

COMMERCIAL | RESIDENTIAL

# BUILDING SALES JOURNAL



## Massey Knakal Sells Pre-War, Upper West Side Apartment Building For \$44,000,000

Massey Knakal Realty Services sold a 75-unit, pre-war apartment building at **10 West 65th Street** on Manhattan's Upper West Side in a **transaction valued at \$44,000,000**. The property is located steps from major landmarks including Central Park and the Lincoln Center. Constructed in 1939, **it contains approximately 95,998 square feet**. Of the 75 apartments, 28 are vacant and contain a **sellable square footage of 39,202 square feet**. A total of 22 of the 28 vacant units are already demolished and ready for renovation. The property boasts potential park views after penthouse construction. **The property sold for \$458.34 per square foot** to an educational institution. Massey Knakal Realty Services sold this property to the seller in 2003.

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## MESSAGE FROM THE CHAIRMAN

Dear Friends,

When discussing today's market it's very important to specify what segment of the market you're addressing. Many articles mention sales volume only relative to aggregate sales prices and don't reference the number of transactions. **During the first half of 2008, approximately \$14 billion of investment properties sold in the city compared with \$34 billion at the same point last year - a 59% drop in volume. But in the market for transactions under \$100 million, we have seen volume reduced by only 21% in terms of the number of transactions and only 13% in aggregate sales price, meaning the average sale this year has been at a higher price point. Importantly, this does not mean prices are increasing. Prices have remained relatively unchanged from 2007 levels on a price per square foot basis. It is our contention that the reduction in the number of transactions is due to supply constraints.** So much negativity is being portrayed in the media that potential sellers are deciding to delay putting product on the market. We are signing contracts on a daily basis for income-producing properties at prices the sellers are very happy with. This short supply and the availability of financing from portfolio lenders are helping to buoy prices. **If you look at the banking industry today versus what it was like a year or 18 months ago, you'll see that bank loans are much more profitable today with substantially less risk.** Spreads, or profitability, on each dollar deployed has escalated sharply. Moreover, loan to value ratios used to be 75-85% and are now 60-65%, meaning that the loans are less risky. This is why we are seeing portfolio lenders from all over the region coming into the market and those that were marginal players are stepping up their activity. This dynamic is helping to recapitalize the banking industry. **The credit markets are still very stressed and there are significant issues that have yet to be dealt with.** We are all aware of the subprime debacle and its effect on investment banks. It is likely that additional pain will have to be absorbed by investment banks before a recovery can begin. While the Fed has switched its primary concern from stimulating growth and addressing financial strains back to its natural habitat of curbing inflation, there is a policy move about to strengthen the dollar. **I believe that the Fed has taken proactive steps to stabilize the financial markets.** The credit markets will eventually normalize and, yes, lending excesses will someday return.

Until then, we should all "have faith in Ben (Bernanke) until 2010."



  
Robert Knakal

212.696.2500, x7777  
rknakal@masseyknakal.com

## MASSEY KNAKAL SELLS TRIBECA COMMERCIAL BUILDING

A 50-foot-wide commercial building at **11-13 Hubert Street** in the TriBeCa Mixed-Use District in Manhattan was sold by Massey

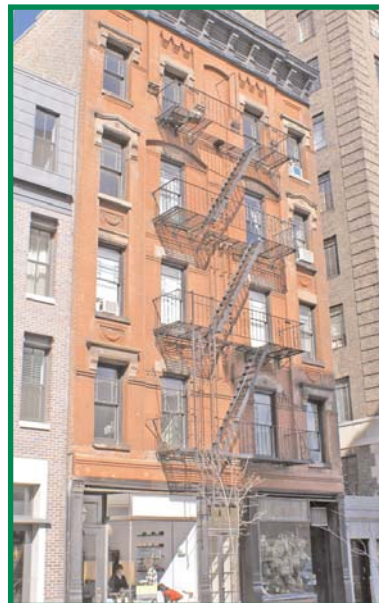


Knakal Realty Services in a **transaction valued at \$9,500,000.** The 50' x 98' property, which was entirely one-story before it was renovated with a two-story extension, is located on the southwest

corner of Hubert and Collister Streets. **It contains approximately 9,923 square feet** including mezzanine space on the ground floor and professional offices on the second and third floors. Additionally, the third floor boasts a gym, classroom and a steam bath/shower. The property was delivered vacant and **sold for \$957.37 per square foot.**

## MIXED-USE GREENWICH VILLAGE BUILDING SOLD

A mixed-use, walk-up apartment building with two retail units at **9 Christopher Street** in Manhattan's Greenwich Village was



sold by Massey Knakal Realty Services in a **transaction valued at \$8,450,000.** The 31'6" x 81' irregular property is located on the north side of Christopher Street between Greenwich Avenue and Waverly Place. In addition to the ground floor retail units there are 13 apartments, two of which are vacant. The remainder are a mix of rent stabilized and free market units. **The property contains approximately 13,710 square feet. The transaction occurred at a capitalization rate of 4.13% and a gross rent**

**multiple of 17.15. The property sold for \$616.34 per square foot to a Manhattan investor.**

## MIXED-USE MIDTOWN BUILDING SOLD

Massey Knakal Realty Services has sold a 22-foot-wide, mixed-use property at **58 East 56th Street** in Midtown Manhattan,



directly across a development site that was formerly the Drake Hotel, in an **all-cash transaction valued at \$8,500,000**. The 22' x 100' irregular property is located on the south side of 56th Street between Park and Madison Avenues. There is a café on the ground and second floors and residential units above including five apartments, one of which is rent controlled. The café

has three years left on its under-market rent of \$80 per square foot. **The property contains approximately 7,089 square feet. The transaction occurred at a capitalization rate of 4.26% and a gross rent multiple of 16.85. The property sold for \$1,199.04 per square foot to a Pennsylvania investor.**

