

# EAST NEW YORK

A quarterly analysis of multifamily sales  
in East New York, Brooklyn

1st Quarter 2018



**The RATNER Team Market Report**

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# Multifamily Market Report, 1st Quarter 2018

## East New York, Brooklyn

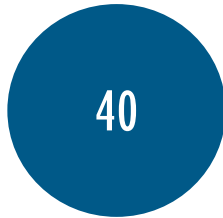
### SUMMARY

SALES VOLUME



-15% YoY

NO. OF TRANSACTIONS



-20% YoY

AVERAGE PRICE/UNIT



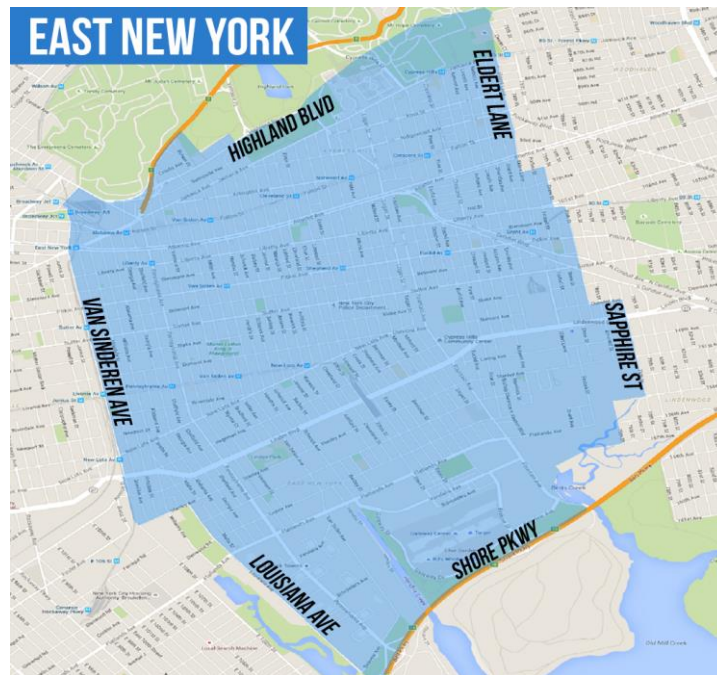
58% YoY

AVERAGE PRICE/SQ.FT.



