



Realty Services

# THE MASSEY KNAKAL TERRITORY SYSTEM™ BROOKLYN

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Realty Services

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- Industrial
- 5+ Family Elevator
- 5+ Family Walk-Up
- Mixed Use
- Retail / Retail Condo
- Office
- Development
- Specialty Use
- Hotel

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.

## Property Sales Report

# BROOKLYN

## 1st Half 2012

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

During the first half of 2012 (1Q-2Q12), there were \$14.2B in NYC sales, a 14% increase from 1H11. Thus far, there have been 1,310 properties sold, an increase of 29% from the same period last year, and 9% from 2H11. The 1,310 sales represent an annualized turnover of 1.57%. In 2Q12, there was \$6.9B citywide, down 5% from 1Q12 and 15% from 1Q11. The investment sales market has continued to see marked improvement in fundamentals across property classes, with the number of property sales on pace to eclipse 2011 by 20%. Once again, office properties dominate dollar volume, accounting for 35% of citywide volume. Walk-ups lead the way with 23% of property sales volume. Within the different markets Massey Knakal tracks, Northern Manhattan has seen a resurgence already surpassing 2011's total dollar and property sales volume. Brooklyn is on pace to double 2011's dollar volume.

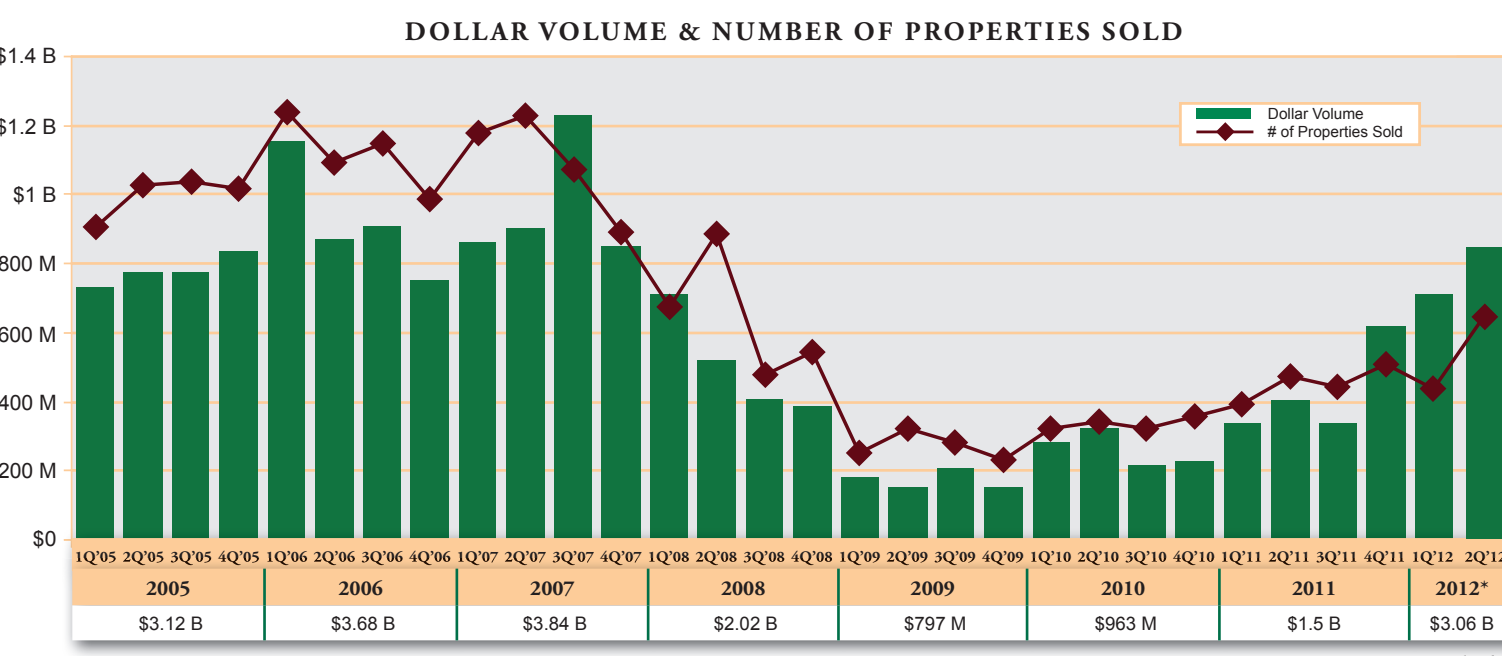
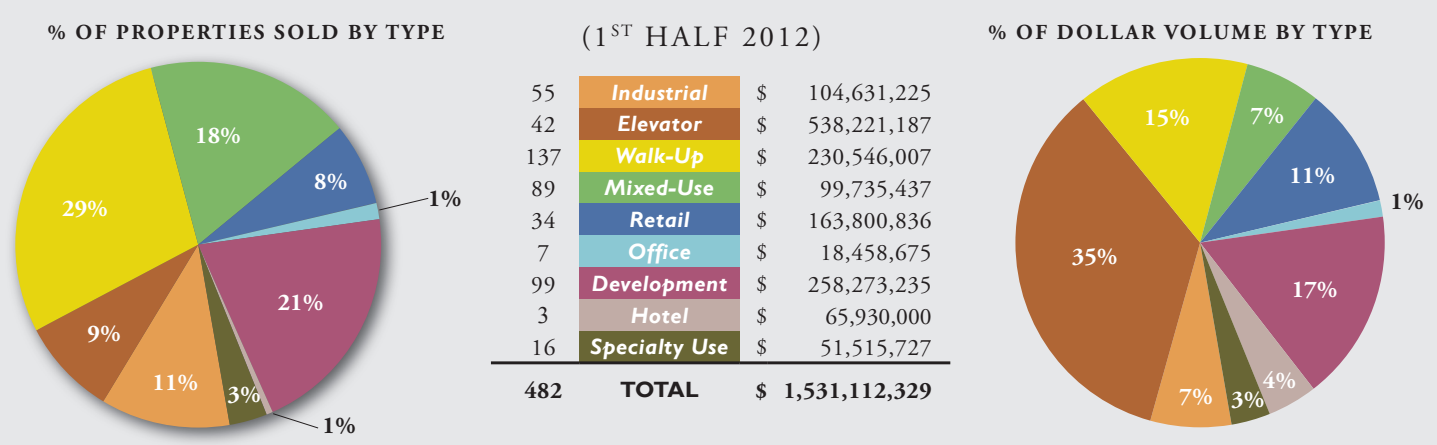
**Property Sales Volume & Turnover**

