

NORTHWESTERN BROOKLYN

A quarterly analysis of multifamily sales
in Northwestern Brooklyn, Brooklyn

3rd Quarter 2017



The RATNER Team Market Report

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Multifamily Market Report, 3rd Quarter 2017

Northwestern Brooklyn, Brooklyn

SUMMARY

SALES VOLUME

\$307.M

19% YoY

NO. OF TRANSACTIONS

68

8% YoY

AVERAGE PRICE/UNIT

\$637K

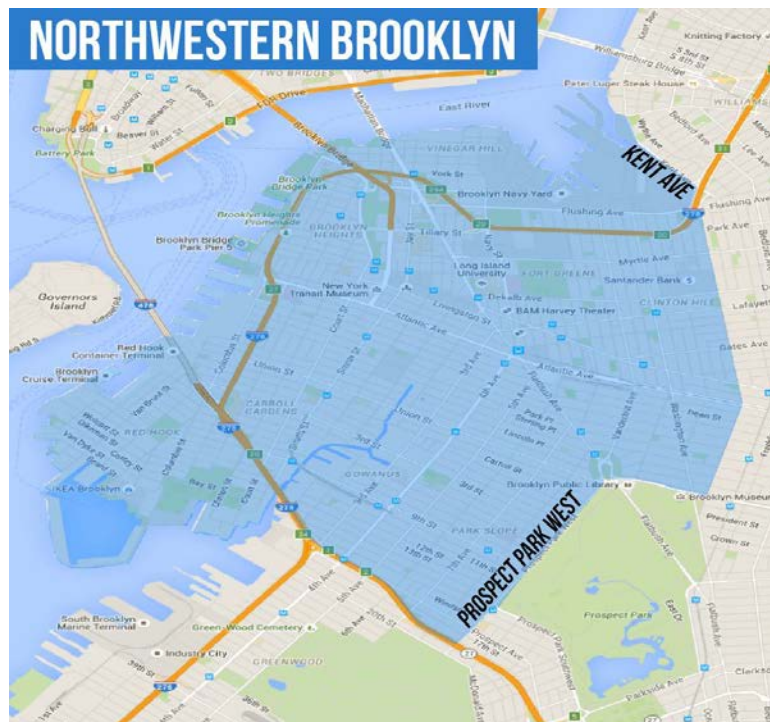
7% YoY

AVERAGE PRICE/SQ.FT.

