

PROPERTY SALES REPORT

BROOKLYN

YEAR END 2014



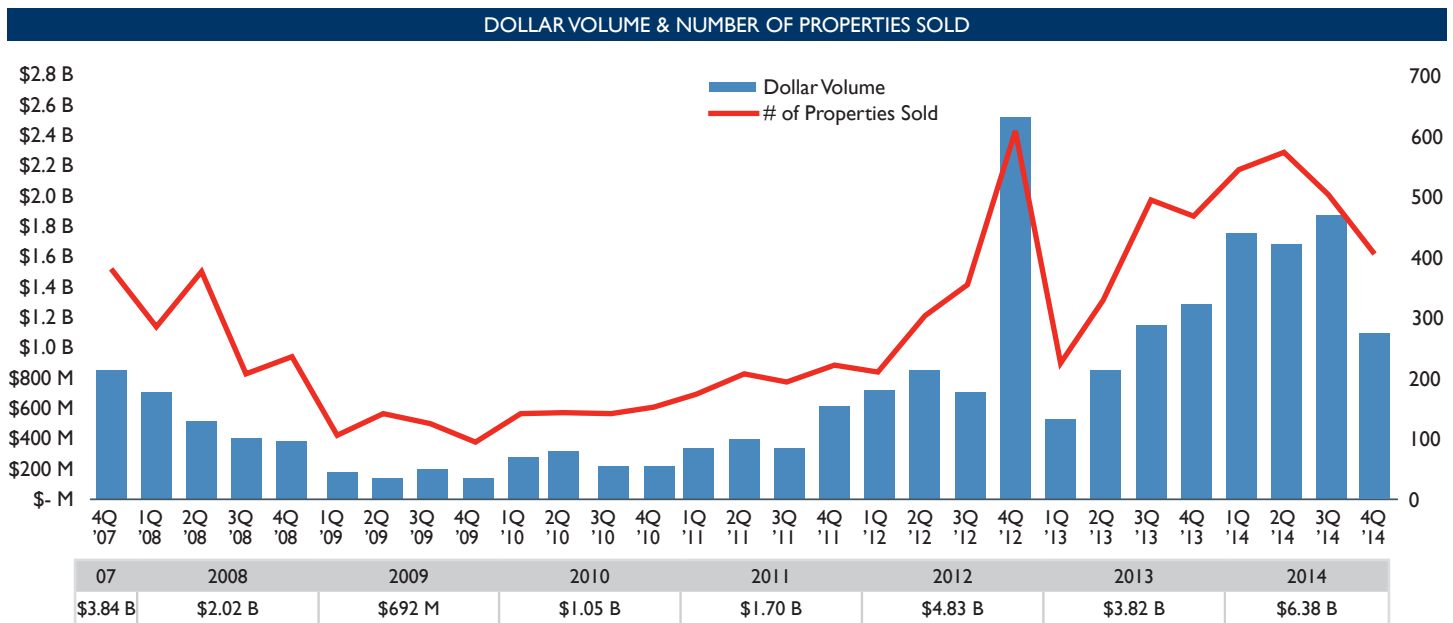
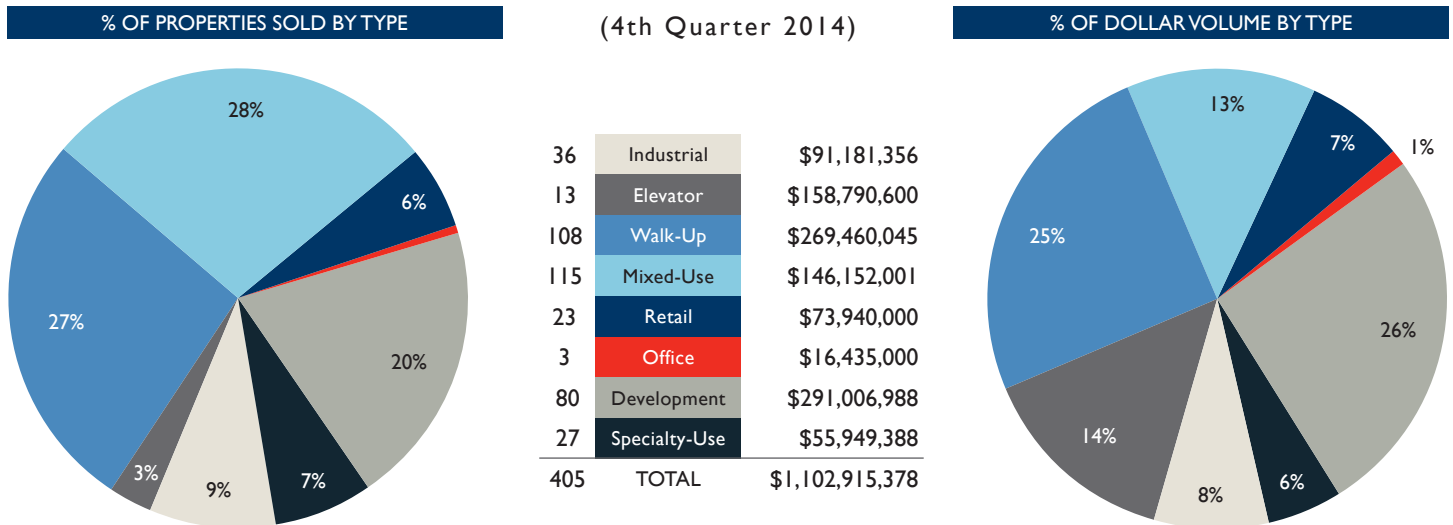
2014 will go down as one of the best years for commercial real estate in New York City's history. The investment sales market set an all-time high in number of properties sold with nearly 5,200, surpassing the previous high of 5,018 in 2007. The \$56B of property sold was only surpassed by the \$62B set in 2007. Dollar volume throughout the year remained in a tight band, as no quarter dipped below \$13.8B or exceeded \$14.3B. On a submarket level, Manhattan reached \$40.7B, while all other submarkets set records for dollar volumes achieved. Brooklyn exceeded \$6B for the first time, surpassing its previous high of \$4.8B in 2012. Brooklyn also saw its largest number of sales, finishing the year with over 2,000 buildings sold, nearly doubling its closest competitor in Queens, which saw 1,160 buildings sold. From a property level perspective, retail led the way in value appreciation, with Manhattan retail commanding \$3,702/SF on average. One of the main drivers in the market this year has been the upward pressure that demand has placed on pricing for development sites. On average, a buildable square foot cost \$254 in New York City this year, with Manhattan land valued at \$579/BSF, an increase of 30% from 2013.

