

PropertySalesReport

BROOKLYN

1st Quarter 2012

www.masseyknakal.com

During the first quarter of 2012, there was \$6.9B in New York City property sales, a 62% increase from 1Q11 and on par with the \$6.9B sold in 4Q11. Thus far, there have been 547 properties sold, representing an annualized turnover of 1.33%. Brooklyn has outpaced all markets with 189 property sales through 1Q12. Manhattan leads all markets, in terms of dollar volume with \$5.7B of sales out of the \$6.9B city-wide.

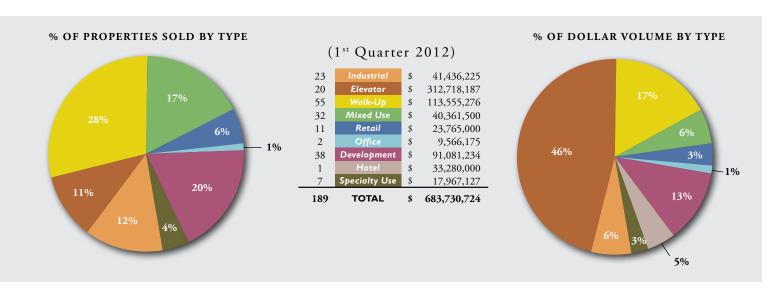
Property Sales Volume & Turnover

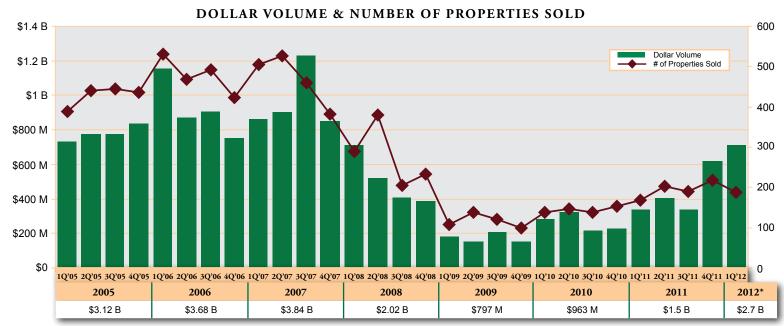
In 1Q12, the Brooklyn property sales market saw 147 transactions occur, consisting of 189 properties. The number of properties sold thus far in 1Q12 is down 13% from 4Q11 but has increased 12% compared to 1Q11. Brooklyn has seen the most sales of any borough in 1Q12. The projected turnover rate for 2012 through 1Q12 was 1.16% of the total stock of properties.

Dollar Volume

The aggregate sales consideration in 1Q12 was \$683M, doubling 1Q11 sales and 11% above the dollar volume recorded in 4Q11. The annualized sales consideration of \$2.7B would be 61% above 2011's annual volume and mark the first time since 2008 dollar volume exceeded \$2B. In 1Q12, the average price per property in Brooklyn was \$3.6M, an increase of 66% from 2011.

While the volume figures above reflect activity across all property types, below we examine pricing trends based on product type.





Industrial Buildings

- 1Q12 dollar volume was \$41M, an increase of 85% from 4Q11 but down 35% from 1Q11
- 23 properties sold in 1Q12 compared to 22 in 4Q11 and 27 in 1Q11
- \$/SF in 1Q12 was \$197, down slightly from the \$200 in 2011

Elevator Apartment Buildings

- 1Q12 dollar volume was \$312.7M, nearly surpassing 2011's total volume of \$332M
- 20 properties were sold, up 150% from the 8 properties sold in 4Q11 and 1Q11 respectively
- Cap Rates averaged 4.99%, down 101bps from 2011 with a Gross Rent Multiplier (GRM) of 11.67x
- \$/SF in 1Q12 was \$217, up 22% from 2011

Walk-Up Apartment Buildings

- 1Q12 dollar volume was \$113.5M, an increase of 52% from 4Q11 and 29% from 1Q11
- 55 properties were sold, down 5% from 4Q11, but up 15% from 1Q11
- Cap Rates averaged 7.68%, up 64 bps from 2011. GRM was 9.06x, up from 8.87x in 2011
- \$/SF in 1Q12 was \$185, up 11% from 2011

