

SOUTHWESTERN BROOKLYN

A quarterly analysis of multifamily sales
in Southwestern Brooklyn, Brooklyn

3rd Quarter 2018



The RATNER Team Market Report

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Multifamily Market Report, 3rd Quarter 2018

Southwestern Brooklyn, Brooklyn

SUMMARY

SALES VOLUME

\$120.7M

-14% YoY

NO. OF TRANSACTIONS

63

-25% YoY

AVERAGE PRICE/UNIT

\$283K

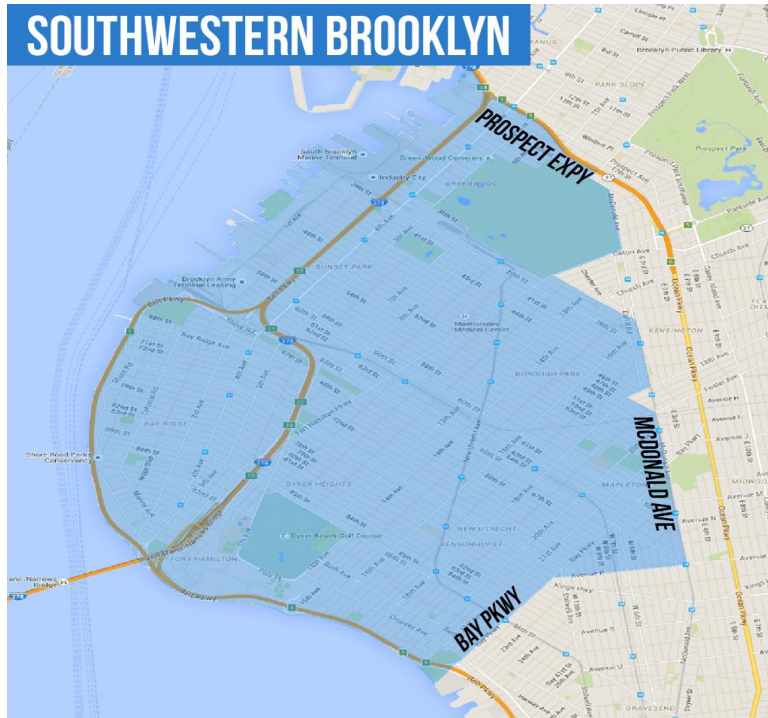
-8% YoY

AVERAGE PRICE/SQ.FT.

