



**MASSEY
KNAKAL**

Realty Services

PropertySalesReport

BROOKLYN

Year-End 2011

www.masseyknakal.com

In 2011, the total volume of buildings sold in the New York City commercial real estate market place was \$25.6B, an increase of 80% from the \$14.2B in 2010. The \$25.6B is down 59% from the peak of the market in 2007, and down 15% from the 7yr average of \$30B. There were 1,751 transactions consisting of 2,122 buildings, an increase of 25% from 2010. The turnover rate was 1.29% of the total stock of properties. The average price per property in New York City in 2011 was \$12M, slightly off the average of \$12.3M in 2007. Manhattan accounted for 85% of total dollar volume with \$21.7B, while Brooklyn accounted for 35% of total building sales. Massey Knakal's Pricing Index, which tracks price per square foot change in New York City across all property types posted a 6% increase in PPSF with all markets up from 2010. Northern Manhattan led the way with a 16% increase in PPSF.

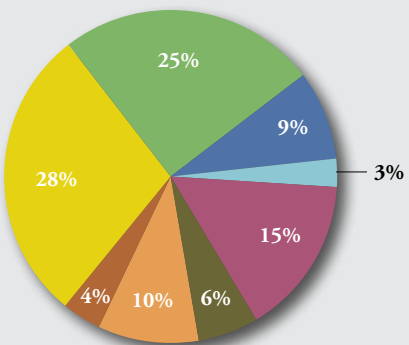
Property Sales Volume & Turnover

In 2011, the Brooklyn property sales market saw 608 transactions occur, consisting of 742 properties. The number of properties sold in 2011 has increased 29% from 2010. In 4Q11, Brooklyn had 155 transactions consisting of 185 properties, on par with the 187 sold in 3Q11. Brooklyn sales were consistent all year with 370 properties sold in 1H11 and 372 sold in 2H11. The annualized turnover rate in 2011 was 1.14% of the total stock of properties.

Dollar Volume

The aggregate sales consideration in 2011 was \$1.5B, an increase of 49% from 2010, but still 31% off the 7yr average for Brooklyn dollar volume of \$2.2B. In 2011, the average price per property in Brooklyn was \$2.1M, an increase of 16% over 2010. Dollar volume in 2H11 increased 12% from 1H11 and 87% from 2H10.

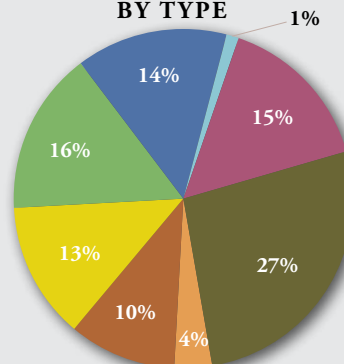
% OF PROPERTIES SOLD BY TYPE



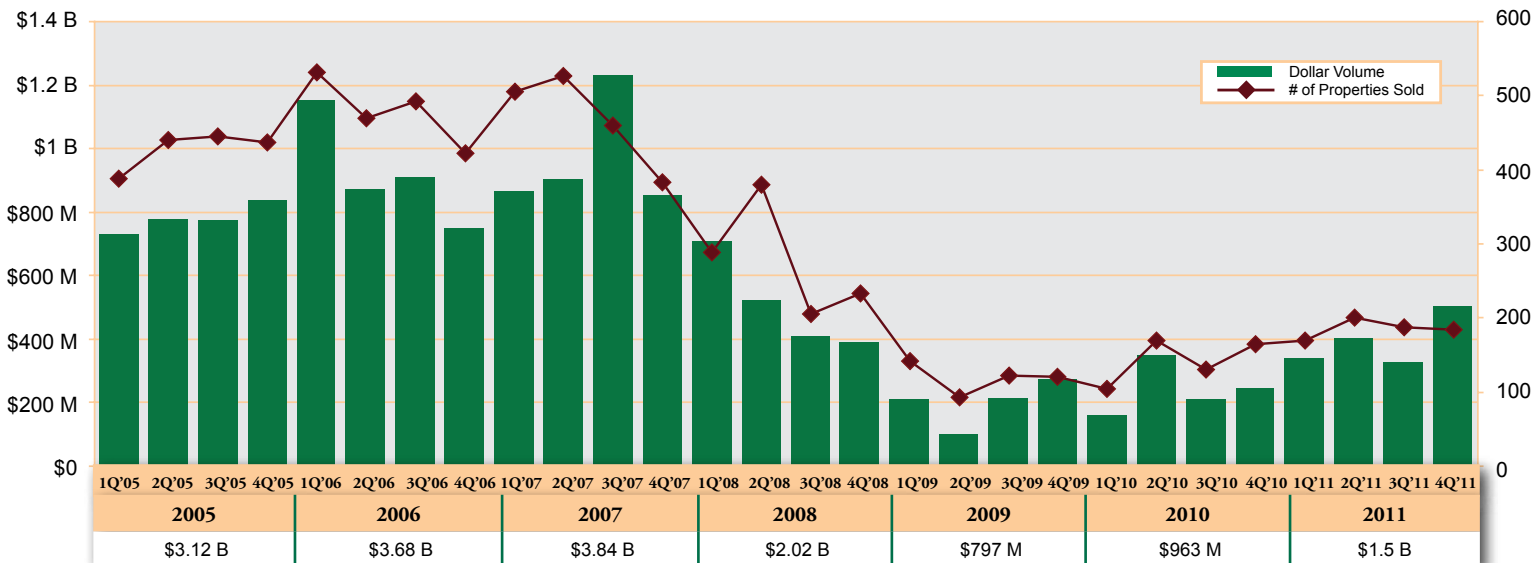
(4th QUARTER 2011)

