

SOUTHERN BROOKLYN

A quarterly analysis of multifamily sales
in Southern Brooklyn, Brooklyn

3rd Quarter 2017



The RATNER Team Market Report

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Multifamily Market Report, 3rd Quarter 2017

Southern Brooklyn, Brooklyn

SUMMARY

SALES VOLUME

\$69.7M

-44% YoY

NO. OF TRANSACTIONS

39

-28% YoY

AVERAGE PRICE/UNIT

\$323K

18% YoY

AVERAGE PRICE/SQ.FT.

\$336

13% YoY

NEIGHBORHOOD BOUNDARIES

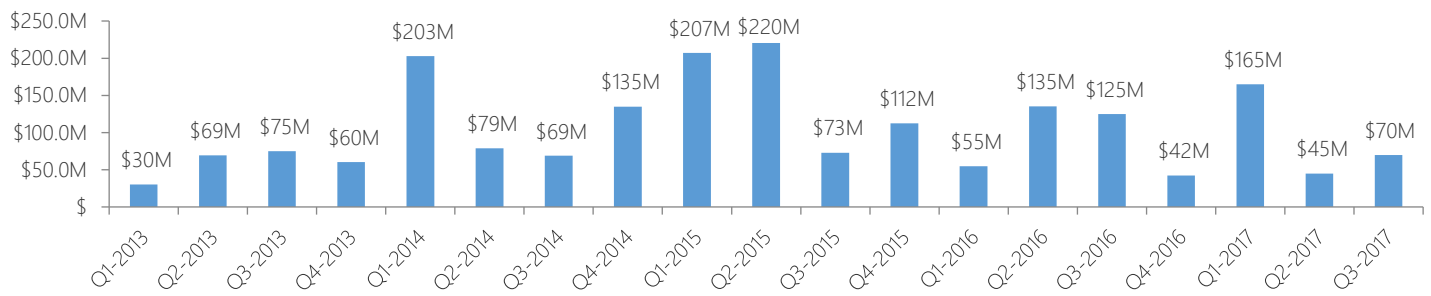


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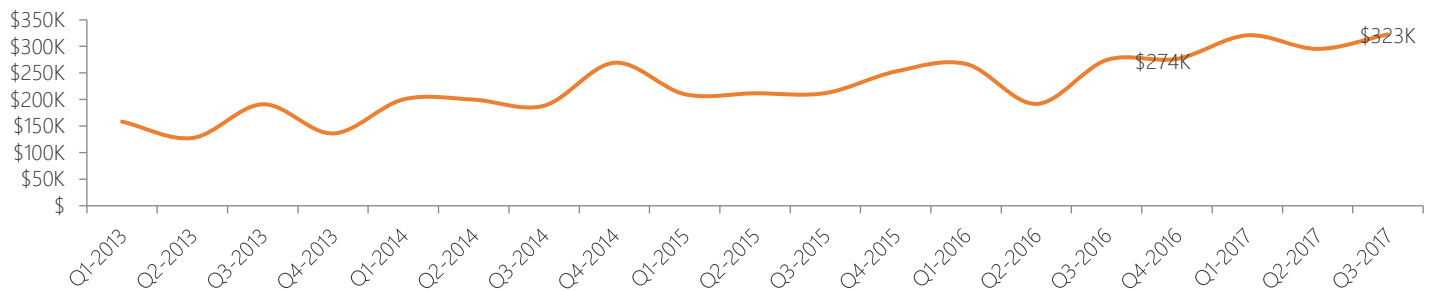
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MULTIFAMILY STATS

