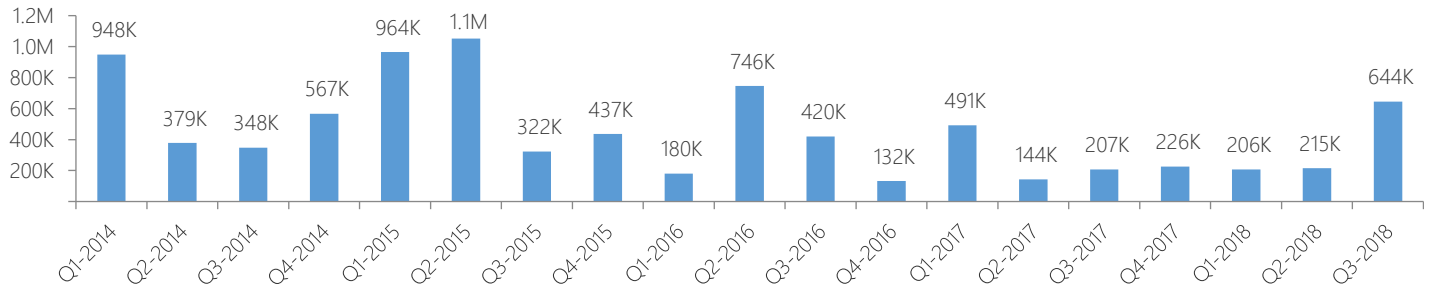


Number of Transactions

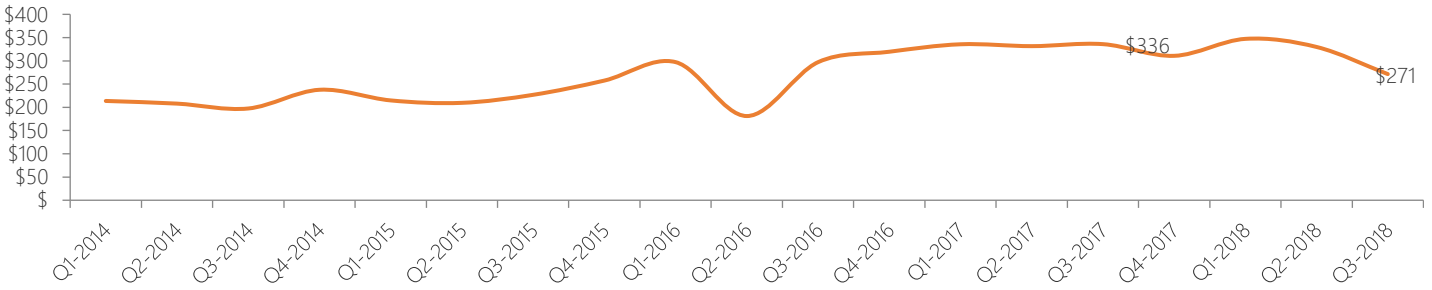
Quarter	2016	2017	2018
Q1	43	43	37
Q2	43	41	37
Q3	54	39	33
Q4	37	43	



Total Sq. Ft.



Average Sale Price per Square Foot

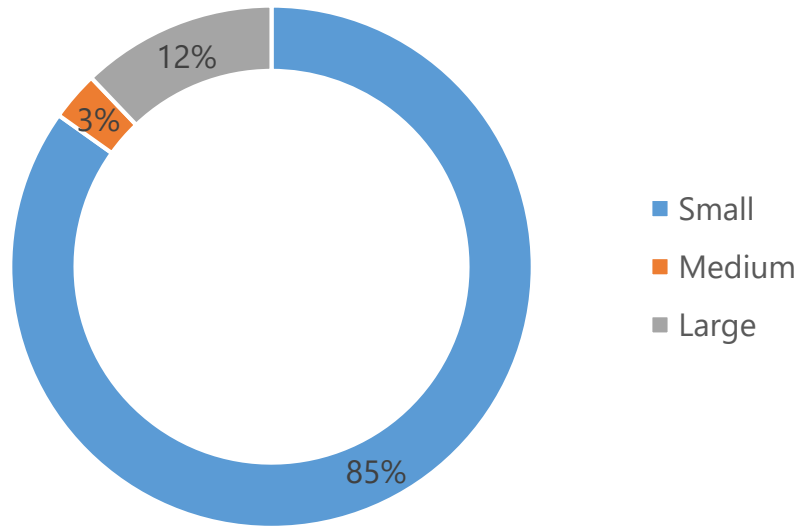


MULTIFAMILY SIZE

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	\$361,454	0%	\$404	-4%	\$34,338,140	28	28	95
Medium	\$312,500	49%	\$274	-1%	\$15,000,000	1	1	48
Large	\$233,892	-16%	\$249	12%	\$125,600,000	4	4	537

