

CROWN HEIGHTS

A quarterly analysis of multifamily sales
in Crown Heights, Brooklyn

1st Quarter 2018



The RATNER Team Market Report

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Multifamily Market Report, 1st Quarter 2018

Crown Heights, Brooklyn

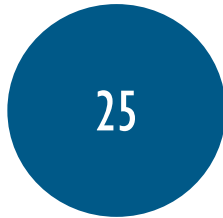
SUMMARY

SALES VOLUME



354% YoY

NO. OF TRANSACTIONS



25% YoY

AVERAGE PRICE/UNIT



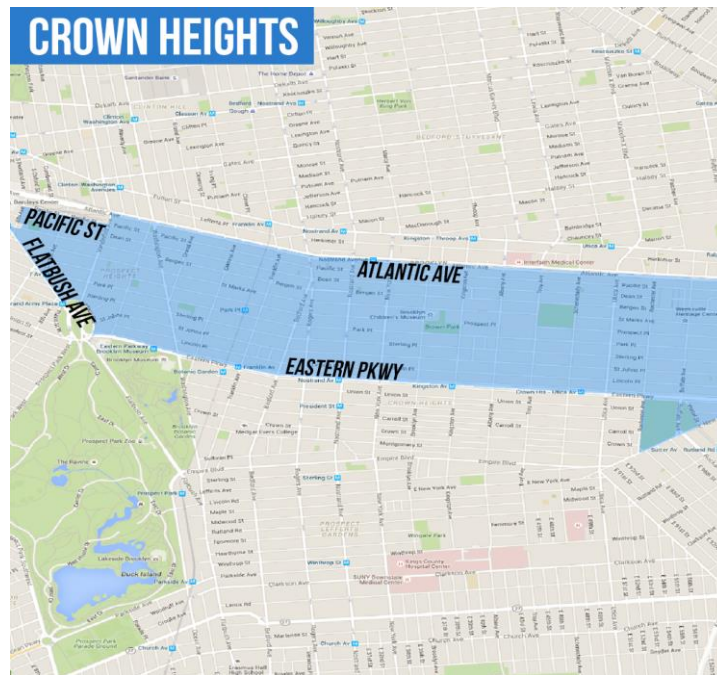
3% YoY

AVERAGE PRICE/SQ.FT.



