



**MASSEY
KNAKAL**

Realty Services

QUEENS PROPERTY SALES REPORT

1ST HALF 2010

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QUEENS PROPERTY SALES

1ST HALF 2010

Data is based on all sales through the 1st Half of 2010.

Transaction Volume and Turnover

During the first half of 2010 (1H10), the Queens property sales market had 147 closed transactions consisting of 165 properties. The number of properties sold is up 4% from the first half of 2009 (1H09) but down 74% from the first half of 2007 (1H07), the most active half year. Volume is running at 0.75% of the total stock of properties on an annualized basis which is down 5% from 2009 volume and well below the lowest turnover we have seen in the last 25 years of 1.6% which we saw in 1992 and 2003, both of which were years at the end of recessionary periods and cyclical highs in unemployment.

Dollar Volume

The aggregate sales consideration in 1H10 was \$271,900,923, up 6% from 1H09 and down 79% from the market peak of 1H08. Taking a closer look at quarterly dollar volume you will see an increase of 74% when comparing the 2Q10 to the 2Q09. While volume figures above reflect activity across all property types, below we examine pricing trends based on product type.

Walk-Up Apartment Buildings

The average capitalization rate for walk-up apartment buildings was 6.79% in 1H10, an increase of 36 basis points from 2H09 and an increase of 129 basis points from its low of 5.50% in 1H08. The average gross income multiplier (GIM) decreased to 9.7 in 1H10 from 10.7 in 2H09 and from the peak of 11.8 in 2H08. The average price per square foot (\$/SF) decreased from \$218 in 2H09 to \$201 in 1H10.

Elevator Apartment Buildings

The average capitalization rate for elevator apartment buildings was 6.56%, up 52 basis points from 6.04% in 2H09 and up 126 basis points from the low point of 4.50% in 1H08. The average GIM increased from 9.1 in 2H09 to 9.56 in 1H10 but is still below the peak of 12.10 in 2H07. The average price per square foot (\$/SF) decreased from \$218 in 2H09 to \$189 in 1H10.

Mixed Use Buildings

The average price per square foot (\$/SF) for mixed-use buildings was \$290, a decrease of 10% from the 2H09 level of \$263. There were a total of 36 transactions completed for \$28.7M in 1H10 compared to 36 transactions for \$30.2M in 2H09.

Industrial

The average price per square foot (\$/SF) for Industrial properties was \$185 in 1H10 compared to \$255 in 2009, down 27%. Average price per transaction has decreased from \$2.67M per transaction in 2009 to \$2.03M in 1H10. Annualized dollar volume for 2010 shows 80 buildings sold worth \$142M where 2009 dollar levels of 65 buildings sold for \$158M.

Retail

The price per square foot (\$/SF) for retail properties decreased from \$416 in 2H09 to \$354 in 1H10. The Average price per transaction is down 5% from \$1.82M in 2009 to \$1.73M in 1H10.

Office

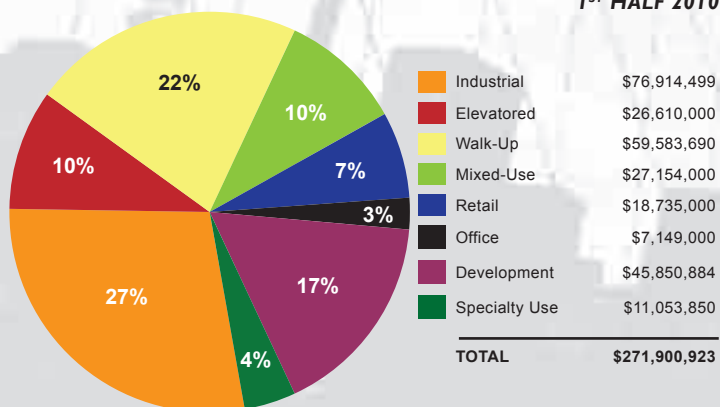
The price per square foot (\$/SF) for office properties decreased from \$259 in 2H09 to \$219 in 1H10. There were a total of 21 properties sold in 2009 compared to only 4 thus far in 2010 for \$4.4M.

