

# **PropertySalesReport**

## BROOKLYN

## 3rd Quarter 2012

www.masseyknakal.com

Below are all sales completed during the 3rd Quarter of 2012

#### Property Sales Volume & Turnover

During the first 3 quarters of 2012 (1-3Q12), the Brooklyn property sales market saw 691 transactions consisting of 859 buildings trade. The number of properties that have sold thus far in 2012 is a 53% increase over the same time period in 2011. There have been 342 building sales in 3Q12, an increase of 79% from 3Q11 and 13% from last quarter. The 342 buildings sold is the most amount of buildings sold in 16 quarters. The annualized turnover rate through 3Q12 is 1.76% of the total stock of properties, nearing the 8 year average for Brooklyn of 1.84%.

#### **Dollar Volume**

The aggregate sales consideration in 1-3Q12 was \$2.2B, a 110% increase from 1-3Q11 and an increase of 33% over 2011's production of \$1.7B. If we examine this data on an

annualized basis, we can expect the Brooklyn submarket to reach \$3B, an increase of 78% from 2011. This will mark the first time since 2007 that Brooklyn will reach the \$3B milestone. Through 3Q11, the average price per property in Brooklyn was \$2.6M.

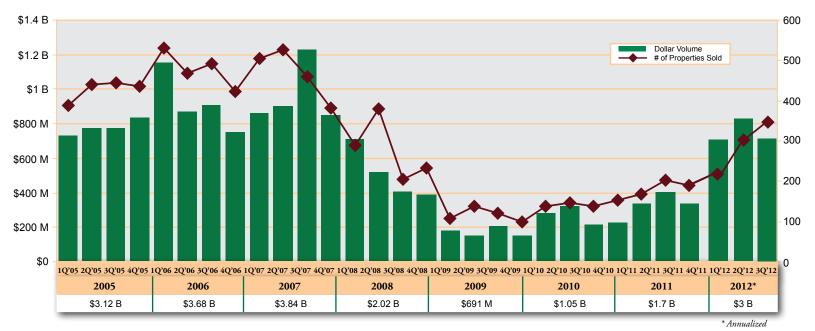
While the volume figures above reflect activity across all property types, below we examine pricing trends based on product type.

#### **Industrial Buildings**

- 1-3Q12 dollar volume was \$180M, an increase of 15% from 1-3Q11 and has surpassed 2011's output of \$178M
- 89 properties were sold thus far in 2012, an increase of 51% from 1-3Q11
- \$/SF in 2012 has averaged \$182, down 9% from 2011







#### Elevator Apartment Buildings

- 1-3Q12 dollar volume was \$690M, more than doubling 2011's output of \$332M
- 55 properties were sold thus far in 2012, an increase of 57% from 2011
- Cap Rates averaged 5.64%, down 36bps from 2011. The Gross Rent Multiplier (GRM) increased from 11.25x in 2011 to 11.56x thus far in 2012
- \$/SF in 2012 averaged \$249, an increase of 40% from 2011

#### Walk-up Apartment Buildings

- 1-3Q12 dollar volume was \$406M, an increase of 30% from 2011
- 249 properties have sold thus far in 2012, a 19% increase from 2011
- Cap Rates averaged 7.27%, an increase of 22 bps from 2011. The Gross Rent Multiplier (GRM) increased from 8.87x in 2011 to 9.21x in 2012
- \$/SF in 2012 averaged \$191, an increase of 14% from 2011

#### **Mixed-Use Buildings**

- 1-3Q12 dollar volume was \$213M, an increase of 36% from 1-3Q11
- 200 properties have sold thus far in 2012 with 97 sold in 3Q12. The 200 buildings sold is a 31% increase from 1-3Q11
- Cap Rates averaged 7.06%, an increase of 23 bps from 2011
- \$/SF in 2012 averaged \$256, down 2% from 2011

#### **Retail Buildings**

- 1-3Q12 dollar volume was \$217M, a 48% increase from 2011's output of \$146M
- 52 properties have sold thus far in 2012, an increase of 21% from 1-3Q11
- Cap Rates averaged 6.39%, down 114bps from 2011
- \$/SF in 2012 averaged \$398, an increase of 29% from 2011

