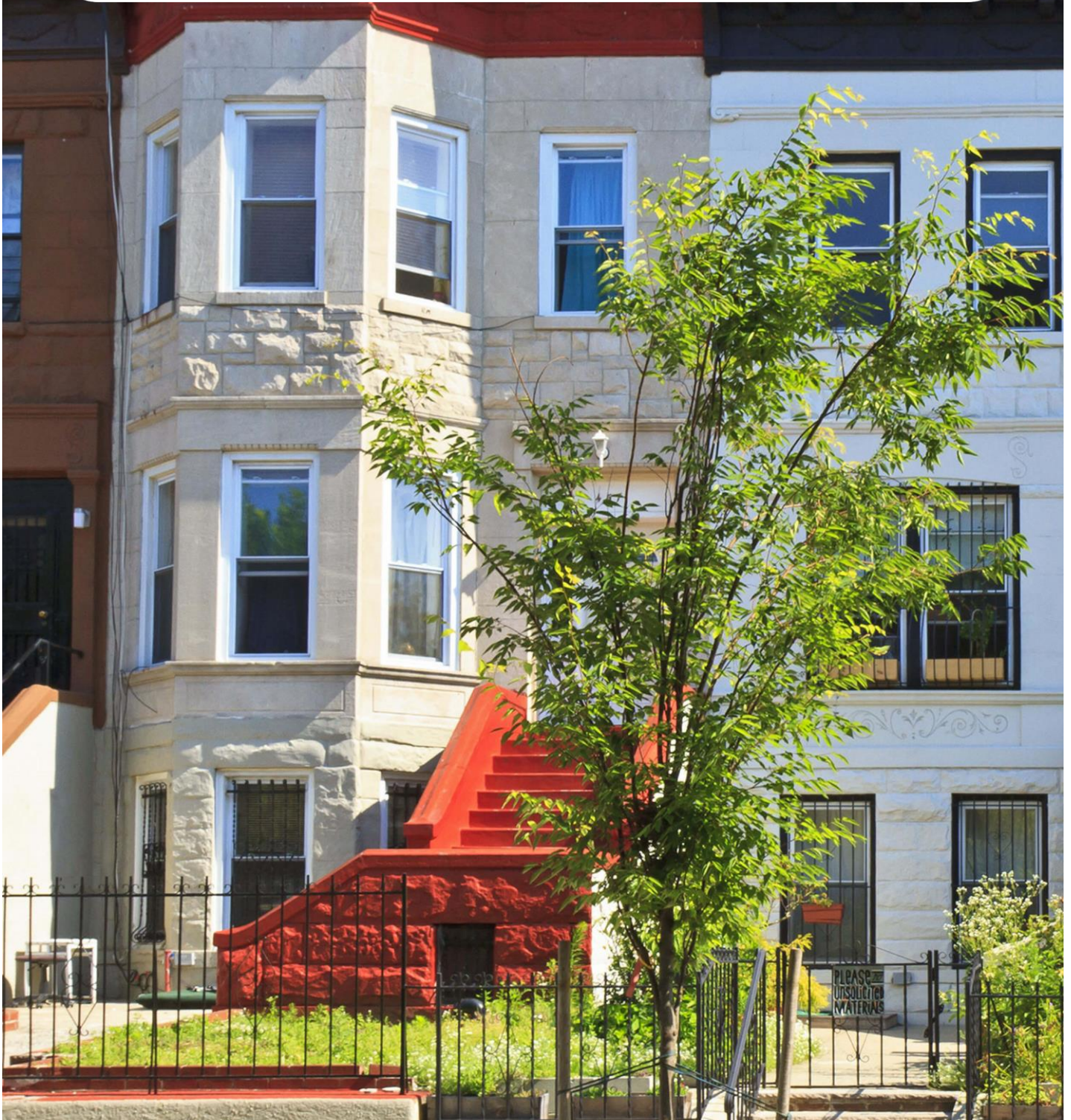


CROWN HEIGHTS

A quarterly analysis of multifamily sales
in Crown Heights, Brooklyn

4th Quarter 2017



The RATNER Team Market Report

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

Multifamily Market Report, 4th Quarter 2017

Crown Heights, Brooklyn

SUMMARY

SALES VOLUME

\$42.7M

-57% YoY

NO. OF TRANSACTIONS

