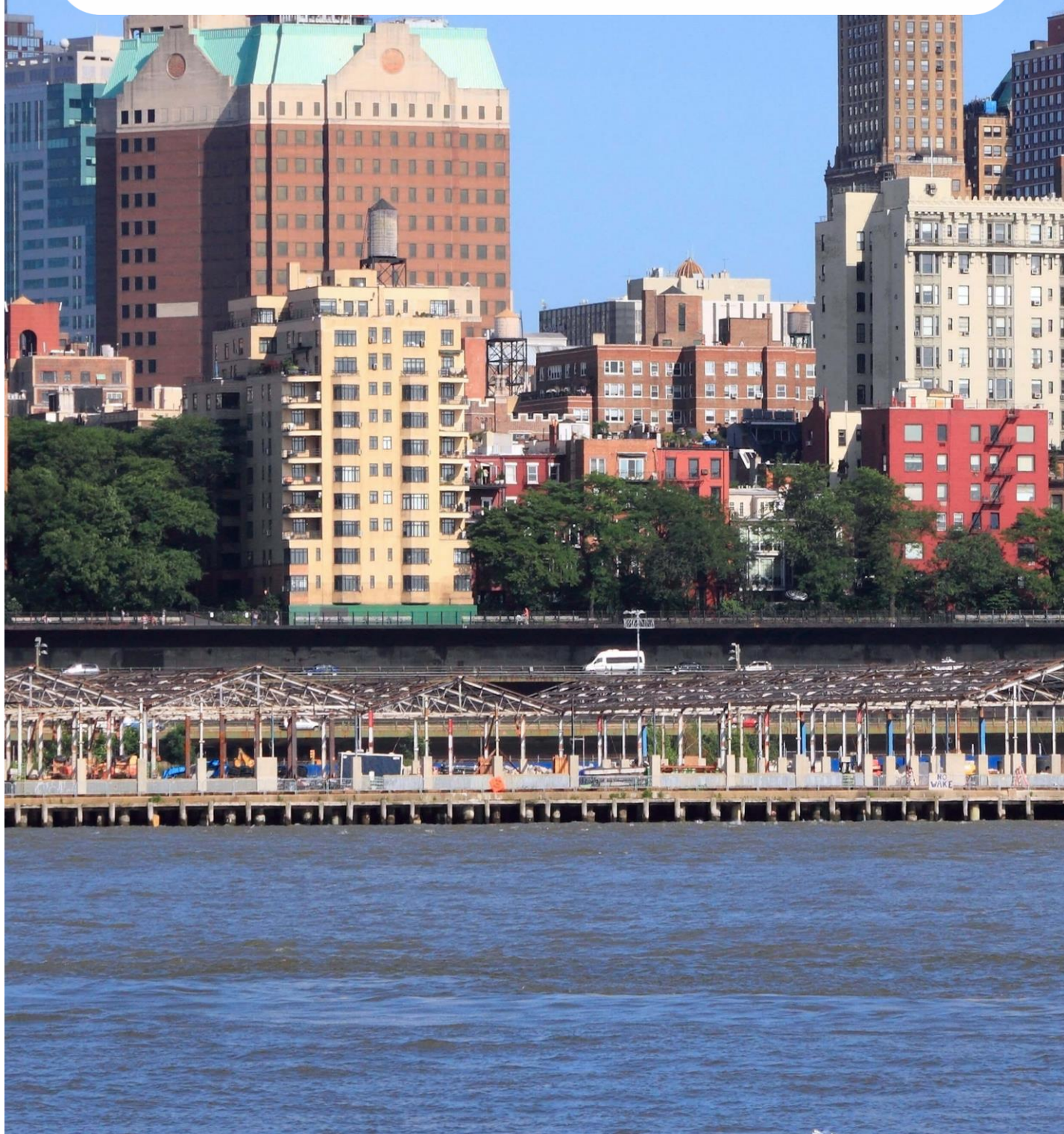


WILLIAMSBURG

A quarterly analysis of multifamily sales
in Williamsburg, Brooklyn

2nd Quarter 2017



The RATNER Team Market Report

o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com

