

Multifamily Building Transactions



Matt Cosentino
Partner

“The multifamily market saw a small decrease in total transactions, yet a large increase in total dollar volume - up nearly 60% from 2017. This large increase was spurred by large multifamily transactions, in particular, the \$870M trade at 1155 Pennsylvania Ave. in East New York. Crown Heights, Bushwick and Bedford-Stuyvesant continue to show the largest number of multifamily transactions and Brooklyn Heights had the highest average price/SF at \$673/SF.”

In the multifamily category, we have verified

302

transactions with a total of

12,940

units totalling to approximately

13.3M SF

of which, one was an outlier trade - 1155 Pennsylvania Avenue which sold for

\$870M.

Total dollar volume recorded at \$2.6B, But without the outlier, total dollar volume was

\$1.7B

consistent with \$1.6B in 2017. The Northern-Central Brooklyn region had

98

transactions recorded as the region with the highest number of multifamily transactions.

The Greater Downtown region saw highest total dollar volume at

\$454M*



The largest multifamily transaction in 2018 was 1155 Pennsylvania Avenue, also known as the Spring Creek Towers. The 7,654 unit portfolio in Starrett City equates to 8,544,670 SF, and was purchased by Rockpoint Group and Brooksville Company.



The second largest multifamily transaction to trade in 2018 was 461 Dean Street, a 363-unit modular-constructed building connected to the Barclays Center. The property is at the nexus of Downtown Brooklyn, Prospect Heights and Park Slope and was purchased by Principal Global Investors.

This study shows Brooklyn commercial multifamily building transactions for 2018, broken down into region and neighborhood. Considered data points include: total dollar volume, total number of transactions, average transaction price, total number of units, total square footage sold and average price per SF.

*East Brooklyn region would have the highest dollar volume when including the \$870M trade.

