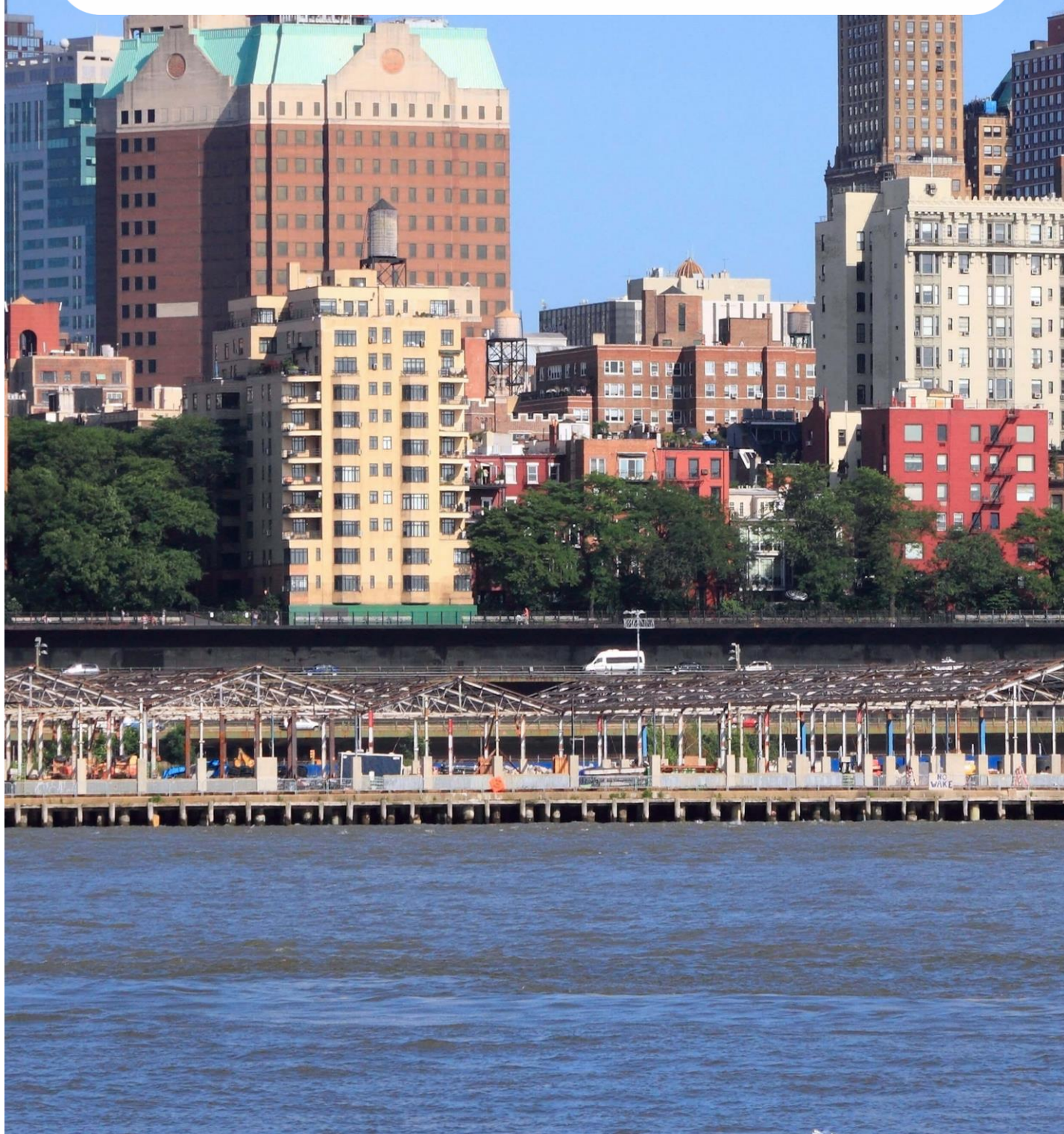


SOUTHWESTERN BROOKLYN

A quarterly analysis of multifamily sales
in Southwestern Brooklyn, Brooklyn

2nd Quarter 2017



The RATNER Team Market Report

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Multifamily Market Report, 2nd Quarter 2017

Southwestern Brooklyn, Brooklyn

SUMMARY

SALES VOLUME

\$196.3M

5% YoY

NO. OF TRANSACTIONS

71

-30% YoY

AVERAGE PRICE/UNIT

\$297K

14% YoY

AVERAGE PRICE/SQ.FT.