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
2911 W 36th St	30-Jul-18	\$50,000,000	Large multifamily	264	229,865	\$218	No
2355 E Twelfth St	20-Sep-18	\$31,900,000	Large multifamily	121	114,300	\$279	No
1775 E 18th St	28-Aug-18	\$27,700,000	Large multifamily	96	109,312	\$253	No
1014 Avenue J	1-Aug-18	\$16,000,000	Large multifamily	56	51,390	\$311	No
2626 Kings Hwy	29-Aug-18	\$15,000,000	Medium multifamily	48	54,700	\$274	No
1901 Ocean Ave	9-Jul-18	\$2,150,000	Small multifamily	3	4,862	\$442	No
286 Van Sicklen St	5-Jul-18	\$2,100,000	Small multifamily	4	2,500	\$840	No
2331 82nd St	27-Jul-18	\$1,888,000	Small multifamily	3	3,630	\$520	No
2382 84th St	21-Aug-18	\$1,730,000	Small multifamily	4	3,510	\$493	No
231 Highlawn Ave	10-Sep-18	\$1,575,000	Small multifamily	3	2,940	\$536	No
2503 E 22nd St	21-Sep-18	\$1,440,000	Small multifamily	3	3,720	\$387	No
1914 W Sixth St	6-Aug-18	\$1,400,000	Small multifamily	3	3,752	\$373	No
1914 W Tenth St	12-Sep-18	\$1,400,000	Small multifamily	3	2,340	\$598	No
2223 82nd St	5-Sep-18	\$1,375,000	Small multifamily	3	2,623	\$524	No
812 Avenue T	6-Sep-18	\$1,350,000	Small multifamily	4	3,526	\$383	No
2461 E 22nd St	24-Sep-18	\$1,335,000	Small multifamily	3	2,596	\$514	No
2016 W Eighth St	26-Sep-18	\$1,317,000	Small multifamily	3	3,576	\$368	No
277 Neptune Ave	6-Jul-18	\$1,300,000	Small multifamily	6	4,120	\$316	No
1601 E 29th St	6-Sep-18	\$1,300,000	Small multifamily	3	2,552	\$509	No
1586 E 13th St	7-Sep-18	\$1,300,000	Small multifamily	3	3,984	\$326	No
8638 26th Ave	30-Jul-18	\$1,260,000	Small multifamily	3	2,660	\$474	No
227 Neptune Ave	13-Aug-18	\$1,200,000	Small multifamily	5	4,000	\$300	No
36 Highlawn Ave	12-Jul-18	\$1,150,000	Small multifamily	3	2,488	\$462	No
4034 Surf Ave	15-Aug-18	\$995,000	Small multifamily	3	2,512	\$396	No
1024 Banner Ave	5-Jul-18	\$995,000	Small multifamily	3	2,820	\$353	No
2859 W 20th St	19-Sep-18	\$980,000	Small multifamily	3	1,804	\$543	No
2321 Mermaid Ave	23-Aug-18	\$960,000	Small multifamily	6	3,246	\$296	No
2448 Ocean Pkwy	20-Sep-18	\$939,000	Small multifamily	3	2,750	\$341	No
1069 E Twelfth St	30-Aug-18	\$815,000	Small multifamily	3	3,108	\$262	No
3811 Kings Hwy	7-Sep-18	\$733,140	Small multifamily	3	2,660	\$276	No
2719 W 16th St	15-Aug-18	\$600,000	Small multifamily	3	2,160	\$278	No
8619 24th Ave	16-Aug-18	\$500,000	Small multifamily	3	2,076	\$241	No
2728 E Twelfth St	9-Aug-18	\$251,000	Small multifamily	3	2,405	\$104	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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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
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