| | | |
|------------|---------------|-----------------------|
| 18 | Industrial | \$ 18,172,375 |
| 7 | Elevator | \$ 50,875,980 |
| 53 | Walk-Up | \$ 66,736,993 |
| 47 | Mixed Use | \$ 77,820,894 |
| 16 | Retail | \$ 71,541,051 |
| 5 | Office | \$ 6,090,000 |
| 28 | Development | \$ 77,125,897 |
| 11 | Specialty Use | \$ 133,539,737 |
| 185 | TOTAL | \$ 501,902,927 |

% OF DOLLAR VOLUME BY TYPE



DOLLAR VOLUME & NUMBER OF PROPERTIES SOLD



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

Industrial Buildings

- Dollar volume in 2011 was \$162.8M, an increase of 12% from 2010 with the \$18M sold in 4Q11 the lowest quarterly volume for this property class since 2008
- 72 properties sold in 2011, down 14% from 2010, with 18 properties sold in 4Q11, up 38% from 3Q11
- \$/SF averaged \$198, up 13% from 2010

Elevator Apartment Buildings

- Dollar volume in 2011 was \$275M, an increase of 170% from 2010. 2H11 dollar volume of \$89M is down 52% from the \$185M sold in 1H11
- In 2011, 34 properties sold, an increase of 100% from 2010. In 2H11, 12 properties sold, down 45% from 1H11
- Cap Rates averaged 6.00% in 2011, down 108 bps from 2010. GRM was up from 8.19x in 2010 to 11.25x in 2011
- \$/SF averaged \$178, down 7% from 2010

Walk-Up Apartment Buildings

- Dollar volume in 2011 was \$304M, an increase of 51% from 2010. Dollar volume has steadily increased year over year since '08
- In 2011, 205 properties sold, an increase of 38% from 2010. The Brooklyn market has seen more sales in this property class than any other market in NYC in 2011
- Cap Rates averaged 7.09% in 2011, down 0.80 bps from 2010. GRM decreased from 10.12x in 2010 to 8.78x in 2011
- \$/SF averaged \$168, down 2% from 2010

Mixed Use Apartment Buildings

- Dollar volume in 2011 was \$232M, an increase of 56% from 2010 with the 4Q11 total of \$77.8M up 49% from 3Q11
- In 2011, 198 properties sold, an increase of 20% from 2010.
- Cap Rates averaged 6.84% in 2011, down 42 bps from 2010
- \$/SF averaged \$264, up 2% from 2010

Retail Buildings

- Dollar volume in 2011 was \$144M, down 23% from 2010. 4Q11 dollar volume was the most productive quarter in 2011, up 115% from 3Q11
- In 2011, 59 properties sold, an increase of 5% from 2010. In 4Q11, 16 properties sold, down equal from 6% from 3Q11
- \$/SF averaged \$322, down 4% from 2010

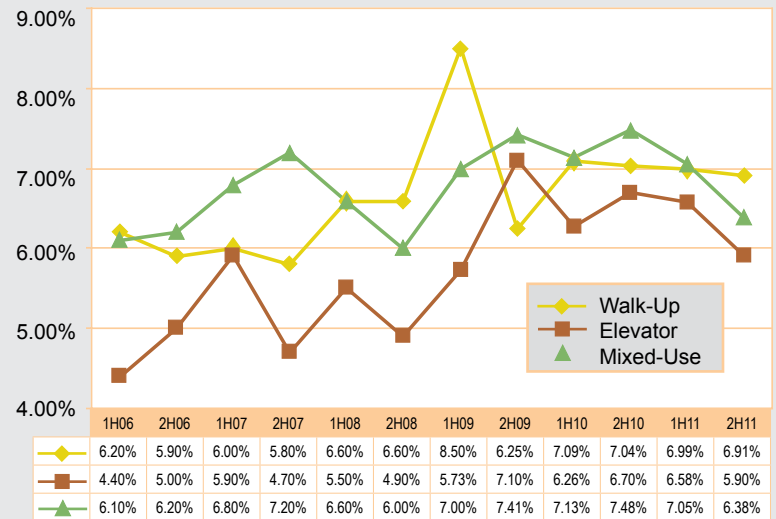
Development Properties

- Dollar volume in 2011 was \$252M, an increase of 177% from 2010. 2H11 volume of \$146M increased 38% from the \$106M in 1H11
- In 2011, 135 properties sold, an increase of 108% from 2010
- \$/BSF averaged \$115, an increase of 13% from 2010