24

-8% YoY

AVERAGE PRICE/UNIT

\$277K

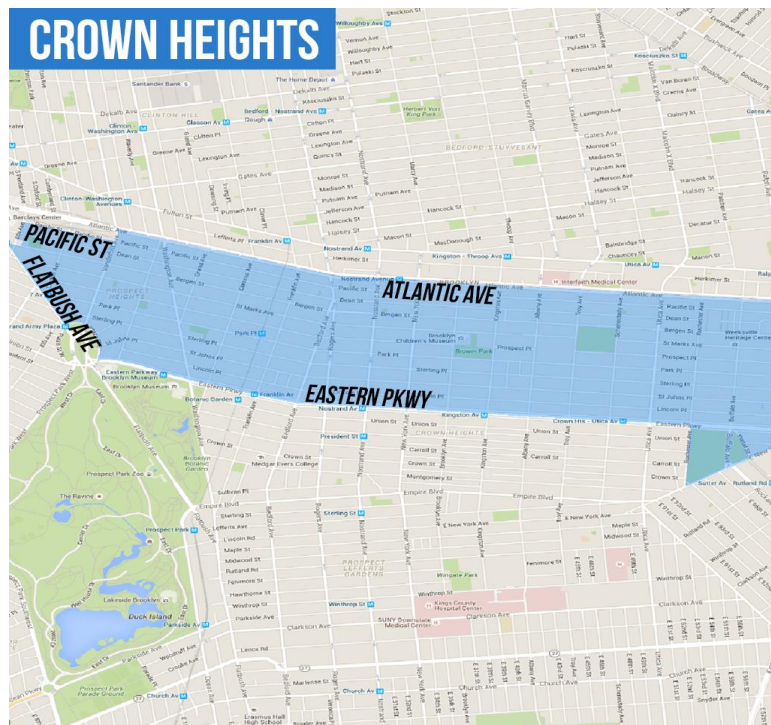
-35% YoY

AVERAGE PRICE/SQ.FT.

\$305

-30% YoY

NEIGHBORHOOD BOUNDARIES

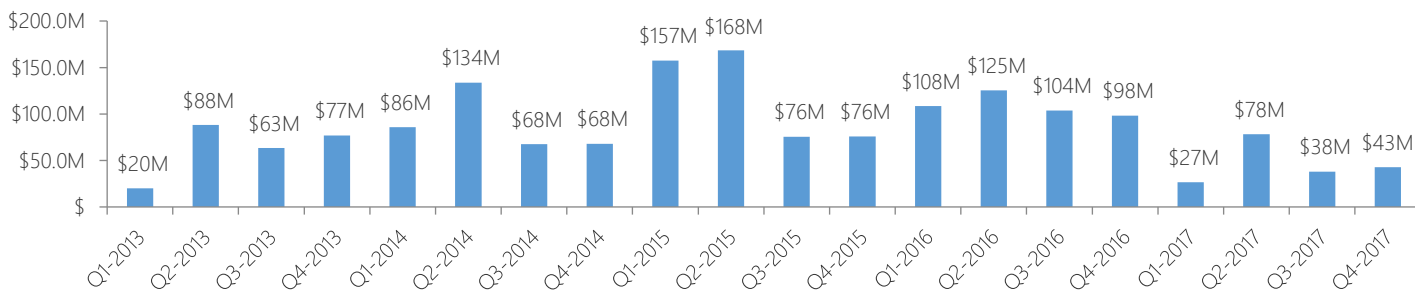


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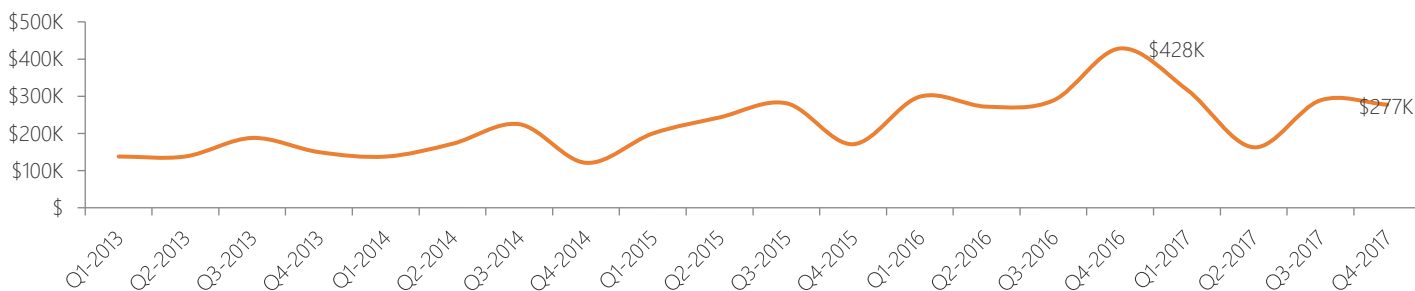
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MULTIFAMILY STATS

