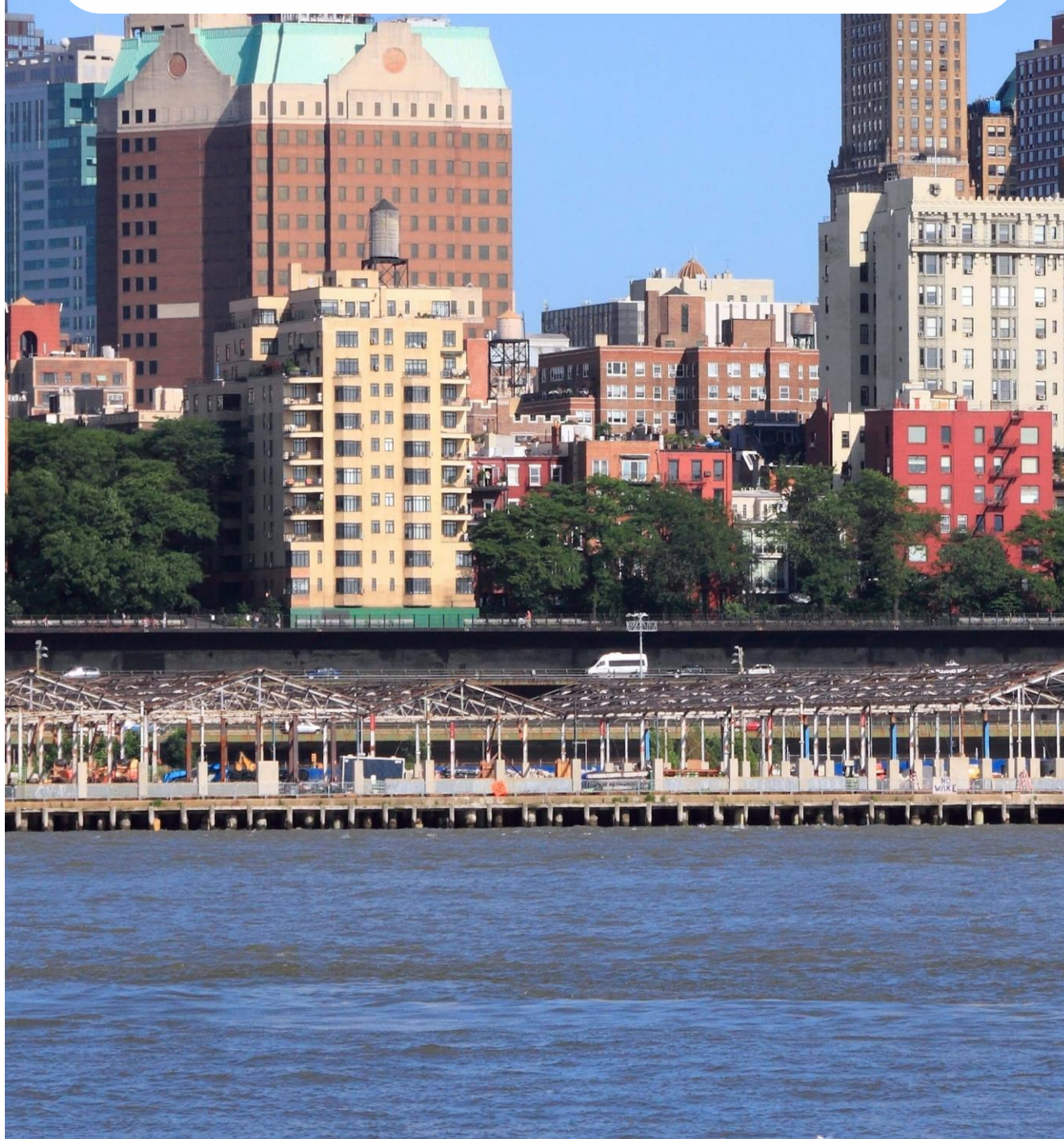


# NORTHWESTERN BROOKLYN

A quarterly analysis of multifamily sales  
in Northwestern Brooklyn, Brooklyn

1st Quarter 2018



**The RATNER Team Market Report**

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## Multifamily Market Report, 1st Quarter 2018