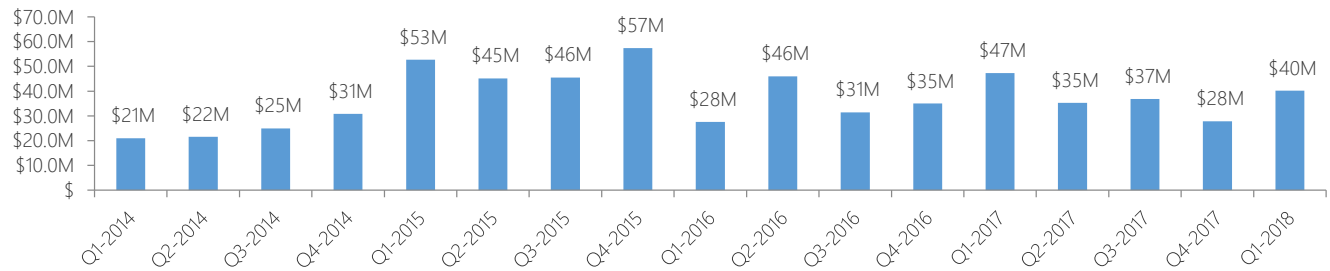
92% YoY

### NEIGHBORHOOD BOUNDARIES

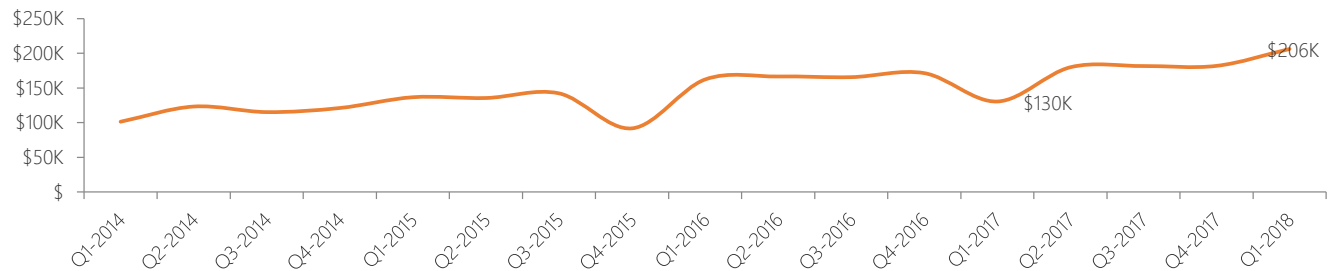


## MULTIFAMILY STATS

### Sales Volume

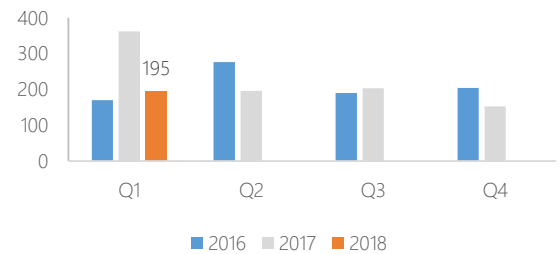


### Average Sale Price per Unit



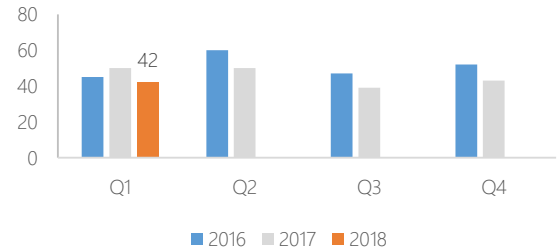
### Number of Units Sold

Quarter	2016	2017	2018
Q1	170	362	195
Q2	276	196	
Q3	190	203	
Q4	204	153	



### Number of Buildings Sold

Quarter	2016	2017	2018
Q1	45	50	42
Q2	60	50	
Q3	47	39	
Q4	52	43	



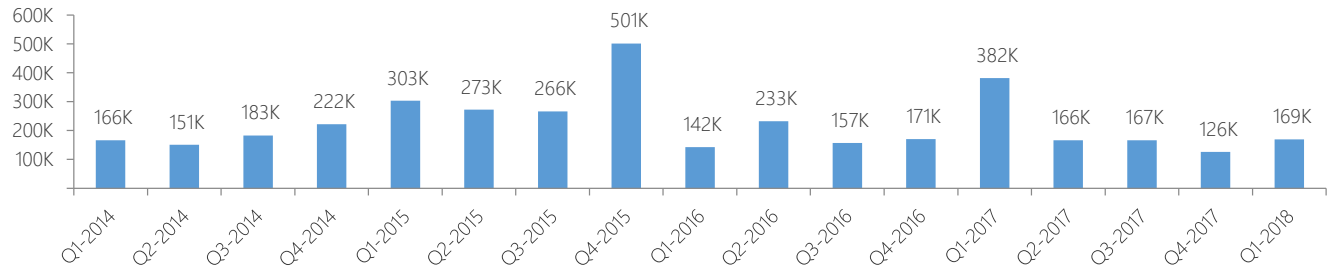
### Number of Transactions

Quarter	2016	2017	2018
Q1	45	50	40
Q2	58	49	
Q3	47	38	
Q4	51	43	

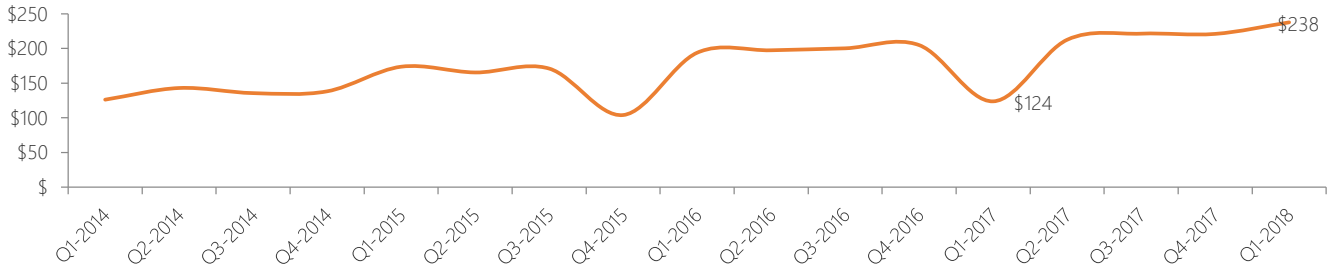




## Total Sq. Ft.



## Average Sale Price per Square Foot

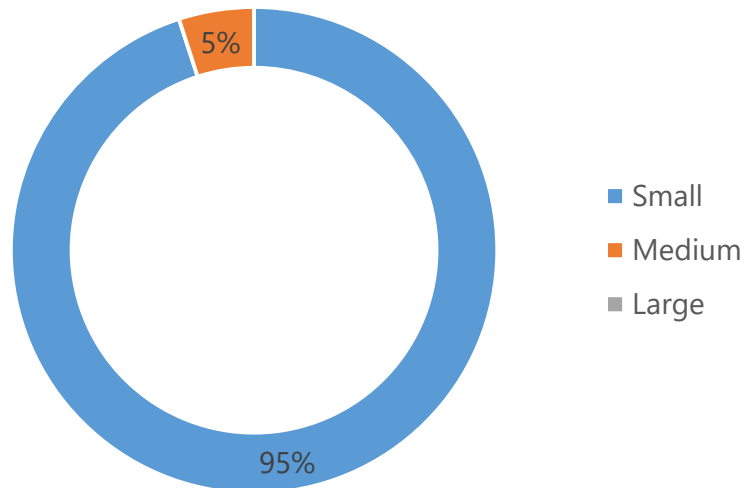


## MULTIFAMILY SIZE

### 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	\$220,096	39%	\$261	39%	\$33,014,416	38	39	150
Medium	\$160,111	-18%	\$169	6%	\$7,205,000	2	3	45
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
429 Wyona St	15-Feb-18	\$4,633,334	Small multifamily	8	5,500	\$383	Yes
431 Wyona St	15-Feb-18	\$4,633,334	Small multifamily	8	6,600	\$383	Yes
437-439 Miller Ave	7-Feb-18	\$3,800,000	Medium multifamily	13	13,680	\$141	Yes
433-435 Miller Ave	7-Feb-18	\$3,800,000	Medium multifamily	12	13,260	\$141	Yes
21-23 Pennsylvania Ave	27-Feb-18	\$3,405,000	Medium multifamily	20	15,664	\$217	No
736 Blake Ave	15-Feb-18	\$2,316,666	Small multifamily	8	5,482	\$423	No
201 Miller Ave	15-Feb-18	\$1,650,000	Small multifamily	3	4,600	\$359	No
2887 Fulton St	22-Feb-18	\$1,635,000	Small multifamily	7	6,375	\$256	No