Sales Volume

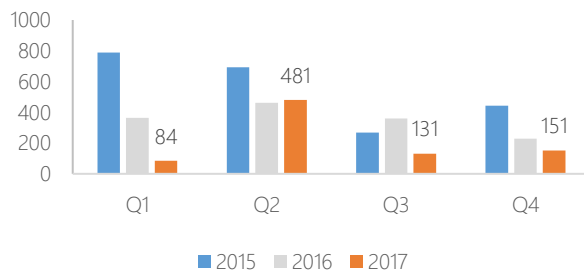


Average Sale Price per Unit



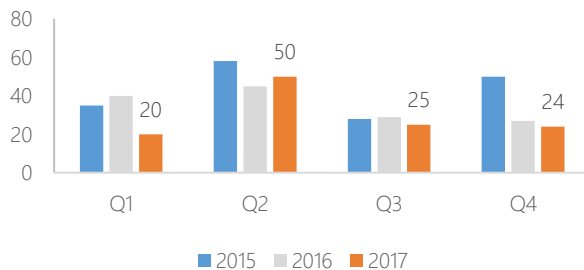
Number of Units Sold

Quarter	2015	2016	2017
Q1	788	363	84
Q2	693	461	481
Q3	269	359	131
Q4	444	229	151



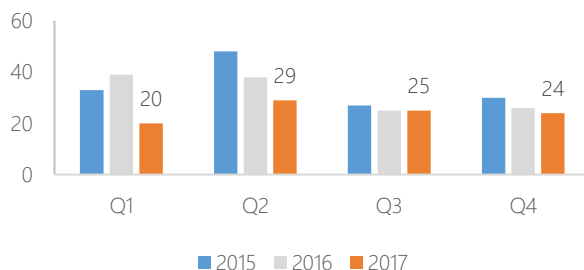
Number of Buildings Sold

Quarter	2015	2016	2017
Q1	35	40	20
Q2	58	45	50
Q3	28	29	25
Q4	50	27	24

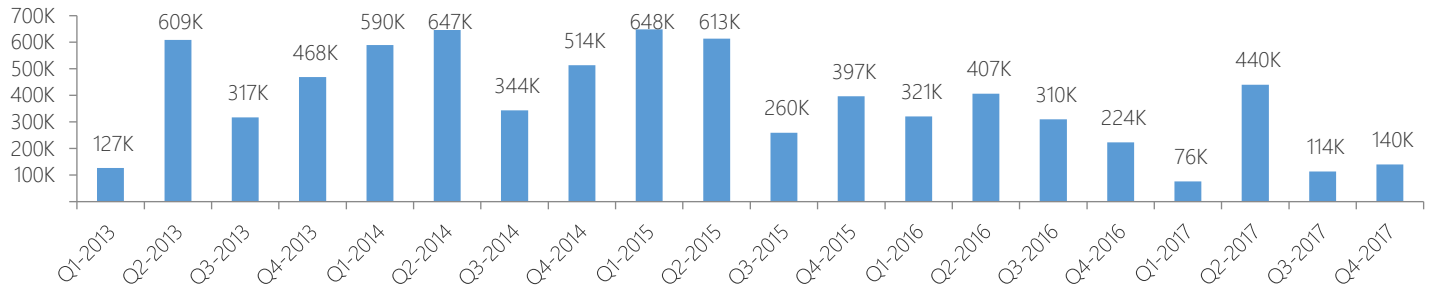


Number of Transactions

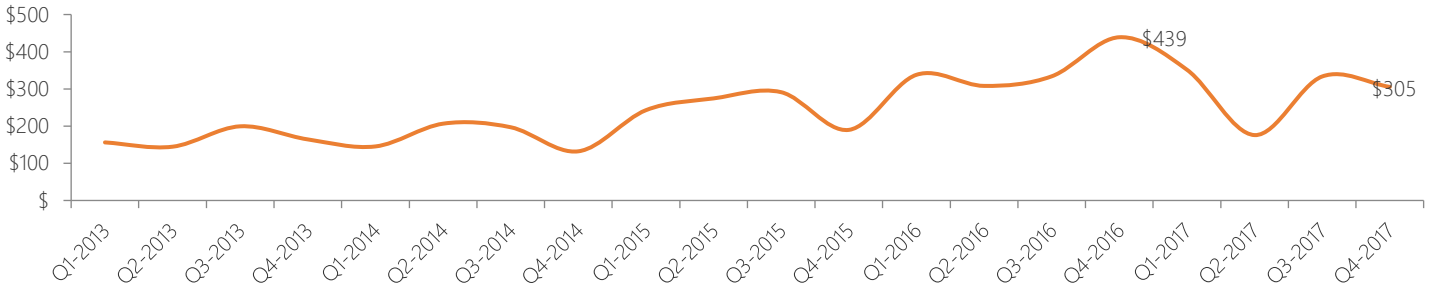
Quarter	2015	2016	2017
Q1	33	39	20
Q2	48	38	29
Q3	27	25	25
Q4	30	26	24



Total Sq. Ft.



