

EAST FLATBUSH

A quarterly analysis of multifamily sales
in East Flatbush, Brooklyn

1st Quarter 2018



The RATNER Team Market Report

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Multifamily Market Report, 1st Quarter 2018

East Flatbush, Brooklyn

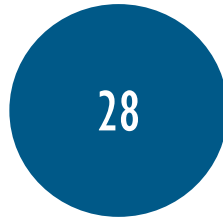
SUMMARY

SALES VOLUME



228% YoY

NO. OF TRANSACTIONS



17% YoY

AVERAGE PRICE/UNIT



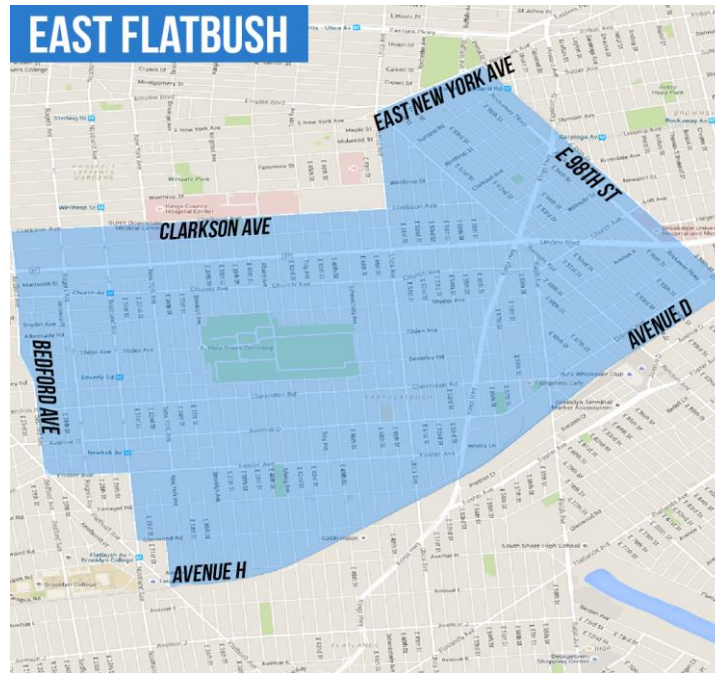
19% YoY

AVERAGE PRICE/SQ.FT.



18% YoY

NEIGHBORHOOD BOUNDARIES

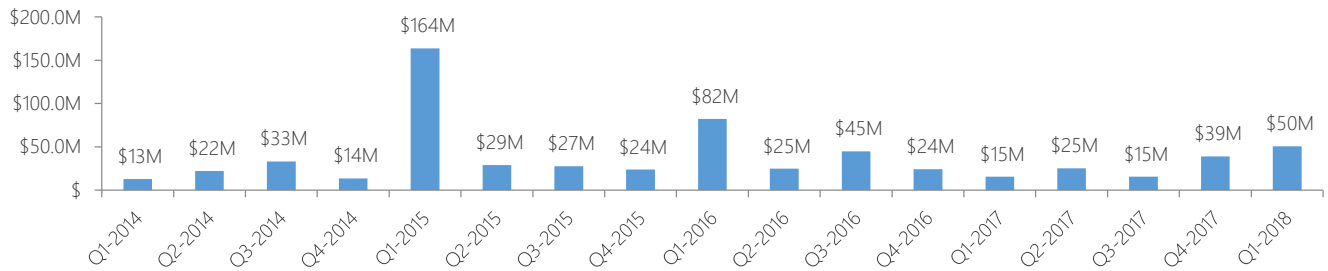


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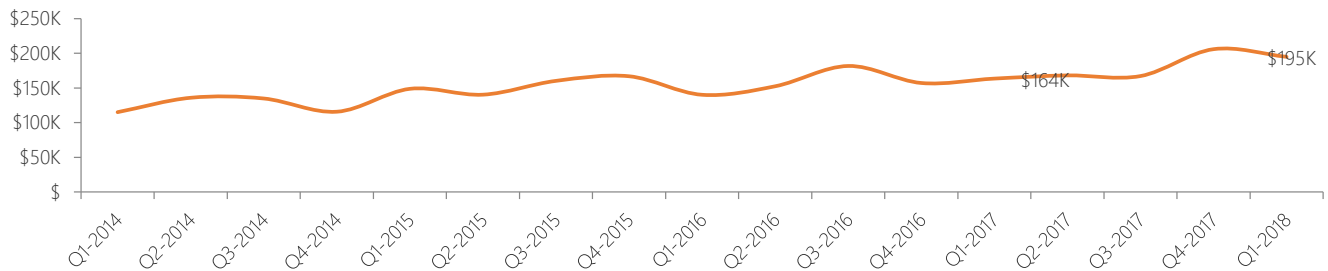
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MULTIFAMILY STATS

