

BEDFORD-STUYVESANT

A quarterly analysis of multifamily sales
in Bedford-Stuyvesant, Brooklyn

4th Quarter 2017



The RATNER Team Market Report

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Multifamily Market Report, 4th Quarter 2017

Bedford-Stuyvesant, Brooklyn

SUMMARY

SALES VOLUME

\$88.9M

0% YoY

NO. OF TRANSACTIONS

55

-10% YoY

AVERAGE PRICE/UNIT

\$354K

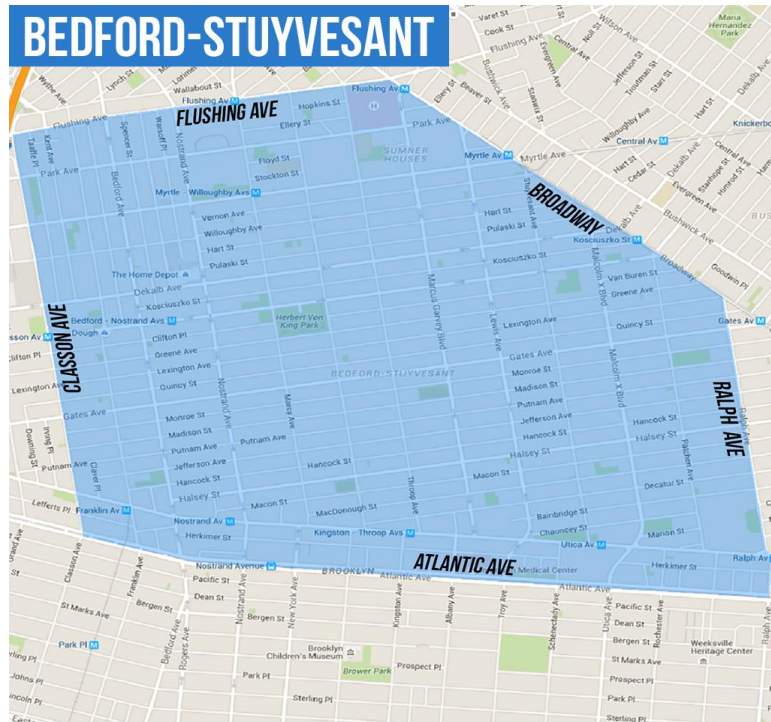
-4% YoY

AVERAGE PRICE/SQ.FT.

