

SOUTHWESTERN BROOKLYN

A quarterly analysis of multifamily sales
in Southwestern Brooklyn, Brooklyn

4th Quarter 2018



The RATNER Team Market Report

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Multifamily Market Report, 4th Quarter 2018

Southwestern Brooklyn, Brooklyn

SUMMARY

SALES VOLUME

\$167.1M

22% YoY

NO. OF TRANSACTIONS

71

-7% YoY

AVERAGE PRICE/UNIT

\$296K

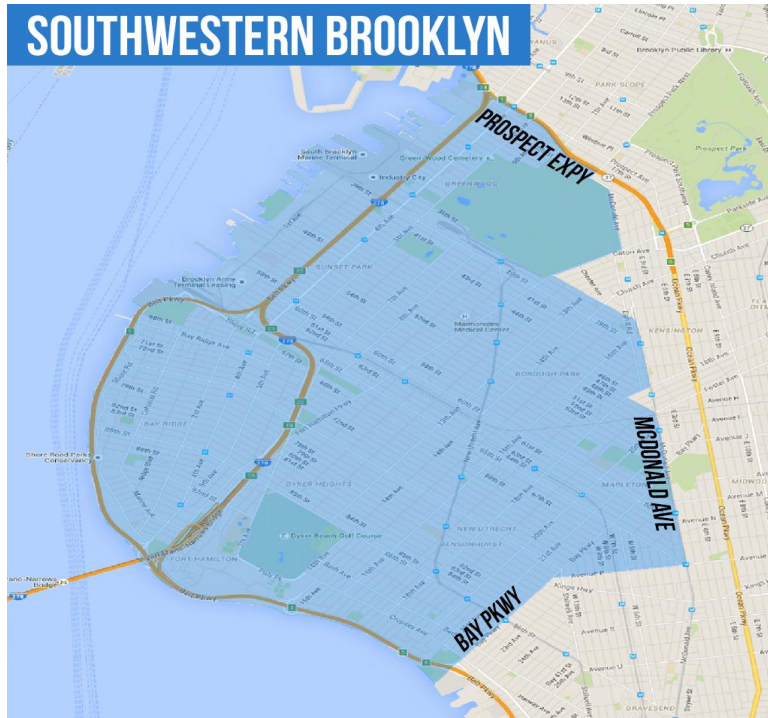
-18% YoY

AVERAGE PRICE/SQ.FT.

