

# GREENPOINT

A quarterly analysis of multifamily sales  
in Greenpoint, Brooklyn

1st Quarter 2018



**The RATNER Team Market Report**

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# Multifamily Market Report, 1st Quarter 2018

## Greenpoint, Brooklyn

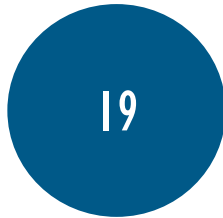
### SUMMARY

SALES VOLUME



8% YoY

NO. OF TRANSACTIONS



19% YoY

AVERAGE PRICE/UNIT



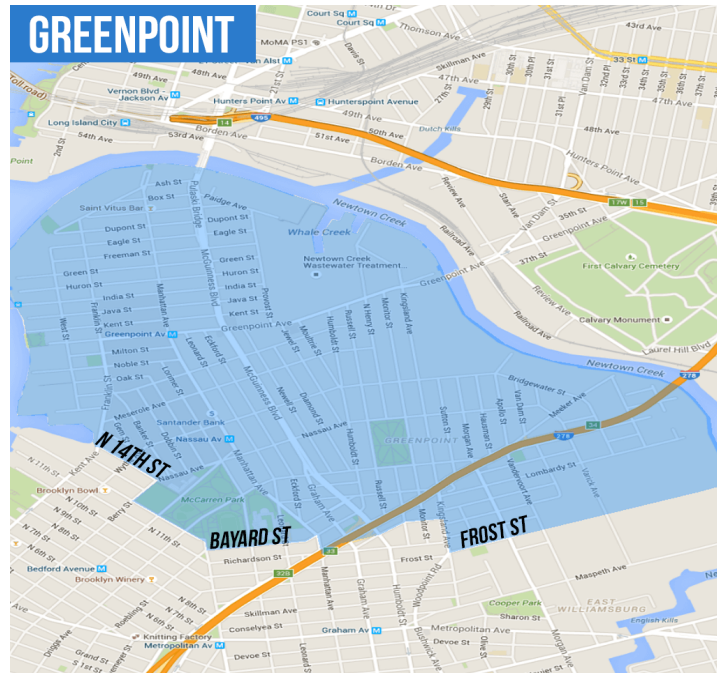
-2% YoY

AVERAGE PRICE/SQ.FT.