\$335

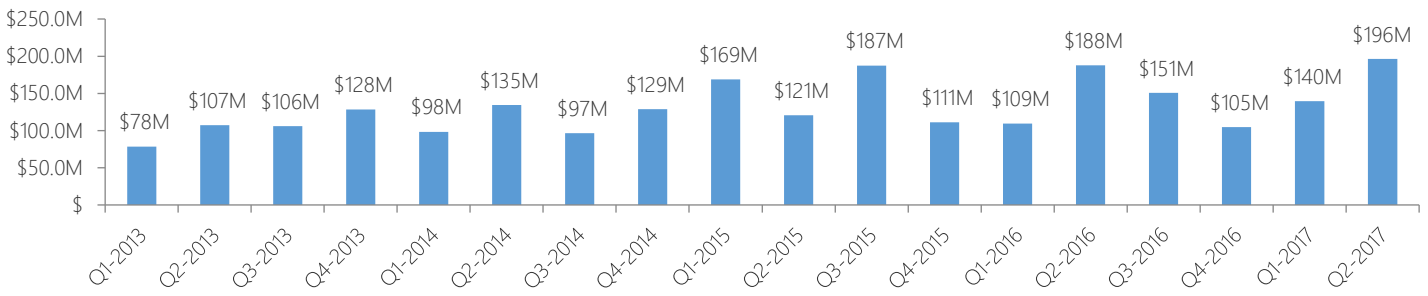
11% YoY

NEIGHBORHOOD BOUNDARIES

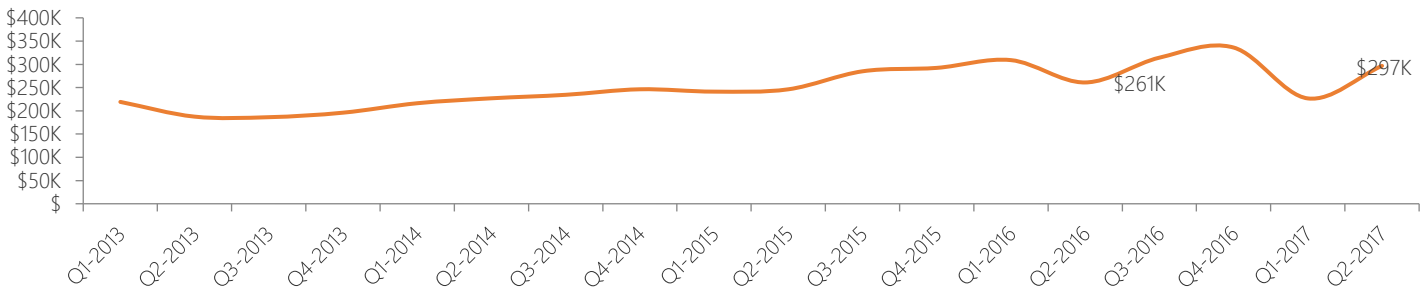


MULTIFAMILY STATS

Sales Volume

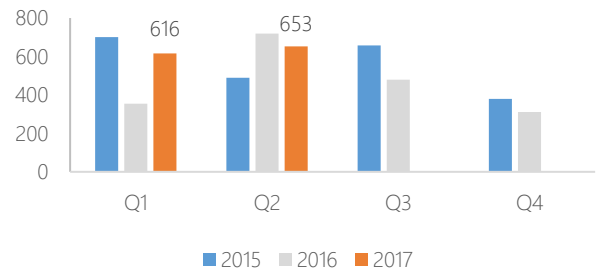


Average Sale Price per Unit



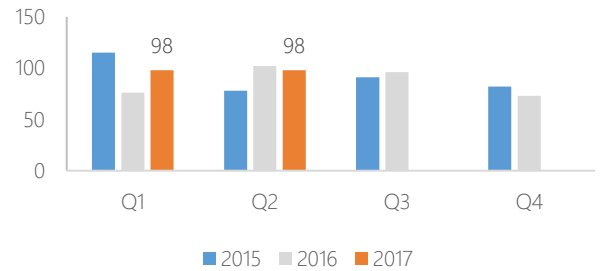
Number of Units Sold

Quarter	2015	2016	2017
Q1	700	354	616
Q2	490	719	653
Q3	657	479	