PROPERTY SALES VOLUME & TURNOVER

In 2014, the Brooklyn property sales market saw 2,010 properties sold, an increase of 33% over 2013. The sales volume is the highest on record for the borough, exceeding the previous high of 2006 that saw 1,916 properties sold. Brooklyn continues to lead all markets in annual sales volume. The turnover rate for Brooklyn in 2014 was 3.09% of the total stock of properties, which is the highest ever seen and continues a five-year upward trend.

DOLLAR VOLUME

The aggregate sales consideration in 2014 was \$6.38B, an increase of 67% from 2013. \$1.10B was sold in 4Q14, a decline of 36% from the quarterly average of 1Q14-3Q14, which represent the three highest quarterly dollar volume totals on record with the exception of 4Q12. Development sites led the way in 2014 with a total sales volume of \$1.74B, followed by elevator properties with \$1.14B in sales volume. The average price per property in Brooklyn was \$3.16M in 2014, up 26% from 2013.



INDUSTRIAL BUILDINGS

- 2014 dollar volume was \$435M, up 37% from 2013 with \$91M sold in 4Q14
- 172 properties sold in 2014, up 27% from 2013 with 36 properties sold in 4Q14
- \$/SF averaged \$247, up 12% from 2013

ELEVATOR APARTMENT BUILDINGS

- 2014 dollar volume was \$1.14B, up 154% from 2013 with \$159M sold in 4Q14
- 84 properties sold in 2014, up 105% from 2013 with 13 properties sold in 4Q14
- Cap rates averaged 4.77%, down 51bps from 2013. The gross rent multiplier (GRM) increased from 13.12x in 2013 to 13.98x
- \$/SF averaged \$329, up 14% from 2013

WALK-UP APARTMENT BUILDINGS

- 2014 dollar volume was \$1.20B, up 64% from 2013 with \$269M sold in 4Q14
- 574 properties sold in 2014, up 29% from 2013 with 108 properties sold in 4Q14
- Cap rates averaged 5.45%, down 74bps from 2013. GRM increased from 11.53x in 2013 to 13.00x
- \$/SF averaged \$266, up 17% from 2013