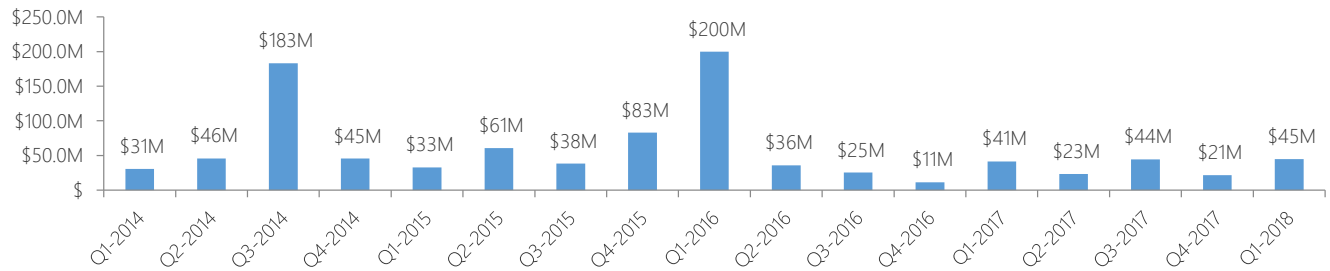
17% YoY

### NEIGHBORHOOD BOUNDARIES

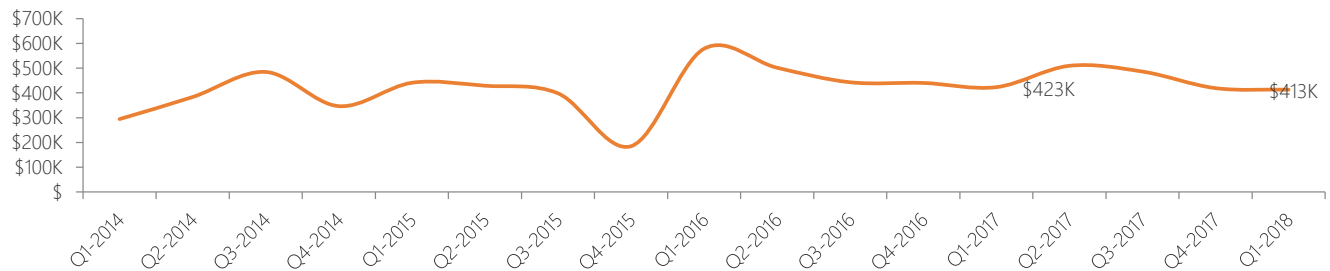


## MULTIFAMILY STATS

### Sales Volume

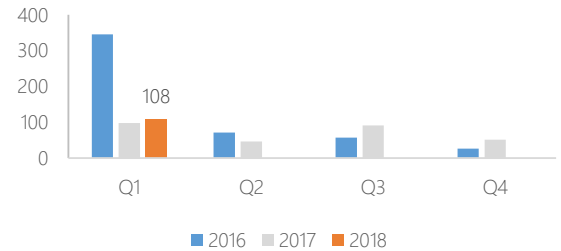


### Average Sale Price per Unit



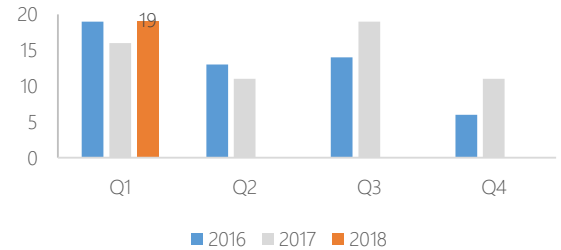
### Number of Units Sold

Quarter	2016	2017	2018
Q1	345	98	108
Q2	71	46	
Q3	57	91	
Q4	26	51	



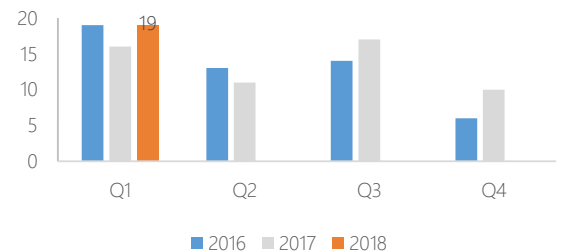
### Number of Buildings Sold

Quarter	2016	2017	2018
Q1	19	16	19
Q2	13	11	
Q3	14	19	
Q4	6	11	



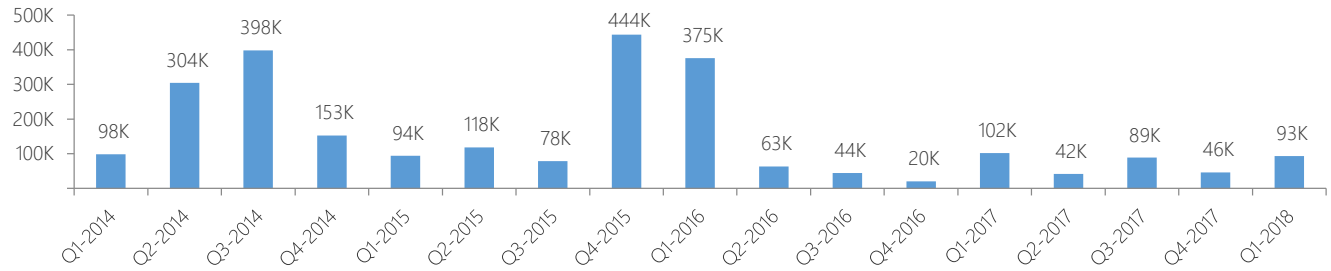
### Number of Transactions

Quarter	2016	2017	2018
Q1	19	16	19
Q2	13	11	
Q3	14	17	
Q4	6	10	

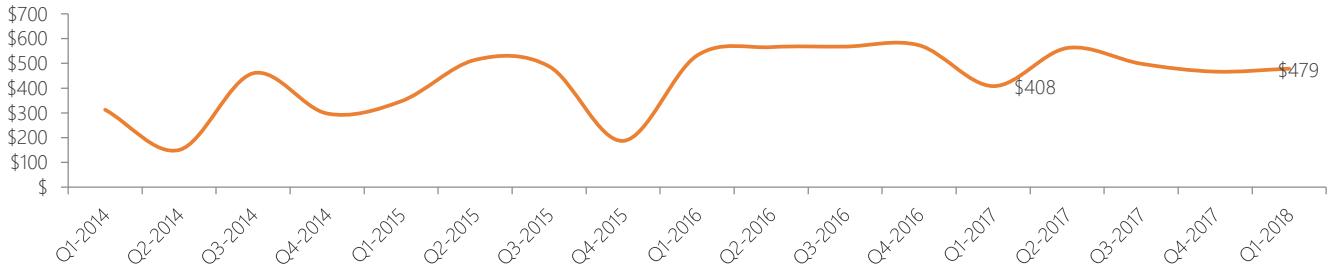




## Total Sq. Ft.



## Average Sale Price per Square Foot

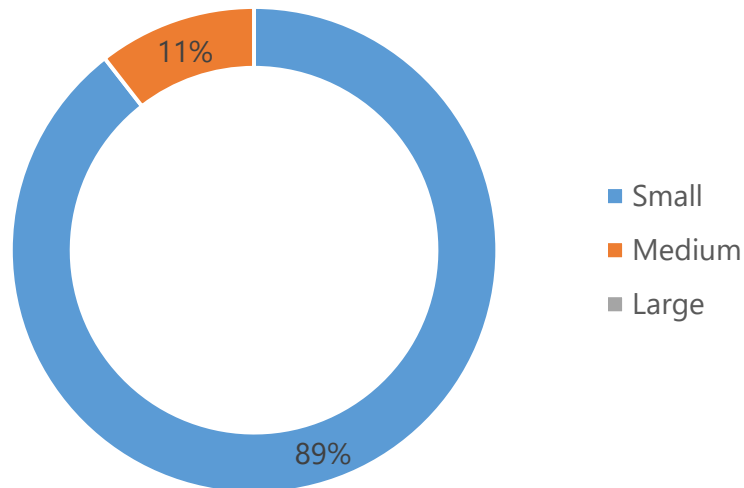


## MULTIFAMILY SIZE

### 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	\$402,412	-15%	\$496	14%	\$29,778,500	17	17	74
Medium	\$436,618	771%	\$448	436%	\$14,845,000	2	2	34
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
759-761 Manhattan Ave	29-Jan-18	\$9,400,000	Medium multifamily	18	21,250	\$442	No
227-229 Kingsland Ave	28-Mar-18	\$5,445,000	Medium multifamily	16	11,900	\$458	No