#### Development

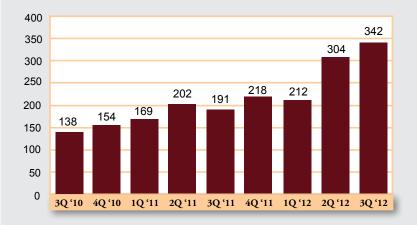
- 1-3Q12 dollar volume was \$379M, an increase of 35% from 2011
- 157 sites sold in 1-3Q12, an increase of 47% from 1-3Q11
- \$/BSF in 2012 averaged \$115, an increase of 1% from 2011

#### **Other Properties**

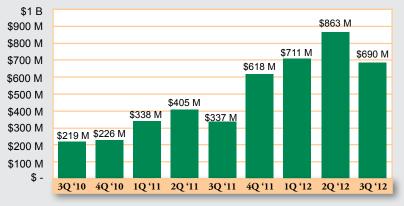
- In 1-3Q12, 19 office properties were sold, for a total dollar volume of \$32M, averaging \$265 \$/SF
- In 1-3Q12, 35 Specialty Use/Conversion properties sold for \$80M, averaging \$260 \$/SF in 1-3Q12

Below are all sales completed during the 3rd Quarter of 2012

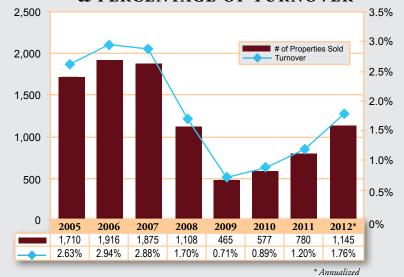
#### NUMBER OF PROPERTIES SOLD (QUARTERLY)



#### DOLLAR VOLUME (QUARTERLY)



#### NUMBER OF PROPERTY SALES & PERCENTAGE OF TURNOVER



### BROOKLYN PROPERTY SALES | 3<sup>RD</sup> QUARTER 2012

#### Below are all sales completed during the 3rd Quarter of 2012







	#			AVG. PF	RICE	GROSS SF	AVG. PR	RICE / SF	
	18	INDUSTRIAL		\$2,209,456		566,390	\$17	\$179.04	
		ADDRES	SS	PRIC	PRICE		PRIC	E / SF	
T man	1	74-92 Bog	art St	\$12,150	,000	80,000	\$15	1.88	
·····	2	74 Wallabo		\$11,575	,000	54,750	\$21	1.42	
	3	322 3 Ave 153 2 A	ve	\$7,000,	.000	77,000	\$90	0.91	
	4	225 Russe 762-772 Hum	/	\$4,175,	.000	20,850	\$20	0.24	
1. AN 199	5	11 E 29		\$4,000,	000	59,000	\$67	7.80	
	6	507 Osboı 252 Newp	ort St	\$6,300,	000	128,026	\$24	<b>á.</b> 60	
	7	80 Conwa		\$2,200,		17,010		9.34	
	8	515 Gardno		\$1,950,		7,700		3.25	
Internet and	9	186-190 2		\$1,900,		9,000		1.11	
	10 11	214 25 139 32		\$1,850, \$1,850,		17,544 10,086		5.45 3.42	
	11	159 52		\$1,830,		7,410		5.42 6.17	
	12	47 15 5		\$1,627		8,960		1.64	
	14	3724 Ft Hamil		\$1,575,		6,035		0.98	
	15	186 Huro		\$1,543,		5,000		8.60	
	16	396 15	St	\$1,500,		5,059	\$29	6.50	
·	17	1629 Mc Doi	nald Ave	\$1,365,	081	4,300	\$31	7.46	
	18	220-230 5	52 St	\$1,182,	000	7,400	\$15	9.73	
5+ FAMILY		AVG. PRICE	GROS	SS SF AN	/G. PRICE /	SF			
ELEVATOR		\$12,152,08 <mark>3</mark>	635,	,238	\$237.75				
ADDRESS		PRICE	GROS	SS SF	PRICE / SF	UNITS	CAP	GRM	
140-146 N 6 St		\$38,000,000	47,6	516	\$798.05	46	5.75%	13.92	
163 Washington Ave, 167 Washington, 136 Hall		\$31,500,000	77,0	000	\$409.09	51	5.40%	-	
9720 Kings Hwy		\$11,100,000	113,	398	\$97.89	118	8.1%	6.79	
139 Emerson Pl		\$11,000,000	45,6	570	\$240.86	50	6.75%	9.11	
711 Brightwater Ct		\$9,600,000	58,0	000	\$165.52	55	3.91%	14.22	
700 Ocean Ave		\$9,075,000	81,3	312	\$111.61	66	4.78%	11.50	
8300 4 Ave		\$9,000,000	50,0	000	\$180.00	68	-	-	
2020 Avenue O		\$8,250,000	49,0	000	\$168.37	53	-	-	
2901 Avenue J		\$8,000,000	57,0	000	\$140.35	47	-	-	
999 Willoughby Ave		\$5,700,000	22,0	000	\$259.09	18	6.24%	13.01	
654 St Marks Ave		\$3,500,000	27,0	042	\$129.43	42	-	-	
2539-43 W 16 St		\$1,100,000	7,2	00	\$152.78	8	10.91%	7.33	
5+ FAMILY		AVG. PRICI	E	GROS	S SF	AVG. PRIC	E / SF		
WALK-UP		\$1,578,8		893,0	508	\$204.			
ADDRESS		PRICE	GROSS SF	PRICE / SF	UNITS	PR / UNIT	CAP RATE	GRM	
90-96 Meserole St	\$	13.775.000	38 184	\$360.75	32	\$430 469	6.04%	13.25	