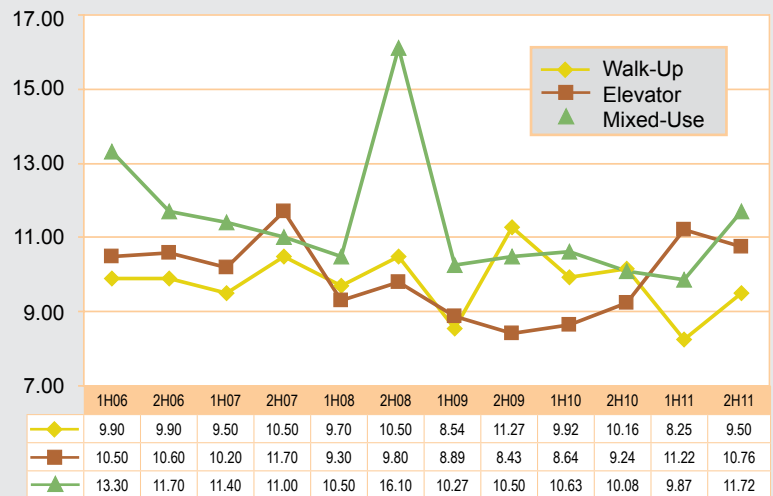
Other Properties

- 23 Specialty Use/Conversion properties sold for \$170.5M in 2011. \$/SF averaged \$260, up 19% from 2010
- 16 Office properties sold for \$32M in 2011, down 33% from 2010's dollar volume totals

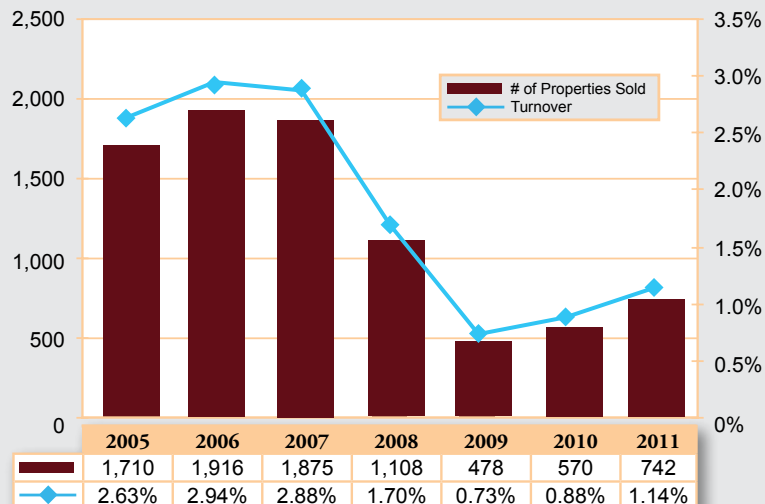
CAP RATE



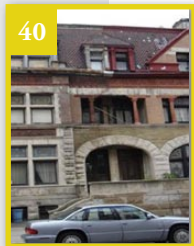
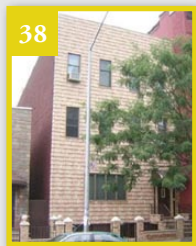
GROSS RENT MULTIPLE



NUMBER OF PROPERTY SALES & PERCENTAGE OF TURNOVER



Below are all sales completed during the 4th Quarter of 2011



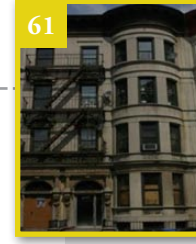
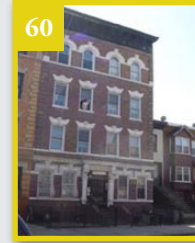
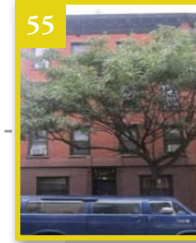
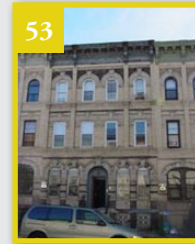
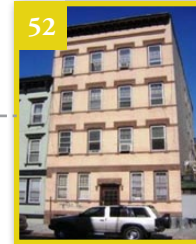
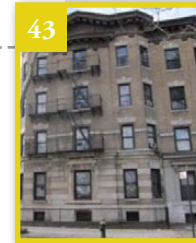
| # | INDUSTRIAL | AVG. PRICE | GROSS SF | AVG. PRICE / SF |
|-----------|---|--------------------|----------------|-----------------|
| 13 | | \$1,397,875 | 111,778 | \$204.66 |
| | ADDRESS | PRICE | GROSS SF | PRICE / SF |
| 1 | 897 E 51 St | \$700,000 | 7,980 | \$87.72 |
| 2 | 136 Empire Blvd | \$1,545,375 | 2,540 | \$608.42 |
| 3 | 1650-1660 McDonald Ave | \$950,000 | 3,200 | \$296.88 |
| 4 | 36-38 Scott Ave | \$1,250,000 | 4,983 | \$250.85 |
| 5 | 75 Scott Ave AKA 248-258 Randolph St | \$3,350,000 | 14,300 | \$234.27 |
| 6 | 2958 Atlantic Ave | \$1,592,000 | 6,911 | \$230.36 |
| 7 | 39-41 Coffey St | \$1,650,000 | 7,500 | \$220.00 |
| 8 | 604 Johnson Ave | \$780,000 | 3,800 | \$205.26 |
| 9 | 413-21 Troutman St | \$2,375,000 | 15,700 | \$151.27 |
| 10 | 13-15 Varick St | \$1,250,000 | 8,670 | \$144.18 |
| 11 | 1067-79 Pacific St | \$1,050,000 | 11,070 | \$94.85 |
| 12 | 689 Marcy Ave | \$750,000 | 10,000 | \$75.00 |
| 13 | 1650-1660 McDonald Ave | \$930,000 | 15,124 | \$61.49 |

