



**MASSEY
KNAKAL**

Realty Services

BROOKLYN PROPERTY SALES REPORT

1ST QUARTER 2010

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BROOKLYN PROPERTY SALES | 1ST QUARTER 2010

While a significant increase in market activity was anticipated in 1Q10, it appears that the New York City property sales market overall has remained flat from 2009 levels, although sales activity varied widely borough to borough. It is important to note that building sales data is always a lagging indicator of market conditions; the trend towards improving conditions since late 2008 / early 2009 continues.

The total number of properties sold citywide in 1Q10 was 373, up 2.8% from the 363 properties sold in 1Q09. This total of 373 properties sold was down 6.3% from the 398 total properties sold in 4Q09. 1Q10 activity also remained 72% below the 1,353 sales occurring in the peak 1Q07.

Within the different market segments Massey Knakal tracks, clearly Manhattan has been the best performing thus far in 2010. The 99 sales (occurring south of 96th Street on the east side and south of 110th Street on the west side) represent a 98% increase from the 50 total sales in 1Q09, but a 43% decrease from the 112 sales in 4Q09. The borough with the least activity was Brooklyn in which there were only 107 properties sold in 1Q10, down 24.6% from the 142 sales in 1Q09 and down 11.6% from the 121 sales in 4Q09.

With regard to dollar volume of sales, the market also remained relatively flat citywide, but fluctuated borough to borough.

During 1Q10, there were \$2.03 billion in investment sales transactions in the entire city, down 0.07% from the \$2.046 billion in 1Q09. This total was, however, a 23% increase from the \$1.656 billion of sales in 4Q09.

For dollar volume, the best performing area was Northern Manhattan which saw a 197% increase in activity from 1Q09 and a 51% increase from 4Q09. Brooklyn was the weakest performer with \$162 million of sales in 1Q10, down 23% from 1Q09 and 41% below the \$274 million of sales in 4Q09.

There were 107 Brooklyn properties sold in 1Q10, which was down 25% from 1Q09, down 12% from 4Q09 and down 80% from the peak 1Q06.

In the peak 1Q06, the 531 properties sold represented an annualized turnover of 3.3%, well above the 26 year average of 2.6% of the total stock of properties. In 1Q09, the 142 property sales represented an annualized turnover of 0.9%. Thus far in 2010, the 107 property sales represent an annual turnover of 0.7%, which is well below the lowest turnover ever recorded of 1.6% in 1992 and 2003, both of which were years at the end of recessionary periods which saw cyclical peaks in unemployment.

Aggregate sales consideration in 1Q10 was approximately \$162M, down 23% from 1Q09 (\$209M), down 41% from 4Q09 (\$274M), and down 86% from the peak 1Q06 (\$1.1B).

Walk-Up Apartment Buildings

The average capitalization rate for walk-up apartment buildings was 6.89%, showing a decrease of 75 basis points from overall 2009 levels. The average gross income multiple (GIM) rose to 10.15, an increase of 0.55 multiples from overall 2009 levels. Correspondingly, average price per square foot increased from \$160 in 2009 to \$180 in 1Q10.

Elevated Apartment Buildings

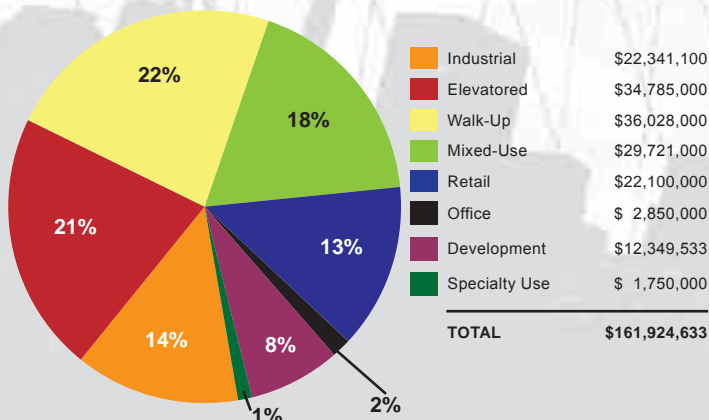
The average capitalization rate for elevated apartment buildings was 8.03%, showing an increase of 152 basis points from overall 2009 levels. The average gross income multiple (GIM) fell to 6.93, a decrease of 1.77 multiples from overall 2009 levels. The average price per square foot decreased from \$121 in 2009 to \$119 in 1Q10.