\$708

-2% YoY

NEIGHBORHOOD BOUNDARIES

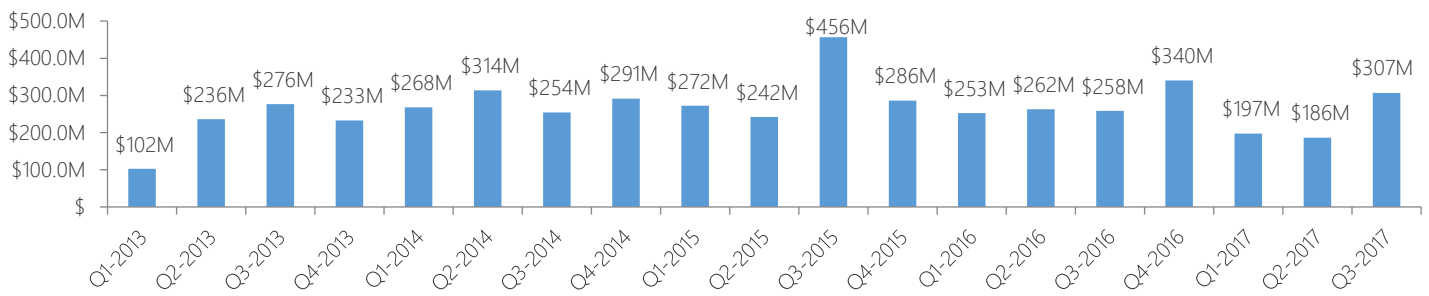


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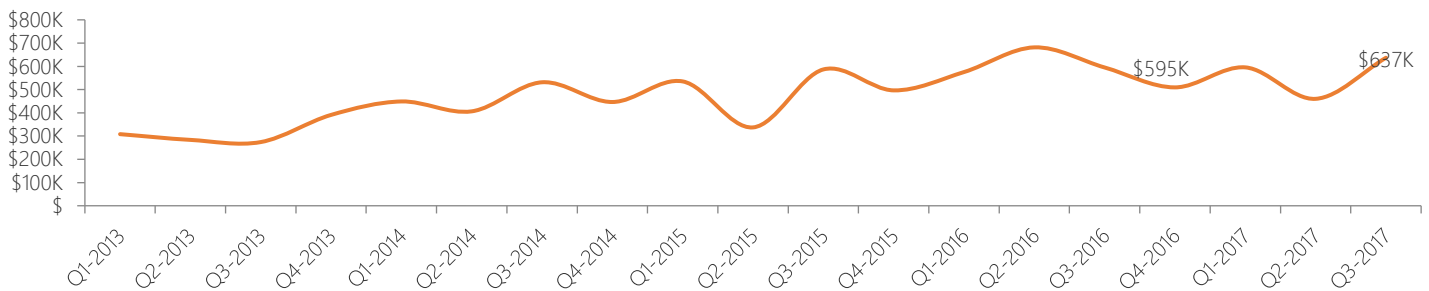
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MULTIFAMILY STATS