\$386

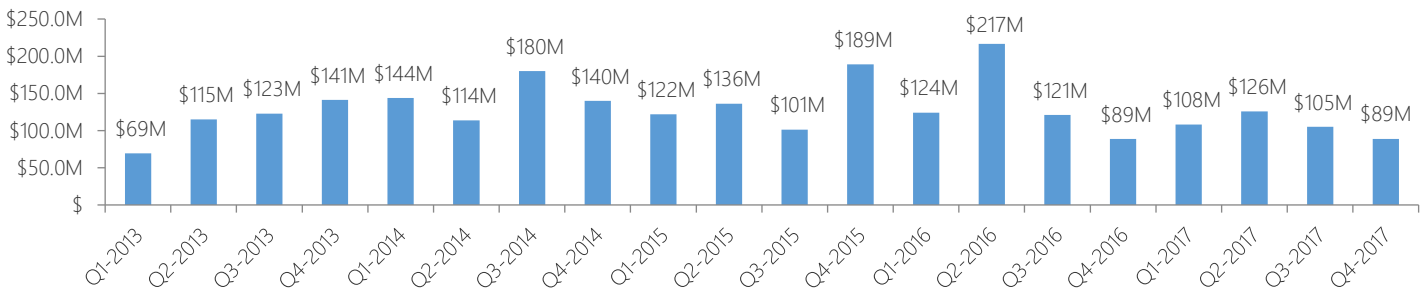
-3% YoY

NEIGHBORHOOD BOUNDARIES

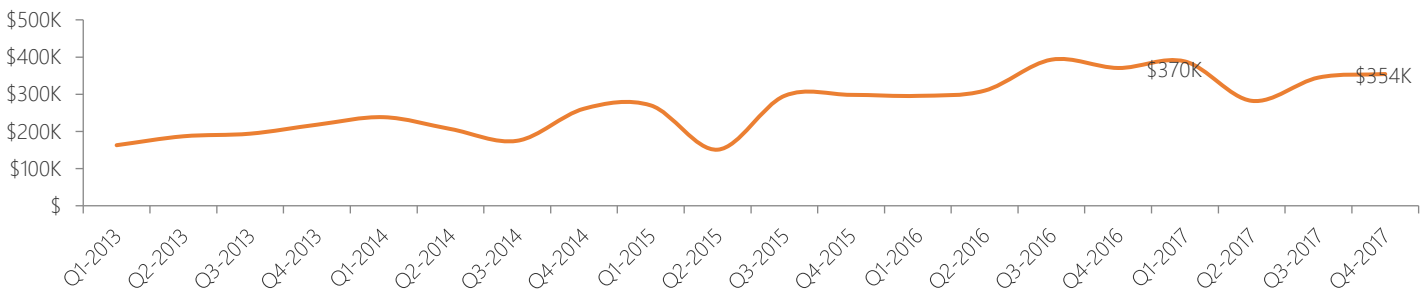


MULTIFAMILY STATS

Sales Volume

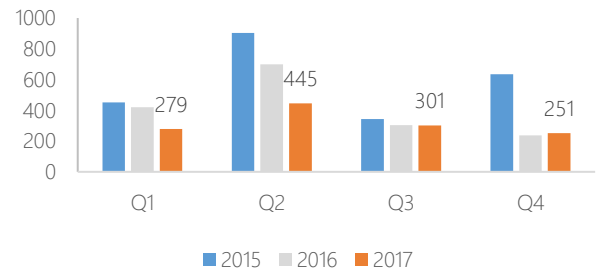


Average Sale Price per Unit



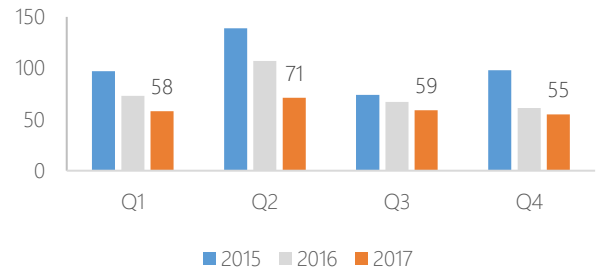
Number of Units Sold

Quarter	2015	2016	2017
Q1	451	420	279
Q2	902	700	445
Q3	343	304	301
Q4	634	236	251