Mixed-Use Apartment Buildings

The average capitalization rate for mixed-use apartment buildings was 7.2%, showing a decrease of 4 basis points from overall 2009 levels. Correspondingly, average price per square foot increased from \$255 in 2009 to \$328 in 1Q10.

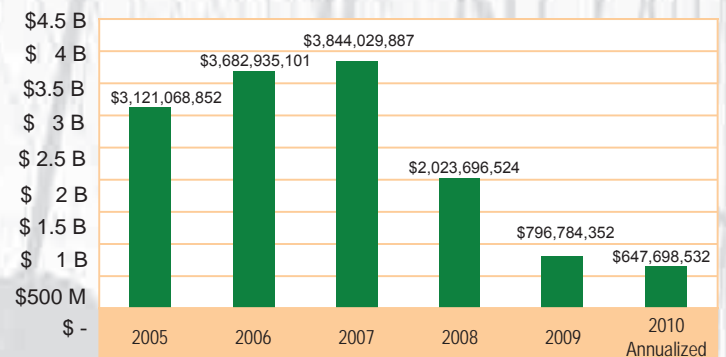
FIRST QUARTER DOLLAR VOLUME

1ST QUARTER 2010



ANNUAL DOLLAR VOLUME

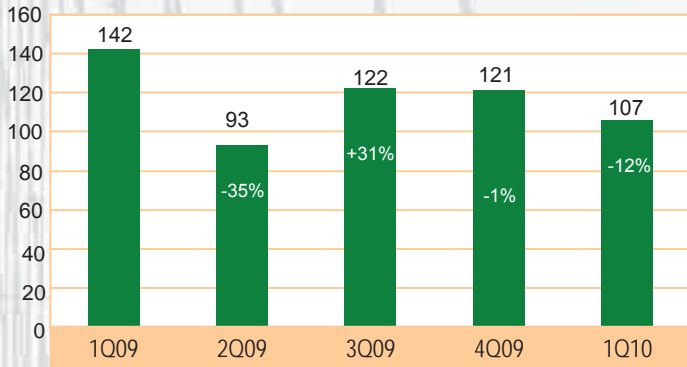
2005-2010



BROOKLYN PROPERTY SALES DATA | 1ST QUARTER 2010

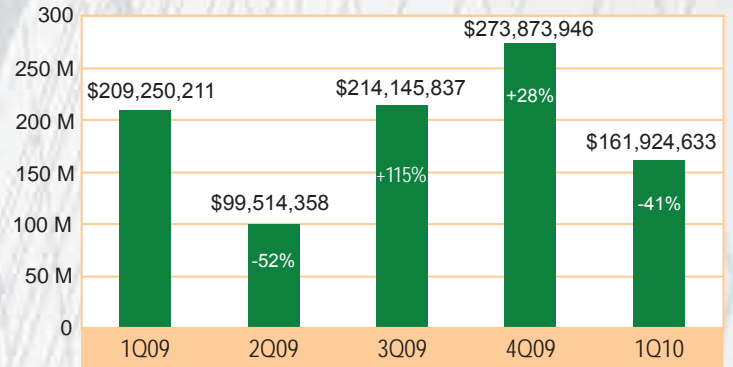
PROPERTY SALES VOLUME BY QUARTER

1ST QUARTER 2009 - 1ST QUARTER 2010