49	WALK-UP	\$1,578	,868	893,60	)8	\$204.	82	
	ADDRESS	PRICE	GROSS SF	PRICE / SF	UNITS	PR / UNIT	CAP RATE	GRM
31	90-96 Meserole St	\$13,775,000	38,184	\$360.75	32	\$430,469	6.04%	13.25
32	719 8 Ave	\$12,300,000	31,468	\$390.87	32	\$384,375	4.66%	
33	4112 4 Ave	\$8,000,000	43,280	\$184.84	64	\$125,000	7.40%	-
34	419 Marcus Garvey Bvld, 421 Marcus Garvey Bvld, 804 Macon St, 814 Macon St, 319 Malcolm X Bvld, 654 Putnam Ave	\$7,325,000	37,950	\$193.02	47	\$155,851	7.77%	9.37
35	29 Grace Ct	\$5,250,000	5,000	\$1,050.00	5	\$1,050,000	-	-
36	42-44 Meserole St	\$5,048,225	11,700	\$431.47	12	\$420,685	8.08%	1.52
37	1545 Dahill Rd	\$4,740,000	34,800	\$136.21	43	\$110,233	-	-
38	213 Clinton St	\$4,525,000	13,200	\$342.80	8	\$565,625	-	-
39	315 New York Ave	\$3,910,000	32,628	\$119.84	33	\$118,485	-	-
40	827 Lafayette Ave	\$3,832,630	28,400	\$134.95	36	\$106,462	-	-
41	351 E 21 St	\$3,500,000	30,240	\$115.74	38	\$92,105	-	-
42	67 Remsen St	\$3,250,000	4,574	\$710.54	10	\$325,000	-	-
43	1115 Union St	\$2,650,000	19,300	\$137.31	24	\$110,417	-	-
44	16 Dean St	\$2,650,000	7,624	\$347.59	16	\$165,625	-	9.94