Development

The average price per buildable square feet (\$/BSF) for development properties decreased from \$99 in 2H09 to \$84 in 1H10. There have been a total of 15 development sites sold in 1H10 for an aggregate dollar volume of \$45.8M. Annualized volume for 1H10 numbers indicate that there will be 30 properties sold within this property type for a total of \$91.6M, which represents an increase of 8% in total dollar volume.

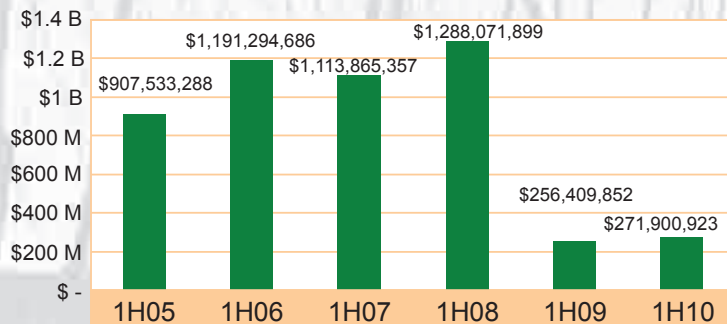
DOLLAR VOLUME

1ST HALF 2010



DOLLAR VOLUME

2005-2010

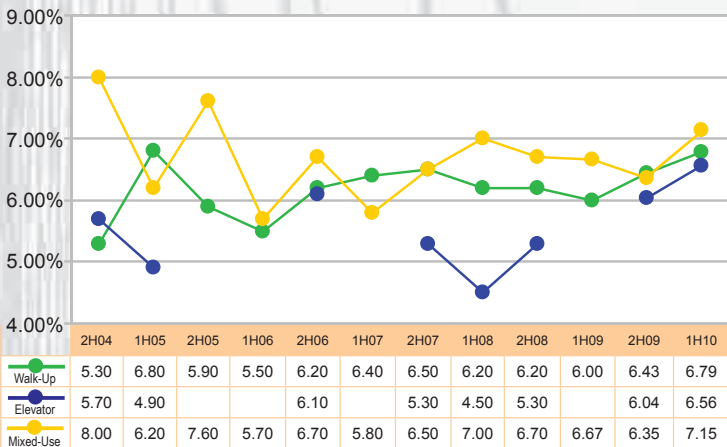


QUEENS PROPERTY SALES DATA | 1ST HALF 2010

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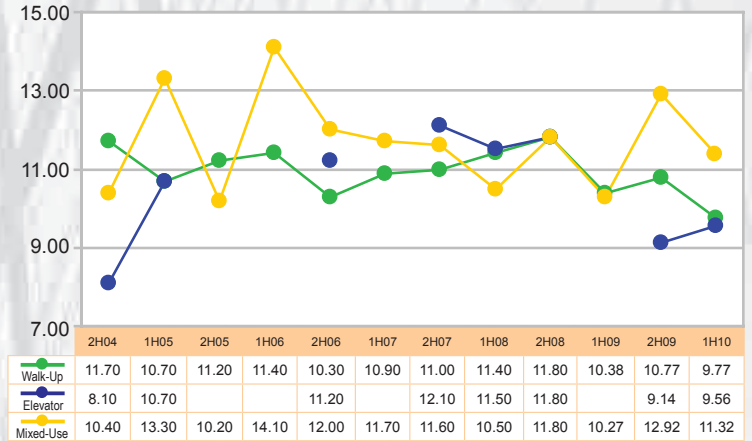
CAP RATE