Mixed Use Buildings

- 1Q12 dollar volume was \$40M, down 56% from 4Q11 and 3% from 1Q11
- 32 properties were sold, down 46% from 4Q11 and 22% from 1Q11
- Cap Rates averaged 6.33%, down 49 bps from 2011
- \$/SF in 1Q12 was \$289, an increase of 11% from 2011

Retail / Retail Condo

- 1Q12 dollar volume was \$23.7M, down 68% from 4Q11 but up 33% from 1Q11
- 11 properties were sold, down 42% from 4Q11 and 27% from 1Q11
- \$/SF in 1Q12 was \$321, down 4% from 2011

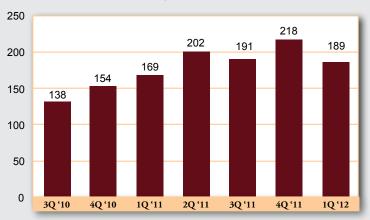
Development

- 1Q12 dollar volume was \$91M, down 13% from 4Q11 but up 181% from 1Q11
- 38 properties were sold up 12% from 4Q11, but up 65% from 1Q11
- Average \$/BSF in 1Q12 was \$109, an down 4% from 2011

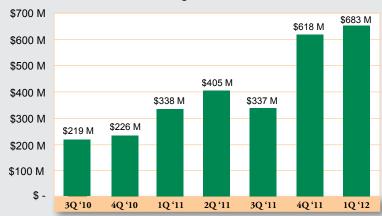
Other Properties

- 2 Office properties sold in 1Q12 for \$9.5M. \$/SF was \$376, up 49% from 2011
- 7 Specialty Use/Conversion properties sold for \$17.9M. \$/SF was \$241, up 17% from 2011
- 1 Hotel sold for \$33.2M, representing \$520k per key

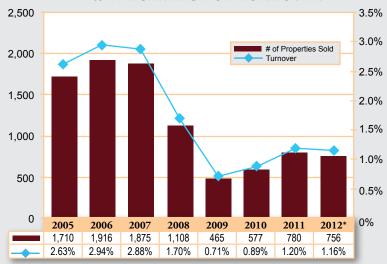
NUMBER OF PROPERTIES SOLD (QUARTERLY)



DOLLAR VOLUME (QUARTERLY)



NUMBER OF PROPERTY SALES & PERCENTAGE OF TURNOVER



* Annualized

Below are all sales completed during the 1st Quarter of 2012





























#		AVG. SALE PRICE	GROSS SF	AVG. PRICE / SF
15	INDUSTRIAL	\$2,762,415	260,344	\$197.45
	ADDRESS	SOLD	GROSS SF	PRICE / SF
1	700 Atlantic Ave	\$7,000,000	38,759	\$180.60
2	76 Sandford St, 79-91 Walworth Ave	\$5,431,225	20,000	\$271.56
3	1046-1050 Atlantic Ave	\$5,325,000	44,900	\$118.60
4	6013 7 Ave	\$4,000,000	9,500	\$421.05
5	15-17 Parkville Ave	\$4,000,000	17,701	\$225.98
6	99 Scott Ave	\$3,330,000	23,125	\$144.00
7	138 7 St	\$2,500,000	19,259	\$129.81
8	400 3 Ave	\$2,350,000	8,000	\$293.75
9	779 E New York Ave	\$1,890,000	30,600	\$61.76
10	619 Hancock St	\$1,215,000	15,000	\$81.00
11	85 Georgia Ave	\$1,200,000	15,000	\$80.00
12	846 E 52 St	\$1,065,000	6,000	\$177.50
13	86 Beadel St	\$840,000	5,000	\$168.00
14	1945 Mc Donald Ave	\$750,000	6,400	\$117.19
15	1558 Bay Ridge Ave	\$540,000	1,100	\$490.91