### Northwestern Brooklyn, Brooklyn

#### SUMMARY

SALES VOLUME

**\$452.7M**

129% YoY

NO. OF TRANSACTIONS

**54**

20% YoY

AVERAGE PRICE/UNIT

**\$549K**

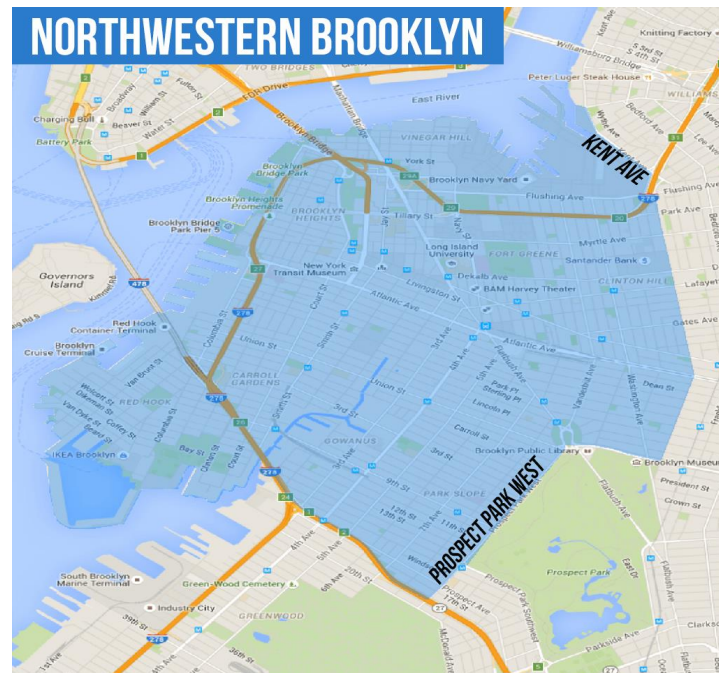
-8% YoY

AVERAGE PRICE/SQ.FT.

**\$598**

-11% YoY

#### NEIGHBORHOOD BOUNDARIES

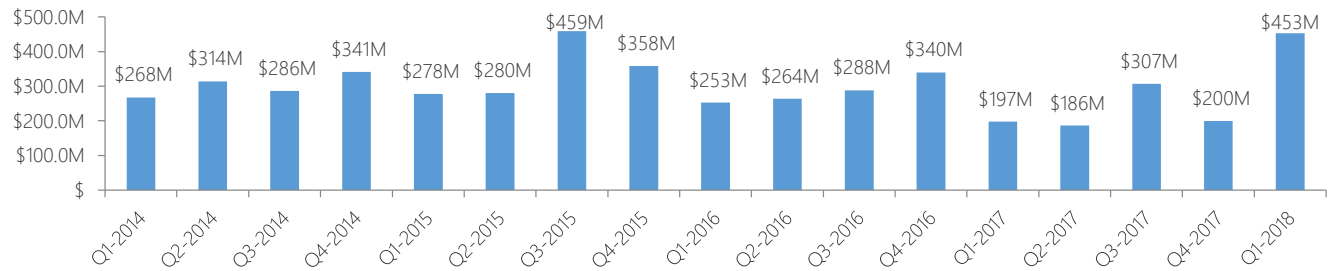


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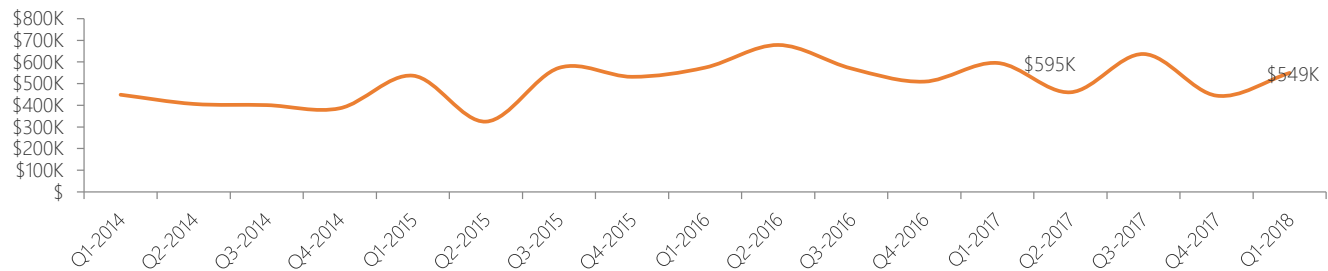
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## MULTIFAMILY STATS