2725 Fulton St	20-Feb-18	\$1,275,000	Small multifamily	3	2,600	\$490	No
3440 Fulton St	7-Feb-18	\$1,200,000	Small multifamily	6	3,258	\$368	No
413 A New Jersey Ave	12-Feb-18	\$950,000	Small multifamily	4	4,238	\$224	No
9 Grant Ave	7-Feb-18	\$940,000	Small multifamily	4	3,000	\$313	No
145 Vermont St	27-Mar-18	\$925,000	Small multifamily	3	3,432	\$270	No
189 Miller Ave	15-Feb-18	\$900,000	Small multifamily	3	4,600	\$196	No
586 Hinsdale St	2-Feb-18	\$850,000	Small multifamily	3	3,240	\$262	No
186 Montauk Ave	1-Mar-18	\$850,000	Small multifamily	3	3,000	\$283	No
914 Dumont Ave	16-Feb-18	\$850,000	Small multifamily	4	3,600	\$236	No
567 Bradford St	21-Mar-18	\$850,000	Small multifamily	3	3,700	\$230	No
223 Richmond St	31-Jan-18	\$790,000	Small multifamily	4	2,750	\$287	No
678 Hemlock St	28-Mar-18	\$782,000	Small multifamily	3	2,520	\$310	No
746 Sheffield Ave	26-Mar-18	\$775,000	Small multifamily	3	2,480	\$313	No
56 Hemlock St	19-Jan-18	\$730,000	Small multifamily	3	1,920	\$380	No
212 Van Siclén Ave	6-Feb-18	\$718,500	Small multifamily	3	2,696	\$267	No
718 New Lots Ave	29-Jan-18	\$705,000	Small multifamily	3	3,120	\$226	No
170 Glen St	18-Jan-18	\$700,000	Small multifamily	3	2,691	\$260	No
753 Hendrix St	19-Mar-18	\$699,000	Small multifamily	3	2,440	\$286	No
713 Jerome St	31-Jan-18	\$692,410	Small multifamily	3	3,432	\$202	No
576 Williams Ave	5-Jan-18	\$670,000	Small multifamily	4	3,120	\$215	No
585 Logan St	31-Jan-18	\$657,000	Small multifamily	3	2,750	\$239	No
71 Glen St	10-Jan-18	\$620,000	Small multifamily	4	2,360	\$263	No