411-413 Meeker Ave	15-Mar-18	\$3,200,000	Small multifamily	5	4,096	\$781	No
146 Newton St	8-Feb-18	\$2,450,000	Small multifamily	6	5,100	\$480	No
222 N Henry St	30-Jan-18	\$2,267,500	Small multifamily	3	3,282	\$691	No
551 Leonard St	16-Jan-18	\$2,175,000	Small multifamily	3	2,700	\$806	No
192 Kent St	9-Feb-18	\$2,075,000	Small multifamily	6	3,375	\$615	No
57 Franklin St	29-Mar-18	\$2,000,000	Small multifamily	3	2,640	\$758	No
1010 Lorimer St	4-Jan-18	\$1,900,000	Small multifamily	4	5,775	\$329	No
188 Green St	19-Mar-18	\$1,825,000	Small multifamily	6	4,125	\$442	No
169 Bayard St	22-Feb-18	\$1,825,000	Small multifamily	3	2,448	\$746	No
27 Newel St	18-Jan-18	\$1,800,000	Small multifamily	3	3,099	\$581	No
196 Russell St	23-Feb-18	\$1,750,000	Small multifamily	3	2,766	\$633	No
188 Java St	21-Feb-18	\$1,700,000	Small multifamily	6	3,375	\$504	No
243 Nassau Ave	21-Feb-18	\$1,580,000	Small multifamily	3	2,160	\$731	No
545 Meeker Ave	15-Feb-18	\$1,200,000	Small multifamily	6	4,500	\$267	No
787 Meeker Ave	4-Jan-18	\$1,000,000	Small multifamily	4	2,713	\$369	No
106 Kingsland Ave	5-Feb-18	\$650,000	Small multifamily	4	3,060	\$212	No
110 Huron St	7-Feb-18	\$381,000	Small multifamily	6	4,875	\$78	No