Sales Volume

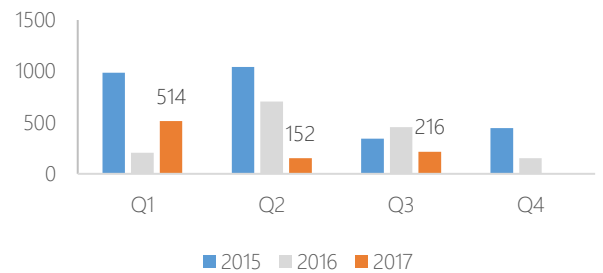


Average Sale Price per Unit



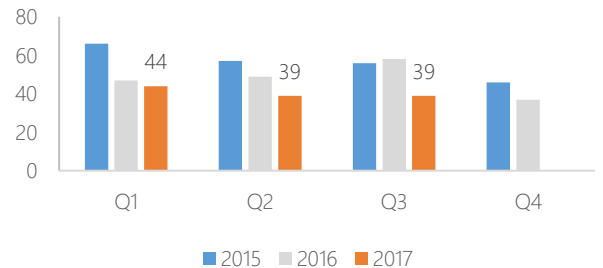
Number of Units Sold

Quarter	2015	2016	2017
Q1	986	205	514
Q2	1041	705	152
Q3	344	455	216
Q4	445	153	



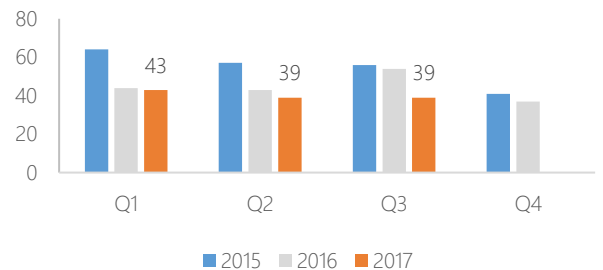
Number of Buildings Sold

Quarter	2015	2016	2017
Q1	66	47	44
Q2	57	49	39
Q3	56	58	39
Q4	46	37	

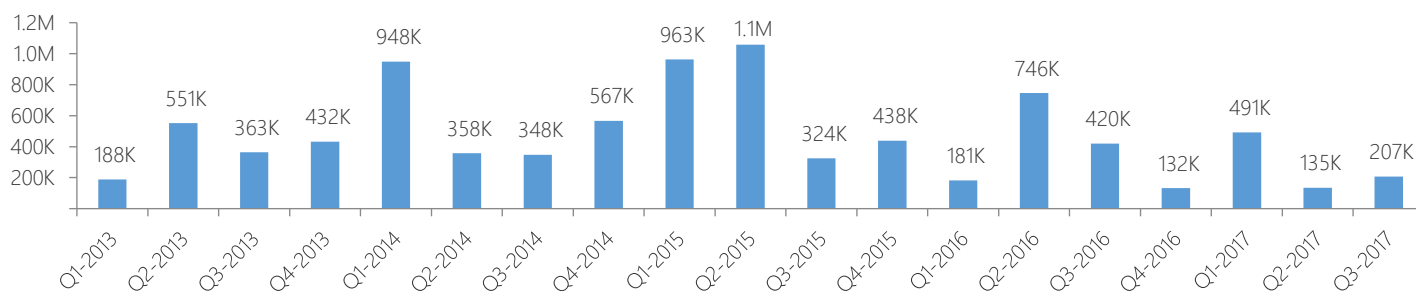


Number of Transactions

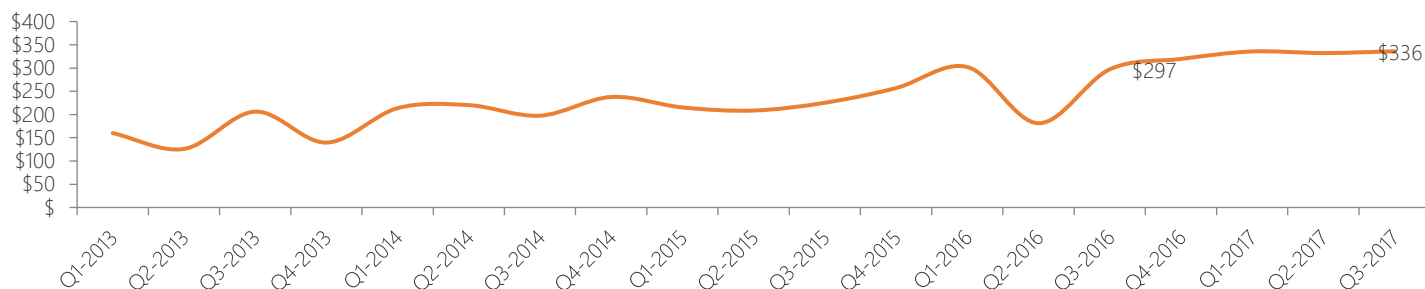
Quarter	2015	2016	2017
Q1	64	44	43
Q2	57	43	39
Q3	56	54	39
Q4	41	37	