Q4	380	311	



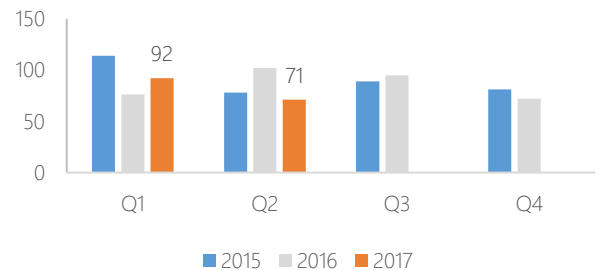
Number of Buildings Sold

Quarter	2015	2016	2017
Q1	115	76	98
Q2	78	102	98
Q3	91	96	
Q4	82	73	

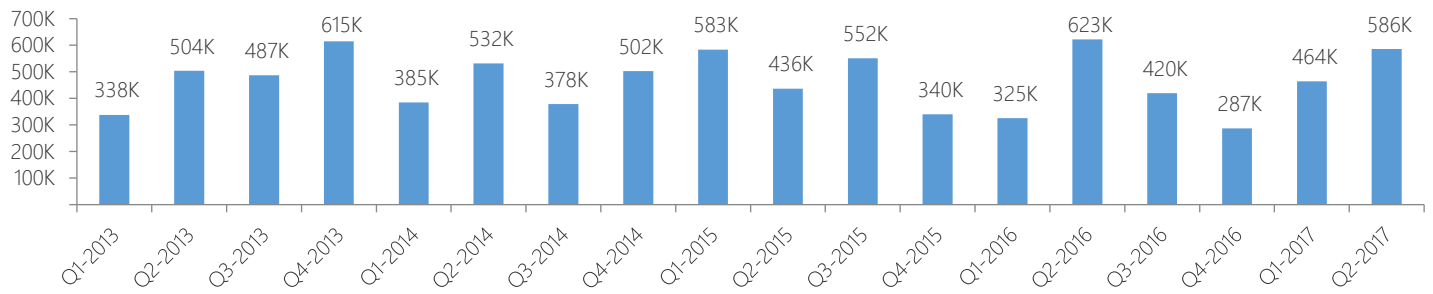


Number of Transactions

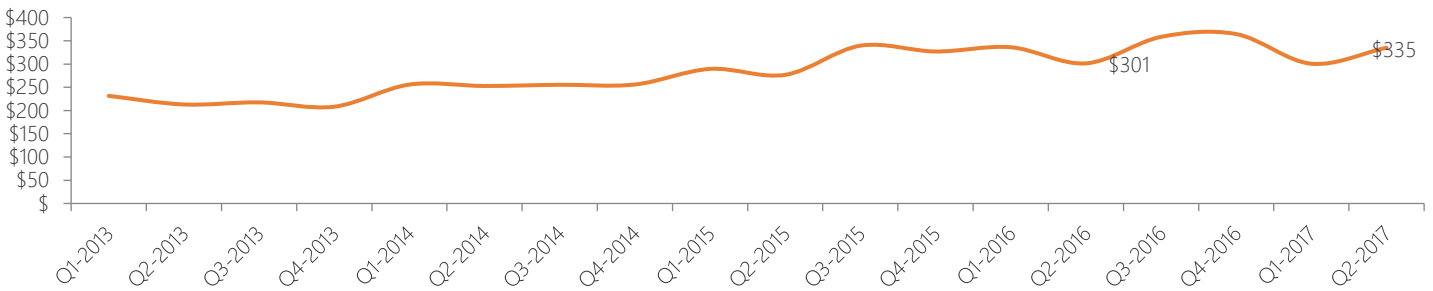
Quarter	2015	2016	2017
Q1	114	76	92
Q2	78	102	71
Q3	89	95	
Q4	81	72	



Total Sq. Ft.