### Sales Volume

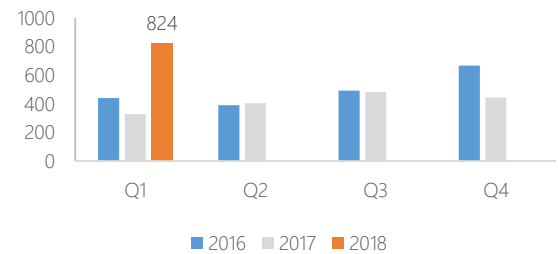


### Average Sale Price per Unit



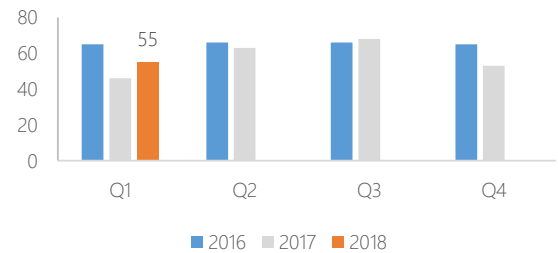
### Number of Units Sold

Quarter	2016	2017	2018
Q1	440	328	824
Q2	389	405	
Q3	492	482	
Q4	667	443	



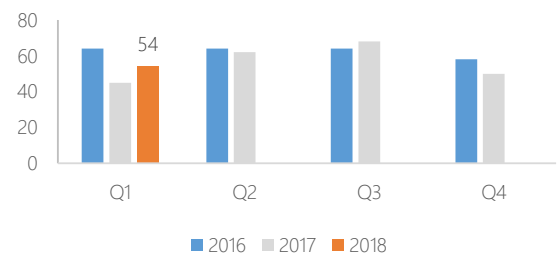
### Number of Buildings Sold

Quarter	2016	2017	2018
Q1	65	46	55
Q2	66	63	
Q3	66	68	
Q4	65	53	

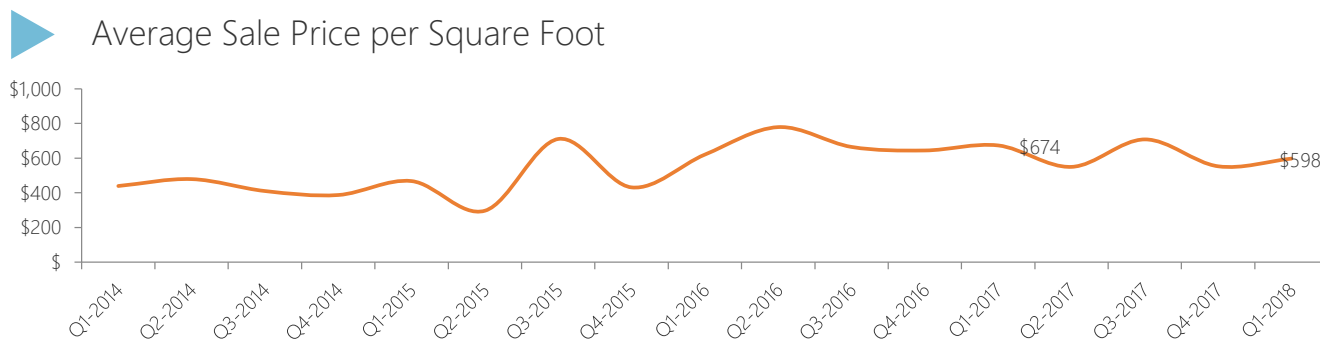
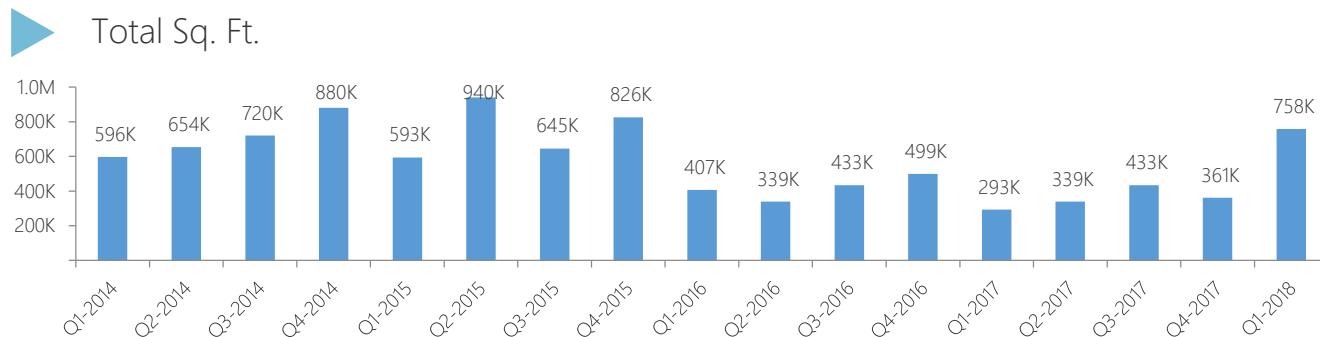