Sales Volume

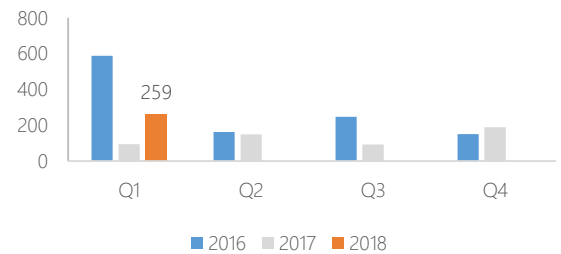


Average Sale Price per Unit



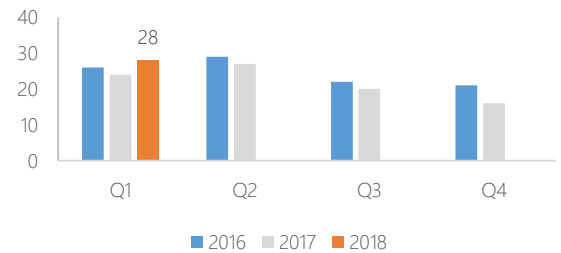
Number of Units Sold

Quarter	2016	2017	2018
Q1	587	94	259
Q2	162	149	
Q3	247	92	
Q4	150	189	



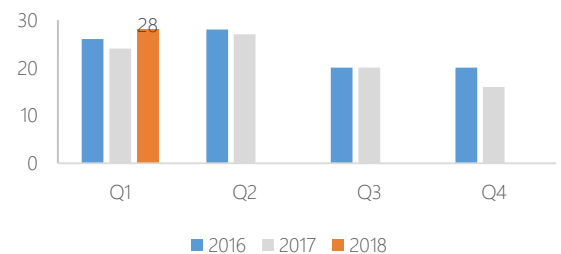
Number of Buildings Sold

Quarter	2016	2017	2018
Q1	26	24	28
Q2	29	27	
Q3	22	20	
Q4	21	16	

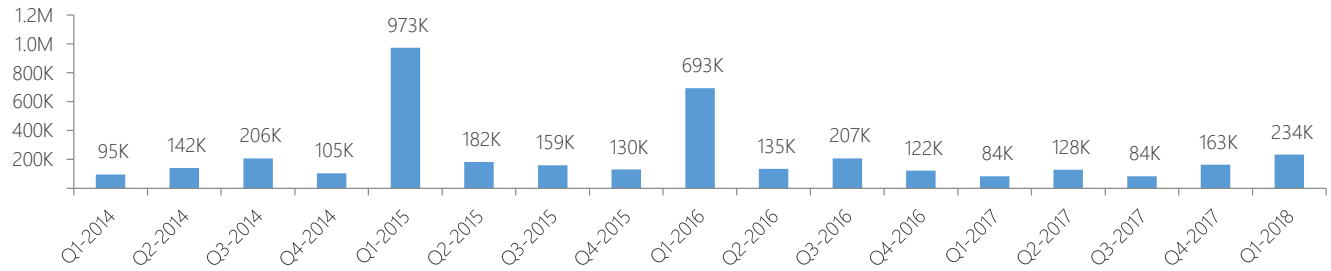


Number of Transactions

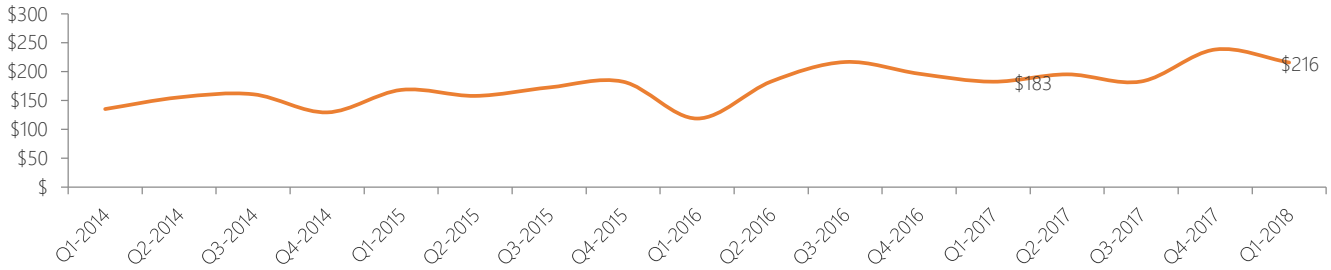
Quarter	2016	2017	2018
Q1	26	24	28
Q2	28	27	
Q3	20	20	
Q4	20	16	



Total Sq. Ft.