Average Sale Price per Square Foot

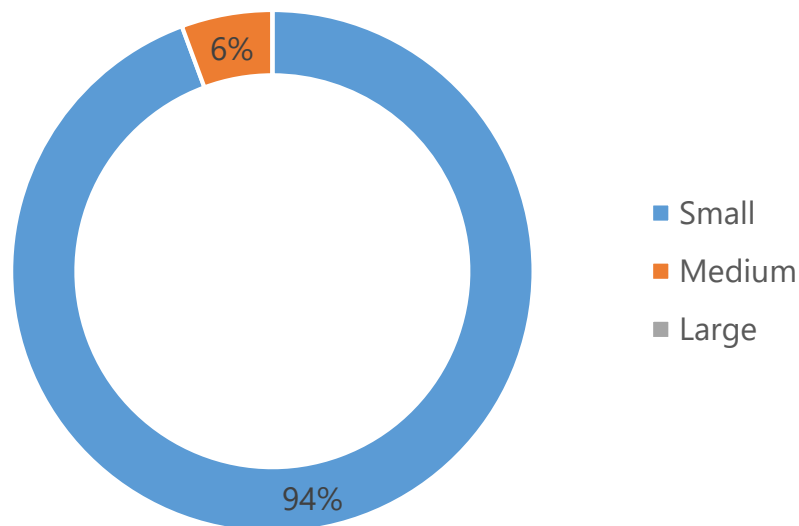


MULTIFAMILY SIZE

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	\$376,694	26%	\$418	26%	\$96,296,833	67	66	249
Medium	\$247,525	15%	\$281	1%	\$100,000,000	4	31	404
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
4702-4704 4 Ave	13-Jun-17	\$45,839,605	Small multifamily	8	8,264	\$271	Yes
448 51 St	13-Jun-17	\$45,839,605	Small multifamily	8	6,928	\$271	Yes
5213 6 Ave	13-Jun-17	\$45,839,605	Small multifamily	6	5,100	\$271	Yes
5211 6 Ave	13-Jun-17	\$45,839,605	Small multifamily	6	5,100	\$271	Yes
5209 6 Ave	13-Jun-17	\$45,839,605	Small multifamily	6	5,100	\$271	Yes
5207 6 Ave	13-Jun-17	\$45,839,605	Small multifamily	6	5,100	\$271	Yes
5205 6 Ave	13-Jun-17	\$45,839,605	Small multifamily	6	5,100	\$271	Yes
5203 6 Ave	13-Jun-17	\$45,839,605	Small multifamily	6	5,100	\$271	Yes
5319-5323 6 Ave	13-Jun-17	\$45,839,605	Medium multifamily	16	10,460	\$271	Yes
5301-5311 6 Ave	13-Jun-17	\$45,839,605	Medium multifamily	38	35,563	\$271	Yes
224 54 St	13-Jun-17	\$45,839,605	Medium multifamily	18	10,800	\$271	Yes
364-370 55 St	13-Jun-17	\$45,839,605	Small multifamily	9	10,140	\$271	Yes
5500 4 Ave	13-Jun-17	\$45,839,605	Small multifamily	9	10,140	\$271	Yes
565 56 St	13-Jun-17	\$45,839,605	Small multifamily	6	5,022	\$271	Yes
5609 4 Ave	13-Jun-17	\$45,839,605	Small multifamily	6	5,184	\$271	Yes
523 51 St	13-Jun-17	\$45,839,605	Small multifamily	8	8,268	\$271	Yes
5302-5310 6 Ave	13-Jun-17	\$45,839,605	Medium multifamily	25	27,648	\$271	Yes
517 49 St	13-Jun-17	\$36,279,474	Small multifamily	8	6,960	\$305	Yes
441-445 49 St	13-Jun-17	\$36,279,474	Medium multifamily	16	11,200	\$305	Yes
549 49 St	13-Jun-17	\$36,279,474	Small multifamily	8	6,348	\$305	Yes
438 49 St	13-Jun-17	\$36,279,474	Medium multifamily	32	26,540	\$305	Yes
4902 6 Ave	13-Jun-17	\$36,279,474	Small multifamily	8	7,302	\$305	Yes
