

BEDFORD-STUYVESANT

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

4th Quarter 2018



The RATNER Team Market Report

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Multifamily Market Report, 4th Quarter 2018

Bedford-Stuyvesant, Brooklyn

SUMMARY

SALES VOLUME

\$104.9M

17% YoY

NO. OF TRANSACTIONS

57

2% YoY

AVERAGE PRICE/UNIT

\$371K

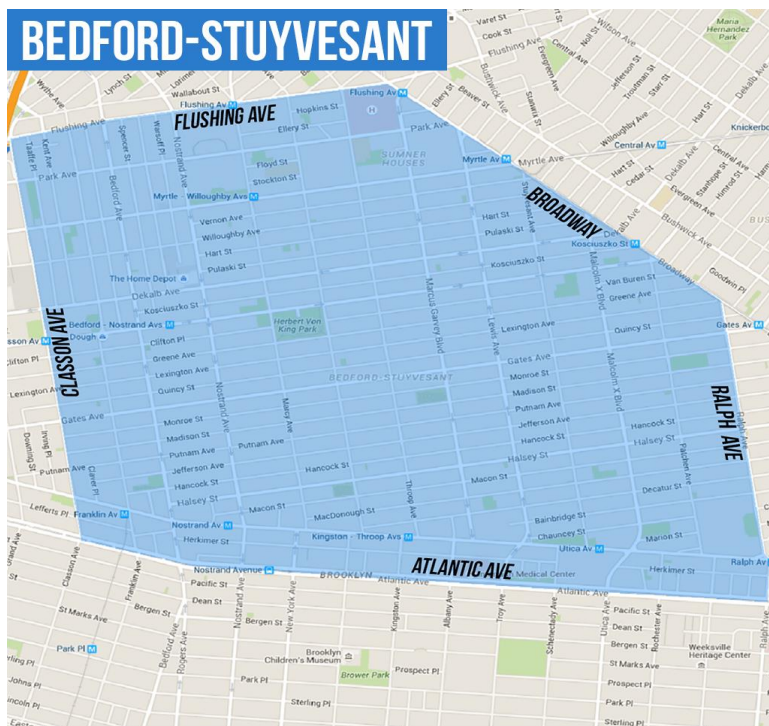
8% YoY

AVERAGE PRICE/SQ.FT.