Average Sale Price per Square Foot

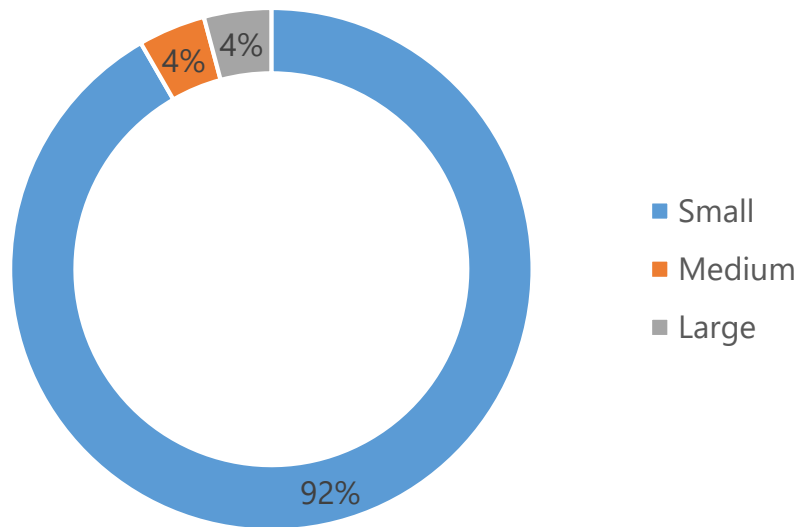


MULTIFAMILY SIZE

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	\$329,031	10%	\$352	8%	\$28,114,532	22	21	83
Medium	\$106,250	-56%	\$178	-49%	\$1,700,000	1	1	16
Large	\$247,115	-69%	\$255	-58%	\$12,850,000	1	1	52

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
959 St Marks Ave	4-Oct-17	\$12,850,000	Large multifamily	52	50,400	\$255	No
1074 Park Pl	20-Nov-17	\$2,725,000	Small multifamily	4	6,000	\$454	No
665 Park Pl	28-Dec-17	\$2,355,000	Small multifamily	3	2,466	\$955	No
1621 Park Pl	8-Dec-17	\$2,270,000	Small multifamily	6	6,264	\$362	No
569 St Marks Ave	1-Dec-17	\$1,850,000	Small multifamily	3	3,800	\$487	No
186 New York Ave	22-Dec-17	\$1,800,000	Small multifamily	5	3,977	\$453	No
62 New York Ave	29-Nov-17	\$1,700,000	Medium multifamily	16	9,536	\$178	No
1227 Dean St	28-Dec-17	\$1,650,000	Small multifamily	7	2,854	\$578	No
1554 Pacific St	26-Dec-17	\$1,577,500	Small multifamily	3	2,480	\$636	No
21 St Francis Pl	6-Oct-17	\$1,375,000	Small multifamily	3	3,232	\$425	No
239 Brooklyn Ave	21-Nov-17	\$1,350,000	Small multifamily	3	2,880	\$469	No
551 Empire Blvd	16-Nov-17	\$1,300,000	Small multifamily	4	3,567	\$364	No
62 Rogers Ave	10-Nov-17	\$1,200,000	Small multifamily	3	1,869	\$642	No
802 Sterling Pl	4-Dec-17	\$1,050,000	Small multifamily	3	2,400	\$438	No
1138 Eastern Pkwy	23-Oct-17	\$1,050,000	Small multifamily	3	3,096	\$339	No
1228 St Marks Ave	19-Dec-17	\$999,000	Small multifamily	3	3,240	\$308	No
1576 Lincoln Pl	6-Dec-17	\$850,000	Small multifamily	4	3,344	\$254	No
1323 Dean St	27-Oct-17	\$805,000	Small multifamily	2	3,040	\$265	No
177 Buffalo Ave	2-Nov-17	\$790,000	Small multifamily	3	3,510	\$225	No
1533 Pacific St	2-Oct-17	\$783,551	Small multifamily	3	2,990	\$262	No
1641 Park Pl	13-Nov-17	\$700,000	Small multifamily	6	6,000	\$117	No
1298 Sterling Pl	16-Nov-17	\$616,481	Small multifamily	6	6,006	\$103	No
1326 Pacific St	16-Oct-17	\$585,000	Small multifamily	5	3,200	\$183	No
1355 St Marks Ave	14-Dec-17	\$433,000	Small multifamily	3	3,566	\$121	Yes



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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
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