Sales Volume

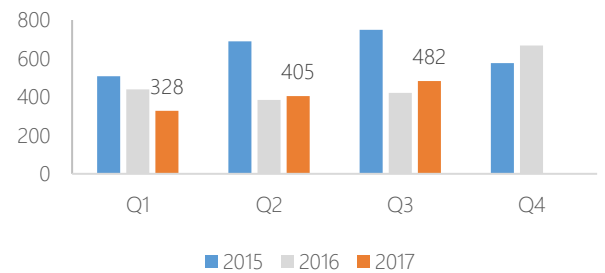


Average Sale Price per Unit



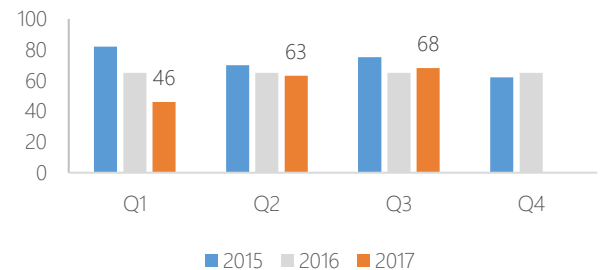
Number of Units Sold

Quarter	2015	2016	2017
Q1	508	439	328
Q2	689	385	405
Q3	749	421	482
Q4	576	667	



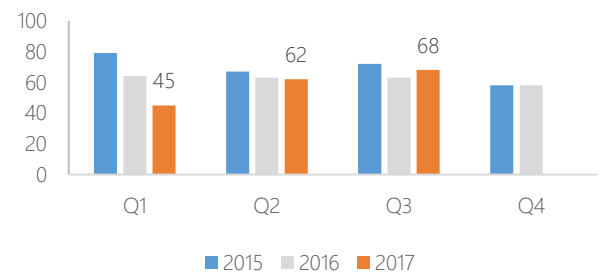
Number of Buildings Sold

Quarter	2015	2016	2017
Q1	82	65	46
Q2	70	65	63
Q3	75	65	68
Q4	62	65	

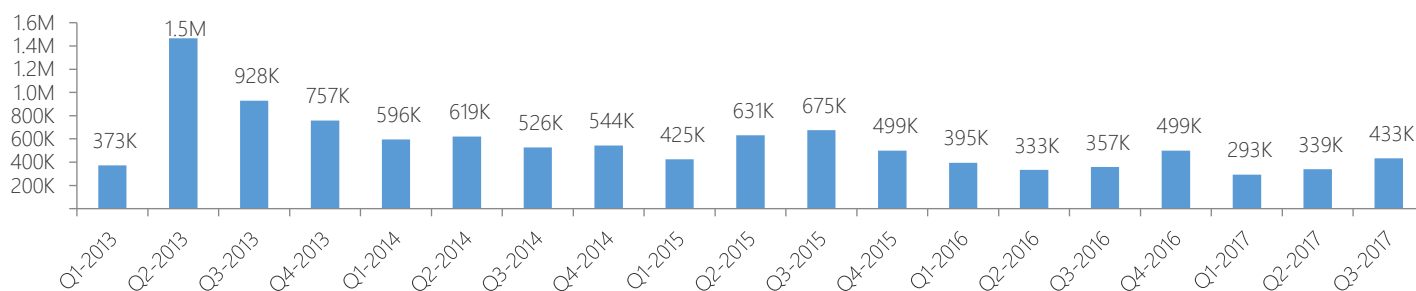


Number of Transactions

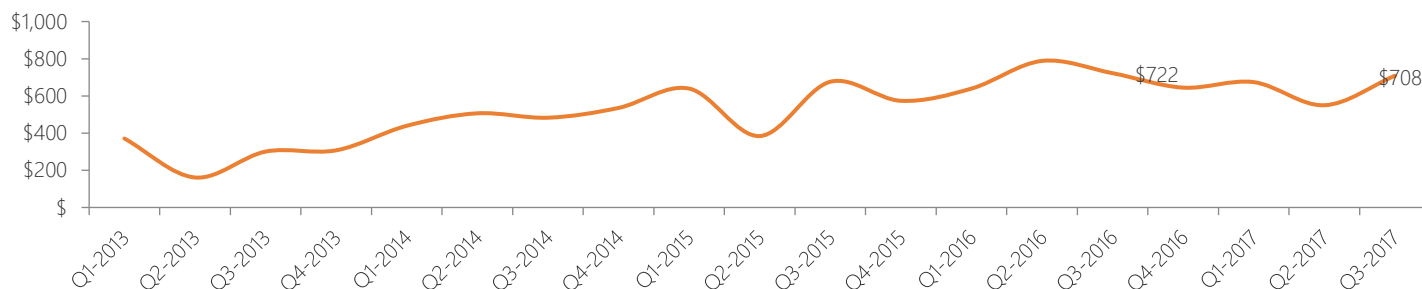
Quarter	2015	2016	2017
Q1	79	64	45
Q2	67	63	62
Q3	72	63	68
Q4	58	58	



Total Sq. Ft.



Average Sale Price per Square Foot

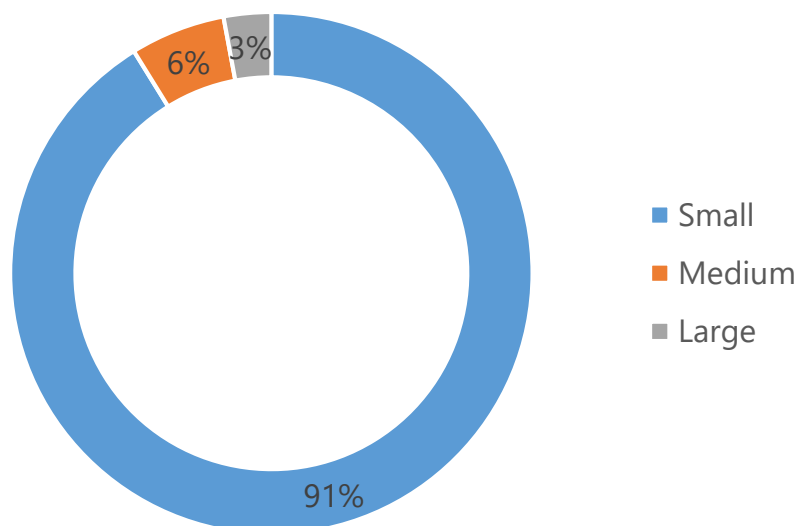


MULTIFAMILY SIZE

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	\$670,432	7%	\$772	5%	\$171,630,619	62	62	256
Medium	\$789,091	42%	\$654	-7%	\$86,800,000	4	4	110
Large	\$418,534	-	\$621	-	\$48,550,000	2	2	116