4906 6 Ave	13-Jun-17	\$36,279,474	Medium multifamily	12	11,480	\$305	Yes
4920 6 Ave	13-Jun-17	\$36,279,474	Medium multifamily	16	11,480	\$305	Yes
323 43 St	13-Jun-17	\$36,279,474	Medium multifamily	24	21,000	\$305	Yes
334 53 St	13-Jun-17	\$36,279,474	Medium multifamily	12	9,180	\$305	Yes
4922 6 Ave	13-Jun-17	\$36,279,474	Small multifamily	8	7,342	\$305	Yes
5314-5324 6 Ave	13-Jun-17	\$11,030,921	Medium multifamily	45	45,800	\$241	No
213 55 St	13-Jun-17	\$6,850,000	Small multifamily	6	3,900	\$310	Yes
558 50 St	13-Jun-17	\$6,850,000	Medium multifamily	16	14,296	\$310	Yes
217 55 St	13-Jun-17	\$6,850,000	Small multifamily	6	3,900	\$310	Yes
337 44 St	21-Apr-17	\$2,775,000	Small multifamily	9	6,740	\$412	No
9419 5 Ave	5-May-17	\$2,500,000	Small multifamily	1	2,950	\$847	No
8721 19 Ave	16-May-17	\$2,375,000	Small multifamily	5	6,170	\$385	Yes
5805 5 Ave	10-Apr-17	\$2,370,000	Small multifamily	4	6,707	\$353	No
5610 9 Ave	21-Apr-17	\$2,320,000	Small multifamily	6	4,800	\$483	No
3901 7 Ave	1-May-17	\$2,300,000	Small multifamily	6	3,922	\$586	No
1453 47 St	7-Jun-17	\$2,300,000	Small multifamily	3	4,225	\$544	No
1317 52 St	12-May-17	\$2,100,000	Small multifamily	3	5,655	\$371	No
1128 59 St	7-Apr-17	\$2,100,000	Small multifamily	4	3,680	\$571	No
6524 11 Ave	27-Jun-17	\$1,900,000	Small multifamily	5	4,320	\$440	No
325 A 21 St	26-Apr-17	\$1,900,000	Small multifamily	3	1,288	\$1,475	No
218 21 St	23-May-17	\$1,850,000	Small multifamily	6	3,750	\$493	No
38 92 St	14-Jun-17	\$1,825,000	Small multifamily	3	3,400	\$537	No
137 21 St	8-May-17	\$1,770,000	Small multifamily	6	3,420	\$518	No
1755 76 St	15-Jun-17	\$1,750,000	Small multifamily	4	3,120	\$561	No
1358 49 St	4-Apr-17	\$1,720,000	Small multifamily	3	5,184	\$332	No
1173 68 St	29-Jun-17	\$1,680,000	Small multifamily	3	3,448	\$487	No
6706-6710 20 Ave	21-Jun-17	\$1,680,000	Small multifamily	3	3,465	\$485	No
1638 76 St	30-May-17	\$1,660,000	Small multifamily	3	3,600	\$461	No