| # | 5+ FAMILY ELEVATOR | AVG. PRICE | GROSS SF | AVG. PRICE / SF | UNITS | CAP | GRM |
|----------|----------------------|--------------------|----------------|-----------------|-------|-------|-------|
| 6 | | \$8,479,330 | 322,837 | \$207.46 | | | |
| | ADDRESS | PRICE | GROSS SF | PRICE / SF | UNITS | CAP | GRM |
| 14 | 50 Orange St | \$7,100,000 | 15,355 | \$462.39 | 20 | 5.07% | 12.91 |
| 15 | 200 Franklin St | \$12,450,000 | 38,982 | \$319.38 | 19 | 6.99% | 10.73 |
| 16 | 150 Newel St | \$1,050,000 | 6,586 | \$159.43 | 6 | - | - |
| 17 | 3101 Avenue I | \$22,100,000 | 168,050 | \$131.51 | 153 | - | - |
| 18 | 825 Crown St | \$4,995,500 | 52,554 | \$95.05 | 55 | - | - |
| 19 | 1900 Newkirk Ave #36 | \$3,180,480 | 41,310 | \$76.99 | 36 | - | - |

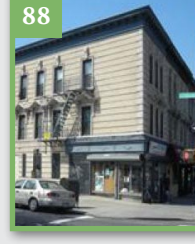
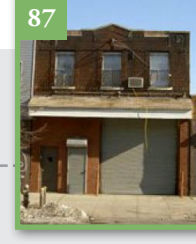
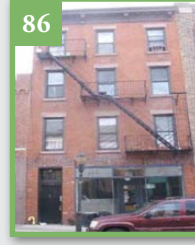
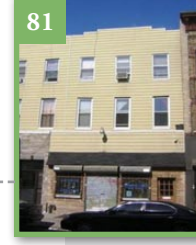
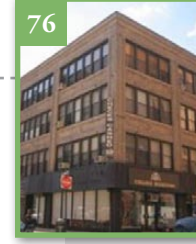
| # | 5+ FAMILY WALK-UP | AVG. PRICE | GROSS SF | AVG. PRICE / SF | UNITS | PR / UNIT | CAP RATE | GRM |
|-----------|------------------------|--------------------|----------------|-----------------|-------|-----------|----------|-------|
| 23 | | \$1,334,740 | 415,143 | \$185.37 | | | | |
| | ADDRESS | PRICE | GROSS SF | PRICE / SF | UNITS | PR / UNIT | CAP RATE | GRM |
| 20 | 4906-4908 4 Ave | \$1,688,000 | 7,600 | \$222.11 | 8 | \$211,000 | 5.01% | - |
| 21 | 6802 Owls Head Ct #6 | \$975,000 | 4,800 | \$203.13 | 6 | \$162,500 | - | - |
| 22 | 829 52 St | \$1,610,000 | 9,600 | \$167.71 | 12 | \$134,167 | - | - |
| 23 | 346 21 St | \$845,000 | 5,884 | \$143.61 | 8 | \$105,625 | - | - |
| 24 | 623 E 96 St | \$550,000 | 5,400 | \$101.85 | 3 | \$183,333 | - | - |
| 25 | 704 8 Ave | \$4,340,000 | 13,531 | \$320.74 | 13 | \$333,846 | 5.21% | 14.18 |
| 26 | 116 3 Pl | \$3,650,000 | 4,500 | \$811.11 | 5 | \$730,000 | - | - |
| 27 | 159 Evergreen Ave | \$1,870,000 | 2,500 | \$748.00 | 8 | \$233,750 | - | - |
| 28 | 265-267 Hicks St | \$2,200,000 | 3,996 | \$550.55 | 8 | \$275,000 | - | - |
| 29 | 231 Cumberland St | \$1,150,000 | 3,600 | \$319.44 | 10 | \$115,000 | - | - |
| 30 | 204 Kent St | \$1,300,000 | 4,125 | \$315.15 | 6 | \$216,667 | - | - |
| 31 | 250 Pacific St | \$4,400,000 | 17,215 | \$255.59 | 25 | \$176,000 | - | - |
| 32 | 151 Ainslie St | \$1,185,000 | 5,625 | \$210.67 | 6 | \$197,500 | 6.77% | 10.04 |
| 33 | 218 Boerum St | \$830,000 | 4,084 | \$203.23 | 6 | \$138,333 | - | - |
| 34 | 3166 Conery Island Ave | \$2,350,000 | 12,160 | \$193.26 | 16 | \$146,875 | 5.28% | 12.3 |
| 35 | 872 Lorimer St | \$785,000 | 4,125 | \$190.30 | 6 | \$130,833 | - | - |
| 36 | 415 Broadway | \$999,000 | 5,280 | \$189.20 | 8 | \$124,875 | - | - |
| 37 | 348 S 4 St | \$1,225,000 | 6,500 | \$188.46 | 8 | \$153,125 | 9.24% | 7.51 |
| 38 | 182 India St | \$900,000 | 4,875 | \$184.62 | 5 | \$180,000 | - | - |
| 39 | 276 Humboldt St | \$1,100,000 | 6,450 | \$170.54 | 7 | \$157,143 | 7.91% | 8.72 |
| 40 | 252 Hancock St | \$540,000 | 3,300 | \$163.64 | 6 | \$90,000 | - | - |
| 41 | 179 A 8 St aka 8 8 St | \$850,000 | 5,200 | \$163.46 | 8 | \$106,250 | - | - |
| 42 | 1522 W 4 St | \$920,000 | 5,647 | \$162.92 | 6 | \$153,333 | - | - |

