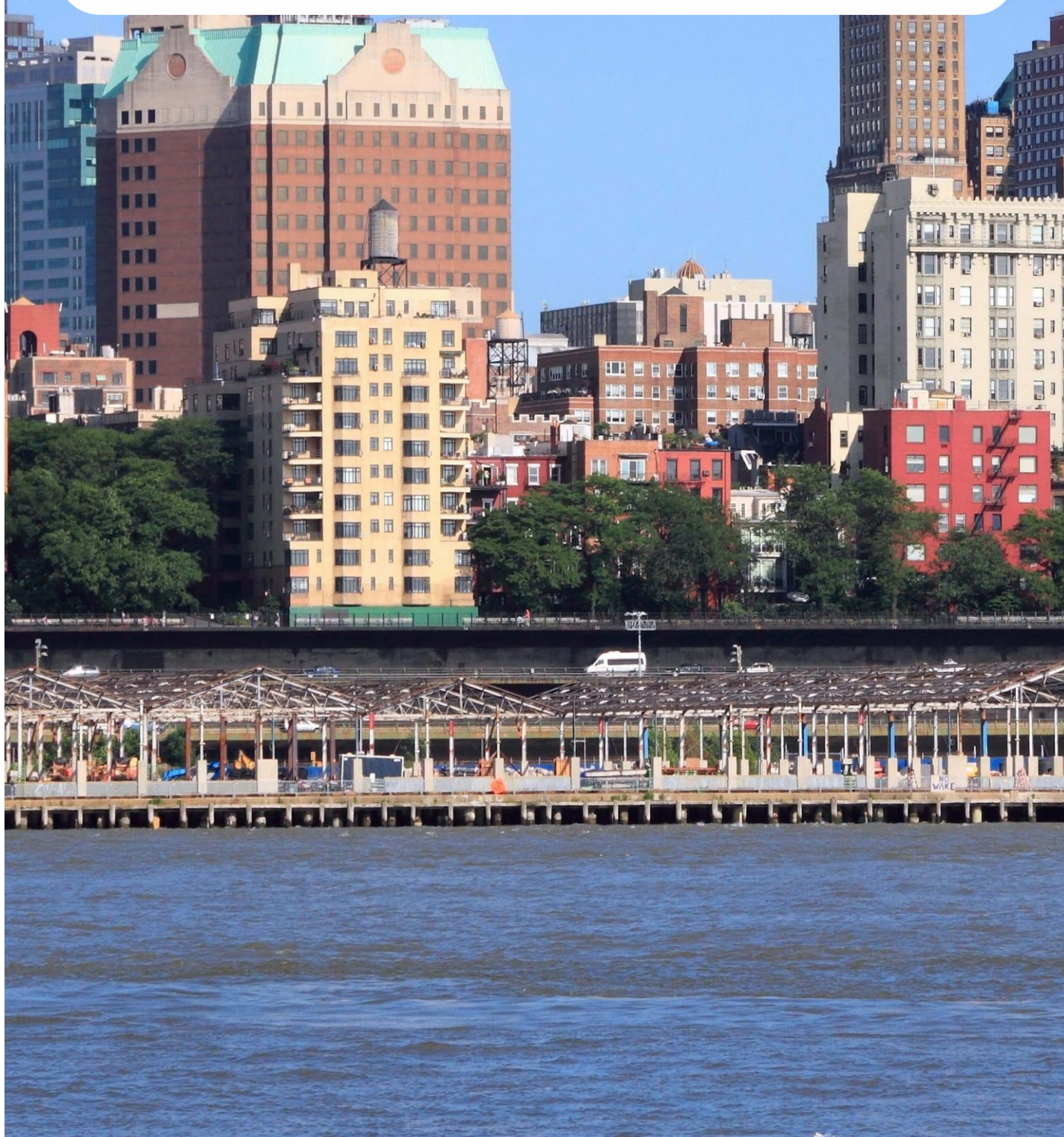


NORTHWESTERN BROOKLYN

A quarterly analysis of multifamily sales
in Northwestern Brooklyn, 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

Northwestern Brooklyn, Brooklyn

SUMMARY

SALES VOLUME

\$199.9M

-41% YoY

NO. OF TRANSACTIONS

50

-14% YoY

AVERAGE PRICE/UNIT

\$444K

-13% YoY

AVERAGE PRICE/SQ.FT.