Average Sale Price per Square Foot

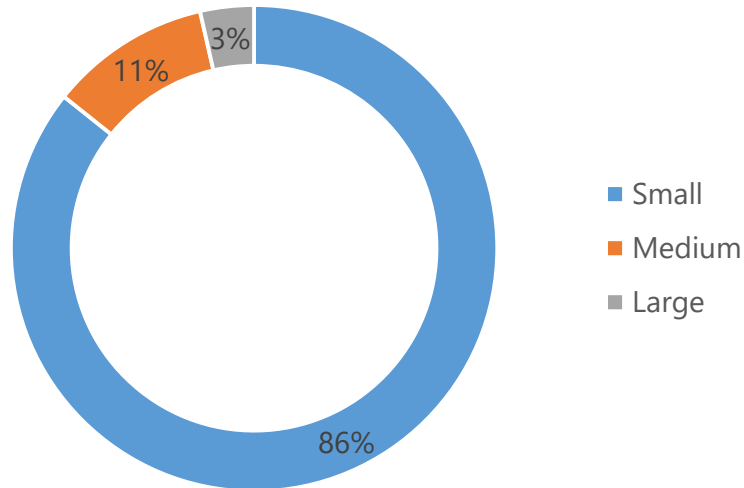


MULTIFAMILY SIZE

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	\$222,951	36%	\$251	38%	\$18,059,000	24	24	81
Medium	\$181,510	-	\$178	-	\$17,425,000	3	3	96
Large	\$182,927	-	\$233	-	\$15,000,000	1	1	82

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
43 E 94 St	26-Mar-18	\$15,000,000	Large multifamily	82	64,381	\$233	No
254-266 E 56 St	27-Feb-18	\$8,695,000	Medium multifamily	47	52,320	\$166	No
3506 Newkirk Ave	23-Jan-18	\$5,480,000	Medium multifamily	29	26,126	\$210	No
495 E 94 St	14-Mar-18	\$3,250,000	Medium multifamily	20	19,200	\$169	No
1626 New York Ave	5-Mar-18	\$1,400,000	Small multifamily	3	2,219	\$631	No
820 Maple St	27-Feb-18	\$1,250,000	Small multifamily	3	2,320	\$539	No
1051 New York Ave	18-Jan-18	\$1,100,000	Small multifamily	3	1,800	\$611	No
4301 Church Ave	18-Jan-18	\$950,000	Small multifamily	4	3,440	\$276	No
208 E 95 St	30-Jan-18	\$900,000	Small multifamily	4	3,198	\$281	No
253 E 94 St	9-Mar-18	\$861,000	Small multifamily	4	3,280	\$263	No
258 E 91 St	9-Mar-18	\$860,000	Small multifamily	3	3,360	\$256	No
475 E 93 St	20-Feb-18	\$848,000	Small multifamily	4	3,440	\$247	No
104 E 51 St	27-Mar-18	\$765,000	Small multifamily	4	3,643	\$210	No
651 E 94 St	17-Jan-18	\$755,000	Small multifamily	3	2,478	\$305	No
85 E 46 St	6-Mar-18	\$750,000	Small multifamily	3	3,600	\$208	No
466 E 45 St	6-Mar-18	\$750,000	Small multifamily	4	3,276	\$229	No
520 E 91 St	19-Jan-18	\$750,000	Small multifamily	3	3,840	\$195	No
8817 Avenue B	2-Mar-18	\$735,000	Small multifamily	3	2,947	\$249	No
1063 New York Ave	22-Jan-18	\$700,000	Small multifamily	3	1,984	\$353	No
462 E 92 St	28-Mar-18	\$650,000	Small multifamily	3	2,974	\$219	No
758 Remsen Ave	16-Mar-18	\$650,000	Small multifamily	3	2,887	\$225	No
402 E 96 St	9-Jan-18	\$620,000	Small multifamily	4	3,198	\$194	No
572 E 94 St	14-Feb-18	\$570,000	Small multifamily	3	2,720	\$210	No
716 Lenox Rd	16-Jan-18	\$525,000	Small multifamily	3	1,840	\$285	No
390 E 49 St	5-Feb-18	\$510,000	Small multifamily	3	2,900	\$176	No
883 Albany Ave	24-Jan-18	\$460,000	Small multifamily	3	1,920	\$240	No
421 E 94 St	12-Mar-18	\$380,000	Small multifamily	4	5,100	\$75	No
217 E 96 St	27-Mar-18	\$320,000	Small multifamily	4	3,568	\$90	No