Total Sq. Ft.



Average Sale Price per Square Foot

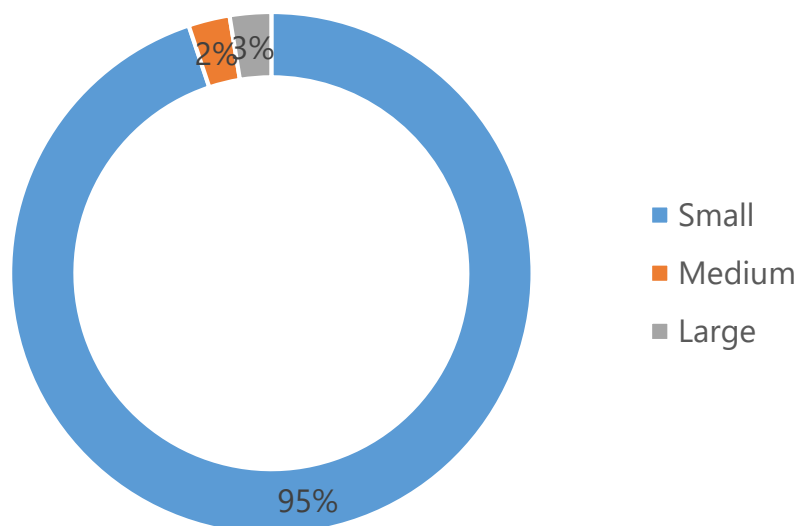


MULTIFAMILY SIZE

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	\$360,511	27%	\$423	34%	\$47,947,928	37	37	133
Medium	\$210,000	-21%	\$276	-5%	\$4,200,000	1	1	20
Large	\$278,571	2%	\$223	-21%	\$17,550,000	1	1	63