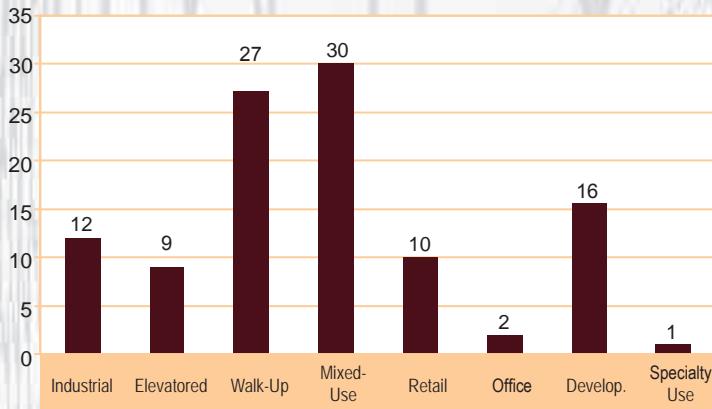
DOLLAR VOLUME BY QUARTER

1ST QUARTER 2009 - 1ST QUARTER 2010



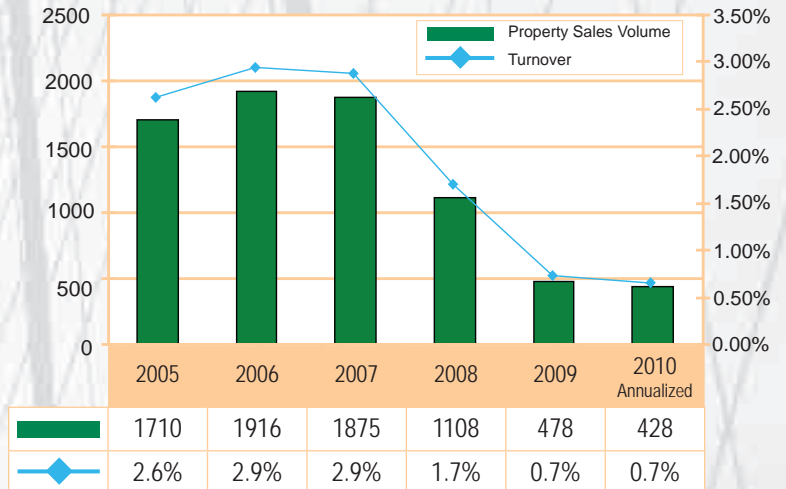
PROPERTY SALES VOLUME BY PROPERTY TYPE

1ST QUARTER 2010



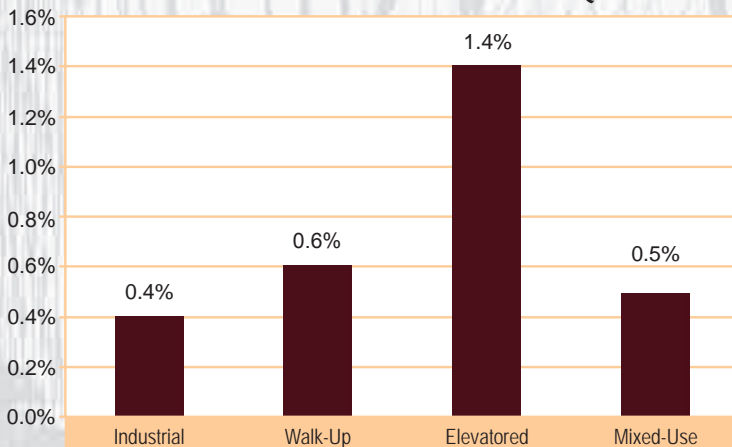
PROPERTY SALES VOLUME & TURNOVER RATE

2005-2010



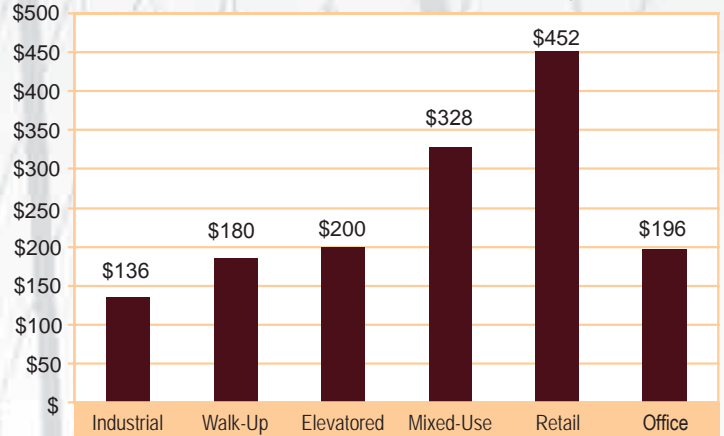
TURNOVER RATE BY PROPERTY TYPE

1ST QUARTER 2010



AVERAGE PRICE PER SQUARE FOOT BY PROPERTY TYPE

1ST QUARTER 2010



BROOKLYN PROPERTY SALES | 1ST QUARTER 2010

Data is based on all sales from the 1st quarter of 2010.