2004-2010



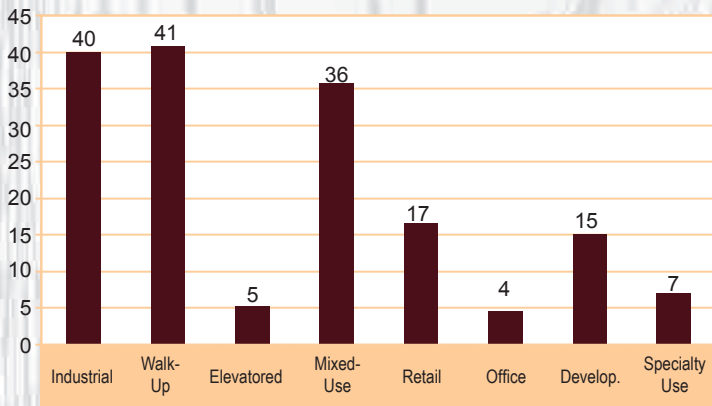
GROSS RENT MULTIPLE

2004-2010



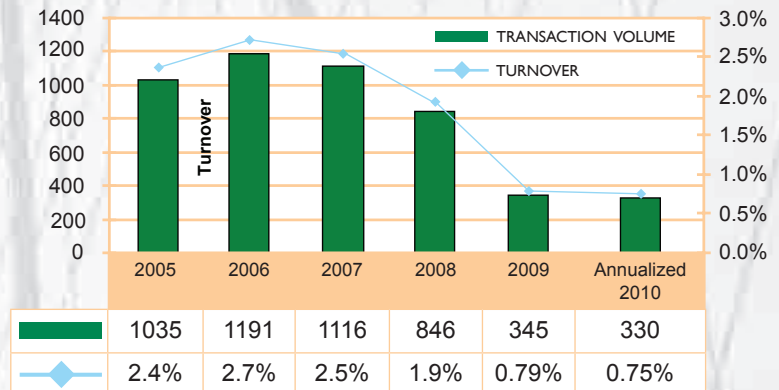
PROPERTY SALES VOLUME BY PROPERTY TYPE

1ST HALF 2010



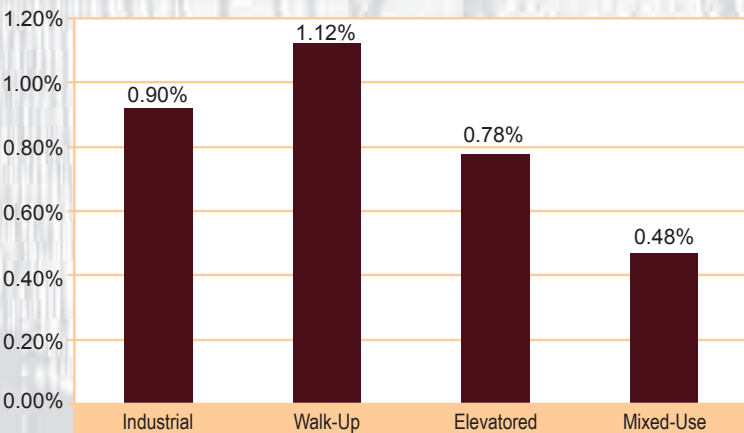
PROPERTY SALES VOLUME & TURNOVER RATE

2005 - 2010



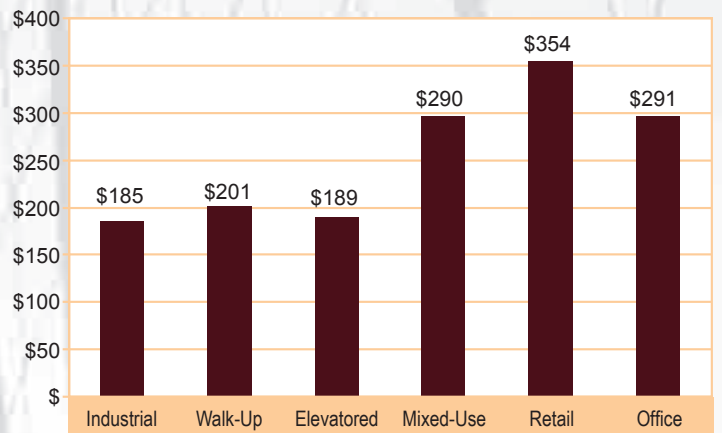
TURNOVER RATE BY PROPERTY TYPE

1ST HALF 2010



AVERAGE PRICE PER SQUARE FOOT BY PROPERTY TYPE

1ST HALF 2010



Below are all sales completed during the 2nd quarter of 2010.