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Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
1420 71 St	20-Jun-17	\$1,650,000	Small multifamily	3	3,674	\$449	No
1768 56 St	19-May-17	\$1,650,000	Small multifamily	3	2,320	\$711	No
2106 81 St	4-May-17	\$1,650,000	Small multifamily	3	3,040	\$543	No
1937 72 St	3-Apr-17	\$1,638,000	Small multifamily	3	2,200	\$745	No
355 58 St	26-Apr-17	\$1,600,000	Small multifamily	8	6,916	\$231	No
4202 13 Ave	1-May-17	\$1,600,000	Small multifamily	5	4,320	\$370	No
1523 73 St	12-Jun-17	\$1,560,000	Small multifamily	3	3,085	\$506	No
1759 73 St	28-Apr-17	\$1,550,000	Small multifamily	4	3,250	\$477	No
2072 62 St	25-May-17	\$1,550,000	Small multifamily	3	3,007	\$515	No
1839 84 St	12-Apr-17	\$1,500,000	Small multifamily	3	3,430	\$437	No
2114 83 St	12-Jun-17	\$1,495,000	Small multifamily	3	3,307	\$452	No
1825 60 St	21-Jun-17	\$1,490,000	Small multifamily	3	2,475	\$602	No
1350 42 St	8-Jun-17	\$1,469,000	Small multifamily	3	2,040	\$720	No
1515 77 St	26-Apr-17	\$1,460,000	Small multifamily	3	2,604	\$561	No
315 82 St	26-Jun-17	\$1,421,175	Small multifamily	6	5,475	\$260	No
1174 71 St	26-May-17	\$1,400,000	Small multifamily	3	3,480	\$402	No
1448 62 St	5-Apr-17	\$1,398,000	Small multifamily	3	3,696	\$378	No
465 59 St	27-Jun-17	\$1,375,000	Small multifamily	3	2,700	\$509	No
1338 72 St	5-May-17	\$1,350,000	Small multifamily	3	2,800	\$482	No
4718 Ft Hamilton Pkwy	1-May-17	\$1,325,000	Small multifamily	3	3,240	\$409	No
6631 Duryea Ct	17-Apr-17	\$1,320,000	Small multifamily	3	3,540	\$373	No
8012 14 Ave	16-Jun-17	\$1,320,000	Small multifamily	4	2,870	\$460	No
1464 66 St	7-Apr-17	\$1,300,000	Small multifamily	6	3,300	\$394	No
563 53 St	12-Jun-17	\$1,300,000	Small multifamily	3	3,180	\$409	No
7914 14 Ave	15-Jun-17	\$1,300,000	Small multifamily	4	2,870	\$453	No
922 40 St	22-Jun-17	\$1,300,000	Small multifamily	4	2,600	\$500	No
413 Bay Ridge Ave	19-Jun-17	\$1,300,000	Small multifamily	5	4,500	\$289	No
8630 Bay Pkwy	26-May-17	\$1,288,000	Small multifamily	3	3,078	\$418	No
1930 Bay Ridge Ave	19-Jun-17	\$1,230,000	Small multifamily	3	2,254	\$546	No
682 6 Ave	8-May-17	\$1,225,000	Small multifamily	3	2,148	\$570	No
8877 15 Ave	23-Jun-17	\$1,218,000	Small multifamily	3	3,162	\$385	No
1513 62 St	16-Jun-17	\$1,180,000	Small multifamily	4	2,800	\$421	No
199 29 St	8-May-17	\$1,150,000	Small multifamily	3	2,257	\$510	No
5907 17 Ave	16-May-17	\$1,150,000	Small multifamily	3	2,802	\$410	No
1423 45 St	19-Jun-17	\$1,100,000	Small multifamily	3	2,080	\$529	No
441 55 St	16-May-17	\$995,000	Small multifamily	3	2,280	\$436	No
1058 53 St	14-Jun-17	\$995,000	Small multifamily	3	3,120	\$319	No
1358 83 St	27-Jun-17	\$995,000	Small multifamily	3	3,744	\$266	No
765 40 St	13-Apr-17	\$900,000	Small multifamily	4	3,280	\$274	No
1574 83 St	26-Apr-17	\$900,000	Small multifamily	3	1,800	\$500	No
2120 62 St	10-May-17	\$840,000	Small multifamily	3	2,560	\$328	No
111 Bay 7 St	8-Apr-17	\$600,000	Small multifamily	3	3,240	\$185	No
1544 W 8 St	12-Apr-17	\$600,000	Small multifamily	4	3,600	\$167	No
413 47 St	20-Apr-17	\$480,000	Small multifamily	4	3,536	\$136	No
1646 74 St	25-Apr-17	\$463,108	Small multifamily	4	3,280	\$141	No
1531 74 St	24-May-17	\$364,770	Small multifamily	3	4,332	\$84	No
1171 39 St	19-Jun-17	\$308,359	Small multifamily	5	3,240	\$95	No
4211 17 Ave	9-Jun-17	\$168,421	Small multifamily	3	1,932	\$87	No