\$299

-15% YoY

NEIGHBORHOOD BOUNDARIES

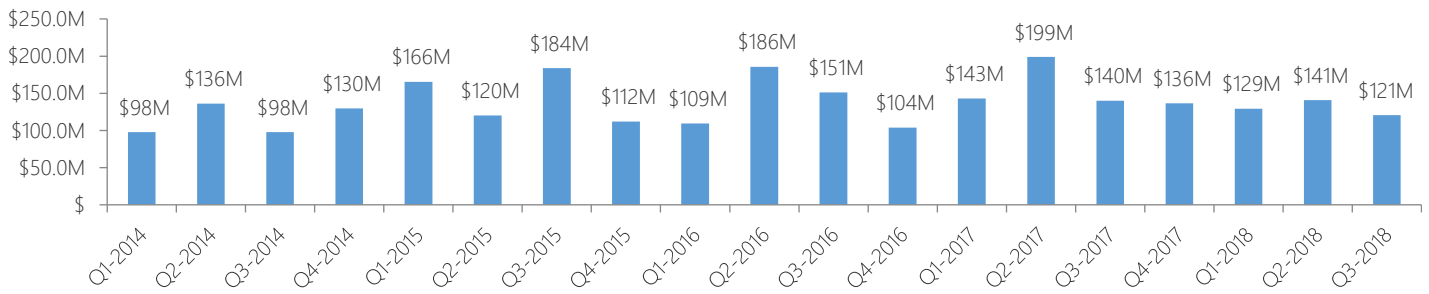


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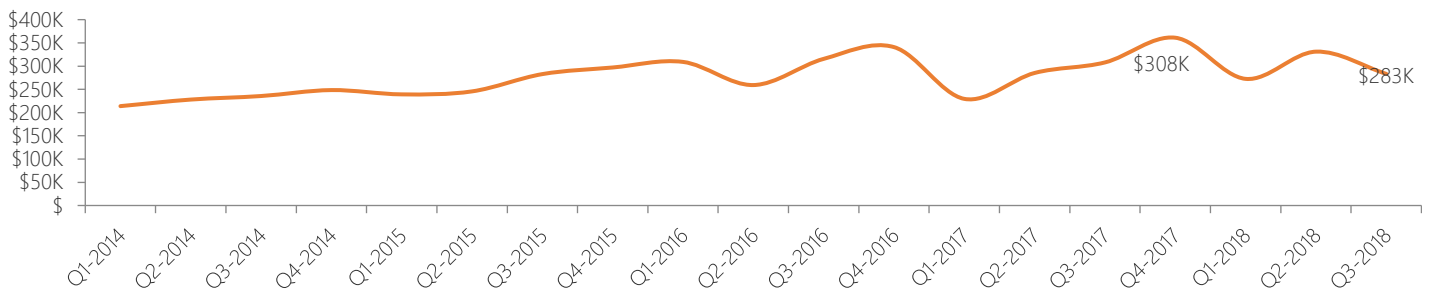
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MULTIFAMILY STATS

Sales Volume



Average Sale Price per Unit



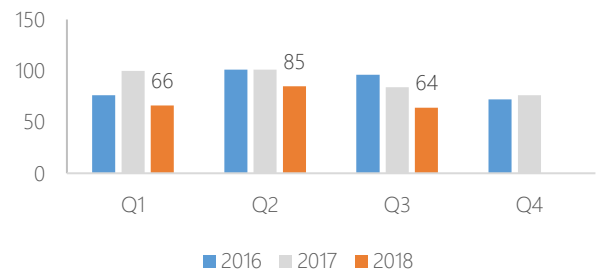
Number of Units Sold

Quarter	2016	2017	2018
Q1	354	622	474
Q2	716	688	425
Q3	479	455	426
Q4	305	378	



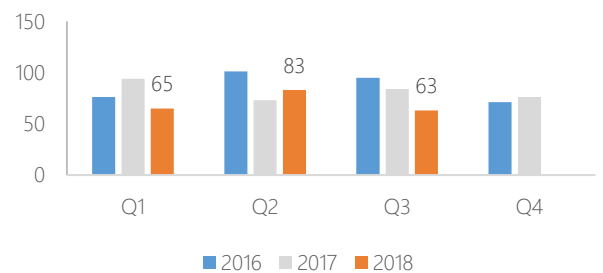
Number of Buildings Sold

Quarter	2016	2017	2018
Q1	76	100	66
Q2	101	101	85
Q3	96	84	64
Q4	72	76	

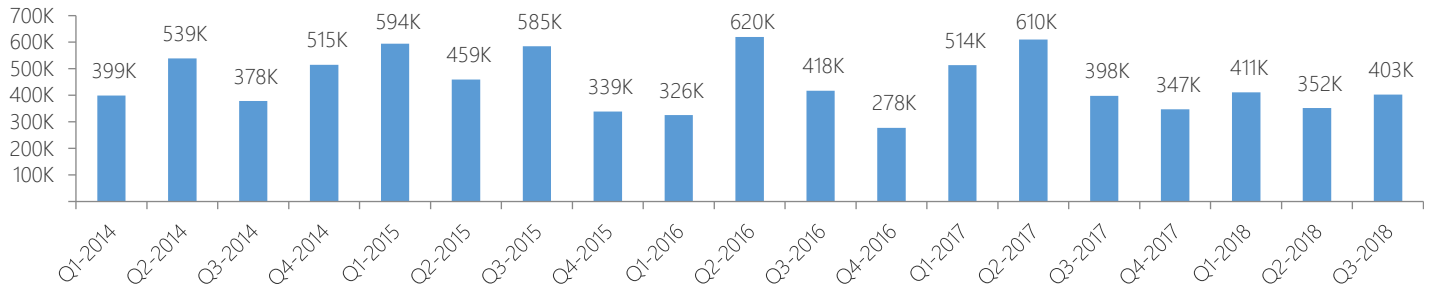


Number of Transactions

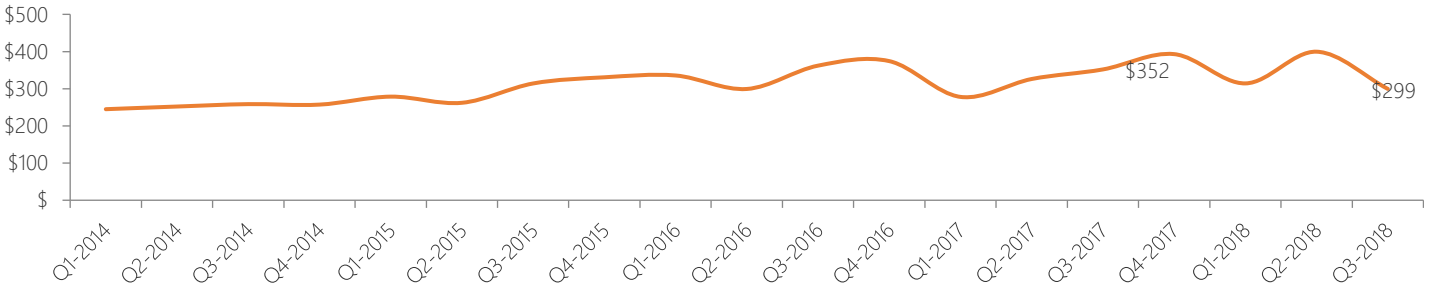
Quarter	2016	2017	2018
Q1	76	94	65
Q2	101	73	83
Q3	95	84	63
Q4	71	76	



Total Sq. Ft.