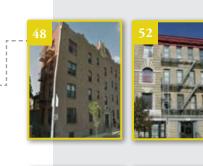


## BROOKLYN PROPERTY SALES | 3<sup>RD</sup> QUARTER 2012

#	5+ FAMILY	AVG. PF	RICE	GROSS	SF	AVG. PRIC	CE / SF	
<b>49</b>	WALK-UP	\$1,578	,868	893,6	80	\$204	.82	
	ADDRESS	PRICE	GROSS SF	PRICE / SF	UNITS	PR / UNIT	CAP RATE	GRM
45	1402-1408 Putnam Ave	\$2,505,000	21,318	\$117.51	24	\$104,375	-	-
46	9102 3 Ave	\$2,500,000	6,660	\$375.38	12	\$208,333	4.00%	-
47	533 8 St	\$2,300,000	8,628	\$266.57	8	\$287,500	3.49%	16.88
48	2818 Foster Ave	\$2,220,000	17,280	\$128.47	24	\$92,500	-	-
49	1319 Newkirk Ave	\$2,200,000	18,400	\$119.57	20	\$110,000	-	-
50	1266 54 St	\$2,100,000	14,240	\$147.47	16	\$131,250	-	-
51	1713 67 St	\$1,950,000	16,380	\$119.05	16	\$121,875	-	-
52	1059 Bergen St	\$1,950,000	12,440	\$156.75	16	\$121,875	-	-
53	650 E 21 St	\$1,903,125	22,800	\$83.47	23	\$82,745	-	
54	227 Kingsland Ave	\$1,900,000	11,900	\$159.66	16	\$118,750	-	-
55	20 St Marks Pl	\$1,800,000	3,660	\$491.80	5	\$360,000	-	-
56	238 8 St	\$1,795,000	6,412	\$279.94	8	\$224,375	-	-
57	452 Atlantic Ave	\$1,725,000	5,500	\$313.64	8	\$215,625	-	-
58	117 Linden St	\$1,725,000	14,500	\$118.97	16	\$107,813	-	-
59	1272 Decatur St, 1372 Putnam Ave	\$1,625,000	9,975	\$162.91	12	\$135,417	-	-
60	550 55 St	\$1,600,000	11,488	\$139.28	16	\$100,000	-	-
61	5 Mac Donough St	\$1,600,000	8,856	\$180.67	8	\$200,000	-	-
62	509 Dean St	\$1,500,000	7,272	\$206.27	8	\$187,500	-	-
63	403 Macon St	\$1,400,000	14,240	\$98.31	16	\$87,500	-	-
64	2156 Cortelyou Rd	\$1,395,000	10,260	\$135.96	13	\$107,308	-	-
65	549 39 St	\$1,300,000	3,600	\$361.11	6	\$216,667	8.75%	-
66	131 Mc Guinness Bvld	\$1,250,000	3,375	\$370.37	5	\$250,000	6.40%	9.62
67	240 Madison St	\$1,250,000	9,486	\$131.77	8	\$156,250	-	-
68	242 Madison St	\$1,250,000	9,486	\$131.77	8	\$156,250	-	-
69	23 Meserole St	\$1,225,000	4,125	\$296.97	6	\$204,167	9.98%	7.66
70	69 E 96 St	\$1,200,000	14,240	\$84.27	16	\$75,000	-	-
71	832 Eastern Pkwy	\$1,160,000	6,794	\$170.74	8	\$145,000		
72	382 S 4 St	\$1,100,000	7,000	\$157.14	9	\$122,222	5.41%	11.04
73	93 Newel St	\$1,050,000	4,125	\$254.55	6	\$175,000	6.38%	11.41
74	95 Hancock St	\$1,032,500	2,940	\$351.19	5	\$206,500	-	-
75	5413 4 Ave	\$1,000,000	4,551	\$219.73	6	\$166,667	-	-
76	359 12 St	\$1,000,000	6,720	\$148.81	8	\$125,000	-	-
77	67 Richardson St	\$1,000,000	4,125	\$242.42	6	\$166,667	-	-
78	188 W 9 St	\$1,000,000	2,250	\$444.44	5	\$200,000	-	-
79	353 Himrod St	\$1,000,000	6,000	\$166.67	8	\$125,000	-	-

GROSS SF MIXED-USE 30 \$996,777 473,707 \$243.70 ADDRESS PRICE GROSS SF PRICE / SF UNITS PRICE / UNIT CAP RATE GRM 8.31% 11.03 80 626 Manhattan Ave \$3,350,000 4,575 \$732.24 6 \$558,333 81 50 Malcolm X Blvd \$2,900,000 22,500 \$128.89 20 \$145,000 82 4401 13 Ave \$2,500,000 4,720 \$529.66 8 \$312,500 \_ \_ 12.13 83 667 Grand St \$2,500,000 8,570 \$291.72 7 \$357,143 5.04% 7 84 384 Court St \$2,425,000 6,700 \$361.94 \$346,429 5.74% 13.98 85 603 Vanderbilt Ave 5 \$2,200,000 5,324 \$413.22 \$440,000 -86 881-887 5 Ave \$2,157,500 20,000 \$107.88 32 \$67,422 7.27% 8.93 87 149 4 Ave \$2,120,000 5,940 \$356.90 9 \$235,556 -\_ 88 417 Grand St \$2,050,000 5,800 4 \$512,500 3.90% 20.50 \$353.45 89 499 Grand St \$1,900,000 5,625 \$337.78 6 \$316,667 7.37% 10.56 90 1316-1322 Nostrand Ave \$1,750,000 18,600 \$94.09 21 \$83,333 91 66 2 St \$1,700,000 3,360 \$505.95 3 \$566,667 -92 536 Court St \$1,693,500 2,457 \$689.26 3 \$564,500 \_ 93 1926 Bath Ave \$1,680,000 4,020 \$417.91 6 \$280,000 94 \$368,750 250 De Kalb Ave \$1,475,000 5,500 \$268.18 4 95 173 Court St \$1,400,000 4,068 \$344.15 4 \$350,000 96 5709 5 Ave \$1,385,000 7,850 \$176.43 7 \$197,857 --97 684 Flushing Ave \$1,300,000 7,208 \$180.36 16 \$81,250