\$553

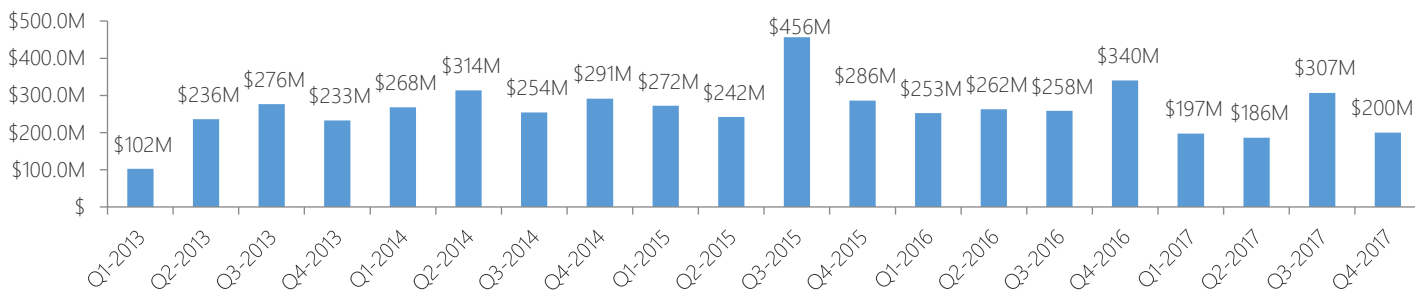
-14% YoY

NEIGHBORHOOD BOUNDARIES

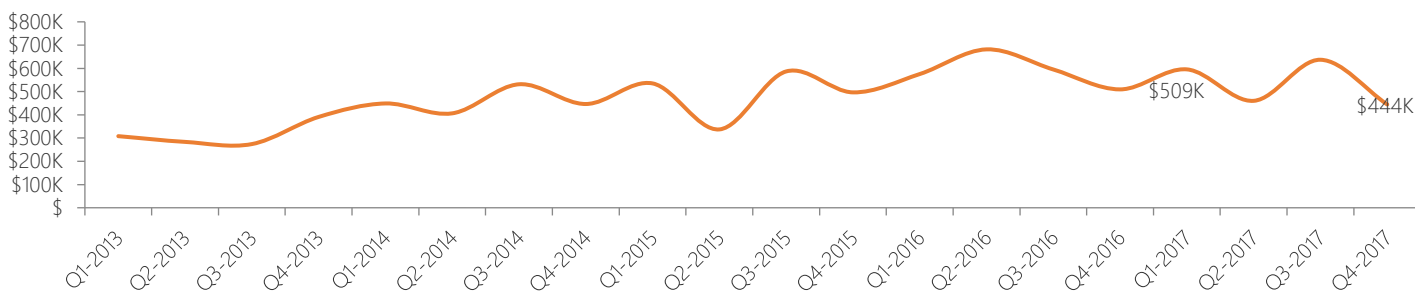


MULTIFAMILY STATS

Sales Volume

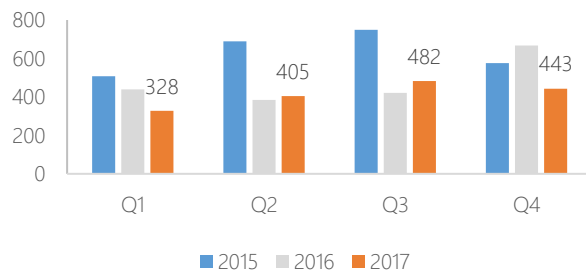


Average Sale Price per Unit



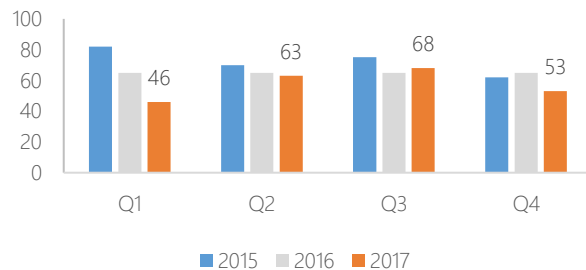
Number of Units Sold

Quarter	2015	2016	2017
Q1	508	439	328
Q2	689	385	405
Q3	749	421	482
Q4	576	667	443