Multifamily Market Report, 2nd Quarter 2017

Williamsburg, Brooklyn

SUMMARY

SALES VOLUME

\$121.9M

2% YoY

NO. OF TRANSACTIONS

32

0% YoY

AVERAGE PRICE/UNIT

\$450K

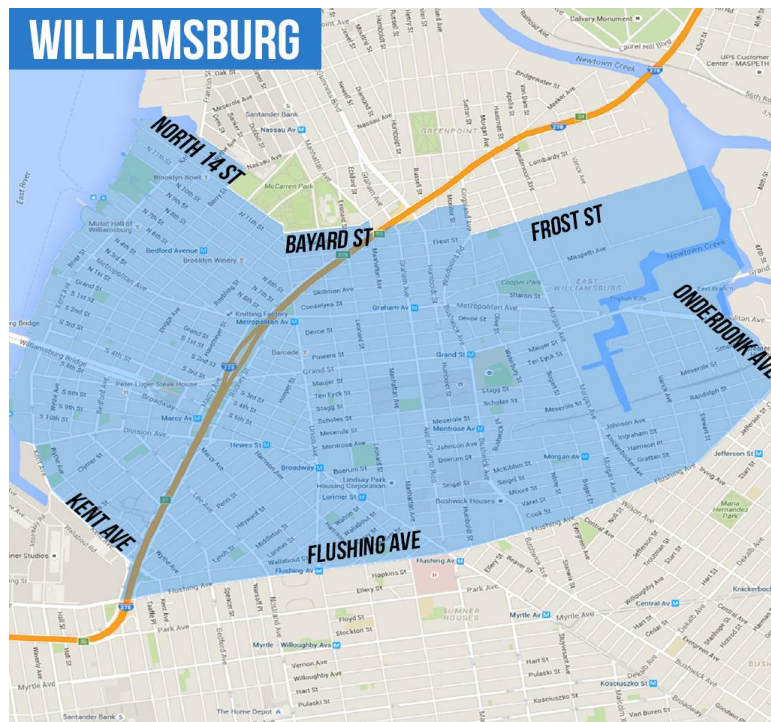
-12% YoY

AVERAGE PRICE/SQ.FT.