Below are all sales completed during the 4th Quarter of 2011

| # | 5+ FAMILY WALK-UP | AVG. PRICE | GROSS SF | AVG. PRICE / SF | | | | |
|----|--------------------------------------|-------------|----------|-----------------|-------|-----------|----------|------|
| 27 | | | | | | | | |
| | ADDRESS | PRICE | GROSS SF | PRICE / SF | UNITS | PR / UNIT | CAP RATE | GRM |
| 43 | 939 Sterling Pl | \$1,830,000 | 11,572 | \$158.14 | 16 | \$114,375 | - | - |
| 44 | 1159 Dean St | \$1,925,000 | 12,968 | \$148.44 | 14 | \$137,500 | - | - |
| 45 | 555 Rutland Rd | \$4,400,000 | 30,400 | \$144.74 | 42 | \$104,762 | - | - |
| 46 | 751 De Kalb Ave | \$850,000 | 5,880 | \$144.56 | 6 | \$141,667 | - | - |
| 47 | 353 Grove St | \$700,000 | 4,875 | \$143.59 | 6 | \$116,667 | - | - |
| 48 | 814 Macon St | \$600,000 | 4,275 | \$140.35 | 6 | \$100,000 | - | - |
| 49 | 1039 Bergen St | \$2,500,000 | 18,160 | \$137.67 | 24 | \$104,167 | - | - |
| 50 | 314 Jefferson St | \$875,000 | 6,500 | \$134.62 | 8 | \$109,375 | - | - |
| 51 | 439 Meeker Ave | \$660,000 | 4,975 | \$132.66 | 7 | \$94,286 | 11.06% | 6.62 |
| 52 | 161 Maujer St | \$830,000 | 6,500 | \$127.69 | 8 | \$103,750 | - | - |
| 53 | 746 Mac Donough St | \$630,000 | 5,089 | \$123.80 | 6 | \$105,000 | 12.48% | 6.55 |
| 54 | 136 Kingsland Ave | \$630,000 | 5,355 | \$117.65 | 6 | \$105,000 | - | - |
| 55 | 790 Classon Ave | \$600,000 | 5,128 | \$117.00 | 8 | \$75,000 | - | - |
| 56 | 433 Rogers Ave | \$800,000 | 6,840 | \$116.96 | 12 | \$66,667 | - | - |
| 57 | 414 Suydam St aka 64 St Nicholas Ave | \$552,000 | 4,725 | \$116.83 | 6 | \$92,000 | - | - |
| 58 | 314 & 320 Eldert St | \$1,310,000 | 11,700 | \$111.97 | 6 | \$218,333 | 5.08% | 9.56 |
| 59 | 238 Irving Ave | \$700,000 | 6,720 | \$104.17 | 8 | \$87,500 | - | - |
| 60 | 836 Jefferson Ave | \$944,262 | 9,123 | \$103.50 | 8 | \$153,125 | - | - |
| 61 | 1331 Pacific St | \$725,000 | 7,200 | \$100.69 | 8 | \$90,625 | - | - |
| 62 | 316 Menahan St | \$507,000 | 5,304 | \$95.59 | 6 | \$84,500 | - | - |
| 63 | 396 Montgomery St | \$1,800,000 | 19,500 | \$92.31 | 23 | \$78,261 | - | - |
| 64 | 130 Glen St | \$1,650,000 | 18,000 | \$91.67 | 23 | \$71,739 | 10.56% | 5.83 |
| 65 | 460 Grant Ave | \$500,000 | 5,712 | \$87.54 | 6 | \$83,333 | - | - |
| 66 | 970 St Marks Ave | \$1,085,000 | 13,148 | \$82.52 | 16 | \$67,813 | - | - |
| 67 | 415 Lincoln Ave | \$1,676,731 | 22,400 | \$74.85 | 32 | \$52,398 | - | - |
| 68 | 319 Malcolm X Blvd | \$645,000 | 9,000 | \$71.67 | 8 | \$80,625 | - | - |
| 69 | 497 Prospect Pl | \$550,000 | 8,097 | \$67.93 | 8 | \$68,750 | - | - |