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
97 Columbia Hts	31-Aug-17	\$58,000,000	Medium multifamily	49	90,426	\$641	No
97 Grand St	10-Jul-17	\$35,250,000	Large multifamily	62	60,210	\$585	No
309 Atlantic Ave	7-Sep-17	\$19,000,000	Medium multifamily	28	23,000	\$826	No
286 Clinton Ave	12-Jul-17	\$13,300,000	Large multifamily	54	17,968	\$740	No
185 Prospect Park W	20-Jul-17	\$7,250,000	Small multifamily	9	6,506	\$1,114	No
22 Strong Pl	1-Aug-17	\$6,750,000	Small multifamily	3	4,320	\$1,563	No
485-487 Pacific St	17-Aug-17	\$6,000,000	Medium multifamily	20	13,516	\$444	No
25 Pierrepont St	18-Jul-17	\$5,500,000	Small multifamily	6	6,063	\$907	No
161 Columbia Hts	18-Jul-17	\$5,500,000	Small multifamily	6	5,694	\$966	No
54 1 Pl	16-Aug-17	\$4,550,000	Small multifamily	5	4,620	\$985	No
23 S Portland Ave	24-Jul-17	\$4,541,500	Small multifamily	3	6,250	\$727	No
92 1 Pl	7-Jul-17	\$4,450,000	Small multifamily	4	3,974	\$1,120	No
252 Prospect Pl	13-Jul-17	\$3,990,000	Small multifamily	8	6,580	\$606	No
175 7 Ave	1-Sep-17	\$3,800,000	Medium multifamily	13	5,864	\$648	No
298 Union St	2-Aug-17	\$3,750,000	Small multifamily	4	3,510	\$1,068	No
119 Congress St	29-Aug-17	\$3,670,000	Small multifamily	4	3,375	\$1,087	No
561 4 Ave	18-Sep-17	\$3,625,000	Small multifamily	4	5,400	\$671	No
44 Henry St	19-Jul-17	\$3,550,000	Small multifamily	4	3,900	\$910	No
36 St Felix St	12-Jul-17	\$3,500,000	Small multifamily	6	4,600	\$761	No
374 14 St	13-Sep-17	\$3,500,000	Small multifamily	4	5,400	\$648	No
429 Clinton St	25-Jul-17	\$3,450,000	Small multifamily	4	2,700	\$1,278	No
901 Union St	30-Aug-17	\$3,300,000	Small multifamily	3	3,800	\$868	No
104 6 Ave	13-Jul-17	\$3,300,000	Small multifamily	8	3,760	\$878	No
233 Dean St	27-Jul-17	\$3,295,000	Small multifamily	4	3,780	\$872	No
98 3 Pl	6-Sep-17	\$3,250,000	Small multifamily	4	2,499	\$1,301	No
509 11 St	28-Sep-17	\$3,248,000	Small multifamily	3	2,970	\$1,094	No
144 4 Ave	8-Aug-17	\$3,200,000	Small multifamily	4	4,356	\$735	No
18 3 Pl	12-Jul-17	\$3,100,000	Small multifamily	4	2,520	\$1,230	No
294 5 Ave	2-Aug-17	\$3,080,000	Small multifamily	9	6,444	\$478	No
140 Luquer St	20-Jul-17	\$3,050,000	Small multifamily	4	2,499	\$1,220	No
233 9 St	9-Aug-17	\$3,000,000	Small multifamily	3	1,955	\$1,535	No
79 St Marks Pl	17-Jul-17	\$2,905,000	Small multifamily	3	3,092	\$940	No
497 Dean St	3-Aug-17	\$2,875,000	Small multifamily	8	7,152	\$402	No
14 1 Pl	28-Sep-17	\$2,800,000	Small multifamily	3	3,000	\$933	No
412 De Graw St	18-Sep-17	\$2,650,000	Small multifamily	3	2,528	\$1,048	No
146 Sackett St	18-Jul-17	\$2,650,000	Small multifamily	3	2,442	\$1,085	No
113 St Johns Pl	11-Jul-17	\$2,600,000	Small multifamily	3	4,160	\$625	No
626 Bergen St	14-Aug-17	\$2,576,000	Small multifamily	3	2,700	\$954	No
117 3 Pl	27-Jul-17	\$2,550,000	Small multifamily	4	2,400	\$1,063	No
574 Washington Ave	2-Aug-17	\$2,500,000	Small multifamily	3	3,600	\$694	No
628 Bergen St	3-Aug-17	\$2,465,000	Small multifamily	3	2,700	\$913	No
249 7 St	18-Aug-17	\$2,400,000	Small multifamily	3	2,625	\$914	No
198 11 St	25-Aug-17	\$2,350,000	Small multifamily	3	1,620	\$1,451	No
148 W 9 St	28-Sep-17	\$2,340,000	Small multifamily	3	2,100	\$1,114	No
464 11 St	27-Sep-17	\$2,315,625	Small multifamily	3	2,160	\$1,072	No
371 Van Brunt St	4-Aug-17	\$2,300,000	Small multifamily	3	2,850	\$807	No
616 President St	27-Jul-17	\$2,250,000	Small multifamily	4	3,281	\$686	No
932 Pacific St	22-Sep-17	\$2,200,000	Small multifamily	3	3,000	\$733	No
584 Carroll St	15-Aug-17	\$2,195,000	Small multifamily	3	1,800	\$1,219	No
179 A 4 Ave	21-Aug-17	\$2,100,000	Small multifamily	4	2,940	\$714	No