INDUSTRIAL

AVG. PRICE: \$2,574,428
GROSS SF: 126,872

AVG. PRICE / SF: \$156
Q2 TOTAL SALES: 7



14-26 28TH AVENUE

PRICE: \$1,050,000
DATE: 4/6/2010
GROSS SF: 5,800
PRICE / SF: \$181



4898 MASPETH AVENUE

PRICE: \$1,900,000
DATE: 4/20/2010
GROSS SF: 9,006
PRICE / SF: \$211



40-40 172ND STREET

PRICE: \$4,300,000
DATE: 4/30/2010
GROSS SF: 30,076
PRICE / SF: \$143



**98-25 / 27 JAMAICA AVENUE
86-06 101ST STREET**

PRICE: \$1,800,000
DATE: 5/1/2010
GROSS SF: 24,340
PRICE / SF: \$74



70-01-15 51ST AVENUE

PRICE: \$3,995,999
DATE: 5/26/2010
GROSS SF: 20,400
PRICE / SF: \$196



154-01 / 05 BARCLAY AVENUE

PRICE: \$1,175,000
DATE: 5/26/2010
GROSS SF: 7,250
PRICE / SF: \$162



32-32 49TH STREET

PRICE: \$3,800,000
DATE: 5/28/2010
GROSS SF: 30,000
PRICE / SF: \$127

5+ FAMILY ELEVATOR

AVG. PRICE: \$2,700,000
GROSS SF: 12,600

AVG. PRICE / SF: \$214
Q2 TOTAL SALES: 1



84-25 / 27 LANDER STREET

PRICE: \$2,700,000
DATE: 5/7/2010
GROSS SF: 12,600
PRICE / SF: \$214
UNITS: 18

Below are all sales completed during the 2nd quarter of 2010.