Below are all sales completed during the 3rd Quarter of 2012

















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Below are all sales completed during the 3rd Quarter of 2012



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		AVG. PRICE	GROSS SF			AVG. PRICE / SF		
30	MIXED-USE	\$996,777 473,707		\$243.70				
	ADDRESS	PRICE	GROSS SF	PRICE / SF	UNITS	PRICE / UNIT	CAP RATE	GRM
98	2125 Coney Island Ave	\$1,300,000	5,440	\$238.97	8	\$162,500	6.92%	10.83
99	2970 Nostrand Ave	\$1,300,000	5,400	\$240.74	9	\$144,444	6.92%	11.82
100	2163 Clarendon Rd	\$1,230,000	4,480	\$274.55	8	\$153,750	-	-
101	4621 7 Ave	\$1,230,000	4,283	\$287.18	4	\$307,500	-	-
102	185 Sackett St	\$1,215,000	3,600	\$337.50	3	\$405,000	-	-
103	189 Court St	\$1,205,000	1,730	\$696.53	2	\$602,500	-	-
104	519 Myrtle Ave	\$1,135,000	6,900	\$164.49	8	\$141,875	-	-
105	9016 4 Ave	\$1,095,000	4,380	\$250.00	6	\$182,500	-	-
106	514 Atlantic Ave, 46-48 3rd Ave	\$1,081,000	5,580	\$193.73	3	\$360,333	-	-
107	30 Avenue O	\$1,040,000	5,100	\$203.92	6	\$173,333	-	-
108	9425 5 Ave	\$1,032,500	4,576	\$225.63	16	\$64,531	8.54%	8.74
109	606 Coney Island Ave	\$1,000,000	6,720	\$148.81	5	\$200,000	-	-

#		AVG. PRICE		GROSS BSF	AVG. PR	ICE / BSF	
24	DEVELOPMENT	\$2,29	5,973	1,335,049	\$10	7.22	
	ADDRESS	PRICE	ZONING	LOT AREA	FAR	BSF	PRICE / BSF
110	102 N 6 St, 92 N 6 ST	\$22,332,750	M1-2/R6A	16,500	2.7	44,550	\$501.30
111	149 Kent Ave	\$19,980,000	M1-2/R6A	40,000	2.7	108,000	\$185.00
112	4302 Westshore Ave	\$13,500,000	C3	441,450	0.5	220,725	\$61.16
113	243-249, 334 Wallabout St, 174 Harrison Ave	\$12,750,000	M3-1	172,775	2	345,550	\$36.90
114	495-504 Sterling Pl	\$5,950,000	R6	19,650	3.15	62,000	\$95.97
115	313-317 St Marks Ave	\$5,750,000	R6B	31,000	2	62,000	\$92.74
116	167 Graham Ave	\$4,800,000	R6	17,500	2.31	42,425	\$113.14
117	821 St Johns Pl, 834 Sterling Pl	\$3,090,750	R6	18,301	2.2	40,262	\$76.77
118	9013 Flatlands Ave	\$2,950,000	C2-3/R5D	12,400	2	24,800	\$118.95
119	1059 Manhattan Ave	\$2,900,000	R7A/C2-4	5,000	3.45	17,250	\$168.12
120	1122-1126 57 St	\$2,600,000	R5	4,007	1.25	5,009	\$519.09
121	44 Withers St	\$2,390,000	R6/M1-2	6,050	2.7	16,335	\$146.31
122	2038 Atlantic Ave	\$2,200,000	M1-1	20,000	1	20,000	\$110.00
123	338 Clinton St	\$1,925,000	R6	1,890	2.43	4,593	\$419.14
124	79-81 Eagle St	\$1,900,000	R6	5,000	2.2	11,000	\$172.73
125	498-510 Gates Ave	\$1,750,000	R6A	13,500	3	40,500	\$43.21
126	692 Bushwick Ave	\$1,650,000	R6	8,670	3	26,010	\$63.44
127	111-113 Kane St	\$1,625,000	R6	4,046	2	8,092	\$200.82
128	379 Prospect Ave	\$1,600,000	C2-4/R5B	8,100	1.35	10,935	\$146.32
129	653 Metropolitan Ave	\$1,370,000	R7A	2,709	3.45	6,582	\$208.14
130	1256 56 St	\$1,300,000	R5	4,007	1.25	5,009	\$259.55
131	812-814 Myrtle Ave	\$1,300,000	R6	5,000	3	15,000	\$86.67
132	586-588 Myrtle Ave	\$1,270,000	R6	3,327	2.43	9,981	\$127.24
133	1188 &1192 Bedford Ave	\$1,230,000	R6	5,400	3	16,200	\$75.93