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Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
291 6 St	28-Sep-17	\$2,050,000	Small multifamily	3	2,208	\$928	No
64 Lefferts Pl	28-Sep-17	\$2,000,000	Small multifamily	3	4,225	\$473	No
259 Wyckoff St	17-Aug-17	\$2,000,000	Small multifamily	6	3,588	\$557	No
338 Lafayette Ave	8-Sep-17	\$1,925,000	Small multifamily	3	2,625	\$733	No
483 Hicks St	23-Aug-17	\$1,900,000	Small multifamily	4	3,000	\$633	No
228 Greene Ave	28-Aug-17	\$1,850,000	Small multifamily	3	2,989	\$619	No
147 16 St	23-Aug-17	\$1,800,000	Small multifamily	3	2,736	\$658	No
406 Prospect Ave	18-Jul-17	\$1,650,000	Small multifamily	3	3,000	\$550	No
1647 8 Ave	26-Sep-17	\$1,550,000	Small multifamily	6	3,972	\$390	No
630 Bergen St	19-Jul-17	\$1,500,000	Small multifamily	4	4,256	\$352	No
61 7 Ave	13-Sep-17	\$1,202,864	Small multifamily	6	3,941	\$305	No
56 16 St	11-Jul-17	\$1,150,000	Small multifamily	3	1,449	\$794	No
251 Conover St	20-Jul-17	\$1,121,560	Small multifamily	3	1,510	\$743	No
514 4 Ave	29-Aug-17	\$1,000,000	Small multifamily	8	8,100	\$123	No
64 Nelson St	13-Jul-17	\$999,990	Small multifamily	3	2,250	\$444	No
140 Nelson St	29-Aug-17	\$700,000	Small multifamily	3	2,052	\$341	No
374 Bergen St	23-Aug-17	\$650,000	Small multifamily	4	5,372	\$121	No
251 Conover St	20-Jul-17	\$160,080	Small multifamily	3	1,510	\$106	No



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THE RATNER TEAM



David Ratner

Commercial & Residential
Brooklyn Expert



Jessie Torres

NYC Condo, Co-op &
New Development Expert



Sandra Levykh

Residential Sales &
Rental Specialist



Nate Pfaff

Residential Sales &
Rental Specialist



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David Ratner

Commercial & Residential
Brooklyn Expert

Record setting commercial real estate investment specialist with over 16 years in sales, marketing & brand development

Ever since getting into NY real estate full time I've been able to set new records for the clients I've worked with, and the NYC brokerage firms I've worked for. That's not meant to brag, but an honor I've received and been given by the great people I've had the opportunity to add value to.

Today I am honored to be working the world's best established and most respected brand in the high end real estate space - Warren Lewis Sotheby's International Realty.

After falling in love with NYC, and Brooklyn in particular, I was compelled to participate in its property industry, the preservation of its historic places and culture, and helping to carefully curate its future through stylish, amazing, and beneficial new developments.

Whether it is fabulous makeovers of luxurious Brownstones, planning and unleashing the potential of world class new condominium buildings, or revitalizing commercial and mixed use developments on the edge of Brooklyn and Manhattan's trend setting frontiers you'll be hard pressed to find someone as passionate, connected, and capable to help.

I offer multilingual assistance in English, Hebrew, and Russian, and when I'm not in the office or on a development site you might catch me recharging at and exploring NYC's best restaurants, martial arts studios, or parks with my wife and Golden Retriever, Dean.

I come from a strong financial planning background, so bring an adeptness to the numbers and appreciation of confidentiality to the table that many others in this business simply don't seem to offer.

The bottom line is that I am **the NYC real estate guy** to best help with your questions and commercial real estate and investment property needs. **I am YOUR real estate guy in NYC!**

Awards and Recognitions:

"Deal of the Year Award Winner 2016"

"Top 40 Stars Under 40 Award Winner 2017"



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Jessie Torres

NYC Condo, Co-op &
New Development Expert

Setting the benchmark for service & experience in the NYC property market

Whether you know exactly what you want and just need help getting it, or have no idea where to start, I'm here to help!