#	5+ FAMILY	AVG. SALE PRICE	GROSS SF	AVG. PRICE	/ SF		
11	ELEVATOR	\$28,428,926	1,474,395	\$271.86			
	ADDRESS	SOLD	GROSS SF	PRICE / SF	UNITS	CAP	GRM
16	Park & Coast Portfolio	\$123,000,000	871,833	\$141.08	820	-	-
17	173-185 Kent Ave	\$76,000,000	166,100	\$457.56	113	5.26%	15.2
18	75 Clinton St AKA 168 Montague St	\$50,825,000	62,037	\$819.27	74	5.00%	-
19	109 Gold St	\$14,500,000	23,829	\$608.50	33	5.52%	12.13
20	83 Clifton PL	\$11,250,000	58,191	\$193.33	40	5.31%	11.36
21	1256 E 13 St	\$9,500,000	52,000	\$182.69	59	-	-
22	2935 Ocean Parkway	\$8,800,000	65,400	\$134.56	71	5.00%	11
23	105 Avenue P	\$5,500,000	45,000	\$122.22	42	3.67%	11.92
24	538 E 21 St #53	\$5,050,000	41,772	\$120.89	53	5.15%	8.42
25	393 Lefferts Ave	\$4,650,000	61,108	\$76.09	34	-	-
26	392 St Marks Ave	\$3,643,187	27,125	\$134.31	24	-	-

#	. 5+ FAMILY .	AVG. SALE		GROSS SF		PRICE / SF		
8	WALK-UP	\$2,365	,735	771,835	\$	184.71		
	ADDRESS	SOLD	GROSS SF	PRICE / SF	UNITS	PR / UNIT	CAP RATE	GRM
27	14-10 New Haven Ave, 1403 Heyson Rd, 249 Heyson Rd	\$40,000,000	316,730	\$126.29	328	\$121,951	-	-
28	168-72 Meserole St	\$5,750,000	25,892	\$222.08	24	\$239,583	-	-
. 29	371 Etna St	\$5,180,000	42,400	\$122.17	56	\$92,500	7.10%	8.9
30	1269 E 18 St	\$5,149,567	46,620	\$110.46	50	\$102,991	8.50%	8
31	1402-1408 Sterling Pl	\$3,405,000	35,600	\$95.65	41	\$83,049	-	-
32	161 Columbia Hts	\$2,950,000	6,273	\$470.27	10	\$295,000	5.93%	11.8
33	1290 Bushwick Ave	\$2,700,000	13,250	\$203.77	19	\$142,105	-	
34	216 Macon st	\$2,400,000	15,888	\$151.06	17	\$141,176	7.43%	8.48
33	1290 Bushwick Ave	\$2,700,000	13,250	\$203.77	19	\$142,105	-	