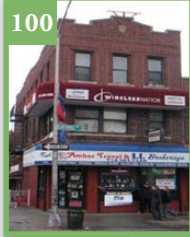
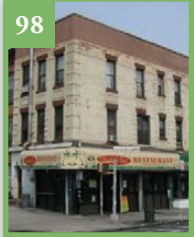


| # | MIXED USE | AVG. PRICE | GROSS SF | AVG. PRICE / SF | | | | |
|----|-----------------------|--------------|----------|-----------------|-------|--------------|----------|-------|
| 20 | | \$1,691,759 | 298,948 | \$271.27 | | | | |
| | ADDRESS | PRICE | GROSS SF | PRICE / SF | UNITS | PRICE / UNIT | CAP RATE | GRM |
| 70 | 5821 8 Ave | \$3,300,000 | 4,103 | \$804.29 | 5 | \$660,000 | - | - |
| 71 | 1602 10 Ave | \$1,250,000 | 3,802 | \$328.77 | 3 | \$416,667 | - | - |
| 72 | 694 5 Ave | \$861,000 | 3,260 | \$264.11 | 3 | \$287,000 | - | - |
| 73 | 7909 3 Ave | \$525,000 | 2,323 | \$226.00 | 3 | \$175,000 | - | - |
| 74 | 9623 Church Ave #4 | \$908,053 | 4,752 | \$191.09 | 6 | \$151,342 | - | - |
| 75 | 69 Willow St | \$5,250,000 | 5,800 | \$905.17 | 2 | \$2,625,000 | - | - |
| 76 | 100-104 Willoughby St | \$22,989,341 | 30,000 | \$766.31 | 27 | \$851,457 | - | - |
| 77 | 274 Court St | \$1,600,000 | 2,667 | \$599.93 | 3 | \$533,333 | 6.62% | 12.54 |
| 78 | 33 Lafayette Ave | \$2,100,000 | 3,870 | \$542.64 | 3 | \$700,000 | - | - |
| 79 | 363 7 Ave | \$1,550,000 | 2,889 | \$536.52 | 3 | \$516,667 | - | - |
| 80 | 284 3 Ave | \$1,050,000 | 2,640 | \$397.73 | 3 | \$350,000 | 4.68% | 15.49 |
| 81 | 125 Nassau Ave | \$1,150,000 | 3,240 | \$354.94 | 3 | \$383,333 | 6.33% | 11.93 |
| 82 | 181 Columbia St | \$800,000 | 2,400 | \$333.33 | 3 | \$266,667 | - | - |
| 83 | 193 Joralemon St | \$1,450,000 | 4,550 | \$318.68 | 4 | \$362,500 | - | - |
| 84 | 469 Myrtle Ave | \$950,000 | 3,000 | \$316.67 | 5 | \$190,000 | 4.87% | 14.66 |
| 85 | 5317 New Utrecht Ave | \$1,000,000 | 3,300 | \$303.03 | 3 | \$333,333 | - | - |
| 86 | 138 Union St | \$1,750,000 | 5,780 | \$302.77 | 7 | \$250,000 | 7.11% | 10.71 |
| 87 | 821 Bedford Ave | \$750,000 | 2,500 | \$300.00 | 2 | \$375,000 | - | - |
| 88 | 433 Sterling Pl | \$1,175,000 | 4,390 | \$267.65 | 5 | \$235,000 | - | - |
| 89 | 47 Java St | \$1,860,000 | 7,000 | \$265.71 | 7 | \$265,714 | - | - |



BROOKLYN PROPERTY SALES | 4TH QUARTER 2011

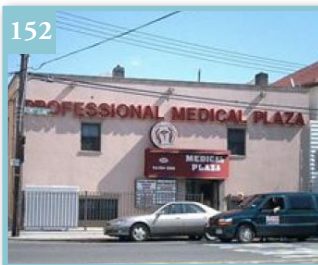
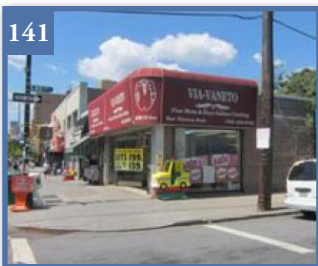
Below are all sales completed during the 4th Quarter of 2011