\$461

-24% YoY

NEIGHBORHOOD BOUNDARIES

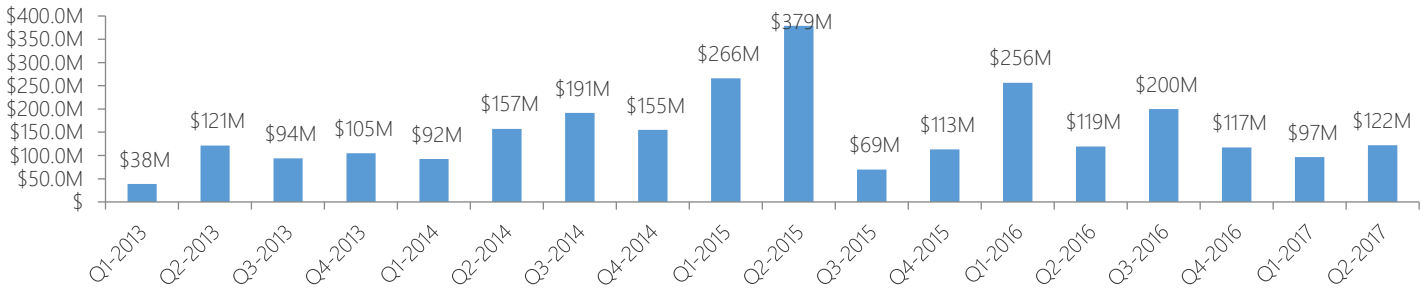


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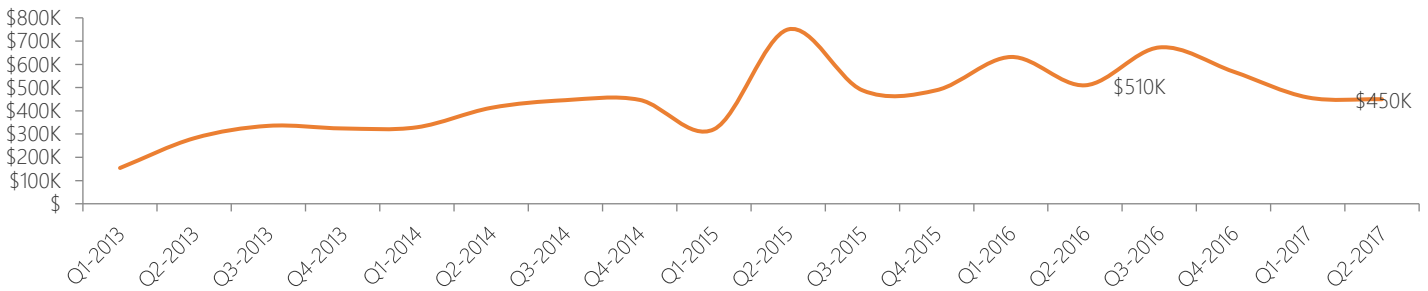
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MULTIFAMILY STATS

