

MASSEY KNAKAL

Building Sales Journal



New York City's Investment Sales Market Through Three Quarters of 2014



After a torrid start to the year, sales volumes stepped back a bit in the third quarter of 2014 (3Q14) as market dynamics continued to exert upward pressure on record-setting property values, which continue to escalate. The pace of the dollar volume of sales continues slightly off the 2007 peak, while the number of properties sold remains on an all-time record pace.

In 3Q14, the dollar volume of sales citywide was \$11.4 billion, down 18 percent from the \$13.9 billion in 2Q14. This should not be seen as a negative statistic, however, as it is well above the average quarterly total over the past 15 quarters going back to 2011, which has been \$9.76 billion. The pace so far this year, if annualized, is on pace for \$52.2 billion; which, if achieved, would be 36 percent ahead of last year's \$38.4 total. Additionally, there were several very large sales announced in the third quarter which have not closed yet and will be included in what we project to be a robust fourth quarter, which is likely to push total volume up near the \$62 billion record set in 2007.

The dollar volume of sales was so high in 2007 due to the record year that occurred in the CMBS market, which totaled approximately \$230 billion that year. The CMBS market helped facilitate many of the largest sales in the market and, not surprisingly, the largest sales have the biggest impact on the dollar volume of sales. In 2007, just two transactions totaled almost \$12 billion. This year, the CMBS market has gained steady traction and projected to see an annual total in excess of \$100 billion, the highest total since 2007. September issuance was \$12.4 billion, the best monthly total of the year. This momentum bodes well for the dollar volume total this year.

The number of properties sold citywide in 3Q14 was 1,098, also down from the 2Q14 total, which was 1,366. This represented a 20 percent drop. Similar to the drop in dollar volume, we should

not read too much into this as the 1,098 sales were also well above the quarterly average of 938 over the last 15 quarters. We are also coming off a four-quarter (3Q13-2Q14) run in which more properties (5,223) were sold in New York City than during any other four-quarter period ever.

The 1,098 properties sold in 3Q14 puts the market on pace for 5,110 of the year which would exceed 2007's record of 5,018 properties trading hand. Based upon the activity we are seeing presently, we anticipate the yearly total to easily exceed 5,200.

The investment sales market is in the midst of what economists refer to as a positive feedback loop. The supply of available properties for sale has always been the dominant metric in the supply / demand relationship in our market in terms of determining sales volumes (with the singular exception of 1992, a year in which the RTC was dumping assets from failed banks by the truckload). The supply of properties coming to market is increasing as prices rise and potential sellers find these new values compelling. New buyers are coming into the market in unprecedented numbers and are quickly absorbing this new supply. The absorption of the new supply occurs so rapidly by purchasers who are viciously competitive that it exerts further upward pressure on values which brings a new crop of sellers to the market, and so on. Hence, the positive feedback loop.

Probably the most notable trend in the sales market today is the influx of new capital coming into the market. New, first-time buyers are emerging from around the country and around the globe. While institutional capital from these sources is concerned about yield and internal rates of return, most of these buyers are high-networth investors who are looking for their piece of the Big Apple. For these investors, capital preservation appears to be more important than yield. The relative economic stability and relative political stability of the U.S., and particularly New York City, makes the perception of real estate investments here relatively safe for these investors. Essentially, to the rich around the globe, New York City properties have become what Swiss bank accounts were for the past several decades.

These dynamics are expected to continue for the balance of the year, which means that 2014 should go down as one of the best ever. Cheers to that.





You can read Mr. Knakal's "Concrete Thoughts" articles for the Commercial Observer at www.commercialobserver.com/topics/concrete-thoughts.

Massey Knakal Sells and Finances 144 Residential Units in The Corinthian



Massey Knakal Realty Services arranged the sale and financing of a portfolio of residential condominium units within The Corinthian building at **645 First Avenue**, located on the west side of First Avenue between East 37th Street and East 38th Street in Manhattan's Murray Hill neighborhood. **The units were sold in an all-cash transaction valued at \$147 million**. Acquisition and construction financing with a commitment amount of \$125 million was arranged by Massey Knakal Capital Services, with an initial funding of \$115 million.