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THE RATNER TEAM



David Ratner

Investment Sales
Retail Leasing
Residential Sales & Rentals



Nate Pfaff

Residential Sales &
Rental Specialist



Sandra Levykh

Residential Sales &
Rental Specialist



John D. "Dan" Connolly

Residential &
Commercial Sales



Jessie Torres

NYC Condo, Co-op &
New Development Expert





David Ratner

Investment Sales
Retail Leasing Residential
Sales & Rentals

Record setting commercial real estate investment specialist with over 16 years in sales, marketing & brand development

Ever since getting into NY real estate full time I've been able to set new records for the clients I've worked with, and the NYC brokerage firms I've worked for. That's not meant to brag, but an honor I've received and been given by the great people I've had the opportunity to add value to.

Today I am honored to be working the world's best established and most respected brand in the high end real estate space – Warren Lewis Sotheby's International Realty.

After falling in love with NYC, and Brooklyn in particular, I was compelled to participate in its property industry, the preservation of its historic places and culture, and helping to carefully curate its future through stylish, amazing, and beneficial new developments.

Whether it is fabulous makeovers of luxurious Brownstones, planning and unleashing the potential of world class new condominium buildings, or revitalizing commercial and mixed use developments on the edge of Brooklyn and Manhattan's trend setting frontiers you'll be hard pressed to find someone as passionate, connected, and capable to help.

I offer multilingual assistance in English, Hebrew, and Russian, and when I'm not in the office or on a development site you might catch me recharging at and exploring NYC's best restaurants, martial arts studios, or parks with my wife and Golden Retriever, Dean.

I come from a strong financial planning background, so bring an adeptness to the numbers and appreciation of confidentiality to the table that many others in this business simply don't seem to offer.

The bottom line is that I am **the NYC real estate guy** to best help with your questions and commercial real estate and investment property needs. **I am YOUR real estate guy in NYC!**

Awards and Recognitions:

"Deal of the Year Award Winner 2016"

"Top 40 Stars Under 40 Award Winner 2017"



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John D. "Dan" Connolly

Residential &
Commercial Sales

John D. "Dan" Connolly approaches real estate in a holistic way. Dan's background in becoming a real estate salesperson was a natural progression. He was a mortgage loan officer for five years, he understands what the worth of a house is, because he is a residential assistant appraiser.

He understands how to listen to a person who wants to make their dream home become a reality because he has sat with many people over the years as a financial advisor (a Registered Investment Advisor) helping them achieve their financial goals.

Dan puts those life experiences to good use as he understands the process for purchasing a home from start to finish as a real estate person. Dan started his own networking group, and as such deals with a number of real estate attorneys, who advise him. Dan sees his role as a real estate representative as more than just selling real estate – for him it is about helping each client find their 'dream home' and to help improve the quality of their lives.

His first sale was a VA loan in which he helped Roland, a veteran find his first 'dream' home: "Dan helped us from start to finish and honestly without Dan, it would never have happened".

Dan has worked with the public all his life. Dan was in the Naval reserves for eight years and was honored at MCU Park in 2011 for his time served in the military. Also, Dan has worked with city and state employees for close to twenty years, helping them maximize their pension and now, helping them to find their dream home. Dan hails from Brooklyn and has been a resident of Kensington for twenty years.



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Jessie Torres

NYC Condo, Co-op &
New Development Expert

Setting the benchmark for service & experience in the NYC property market

Whether you know exactly what you want and just need help getting it, or have no idea where to start, I'm here to help!

My experience working with hundreds of NYC real estate buyers, renters, sellers, and developers, including new property representation has given me an incredible appreciation for each individual's, investor's, and families' tastes and needs for their space in NYC.

I am undaunted by challenge. Bring your deal or needs list, even if no one else has been able to help, or has tried so far. I'm confident I can get you the result you need.

My decade plus experience working in the country's top financial institutions prior to being on the frontline of real estate has added to my skills, as well as earning my Masters in Information Sciences; gives me an edge in marketing and property management which gives my clients a huge advantage in the market.

I can serve clients in English, French, and Spanish. And when I'm not out showing property you might find me hosting a dinner party with new cuisines and wines I've found around the world, or visiting your favorite international destinations for a little scuba diving or honing my Latin dance skills.