Sales Volume

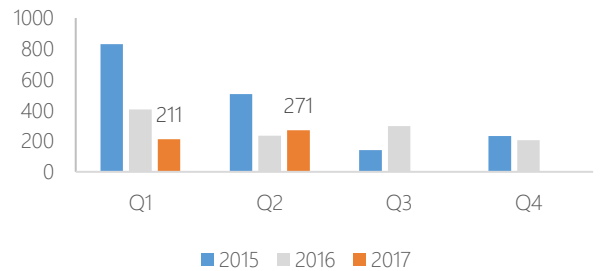


Average Sale Price per Unit



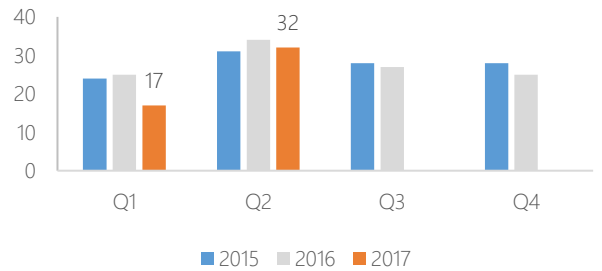
Number of Units Sold

Quarter	2015	2016	2017
Q1	830	406	211
Q2	505	234	271
Q3	142	297	
Q4	232	206	



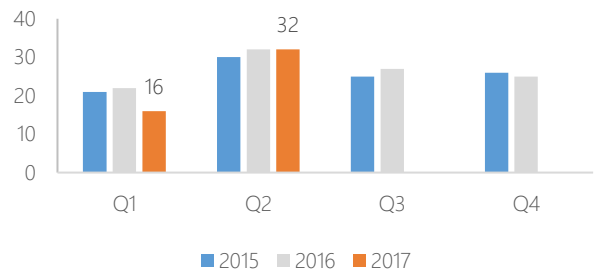
Number of Buildings Sold

Quarter	2015	2016	2017
Q1	24	25	17
Q2	31	34	32
Q3	28	27	
Q4	28	25	

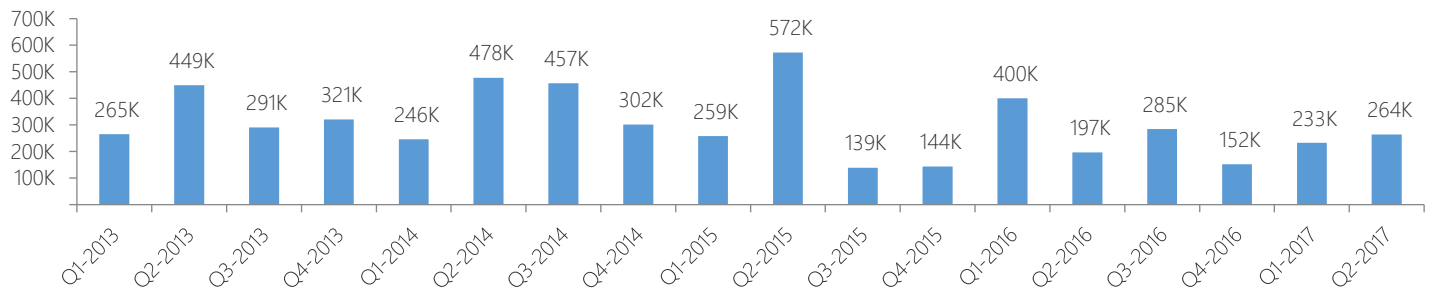


Number of Transactions

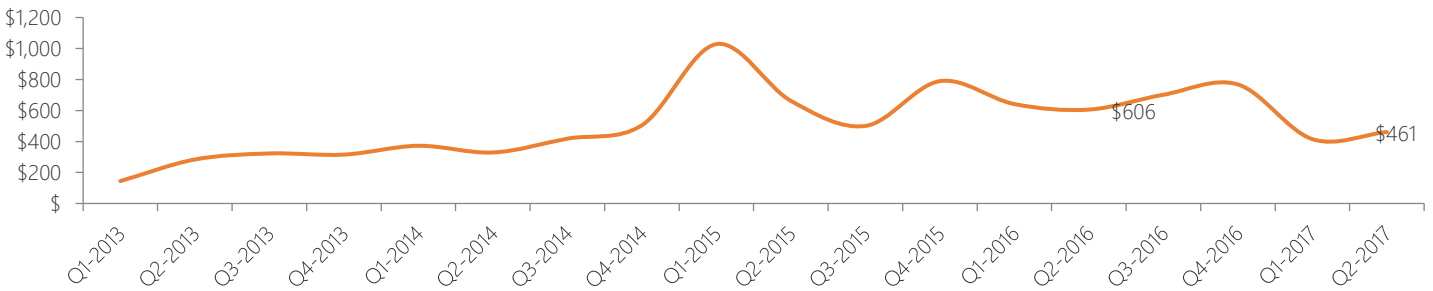
Quarter	2015	2016	2017
Q1	21	22	16
Q2	30	32	32
Q3	25	27	
Q4	26	25	



Total Sq. Ft.