Multifamily

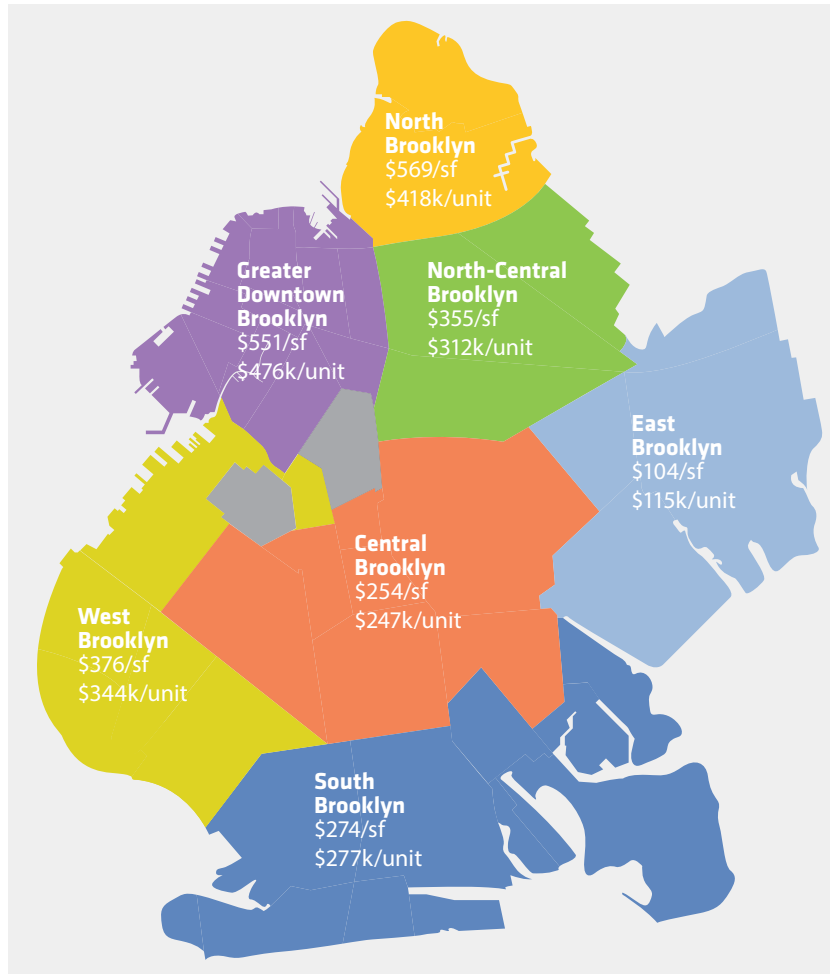
Region	Neighborhood	Dollar Volume	Total Transactions	Avg. Transaction	Total Units	Avg. P/Unit**	Total SF	Avg. PPSF*
Central Brooklyn	Borough Park	\$94,020,510	7	\$13,431,501	397	\$236,827	353,959	\$266
	East Flatbush	\$123,683,500	20	\$6,184,175	579	\$213,616	556,874	\$222
	Flatbush	\$10,710,000	2	\$5,355,000	45	\$238,000	51,640	\$207
	Flatlands	\$7,500,000	1	\$7,500,000	24	\$312,500	29,152	\$257
	Kensington	\$90,452,400	8	\$11,306,550	292	\$309,768	314,123	\$288
	Midwood	\$25,700,000	3	\$8,566,667	89	\$288,764	93,300	\$275
	Lefferts Gardens	\$5,262,000	3	\$1,754,000	19	\$276,947	15,700	\$335
	Prospect Park South	\$72,201,090	6	\$12,033,515	293	\$246,420	273,344	\$264
	Total/Average	\$429,529,500	50	\$8,590,590	1738	\$247,140	1,688,092	\$254
East Brooklyn	Brownsville	\$3,885,000	3	\$1,295,000	23	\$171,500	18,486	\$210
	Cypress Hills	\$12,355,000	4	\$3,088,750	74	\$148,779	59,605	\$207
	East New York	\$890,226,395	12	\$74,185,533	7758	\$176,286	8,627,908	\$103
	Total/Average	\$906,466,395	19	\$47,708,758	7855	\$169,740	8,705,999	\$104
Greater Downtown Brooklyn	Boerum Hill	\$9,900,000	4	\$2,475,000	33	\$300,000	22,566	\$439
	Brooklyn Heights	\$43,020,000	6	\$7,170,000	68	\$632,647	63,876	\$673
	Carroll Gardens	\$12,750,000	4	\$3,187,500	31	\$411,290	23,362	\$546
	Clinton Hill	\$17,200,000	3	\$5,733,333	35	\$491,429	30,580	\$562
	Cobble Hill	\$22,100,000	3	\$7,366,667	44	\$502,273	37,816	\$584
	Columbia Waterfront	\$4,700,000	2	\$2,350,000	16	\$293,750	12,132	\$387
	Fort Greene	\$6,975,000	3	\$2,325,000	24	\$290,625	13,350	\$522
	Gowanus	\$2,550,000	1	\$2,550,000	8	\$318,750	5,868	\$435
	Park Slope	\$74,072,571	14	\$5,290,898	142	\$521,638	122,916	\$603
	Prospect Heights	\$258,350,000	10	\$25,835,000	544	\$474,908	486,460	\$531
	Red Hook	\$2,375,000	1	\$2,375,000	8	\$296,875	5,548	\$428
	Total/Average	\$414,552,214	51	\$8,901,815	953	\$476,383	824,474	\$551
	North Brooklyn	East Williamsburg	\$29,216,000	11	\$2,656,000	67	\$436,060	48,291
Greenpoint		\$38,088,884	14	\$2,720,635	99	\$384,736	74,548	\$511
Williamsburg		\$44,275,000	8	\$5,534,375	101	\$438,366	73,409	\$603
Total/Average		\$111,579,884	33	\$3,381,209	267	\$417,902	196,248	\$569
North-Central Brooklyn	Bedford-Stuyvesant	\$114,803,203	26	\$4,415,508	351	\$327,075	265,729	\$432
	Bushwick	\$58,815,000	29	\$2,028,103	189	\$311,190	162,351	\$362
	Crown Heights	\$160,939,999	30	\$5,364,667	500	\$321,880	485,927	\$331
	Ocean Hill	\$20,835,000	13	\$1,602,692	98	\$212,602	86,123	\$242
	Total/Average	\$355,393,202	98	\$3,626,461	1138	\$312,296	1,000,130	\$355
South Brooklyn	Gravesend	\$20,776,800	6	\$3,462,800	77	\$269,829	81,298	\$256
	Sheepshead Bay	\$88,410,000	6	\$14,735,000	317	\$278,896	316,564	\$279
	Total/Average	\$109,186,800	12	\$9,098,900	394	\$277,124	397,862	\$274
West Brooklyn	Bath Beach	\$6,250,000	3	\$2,083,333	37	\$168,919	26,640	\$235
	Bay Ridge	\$25,579,000	5	\$5,115,800	91	\$281,088	78,735	\$325
	Bensonhurst	\$17,110,000	7	\$2,444,286	70	\$244,429	57,861	\$296
	Dyker Heights	\$1,680,000	1	\$1,680,000	6	\$280,000	4,800	\$350
	Fort Hamilton	\$8,025,000	1	\$8,025,000	40	\$200,625	23,600	\$340
	Greenwood Heights	\$6,280,000	3	\$2,093,333	20	\$314,000	12,700	\$494
	Sunset Park	\$31,610,000	17	\$1,859,412	122	\$259,098	87,944	\$359
	Windsor Terrace	\$108,400,000	2	\$54,200,000	209	\$518,660	252,876	\$429
	Total/Average	\$204,934,000	39	\$5,254,718	595	\$344,427	545,156	\$376
Brooklyn Wide		\$2,571,082,352	302	\$8,513,518	12940	\$198,693	13,357,961	\$192