Delivering happiness one home at a time



Nate Pfaff

Residential Sales &
Rental Specialist

My love for New York City and its people have made working in real estate and helping others secure their perfect space a dream come true.

You can't help fall in love with the New York life, its architecture, history, and culture. Although I've traveled the globe there is really nowhere else I could dream of calling home.

I'm convinced that a well-suited home is one of the pillars of happiness. Of course while NYC is famous for its many varied types of real estate, and is home to some of the most fabulous homes and condos on the planet, finding and securing the right spot amongst all the others looking can be a bit of a challenge. That's where I come in

I'd love to help you become one of the hundreds of individuals and families I've connected with just the right space in NYC.

You'll find working with us a unique experience, where a true professional will actually take the time to get to know your needs and tastes, curate the best short list of properties which match your needs, and provide a pleasant process throughout.

We serve all of NYC's famous boroughs, though particularly specialize in the bubbling borough of Brooklyn which in many ways has overtaken Manhattan as the place to live, work, and play.

Everything I've done previously from teaching history to high schoolers to founding a gourmet food firm, and even becoming a self-proclaimed Mozart aficionado has all led up to empowering to serve my NY real estate clients in incredible ways.



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Sandra Levykh

Residential Sales &
Rental Specialist

New York City explorer and real estate curator

On arriving in Brooklyn I set off on a journey to explore all the best spots in the borough. I'm still on that adventure, and every day it enables me to help someone new to find just their perfect place for them to live in NYC.

There are so many diverse neighborhoods, streets, and buildings, even just in Brooklyn. And while they are all great, there is the ideal fit for each person.

My quest to find the most beautiful parks to read a morning book, hunt down the best cafes, figure out the best homes for catching regular shows and enjoying NY's art scene, has all helped, and means I can help you hone right in on the neighborhood or building which will maximize your life.

Condo, co-op, single family home, rental or purchase, I can streamline your search and make getting a great deal on your next slice of New York real estate far easier than you imagine.

I live and breathe NYC and its never sleeping symphony of culture. I can serve you in both English and Russian. I'm sure you'll find my calm demeanor, but focused energy a powerful perk in your property search. And for those new to the city I'd love to take you on a tour of the best museums, theaters, yoga studios, and performing arts academies.

Awards and Recognitions:

"Rookie of the Year Award Winner 2016"





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1031 Qualified Intermediary	Estate Planing	Interior Designers	Restoration Specialists
Appraisers & Inspectors	Expediters	Ironwork Professionals	Roofers
Architects	Exterminators	Kitchen & Bathroom Specialists	Rubbish Removal Companies
Artist & Artisans	Fences & Gates Specialists	Landscape Design	School Consultants
Attorneys	Fireplaces	Landscapers & Gardeners	Spiritual Experts
Bankers	Floor & Carpet Professionals	Lawn & Sprinklers Experts	Stair Building & Repair Specialists
Cabinets	Furniture	Lighting Experts	Stone & Tile Professionals
Carpenters	Garage & Driveway	Locksmith	Structural Engineers
Chimney & Fireplace Specialists	General Contractors	Mortgage Professionals	Surveyors
Cleaners	Glass & Shower Doors	Moving & Storage Experts	Title Companies
Closet Designers	Handymen	Painters & Plasteres	Wealth Managers
CO Experts	Home Automation Specialists	Plumbing Contractors	Window Professionals
Decks & Patios Specialists	Home Security Installers	Property Compliance	Wine Cellars
Demolition Experts	Home Stagers	Property Managers	Zoning & Land Use Experts
Door Experts	Hvac Professionals	Renewable Energy Specialists	
Electricians	Insurance Agents	Renovation Professionals	

www.RatnerTeamVendors.com



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THE BROOKLYN MADE REAL ESTATE SHOW

From the Ratner Team, this is the Brooklyn Made Real Estate Podcast, a show about Brooklyn real estate and the professionals behind one of the hottest real estate markets in the world.

Brooklyn Made Real Estate is a one-stop shop for anyone interested in New York real estate, getting connected with local experts and learning how to make smarter decisions and leveraging your assets.

Each week our show will feature real estate news and interviews with local professionals that we are eager for you to meet.

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