\$337

-14% YoY

NEIGHBORHOOD BOUNDARIES

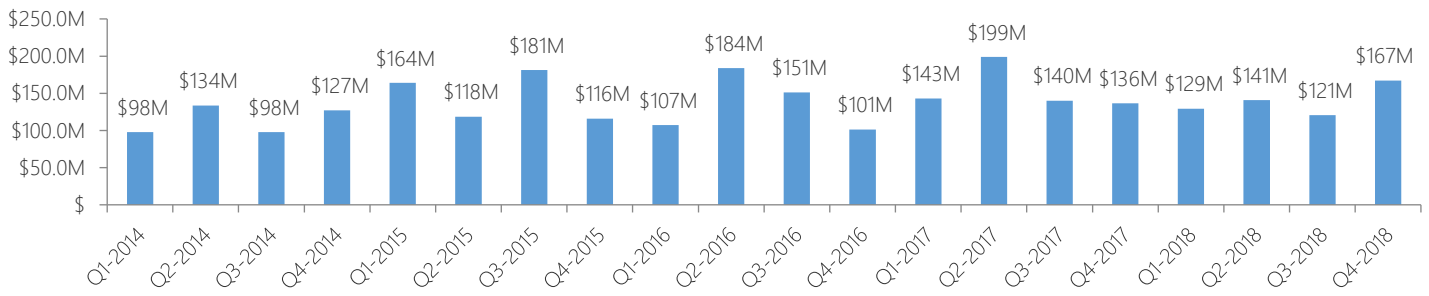


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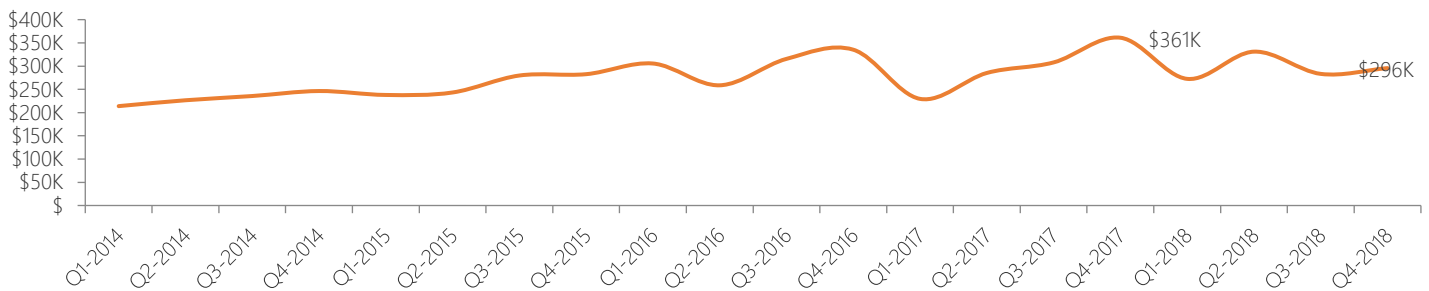
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MULTIFAMILY STATS

Sales Volume

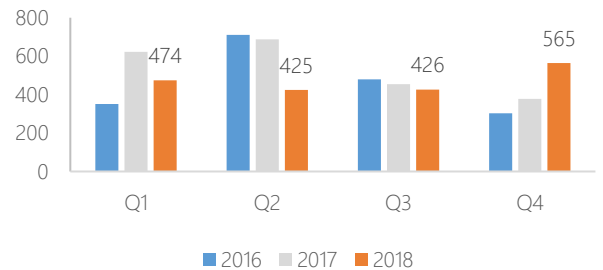


Average Sale Price per Unit



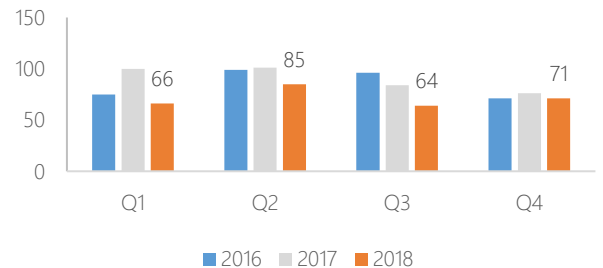
Number of Units Sold

Quarter	2016	2017	2018
Q1	351	622	474
Q2	710	688	425
Q3	479	455	426
Q4	302	378	565