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#### BROOKLYN PROPERTY SALES 3<sup>RD</sup> QUARTER 2012

Below are all sales completed during the 3rd Quarter of 2012

	#		AVG. PRICE	GROSS SF	AVG. PRICE / SF
134	# 9	RETAIL	\$3,251,308	97,726	\$468.56
	ŕ	ADDRESS	PRICE	GROSS SF	PRICE / SF
MARTIN THE TURN OF THE TOP OF TOP OF THE TOP OF T	134	1875 Nostrand Ave	\$18,500,000	34,500	\$536.23
A STATE OF THE OWNER	135	182 Flatbush Ave	\$4,100,000	4,791	\$855.77
	136	125 5 Ave	\$4,000,000	7,600	\$526.32
	137	463 86 St	\$2,820,000	3,060	\$921.57
140	138	1551-1559 Pitkin Ave	\$2,320,000	5,400	\$429.63
	139	4714 16 Ave	\$2,227,000	15,000	\$148.47
	140	713 Sterling Pl	\$1,850,000	8,700	\$212.64
	141	1154 Coney Island Ave	\$1,800,000	5,700	\$315.79
	142	1585 Flatbush Ave	\$1,600,000	2,040	\$784.31
144 145					
NOT THE REAL PROPERTY OF	#	OFFICE	AVG. PRICE	GROSS SF	AVG. PRICE / SF
	3	ADDRESS	\$1,510,703 PRICE	<b>47,107</b> GROSS SF	\$284.25 PRICE / SF
	143	1501 Kings Hwy	\$5,840,000	9,881	\$591.03
	144	80 Jamaica Ave			
			\$3,200,000	25,144	\$127.27
146 147	145	1300 Flatbush Ave	\$1,195,621	3,780	\$316.30
TTTTTTT	#	SPECIALTY	AVG. PRICE	GROSS SF	AVG. PRICE / SF
The second secon	5	USE	\$1,512,895	135,368	\$319.92
		ADDRESS	PRICE	GROSS SF	PRICE / SF
	146	385 Mc Donald Ave	\$7,400,000	37,521	\$197.22
148 149	147	655 Van Siclen Ave	\$6,000,000	35,328	\$169.84
	148	490 Pacific St, 72-78 3 Ave	\$5,800,000	28,100	\$206.41
	149	895 Ocean Pkwy	\$4,500,000	4,030	\$1,116.63
	150	341-345 Knickerbocker Ave, 1476 Dekalb Ave	\$2,000,000	11,400	\$175.44
			_		

#### 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 9/15/12. The "third quarter" herein covers the period 6/15/12 through 9/15/12. These transactions occurred at a minimum sales price of \$1,000,000 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

year

nonth

ev / yr

/ yr

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
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 / )
Cleaning & Maintenance:	\$300 / month	\$400-\$600 / month	\$1,000 / m
Elevator Maintenance:	\$4,000 elev / yr	\$5,000 elev / yr	\$5,000 ele
Repairs:	\$550 unit / yr	\$550 unit / yr	\$550 unit /
Management:	5%	4%	3%



### THE MASSEY KNAKAL TERRITORY SYSTEM

BROOKLYN MARK

mlively@masseyknakal.com Williamsburg / Greenpoint

#### STEPHEN PALMESE

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#### EDWARD GEVINSKI

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#### NICK MAHEDY nmahedy@masseykn

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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.

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