## MASSEY KNAKAL SELLS SOHO TOWNHOUSE

A newly renovated, three-story townhouse at **105 Mercer Street** in Manhattan's SoHo neighborhood was sold by Massey Knakal Realty Services in a



transaction valued at **\$3,550,000**. The 19' x 25' property is located on the west side of Mercer Street between Prince and Spring Streets - the heart of the SoHo Cast Iron Historic District. The vacant townhouse contains four rooms, each on separate floors with separately controlled central air throughout and three bathrooms. The roof has a garden and an outdoor deck. **The property contains**

**approximately 1,475 square feet, and an additional 1,650 square feet of air rights. It sold for \$2,406.78 per square foot to a single-family user from Manhattan.**

## MASSEY KNAKAL SELLS WEST VILLAGE WALK-UP

Massey Knakal Realty Services sold a five-story walk-up apartment building at **5 King Street** in Manhattan's West Village in an **all-cash transaction valued at \$6,200,000**. The 28' x 62'



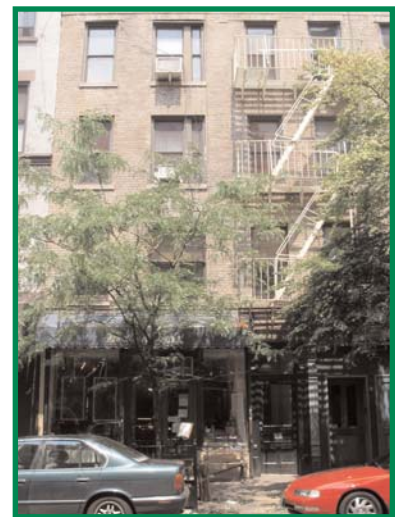
irregular corner property is located in the Charlton King Historic District, and is closed to traffic during school days. It contains 16 apartments, of which nine are studios, two are one-bedrooms and five are two-bedrooms. Of the 16 units, 12 are free market, three

are rent stabilized and one is rent controlled. **The property contains approximately 8,500 square feet.** A retail unit has been proposed for the Sixth Avenue side, which would occupy 2,000 square feet above grade and 800 square feet below grade. **The transaction occurred at a capitalization rate of 6.23% and a gross rent multiple 13.33. The property sold for \$729.41 per square foot to a Manhattan investor.**

## SOHO MIXED-USE PROPERTY SOLD

Massey Knakal Realty Services has sold a four-story, mixed-use building at **25 Prince Street** in Manhattan's NoLiTa neighborhood in an **all-cash**

**transaction valued at \$5,250,000**. The 21-foot-wide, walk-up property is located on the north side of Prince Street between Elizabeth and Mott Streets. The ground floor retail space is leased until February 2010. The upper floors were delivered vacant. There is also a rear garden and a rear deck on the second floor, accessible by the duplex apartment. The roof deck is currently used by the top apartment. **The property contains approximately 3,735**



**square feet. The transaction occurred at a capitalization rate of 4.31% and a gross rent multiple of 21.04. The property sold for \$1,405.62 per square foot to a Manhattan user.**



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**RETAIL FLATBUSH  
 SITE SOLD**

Massey Knakal Realty Services has sold a single story retail building in one of the busiest sections of Flatbush, Brooklyn, at **1183-1189 Flatbush Avenue** in an **all-cash transaction valued**



**at \$2,150,000. The 6,355 square foot property** is located on Flatbush Avenue between Vandaveer Place and Avenue D. Neighboring tenants include Old Navy, Sleepy's, Dunkin Donuts, Duane Reade and Verizon Wireless. **Additionally, the property contains 27,287 buildable square feet of air rights. The transaction occurred at a capitalization rate of 5.70% and a gross rent multiple of 13.53. The property sold for \$338.32 per square foot** to a Manhattan investor.

**MASSEY KNAKAL SELLS CARROLL  
 GARDENS DEVELOPMENT SITE**

A 20' x 100' development site at **525 Court Street** in the Carroll Gardens section of Brooklyn was sold by Massey Knakal Realty Services in an **all-cash transaction valued at \$1,300,000.**



The property is located at the southeast corner of Court Street between West 9th and Garnet Streets, steps from many restaurants, retail and new condo projects going up in the

area. It is also located near the Brooklyn-Battery Tunnel and the Brooklyn-Queens Expressway, in addition to the F and G subway lines. **The property contains approximately 6,000 buildable square feet. It sold for \$121.72 per buildable square foot** to a Manhattan developer.

**MULTIFAMILY PARK  
 SLOPE BUILDING SOLD**

Massey Knakal Realty Services has sold an eight-family walk-up apartment building at **219 St. John's Place** in the Park Slope section of Brooklyn in an **all-cash transaction valued at \$1,850,000.**

The property is located on St. John's Place between 7th and 8th Avenues, steps from Grand Army Plaza and near the 2, 3, 4 and 5 subway lines. Of the eight units, seven were delivered vacant. **The property contains approximately 4,544 square feet, with an additional 501 square feet of air rights. The property sold for \$407.13 per square foot** to a Manhattan developer.