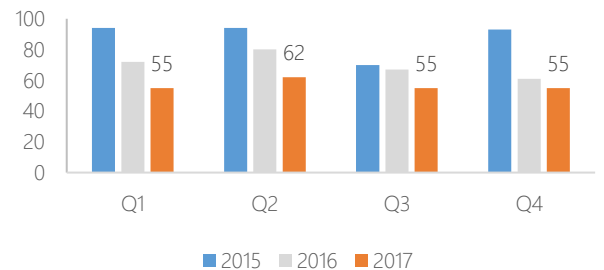
Number of Buildings Sold

Quarter	2015	2016	2017
Q1	97	73	58
Q2	139	107	71
Q3	74	67	59
Q4	98	61	55

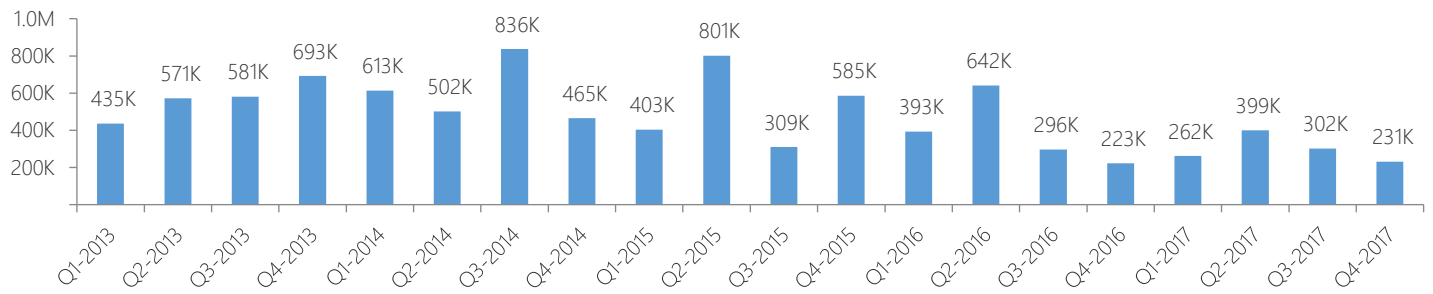


Number of Transactions

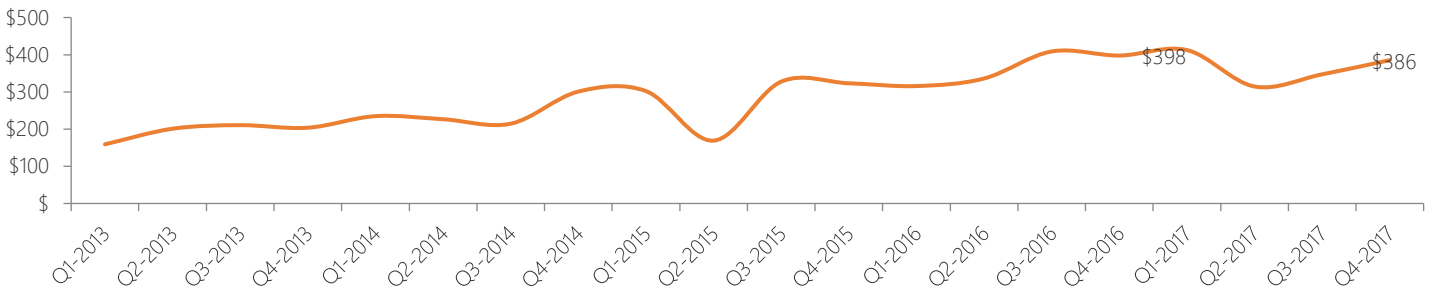
Quarter	2015	2016	2017
Q1	94	72	55
Q2	94	80	62
Q3	70	67	55
Q4	93	61	55



Total Sq. Ft.



Average Sale Price per Square Foot

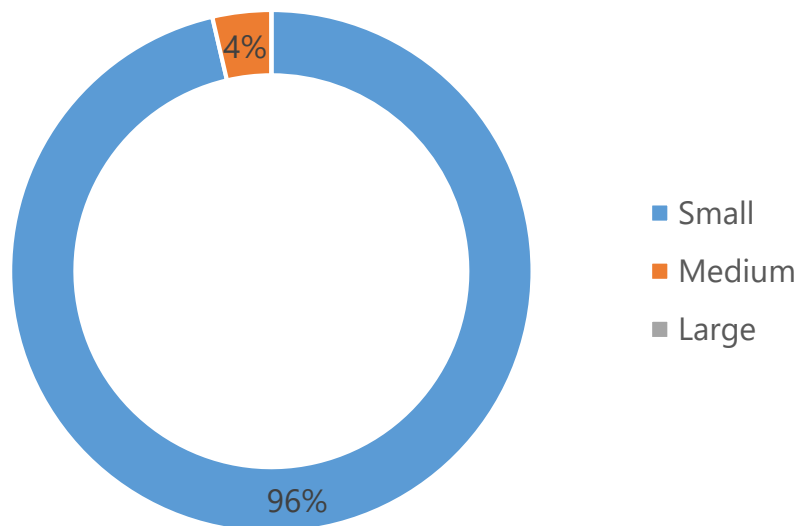


MULTIFAMILY SIZE

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	\$371,081	-3%	\$421	4%	\$79,411,337	53	53	214
Medium	\$256,757	17%	\$227	-25%	\$9,500,000	2	2	37
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
4 Macon St	3-Oct-17	\$8,300,000	Medium multifamily	25	29,300	\$283	No
1191 Bedford Ave	24-Oct-17	\$5,250,000	Small multifamily	4	4,840	\$1,085	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
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
697 Dekalb Ave	15-Nov-17	\$2,318,063	Small multifamily	4	4,800	\$483	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
704 Putnam Ave	30-Nov-17	\$1,875,000	Small multifamily	3	3,640	\$515	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
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
77 Halsey St	16-Oct-17	\$1,525,000	Small multifamily	6	3,200	\$477	No
157 Lefferts Pl	8-Nov-17	\$1,500,500	Small multifamily	7	2,565	\$585	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
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
469 Lafayette Ave	27-Oct-17	\$1,320,000	Small multifamily	3	2,100	\$629	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
212 Malcolm X Blvd	21-Dec-17	\$1,250,000	Small multifamily	3	2,925	\$427	No
196 Hart St	17-Oct-17	\$1,250,000	Small multifamily	3	2,394	\$522	No
852 Greene Ave	20-Dec-17	\$1,230,000	Small multifamily	4	3,360	\$366	No
62 Lewis Ave	28-Nov-17	\$1,200,000	Medium multifamily	12	12,600	\$95	No
533 A Quincy St	16-Nov-17	\$1,150,000	Small multifamily	4	2,306	\$499	No
85 Herkimer St	2-Oct-17	\$1,080,818	Small multifamily	7	3,864	\$280	No
580 Quincy St	21-Dec-17	\$999,000	Small multifamily	3	2,250	\$444	No
254 Patchen Ave	14-Dec-17	\$980,000	Small multifamily	3	3,000	\$327	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
15 A Louis Pl	16-Oct-17	\$900,000	Small multifamily	3	2,160	\$417	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
334 Putnam Ave	1-Nov-17	\$850,000	Small multifamily	4	2,911	\$292	No
926 Lafayette Ave	31-Oct-17	\$850,000	Small multifamily	3	1,334	\$637	No
100 Malcolm X Blvd	10-Nov-17	\$782,261	Small multifamily	4	4,400	\$178	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