Average Sale Price per Square Foot

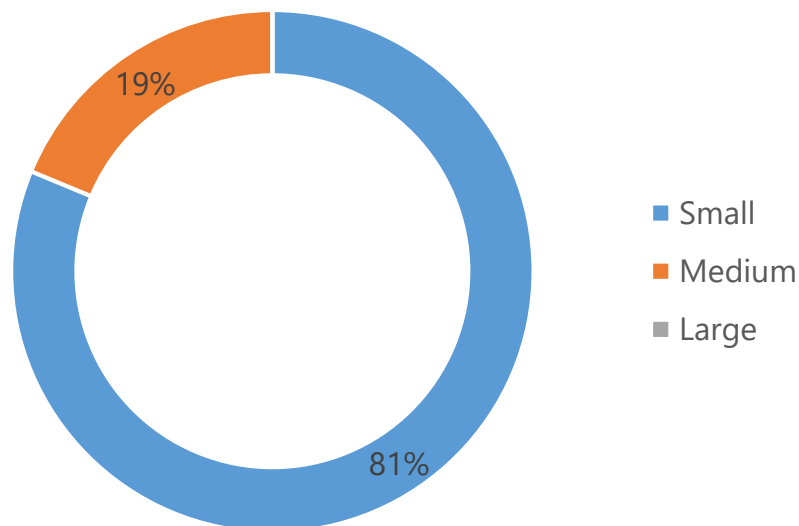


MULTIFAMILY SIZE

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	\$467,063	-8%	\$504	-12%	\$59,784,000	26	26	128
Medium	\$434,051	-32%	\$426	-54%	\$62,069,345	6	6	143
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
218 S 3 St	16-May-17	\$23,000,000	Medium multifamily	41	38,700	\$594	No
255 Berry St	27-Jun-17	\$16,900,000	Medium multifamily	16	37,500	\$451	No
66 Graham Ave	5-Apr-17	\$11,400,000	Medium multifamily	37	25,900	\$440	No
715 Lorimer St	14-Jun-17	\$5,900,000	Small multifamily	8	6,000	\$983	No
68 N 8 St	6-Jun-17	\$5,600,000	Medium multifamily	10	6,250	\$896	No
103 Broadway	8-Jun-17	\$5,100,000	Small multifamily	5	7,750	\$658	No
147 Grand St	18-May-17	\$4,900,000	Small multifamily	4	5,775	\$848	No
313 Union Ave	6-Apr-17	\$3,600,000	Small multifamily	8	6,000	\$600	No
294 N 8 St	11-May-17	\$3,500,000	Medium multifamily	15	11,166	\$313	No
376 Graham Ave	3-May-17	\$3,200,000	Small multifamily	6	4,125	\$776	No
380 S 5 St	16-Jun-17	\$3,150,000	Small multifamily	3	5,244	\$601	No
223 Devoe St	22-May-17	\$2,650,000	Small multifamily	6	4,125	\$642	No
65 Devoe St	31-May-17	\$2,300,000	Small multifamily	3	3,480	\$661	No
119 Powers St	8-May-17	\$2,280,000	Small multifamily	3	2,190	\$1,041	No
209 Jackson St	30-Jun-17	\$2,250,000	Small multifamily	3	2,625	\$857	No
325 Leonard St	30-Jun-17	\$2,174,000	Small multifamily	3	1,980	\$1,098	No
164 S 3 St	3-May-17	\$1,975,000	Small multifamily	4	2,772	\$712	No
33 N Henry St	5-May-17	\$1,970,000	Small multifamily	5	5,775	\$341	No
153 Grand St	14-Jun-17	\$1,950,000	Small multifamily	3	2,760	\$707	No
111 Kingsland Ave	1-May-17	\$1,950,000	Small multifamily	5	4,125	\$473	No
135 Devoe St	18-May-17	\$1,900,000	Small multifamily	6	3,375	\$563	No
295 N 7 St	25-Apr-17	\$1,850,000	Small multifamily	3	2,850	\$649	No
150 Conselyea St	7-Apr-17	\$1,800,000	Small multifamily	3	2,250	\$800	No
142 Hooper St	22-May-17	\$1,750,000	Small multifamily	3	3,136	\$558	No
110 Powers St	10-Apr-17	\$1,707,000	Small multifamily	3	2,430	\$702	No
140 Johnson Ave	8-Jun-17	\$1,669,345	Medium multifamily	24	26,219	\$64	No
230 Manhattan Ave	24-May-17	\$1,225,000	Small multifamily	8	5,000	\$245	No
109 Moore St	10-May-17	\$1,000,000	Small multifamily	4	7,406	\$135	No
109 Moore St	10-May-17	\$1,000,000	Small multifamily	4	7,406	\$135	No
372 Wallabout St	3-Apr-17	\$1,000,000	Small multifamily	8	4,730	\$211	No
354 S 1 St	17-May-17	\$750,000	Small multifamily	8	8,000	\$94	No
54 Harrison Ave	11-May-17	\$453,000	Small multifamily	9	7,200	\$63	No



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o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com