5+ FAMILY WALK-UP

AVG. PRICE: \$3,605,000 AVG. PRICE / SF: \$216
GROSS SF: 127,061 Q2 TOTAL SALES: 6



47-21 45TH STREET

PRICE: \$850,000
DATE: 4/6/2010
GROSS SF: 4,050
PRICE / SF: \$210
UNITS: 6
PRI./UNIT: \$141,666



23-26 28TH AVENUE

PRICE: \$830,000
DATE: 4/30/2010
GROSS SF: 2,500
PRICE / SF: \$332
UNITS: 6
PRI./UNIT: \$138,333



139 BEACH 120TH STREET

PRICE: \$1,150,000
DATE: 5/5/2010
GROSS SF: 4,330
PRICE / SF: \$266
UNITS: 9
PRI./UNIT: \$127,778
CAP: 6.20%
GRM: 9.68



59-16 WOODSIDE AVENUE

PRICE: \$9,850,000
DATE: 5/7/2010
GROSS SF: 61,416
PRICE / SF: \$160
UNITS: 66
PRI./UNIT: \$149,242



37-27,31 CRESCENT STREET

PRICE: \$5,650,000
DATE: 5/10/2010
GROSS SF: 34,065
PRICE / SF: \$166
UNITS: 60
PRI./UNIT: \$94,166
CAP: 6.19%
GRM: 8.07



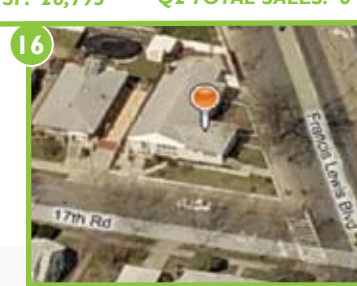
36-52 35TH STREET

PRICE: \$3,300,000
DATE: 6/9/2010
GROSS SF: 20,700
PRICE / SF: \$159
UNITS: 29
PRI./UNIT: \$113,793
CAP: 6.00%
GRM: 9.18



23-63 STEINWAY STREET

PRICE: \$820,000
DATE: 4/12/2010
GROSS SF: 3,075
PRICE / SF: \$250
CAP: 8.15%
GRM: 11.00



17-20 FRANCIS LEWIS BOULEVARD

PRICE: \$850,000
DATE: 4/16/2010
GROSS SF: 2,974
PRICE / SF: \$286

MIXED-USE

AVG. PRICE: \$991,500 AVG. PRICE / SF: \$232
GROSS SF: 26,793 Q2 TOTAL SALES: 6



169-15 / 17 JAMAICA AVENUE

PRICE: \$1,564,000
DATE: 4/17/2010
GROSS SF: 8,500
PR./SF: \$184



112-09 ROOSEVELT AVENUE

PRICE: \$770,000
DATE: 4/29/2010
GROSS SF: 4,188
PRICE / SF: \$184



120-23 LIBERTY AVENUE

PRICE: \$1,075,000
DATE: 5/19/2010
GROSS SF: 4,600
PRICE / SF: \$234



20-01 COLLEGE POINT BOULEVARD

PRICE: \$870,000
DATE: 5/24/2010
GROSS SF: 3,456
PRICE / SF: \$252

Below are all sales completed during the 2nd quarter of 2010.

RETAIL

AVG. PRICE: \$3,066,667
GROSS SF: 59,143

AVG. PRICE / SF: \$210
Q2 TOTAL SALES: 3



21

187-10 JAMAICA AVENUE

PRICE: \$5,600,000
DATE: 4/12/2010
GROSS SF: 41,700
PRICE / SF: \$134



22

89-40 METROPOLITAN AVENUE

PRICE: \$2,600,000
DATE: 4/26/2010
GROSS SF: 14,250
PR./SF: \$182



23

35-24 FARRINGTON STREET

PRICE: \$1,000,000
DATE: 4/30/2010
GROSS SF: 3,193
PR./SF: \$313

DEVELOPMENT

AVG. PRICE: \$8,833,333
GROSS BSF: 488,250

AVG. PRICE / SF: \$56
Q2 TOTAL SALES: 3



24

38-59 12TH STREET

PRICE: \$1,100,000
DATE: 4/29/2010
LOT AREA: 7,500
ZONING: M1-3
FAR: 5
BSF: 37,500
PR./BSF: \$29



25

135-27 NORTHERN BOULEVARD

PRICE: \$20,000,000
DATE: 4/30/2010
LOT AREA: 40,238
ZONING: C2-2 / R6
FAR: 2.43
BSF: 390,000
PR./BSF: \$51



26

41-11-13-23 HAIGHT STREET

PRICE: \$5,400,000
DATE: 5/7/2010
LOT AREA: 60,750
ZONING: C2-3 / R6
FAR: 2.4
BSF: 60,750
PR./BSF: \$89

SPECIALTY USE

AVG. PRICE: \$2,728,850
GROSS SF: 15,308

AVG. PRICE / SF: \$178
Q2 TOTAL SALES: 1



27

158 BEACH 116TH STREET 154 BEACH 114TH STREET

PRICE: \$2,728,850
DATE: 4/7/2010
GROSS SF: 15,308
PRICE / SF: \$178

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:

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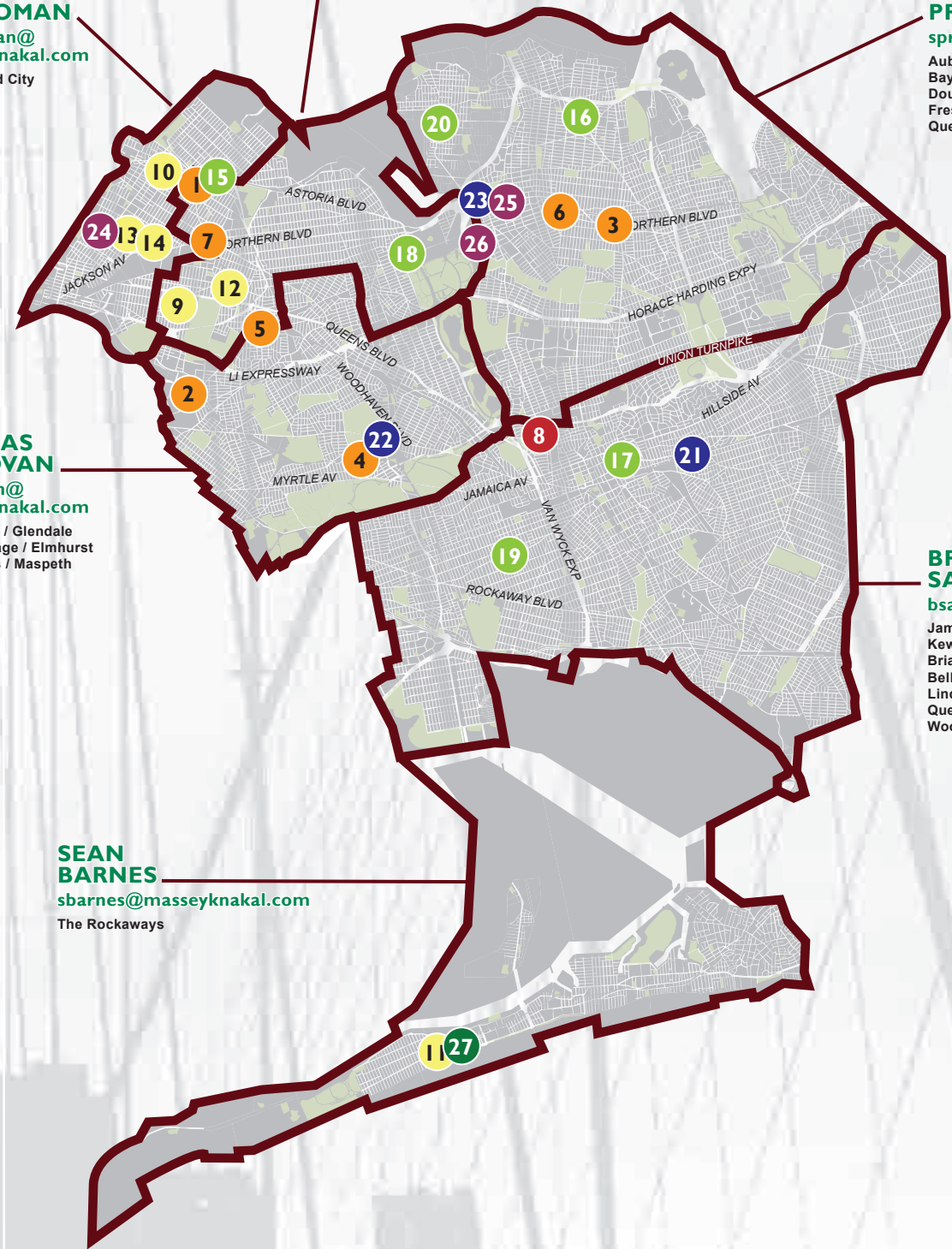
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 Lindenwood / Ozone Park
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QUEENS PROPERTY SALES

1ST HALF 2010

METHODOLOGY

The Cap Rates, Gross Income Multipliers, Median Price per Square Foot and Total Volume presented in this report pertain to closed sales, including partial sales, researched by or sold by Massey Knakal Realty Services through 6/25/10. These transactions occurred at a minimum sales price of \$500,000 and were located in Queens. These sales may be found in the public record and were reported by ACRIS, CoStar 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: A, 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