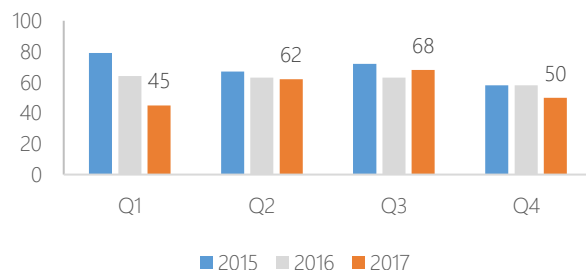
Number of Buildings Sold

Quarter	2015	2016	2017
Q1	82	65	46
Q2	70	65	63
Q3	75	65	68
Q4	62	65	53

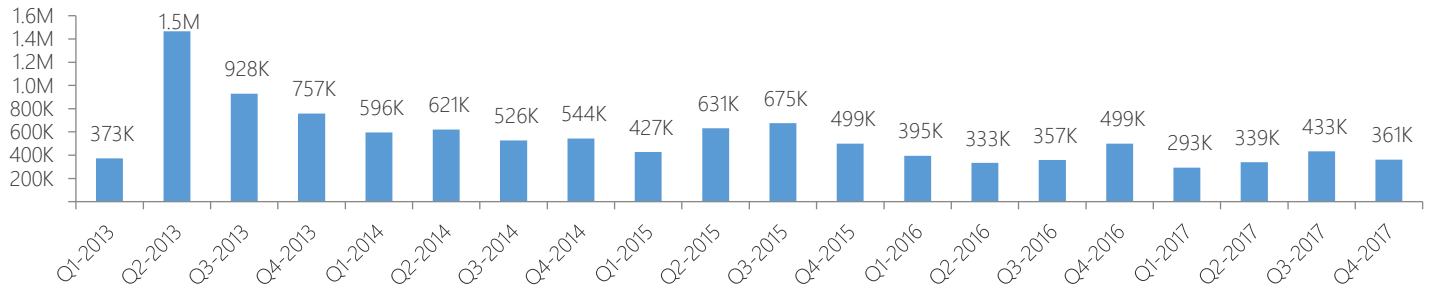


Number of Transactions

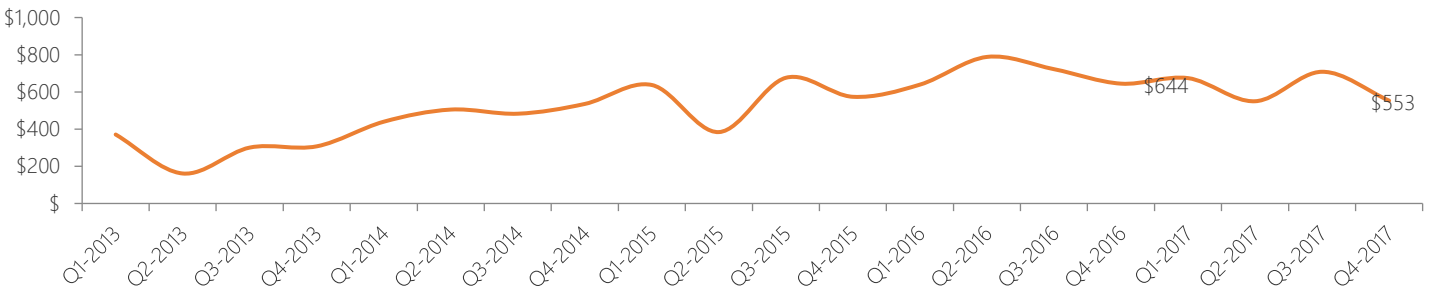
Quarter	2015	2016	2017
Q1	79	64	45
Q2	67	63	62
Q3	72	63	68
Q4	58	58	50



Total Sq. Ft.