MIXED-USE BUILDINGS

- 2014 dollar volume was \$799M, up 61% from 2013 with \$146M sold in 4Q14
- 554 properties sold in 2014, up 47% from 2013 with 115 properties sold in 4Q14
- Cap rates averaged 5.96%, down 101bps from 2013. GRM increased to 13.81x in 2014 from 11.23x in 2013
- \$/SF averaged \$343, up 18% from 2013

RETAIL BUILDINGS

- 2014 dollar volume was \$432M, up 21% from 2013 with \$74M sold in 4Q14
- 138 properties sold in 2014, up 100% from 2013 with 23 properties sold in 4Q14
- Cap rates averaged 6.28%, down 24bps from 2013
- \$/SF averaged \$481 in 2014, up 14% from 2013

OFFICE BUILDINGS

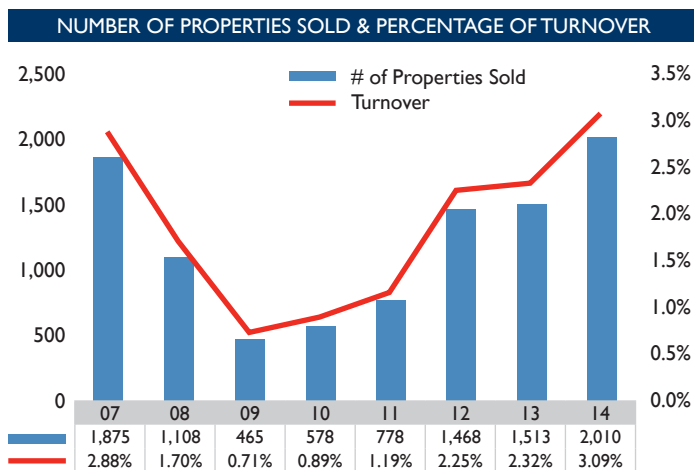
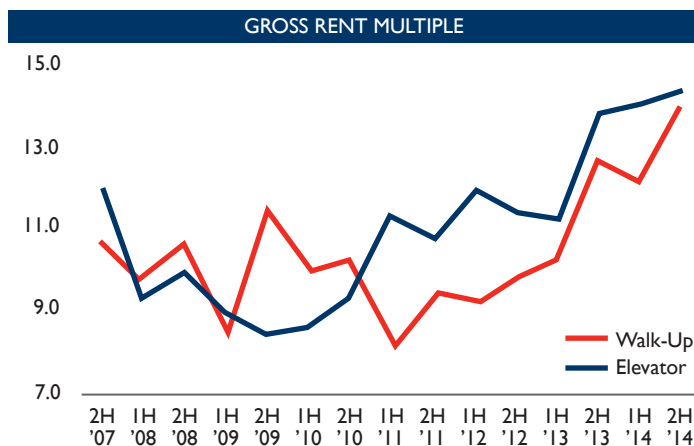
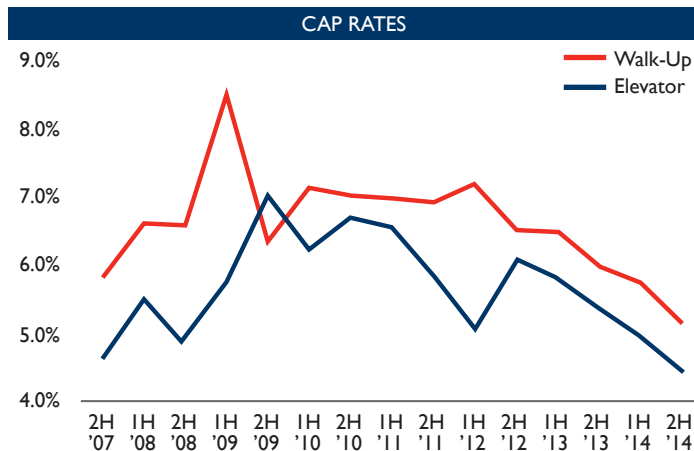
- 2014 dollar volume was \$355M, up 446% from 2013 with \$16M sold in 4Q14
- 21 properties sold in 2014, up 24% from 2013 with 3 properties sold in 4Q14
- \$/SF averaged \$303 in 2014, down 23% from 2013