#	5+ FAMILY	AVG. SALE	PRICE	GROSS SF	AVG.	PRICE / SF		
40	WALK-UP	\$2,365,	,735	771,835	\$	184.71		
	ADDRESS	SOLD	GROSS SF	PRICE / SF	UNITS	PR / UNIT	CAP RATE	GRM
35	883 Franklin Ave	\$2,313,000	22,400	\$103.26	40	\$57,825	-	-
36	267 Flatbush Ave	\$2,300,000	7,444	\$308.97	10	\$230,000	-	-
37	211 23 St	\$2,281,509	7,909	\$288.47	8	\$285,189	-	-
38	134 Berkeley Pl	\$2,275,000	4,353	\$522.63	5	\$455,000	-	-
39	171 Bay 17 St	\$2,250,000	12,960	\$173.61	20	\$112,500	-	-
40	155 Newton St	\$2,160,000	7,257	\$297.64	8	\$270,000	7.76%	9.93
41	100 Ralph Ave	\$2,000,000 \$1,825,000	8,550	\$233.92	10	\$200,000	-	-
42	207 Nostrand Ave 111 15 St #16	\$1,823,000	10,704 11,004	\$170.50 \$163.58	16 16	\$114,063 \$112,500	-	-
44	653 Washington Ave	\$1,680,000	6,000	\$280.00	8	\$210,000	7.14%	10
45	1454-1456 Greene Ave	\$1,450,000	11,000	\$131.82	12	\$120,833	7.1470	-
46	211 Taaffe Pl	\$1,295,000	6,872	\$188.45	8	\$161,875	7.80%	8.96
47	831 53 St	\$1,245,000	3,600	\$345.83	5	\$249,000	-	-
48	464 Prospect Pl	\$1,236,300	5,600	\$220.77	8	\$154,538	-	_
49	6720 14 Ave	\$1,175,000	5,520	\$212.86	7	\$167,857	-	-
50	264 E 28 St	\$1,100,000	9,200	\$119.57	17	\$64,706	11.82%	4.89
51	205 Jackson St	\$1,100,000	3,375	\$325.93	5	\$220,000	9.55%	7.86
52	950 St Marks Ave	\$1,040,000	11,382	\$91.37	16	\$65,000	-	-
53	84 Newell St	\$975,000	4,950	\$196.97	6	\$162,500	6.28%	11.43
54	2015 70 St	\$926,000	5,400	\$171.48	6	\$154,333	-	-
55	365 86 St	\$925,000	5,100	\$181.37	6	\$154,167	-	-
56	57 Bay 14 St	\$867,000	3,708	\$233.82	6	\$144,500	-	-
57	561 50 St	\$850,000	4,260	\$199.53	6	\$141,667	-	-
58	318 67 St	\$800,000	4,320	\$185.19	6	\$133,333	-	-
59	236 New York Ave	\$800,000	7,984	\$100.20	8	\$100,000	-	-
60	137 Conselyea St	\$750,000	4,125	\$181.82	6	\$125,000	-	-
61	810 Prospect Pl	\$710,000	6,520	\$108.90	8	\$88,750	-	-
62	248 Stockholm St	\$700,000	7,000	\$100.00	8	\$87,500	-	-
63	345 42 St	\$680,000	3,050	\$222.95	6	\$113,333	-	-
64	98 Grattan St	\$675,000	5,175	\$130.43	6	\$112,500	5.64%	10.79
65	225 Himrod St	\$651,900	4,500	\$144.87	6	\$108,650	-	-
66	232 N 7 St	\$650,000	7,000	\$92.86	7	\$92,857	-	-
67	1428 De Kalb Ave	\$650,000	4,350	\$149.43	5	\$130,000	-	-
68	1006 57 St	\$650,000	5,270	\$123.34	6	\$108,333	-	-
69	476 Harman St	\$600,000	4,875	\$123.08	6	\$100,000	-	-
70	2869 W 17 St	\$580,000	5,280	\$109.85	6	\$96,667	7.79%	7.6
71	2825 W 20 St	\$545,000	3,160	\$172.47	5	\$109,000	7.16%	9.08
72	357 Linden St	\$510,000	7,000	\$72.86	14	\$36,429	7.1070	-
73	340 E 51 St	\$500,000	6,150	\$81.30	6	\$83,333	_	_
74	131 Menahan St	\$500,000	4,875	\$102.56	6	\$83,333	_	_
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		AVG. SALE	PRICE	GROSS SF	AVG	. PRICE / SF		
10	MIXED USE	\$1,39	1,776	133,968	\$	3289.17		
	ADDRESS	SOLD	GROSS SF	PRICE / SF	UNITS	PRICE / UNIT	CAP RATE	GRM
75	680-686 Manhattan Ave	\$7,100,000	17,861	\$397.51	27	\$262,963	6.47%	11.94
76	11-15 Old Fulton St	\$6,300,000	7,504	\$839.55	21	\$300,000	-	-
77	292-294 Atlantic Ave	\$5,000,000	7,500	\$666.67	9	\$555,556	5.32%	15.22
78	195 Smith St	\$1,640,000	3,532	\$464.33	3	\$546,667	5.97%	11.23
79	810 Washington Ave	\$1,635,000	10,800	\$151.39	9	\$181,667	-	-
80	200 Columbia St	\$1,142,500	6,048	\$188.91	7	\$163,214	-	-
81	551 Nostrand Ave	\$1,015,000	6,000	\$169.17	8	\$126,875	-	-
82	65 Kent Ave	\$1,000,000	2,625	\$380.95	2	\$500,000	-	-
83	160 Franklin St	\$995,000	2,300	\$432.61	3	\$331,667	5.89%	13.37
84	1604 Avenue M	\$955,000	3,300	\$289.39	3	\$318,333	-	-