Average Sale Price per Square Foot

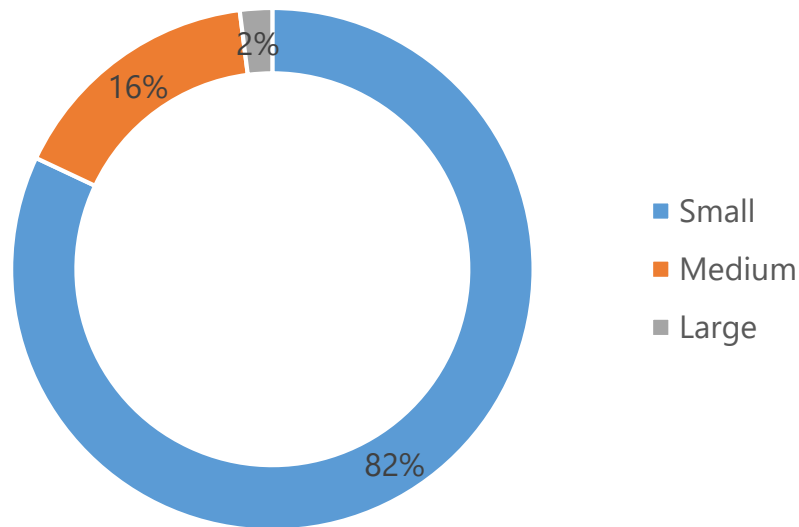


MULTIFAMILY SIZE

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	\$637,034	19%	\$680	6%	\$97,231,092	41	41	148
Medium	\$464,526	-9%	\$724	28%	\$95,692,350	8	10	206
Large	\$77,871	-84%	\$80	-88%	\$6,930,521	1	1	89