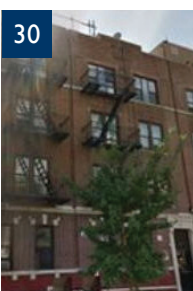
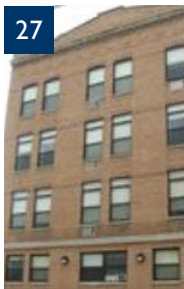
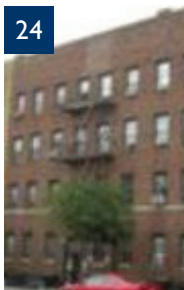
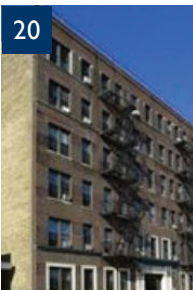
DEVELOPMENT SITES

- 2014 dollar volume was \$1.74B, up 100% from 2013 with \$291M sold in 4Q14
- 396 sites sold in 2014, up 11% from 2013 with 80 sites sold in 4Q14
- \$/BSF averaged \$180, up 34% from 2013

OTHER PROPERTY TYPES

- 68 Specialty-Use / Conversion properties sold for \$254M, averaging \$286/SF
- 3 Hotel properties sold for \$21M in 2014, averaging \$182,564/key





INDUSTRIAL BUILDINGS

	ADDRESS	PRICE	GROSS SF	PR / SF
1	5700 Avenue D	\$15,500,000	152,660	\$102
2	246 Meserole St	\$12,500,000	71,500	\$175
3	71 White St	\$9,475,000	24,710	\$383
4	202-220 46 St, 215-217 47 St	\$6,900,000	25,950	\$266
5	1610, 1618, 1632 McDonald Ave	\$6,875,000	31,200	\$220
6	46-48 Old Fulton St	\$6,700,000	17,864	\$375
7	331, 335, 341, 347-349 37 St	\$6,355,356	30,600	\$208
8	968, 1002 Essex St	\$6,250,000	45,900	\$136
9	238-252 Conover St	\$4,350,000	27,600	\$158
10	1014-1036 Stanley Ave	\$3,200,000	30,000	\$107
11	2-10 Bushwick Ave	\$2,200,000	5,110	\$431
12	740-748 Hicks St	\$2,000,000	6,950	\$288
13	551 39 St	\$1,550,000	4,580	\$338

ELEVATOR APARTMENT BUILDINGS

	ADDRESS	PRICE	GROSS SF	PR / SF	UNITS	PR / UNIT	CAP RATE	GRM
14	Halpern Portfolio	\$60,315,600	259,448	\$232	258	\$233,781	-	-
15	Printhouse Lofts	\$30,500,000	42,500	\$718	36	\$847,222	3.98%	-
16	60 A Lorimer St / 68-70 Richardson St	\$17,500,000	32,532	\$538	25	\$700,000	4.30%	-
17	530 Parkside Ave	\$15,000,000	69,086	\$217	83	\$180,723	5.10%	-
18	179 Linden Blvd	\$13,600,000	75,126	\$181	76	\$178,947	-	-
19	365 Union Ave	\$11,000,000	9,440	\$1,165	7	\$1,571,429	-	-
20	1030 Carroll St	\$6,750,000	40,890	\$165	46	\$146,739	4.45%	-
21	258 N 9 St	\$2,425,000	8,481	\$286	8	\$303,125	-	-
22	140-142 Metropolitan Ave	\$1,700,000	11,900	\$143	6	\$283,333	-	-

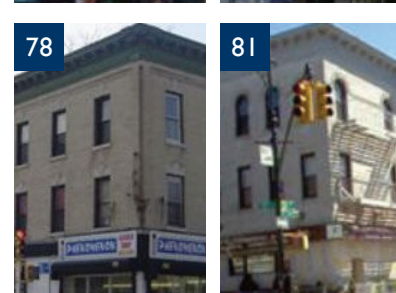
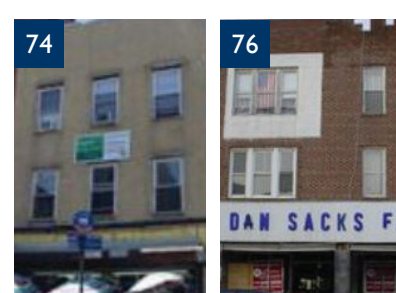
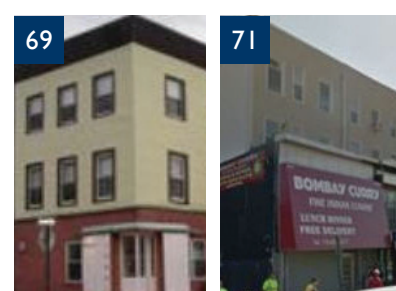
WALK-UP APARTMENT BUILDINGS