The portfolio consists of 144 residential condominium units within a 57-story building, with an aggregate unit size of approximately 150,747 square feet. The units are spread throughout the building and consist of nine studios, 91 one-bedrooms, 30 two-bedrooms, and 14 three-bedrooms. Of these 144 condominium units, 90 have been renovated over the last few years. The transaction was

handled exclusively by Chairman Bob Knakal and Vice Chairman John Ciraulo. The sale price equates to approximately \$975 per square foot.

"Within the multifamily sector today, sales are often impacted by a condominium conversion exit strategy," stated Mr. Knakal. "This asset was already teed up as a condo, allowing for a very flexible operating strategy as a rental block, selling units or a combination of both." "This burgeoning sub-market continues to improve and is ready to explode," added Mr. Ciraulo.

Massey Knakal Capital Services secured the financing, arranging the \$125 million financing commitment used to acquire and renovate the units. "Our team worked closely with the borrower to identify the optimal debt capital source, negotiate the deal terms, coordinate third parties, and assist in the closing process," said Massey Knakal's **Scott Aiese**, who exclusively handled the financing. "In order to achieve a short closing time period, our team was mandated to find a single lender that would underwrite the full loan amount."

"I have to thank Bob, Scott, and the whole Massey Knakal team for doing an outstanding job making the sale and the financing come together on this transaction," stated Danny Fishman, Managing Partner of Gaia, which was the purchaser.

This transaction completes a hat trick for Massey Knakal relative to The Corinthian. In October of 2009, Messers Knakal and Ciraulo sold the garage component of the property for \$10.25 million to Alliance Parking, and in June of 2011 the duo sold the 81,000 square foot medical condominium for \$31 million to ProMed.

The Corinthian is one of the most spectacular residential development projects the city has ever seen, and features breathtaking 280-degree city and East River views from most of the units. It was crowned New York City's largest apartment building at its completion in 1987, and contains over 850 condominiums. The Corinthian's iconic curvilinear architecture was designed by renowned architect Der Scutt in the late 1980s, and is still considered an iconic part of the city skyline today. Located within the Murray Hill neighborhood, it benefits from convenient access to major employment centers in Midtown, and its connectivity to the rest of New York City will improve upon the completion of the Second Avenue Subway.

The Corinthian was developed by the Spitzer family in the mid-1980s, and was the largest single apartment building in the city at the time. "The Massey Knakal team, led by Bob Knakal, was superb throughout the multiple transactions they handled for us at The Corinthian," stated Eliot Spitzer, who guided the sales process on behalf of his family. "They delivered the best price, consummate discretion and a complete understanding of our strategic objectives."

MANHATTAN



4 and 6 West 37th Street

Manhattan, NY
\$20,000,000

Development Site



304-306 Canal Street Manhattan, NY \$16,400,000 Mixed-Use



78 Grand Street Manhattan, NY \$15,600,000 Mixed-Use/Loft



65 Irving Place Manhattan, NY \$11,000,000 Townhouse



737 West End Avenue Manhattan, NY \$7,550,000 Mixed-Use



220 Avenue A Manhattan, NY \$7,400,000 Apartment Building



180 Second Avenue Manhattan, NY \$6,750,000 Mixed-Use



77 Lexington Avenue Manhattan, NY \$6,250,000 Mixed-Use



116 West 14th Street Manhattan, NY \$6,200,000 Retail Condominium



47 Clinton Street
Manhattan, NY
\$5,000,000
Mixed-Use



25 Prince Street Manhattan, NY \$4,300,000 Retail Condominium

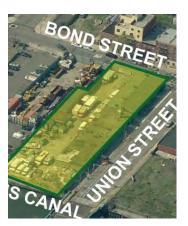


364 West 46th Street Manhattan, NY \$3,575,000 Mixed-Use

BROOKLYN



472-484 Atlantic Avenue Brooklyn, NY \$18,025,000 Development Site



450-482 Union Street Brooklyn, NY \$12,300,000 Development Site



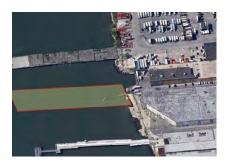
225 Pennsylvania Avenue Brooklyn, NY \$5,000,000 Development Site