Average Sale Price per Square Foot

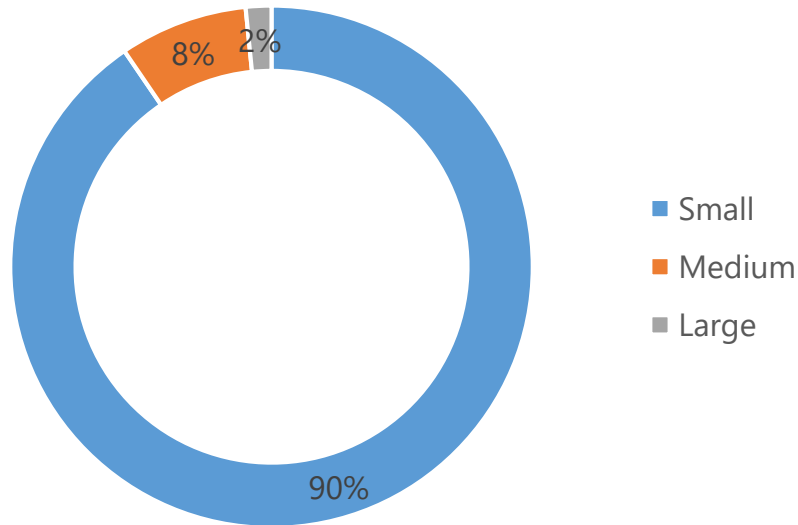


MULTIFAMILY SIZE

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	\$414,372	12%	\$464	16%	\$87,432,437	57	57	211
Medium	\$111,903	-36%	\$116	-49%	\$18,240,251	5	6	163
Large	\$288,462	-	\$260	-	\$15,000,000	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
5520 15th Ave	4-Sep-18	\$15,000,000	Large multifamily	52	57,600	\$260	No
6301 Bay Pkwy	28-Aug-18	\$6,100,000	Medium multifamily	27	19,400	\$314	No
4124 Eighth Ave	9-Jul-18	\$5,200,000	Small multifamily	8	7,892	\$659	No
5416 Fourth Ave	7-Aug-18	\$4,190,201	Medium multifamily	16	16,000	\$127	Yes
5422 Fourth Ave	7-Aug-18	\$4,190,201	Medium multifamily	21	17,057	\$127	Yes
548 52nd St	26-Sep-18	\$4,000,000	Medium multifamily	23	13,260	\$302	No
5222 14th Ave	12-Jul-18	\$2,968,500	Small multifamily	4	3,612	\$822	No
4211 Eighth Ave	26-Sep-18	\$2,610,000	Small multifamily	8	6,616	\$394	No
8721 19th Ave	31-Aug-18	\$2,504,895	Small multifamily	3	4,711	\$532	No
1324 52nd St	3-Jul-18	\$2,500,000	Small multifamily	3	3,688	\$678	No
1246 82nd St	24-Sep-18	\$2,400,000	Small multifamily	3	3,518	\$682	No
1236 46th St	4-Sep-18	\$2,300,000	Small multifamily	3	3,795	\$606	No
7100 Ridge Blvd	24-Aug-18	\$2,282,550	Medium multifamily	41	55,542	\$41	No
529 51st St	18-Sep-18	\$2,185,000	Small multifamily	9	7,140	\$306	No
772 59th St	12-Jul-18	\$2,160,000	Small multifamily	5	5,724	\$377	No
704 Fourth Ave	28-Sep-18	\$2,100,000	Small multifamily	4	3,634	\$578	No
1339 48th St	26-Jul-18	\$2,100,000	Small multifamily	3	2,992	\$702	No
120 Bay 11 St	24-Sep-18	\$2,065,000	Small multifamily	4	2,692	\$767	No
1434 45th St	17-Sep-18	\$1,900,000	Small multifamily	3	2,893	\$657	No
6808 Fourth Ave	30-Jul-18	\$1,880,000	Small multifamily	5	3,210	\$586	No
158 18th St	22-Aug-18	\$1,800,000	Small multifamily	3	2,200	\$818	No
2132 62nd St	15-Aug-18	\$1,715,000	Small multifamily	3	2,560	\$670	No
426 60th St	31-Jul-18	\$1,680,000	Small multifamily	3	2,588	\$649	No
6608 Twelfth Ave	23-Aug-18	\$1,668,000	Small multifamily	3	2,600	\$642	No
1350 54th St	24-Aug-18	\$1,667,500	Medium multifamily	35	35,580	\$47	No
244 93rd St	9-Aug-18	\$1,665,000	Small multifamily	3	2,898	\$575	No
1771 60th St	25-Sep-18	\$1,650,000	Small multifamily	4	3,200	\$516	No
1756 70th St	8-Aug-18	\$1,650,000	Small multifamily	4	3,280	\$503	No
6720 21st Ave	30-Jul-18	\$1,650,000	Small multifamily	4	3,280	\$503	No
1274 85th St	6-Sep-18	\$1,600,000	Small multifamily	4	3,450	\$464	No
1583 W Fifth St	24-Aug-18	\$1,600,000	Small multifamily	4	1,728	\$926	No
1230 46th St	1-Aug-18	\$1,600,000	Small multifamily	3	3,380	\$473	No