My experience working with hundreds of NYC real estate buyers, renters, sellers, and developers, including new property representation has given me an incredible appreciation for each individual's, investor's, and families' tastes and needs for their space in NYC.

I am undaunted by challenge. Bring your deal or needs list, even if no one else has been able to help, or has tried so far. I'm confident I can get you the result you need.

My decade plus experience working in the country's top financial institutions prior to being on the frontline of real estate has added to my skills, as well as earning my Masters in Information Sciences; gives me an edge in marketing and property management which gives my clients a huge advantage in the market.

I can serve clients in English, French, and Spanish. And when I'm not out showing property you might find me hosting a dinner party with new cuisines and wines I've found around the world, or visiting your favorite international destinations for a little scuba diving or honing my Latin dance skills.



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New York City explorer and real estate curator

On arriving in Brooklyn I set off on a journey to explore all the best spots in the borough. I'm still on that adventure, and every day it enables me to help someone new to find just their perfect place for them to live in NYC.

Sandra Levykh

Residential Sales &
Rental Specialist

There are so many diverse neighborhoods, streets, and buildings, even just in Brooklyn. And while they are all great, there is the ideal fit for each person.

My quest to find the most beautiful parks to read a morning book, hunt down the best cafes, figure out the best homes for catching regular shows and enjoying NY's art scene, has all helped, and means I can help you hone right in on the neighborhood or building which will maximize your life.

Condo, co-op, single family home, rental or purchase, I can streamline your search and make getting a great deal on your next slice of New York real estate far easier than you imagine.

I live and breathe NYC and its never sleeping symphony of culture. I can serve you in both English and Russian. I'm sure you'll find my calm demeanor, but focused energy a powerful perk in your property search. And for those new to the city I'd love to take you on a tour of the best museums, theaters, yoga studios, and performing arts academies.

Awards and Recognitions:

"Rookie of the Year Award Winner 2016"



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Delivering happiness one home at a time



Nate Pfaff

Residential Sales &
Rental Specialist

My love for New York City and its people have made working in real estate and helping others secure their perfect space a dream come true.

You can't help fall in love with the New York life, its architecture, history, and culture. Although I've traveled the globe there is really nowhere else I could dream of calling home.

I'm convinced that a well-suited home is one of the pillars of happiness. Of course while NYC is famous for its many varied types of real estate, and is home to some of the most fabulous homes and condos on the planet, finding and securing the right spot amongst all the others looking can be a bit of a challenge. That's where I come in

I'd love to help you become one of the hundreds of individuals and families I've connected with just the right space in NYC.

You'll find working with us a unique experience, where a true professional will actually take the time to get to know your needs and tastes, curate the best short list of properties which match your needs, and provide a pleasant process throughout.