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Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
689 Greene Ave	18-Oct-17	\$585,000	Small multifamily	3	3,192	\$183	No
498 Putnam Ave	17-Oct-17	\$500,000	Small multifamily	8	9,360	\$53	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
149 Lexington Ave	10-Oct-17	\$135,000	Small multifamily	3	1,428	\$95	No



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THE RATNER TEAM



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Nate Pfaff

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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

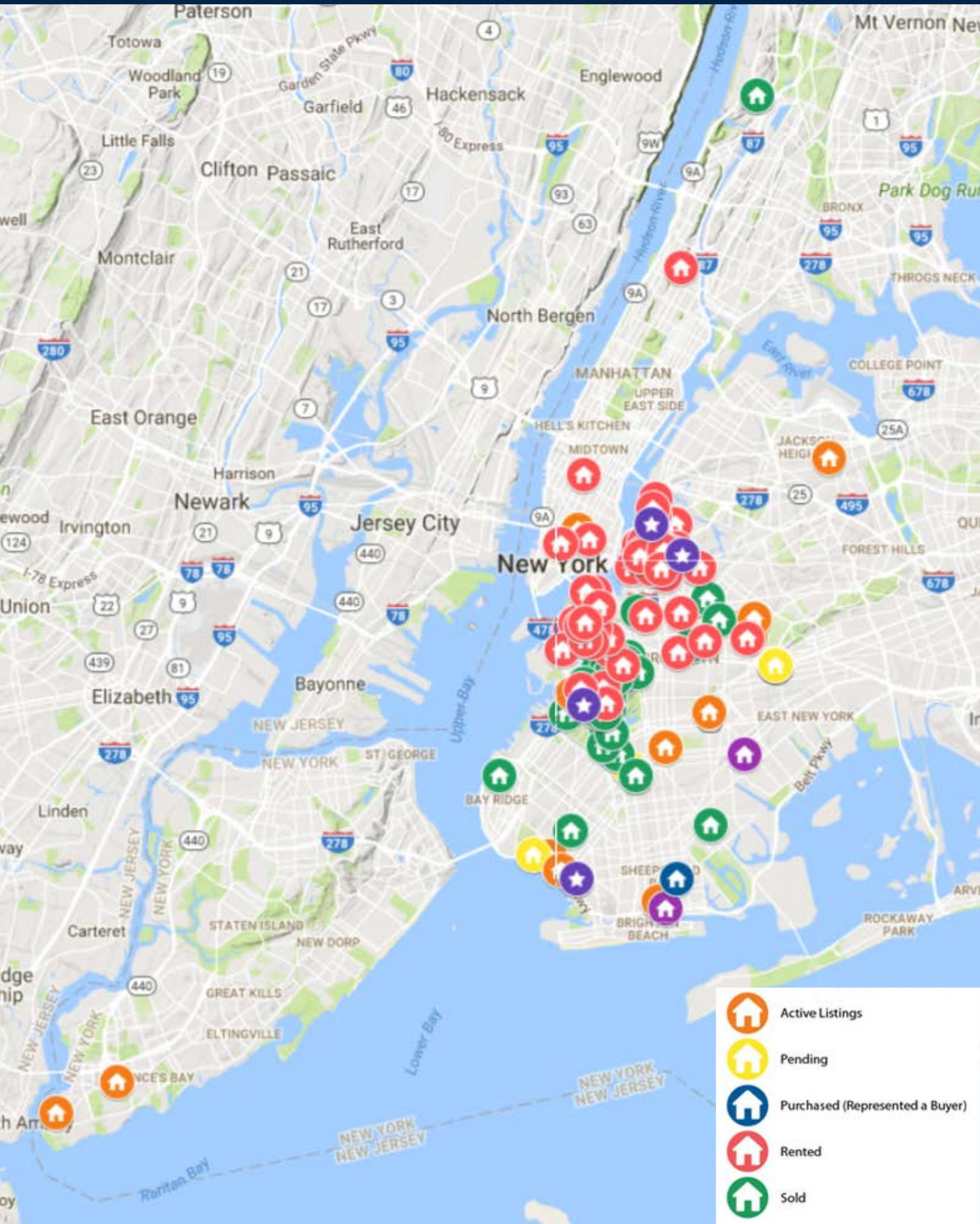
"David just recently landed me an amazing place in NYC. I was under a very limited amount of time to find a new home and David was able to find me an awesome new apartment for a great price and in an ideal location for work. The man knows how to operate in times of pressure and I'm proud to call him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