75 Ralph Avenue Brooklyn, NY \$4,300,000 Development Site



253 Bushwick Avenue Brooklyn, NY \$2,200,000 Mixed-Use



The Huron Street Pier Brooklyn, NY \$2,000,000 Pier



599-603 Willoughby Avenue Brooklyn, NY \$1,900,000 Development Site

NORTHERN MANHATTAN/THE BRONX



332 East 149th Street
The Bronx
\$10,500,000
Office Building



201 Marcy Place The Bronx \$1,600,000 Development Site

QUEENS



2856-2860 Steinway Street
Queens, NY
\$32,000,000
Retail Building



42-72 80th StreetQueens, NY
\$21,000,000
Apartment Building



11-05 44th DriveQueens, NY
\$17,100,000
Loft Building



42-07 Northern Boulevard Queens, NY \$8,750,000 Commercial/Retail Building



87-21 87th Street Queens, NY \$5,050,000 Apartment Building



31-07/13 23rd Avenue Queens, NY \$3,600,000 Retail Building



214-11-13 35th Avenue Queens, NY \$3,150,000 Development Site

WESTCHESTER



447-457 South Broadway
Westchester, NY
\$2,825,000
Commercial Building



107-109 and 111 Kensington Road Westchester, NY \$2,800,000 Multifamily Buildings

NEW JERSEY



14-01 Plaza RoadFair Lawn, NJ
\$8,000,000
Mixed-Use



251 Rock Road Glen Rock, NJ \$2,175,000 Mixed-Use

MASSEY KNAKAL





IS EXPANDING

Massey Knakal is pleased to announce the expansion of our New Jersey headquarters, bringing 25 years of industry-leading real estate brokerage services to Northern and Central New Jersey.

Massey Knakal exclusively represents owners in the sale, retail lease and financing of their properties. Guided by 5,000 closed transactions with an aggregate value in excess of \$21 billion since 1988 in the New York Metropolitan area, our dedicated territory professionals deliver an unparalleled depth of neighborhood knowledge and experience.

To learn more about Massey Knakal and how we can help you achieve your goals, contact:

David A. Simon, SIOR

Executive Managing Director, New Jersey (201) 426-2200 dsimon@masseyknakal.com





Garrett Thelander Executive Managing Director Capital Services

Massey Knakal Capital Services (MKCS) is our mortgage brokerage division which provides unparalleled capital markets knowledge in order to deliver the most creative financing strategies for our clients. Project goals are matched with the most favorable and efficient capital structures available in a timely manner.

MKCS specializes in a variety of debt and equity-based real estate financing, including fixed rate loans, floating rate loans, construction loans, mezzanine loans, and bridge loans.

For more information, please contact:
Garrett Thelander
Executive Managing Director - Capital Services
212.696.2500 or gthelander@masseyknakal.com



Scott Aiese Flatiron, Gramercy Park, Murray Hill, Union Square



Morris Betesh Midtown East



Vittas Borozin Astoria, Long Island City



Justin Boruchov Upper West Side



Preston Flammang Hudson Yards, Midtown West, Penn Station



Patrick Frame Inwood, Washington Heights



\$69,500,000

Portfolio Refinance Hotel New York & New Jersey



George Gnad Hudson County



Roger Kapsalis Greenpoint, Williamsburg



Jessica Ke Chelsea

\$20,000,000 Land Loan

Mixed-Use New York, NY



\$3,200,000 Refinance

Condo

New York, NY

Multifamily Brooklyn, NY



John Leslie East Village, Greenwich Village, NoHo



Bruce Whipple Westchester County



Kevin Osowiecki Chinatown, Financial District, TriBeCa



Richard Rosenthal Bathgate, Belmont, Fordham, Kingsbridge, Norwood, Riverdale, Tremont, Wakefield, Williamsbridge, Woodlawn, City Island