### Number of Transactions

Quarter	2016	2017	2018
Q1	64	45	54
Q2	64	62	
Q3	64	68	
Q4	58	50	





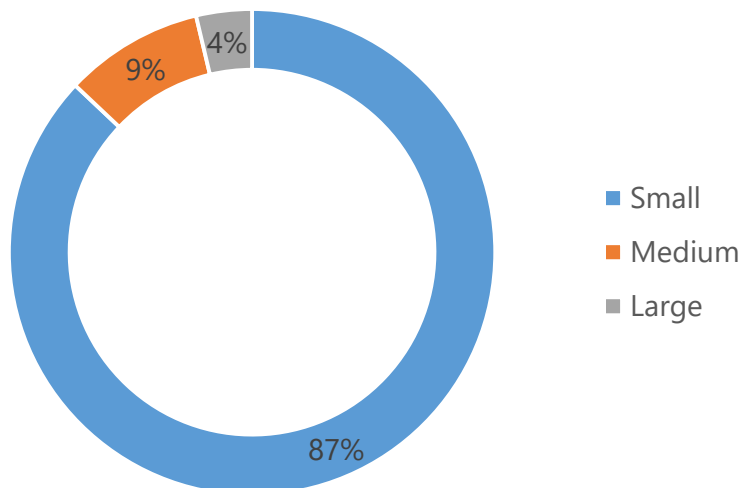


## MULTIFAMILY SIZE

► 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	\$687,958	10%	\$714	5%	\$146,535,133	47	48	213
Medium	\$509,429	-11%	\$599	-10%	\$80,999,179	5	5	159
Large	\$498,230	-	\$540	-	\$225,200,000	2	2	452

Small (up to 10 units), Medium (between 10 and 50 units), Large (more than 50 units)



