

# FLATBUSH

A quarterly analysis of multifamily sales  
in Flatbush, Brooklyn

4th Quarter 2018



**The RATNER Team Market Report**

o: 718-747-8215 | c: 347-501-0860 | e: [Contact@TheRatnerTeam.com](mailto:Contact@TheRatnerTeam.com)

# Multifamily Market Report, 4th Quarter 2018

## Flatbush, Brooklyn

### SUMMARY

SALES VOLUME

**\$7.2M**

-46% YoY

NO. OF TRANSACTIONS

**4**

-64% YoY

AVERAGE PRICE/UNIT

**\$276K**

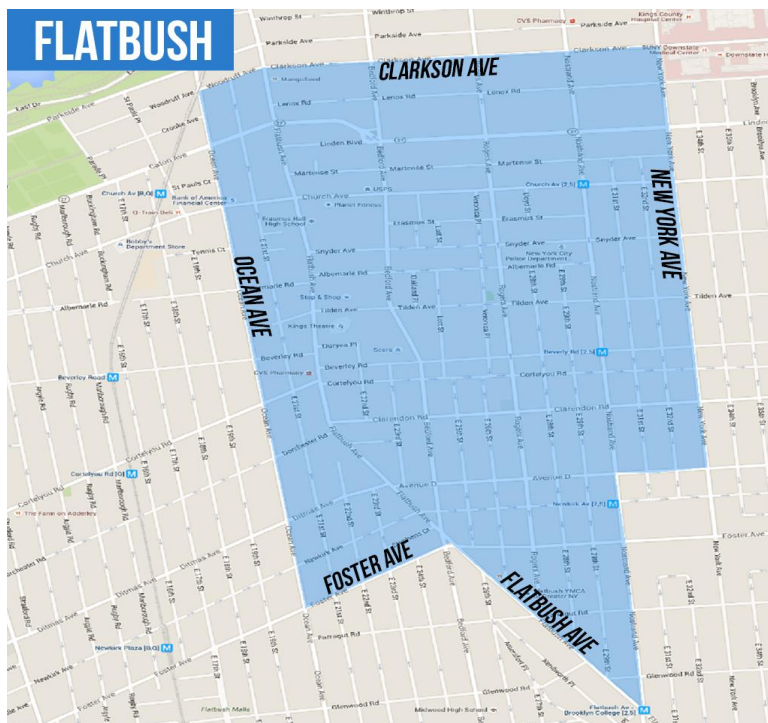
22% YoY

AVERAGE PRICE/SQ.FT.