Below are all sales completed during the 1st Quarter of 2012





























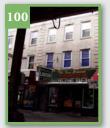
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	MIXED USE	AVG. SALE	PRICE	GROSS SF	AVG	. PRICE / SF		
18	MIXED 03E	\$1,391	,776	133,968	\$	289.17		
	ADDRESS	SOLD	GROSS SF	PRICE / SF	UNITS	PRICE / UNIT	CAP RATE	GRM
85	7316 13 Ave	\$940,000	3,900	\$241.03	3	\$313,333	-	-
86	222 Kings Hwy	\$900,000	3,540	\$254.24	3	\$300,000	-	-
87	181 Norman Ave	\$865,000	2,592	\$333.72	3	\$288,333	6.26%	11.77
88	1376 Coney Island Ave	\$850,000	2,300	\$369.57	2	\$425,000	-	-
89	1223 Gravesend Neck Rd	\$829,000	2,880	\$287.85	4	\$207,250	-	-
90	1470 E 9 St	\$820,000	3,225	\$254.26	3	\$273,333	-	-
91	7814 New Utrecht Ave	\$780,000	2,640	\$295.45	2	\$390,000	-	-
92	3397 Fulton St	\$770,000	4,575	\$168.31	5	\$154,000	7.50%	9.16
93	1734 E 12 St	\$700,000	2,460	\$284.55	2	\$350,000	-	-
94	1161 Bedford Ave	\$675,000	2,400	\$281.25	3	\$225,000	-	-
95	180, 188 Throop Ave	\$650,000	8,940	\$72.71	11	\$59,091	-	-
96	6104 3 Ave	\$650,000	3,000	\$216.67	6	\$108,333	-	-
97	7115 20 Ave	\$640,000	2,000	\$320.00	3	\$213,333	-	-
98	105 Wilson Ave	\$620,000	4,500	\$137.78	5	\$124,000	-	-
99	9619 Church Ave	\$610,000	4,920	\$123.98	5	\$122,000	-	-
100	3327 Fulton St	\$600,000	3,285	\$182.65	3	\$200,000	-	-
101	3911 13 Ave	\$600,000	2,851	\$210.45	3	\$200,000	-	-
102	628 Coney Island Ave	\$580,000	4,400	\$131.82	3	\$193,333	6.90%	9.67
103	5106 12 Ave	\$500,000	2,090	\$239.23	2	\$250,000	-	-