During 1H12, the Brooklyn property sales market saw 384 transactions occur, a 15% increase over 1H11 and 27% over 2H11, with 222 transactions in 2Q12 alone. Of those 384 transactions, 482 properties sold, an increase of 30% from 1H11 with 275 properties sold during 2Q12. The projected turnover rate in Brooklyn through the first half of the year was 1.48% of the total stock of properties, up 24% from 2011.

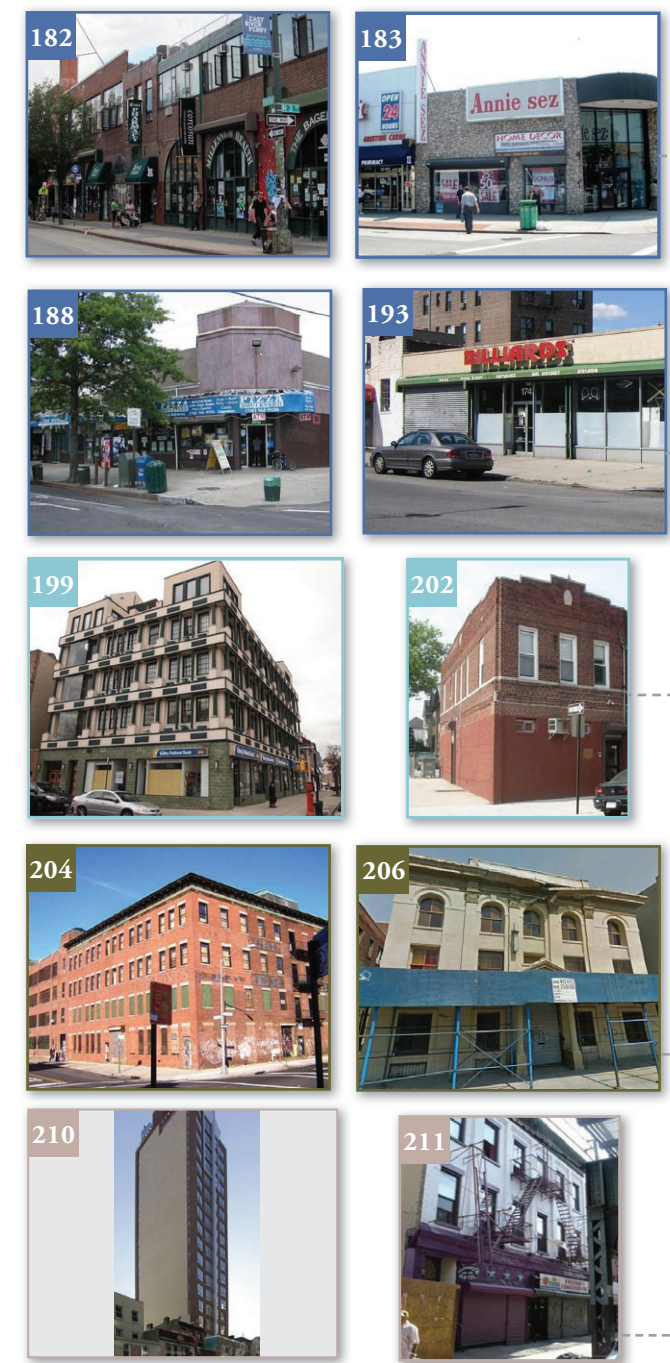
**Dollar Volume**

The aggregate sales consideration in 1H12 was \$1.5B, an increase of 106% from the same period last year. 2Q12 has seen \$827M sold, with development sites accounting for 21% of the dollar volume this quarter. Brooklyn is on pace to double last years production with \$3B projected in 2012.