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# THE RATNER TEAM



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Brooklyn 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

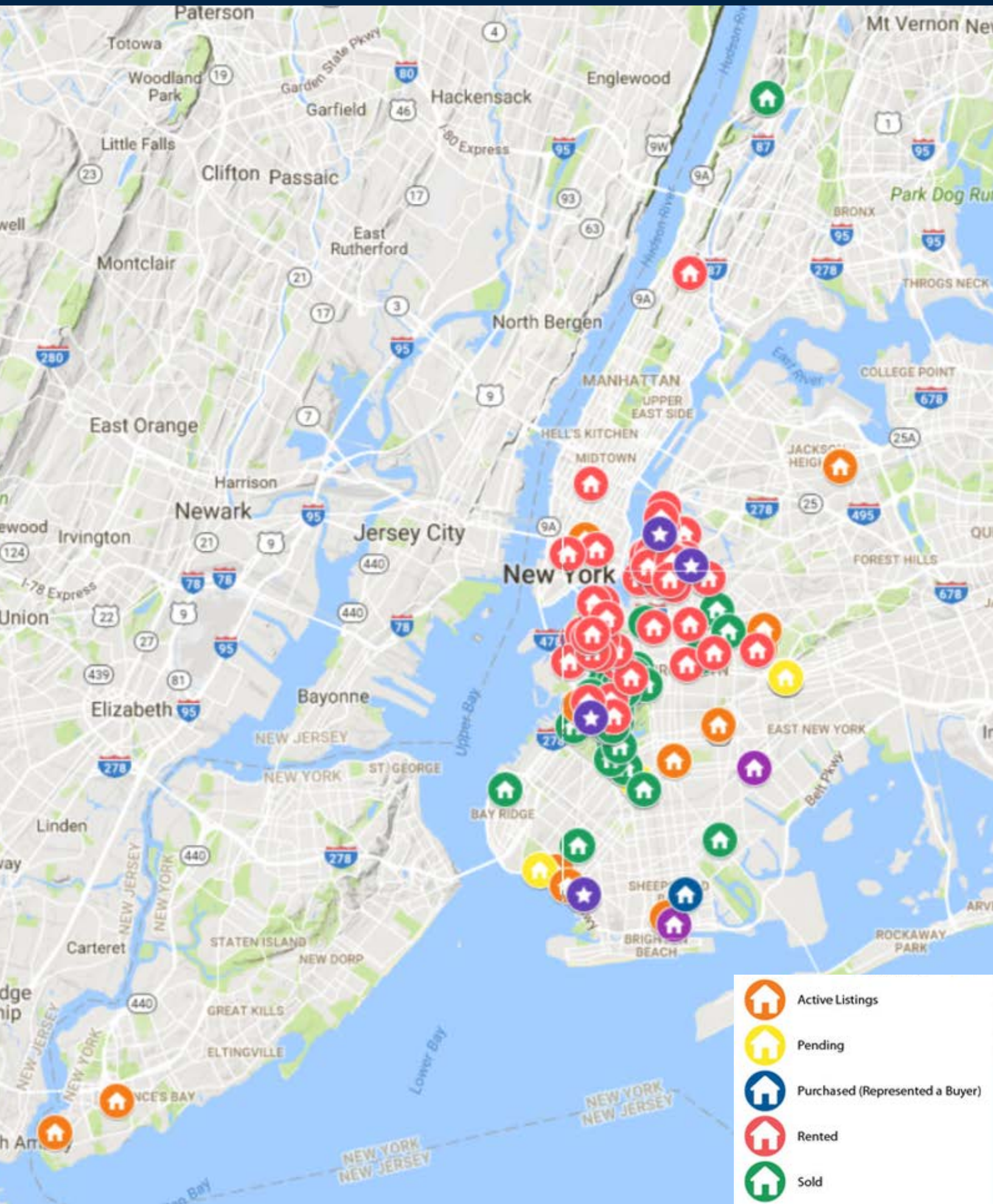
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|---------------------------------|------------------------------|--------------------------------|-------------------------------------|
| 1031 Qualified Intermediary     | Estate Planing               | Insurance Agents               | Renovation 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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