\$433

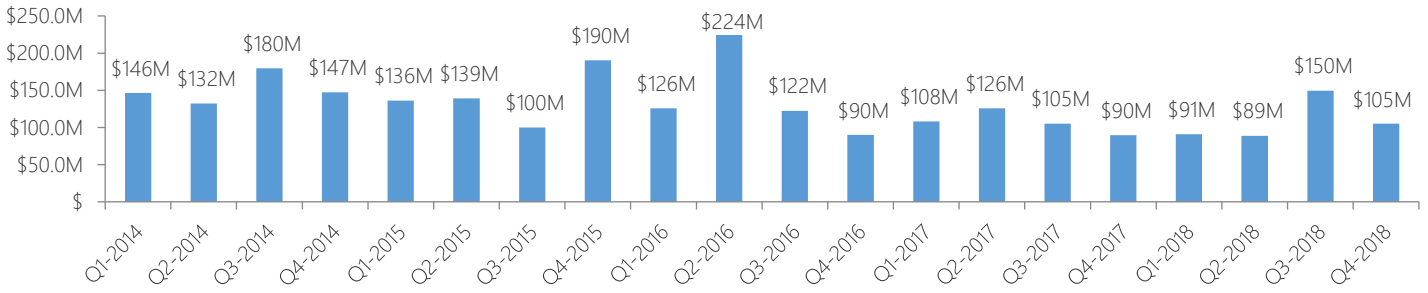
13% YoY

NEIGHBORHOOD BOUNDARIES

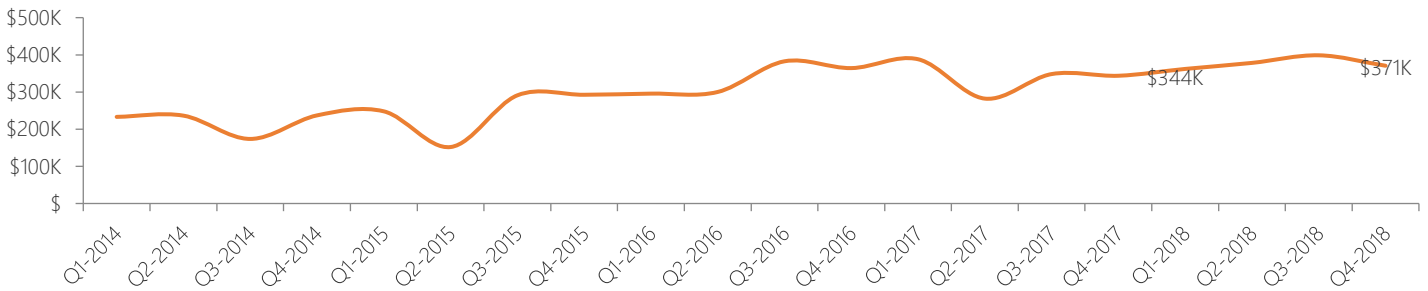


MULTIFAMILY STATS

Sales Volume

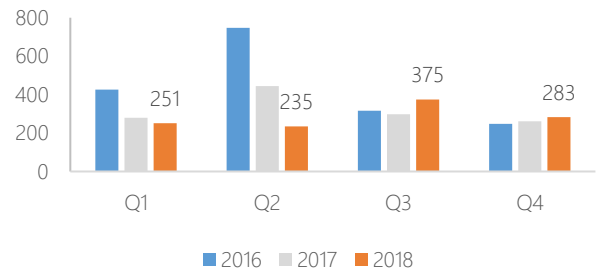


Average Sale Price per Unit



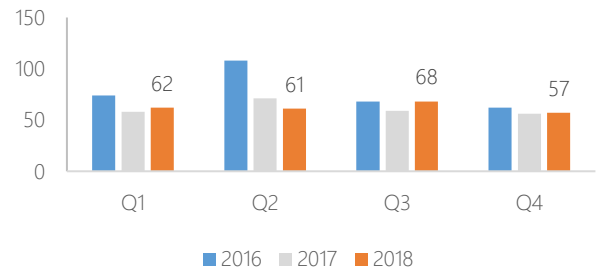
Number of Units Sold

Quarter	2016	2017	2018
Q1	426	279	251
Q2	748	445	235
Q3	316	298	375
Q4	247	261	283