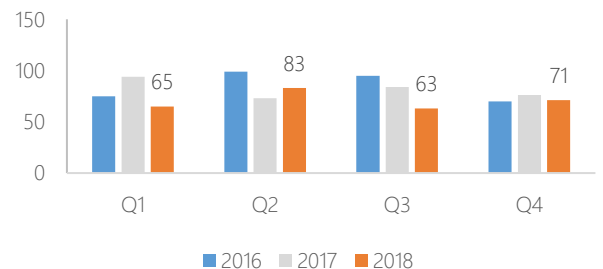
Number of Buildings Sold

Quarter	2016	2017	2018
Q1	75	100	66
Q2	99	101	85
Q3	96	84	64
Q4	71	76	71

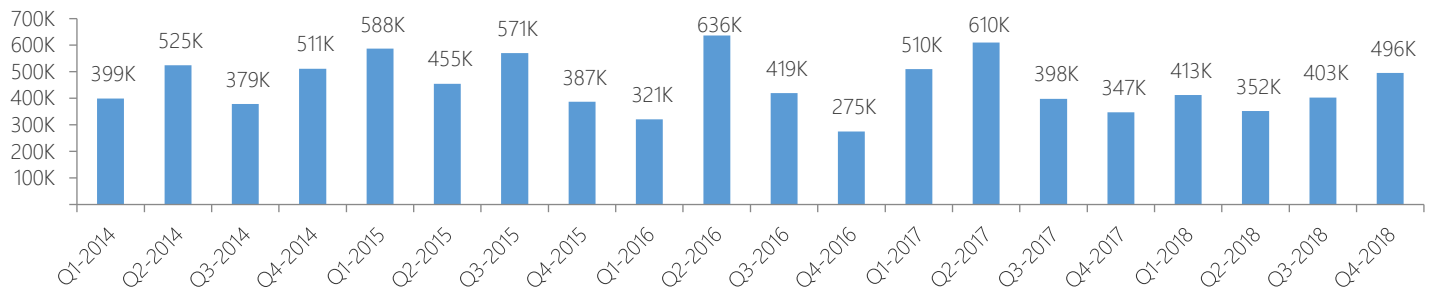


Number of Transactions

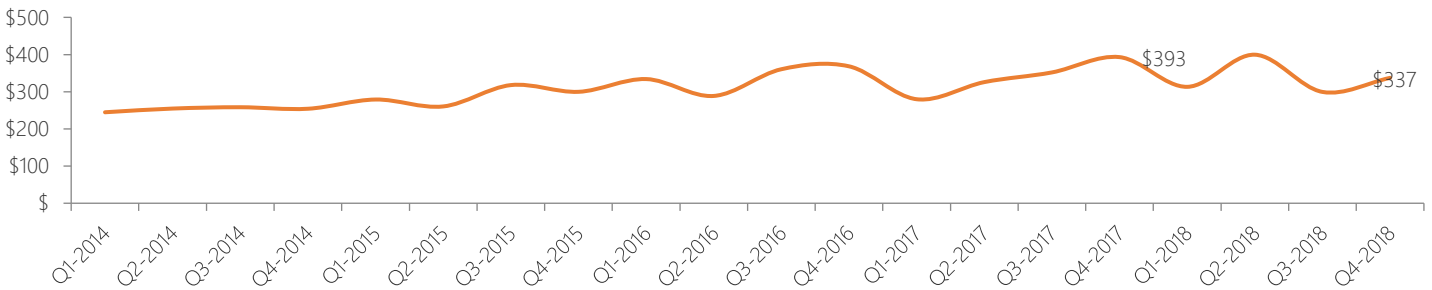
Quarter	2016	2017	2018
Q1	75	94	65
Q2	99	73	83
Q3	95	84	63
Q4	70	76	71



Total Sq. Ft.



Average Sale Price per Square Foot

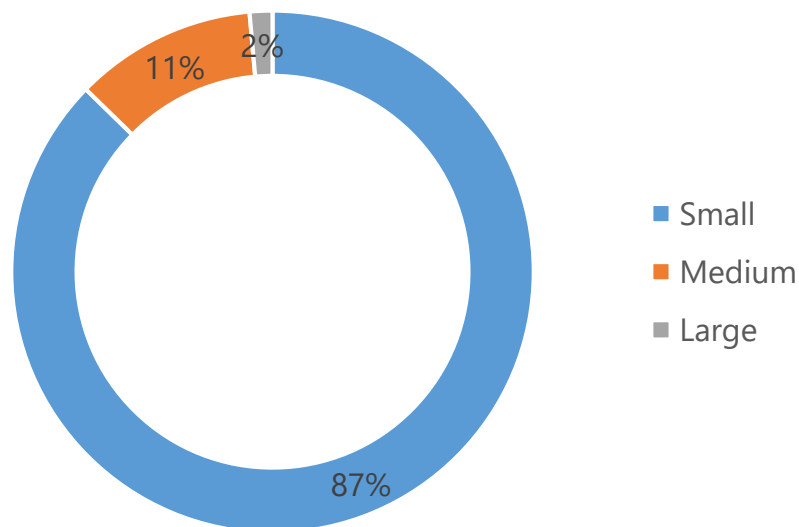


MULTIFAMILY SIZE

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	\$376,528	3%	\$426	1%	\$93,002,472	62	62	247
Medium	\$220,902	-36%	\$268	-12%	\$56,109,000	8	8	254
Large	\$281,109	-	\$266	-	\$17,991,000	1	1	64