INDUSTRIAL

AVG. PRICE: \$2,795,833 AVG. PRICE / SF: \$121
GROSS SF: 141,975 Q1 TOTAL SALES: 6



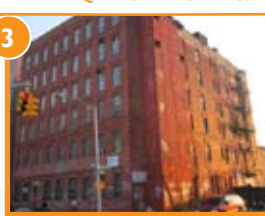
43 COFFEY STREET

PRICE: \$1,000,000
DATE: 1/15/2010
GROSS SF: 7,500
PRICE / SF: \$133



27 LEXINGTON AVENUE

PRICE: \$2,500,000
DATE: 1/19/2010
GROSS SF: 24,000
PRICE / SF: \$104



782 WYTHE AVENUE

PRICE: \$4,900,000
DATE: 1/21/2010
GROSS SF: 36,000
PRICE / SF: \$136



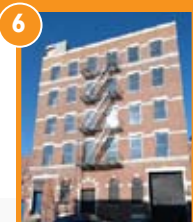
870 STANLEY AVENUE

PRICE: \$3,525,000
DATE: 1/22/2010
GROSS SF: 38,000
PRICE / SF: \$93



156-158 FLUSHING AVENUE

PRICE: \$1,600,000
DATE: 2/18/2010
GROSS SF: 14,975
PRICE / SF: \$107



23 CARROLL STREET

PRICE: \$3,250,000
DATE: 3/3/2010
GROSS SF: 21,500
PRICE / SF: \$151



240 NEW JERSEY AVENUE

PRICE: \$1,045,000
DATE: 1/19/2010
GROSS SF: 15,400
PRICE / SF: \$68
UNITS: 16
CAP: 10.53%
GRM: 6.2
PR./UNIT: \$65,313



145 SACKETT STREET

PRICE: \$2,750,000
DATE: 3/3/2010
GROSS SF: 21,500
PRICE / SF: \$128
UNITS: 17
PR./UNIT: \$161,765

5+ FAMILY WALK-UP

AVG. PRICE: \$1,430,615 AVG. PRICE / SF: \$189
GROSS SF: 104,516 Q1 TOTAL SALES: 13



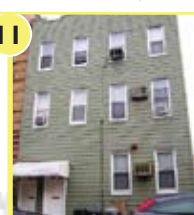
841 BAY RIDGE AVENUE

PRICE: \$850,000
DATE: 1/19/2010
GROSS SF: 4,860
PRICE / SF: \$175
UNITS: 6
PR./UNIT: \$141,667



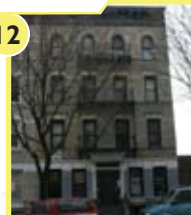
1284 PACIFIC STREET

PRICE: \$1,110,000
DATE: 1/21/2010
GROSS SF: 8,413
PRICE / SF: \$132
UNITS: 15
PR./UNIT: \$74,000



239 N. 5TH STREET

PRICE: \$1,025,000
DATE: 1/27/2010
GROSS SF: 4,950
PRICE / SF: \$207
UNITS: 7
CAP: 7.80%
GRM: 8.33
PR./UNIT: \$146,429



788 PARK PLACE

PRICE: \$1,100,000
DATE: 2/2/2010
GROSS SF: 9,624
PRICE / SF: \$114
UNITS: 15
PR./UNIT: \$73,333



149 DEKALB AVENUE

PRICE: \$850,000
DATE: 2/8/2010
GROSS SF: 3,360
PRICE / SF: \$253
UNITS: 7
CAP: 7.37%
GRM: 9.5
PR./UNIT: \$121,429



246 PACIFIC STREET

PRICE: \$2,900,000
DATE: 2/8/2010
GROSS SF: 17,215
PRICE / SF: \$168
UNITS: 20
PR./UNIT: \$145,000

BROOKLYN PROPERTY SALES | 1ST QUARTER 2010

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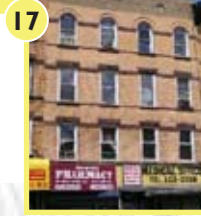
15
217 50TH
STREET