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
1695 E 21 St	14-Sep-17	\$17,550,000	Large multifamily	63	78,840	\$223	No
2083 E 18 St	14-Sep-17	\$4,200,000	Medium multifamily	20	15,200	\$276	No
2146 E 5 St	22-Aug-17	\$4,170,000	Small multifamily	3	3,124	\$1,335	No
1863 Ocean Pkwy	9-Aug-17	\$2,500,000	Small multifamily	3	2,600	\$962	No
2170 Ocean Pkwy	3-Aug-17	\$1,925,000	Small multifamily	3	3,880	\$496	No
1634 E 2 St	7-Jul-17	\$1,700,000	Small multifamily	4	3,402	\$500	No
2354 82 St	27-Sep-17	\$1,660,000	Small multifamily	3	3,320	\$500	No
1648 E 10 St	24-Aug-17	\$1,650,000	Small multifamily	3	2,082	\$793	No
105 Brighton 11 St	3-Aug-17	\$1,640,000	Small multifamily	9	6,400	\$256	No
256 Coleridge St	31-Aug-17	\$1,600,000	Small multifamily	3	3,456	\$463	No
1401 Avenue Y	23-Aug-17	\$1,550,000	Small multifamily	4	3,000	\$517	No
2337 85 St	5-Jul-17	\$1,500,000	Small multifamily	4	2,904	\$517	No
2446 85 St	12-Jul-17	\$1,450,000	Small multifamily	4	3,034	\$478	No
1753 W 1 St	25-Jul-17	\$1,400,000	Small multifamily	4	2,400	\$583	No
4147 Bedford Ave	26-Jul-17	\$1,400,000	Small multifamily	3	4,080	\$343	No
627 Avenue M	19-Sep-17	\$1,400,000	Small multifamily	3	2,280	\$614	No
64 Van Sicklen St	23-Aug-17	\$1,352,000	Small multifamily	3	3,000	\$451	No
2157 E 18 St	6-Jul-17	\$1,310,000	Small multifamily	3	3,120	\$420	No
2263 West St	5-Sep-17	\$1,300,000	Small multifamily	3	3,020	\$430	No
37 Stryker St	19-Jul-17	\$1,280,000	Small multifamily	3	2,977	\$430	No
811 Avenue L	10-Jul-17	\$1,260,000	Small multifamily	3	3,500	\$360	No
210 Highlawn Ave	1-Sep-17	\$1,150,000	Small multifamily	3	2,340	\$491	No
1333 E 14 St	28-Sep-17	\$1,100,000	Small multifamily	4	3,500	\$314	No
4684 Bedford Ave	14-Sep-17	\$1,100,000	Small multifamily	3	3,234	\$340	No
2352 E 13 St	19-Sep-17	\$995,000	Small multifamily	3	1,800	\$553	No
2153 W 5 St	4-Aug-17	\$990,000	Small multifamily	3	2,200	\$450	No
2787 W 16 St	20-Jul-17	\$950,000	Small multifamily	6	3,876	\$245	No
2427 Mermaid Ave	26-Sep-17	\$942,342	Small multifamily	3	2,451	\$384	No
2425 Mermaid Ave	27-Sep-17	\$938,586	Small multifamily	3	2,439	\$385	No
125 Neptune Ave	11-Jul-17	\$925,000	Small multifamily	3	2,754	\$336	No
3352 Bay Ct	30-Aug-17	\$910,000	Small multifamily	3	1,888	\$482	No
1583 E 15 St	21-Aug-17	\$855,000	Small multifamily	3	3,160	\$271	No
2631 Coney Island Ave	10-Aug-17	\$840,000	Small multifamily	4	2,800	\$300	No
787 E 10 St	31-Aug-17	\$805,000	Small multifamily	4	3,120	\$258	No
2734 W 16 St	28-Aug-17	\$745,000	Small multifamily	3	2,160	\$345	No
3614 Neptune Ave	21-Aug-17	\$730,000	Small multifamily	5	3,160	\$231	No
3058 Brighton 5 St	24-Aug-17	\$700,000	Small multifamily	3	3,420	\$205	No
2829 W 20 St	13-Jul-17	\$625,000	Small multifamily	6	3,160	\$198	No
1676 E 19 St	6-Sep-17	\$600,000	Small multifamily	3	4,400	\$136	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.

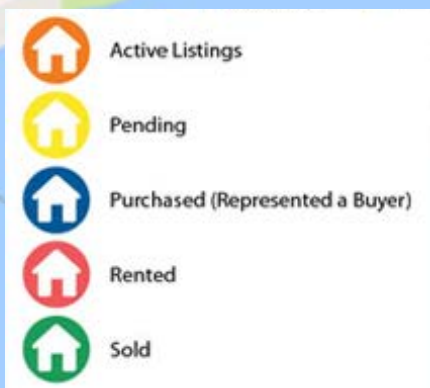
We serve all of NYC's famous boroughs, though particularly specialize in the bubbling borough of Brooklyn which in many ways has overtaken Manhattan as the place to live, work, and play.

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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1031 Qualified Intermediary	Estate Planing	Interior Designers	Restoration Specialists
Appraisers & Inspectors	Expediters	Ironwork Professionals	Roofers
Architects	Exterminators	Kitchen & Bathroom Specialists	Rubbish Removal Companies
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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