20 Logan St	18-Jan-18	\$539,226	Small multifamily	3	1,680	\$321	No
606 Jerome St	20-Mar-18	\$450,000	Small multifamily	6	1,760	\$256	No
744 Lincoln Ave	13-Mar-18	\$430,000	Small multifamily	3	1,508	\$285	No
91 Mc Kinley Ave	10-Jan-18	\$425,000	Small multifamily	4	2,273	\$187	No
283 Wyona St	13-Mar-18	\$422,880	Small multifamily	3	3,075	\$138	No
228 Pennsylvania Ave	11-Jan-18	\$414,600	Small multifamily	3	3,180	\$130	No
133 Hemlock St	15-Mar-18	\$410,000	Small multifamily	3	3,027	\$135	No
94 Fountain Ave	16-Mar-18	\$375,000	Small multifamily	3	2,835	\$132	No
495 Wyona St	28-Mar-18	\$350,000	Small multifamily	3	3,300	\$106	No
601 Liberty Ave	30-Jan-18	\$318,800	Small multifamily	3	2,448	\$130	No
389 Crescent St	14-Mar-18	\$315,000	Small multifamily	3	2,814	\$112	No
65 Glen St	15-Mar-18	\$200,000	Small multifamily	4	3,160	\$63	No



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# THE RATNER TEAM



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Commercial & Residential  
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NYC Condo, Co-op &  
New Development Expert

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Nate Pfaff

Residential Sales &  
Rental Specialist

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- Sales & Rental of Homes, Townhouses & Brownstones
- NYC Condo Sales, Purchases & Rentals
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- OFF Market Investment Properties in Brooklyn and Manhattan



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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