PRICE: \$1,410,000
DATE: 2/11/2010
GROSS SF: 6,800
PRICE / SF: \$207
UNITS: 8
CAP: 7.30%
GRM: 11.0
PR./UNIT: \$176,250



16
5605 SIXTH
AVENUE

PRICE: \$975,000
DATE: 2/11/2010
GROSS SF: 5,010
PRICE / SF: \$195
UNITS: 6
CAP: 5.60%
GRM: 13.0
PR./UNIT: \$162,500



17
443 DEKALB
AVENUE

PRICE: \$950,000
DATE: 2/22/2010
GROSS SF: 7,020
PRICE / SF: \$135
UNITS: 6 RES./2 COM.
PR./UNIT: \$118,750



18
276 THROOP
AVENUE

PRICE: \$1,658,000
DATE: 2/22/2010
GROSS SF: 8,944
PRICE / SF: \$185
UNITS: 16
CAP: 10.23%
GRM: 7.3
PR./UNIT: \$103,625



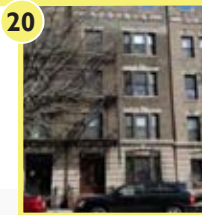
19
1881 PITKIN
AVENUE

PRICE: \$1,925,000
DATE: 3/4/2010
GROSS SF: 14,460
PRICE / SF: \$133
UNITS: 24
PR./UNIT: \$77,000

MIXED-USE

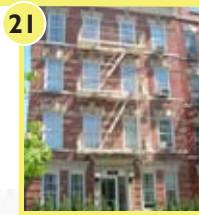
AVG. PRICE: \$1,277,308
GROSS SF: 53,215

AVG. PRICE / SF: \$351
Q1 TOTAL SALES: 13



20
809 EIGHTH
AVENUE

PRICE: \$1,400,000
DATE: 3/5/2010
GROSS SF: 5,576
PRICE / SF: \$251
UNITS: 8
CAP: 7.14%
GRM: 10.3
PR./UNIT: \$175,000



21
111 4TH
PLACE

PRICE: \$2,445,000
DATE: 3/23/2010
GROSS SF: 8,284
PRICE / SF: \$295
UNITS: 11
CAP: 6.78%
GRM: 11.58
PR./UNIT: \$222,273



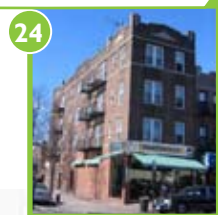
22
6220-6222 5TH
AVENUE

PRICE: \$1,624,500
DATE: 1/1/2010
GROSS SF: 6,270
PRICE / SF: \$259
CAP: 7.10%
GRM: 11.00



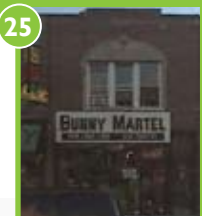
23
7704 NEW UTRECHT
AVENUE

PRICE: \$840,000
DATE: 1/7/2010
GROSS SF: 2,400
PRICE / SF: \$350



24
9124 THIRD
AVENUE

PRICE: \$2,300,000
DATE: 1/19/2010
GROSS SF: 7,200
PRICE / SF: \$319



25
1916 AVENUE M

PRICE: \$758,000
DATE: 1/22/2010
GROSS SF: 6,840
PRICE / SF: \$111



26
1421 EAST 21ST
STREET

PRICE: \$1,250,000
DATE: 1/27/2010
GROSS SF: 2,260
PRICE / SF: \$553



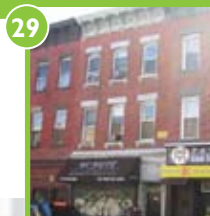
27
7523 13TH
AVENUE

PRICE: \$900,000
DATE: 1/27/2010
GROSS SF: 4,400
PRICE / SF: \$205



28
156 BEDFORD
AVENUE

PRICE: \$1,562,500
DATE: 2/1/2010
GROSS SF: 4,000
PRICE / SF: \$391



29
110A NASSAU
AVENUE

PRICE: \$910,000
DATE: 2/11/2010
GROSS SF: 2,660
PRICE / SF: \$342

BROOKLYN PROPERTY SALES | 1ST QUARTER 2010

Data is based on all sales from the 1st quarter of 2010.