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## LIST OF TRANSACTIONS

Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
461 Dean St	27-Mar-18	\$156,000,000	Large multifamily	365	333,280	\$468	No
670 Pacific St	1-Feb-18	\$69,200,000	Large multifamily	87	83,828	\$825	No
115 Henry St	12-Mar-18	\$35,500,000	Medium multifamily	42	31,692	\$1,120	No
103-111 Smith St	29-Mar-18	\$15,000,000	Medium multifamily	28	19,200	\$781	No
141 Joralemon St	31-Jan-18	\$13,155,572	Medium multifamily	47	46,410	\$283	No
267 Flatbush Ave	27-Feb-18	\$9,750,000	Medium multifamily	10	7,444	\$1,310	No
99 Joralemon St	31-Jan-18	\$7,593,607	Medium multifamily	32	30,480	\$249	No
143 Montague St	14-Feb-18	\$7,418,000	Small multifamily	8	7,850	\$945	No
641 President St	15-Mar-18	\$7,000,000	Small multifamily	5	10,400	\$673	No
144 Willow St	7-Feb-18	\$6,650,000	Small multifamily	8	8,230	\$808	No
460 Prospect Ave	10-Jan-18	\$6,300,000	Small multifamily	8	7,200	\$438	Yes
462 Prospect Ave	10-Jan-18	\$6,300,000	Small multifamily	8	7,200	\$438	Yes
11 Montgomery Pl	9-Jan-18	\$5,490,000	Small multifamily	5	5,598	\$981	No
211 Pl	14-Mar-18	\$4,750,000	Small multifamily	4	5,000	\$950	No
158 Garfield Pl	12-Mar-18	\$4,250,000	Small multifamily	8	7,820	\$543	No
445 Bergen St	29-Jan-18	\$4,000,000	Small multifamily	4	5,000	\$800	No
50 Hicks St	31-Jan-18	\$3,900,000	Small multifamily	4	5,478	\$712	No
187 Dean St	26-Jan-18	\$3,825,000	Small multifamily	3	3,256	\$1,175	No
820 Classon Ave	26-Mar-18	\$3,600,000	Small multifamily	7	5,724	\$629	No
364 Clinton St	15-Feb-18	\$3,575,000	Small multifamily	4	3,000	\$1,192	No
590 10 St	15-Feb-18	\$3,558,000	Small multifamily	4	3,888	\$915	No
263 Warren St	4-Jan-18	\$3,505,000	Small multifamily	3	2,811	\$1,247	No
270 Carroll St	23-Mar-18	\$3,450,000	Small multifamily	3	3,234	\$1,067	No
576 11 St	30-Mar-18	\$3,444,000	Small multifamily	3	2,376	\$1,449	No
54 Cumberland St	29-Mar-18	\$3,375,000	Small multifamily	8	5,940	\$568	No
115-117 Luquer St	9-Mar-18	\$3,350,000	Small multifamily	3	2,700	\$1,241	No
299 Pacific St	26-Feb-18	\$3,300,000	Small multifamily	5	6,750	\$489	No
259 Carroll St	1-Mar-18	\$3,200,000	Small multifamily	3	3,700	\$865	No
40 Douglass St	9-Jan-18	\$3,150,000	Small multifamily	3	2,640	\$1,193	No
232 Pl	29-Jan-18	\$3,100,000	Small multifamily	3	2,960	\$1,047	No
322 De Graw St	15-Feb-18	\$3,065,000	Small multifamily	3	3,040	\$1,008	No
270 Prospect Pl	23-Mar-18	\$2,795,000	Small multifamily	3	2,610	\$1,071	No
629 Carroll St	12-Feb-18	\$2,750,000	Small multifamily	3	3,060	\$899	No
584 11 St	8-Jan-18	\$2,725,000	Small multifamily	3	2,508	\$1,087	No
163-175 Greene Ave	28-Feb-18	\$2,713,000	Small multifamily	3	3,150	\$861	No
86 Clinton Ave	11-Jan-18	\$2,700,000	Small multifamily	4	5,200	\$519	No
539 11 St	26-Mar-18	\$2,550,000	Small multifamily	3	2,790	\$914	No
188 W 9 St	5-Jan-18	\$2,500,000	Small multifamily	5	3,746	\$667	No
672 Pl	8-Mar-18	\$2,443,800	Small multifamily	3	2,720	\$898	No
21 Garfield Pl	9-Jan-18	\$2,425,000	Small multifamily	3	2,280	\$1,064	No
475 A Hicks St	15-Feb-18	\$2,350,000	Small multifamily	8	6,240	\$377	No
332 9 St	27-Mar-18	\$2,300,000	Small multifamily	4	3,132	\$734	No
52 Garfield Pl	19-Jan-18	\$2,300,000	Small multifamily	3	2,400	\$958	No
257 13 St	2-Feb-18	\$2,250,000	Small multifamily	3	2,729	\$824	No
359 12 St	18-Jan-18	\$2,200,000	Small multifamily	8	6,720	\$327	No
91 Summit St	7-Mar-18	\$2,150,000	Small multifamily	3	3,960	\$543	No
502 Clinton Ave	23-Mar-18	\$2,150,000	Small multifamily	7	6,000	\$358	No
102 Baltic St	23-Mar-18	\$2,100,000	Small multifamily	8	6,000	\$350	No
354 Bond St	12-Jan-18	\$1,905,000	Small multifamily	3	2,400	\$794	No
93 16 St	19-Jan-18	\$1,750,000	Small multifamily	3	2,640	\$663	No



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Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
554 Henry St	19-Jan-18	\$1,450,000	Small multifamily	4	2,923	\$496	No
728 Fulton St	1-Feb-18	\$1,100,000	Small multifamily	3	2,700	\$407	No
28 Clifton Pl	8-Feb-18	\$633,333	Small multifamily	3	2,616	\$242	No
334 15 St	2-Feb-18	\$537,000	Small multifamily	3	2,613	\$206	No
11 N Elliott Pl	21-Mar-18	\$503,000	Small multifamily	3	2,424	\$208	No



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# THE RATNER TEAM



**David Ratner**

Commercial & Residential  
Brooklyn Expert

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**Jessie Torres**

NYC Condo, Co-op &  
New Development Expert

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**Nate Pfaff**

Residential Sales &  
Rental Specialist

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- NYC Condo Sales, Purchases & Rentals
- New Developments & Development Sites
- Commercial Property: Multifamily Buildings, Mixed Use, Office Buildings, Retail & Land
- 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