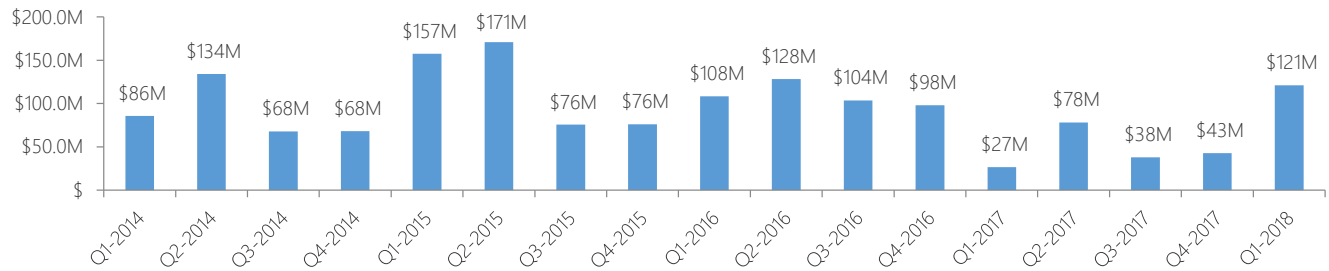
-13% YoY

NEIGHBORHOOD BOUNDARIES

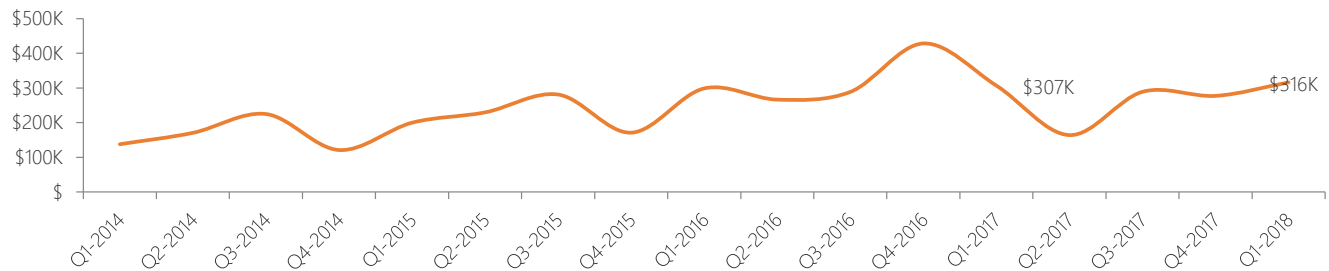


MULTIFAMILY STATS

Sales Volume



Average Sale Price per Unit



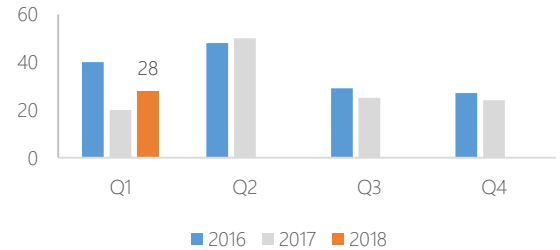
Number of Units Sold

Quarter	2016	2017	2018
Q1	363	87	383
Q2	482	477	
Q3	359	131	
Q4	229	151	



Number of Buildings Sold

Quarter	2016	2017	2018
Q1	40	20	28
Q2	48	50	
Q3	29	25	
Q4	27	24	

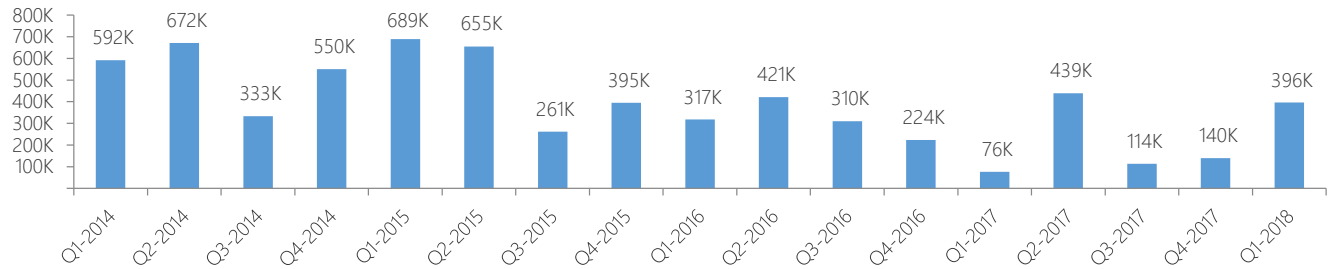


Number of Transactions

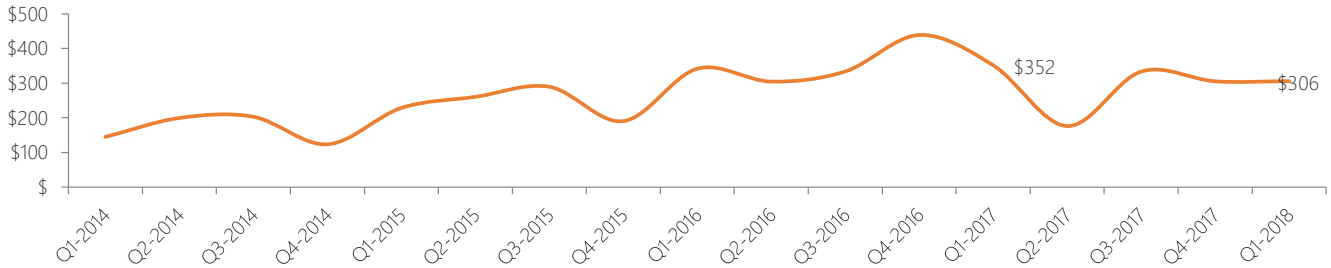
Quarter	2016	2017	2018
Q1	39	20	25
Q2	39	29	
Q3	25	25	
Q4	26	24	



Total Sq. Ft.



Average Sale Price per Square Foot

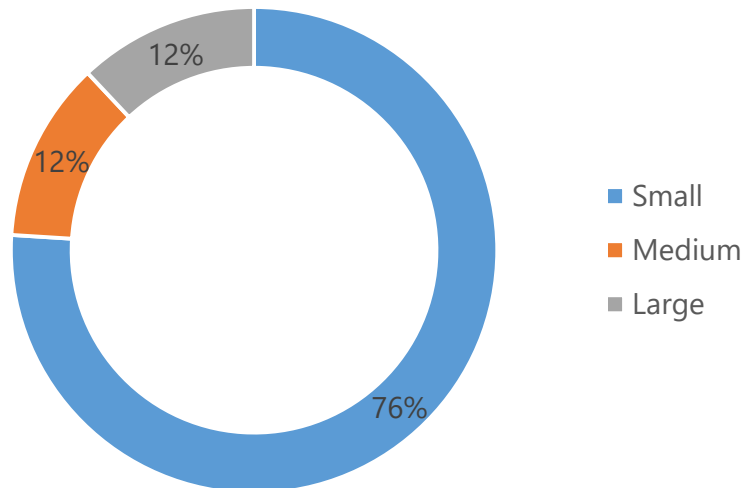


MULTIFAMILY SIZE

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	\$300,056	-2%	\$347	-1%	\$26,404,900	19	20	88
Medium	\$195,413	-	\$183	-	\$21,300,000	3	5	109
Large	\$394,355	-	\$361	-	\$73,350,000	3	3	186