MIXED-USE (CONTINUED)



166 DEKALB AVENUE

PRICE: \$1,800,000
DATE: 2/23/2010
GROSS SF: 2,600
PRICE / SF: \$692
CAP: 7.30%
GRM: 10.9



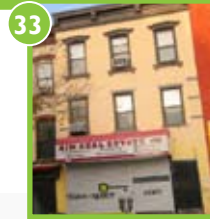
6920 13TH AVENUE

PRICE: \$955,000
DATE: 2/24/2010
GROSS SF: 4,275
PRICE / SF: \$223



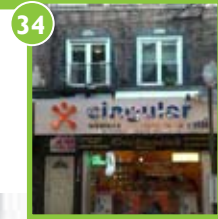
379 UNION AVENUE

PRICE: \$1,100,000
DATE: 2/26/2010
GROSS SF: 3,525
PRICE / SF: \$312



138 HAVEMEYER STREET

PRICE: \$950,000
DATE: 3/1/2010
GROSS SF: 2,100
PRICE / SF: \$452



312 BRIGHTON BEACH AVENUE

PRICE: \$1,655,000
DATE: 3/2/2010
GROSS SF: 4,685
PRICE / SF: \$353

RETAIL

AVG. PRICE: \$2,050,000
GROSS SF: 16,666
AVG. PRICE / SF: \$528
TOTAL SALES: 4



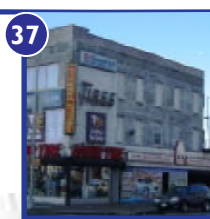
1103, 1113 QUENTIN ROAD

PRICE: \$3,500,000
DATE: 1/7/2010
GROSS SF: 4,000
PRICE / SF: \$875



3101 EMMONS AVENUE

PRICE: \$1,750,000
DATE: 1/14/2010
GROSS SF: 5,050
PRICE / SF: \$347



**6502 BAY PKWY,
2162, 2174 65TH ST**

PRICE: \$1,950,000
DATE: 1/20/2010
GROSS SF: 5,816
PRICE / SF: \$335



282 KINGS HIGHWAY

PRICE: \$1,000,000
DATE: 2/19/2010
GROSS SF: 1,800
PRICE / SF: \$556

DEVELOPMENT

AVG. PRICE: \$1,764,367
GROSS BSF: 153,022
AVG. PRICE / BSF: \$84
TOTAL SALES: 6



2528, 2532, 2536 EAST 1ST STREET

PRICE: \$2,000,000
DATE: 1/4/2010
LOT AREA: 10,950
ZONING: R4/OP
FAR: 0.9
BSF: 9,855
PRI./ BSF: \$203



101, 111 DOWNING STREET

PRICE: \$961,200
DATE: 1/4/2010
LOT AREA: 5,217
ZONING: R7A/C2-4
FAR: 4.0
BSF: 20,868
PRI./ BSF: \$46



2776-2784 WEST 15TH STREET

PRICE: \$1,050,000
DATE: 1/20/2010
LOT AREA: 13,567
ZONING: M1-2
FAR: 2.0
BSF: 27,134
PRI./ BSF: \$39



6001 REMSEN AVENUE

PRICE: \$1,400,000
DATE: 2/5/2010
GROSS SF: 13,165
PRICE / SF: \$106



6817 BAY PARKWAY

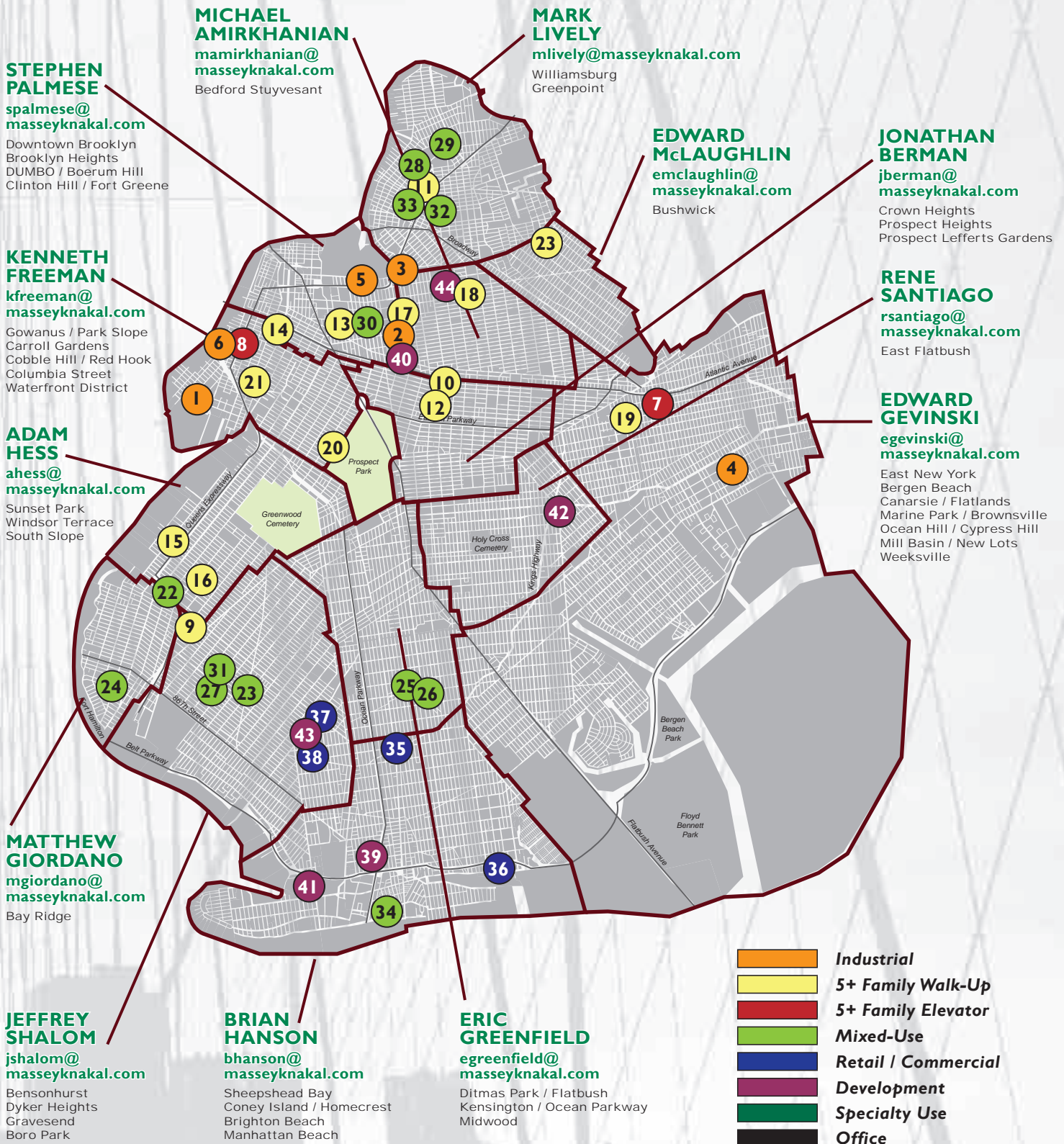
PRICE: \$4,400,000
DATE: 2/9/2010