Todd KorrenExecutive Managing Director
Retail Leasing



Anthony Andreoli Midtown East



Michael Azarian Flatiron, Gramercy Park, Murray Hill



Mitzi Flexer Bay Ridge, South Slope, Sunset Park, Windsor Terrace



Benjamin Fox Executive Vice President, Partner Retail Leasing Chinatown, Hudson Square, NoLlta, SoHo



Brendan Gotch East Village, Greenwich Village, NoHo



Clare Kelly Financial District, TriBeCa



Nicole Liebman Boerum Hill, Brooklyn Heights, Clinton Hill, Downtown Brooklyn, DUMBO, Fort Greene, Prospect Heights



Jill LovattCarnegie Hill, Upper
East Side



Dylan Murphy Midtown West



Ryan Reszelbach Alphabet City, Chinatown, Lower East Side

RECENT LEASES

Massey Knakal Retail Leasing Services (MKRLS) is our focused

retail leasing division, whose goal is to ensure that every client

obtains creditable tenants at the highest overall rental income. To

accomplish this objective, the MKRLS team quickly and efficiently

implements well-orchestrated marketing and leasing campaigns geared toward targeted groups of retail candidates. Our team will achieve the highest value for retail spaces because of our thorough understanding of the distinct neighborhood markets, as well as the property and its potential for value enhancement.



For more information, please contact:

Executive Managing Director - Retail Leasing

212.696.2500 or tkorren@masseyknakal.com

Todd Korren

14 East 34th street Retail A New York, NY



716 Broadway Retail A New York, NY

100 EXCLUSIVE LISTINGS



Todd Zuckerman Auburndale, Bay Terrace, Bayside, Bellerose, Briarwood, College Point, Corona, Douglaston, Elmhurst, Flushing, Fresh Meadows, Howard Beach, Jackson Heights, Jamaica, Jamaica Estates, Jamaica Hills. Kew Gardens. Lindenwood, Little Neck, Ozone Park, Pomonok, Queens Village, Queensboro Hill. Richmond Hill, Whitestone, Woodhaven

Massey Knakal Is Proud to Announce the Following New Hires Since March 2014

Massey Knakal welcomes these disciplined and talented professionals to our team. To remain the best, we only recruit the best.