| # | MIXED USE | AVG. PRICE | GROSS SF | AVG. PRICE / SF | | | | |
|-----------|-----------------------|-------------|----------|-----------------|-------|--------------|----------|-------|
| 26 | | | | | | | | |
| | ADDRESS | PRICE | GROSS SF | PRICE / SF | UNITS | PRICE / UNIT | CAP RATE | GRM |
| 90 | 4305 10 Ave | \$550,000 | 2,208 | \$249.09 | 2 | \$275,000 | - | - |
| 91 | 2332 Bath Ave | \$675,000 | 2,760 | \$244.57 | 3 | \$225,000 | - | - |
| 92 | 7001 13 Ave | \$1,370,000 | 6,000 | \$228.33 | 6 | \$228,333 | 5.29% | 13.87 |
| 93 | 81 Greenpoint Ave | \$1,250,000 | 5,750 | \$217.39 | 5 | \$250,000 | 8.80% | 8.53 |
| 94 | 5315 New Utrecht Ave | \$700,000 | 3,300 | \$212.12 | 3 | \$233,333 | - | - |
| 95 | 6910 13 Ave | \$985,000 | 4,655 | \$211.60 | 3 | \$328,333 | - | - |
| 96 | 111 Graham Ave | \$705,000 | 3,515 | \$200.57 | 3 | \$235,000 | - | - |
| 97 | 854 Knickerbocker Ave | \$550,000 | 3,000 | \$183.33 | 3 | \$183,333 | - | - |
| 98 | 783 Lincoln Pl | \$780,000 | 4,480 | \$174.11 | 6 | \$130,000 | - | - |
| 99 | 6224 20 Ave | \$900,000 | 5,304 | \$169.68 | 7 | \$128,571 | - | - |
| 100 | 308 Irving Ave | \$680,000 | 4,020 | \$169.15 | 6 | \$113,333 | - | - |
| 101 | 79 4 Ave | \$950,000 | 5,672 | \$167.49 | 8 | \$118,750 | - | - |
| 102 | 24 Avenue O | \$830,000 | 5,100 | \$162.75 | 6 | \$138,333 | - | - |
| 103 | 563 Rogers Ave | \$525,000 | 3,300 | \$159.09 | 3 | \$175,000 | - | - |
| 104 | 5424 14 Ave | \$650,500 | 4,320 | \$150.58 | 3 | \$216,833 | - | - |
| 105 | 475 Ralph Ave | \$620,000 | 4,160 | \$149.04 | 3 | \$206,667 | - | - |
| 106 | 793 Flatbush Ave | \$760,000 | 5,448 | \$139.50 | 3 | \$253,333 | - | - |
| 107 | 125 Malcolm X Blvd | \$770,000 | 5,600 | \$137.50 | 8 | \$96,250 | - | - |
| 108 | 133 Park Ave | \$1,050,000 | 7,680 | \$136.72 | 12 | \$87,500 | - | - |
| 109 | 948-52 Broadway | \$1,375,000 | 11,200 | \$122.77 | 8 | \$171,875 | - | - |
| 110 | 4101 Church Ave | \$650,000 | 5,400 | \$120.37 | 9 | \$72,222 | - | - |
| 111 | 1426 Bedford Ave | \$1,025,000 | 9,800 | \$104.59 | 7 | \$146,429 | - | - |
| 112 | 688 Halsey St | \$750,000 | 7,750 | \$96.77 | 9 | \$83,333 | - | - |
| 113 | 509 Hinsdale St | \$3,451,000 | 36,000 | \$95.86 | 47 | \$73,426 | 10.10% | 5.33 |
| 114 | 261 Nostrand Ave | \$551,000 | 7,290 | \$75.58 | 6 | \$91,833 | - | - |
| 115 | 1169 Flatbush Ave | \$2,450,000 | 32,970 | \$74.31 | 28 | \$87,500 | - | - |

| # | DEVELOPMENT | AVG. PRICE | GROSS BSF | AVG. PRICE / BSF | | | |
|-----------|----------------------|--------------------|----------------|------------------|------|---------|-------------|
| 19 | | \$3,856,295 | 558,722 | \$179.02 | | | |
| | ADDRESS | PRICE | ZONING | LOT AREA | FAR | BSF | PRICE / BSF |
| 116 | 701 Caton Ave | \$8,800,000 | R6 | 36,952 | - | 87,630 | \$100.42 |
| 117 | 233-35 Franklin Ave | \$825,000 | R6 | 2,500 | - | 6,075 | \$135.80 |
| 118 | 119 Wilson Ave | \$725,000 | R6 | 7,500 | 2.43 | 18,225 | \$39.78 |
| 119 | 782-786 Hart St | \$550,000 | R6 | 5,000 | 2.2 | 11,000 | \$50.00 |
| 120 | 683-685 Marcy Ave | \$500,000 | R6 | 5,000 | - | 12,150 | \$41.15 |
| 121 | 319 4 St | \$2,870,000 | R6 | 1,600 | 2.43 | 3,888 | \$738.17 |
| 122 | 708 A De Graw St | \$910,000 | R6B | 1,983 | 2 | 3,966 | \$229.45 |
| 123 | 104 3 St 99 4 St | \$650,000 | M1-1 | 1,800 | - | 1,800 | \$361.11 |
| 124 | 2554 E 16 St | \$4,750,000 | C4-2/R4 | - | 2 | 16,800 | \$282.74 |
| 125 | 2632 W 13 St | \$1,673,460 | M1-1 | 15,920 | - | 15,920 | \$105.12 |
| 126 | 204-222 Wythe Ave | \$27,502,437 | M1-2/R6A | 54,850 | 2.7 | 148,095 | \$185.71 |
| 127 | 163-175 N 6 St | \$13,700,000 | R6B | 4,000 | - | 75,000 | \$182.67 |
| 128 | 505 St Marks Ave | \$4,500,000 | R6 | 31,200 | 2.43 | 93,600 | \$48.08 |
| 129 | 348-366 Meeker Ave | \$1,400,000 | M1-2/R6 | 6,100 | 2.7 | 16,470 | \$85.00 |
| 130 | 651 Metropolitan Ave | \$950,000 | R7A | 2,014 | 3.45 | 6,948 | \$136.73 |
| 131 | 261 Eckford St | \$580,000 | R6B | 2,500 | 2 | 5,000 | \$116.00 |
| 132 | 193 Withers St | \$810,000 | R6B | 3,210 | 2 | 6,420 | \$126.17 |
| 133 | 333 Atlantic Ave | \$3,675,000 | R7A/C2-4 | 5,400 | - | 21,600 | \$170.14 |
| 134 | 1647 52 St | \$1,150,000 | R5 | 4,508 | 1.25 | 5,635 | \$204.08 |
| 135 | 2035 A W 12 St | \$605,000 | R5 | 2,000 | 1.25 | 2,500 | \$242.00 |