## MIXED-USE BAY RIDGE PROPERTY SOLD

Massey Knakal Realty Services sold a three-story, mixed-use property with a 20-car valet parking lot at **8325 5th Avenue** in the Bay Ridge section of Brooklyn in a **transaction valued at \$2,480,000**. The 26' x 109' property is located on the northeast corner of 5th Avenue and 84th Street. It contains three stores (jewelry, food and cellular phone stores), four apartments (three one-bedrooms, one two-bedroom) and an office. Of the residential units, two are free market. The parking lot is currently leased to Best Western/Gregory Hotel. **The lot contains 3,300 square feet of air rights** that can be used to build

and fourth and fifth floor to the building, which could add five apartments. In total, **the property contains 7,194 square feet**. **The transaction occurred at a capitalization rate of 5.39% and a gross rent multiple of 12.19. The property sold for \$344.73 per square foot** to a Manhattan investor.



## PARK SLOPE DEVELOPMENT SITE SOLD

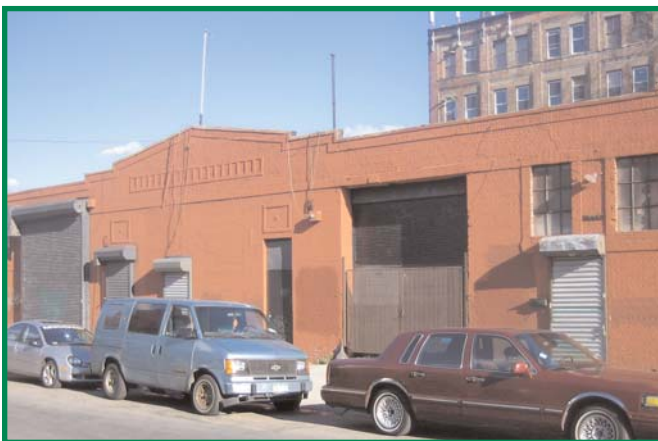
A 50' x 100' development site at **611 DeGraw Street** in the Park Slope section of Brooklyn was sold by Massey Knakal Realty Services in an **all-cash transaction valued at \$1,400,000**. The



lot is located on the north side of DeGraw Street between 3rd and 4th Avenues near the Brooklyn-Battery Tunnel and several 4th Avenue residential developments. **It contains approximately 10,000 buildable square feet. The property sold for \$140 per buildable square foot** to a New Jersey developer.

## MASSEY KNAKAL MIXED-USE SELLS

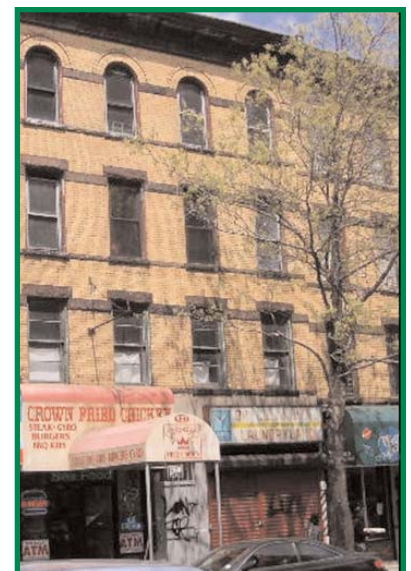
Massey Knakal Realty Services has sold a 10,000 square foot warehouse with an additional 10,000 square feet of air rights at



**139-47 33rd Street** in the South Slope section of Brooklyn in a **transaction valued at \$2,450,000**. The 100' x 100' property is located on 33rd Street between 3rd and 4th Avenues. The building contains two large, separate industrial loading areas and boasts 13-foot ceilings. **The property sold for \$245 per square foot** to a New Jersey user.

## BEDFORD-STUYVESANT MIXED-USE BUILDING SOLD

Massey Knakal Realty Services has sold a 27-foot-wide, mixed-use building with residential and retail components at 433 DeKalb Avenue in the Bedford-Stuyvesant section of Brooklyn in an all-cash transaction valued at \$1,450,000. The four-story property is located on the north side of DeKalb Avenue between Classon Avenue and Taaffe Place, one block from the G subway train near the Pratt Institute. It contains two retail components – a restaurant and a vacant laundromat – and six two-bedroom apartments, all of which are vacant and in need of major renovations. The property contains approximately 7,020 square feet. **The property sold for \$206.55 per square foot** to a New Jersey developer.



**MIXED-USE JAMAICA BUILDING SOLD**

Massey Knakal Realty Services has sold a seven-story, mixed-use building at **161-21 Jamaica Avenue** in the Jamaica section of Queens in an **all-cash transaction valued at \$3,450,000**. The 55' x 133' property is located on the northwest corner of Jamaica Avenue and 162nd Street. The first and second floors, which are retail spaces, will be

retained by the past owner, while floors 3-7 now belong to the new buyer. The building has an approved pre-consideration from the Department of Buildings that will allow for these floors to be converted to residential, even with the C4-2 zoning, as long as 10 feet is removed from the rear of the building on all those floors. **The property (floors 3-7 only) contains approximately 34,185 square feet. It sold for \$100.92 per square foot** to a Manhattan investor.