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



Below are all sales completed during the 2nd Quarter of 2012



#	RETAIL	AVG. PRICE	GROSS SF	AVG. PRICE / SF
<b>17</b>		<b>\$8,228,579</b>	<b>272,752</b>	<b>\$416.58</b>
ADDRESS		PRICE	GROSS SF	PRICE / SF
182	235 Bedford Ave	\$66,000,000	75,627	\$872.70
183	1100-1114 Kings Hwy, 2067 Coney Island Ave	\$36,700,000	50,788	\$722.61
184	1032 Gates Ave	\$7,550,000	13,734	\$549.73
185	815 Broadway, 317 Ellery St	\$6,416,586	47,850	\$134.10
186	817 Van Siclen Ave 2084 Linden Blvd	\$5,500,000	26,756	\$205.56
187	190 Prospect Park W	\$3,090,750	3,225	\$958.37
188	1613 Oriental Blvd	\$3,050,000	8,000	\$381.25
189	111-113 Church Ave	\$1,800,000	3,977	\$452.60
190	2174 86 St	\$1,525,000	2,090	\$729.67
191	1816 Gravesend Neck Rd	\$1,480,000	5,492	\$269.48
192	4603 13 Ave	\$1,362,500	2,400	\$567.71
193	1741 Bath Ave	\$1,150,000	4,820	\$238.59
194	358 New Lots Ave	\$1,000,000	11,100	\$90.09
195	9417 Glenwood Rd	\$900,000	7,208	\$124.86
196	65 Quentin Rd	\$900,000	4,422	\$203.53
197	704-706 Nostrand Ave	\$821,000	2,211	\$371.33
198	602 Myrtle Ave	\$640,000	3,052	\$209.70

#	OFFICE	AVG. PRICE	GROSS SF	AVG. PRICE / SF
<b>4</b>		<b>\$2,223,125</b>	<b>44,271</b>	<b>\$209.85</b>
ADDRESS		PRICE	GROSS SF	PRICE / SF
199	1214 Avenue M	\$6,550,000	31,520	\$207.80
200	1701 Urica Ave	\$1,050,000	7,500	\$140.00
201	3917-3919 13 Ave	\$712,500	2,851	\$249.91
202	1803 Gravesend Neck Rd	\$580,000	2,400	\$241.67

#	SPECIALTY USE	AVG. PRICE	GROSS SF	AVG. PRICE / SF
<b>7</b>		<b>\$4,792,657</b>	<b>180,905</b>	<b>\$198.19</b>
ADDRESS		PRICE	GROSS SF	PRICE / SF
203	350 Coney Island Ave	\$16,770,000	75,000	\$223.60
204	239-257 Banker St	\$9,100,000	68,200	\$133.43
205	1413 Fulton St	\$3,300,000	8,600	\$383.72
206	265 Nostrand Ave	\$1,803,600	13,500	\$133.60
207	1762 63 St	\$925,000	4,824	\$191.75
208	211-13 21 St	\$890,000	6,781	\$131.25
209	200 Macon St	\$760,000	4,000	\$190.00

#	HOTEL	AVG. PRICE	GROSS SF	AVG. PRICE / KEY		
<b>2</b>		<b>\$16,325,000</b>	<b>70,698</b>	<b>\$329.27</b>		
ADDRESS		PRICE	GROSS SF	PRICE / SF	ROOMS	PRICE / KEY
210	229 Duffield St	\$31,100,000	57,198	\$543.73	128	\$424,969
211	339-341 Broadway	\$1,550,000	13,500	\$114.81	126	\$12,302

### METHODOLOGY

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 6/15/12. The "second quarter" herein covers the period 3/15/12 through 6/15/12. 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-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.

Each sale was analyzed and categorized on a case by case basis.

**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 sales divided by total inventory.

	6-20 Units	21-50 Units	51+ Units
<b>Real Estate Tax:</b>	Actual	Actual	Actual
<b>Vacancy &amp; Credit Loss:</b>	1.5%	1.5%	1.5%
<b>Water &amp; Sewer:</b>	\$.50 / sf	\$.50 / sf	\$.50 / sf
<b>Insurance:</b>	\$500 / unit	\$400 / unit	\$375 / unit
<b>Fuel:</b>	\$1.60 / sf	\$1.60 / sf	\$1.60 / sf
<b>Electric:</b>	\$.25 / sf	\$.25 / sf	\$.25 / sf
<b>Payroll:</b>	\$4,800 / year	\$20,000 / year	\$20,000 / year
<b>Cleaning &amp; Maintenance:</b>	\$300 / month	\$400-\$600 / month	\$1,000 / month
<b>Elevator Maintenance:</b>	\$4,000 elev / yr	\$5,000 elev / yr	\$5,000 elev / yr
<b>Repairs:</b>	\$550 unit / yr	\$550 unit / yr	\$550 unit / yr
<b>Management:</b>	5%	4%	3%