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
864 49th St	29-Nov-18	\$17,991,000	Large multifamily	64	67,600	\$266	No
1016 50th St	29-Nov-18	\$10,752,000	Medium multifamily	43	40,400	\$266	No
914 47th St	29-Nov-18	\$9,475,000	Medium multifamily	40	35,600	\$266	No
5001 Tenth Ave	29-Nov-18	\$8,623,000	Medium multifamily	46	32,400	\$266	No
902 47th St	29-Nov-18	\$8,048,000	Medium multifamily	42	30,240	\$266	No
926 47th St	29-Nov-18	\$6,020,000	Medium multifamily	27	22,620	\$266	No
2073 78th St	4-Dec-18	\$6,000,000	Medium multifamily	24	19,600	\$306	No
983 46th St	29-Nov-18	\$4,791,000	Medium multifamily	20	18,000	\$266	No
1800 Bath Ave	3-Dec-18	\$3,550,000	Small multifamily	5	8,778	\$404	No
815 59th St	16-Oct-18	\$3,500,000	Small multifamily	5	4,000	\$875	No
5511 Seventh Ave	26-Oct-18	\$3,100,000	Small multifamily	6	5,040	\$615	No
300 20th St	18-Dec-18	\$2,650,000	Small multifamily	4	6,468	\$410	No
8025 Fifth Ave	7-Nov-18	\$2,600,000	Small multifamily	8	6,636	\$392	No
1005 46th St	29-Nov-18	\$2,400,000	Medium multifamily	12	10,800	\$222	No
333 18th St	5-Oct-18	\$2,355,000	Small multifamily	6	3,750	\$628	No
2117 77th St	29-Oct-18	\$2,300,000	Small multifamily	5	5,441	\$423	No
1454 47th St	12-Oct-18	\$2,300,000	Small multifamily	3	3,600	\$639	No
1430 56th St	8-Nov-18	\$2,260,000	Small multifamily	3	4,300	\$526	No
6720 14th Ave	9-Oct-18	\$2,000,000	Small multifamily	9	5,520	\$362	No
1852 Bay Ridge Pkwy	9-Nov-18	\$1,968,000	Small multifamily	4	3,156	\$624	No
736 Fourth Ave	8-Nov-18	\$1,900,000	Small multifamily	4	3,800	\$500	No
2138 71st St	5-Nov-18	\$1,850,000	Small multifamily	3	3,144	\$588	No
530 56th St	9-Oct-18	\$1,760,000	Small multifamily	3	3,012	\$584	No
2225 60th St	17-Dec-18	\$1,760,000	Small multifamily	4	3,280	\$537	No
1771 76th St	19-Nov-18	\$1,750,000	Small multifamily	4	3,280	\$534	No
205 27th St	19-Dec-18	\$1,700,000	Small multifamily	3	3,192	\$533	No
71 Bay 22 St	30-Nov-18	\$1,700,000	Small multifamily	4	3,344	\$508	No
1338 67th St	25-Oct-18	\$1,650,000	Small multifamily	4	3,198	\$516	No
5914 23rd Ave	28-Oct-18	\$1,650,000	Small multifamily	6	4,977	\$332	No
1169 51st St	15-Oct-18	\$1,630,500	Small multifamily	3	2,188	\$745	No
2029 74th St	4-Dec-18	\$1,590,000	Small multifamily	3	2,640	\$602	No
260 76th St	2-Oct-18	\$1,560,000	Small multifamily	3	3,333	\$468	No
1831 55th St	23-Oct-18	\$1,552,000	Small multifamily	3	2,480	\$626	No
214 Bay 20 St	21-Nov-18	\$1,524,000	Small multifamily	3	2,640	\$577	No
459 51st St	13-Dec-18	\$1,500,000	Small multifamily	4	2,781	\$539	No
455 59th St	2-Nov-18	\$1,480,000	Small multifamily	3	2,700	\$548	No
245 67th St	15-Oct-18	\$1,475,000	Small multifamily	3	1,890	\$780	No
1251 Tabor Ct	9-Oct-18	\$1,450,000	Small multifamily	3	3,240	\$448	No
1138 71st St	30-Oct-18	\$1,444,000	Small multifamily	3	3,480	\$415	No
8689 15th Ave	5-Dec-18	\$1,400,000	Small multifamily	4	2,160	\$648	No
642 46th St	30-Oct-18	\$1,380,000	Small multifamily	6	3,750	\$368	No
927 46th St	1-Nov-18	\$1,350,000	Small multifamily	3	2,680	\$504	No
5221 Twelfth Ave	5-Nov-18	\$1,325,000	Small multifamily	3	3,288	\$403	No
1262 59th St	27-Nov-18	\$1,315,000	Small multifamily	3	2,880	\$457	No
1448 62nd St	1-Nov-18	\$1,300,000	Small multifamily	3	3,696	\$352	No
556 57th St	6-Nov-18	\$1,300,000	Small multifamily	3	3,320	\$392	No
6717 Sixth Ave	17-Dec-18	\$1,300,000	Small multifamily	3	2,232	\$582	No
661 47th St	4-Oct-18	\$1,290,000	Small multifamily	6	3,528	\$366	No
7223 Tenth Ave	19-Oct-18	\$1,245,000	Small multifamily	3	3,000	\$415	No
537 40th St	13-Nov-18	\$1,230,000	Small multifamily	3	3,000	\$410	No