THE RATNER TEAM



David Ratner

Investment Sales
Retail Leasing
Residential Sales & Rentals



Nate Pfaff

Residential Sales &
Rental Specialist



Sandra Levykh

Residential Sales &
Rental Specialist



John D. "Dan" Connolly

Residential &
Commercial Sales



Jessie Torres

NYC Condo, Co-op &
New Development Expert





David Ratner

Investment Sales
Retail Leasing Residential
Sales & Rentals

Record setting commercial real estate investment specialist with over 16 years in sales, marketing & brand development

Ever since getting into NY real estate full time I've been able to set new records for the clients I've worked with, and the NYC brokerage firms I've worked for. That's not meant to brag, but an honor I've received and been given by the great people I've had the opportunity to add value to.

Today I am honored to be working the world's best established and most respected brand in the high end real estate space – Warren Lewis Sotheby's International Realty.

After falling in love with NYC, and Brooklyn in particular, I was compelled to participate in its property industry, the preservation of its historic places and culture, and helping to carefully curate its future through stylish, amazing, and beneficial new developments.

Whether it is fabulous makeovers of luxurious Brownstones, planning and unleashing the potential of world class new condominium buildings, or revitalizing commercial and mixed use developments on the edge of Brooklyn and Manhattan's trend setting frontiers you'll be hard pressed to find someone as passionate, connected, and capable to help.

I offer multilingual assistance in English, Hebrew, and Russian, and when I'm not in the office or on a development site you might catch me recharging at and exploring NYC's best restaurants, martial arts studios, or parks with my wife and Golden Retriever, Dean.

I come from a strong financial planning background, so bring an adeptness to the numbers and appreciation of confidentiality to the table that many others in this business simply don't seem to offer.

The bottom line is that I am **the NYC real estate guy** to best help with your questions and commercial real estate and investment property needs. **I am YOUR real estate guy in NYC!**

Awards and Recognitions:

"Deal of the Year Award Winner 2016"

"Top 40 Stars Under 40 Award Winner 2017"



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John D. "Dan" Connolly

Residential &
Commercial Sales

John D. "Dan" Connolly approaches real estate in a holistic way. Dan's background in becoming a real estate salesperson was a natural progression. He was a mortgage loan officer for five years, he understands what the worth of a house is, because he is a residential assistant appraiser.

He understands how to listen to a person who wants to make their dream home become a reality because he has sat with many people over the years as a financial advisor (a Registered Investment Advisor) helping them achieve their financial goals.

Dan puts those life experiences to good use as he understands the process for purchasing a home from start to finish as a real estate person. Dan started his own networking group, and as such deals with a number of real estate attorneys, who advise him. Dan sees his role as a real estate representative as more than just selling real estate – for him it is about helping each client find their 'dream home' and to help improve the quality of their lives.

His first sale was a VA loan in which he helped Roland, a veteran find his first 'dream' home: "Dan helped us from start to finish and honestly without Dan, it would never have happened".

Dan has worked with the public all his life. Dan was in the Naval reserves for eight years and was honored at MCU Park in 2011 for his time served in the military. Also, Dan has worked with city and state employees for close to twenty years, helping them maximize their pension and now, helping them to find their dream home. Dan hails from Brooklyn and has been a resident of Kensington for twenty years.



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Jessie Torres

NYC Condo, Co-op &
New Development Expert

Setting the benchmark for service & experience in the NYC property market

Whether you know exactly what you want and just need help getting it, or have no idea where to start, I'm here to help!

My experience working with hundreds of NYC real estate buyers, renters, sellers, and developers, including new property representation has given me an incredible appreciation for each individual's, investor's, and families' tastes and needs for their space in NYC.

I am undaunted by challenge. Bring your deal or needs list, even if no one else has been able to help, or has tried so far. I'm confident I can get you the result you need.

My decade plus experience working in the country's top financial institutions prior to being on the frontline of real estate has added to my skills, as well as earning my Masters in Information Sciences; gives me an edge in marketing and property management which gives my clients a huge advantage in the market.