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THE RATNER TEAM



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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

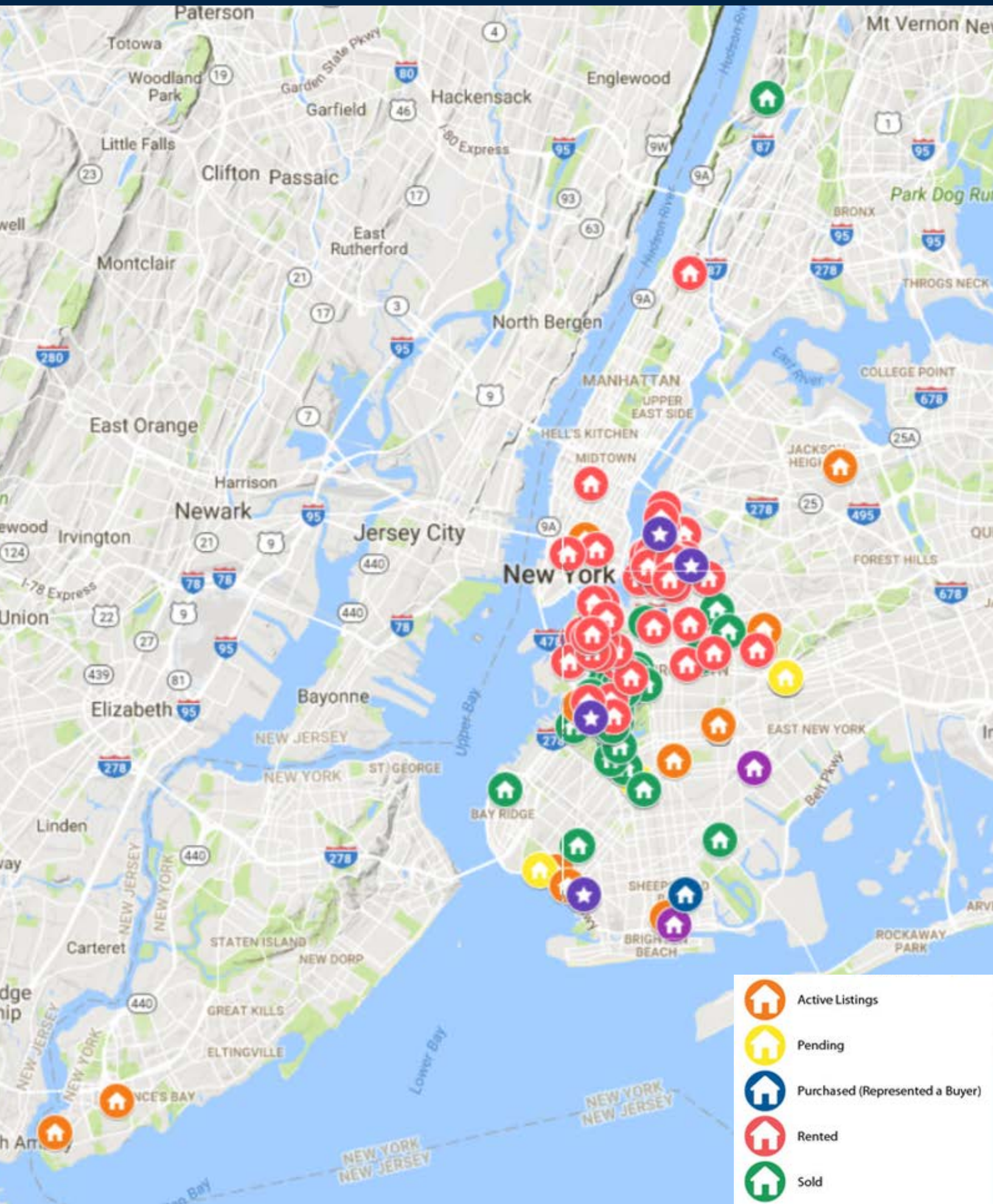
"David just recently landed me an amazing place in NYC. I was under a very limited amount of time to find a new home and David was able to find me an awesome new apartment for a great price and in an ideal location for work. The man knows how to operate in times of pressure and I'm proud to call him 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 |
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