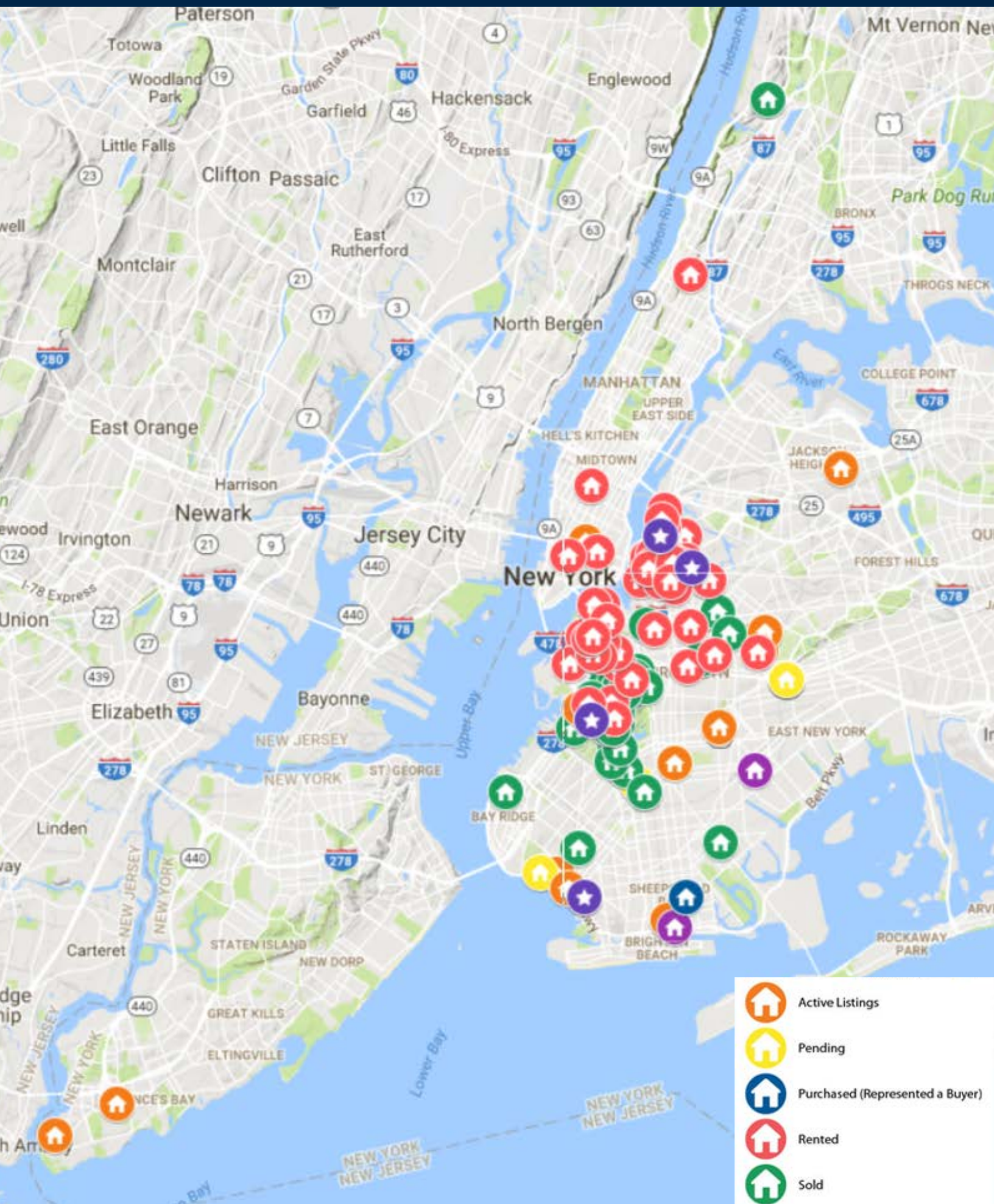
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1031 Qualified Intermediary	Estate Planing	Insurance Agents	Renovation Professionals
Appraisers & Inspectors	Expeditors	Interior Designers	Restoration Specialists
Architects	Exterminators	Ironwork Professionals	Roofers
Artist & Artisans	Fences & Gates 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
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

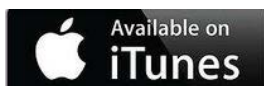
From The Ratner Team, this is the Brooklyn Made Podcast, a show about Brooklyn real estate, entrepreneurs, businesses and the professionals behind one of the hottest real estate markets in the world.

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.

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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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