I can serve clients in English, French, and Spanish. And when I'm not out showing property you might find me hosting a dinner party with new cuisines and wines I've found around the world, or visiting your favorite international destinations for a little scuba diving or honing my Latin dance skills.



Delivering happiness one home at a time



Nate Pfaff

Residential Sales &
Rental Specialist

My love for New York City and its people have made working in real estate and helping others secure their perfect space a dream come true.

You can't help fall in love with the New York life, its architecture, history, and culture. Although I've traveled the globe there is really nowhere else I could dream of calling home.

I'm convinced that a well-suited home is one of the pillars of happiness. Of course while NYC is famous for its many varied types of real estate, and is home to some of the most fabulous homes and condos on the planet, finding and securing the right spot amongst all the others looking can be a bit of a challenge. That's where I come in

I'd love to help you become one of the hundreds of individuals and families I've connected with just the right space in NYC.

You'll find working with us a unique experience, where a true professional will actually take the time to get to know your needs and tastes, curate the best short list of properties which match your needs, and provide a pleasant process throughout.

We serve all of NYC's famous boroughs, though particularly specialize in the bubbling borough of Brooklyn which in many ways has overtaken Manhattan as the place to live, work, and play.

Everything I've done previously from teaching history to high schoolers to founding a gourmet food firm, and even becoming a self-proclaimed Mozart aficionado has all led up to empowering to serve my NY real estate clients in incredible ways.



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Sandra Levykh

Residential Sales &
Rental Specialist

New York City explorer and real estate curator

On arriving in Brooklyn I set off on a journey to explore all the best spots in the borough. I'm still on that adventure, and every day it enables me to help someone new to find just their perfect place for them to live in NYC.

There are so many diverse neighborhoods, streets, and buildings, even just in Brooklyn. And while they are all great, there is the ideal fit for each person.

My quest to find the most beautiful parks to read a morning book, hunt down the best cafes, figure out the best homes for catching regular shows and enjoying NY's art scene, has all helped, and means I can help you hone right in on the neighborhood or building which will maximize your life.