	ADDRESS	PRICE	GROSS SF	PR / SF	UNITS	PR / UNIT	CAP RATE	GRM
23	Black Spruce Properties Portfolio	\$24,149,998	133,472	\$181	169	\$142,899	4.20%	-
24	107-115 Greenpoint Ave	\$23,750,000	38,560	\$616	52	\$456,731	4.28%	16.4
25	168-172 Meserole St	\$15,250,000	19,800	\$770	24	\$635,417	-	-
26	427-433 Dean St	\$14,500,000	35,000	\$414	34	\$426,471	3.65%	18.3
27	98 Grand Ave	\$11,000,000	25,000	\$440	25	\$440,000	-	-
28	1613-1631 Eastern Pkwy	\$9,650,000	19,000	\$508	61	\$158,197	5.04%	12.4
29	306-308 5 Ave	\$8,300,000	16,524	\$502	10	\$830,000	-	-
30	242-248 Bainbridge St	\$7,800,000	29,200	\$267	32	\$243,750	-	-
31	97, 99 Clay St	\$6,500,000	14,860	\$437	24	\$270,833	-	-
32	459 15 St	\$6,100,000	13,528	\$451	20	\$305,000	-	-
33	290, 294 Harman St	\$6,000,000	16,050	\$374	24	\$250,000	-	-
34	276 Dean St	\$5,250,000	13,768	\$381	16	\$328,125	-	-
35	1917 Avenue O	\$4,800,000	23,072	\$208	28	\$171,429	-	-
36	608-612 Flatbush Ave	\$4,750,000	16,749	\$284	24	\$197,917	5.31%	-
37	1031 Lorimer St	\$4,750,000	17,800	\$267	20	\$237,500	-	-
38	703 Carroll St	\$4,600,000	7,524	\$611	8	\$575,000	4.15%	-
39	961 42 St	\$4,400,000	35,320	\$125	35	\$125,714	-	-
40	4103 7 Ave	\$4,159,000	14,456	\$288	20	\$207,950	4.80%	12.3
41	2325 Foster Ave	\$4,000,000	25,820	\$155	28	\$142,857	-	-
42	556 Dean St	\$3,750,000	10,192	\$368	8	\$468,750	3.69%	22.4

Above are all sales completed during the 4th Quarter of 2014 above \$1.5M

WALK-UP APARTMENT BUILDINGS

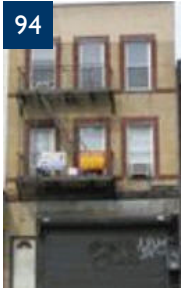
	ADDRESS	PRICE	GROSS SF	PR / SF	UNITS	PR / UNIT	CAP RATE	GRM
43	435 E 92 St	\$3,675,000	28,800	\$128	30	\$122,500	4.99%	10.8
44	229 S 3 St	\$3,625,000	14,355	\$253	18	\$201,389	4.30%	14.9
45	550 Metropolitan Ave	\$3,100,000	2,625	\$1,181	6	\$516,667	-	-
46	584 Rugby Rd	\$3,100,000	17,392	\$178	20	\$155,000	3.60%	-
47	1097 Prospect Pl	\$3,050,000	14,600	\$209	12	\$254,167	3.52%	-
48	8693 Bay Pkwy	\$3,000,000	15,000	\$200	16	\$187,500	-	-
49	1103 Carroll St	\$2,750,000	11,455	\$240	8	\$343,750	4.50%	-
50	573 E 22 St	\$2,500,000	16,800	\$149	21	\$119,048	-	-
51	192-198 E 56 St	\$2,474,047	19,840	\$125	19	\$130,213	-	-
52	407 Chauncey St	\$2,250,000	5,500	\$409	11	\$204,545	-	-
53	153 Withers St	\$2,200,000	6,000	\$367	8	\$275,000	-	-
54	920-922 Madison St	\$2,125,000	10,400	\$204	13	\$163,462	-	-
55	238 Stockholm St	\$2,100,000	7,000	\$300	8	\$262,500	-	-
56	29 Woodhull St	\$2,100,000	6,260	\$335	5	\$420,000	-	-
57	149 Ainslie St	\$2,000,000	5,625	\$356	6	\$333,333	-	-
58	472 Lafayette Ave	\$2,000,000	6,668	\$300	6	\$333,333	-	-
59	314 Clermont Ave	\$1,900,000	2,520	\$754	4	\$475,000	-	-
60	87 Montrose Ave	\$1,900,000	4,200	\$452	5	\$380,000	-	-
61	72 Herkimer St	\$1,800,000	6,400	\$281	8	\$225,000	5.66%	12.2
62	70-74 New York Ave	\$1,725,000	7,920	\$218	8	\$215,625	2.81%	17.8
63	377 Manhattan Ave	\$1,650,000	3,750	\$440	6	\$275,000	-	-
64	223 Knickerbocker Ave	\$1,550,000	4,275	\$363	6	\$258,333	6.15%	-
65	298 Suydam St	\$1,550,000	5,250	\$295	6	\$258,333	5.16%	13.4