**\$283**

6% YoY

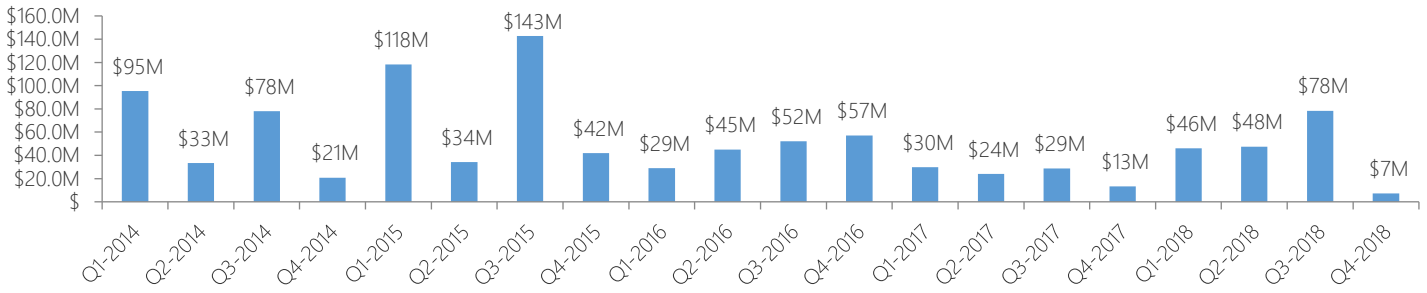
### NEIGHBORHOOD BOUNDARIES



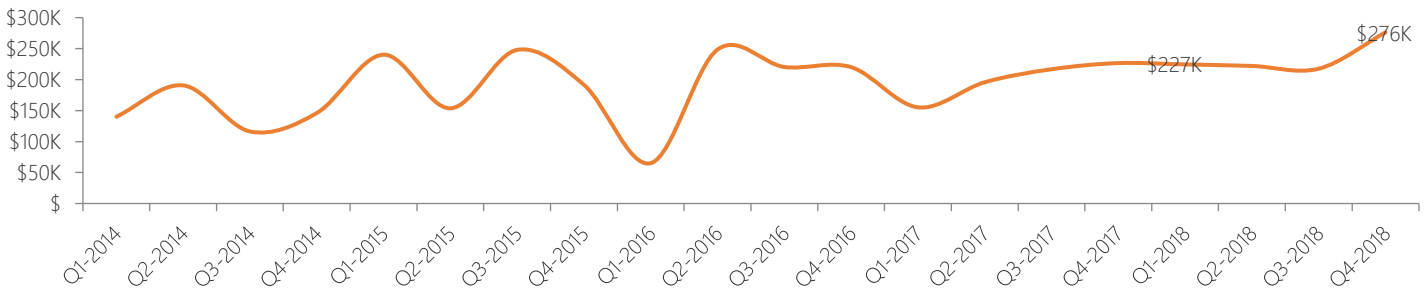


## MULTIFAMILY STATS

### Sales Volume

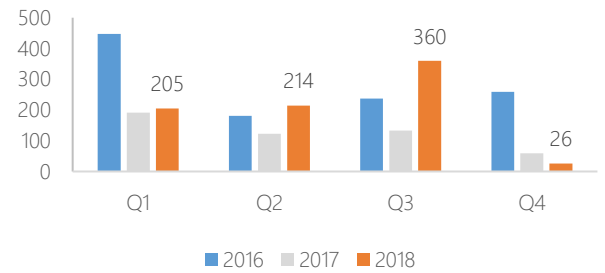


### Average Sale Price per Unit



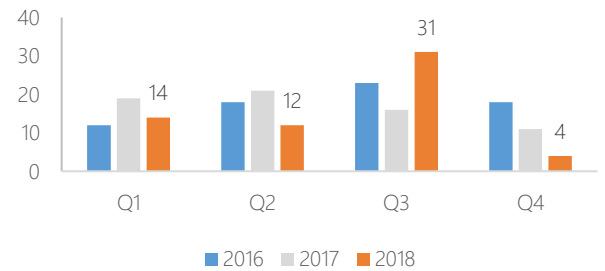
### Number of Units Sold

Quarter	2016	2017	2018
Q1	447	191	205
Q2	181	123	214
Q3	237	133	360
Q4	259	59	26



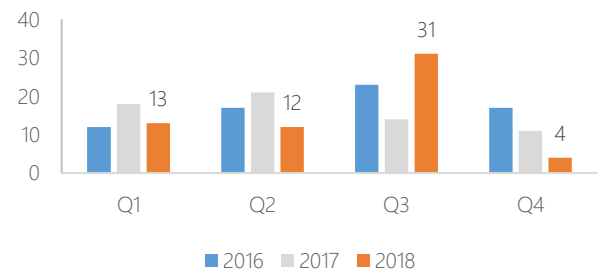
### Number of Buildings Sold

Quarter	2016	2017	2018
Q1	12	19	14
Q2	18	21	12
Q3	23	16	31
Q4	18	11	4

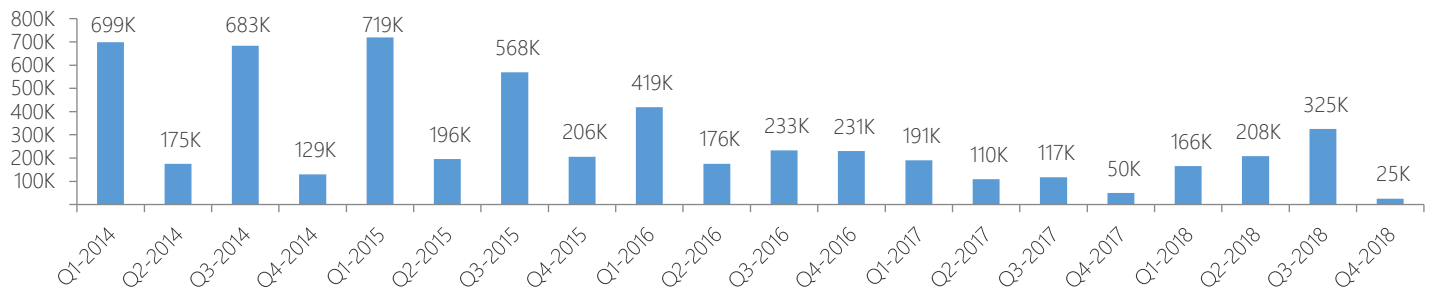


### Number of Transactions

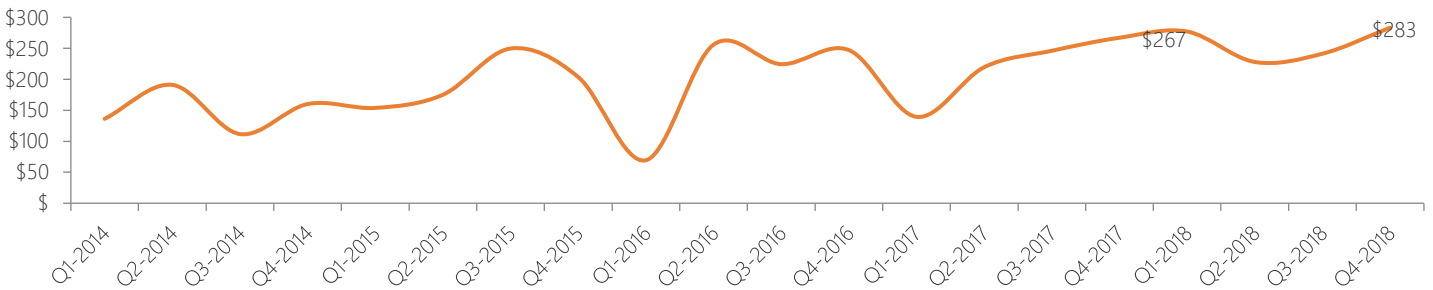
Quarter	2016	2017	2018
Q1	12	18	13
Q2	17	21	12
Q3	23	14	31
Q4	17	11	4



Total Sq. Ft.



Average Sale Price per Square Foot

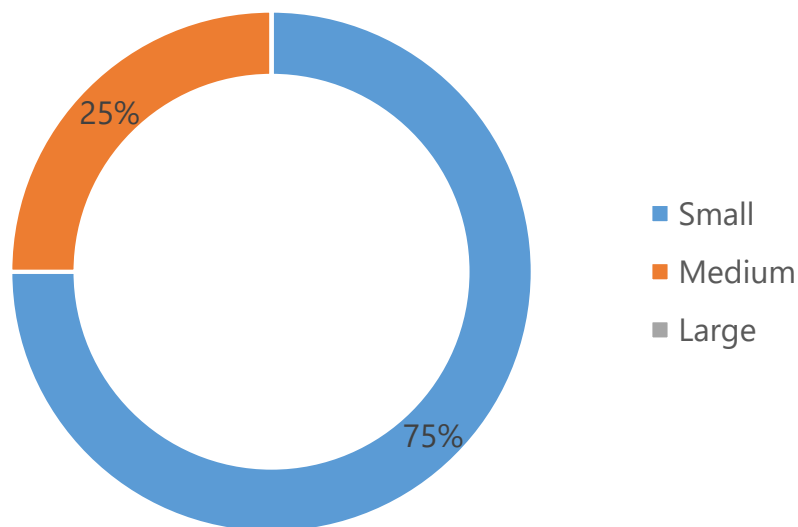


MULTIFAMILY SIZE

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	\$349,400	42%	\$366	40%	\$3,494,000	3	3	10
Medium	\$230,469	16%	\$233	-16%	\$3,687,500	1	1	16
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
2522 Newkirk Ave	10-Oct-18	\$3,687,500	Medium multifamily	16	15,800	\$233	No
221 Martense St	3-Oct-18	\$1,270,000	Small multifamily	4	3,442	\$369	No
371 E 26th St	19-Nov-18	\$1,225,000	Small multifamily	3	3,264	\$375	No
16 E 29th St	19-Nov-18	\$999,000	Small multifamily	3	2,838	\$352	No



# THE RATNER TEAM



David Ratner

Commercial & Residential  
Brooklyn Expert

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Jessie Torres

NYC Condo, Co-op &  
New Development Expert

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Nate Pfaff

Residential Sales &  
Rental Specialist

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- OFF Market Investment Properties in Brooklyn and Manhattan



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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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1031 Qualified Intermediary	Estate Planing	Insurance Agents	Renovation Professionals
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Artist & Artisans	Fences & Gates Specialists	Kitchen & Bathroom Specialists	Rubbish Removal Companies
Attorneys	Fireplaces	Landscape Design	School Consultants
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Carpenters	Garage & Driveway	Lighting Experts	Stone & Tile Professionals
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Decks & Patios Specialists	Home Security Professionals	Plumbing Contractors	Window Professionals
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