Daniel Abbondandolo
Queens
Director of
Investment Sales



Anthony Andreoli Manhattan Director of Retail Leasing



John Attanasio Queens Director of Capital Services



Nikoloz Berdzenishvili Queens Director of Retail Leasing



Mahasiah Blaise Brooklyn Administrative Assistant



Douglas Blankrot Manhattan Associate Capital Services



lan Brooks
Manhattan
Associate
Investment Sales



Tanner Cain Manhattan Associate Research



Charles-Martyr
Brooklyn
Administrative Assistant



Rona Davis Queens Administrative Assistant



Shaya Deaton Brooklyn Director of Townhouse Sales



Anna Demyanenko Manhattan Administrative Assistant



Stuart Fraass Brooklyn Director of Capital Services



Michael Gigante
Brooklyn
Director of
Townhouse Sales



Mitchell Hammer
Brooklyn
Analyst
Investment Sales



Christopher Holland Queens Director of Capital Services



Bettina House Manhattan Administrative Assistant



Laura Israel Manhattan PR Assistant



Amanda Keller Manhattan Associate Operations and Finance



Clare Kelly Manhattan Director of Retail Leasing



Jennifer Kenely Manhattan Associate Capital Services



Nora Kinney Manhattan Assistant Manager Marketing



Mehrdad Koti Brooklyn Director of Townhouse Sales



Kim Kretowicz New Jersey Director of Investment Sales



Belinda Leung Brooklyn Associate **Human Resources**



Evan Leung Manhattan **Technical Support** Associate



Kelly Loo Manhattan Administrative Assistant



Alexander McGee New Jersey Director of Investment Sales



Joella Palumbo New Jersey Director of Retail Leasing



Marc Patlan Manhattan Senior Graphic Designer



Gala Phipps Manhattan Graphic Design Associate



Edward Pierrepont Queens Associate Investment Sales



Brian Powers Brooklyn Director of Investment Sales



Samuel Protzmann Brooklyn Associate Investment Sales



Wendy Qiu Manhattan Associate Retail Leasing



Dallas Rapoport Manhattan . Jr. Analyst Investment Sales



Zach Redding New Jersey Director of Investment Sales



Joshua Rose Brooklyn Associate Investment Sales



Zach Rosenberg Manhattan Associate Investment Sales



Dmitry Shaplyka New Jersey Director of Sales



William Simons Manhattan Senior Associate Investment Sales



Heather Sockol Manhattan Director of Retail Leasing



Alex Staikos Manhattan Associate Capital Services



Michael Terranova New Jersey Director of Industrial Sales



Carly Weinreb Manhattan Associate Investment Sales



Ivan Zdanov Manhattan Director of Capital Services



Michelle Zheng Manhattan **Facilities Assistant**

Massey Knakal Charitable Foundation Update



The Massey Knakal Charitable Foundation was founded on the premise that the greater New York area is a community where all its inhabitants live and work together side by side, and they are unified by strengthening the community at the most basic level. The Foundation supports local educational, family and other community-oriented charitable causes primarily within New York City and the Tri-State area. In addition to providing these charities with direct grants, the Foundation works to organize volunteer efforts to benefit non-profits with our time and energy.

Below are the profiles of a few organizations that the Foundation has supported in 2014 through hosting drives and volunteer events made successful thanks to the support of individuals at Massey Knakal.

Habitat for Humanity

On September 19th, our NJ office spent the day volunteering to lay the foundation for a home in Perth Amboy. Habitat for Humanity advocates for affordable housing and sustainable development around the world, and volunteers have the unique opportunity to put those ideals into practice. The Massey Knakal team built a home foundation by stacking insulated concrete forms, placing reinforced steel, attaching bracing, and digging to prepare for future installation of sewer and water lines. By the end of the day, concrete was poured into the foundation, eventually leading to a home for a family in need.

Career Gear & Bottomless Closet: Clothing Drive

This spring, Massey Knakal coordinated a co-wide professional attire drive. Suits, dress shirts, sports jackets, and other items were donated to two non-profit organizations: Career Gear and Bottomless Closet. The goal of these organizations is to provide professional attire for men and women searching for new opportunities. Additionally, a grant was awarded to Career Gear, allowing this foundation to enhance their three-part development program focusing on job readiness, career mentoring, and professional development.

The HOPE Program

In February, Massey Knakal hosted an interviewing workshop for the HOPE Program to provide career advice, feedback on how to present their skillsets to potential employers, and information on how to reenter the job market. The focus of the program is to provide adults with the professional skills they need to break into a new vocational field. Participants are placed in internships and jobs, and have the opportunity to sharpen their skills in interview workshops and career advising sessions. 73% of HOPE graduates retain their jobs within a one-year period, making the program instrumental in initiating change and bettering the graduates' careers and lives.











4th Annual Massey Knakal Brooklyn Real Estate Summit

At this year's Brooklyn Summit, more than 750 owners, tenants, investors and real estate players came together at the Brooklyn Museum to discuss the current state of the Brooklyn real estate market.

Featured speakers included industry veterans such as David Ehrenberg, President & CEO of Brooklyn Navy Yard Development Corporation; MaryAnne Gilmartin, President & CEO of Forest City Ratner; Bob Knakal, Chairman of Massey Knakal; Kyle Kimball, President of New York City Economic Development Corporation; Jonathan Butler, founder of Brownstoner.com and the Brooklyn Flea; and Tucker Reed, President of Downtown Brooklyn Partnership. Panels focused on a broad range of topics, including

multifamily development, up-and-coming neighborhoods, and affordable housing. Daniel Levy gave a presentation on the proposed East River Skyway, a system of sky gondolas which would transport riders from Brooklyn and Queens to Manhattan, resulting in shorter commute times and alleviated congestion in stations and on crowded subway lines.