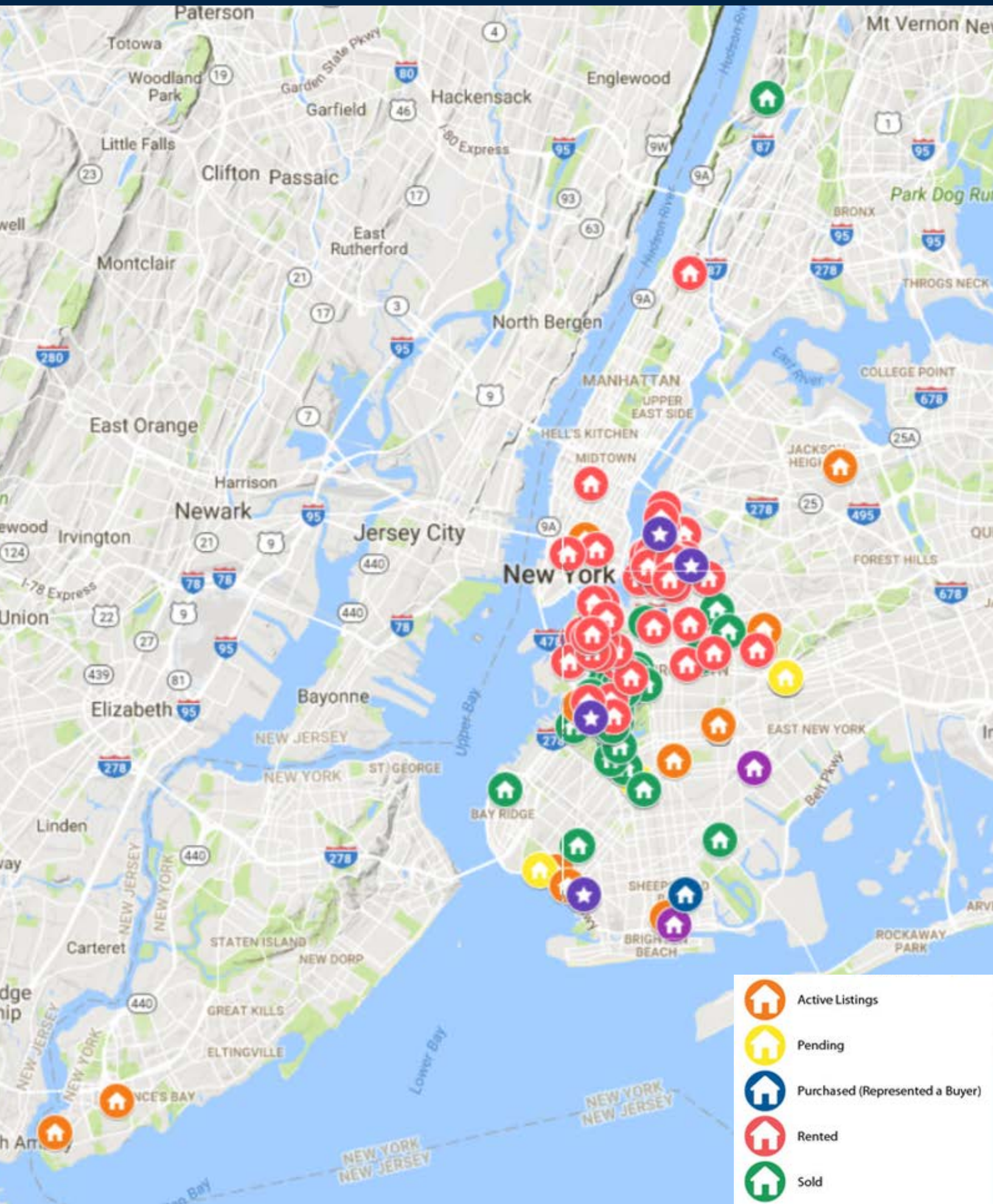
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|---------------------------------|------------------------------|--------------------------------|-------------------------------------|
| 1031 Qualified Intermediary     | Estate Planing               | Insurance Agents               | Renovation Professionals            |
| Appraisers & Inspectors         | Expeditors                   | 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 |
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| 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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