LOT AREA: 23,900
ZONING: SPLIT C4-2A/R5B
FAR: 3.0/1.35
BSF: 60,000
PRI./ BSF: \$73



101-107 STOCKTON STREET

PRICE: \$775,000
DATE: 2/24/2010
LOT AREA: 10,000
ZONING: R6
FAR: 2.2
BSF: 22,000
PRI./ BSF: \$35

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 below:



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

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BROOKLYN PROPERTY SALES

1ST QUARTER 2010

METHODOLOGY

The Cap Rates, Gross Income Multipliers, Median Price per Square Foot and Total Volume presented in this report pertain to closed sales researched by or sold by Massey Knakal Realty Services during the period through 3/24/10. 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 buildings: B, CO and C3.
- 5 + Family Walk-Up buildings: C1, C2, C4, C5, C7, C8 and C9 (excluding C6 which represent Co-Ops).
- 5+ Family Elevatored buildings: D1, D2, D3, D5, D6, D8 and D9 (excluding D0, D4 which represent Co-Ops).
- Mixed-Use buildings: K and S classes.
- Retail buildings: L1, L8, L9, O, R5, R7 and R8.
- Office buildings and commercial condos: O, R5, R7 and R8.
- Development: VO, V1, V2 and other buildings that were purchased for development.
- Specialty Use: Buildings 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.

Median Price Per Square Foot: sales price divided by gross building area above grade, as reported in the public record.

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

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

Turnover Rate: number of sales divided by total inventory.

When expenses were not available for calculating the cap rate and gross rent multiplier for multi-family buildings, we used the following guidelines:

	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%



Realty Services