**MASSEY KNAKAL SELLS ELMHURST APARTMENT BUILDING**

A six-story, elevated apartment building at **86-11 Whitney Avenue** in the Elmhurst section of Queens was sold by Massey Knakal Realty Services in an **all-cash transaction valued at \$11,175,000**. The 92' x 153' irregular property is located at the northeast corner of Whitney Avenue and Macnish Street. It consists of 90 units broken down into 90 units – 17 studios, 48 one-bedrooms, 24

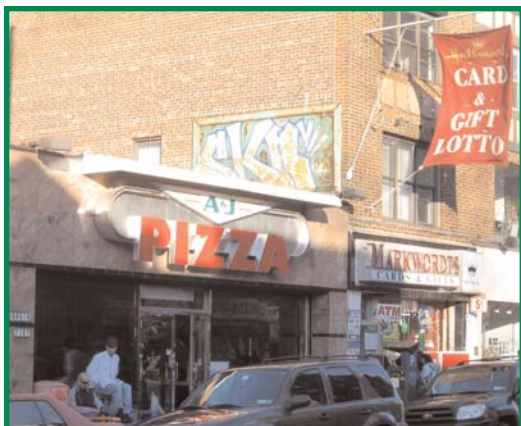


two-bedrooms and a super's unit. It also features twin elevators and an indoor parking garage for 19 vehicles. **The transaction occurred at a capitalization rate of 4.37% and a gross rent multiple of 12.01. The property sold for \$134.98 per square foot** to a Westchester investor.

two-bedrooms and a super's unit. It also features twin elevators and an indoor parking garage for 19 vehicles. **The transaction occurred at a capitalization rate of 4.37% and a gross rent multiple of 12.01. The property sold for \$134.98 per square foot** to a Westchester investor.

**MASSEY KNAKAL SELLS FOREST HILLS RETAIL PROPERTY**

A one-story retail property at **71-37 Austin Street** in the Forest Hills section of Queens was sold by Massey Knakal Realty Services in a **transaction valued at \$5,000,000**. The 30'35' x



100' property is located on the busy "retail" street near Banana Republic, Victoria's Secret, Benetton and Ann Taylor. It contains a pizza place that was delivered vacant and a

dry cleaning business, which has a lease through 2013. **The property contains approximately 3,115 square feet and an additional 10,591 buildable square feet. The transaction occurred at a capitalization rate of 3.60% and a gross rent multiple of 20.83. The property sold for \$472.10 per buildable square foot** to a Queens developer.

**LAURELTON RETAIL PROPERTY SOLD**

Massey Knakal Realty Services has sold a one-story retail property at **233-02/10 Merrick Boulevard** in the Laurelton section of Queens in an **all-cash transaction valued at \$1,750,000**.

The property is located on the southeast corner of Merrick Boulevard and 233rd Street. It contains four retail spaces (a laundromat, restaurant, hair salon and tattoo



parlor), a full basement and a parking area behind the building. The building has been completely renovated including new storefronts, gates, walls, ceilings, electrical and plumbing. **It contains approximately 6,417 square feet. The transaction occurred at a capitalization rate of 8.04% and a gross rent multiple of 10.10. The property sold for \$272.71 per square foot** to a Manhattan investor.

## MASSEY KNAKAL SELLS LONG ISLAND CITY OFFICE BUILDING

A one-story office building operating as a full service bank at **29-21 41st Avenue** in the Long Island City section of Queens was sold by Massey Knakal Realty Services in an **all-cash transaction valued at \$7,725,000**. The 32' x 70' building is



located in the heart of Long Island City, blocks from the Queensborough Bridge. The main floor consists of office space, a conference room and one bathroom. The basement has a walk-in security vault, a conference room, office space, several storage rooms and two bathrooms. The property is situated in the Queens Plaza sub-district of Long Island City, **allowing for approximately 73,008 buildable square feet**. **Currently the property contains approximately 8,664 square feet**. It sold for **\$891.62 per square foot** to a Westchester developer.

## MASSEY KNAKAL SELLS MASPETH WAREHOUSE

Massey Knakal Realty Services has sold a 73-foot-wide, one-story warehouse at **59-01 55th Street** in the Maspeth section of



Queens in an **all-cash transaction valued at \$1,150,000**. The 73' x 100' property is located on the east side of 55th Street between Flushing and Grand Avenues. It contains one drive-in garage door and 14-foot ceilings over **approximately 7,300 square feet**. **The vacant property sold for \$157.53 per square foot** to a Queens user.



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## LONG ISLAND CITY BUILDING SOLD

A 4,000 square foot building with two retail spaces and one office space on a major thoroughfare blocks from the upper level entrance of the 59th Street Bridge at **31-25/26 Thomson Avenue** in Long Island City, Queens, was sold by Massey Knakal Realty Services in a

**transaction valued at \$2,000,000**.

The two-story retail property is located on the north side of Thomson Avenue between Van Dam Street and Skillman Avenue,



across the street from LaGuardia Community College, DeVry University and Keller Graduate School. **The property contains approximately 2,800 square feet and an additional 6,000 square feet of air rights that can be used for expansion**. **The transaction occurred at a capitalization rate of 4.60% and a gross rent multiple of 13.07**. **The property sold for \$500 per square foot** to a developer.

# THE BRONX/NORTHERN MANHATTAN

## BRONX APARTMENT BUILDING SOLD

A 21-unit apartment building near all major shopping and transportation at **2871 Grand Concourse** in the Bronx was sold



by Massey Knakal Realty Services in an **all-cash transaction valued at \$2,150,000**. The five-story, walk-up property is located at the corner of Grand Concourse and Minerva Place, one block south of East 199th

Street. It contains 12 two-bedroom apartments and nine three-bedroom apartments **over approximately 20,250 square feet**. **The transaction occurred at a capitalization rate of 7.69% and a gross rent multiple of 7.88**. **The property sold for \$106.17 per square foot** to a Bronx investor.

## LITTLE ITALY APARTMENT BUILDING SOLD

A 16-unit, walk-up apartment building in the Little Italy section of the north Bronx at **2220 Adams Place** was sold by Massey



Knakal Realty Services in an **all-cash transaction valued at \$1,263,500**. The 33' x 88' property is located on the cusp of Little Italy where Arthur Avenue, Crescent Street, East 183rd Street and Adams Place converge, two blocks from Fordham. **The five-story property**

**contains approximately 14,652 square feet**. All the units are occupied except the basement which has been sealed off. A gut rehab would make for a good super's unit. **The transaction occurred at a capitalization rate of 7.07% and a gross rent multiple of 8.01**. **The property sold for \$86.23 per square foot** to a private investor from Long Island.