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
921 Washington Ave	28-Feb-18	\$33,200,000	Large multifamily	78	80,500	\$412	No
283 Albany Ave	27-Mar-18	\$20,100,000	Large multifamily	53	57,720	\$348	No
941 Washington Ave	28-Feb-18	\$20,050,000	Large multifamily	55	65,000	\$308	No
1205 Eastern Pkwy	6-Feb-18	\$11,300,000	Medium multifamily	17	18,400	\$210	Yes
1193 Eastern Pkwy	6-Feb-18	\$11,300,000	Medium multifamily	16	17,108	\$210	Yes
1199 Eastern Pkwy	6-Feb-18	\$11,300,000	Medium multifamily	16	18,400	\$210	Yes
645 Eastern Pkwy	26-Feb-18	\$7,600,000	Medium multifamily	48	48,160	\$158	No
688 St Marks Ave	31-Jan-18	\$2,900,000	Small multifamily	4	5,432	\$534	No
147 Utica Ave	9-Jan-18	\$2,750,500	Small multifamily	4	4,541	\$287	Yes
145 Utica Ave	9-Jan-18	\$2,750,500	Small multifamily	4	5,059	\$287	Yes
1151 Carroll St	14-Mar-18	\$2,400,000	Medium multifamily	12	14,400	\$167	No
950 Bergen St	14-Feb-18	\$2,400,000	Small multifamily	8	8,112	\$296	No
982 Sterling Pl	27-Feb-18	\$1,945,000	Small multifamily	5	3,328	\$584	No
1185 Dean St	26-Mar-18	\$1,800,000	Small multifamily	6	3,390	\$531	No
1343 Pacific St	17-Jan-18	\$1,660,000	Small multifamily	3	2,668	\$622	No
709 Sterling Pl	16-Jan-18	\$1,635,000	Small multifamily	3	2,970	\$551	No
1052 Dean St	9-Jan-18	\$1,500,000	Small multifamily	3	2,760	\$543	No
863 Sterling Pl	8-Feb-18	\$1,250,000	Small multifamily	5	2,996	\$417	No
1930 Pacific St	10-Jan-18	\$1,100,000	Small multifamily	4	4,465	\$246	No
1526 Park Pl	9-Jan-18	\$1,100,000	Small multifamily	4	3,432	\$321	No
162 A Utica Ave	19-Mar-18	\$1,100,000	Small multifamily	4	3,300	\$333	No
1620 Prospect Pl	17-Jan-18	\$990,000	Small multifamily	4	3,296	\$300	No
1429 Lincoln Pl	20-Mar-18	\$970,000	Small multifamily	3	3,420	\$284	No
92 Albany Ave	22-Feb-18	\$960,000	Small multifamily	3	2,100	\$457	No
1184 Dean St	20-Mar-18	\$795,000	Small multifamily	8	3,266	\$243	No
938 Montgomery St	28-Mar-18	\$791,500	Small multifamily	4	3,362	\$235	No
1647 Park Pl	18-Jan-18	\$400,000	Small multifamily	6	6,000	\$67	No
1246 Union St	31-Jan-18	\$357,900	Small multifamily	3	2,208	\$162	No



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THE RATNER TEAM



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Commercial & Residential
Brooklyn Expert

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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