Below are all sales completed during the 4th Quarter of 2011



| # | RETAIL | AVG. PRICE | GROSS SF | AVG. PRICE / SF |
|-----------|----------------------|--------------------|----------------|-----------------|
| 13 | | \$5,961,754 | 178,538 | \$357.17 |
| | ADDRESS | PRICE | GROSS SF | PRICE / SF |
| 136 | 4310-22 13 Ave | \$19,290,489 | 45,919 | \$420.10 |
| 137 | 2323 86 St | \$2,200,000 | 3,480 | \$632.18 |
| 138 | 4414 13 Ave | \$5,402,810 | 10,000 | \$540.28 |
| 139 | 1702 Avenue Y | \$28,500,000 | 54,000 | \$527.78 |
| 140 | 1214 Surf Ave | \$1,300,000 | 2,790 | \$465.95 |
| 141 | 4502 13 Ave | \$5,020,749 | 10,818 | \$464.11 |
| 142 | 166 Smith St | \$3,500,000 | 10,000 | \$350.00 |
| 143 | 4404 13 Ave | \$2,683,750 | 10,407 | \$257.88 |
| 144 | 18-17 Flatbush Ave | \$850,000 | 4,280 | \$198.60 |
| 145 | 2884 Nostrand Ave | \$500,000 | 2,560 | \$195.31 |
| 146 | 1850 48 St | \$650,000 | 4,284 | \$151.73 |
| 147 | 830-852 Rockaway Ave | \$1,643,253 | 20,000 | \$82.16 |

| # | SPECIALTY USE | AVG. PRICE | GROSS SF | AVG. PRICE / SF |
|----------|----------------------|---------------------|----------------|-----------------|
| 3 | | \$44,513,246 | 488,078 | \$293.95 |
| | ADDRESS | PRICE | GROSS SF | PRICE / SF |
| 148 | 362 4 Ave | \$4,100,000 | 9,525 | \$430.45 |
| 149 | 100-118 N 11 St | \$16,605,000 | 131,000 | \$126.76 |
| 150 | CubeSmart Brooklyn † | \$112,834,737 | 347,553 | \$324.65 |

† Allocated Pricing

| # | OFFICE | AVG. PRICE | GROSS SF | AVG. PRICE / SF |
|----------|--------------------|--------------------|---------------|-----------------|
| 4 | | \$1,218,000 | 25,924 | \$226.15 |
| | ADDRESS | PRICE | GROSS SF | PRICE / SF |
| 151 | 2651 E 14 St | \$2,750,000 | 8,200 | \$335.37 |
| 152 | 2 Brighton 10 Ct | \$965,000 | 3,600 | \$268.06 |
| 153 | 157 Columbia St | \$750,000 | 3,574 | \$209.85 |
| 154 | 18-15 Flatbush Ave | \$725,000 | 4,050 | \$179.01 |
| 155 | 2404 Gerritsen Ave | \$900,000 | 6,500 | \$138.46 |

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 12/15/11. The "fourth quarter" herein covers the period 9/15/11 through 12/15/11. 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 |
|------------------------------------|-------------------|---------------------|-------------------|
| 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 / yr |
| Repairs: | \$550 unit / yr | \$550 unit / yr | \$550 unit / yr |
| Management: | 5% | 4% | 3% |



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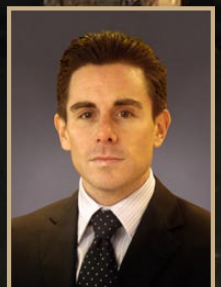
Sheepshead Bay
Coney Island / Homecrest
Brighton Beach
Manhattan Beach

For more information or a complimentary property evaluation in today's market, please contact:

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

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.