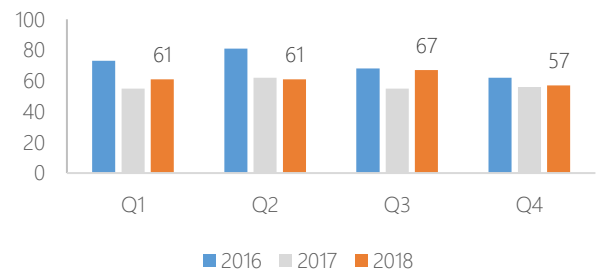
Number of Buildings Sold

Quarter	2016	2017	2018
Q1	74	58	62
Q2	108	71	61
Q3	68	59	68
Q4	62	56	57

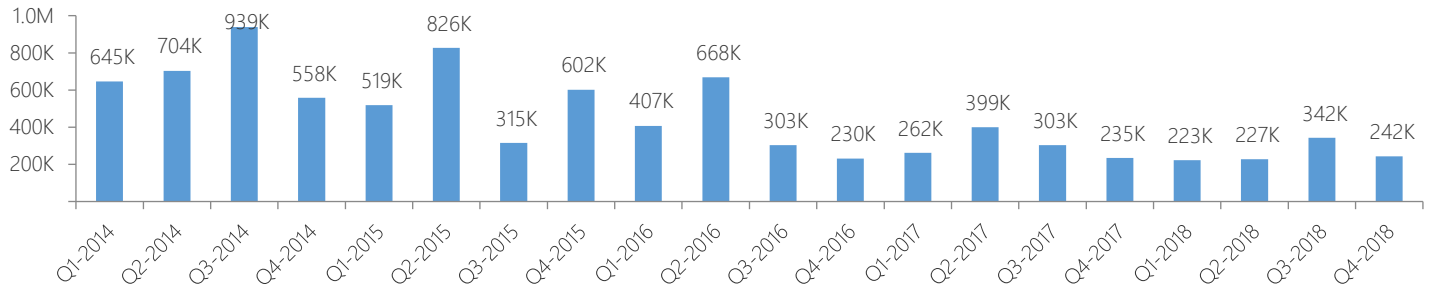


Number of Transactions

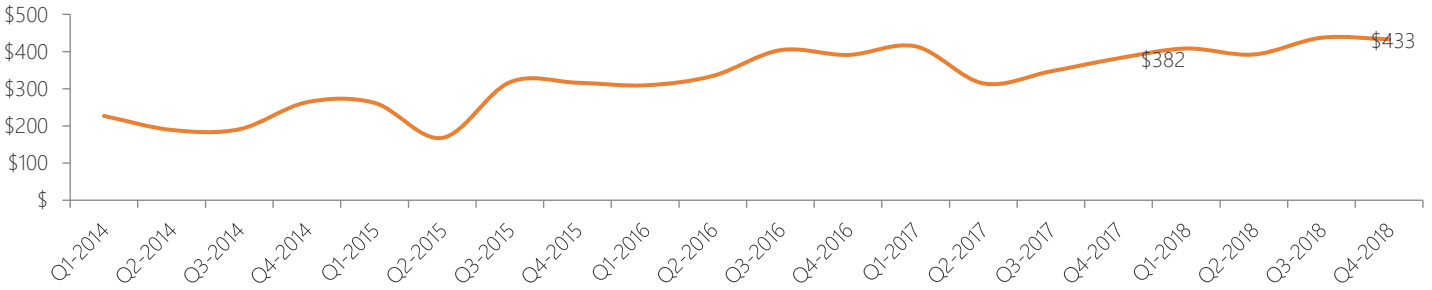
Quarter	2016	2017	2018
Q1	73	55	61
Q2	81	62	61
Q3	68	55	67
Q4	62	56	57



Total Sq. Ft.