## FUTURE VETERANS HOME IN THE BRONX SOLD

Massey Knakal Realty Services sold **2701 Kingsbridge Terrace** – three contiguous lots that create a triangular development site with plans to house homeless and low-income veterans in the Bronx.



**The sale price was \$1,860,000**. The property is located in an R6 zone at the corner of West Kingsbridge and Kingsbridge Terrace in the Kingsbridge Heights section of the Bronx. **The property contains approximately 14,100 square feet, 34,000 buildable square feet of residential space or**

**as much as 67,680 buildable square feet for a community facility**. Existing plans for the site call for a 77-unit housing complex backed by the **Jericho Project**, a NYC-based organization that provides permanent housing and supportive counseling for the city's veterans. The group has already proposed a six-story residence which is expected to service about six dozen homeless and low-income veterans. The complex is expected to open in 2011.

## BRONX APARTMENT BUILDING SOLD

Massey Knakal Realty Services has sold a 40-family, vacant apartment building at **2460 Belmont Avenue** in the Bronx in an **all-cash**

**transaction valued at \$8,581,000**. The 72' x 100' newly constructed property is completely vacant. **The building contains approximately 45,000 square feet** and includes video intercom phones, a full sprinkler system and is fully abated for 25 years. **It sold for \$190.69 per square foot** to a private investor from Long Island.







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# MASSEY KNAKAL ANNU

*Westchester County,*



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Shannon Krause, Matt Parvin and Nancy Guo.



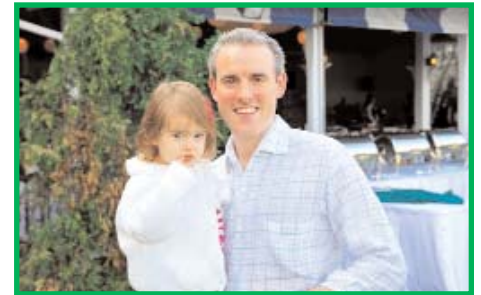
Brendan Gotch, John Ciraulo and Christine Germaine.



Ping pong anyone?



Gretchen and Paul Massey.



Lily and Meyrick Ferguson.



Fun for the whole family!



Mike Tortorici and Victor Sozio flex their ping pong muscles.



James Nelson and his son, Austin, enjoy the balloons.



Michael DeCheser and his son, Oliver.



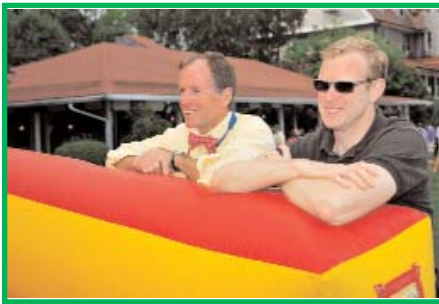
Founding Partners Paul Massey and Robert Knakal.



Jason Maier and Chandra Hugel.

# ANNUAL SUMMER PICNIC

...y, N.Y. - 6/19/08



Paul Massey and James Nelson.



Robert Knakal and Paul Massey congratulate John Ciraulo for 15 years of service at Massey Knakal.



Tom Donovan, Matt Weiner, Swain Weiner, Ken Hillman, Grant Weiner and JoAnn Weiner.



Nik Petkoff and Greg Corbin.



Paul Massey and Robert Knakal award Philip Huang the championship tennis trophy he earned earlier in the day.



Robert Knakal, Nicholas Ciraulo, John Ciraulo and Paul Massey.



The John Ciraulo-mobile!



John Ciraulo and Robert Knakal hug it out.



Barbara Ciraulo came to celebrate with her son.



Paul Massey reflects on John Ciraulo's decade and a half at Massey Knakal.



Kathy Ciraulo, Kyle Mast and Kathryn Wilson.



Shirley Martire and Paul Massey.