#	DEVEL OBMENT	AVG. SALE PRICE		GROSS BSF	AVG. PR	ICE / BSF	
24	DEVELOPMENT	\$3,	,795,051	743,034	\$10	9.44	
	ADDRESS	SOLD	ZONING	LOT AREA	FAR	BSF	PRICE / BSF
104	242 Bedford Ave	\$21,000,000	MX-8 (R6B/M1-2)	47,400	2	94,800	\$221.52
105	363 4 Ave	\$10,700,000	R6	10,801	10.07	108,786	\$98.36
106	74-76 S 6 St 407 Wythe Ave	\$9,890,234	C4-3	19,768	3.40	67,211	\$147.15
107	370,378, 382-84 Clermont Ave 71 Greene Ave	\$8,500,000	R6	14,694	0.82	12,000	\$708.33
108	1218 Surf, 1215 Bowery	\$4,500,000	C7	10,715	4	42,860	\$104.99
109	363-371 Prospect Pl	\$4,400,000	R6B / R6A / C2-4	16,000	2.25	36,000	\$122.22
110	79 Bogart St	\$4,375,000	M1-2	46,495	2	92,990	\$47.05
111	331-333 Atlantic Ave	\$3,675,000	R7A/C2-4	5,400	3.97	21,440	\$171.41
112	169 N 10 St	\$3,400,000	M1-2	5,000	3.6	18,000	\$188.89
113	650-652 Bergen St	\$2,700,000	R7A	3,799	4	15,196	\$177.68
114	26 Meserole St	\$2,410,000	R6	11,700	2.2	25,740	\$93.63
115	110 Rochester Ave	\$2,000,000	R6	30,577	2.43	67,497	\$29.63
116	546 4 Ave	\$2,000,000	R6	3,112	6.02	7,562	\$264.48
117	17 Devoe St	\$1,900,000	R6B	8,450	2	16,900	\$112.43
118	65 Eckford St	\$1,625,000	M1-2/R6B	10,206	2	20,412	\$79.61
119	309 Morgan Ave	\$1,300,000	R6B	11,988	2	23,976	\$54.22
120	683 4 Ave	\$1,186,000	R8A	2,250	6.71	15,088	\$78.61
121	70 Eckford St AKA 257 Driggs Ave	\$975,000	R6B	6,400	2	12,800	\$76.17
122	16-40 60 St	\$910,000	R5	2,500	1.25	3,125	\$291.20
123	838-840 De Kalb Ave	\$900,000	R6	6,500	2.43	15,795	\$56.98
124	1248 56 St	\$800,000	R5	4,007	1.25	5,008	\$159.74
125	2812-2814 Voorhies Ave	\$753,000	R4	4,000	2	8,000	\$94.13
126	535 Quincy St	\$592,000	R6	1,667	2.43	4,051	\$146.14
127	33-35 Meserole St	\$590,000	R6	3,544	2.2	7,797	\$75.67

RETAIL

ADDRESS

1134 Fulton St

204 Garfield Pl

469-475 Atlantic Ave

2515 86 St

656 Nostrand Ave

833 Manhattan Ave

8509 18 Ave

6512 18 Ave

162 Avenue T

146 Wyckoff Ave

9323 Avenue L

SPECIALTY USE

ADDRESS

1740 84 St

1369 Broadway

141 Chauncey St, 180

Brainbridge St 1769 84 St

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142 143

Below are all sales completed during the 1st Quarter of 2012 AVG. SALE PRICE

\$2,160,455

SOLD

\$6,600,000

\$3,650,000

\$3,400,000

\$3,300,000

\$1,250,000

\$1,210,000

\$1,070,000

\$1,030,000

\$950,000

\$805,000

\$500,000

AVG. SALE PRICE

\$2,994,521

SOLD

\$6,262,500

\$4,705,000

\$2,400,000

\$1,750,000

GROSS SF

91,076

GROSS SF

37,362

5,000

13,122

10,100

4,970

4.185

2,290

2,867

2,600

5,580 3,000

GROSS SF

147,001

GROSS SF

99,941

16,355

8,580

5,503

AVG. PRICE / SF

\$321.45

PRICE / SF

\$176.65

\$730.00

\$259.11

\$326.73

\$251.51

\$289.13

\$467.25

\$359.26

\$365.38

\$144.27

\$166.67

AVG. PRICE / SF

\$241.00

PRICE / SF

\$62.66

\$287.68

\$279.72

\$318.01

128





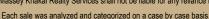












Cap Rate: net operating income divided by the sales price. Gross Rent Multiplier: sales price divided by the gross income.

Average Price Per Square Foot: sales price divided by the properties' gross square feet.

Average Price Per Buildable Square Foot: sales price divided by the properties' maximum buildable square feet as allowed by the zoning of New York City.