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
409 14 St	13-Dec-17	\$20,750,000	Medium multifamily	44	27,588	\$752	No
50 Orange St	4-Dec-17	\$18,000,000	Medium multifamily	20	4,112	\$4,377	No
292 Lincoln Pl	29-Nov-17	\$17,900,000	Medium multifamily	21	19,004	\$381	Yes
291-297 Lincoln Pl	29-Nov-17	\$17,900,000	Medium multifamily	29	28,000	\$381	Yes
181 Prospect Park W	13-Dec-17	\$14,700,000	Medium multifamily	17	6,298	\$1,167	Yes
182 Prospect Park W	13-Dec-17	\$14,700,000	Medium multifamily	17	6,298	\$1,167	Yes
276 Dean St	16-Nov-17	\$8,600,000	Medium multifamily	16	13,768	\$625	No
286 5 Ave	13-Dec-17	\$8,300,000	Medium multifamily	22	11,137	\$745	No
128 Lefferts Pl	3-Nov-17	\$6,930,521	Large multifamily	89	86,200	\$80	No
107 Montague St	1-Nov-17	\$6,000,000	Medium multifamily	10	9,000	\$667	No
289 6 Ave	20-Nov-17	\$4,000,000	Small multifamily	3	3,200	\$1,250	No
133 7 Ave	22-Dec-17	\$3,750,000	Small multifamily	4	3,780	\$992	No
304 Clinton Ave	1-Nov-17	\$3,685,000	Small multifamily	4	3,573	\$1,031	No
131 5 Ave	18-Dec-17	\$3,250,000	Small multifamily	6	5,200	\$625	No
394 Henry St	15-Dec-17	\$3,200,000	Small multifamily	3	3,240	\$988	No
380 Sterling Pl	29-Nov-17	\$3,200,000	Small multifamily	3	4,000	\$800	No
375 Sterling Pl	19-Dec-17	\$3,170,000	Small multifamily	3	3,904	\$812	No
111 S Oxford St	10-Oct-17	\$3,120,000	Small multifamily	8	3,200	\$975	No
538 Clinton St	9-Nov-17	\$3,100,000	Small multifamily	3	3,950	\$785	No
198 Washington Ave	19-Dec-17	\$3,050,000	Small multifamily	3	2,970	\$1,027	No
184 Carlton Ave	5-Dec-17	\$3,000,000	Small multifamily	4	3,360	\$893	No
424-428 A 3 Ave	7-Dec-17	\$2,950,000	Small multifamily	2	3,000	\$983	No
804 Classon Ave	27-Dec-17	\$2,906,184	Small multifamily	7	7,616	\$191	Yes
806 Classon Ave	27-Dec-17	\$2,906,184	Small multifamily	7	7,616	\$191	Yes
313 President St	1-Nov-17	\$2,788,000	Small multifamily	3	3,144	\$887	No
122 Bond St	5-Dec-17	\$2,730,000	Small multifamily	3	2,340	\$1,167	No
361 Dean St	13-Dec-17	\$2,700,000	Small multifamily	3	2,640	\$1,023	No
39 A Irving Pl	26-Oct-17	\$2,565,000	Small multifamily	3	2,720	\$943	No
111 6 Ave	29-Dec-17	\$2,450,000	Small multifamily	3	3,360	\$729	No
268 St James Pl	14-Dec-17	\$2,437,500	Small multifamily	3	2,130	\$1,144	No
245 12 St	15-Dec-17	\$2,400,000	Small multifamily	3	2,808	\$855	No
50 3 St	27-Nov-17	\$2,340,000	Small multifamily	3	2,160	\$1,083	No
315 6 St	7-Nov-17	\$2,225,000	Small multifamily	3	2,772	\$803	No
425 12 St	31-Oct-17	\$2,200,000	Small multifamily	3	2,016	\$1,091	No
144 Summit St	12-Oct-17	\$2,200,000	Small multifamily	4	2,120	\$1,038	No
268 7 St	26-Oct-17	\$2,190,000	Small multifamily	3	2,709	\$808	No
418 4 Ave	7-Dec-17	\$2,178,000	Small multifamily	3	2,322	\$938	No
285 7 St	15-Nov-17	\$2,125,000	Small multifamily	3	2,484	\$855	No
580 6 Ave	8-Dec-17	\$2,100,000	Small multifamily	4	3,384	\$621	No
230 Greene Ave	30-Oct-17	\$2,100,000	Small multifamily	3	2,856	\$735	No
80 Pioneer St	19-Oct-17	\$2,075,000	Small multifamily	3	3,299	\$629	No
413 11 St	28-Nov-17	\$2,050,000	Small multifamily	3	2,736	\$749	No
179 Wyckoff St	17-Oct-17	\$2,050,000	Small multifamily	3	2,700	\$759	No
162 Washington Ave	5-Dec-17	\$2,000,000	Small multifamily	4	3,784	\$529	No
459 7 Ave	19-Oct-17	\$1,750,000	Small multifamily	3	2,400	\$729	No
155 W 9 St	25-Oct-17	\$1,650,000	Small multifamily	3	2,040	\$809	No
406 Court St	22-Dec-17	\$1,500,000	Small multifamily	4	5,047	\$297	No
95 1 Pl	11-Oct-17	\$1,490,000	Small multifamily	4	4,377	\$340	No
48 Pierrepont St	21-Nov-17	\$1,442,350	Medium multifamily	10	7,020	\$205	No
291 Nevins St	4-Oct-17	\$1,300,000	Small multifamily	3	2,400	\$542	No



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Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
265 Prospect Pl	14-Dec-17	\$470,000	Small multifamily	4	5,248	\$90	No
25 Prospect Park W	25-Oct-17	\$449,168	Small multifamily	3	5,424	\$83	No
107 President St	20-Oct-17	\$337,240	Small multifamily	3	2,880	\$117	No



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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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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
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