## “RED HOT, RED HOOK RETAIL”

By Landon McGaw, Director of Sales, Massey Knakal Brooklyn

Thanks to the recent arrival of a certain Swedish megastore named **IKEA**, one of the hottest urban neighborhoods on everyone's mind is trendy **Red Hook** in Brooklyn. The neighborhood is home to more than 11,000 residents and is emerging as a retail destination. Situated between the Carroll Gardens and Sunset Park neighborhoods in the Southwest section of Brooklyn, the area boasts arguably the borough's most magnificent views over the East River into the Upper New York Bay. If you happen to wander toward the water you can admire the Statue of Liberty, Lower Manhattan, New Jersey, Governors Island and Staten Island. Due to favorable manufacturing zoning districts (M-zone) the area has witnessed continual growth within the retail sector. **With large blocks with favorable zoning for as-of-right development of additional large retail, Red Hook retail is red hot.** The major project that has propelled **Red Hook** transformation and is on everyone's mind is the **346,000 square foot IKEA, which opened June 18th.** Back in the summer of 2006, the world-renowned Swedish-based furniture company decided on a historic 19th century dry dock site along Beard Street in **Red Hook** for its 35th U.S. location and 4th in the tri-state area. For three consecutive years the company has been named in FORTUNE Magazine's "100 Best Companies to Work For" list and has **recruited and trained over more than 500 Brooklyn residents to operate the new Brooklyn location.** The store was erected on 22 acres along the Erie Basin waterfront and presents 50 different room settings, three model home interiors, a supervised children's play area and a 450-seat restaurant serving Swedish specialties including their infamous meatballs. The project also includes a six and half acre public waterfront esplanade. **Red Hook residents have expressed concern about the increase in traffic and how the estimated 18,000 weekend shoppers will affect the local transportation infrastructure.** The megastore can be accessed either by car, complimentary water taxi running every 40 minutes to Pier 11 in Manhattan and Fulton Ferry Landing in DUMBO by the Bus B61 or B77 lines, which just were extended to accommodate shoppers. There is also complimentary shuttle service that runs shoppers to and from Borough Hall in Brooklyn, which has access to the 2, 3, 4, 5, M & R subway lines, Smith and 9th Street or the 4th Avenue stops that are serviced by the F and G subway lines. Regardless of the influx in traffic and shoppers venturing into the neighborhood, IKEA's creation of its own transportation infrastructure helps both local residents and shoppers. **Brooklyn as a borough itself is the 5th largest city in the United States and is the second most under-retailed city in the country only to Atlanta. The barriers of entry for building successful large scale retail developments are more complicated than office and residential developments.** The first challenge and hurdle is getting tenants to sign a pre-commitment even prior to any construction. **Strictly retail developments tend to be tremendously more difficult to finance.** Retail developers can dramatically increase their chance of obtaining bank financing by receiving a pre-commitment from a parent company of a prospective retail tenant. Banks feel more secure knowing that the developer has pre-arranged with a tenant versus lending on a project where a developer has to find a tenant during the course of or after completion of the project. Retail developments can also be tricky due to the inherent risk the project

takes on with community opposition. Traffic patterns are usually affected and have to be considered in the planning process. **Community opposition usually results in delays in the project and/ or alterations to initial proposals.** Retail developers and tenants usually flock to other successful projects, as is the case in **Red Hook.** **Red Hook's** first large retail venture opened its doors to Brooklynites two years ago. Spearheaded by investor/developer Greg O'Connell, who opened the high-end grocery store Fairway Market and the artist lofts named "The Red Hook Stores," both were an instant success and attracted the masses. Both are conveniently situated at the southern most tip of Van Brunt Street across from one another. They consist of 55,000 square feet of retail, 48 rental apartments and 230,000 square feet of artist lofts with 45 tenants, 6 artist work spaces and 3 spaces for non-profits actively involved in the **Red Hook** community, all of which have stunning views of the Upper New York Bay. Some of the most notable tenants are the NY Water Taxi, which is owned by Douglass Durst of the Durst Organization and Tom Fox. O'Connell, the largest commercial property owner in the neighborhood, saw Durst and Fox's idea to open the NY Water Taxi crucial in the continued growth of the area. Approximately 25,000 people per week utilize the water taxi service as a means of transportation. That number is expected to grow to 50,000 by 2010. O'Connell himself also owns six entire city blocks that face the new **IKEA** and is waiting to witness how the transportation infrastructure will handle the influx before planning another large development. Situated between The Red Hook Stores/Fairway Market and the new **IKEA** is the old Revere Sugar Plant site, owned by developer Joe Sitt of Thor Equities. Over the last two years Thor Equities has spent approximately \$10,000,000 on demolition and excavation at the site, and now has a vacant 10.37 acre site containing approximately 903,434 buildable square feet. Sitt has not yet presented plans to the community board. Some predict he may build a large mixed-use waterfront center that would consist of a dock with boat slips, waterfront retail and rental apartments. Since the community is already opposed to the additional traffic congestion that The Red Hook Stores, Fairway Markets and **IKEA** have brought to the neighborhood, it's safe to say this will be no easy road. The small retail stores located along Van Brunt Street thrive off the local businesses and residents but they, too, have witnessed an increase in traffic on weekends. **IKEA** will possibly quadruple the number of weekend shoppers traveling to the neighborhood. **After years of speculation as to whether Red Hook would ever gentrify or go through a similar transformation of other waterfront Brooklyn locals, it is safe to say that Red Hook retail has put the area on the map. Expect to continue to witness tremendous changes in this once unknown area of Brooklyn. Red Hook is now a destination location. "Red Hot, Red Hook" is finally here!**

*Landon McGaw exclusively covers Red Hook for Massey Knakal. He can be reached in the Brooklyn office at 718.238.8999, x6551.*



# WESTCHESTER COUNTY/LONG ISLAND

## YONKERS PROPERTIES SOLD

An automotive garage and repair shop with an adjacent parking lot and five bays at **202 Herricks Road** in the Mineola section of Long Island was sold by Massey Knakal Realty Services in an **all-cash transaction valued at \$980,000**. The 108' x 100'



property is located on the southeast corner of Herricks Road and Lincoln Place, a well-trafficked road with high visibility. The zoning is Business B, which allows for a variety of uses. **The property contains approximately 2,474 square feet. The transaction occurred at a capitalization rate of 9.06% and a gross rent multiple of 7.69. The property sold for \$396.12 per square foot to a Long Island user.**

## MASSEY KNAKAL SELLS YONKERS APARTMENT BUILDING

A four-story, walk-up apartment building at **256-258 Woodworth Avenue** in the Yonkers section of Westchester County, N.Y. was sold by Massey Knakal Realty Services in an



**all-cash transaction valued at \$1,255,000.** The 101' x 100' brick property contains 18 units over **approximately 20,463 square feet.** Onsite parking lots allows parking for up to 10 cars. Apartment rents average between \$900 and \$1240

monthly. **The transaction occurred at a capitalization of 10.31% and a gross rent multiple of 5.73. The property sold for \$61.33 per square foot to a private investor from Westchester.**