MIXED-USE BUILDINGS

	ADDRESS	PRICE	GROSS SF	PR / SF	UNITS	PR / UNIT	CAP RATE	GRM
66	235 Duffield St	\$8,250,000	4,400	\$1,875	4	\$2,062,500	-	-
67	851-861 Atlantic Ave	\$6,750,000	13,280	\$508	18	\$375,000	-	-
68	1341-1351 Flatbush Ave	\$4,900,000	18,180	\$270	18	\$272,222	-	-
69	317 Wythe Ave	\$3,800,000	4,625	\$822	7	\$542,857	-	-
70	62 Grand St	\$3,500,000	2,640	\$1,326	3	\$1,166,667	-	-
71	525-529 Nostrand Ave	\$2,925,000	7,616	\$384	10	\$292,500	4.50%	-
72	185 Sackett St	\$2,875,000	3,600	\$799	4	\$718,750	-	-
73	69 8 Ave	\$2,800,000	6,719	\$417	5	\$560,000	-	-
74	801 Manhattan Ave	\$2,700,000	3,850	\$701	3	\$900,000	5.77%	14.7
75	411 Graham Ave	\$2,400,000	4,125	\$582	5	\$480,000	-	-
76	8214-8216 3 Ave	\$2,380,000	11,096	\$214	5	\$476,000	-	-
77	1835-1839 E 13 St	\$2,362,500	5,330	\$443	6	\$393,750	-	-
78	1528-1534 Nostrand Ave	\$2,330,000	6,617	\$352	9	\$258,889	-	-
79	372 Court St	\$2,300,000	3,200	\$719	4	\$575,000	-	-
80	354 7 Ave	\$2,150,000	3,500	\$614	3	\$716,667	4.64%	17.0
81	5723 5 Ave	\$2,125,000	6,804	\$312	5	\$425,000	5.00%	-
82	107 Wilson Ave	\$2,105,000	5,500	\$383	5	\$421,000	-	-
83	1322 Cortelyou Rd	\$2,100,000	8,253	\$254	8	\$262,500	-	-
84	390 5 Ave	\$2,100,000	2,560	\$820	2	\$1,050,000	-	-
85	414, 416 Tompkins Ave	\$2,000,000	4,800	\$417	8	\$250,000	-	-
86	543-545 Nostrand Ave	\$1,950,000	7,200	\$271	8	\$243,750	-	-
87	1191 Bedford Ave	\$1,900,000	4,840	\$393	4	\$475,000	6.80%	-
88	882 56 St	\$1,900,000	3,880	\$490	3	\$633,333	-	-
89	7324 18 Ave	\$1,825,000	5,250	\$348	6	\$304,167	-	-