Turnover Rate: number of sal	es divided by total inven	tory.	
	6-20 Units	21-50 Units	51+ Units
Real Estate Tax:	Actual	Actual	Actual
Vacancy & Credit Loss:	1.5%	1.5%	1.5%
Water & Sewer:	\$.50 / sf	\$.50 / sf	\$.50 / sf
Insurance:	\$500 / unit	\$400 / unit	\$375 / unit
Fuel:	\$1.60 / sf	\$1.60 / sf	\$1.60 / sf
Electric:	\$.25 / sf	\$.25 / sf	\$.25 / sf
Payroll:	\$4,800 / year	\$20,000 / year	\$20,000 / year
Cleaning & Maintenance:	\$300 / month	\$400-\$600 / month	\$1,000 / month
Elevator Maintenance:	\$4,000 elev / yr	\$5,000 elev / yr	\$5,000 elev / y
Repairs:	\$550 unit / yr	\$550 unit / yr	\$550 unit / yr
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143	8645 18 Ave	\$1,500,000	3,822	\$392.46
144	16 Howard Ave	\$1,349,627	12,800	\$105.44
#		AVG. SALE PRICE	GROSS SF	AVG. PRICE / SF
2	OFFICE	\$4,783,088	33,204	\$375.79
	ADDRESS	SOLD	GROSS SF	PRICE / SF
145	332 A 9 St	\$1,700,000	3,492	\$486.83

	OFFICE			
2	OFFICE	\$4,783,088	33,204	\$375.79
	ADDRESS	SOLD	GROSS SF	PRICE / SF
145	332 A 9 St	\$1,700,000	3,492	\$486.83
146	620 Foster Ave	\$7,866,175	29,712	\$264.75

	# HOTEL	AVG. SALE PRICE	GROSS SF	AVG. PRICE / KEY
I		\$33,280,000	25,059	\$520,000
	ADDRESS	SOLD	GROSS SF	PRICE / KEY
 147	160 N 12 St	\$33,280,000	25,059	\$520,000
1 1/	100 14 12 31	Ψ33,200,000	25,055	Ψ,20,000

METHODOLOG\

The Cap Rates, Gross Rent Multipliers, Average Price per Square Foot and Total Volume presented in this report pertain to closed sales, including partial sales, researched or sold by Massey Knakal Realty Services through 3/15/12. The "first quarter" herein covers the period 12/16/11 through 3/15/12. These transactions occurred at a minimum sales price of \$500,000 and were located in Brooklyn. These sales may be found in the public record and were reported by ACRIS and other sources deemed reliable. This information has been compiled for informational purposes only and Massey Knakal Realty Services shall not be liable for any reliance thereon. We use the following of New York classifications:

- Industrial properties: B, CO and C3.

 5 + Family Walk-Up properties: C1, C2, C4, C5, C7, C8 and C9 (excluding C6 which represent Co-Ops).

 5 + Family Elevatored properties: D1, D2, D3, D5, D6, D8 and D9 (excluding D0, D4 which represent Co-Ops).

 Mixed Lips properties: K and S cleave.
- · Mixed Use properties: K and S classes
- Retail properties / retail condos: L1, L8, L9, O, R5, R7 and R8
- Office properties and commercial condos: O, R5, R7 and R8.
- Development properties: VO, V1, V2 and other
- properties that were purchased for development.

 Specialty Use properties: Properties that, because of their intended uses (such as religious, medical, government, educational, non-profit uses), do not fall into any of the above building classes.



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kfreeman@masseyknakal.com

Brooklyn Heights DUMBO / Boerum Hill Clinton Hill / Fort Greene

KENNETH FREEMAN

Gowanus / Park Slope **Carroll Gardens** Cobble Hill / Red Hook Columbia Street

Waterfront District

CORY ROSENTHAL crosenthal@masseyknakal.com

Bay Ridge Sunset Park Windsor Terrace **South Slope**

JEFFREY SHALOM

jshalom@masseyknakal.com Bensonhurst

Dyker Heights Gravesend **Boro Park**

> Industrial 5+ Family Elevator 5+ Family Walk-Up

Mixed Use Retail / Retail Condo Office

Development Specialty Use Hotel

BRIAN **HANSON**

89

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Sheepshead Bay Coney Island / Homecrest **Brighton Beach** Manhattan Beach

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Massey Knakal is uniquely able to produce this comprehensive sales report because of our exclusive Territory System. Each sales agent continuously tracks all property sales that occur in his or her territory. For more information about particular transactions, contact a neighborhood sales agent above.