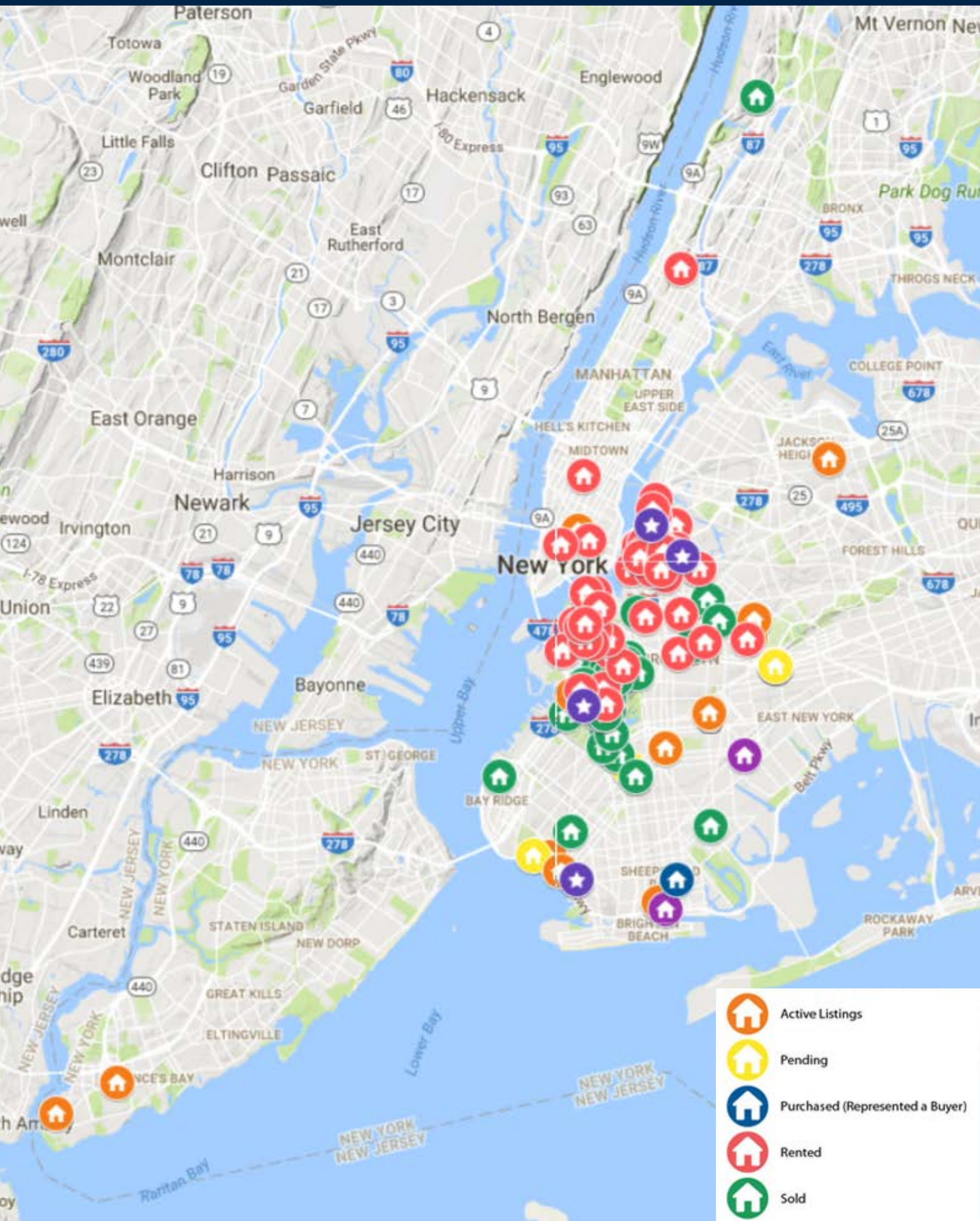
We serve all of NYC's famous boroughs, though particularly specialize in the bubbling borough of Brooklyn which in many ways has overtaken Manhattan as the place to live, work, and play.

Everything I've done previously from teaching history to high schoolers to founding a gourmet food firm, and even becoming a self-proclaimed Mozart aficionado has all led up to empowering to serve my NY real estate clients in incredible ways.



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Appraisers & Inspectors	Expediters	Ironwork Professionals	Roofers
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Artist & Artisans	Fences & Gates Specialists	Landscape Design	School Consultants
Attorneys	Fireplaces	Landscapers & Gardeners	Spiritual Experts
Bankers	Floor & Carpet Professionals	Lawn & Sprinklers Experts	Stair Building & Repair Specialists
Cabinets	Furniture	Lighting Experts	Stone & Tile Professionals
Carpenters	Garage & Drivaway	Locksmith	Structural Engineers
Chimney & Fireplace Specialists	General Contractors	Mortgage Professionals	Surveyors
Cleaners	Glass & Shower Doors	Moving & Storage Experts	Title Companies
Closet Designers	Handymen	Painters & Plasteres	Wealth Managers
CO Experts	Home Automation Specialists	Plumbing Contractors	Window Professionals
Decks & Patios Specialists	Home Security Installers	Property Compliance	Wine Cellars
Demolition Experts	Home Stagers	Property Managers	Zoning & Land Use Experts
Door Experts	Hvac Professionals	Renewable Energy Specialists	
Electricians	Insurance Agents	Renovation Professionals	

www.RatnerTeamVendors.com



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THE BROOKLYN MADE REAL ESTATE SHOW

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

Brooklyn Made Real Estate is a one-stop shop for anyone interested in New York real estate, getting connected with local experts and learning how to make smarter decisions and leveraging your assets.

Each week our show will feature real estate news and interviews with local professionals that we are eager for you to meet.

www.TheBrooklynMadeShow.com



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