Above are all sales completed during the 4th Quarter of 2014 above \$1.5M



MIXED-USE BUILDINGS

	ADDRESS	PRICE	GROSS SF	PR / SF	UNITS	PR / UNIT	CAP RATE	GRM
90	168 Marcy Ave	\$1,805,000	3,600	\$501	4	\$451,250	-	-
91	731 Meeker Ave	\$1,800,000	8,800	\$205	8	\$225,000	-	-
92	163 Graham Ave	\$1,750,000	3,114	\$562	3	\$583,333	-	-
93	208 Hoyt St	\$1,720,000	3,200	\$538	4	\$430,000	-	-
94	7106 18 Ave	\$1,700,000	3,540	\$480	5	\$340,000	-	-
95	673 5 Ave	\$1,680,000	2,835	\$593	3	\$560,000	-	-
96	266 Malcolm X Blvd	\$1,650,000	6,320	\$261	10	\$165,000	-	-
97	1418 Avenue Z	\$1,600,000	4,255	\$376	4	\$400,000	-	-
98	344 Marcus Garvey Blvd	\$1,550,000	4,000	\$388	3	\$516,667	-	-
99	4623 8 Ave	\$1,550,000	3,520	\$440	5	\$310,000	-	-
100	1033 Flushing Ave	\$1,500,000	4,125	\$364	5	\$300,000	-	-
101	108 Flushing Ave	\$1,500,000	6,126	\$245	8	\$187,500	-	-
102	1286 Madison St	\$1,500,000	5,350	\$280	7	\$214,286	-	-
103	8707 5 Ave	\$1,500,000	4,800	\$313	6	\$250,000	-	-

DEVELOPMENT SITES

	ADDRESS	PRICE	ZONING	LOT AREA	FAR	BSF	PR / BSF
104	88-90 Schermerhorn St	\$11,000,000	C5-4	3,333	10	33,330	\$330
105	67 Havemeyer St	\$8,850,000	R6 & R6A	8,120	2.5	20,364	\$435
106	313, 315-317, 384-386 Wyckoff Ave	\$8,200,000	R6 / C1-3	22,690	2.2	53,872	\$152
107	100 Steuben St	\$8,000,000	R7A	5,000	4	20,000	\$400
108	189-195 Prospect Ave	\$7,550,000	R6B/C2-4/EC-1	9,214	2	18,428	\$410
109	840 Fulton St	\$5,800,000	R7A / C2-4	6,754	3.45	23,821	\$243
110	35-37 Duffield St / 178-182 Concord St	\$4,500,000	R6B	8,342	2	16,684	\$270
111	531 Myrtle Ave	\$4,500,000	R7A/C2-4	7,500	3.45	25,875	\$174
112	834 Lexington Ave	\$4,300,000	R6A/C2-4/ C4-4L	10,000	3.3	33,000	\$130
113	4002 10 Ave	\$4,000,000	R6	13,421	2.43	32,613	\$123
114	96 N 1 St	\$3,619,488	M1-2 / R6A	2,520	2.7	6,804	\$532
115	402-412 Meeker Ave	\$3,600,000	M1-2/R6/MX-8	7,960	2.7	21,492	\$168
116	243-245 Manhattan Ave	\$3,025,000	R6B	5,000	2	10,000	\$303
117	101-103 Clay St	\$2,700,000	M1-2/R6A/ MX-8	5,000	3	15,000	\$180
118	2515, 2517 Voorhies Ave	\$2,700,000	R4	19,550	0.9	17,595	\$153
119	65-69 Irving Pl / 61 Putnam Ave	\$2,600,000	R6B	2,955	2	5,910	\$440
120	953 Dean St / 643-645 Classon Ave	\$2,300,000	M1-1	6,401	1	6,401	\$359
121	2357 60 St	\$2,200,000	C1-3/R6	8,000	2.43	19,440	\$113
122	54, 56 Kosciuszko St	\$2,137,500	R6B	6,075	2	12,150	\$176
123	227 Leonard St	\$1,970,000	C4-4A	1,250	4	5,000	\$394
124	62 Somers St	\$1,525,000	R6	8,370	2.43	20,339	\$75

Above are all sales completed during the 4th Quarter of 2014 above \$1.5M

RETAIL BUILDINGS

	ADDRESS	PRICE	GROSS SF	PR / SF	CAP RATE
125	205 Smith St	\$18,500,000	20,000	\$925	-
126	519 Fulton St	\$12,650,000	8,800	\$1,438	-
127	3002-3028 Mermaid Ave	\$12,000,000	23,681	\$507	6.00%
128	225-233 Roebling St	\$10,150,000	13,486	\$753	-
129	521-527 Columbia St	\$6,000,000	13,410	\$447	-
130	5107-5111 4 Ave	\$3,050,000	9,500	\$321	-
131	1917 Flatbush Ave	\$1,700,000	3,100	\$548	-
132	849 Atlantic Ave	\$1,625,000	4,647	\$350	-
133	2715-2717 Coney Island Ave	\$1,550,000	4,386	\$353	-