* Price per Square Foot / ** Price per Unit

* Excluding \$870M trade from East Brooklyn - \$228/SF | \$183,351/unit

* Excluding \$870M trade from East Brooklyn - \$353/SF | \$321,882/unit

Multifamily

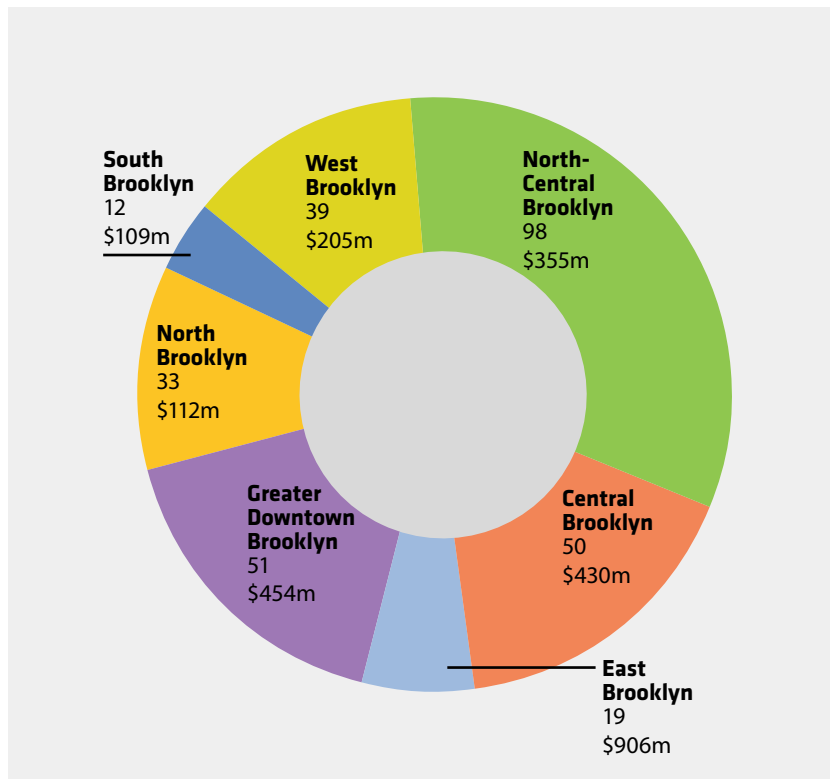


Price per SF and Price per Unit

The average price per SF of multifamily buildings in 2018 in Brooklyn was \$192, down from 2017's average of \$371. The average price per unit was approximately \$199K, down 34%

from approximately \$303K in 2017.

The North Brooklyn region achieved the highest average price per SF at \$569.



Transaction and Dollar Volume

In 2018, there was a total of 302 multifamily transactions in Brooklyn, representing 12,940 units for a total consideration of \$2.6B. In 2017, there was a total of 354 transactions totaling approximately \$1.6B.

The North-Central Brooklyn region had the highest number of multifamily transactions with 98 transactions. The East Brooklyn Region had the highest dollar volume totaling approximately \$906M.