## MASSEY KNAKAL SELLS HARTSDALE RETAIL BUILDINGS

Two prime retail buildings at **181-205 and 212-218 East Hartsdale Avenue** in the Hartsdale submarket of Westchester County, N.Y. were sold by Massey Knakal Realty Services in a



**transaction valued at \$7,750,000.** The 87' x 80' two-story and 200' x 60' one-story properties, respectively, are located next to the Hartsdale Metro North Rail Station and the Hartsdale/Scarsdale exit off the Bronx River Parkway. **Combined, they contain approximately 20,645 square feet** including 14 units, 13 of which are retail spaces and one that is an office. There are currently no vacancies. **The transaction occurred at a capitalization rate of 6%. The properties sold for more than \$375 per square foot to an investor who had to satisfy a 1031 exchange.**

## MOHEGAN LAKE DEVELOPMENT SITE SOLD

Massey Knakal Realty Services has sold a rectangular development site at **3469 Lexington Avenue** in northern Westchester County, Mohegan Lake, in a **transaction valued at \$275,000.** The property is located on the west side of Lexington Avenue between Main Street/Route 6 and Red Mill Road. **Its**



**R-40 zoning requires 40,000 square foot lots for several single family home sites.** The 12-acre site contains **approximately 553,212 square feet.** The property sold to a Westchester developer.

## BOERUM HILL OFFICE BUILDING SOLD

A two-story office building with a basement and outdoor roof deck at **343 Warren Street** in the Boerum Hill section of



Brooklyn was sold by Massey Knakal Realty Services in an **all-cash transaction valued at \$4,200,000**. The 90' x 100' property is located a half block from Restaurant Row on Smith Street and a short walk to Atlantic Avenue and Downtown Brooklyn. **It contains approximately 22,500 square feet** including a bathroom on the roof. **The transaction occurred at a capitalization rate of 6.19% and a gross rent multiple of 14.63**. The property sold for **\$186.67 per square foot** to a Manhattan investor.

## EAST VILLAGE DEVELOPMENT SITE SOLD BY MASSEY KNAKAL

A residential development site with fully approved plans for a six-story, three-family residence at **229 East 2nd Street** in Manhattan's Alphabet City was sold by Massey Knakal Realty Services in an **all-cash transaction valued at \$3,650,000**. The



property is located on the south side of East 2nd Street between Avenues B and C. **The approved plans call for 7,672 square feet above grade** including a triplex, two

duplexes and **1,000 square feet of private roofdeck space**. The plans also include a private rear yard and two parking spaces. The foundation has been partially constructed. **The property sold for \$470 per square foot** to Brooklyn developers.

## MASSEY KNAKAL SELLS GREENWOOD HEIGHTS WAREHOUSE

Massey Knakal Realty Services has sold a **10,000 square foot** warehouse at **149 33rd Street** in the Greenwood Heights section of Brooklyn in a **transaction valued at \$2,500,000**. The 100' x



100' property contains **10,000 square feet of air rights in addition to the warehouse**. The warehouse has 13-foot high ceilings and a recently installed rubber roof. It also has two

separate loading areas – one loading bay with ground level access and the other, a loading dock. **The property sold for \$250 per square foot, or \$125 per buildable square foot** to a Manhattan user.

## MASSEY KNAKAL SELLS CARROLL GARDENS MIXED-USE PROPERTY

A mixed-use corner building at **314 Carroll Street** in the Carroll Gardens section of Brooklyn was sold by Massey Knakal Realty

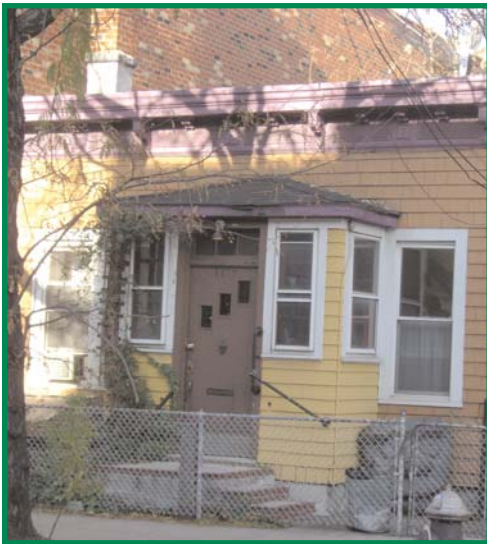


Services in a **transaction valued at \$1,730,000**. The four-story property is located on the southeast corner of Carroll and Hoyt Streets, near the F and G subway lines. It contains a store, a vacant loft, six apartments (five rent stabilized, one vacant) and a three-car garage. **The property contains approximately 5,814 square feet**. **The transaction occurred at a capitalization rate of**

**5.94% and a gross rent multiple of 12.46**. **The property sold for \$297.56 per square foot**. Massey Knakal sold this property a different time back in 2004 for \$1,050,000.