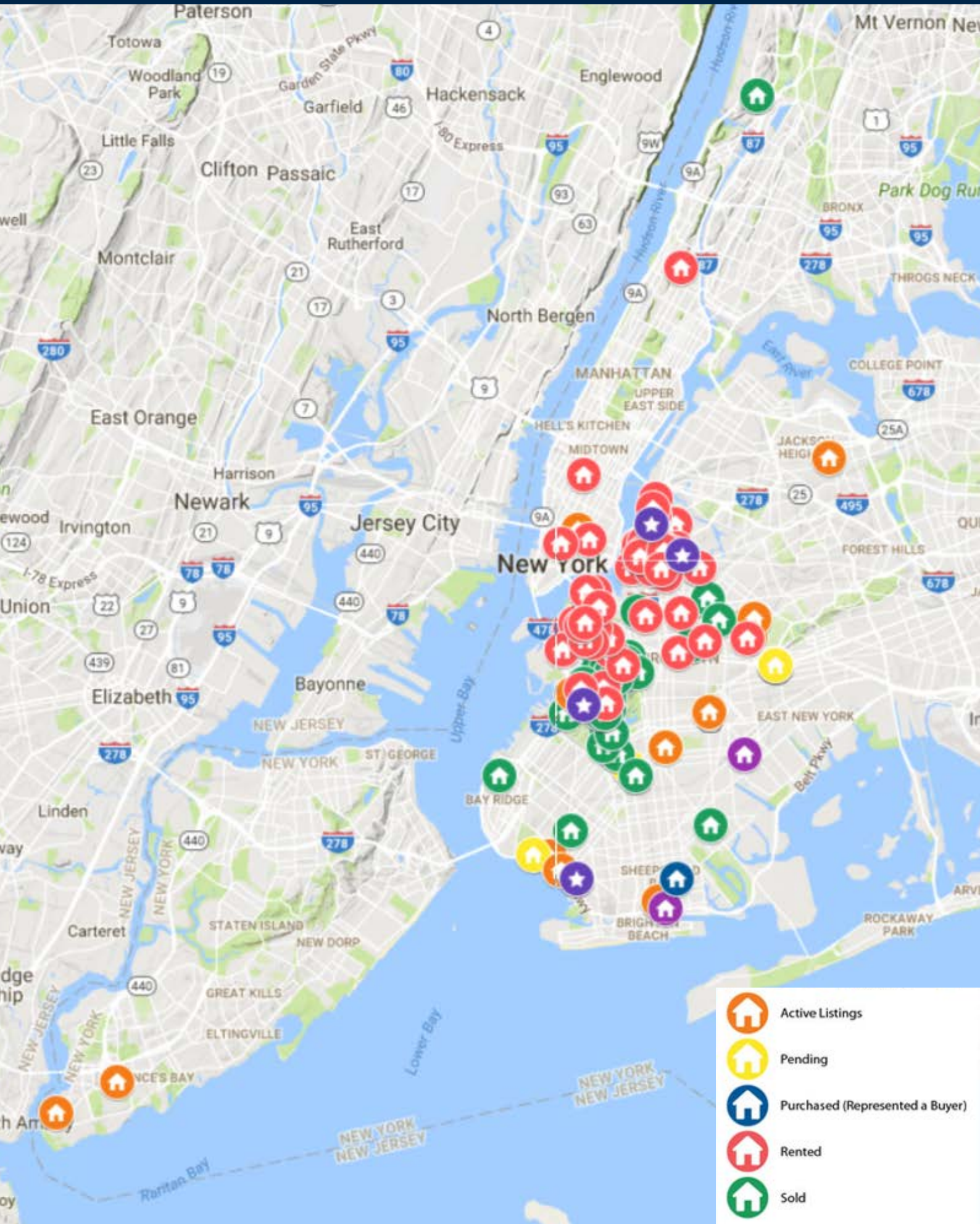
Condo, co-op, single family home, rental or purchase, I can streamline your search and make getting a great deal on your next slice of New York real estate far easier than you imagine.

I live and breathe NYC and its never sleeping symphony of culture. I can serve you in both English and Russian. I'm sure you'll find my calm demeanor, but focused energy a powerful perk in your property search. And for those new to the city I'd love to take you on a tour of the best museums, theaters, yoga studios, and performing arts academies.

Awards and Recognitions:

"Rookie of the Year Award Winner 2016"





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1031 Qualified Intermediary	Estate Planing	Interior Designers	Restoration Specialists
Appraisers & Inspectors	Expediters	Ironwork Professionals	Roofers
Architects	Exterminators	Kitchen & Bathroom Specialists	Rubbish Removal Companies
Artist & Artisans	Fences & Gates Specialists	Landscape Design	School Consultants
Attorneys	Fireplaces	Landscapers & Gardeners	Spiritual Experts
Bankers	Floor & Carpet Professionals	Lawn & Sprinklers Experts	Stair Building & Repair Specialists
Cabinets	Furniture	Lighting Experts	Stone & Tile Professionals
Carpenters	Garage & Drivaway	Locksmith	Structural Engineers
Chimney & Fireplace Specialists	General Contractors	Mortgage Professionals	Surveyors
Cleaners	Glass & Shower Doors	Moving & Storage Experts	Title Companies
Closet Designers	Handymen	Painters & Plasteres	Wealth Managers
CO Experts	Home Automation Specialists	Plumbing Contractors	Window Professionals
Decks & Patios Specialists	Home Security Installers	Property Compliance	Wine Cellars
Demolition Experts	Home Stagers	Property Managers	Zoning & Land Use Experts
Door Experts	Hvac Professionals	Renewable Energy Specialists	
Electricians	Insurance Agents	Renovation Professionals	

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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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