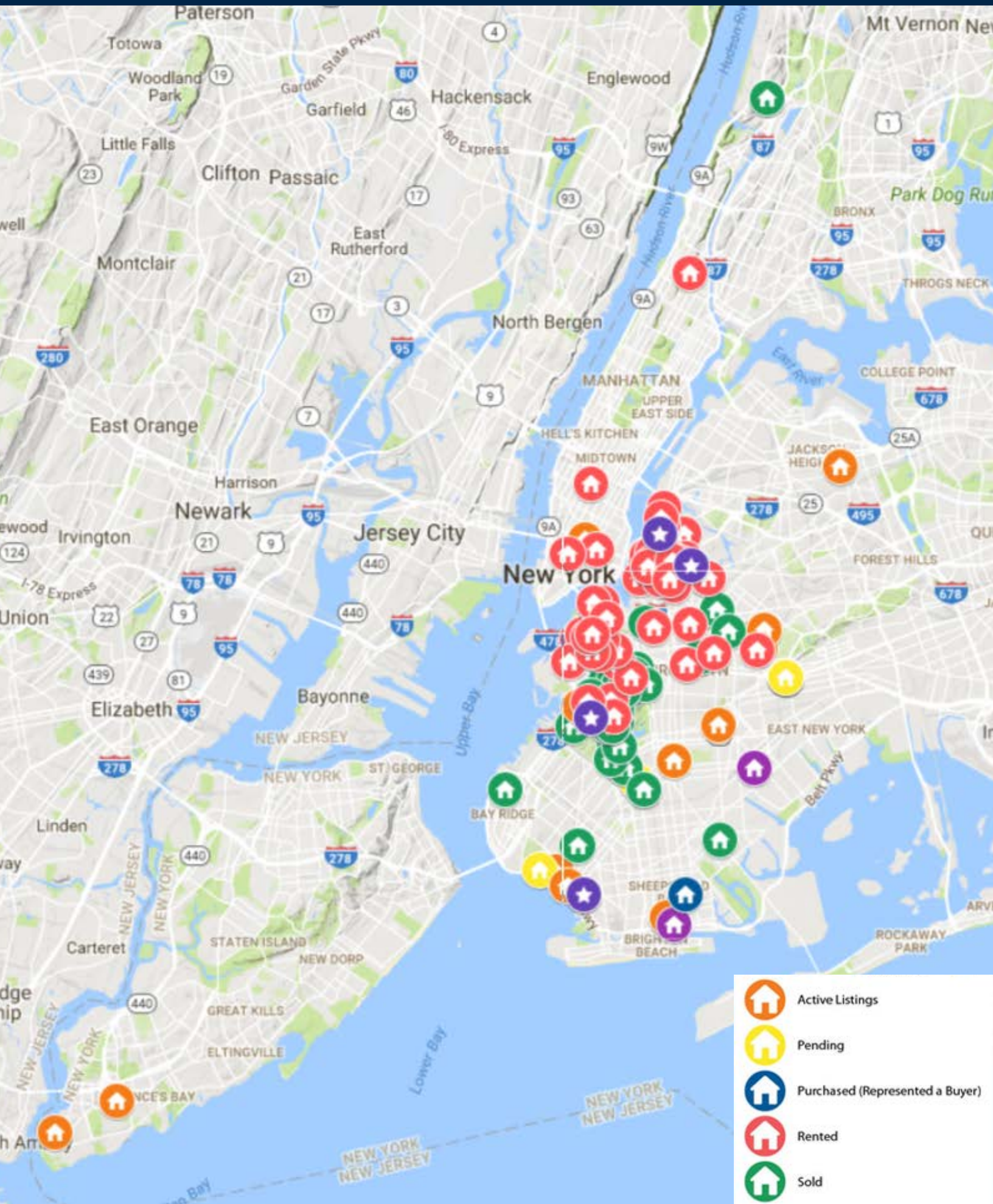
"David just recently landed me an amazing place in NYC. I was under a very limited amount of time to find a new home and David was able to find me an awesome new apartment for a great price and in an ideal location for work. The man knows how to operate in times of pressure and I'm proud to call him 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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-  Active Listings
-  Pending
-  Purchased (Represented a Buyer)
-  Rented
-  Sold



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|---------------------------------|------------------------------|--------------------------------|-------------------------------------|
| 1031 Qualified Intermediary | Estate Planing | Insurance Agents | Renovation Professionals |
| Appraisers & Inspectors | Expediters | Interior Designers | Restoration Specialists |
| 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 |
| Electricians | | Renewable Energy Specialists | |

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THE BROOKLYN MADE SHOW

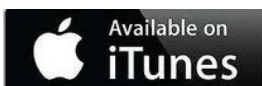
From The Ratner Team, this is the Brooklyn Made Podcast, a show about Brooklyn real estate, entrepreneurs, businesses and the professionals behind one of the hottest real estate markets in the world.

The Brooklyn Made Show is a one-stop shop for anyone interested in New York Real Estate, Entrepreneurship, and Business. On the show, you'll learn valuable insights from New York's industry leaders.

State up to date with the latest local real estate and business news. Follow market trends, listen to exciting local stories and much more...

Each month our show will feature local entrepreneurs, professionals and real estate experts that we are eager for you to meet.

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