6614 Twelfth Ave	25-Jul-18	\$1,550,000	Small multifamily	3	2,600	\$596	No
1629 74th St	30-Jul-18	\$1,530,000	Small multifamily	3	2,240	\$683	No
2267 60th St	10-Jul-18	\$1,525,000	Small multifamily	3	2,400	\$635	No
1266 Tabor Ct	25-Sep-18	\$1,510,000	Small multifamily	3	2,970	\$508	No
4510 Sixth Ave	17-Aug-18	\$1,500,000	Small multifamily	3	3,264	\$460	No
7023 Twelfth Ave	24-Aug-18	\$1,480,000	Small multifamily	4	2,829	\$523	No
231 65th St	17-Jul-18	\$1,450,000	Small multifamily	5	3,600	\$403	No
417 55th St	30-Jul-18	\$1,400,000	Small multifamily	3	3,432	\$408	No
365 51st St	28-Sep-18	\$1,400,000	Small multifamily	3	3,024	\$463	No
928 46th St	20-Aug-18	\$1,350,000	Small multifamily	3	2,680	\$504	No
1052 Bay Ridge Ave	11-Sep-18	\$1,350,000	Small multifamily	3	3,091	\$437	No
1851 76th St	9-Jul-18	\$1,300,000	Small multifamily	3	2,488	\$523	No
8639 14th Ave	15-Aug-18	\$1,300,000	Small multifamily	3	2,160	\$602	No
952 58th St	19-Jul-18	\$1,300,000	Small multifamily	6	5,586	\$233	No
340 45th St	24-Aug-18	\$1,300,000	Small multifamily	3	2,542	\$511	No
203 Bay 25 St	28-Aug-18	\$1,250,000	Small multifamily	3	3,627	\$345	No
953 53rd St	5-Jul-18	\$1,200,500	Small multifamily	3	2,640	\$455	No
8812 19th Ave	31-Aug-18	\$1,200,000	Small multifamily	3	2,891	\$415	No



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Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
561 54th St	17-Jul-18	\$1,200,000	Small multifamily	3	2,652	\$452	No
1417 82nd St	6-Sep-18	\$1,200,000	Small multifamily	3	2,400	\$500	No
1710 78th St	3-Aug-18	\$999,000	Small multifamily	3	2,520	\$396	No
1450 60th St	21-Aug-18	\$980,000	Small multifamily	3	2,458	\$399	No
19 Dahl Ct	30-Jul-18	\$975,000	Small multifamily	3	1,224	\$797	No
554 67th St	18-Sep-18	\$825,000	Small multifamily	3	2,776	\$297	No
1114 Bay Ridge Ave	25-Sep-18	\$750,000	Small multifamily	3	2,942	\$255	No
565 76th St	21-Sep-18	\$590,000	Small multifamily	3	2,700	\$219	No
1461 70th St	21-Sep-18	\$490,000	Small multifamily	3	3,120	\$157	No
2154 74th St	12-Sep-18	\$433,333	Small multifamily	3	2,800	\$155	No
461 78th St	28-Aug-18	\$400,000	Small multifamily	6	4,980	\$80	No
1818 81st St	17-Aug-18	\$254,563	Small multifamily	6	5,775	\$44	No
1342 80th St	30-Aug-18	\$180,000	Small multifamily	3	1,748	\$103	No
1275 86th St	17-Aug-18	\$108,646	Small multifamily	3	3,176	\$34	No



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THE RATNER TEAM



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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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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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