In the keynote conversation, Alicia Glen, Deputy Mayor for Housing and Economic Development, sat down with Paul J. Massey, Jr., CEO of Massey Knakal, to discuss the administration's plans for affordable housing, economic policy, and job growth, and how Brooklyn will benefit from these strategic priorities.















An Open Office Landscape: The Massey Knakal Way



Nearly 30 years ago, when Bob and I were starting out in brokerage at Coldwell Banker Commercial (now CBRE), the office set-up was largely an "open landscape". Our work space was a sea of cubes with two big, glassed-in, corner offices for the managers. We used to joke about how the managers would hide from us in their warm nests. Were they afraid of us? Were they discussing things that we were not supposed to hear? We noticed that those offices created a barrier. People would knock timidly on the door before entering – what were they afraid of? Were these managers a special class of CB citizens? We thought not!

So, when we formed Massey Knakal 26 years ago, we vowed that we would never build an office for anyone in our organization. More importantly, Bob and I (and every future partner) would be out in the middle of our trading floor-style offices, shoulder-to-shoulder with all of our troops.

Massey Knakal has recently been experiencing rapid staffing growth, thanks to an expansion into new disciplines. Our new businesses include Mortgage Brokerage (Capital Services), Retail Leasing, and our Massey Knakal River Oak Gap Equity Financing Fund. Our landlord, RFR, has been valiantly finding space all over our headquarters' building at 275 Madison Avenue in Manhattan to accommodate us. Many of us (including yours truly) are currently tucked away on various floors throughout the building – away from our main space on the third floor – while we build out floors two and four so we can all be together again.

Being isolated from our main floor reminds us every day of the benefits of an open landscape:

Buzz

Nothing is more energizing than hearing the hum of business going on around you. You can feel the energy of your team as they interact with clients and each other.

Access

At Massey Knakal, you don't have to make an appointment to speak to a manager or any colleague – you just walk over to their desk. People are very respectful of each other's time, especially during the middle of the day, so we communicate quickly and efficiently. There are no glass walls.

Learning by Osmosis

At Massey Knakal, we sit according to our geographic territory focus. As a result, a newer or less experienced agent is frequently stationed near one of our industry veterans. This allows our newer people to learn from watching and listening to our vets in action.

The great news for our family is that in the spring of 2015, we will be having a big party at 275 Madison Avenue to celebrate our latest, brand-new trading floor-style offices. We'll be sure to invite all of you, our good friends and clients, to the party.

Jane

CONTACT US

To learn more about Massey Knakal Realty Services, contact one of our four office locations:

MANHATTAN

Representing Manhattan, The Bronx and Westchester County 212.696.2500 | manhattan@masseyknakal.com

BROOKLYN

Representing Brooklyn and Staten Island 718.238.8999 | brooklyn@masseyknakal.com

OUFFNS

Representing Queens and Long Island 718.275.3400 | queens@masseyknakal.com

NEW JERSEY

Representing all of New Jersey 201.426.2200 | newjersey@masseyknakal.com



275 Madison Avenue, Third Floor New York, NY 10016

PROPERTY SALES REPORTS & OUR EXCLUSIVE INVESTOR LIST

The Massey Knakal Property Sales Reports continue to be a hit among investors, owners and the press. Published quarterly, these reports detail every property sale in each borough, including up-to-the-minute statistics for PPSF, Cap Rate and GRM. If you are on our investor list, you can access all our reports directly in the News section of our website.

If you are on this list, you can also opt to receive customized emails twice per week, containing new and updated Massey Knakal listings that precisely meet your investment criteria. To join the investor list, please contact:

Nishant Shah at 212.696.2500 or nshah@masseyknakal.com