Average Sale Price per Square Foot

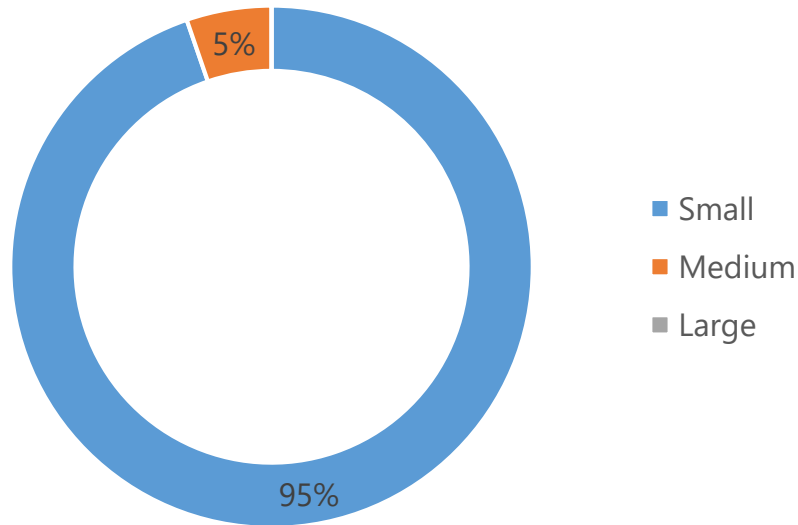


MULTIFAMILY SIZE

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	\$376,418	5%	\$419	1%	\$89,211,166	54	54	237
Medium	\$340,652	33%	\$537	137%	\$15,670,000	3	3	46
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
879 Dekalb Ave	6-Dec-18	\$6,900,000	Medium multifamily	20	9,800	\$704	No
227 Hancock St	28-Nov-18	\$6,100,000	Medium multifamily	16	11,520	\$530	No
872 Jefferson Ave	21-Dec-18	\$3,150,000	Small multifamily	6	4,875	\$646	No
654 Putnam Ave	6-Dec-18	\$2,975,000	Small multifamily	9	8,000	\$372	No
319 Malcolm X Blvd	6-Dec-18	\$2,925,000	Small multifamily	8	9,000	\$325	No
364 Jefferson Ave	19-Dec-18	\$2,800,000	Small multifamily	3	3,892	\$719	No
210 Lewis Ave	15-Nov-18	\$2,670,000	Medium multifamily	10	7,883	\$339	No
285 Mac Donough St	30-Oct-18	\$2,600,000	Small multifamily	8	6,160	\$422	No
185 Chauncey St	17-Oct-18	\$2,550,000	Small multifamily	4	7,500	\$340	No
419 Marcus Garvey Blvd	6-Dec-18	\$2,550,000	Small multifamily	8	4,400	\$580	No
804 Macon St	6-Dec-18	\$2,425,000	Small multifamily	8	6,000	\$404	No
697 Jefferson Ave	19-Dec-18	\$2,263,400	Small multifamily	4	2,472	\$916	No
231 Bainbridge St	18-Dec-18	\$2,250,000	Small multifamily	6	6,160	\$365	No
433 Greene Ave	19-Oct-18	\$2,150,000	Small multifamily	3	3,360	\$640	No
40 Nostrand Ave	15-Oct-18	\$2,000,000	Small multifamily	6	8,384	\$239	No
698 Flushing Ave	10-Dec-18	\$2,000,000	Small multifamily	5	5,125	\$390	No
125 Bainbridge St	13-Dec-18	\$1,977,900	Small multifamily	3	4,132	\$479	No
814 Macon St	6-Dec-18	\$1,975,000	Small multifamily	6	4,275	\$462	No
441 Tompkins Ave	11-Oct-18	\$1,950,000	Small multifamily	4	5,200	\$375	No
913 Lafayette Ave	19-Dec-18	\$1,947,500	Small multifamily	3	4,275	\$456	No
402 Franklin Ave	21-Nov-18	\$1,820,000	Small multifamily	3	2,876	\$633	No
326 Quincy St	20-Dec-18	\$1,800,000	Small multifamily	3	3,300	\$545	No
808 Macon St	6-Dec-18	\$1,800,000	Small multifamily	6	4,275	\$421	No
226 Monroe St	14-Nov-18	\$1,750,000	Small multifamily	4	4,800	\$365	No
273 Malcolm X Blvd	10-Oct-18	\$1,700,000	Small multifamily	4	4,290	\$396	No
554 Gates Ave	4-Oct-18	\$1,637,500	Small multifamily	3	3,887	\$421	No
1096 Dekalb Ave	22-Oct-18	\$1,600,000	Small multifamily	5	3,800	\$421	No
171 Madison St	27-Dec-18	\$1,600,000	Small multifamily	4	3,168	\$505	No
661 Jefferson Ave	30-Oct-18	\$1,600,000	Small multifamily	3	3,536	\$452	No
476 Decatur St	14-Dec-18	\$1,575,000	Small multifamily	3	3,184	\$495	No
421 Marcus Garvey Blvd	6-Dec-18	\$1,575,000	Small multifamily	7	4,400	\$358	No
487 Putnam Ave	12-Oct-18	\$1,510,000	Small multifamily	3	2,565	\$589	No
14 Macon St	30-Nov-18	\$1,500,000	Small multifamily	3	2,392	\$627	No
755 Jefferson Ave	19-Oct-18	\$1,490,000	Small multifamily	3	2,693	\$553	No
829 Halsey St	6-Dec-18	\$1,475,000	Small multifamily	6	4,850	\$304	No
283 Monroe St	29-Nov-18	\$1,475,000	Small multifamily	4	3,600	\$410	No
827 Quincy St	30-Oct-18	\$1,400,000	Small multifamily	3	3,300	\$424	No
571 Putnam Ave	30-Oct-18	\$1,388,888	Small multifamily	3	3,120	\$445	No
113 Jefferson Ave	13-Dec-18	\$1,300,000	Small multifamily	3	2,668	\$487	No
702 Greene Ave	28-Dec-18	\$1,300,000	Small multifamily	4	3,600	\$361	No
184 Herkimer St	15-Oct-18	\$1,300,000	Small multifamily	3	2,688	\$484	No
185 Pulaski St	2-Nov-18	\$1,285,000	Small multifamily	3	2,964	\$434	No
438 Lewis Ave	10-Dec-18	\$1,220,000	Small multifamily	3	2,772	\$440	No
808 Greene Ave	3-Dec-18	\$1,200,000	Small multifamily	3	3,096	\$388	No
638 Monroe St	13-Dec-18	\$1,200,000	Small multifamily	3	2,079	\$577	No
154 Herkimer St	9-Nov-18	\$1,173,455	Small multifamily	7	2,800	\$419	No
468 Quincy St	19-Nov-18	\$1,150,000	Small multifamily	3	3,344	\$344	No
129 Malcolm X Blvd	24-Oct-18	\$1,100,000	Small multifamily	8	4,680	\$235	No
951 Greene Ave	3-Dec-18	\$1,100,000	Small multifamily	3	2,580	\$426	No
261 Kosciuszko St	18-Oct-18	\$1,100,000	Small multifamily	3	2,250	\$489	No



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Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
546 Monroe St	24-Oct-18	\$999,999	Small multifamily	8	1,356	\$737	No
119 Mac Donough St	6-Nov-18	\$987,525	Small multifamily	4	3,864	\$256	No
556 Halsey St	2-Oct-18	\$980,000	Small multifamily	3	2,600	\$377	No
511 A Monroe St	20-Nov-18	\$900,000	Small multifamily	3	3,068	\$293	No
23 Hart St	16-Oct-18	\$670,000	Small multifamily	3	3,120	\$215	No
23 Hart St	16-Oct-18	\$660,000	Small multifamily	3	3,120	\$212	No
511 A Monroe St	20-Nov-18	\$400,000	Small multifamily	3	3,068	\$130	No



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THE RATNER TEAM



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Nate Pfaff

Residential Sales &
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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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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
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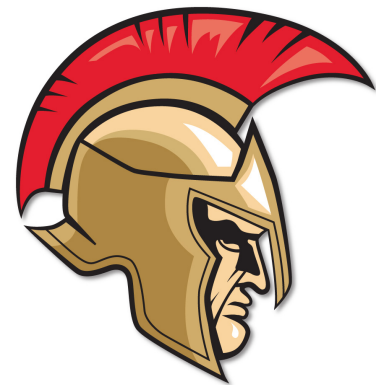
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