SPECIALTY-USE / CONVERSION BUILDINGS

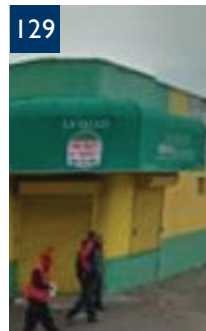
	ADDRESS	PRICE	GROSS SF	PR / SF
134	2035, 2045 Ralph Ave	\$13,668,088	24,700	\$553
135	196 Albany Ave	\$10,000,000	35,768	\$280
136	1262-1286 E 14 St	\$8,450,000	61,644	\$137
137	400 Stanley Ave	\$8,000,000	89,586	\$89
138	762-766 Park Pl	\$4,450,000	9,823	\$453
139	346-358 Hamilton Ave / 159 Center St	\$3,750,000	7,738	\$485
140	112-120 Suydam St / 605-611 Hart St	\$2,980,000	12,690	\$235
141	654, 662 65 St	\$1,850,000	4,626	\$400

OFFICE BUILDINGS

	ADDRESS	PRICE	GROSS SF	PR / SF
142	1810-1812 Voorhies Ave	\$7,235,000	25,194	\$287
143	2626 E 14 St	\$6,000,000	16,192	\$371
144	1797 Pitkin Ave	\$3,200,000	33,000	\$97

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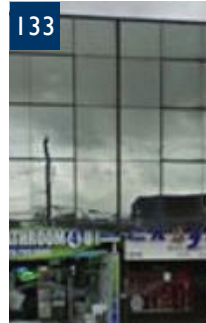
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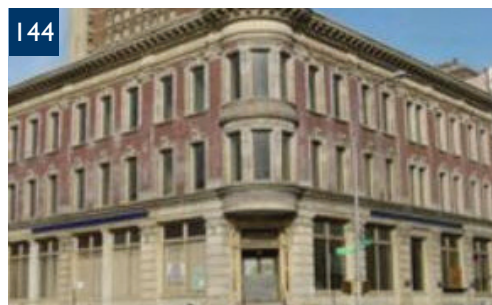
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METHODOLOGY

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 Cushman & Wakefield (formerly Massey Knakal) through 12/15/14. The "fourth quarter" herein covers the period of 9/16/14 through 12/15/14. 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, CoStar, RCA and other sources deemed reliable. This information has been compiled for informational purposes only and Cushman & Wakefield shall not be liable for any reliance thereon.

We use the following City of New York classifications:

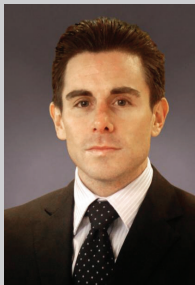
- 1-4 Family properties: A, B, CO and C3
- 5+ Family Walk-Up properties: C1, C2, C4, C5, C7, C8 and C9 (excluding C6 which represents Co-Ops)
- 5+ Family Elevator properties: D1, D2, D3, D5, D6, D8 and D9 (excluding D0, D4 which represent Co-Ops)
- Mixed-Use properties: K and S classes
- Retail properties / retail condominiums: L1, L8, L9, K, O, R5, R7 and R8
- Office properties and commercial condos: O, R5, R7 and R8
- Hotel properties: H classes
- 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 property classes

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

The information contained herein has either been given to us by the owner of the property or obtained from sources that we deem reliable. We have no reason to doubt its accuracy but we do not guarantee it. All zoning, buildable footages and uses must be independently verified. Vacancy factors used herein are an arbitrary percentage used only as an example. They do not necessarily relate to actual vacancy, if any. The value of this investment is dependent upon these estimates and assumptions made above, as well as the investment income, the tax bracket, and other factors which your tax advisor and/or legal counsel should evaluate. THE PROSPECTIVE BUYER SHOULD CAREFULLY VERIFY EACH ITEM OF INCOME, AND ALL OTHER INFORMATION HEREIN.

CUSHMAN & WAKEFIELD

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

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Cushman & Wakefield 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 below.

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