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Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
358 55th St	21-Nov-18	\$1,200,000	Small multifamily	3	3,108	\$386	No
2182 59th St	1-Oct-18	\$1,200,000	Small multifamily	3	3,040	\$395	No
1914 72nd St	7-Nov-18	\$1,200,000	Small multifamily	3	2,216	\$542	No
7107 Narrows Ave	30-Nov-18	\$1,200,000	Small multifamily	4	2,959	\$406	No
1054 40th St	21-Dec-18	\$1,100,000	Small multifamily	3	2,034	\$541	No
5622 17th Ave	23-Oct-18	\$1,100,000	Small multifamily	3	3,036	\$362	No
1368 58th St	22-Oct-18	\$999,000	Small multifamily	3	2,475	\$404	No
713 39th St	7-Nov-18	\$995,000	Small multifamily	4	2,350	\$423	No
1416 55th St	9-Nov-18	\$985,000	Small multifamily	3	6,236	\$158	No
8700 21st Ave	7-Nov-18	\$980,000	Small multifamily	3	3,300	\$297	No
191 Bay 23 St	16-Nov-18	\$950,000	Small multifamily	3	2,600	\$365	No
223 24th St	27-Dec-18	\$925,000	Small multifamily	6	4,125	\$224	No
4402 Tenth Ave	19-Dec-18	\$900,000	Small multifamily	6	5,814	\$155	No
428 50th St	20-Nov-18	\$900,000	Small multifamily	4	3,012	\$299	No
424 39th St	25-Oct-18	\$825,000	Small multifamily	6	3,684	\$224	No
1048 64th St	8-Oct-18	\$760,000	Small multifamily	3	2,520	\$302	No
1018 38th St	27-Nov-18	\$710,510	Small multifamily	7	3,108	\$229	No
4919 Sixth Ave	3-Oct-18	\$675,000	Small multifamily	3	2,808	\$240	No
1527 73rd St	6-Dec-18	\$650,000	Small multifamily	3	2,533	\$257	No
363 63rd St	9-Oct-18	\$500,000	Small multifamily	6	5,229	\$96	No
6702 21st Ave	13-Dec-18	\$304,462	Small multifamily	4	3,280	\$93	No



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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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