## LONG ISLAND CITY DEVELOPMENT SITE SOLD

A 25' x 159' development site that contains a wood-frame house at **23-17 Broadway** in the Long Island City section of Queens was sold by Massey Knakal Realty Services in an **all-cash transaction valued at \$999,000**. The property is located on the



north side of Broadway between 23rd and Crescent Streets. **It currently contains approximately 3,969 square feet, and an additional 660 square feet when considering the house. The property has a zoning designation of R6B, allowing for**

**approximately 7,938 buildable square feet. It sold for \$125.85 per buildable square foot to a Queens developer.**

## MASSEY KNAKAL SELLS PROSPECT HEIGHTS APARTBUILDING

Massey Knakal Realty Services has sold a newly-constructed, three-family apartment building at **590 Sterling Place** in the



Prospect Heights section of Brooklyn in a **transaction valued at \$1,095,000**. The 20' x 70' building is located on the south side of Sterling Place between Classon and Franklin Avenues. The property

boasts high ceilings, oak strip flooring and a large backyard. **Each unit is 1,400 square feet (4,200 total), has two bathrooms and ranges from three- to four-bedrooms. The transaction occurred at a capitalization rate of 6.44% and a gross rent multiple of 10.86. The property sold for \$260.71 per square foot to a Manhattan user.**

## MASSEY KNAKAL SELLS REMSSEN VILLAGE MIDDLE SCHOOL

A two-story property leased by the Board of Education as an annex at **9517-37 Kings Highway** in the Remsen Village

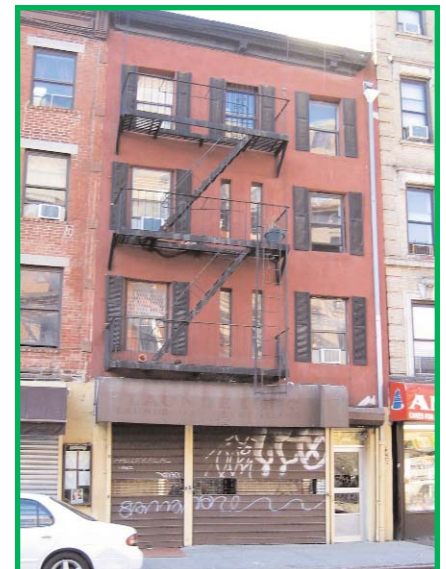


section of Brooklyn was sold by Massey Knakal Realty Services in a **transaction valued at \$3,950,000**. The 150' x 94' property is located at the northwestern corner of East 96th Street and Kings Highway. The building currently operates as a middle school. It has been leased to the Board of Education since 1971, and is currently on its first year of a 20-year renewal with the Board expiring in 2027. **The property contains approximately 21,000 square feet. There is parking for 30 cars. The transaction occurred at a capitalization rate of 8.61% and a gross rent multiple of 10.39. The property sold for \$183.72 per square foot to a 1031 exchange investor from Queens.**

## ALPHABET CITY MIXED-USE PROPERTY SOLD

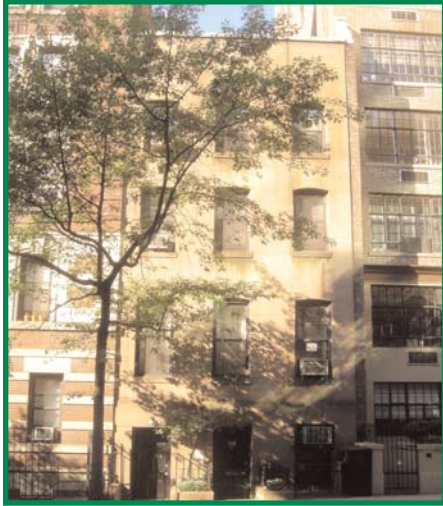
A 21-foot-wide, four-story property with retail and residential use at **222 Avenue B** in Manhattan's Alphabet City was sold by Massey Knakal Realty Services in a

**transaction valued at \$2,400,000**. The property is located on Avenue B between East 13th and 14th Streets. The first floor is a retail space and the remaining three floors consist of five fair market apartments. **In addition to its 5,019 square feet, there is also 2,961 square feet of air rights. The transaction occurred at a capitalization rate of 4.65% and a gross rent multiple of 17.49. The property sold for \$478.18 per square foot to a Manhattan investor.**



### MIXED-USE MIDTOWN BUILDING SOLD

Massey Knakal Realty Services has sold a four-story, mixed-use building at **232 East 50th Street** in Midtown Manhattan in a **transaction valued at \$2,700,000**. The 4,666 square foot property is located on the south side of East 50th Street between Third and Second Avenues. The building contains one commercial tenant, a nursing company, and five residential tenants, of which four are rent stabilized and the fifth is an owner's unit. **The property allows for approximately 8,367 buildable square feet and approximately 3,701 square feet of air rights.** The transaction occurred at a capitalization rate of 5.37% and a gross rent multiple of 12.86. The property sold for \$578.65 per square foot.



### MASSEY KNAKAL SELLS JACKSON HEIGHTS APARTMENT BUILDING

Massey Knakal Realty Services has sold a five-story, walk-up apartment building at **92-01 37th Avenue** in the Jackson Heights section of Queens in an **all-cash transaction valued at \$7,700,000**. The 94' x 89' property is located on the northeast corner of 92nd Street and 37th Avenue. It contains 46 units (three studios, 35 one-bedrooms and seven two-bedrooms) and six stores **over approximately 41,830 square feet**. The building is two blocks from Roosevelt Avenue and Junction Boulevard near shopping and the 7 subway line. **The transaction occurred at a capitalization rate of 7.06% and a gross rent multiple of 10.44.** The property sold for \$184.08 per square foot to a Queens investor.



Heights section of Queens in an **all-cash transaction valued at \$7,700,000**. The 94' x 89' property is located on the northeast corner of 92nd Street and 37th Avenue. It

### MASSEY KNAKAL SELLS UPPER EAST SIDE PROPERTY

A 20-foot-wide, mixed-use building at **318 East 62nd Street** on Manhattan's Upper East Side was sold by Massey Knakal Realty Services in an **transaction valued at \$3,900,000**. The vacant property is located on the south side of East 62nd Street between First and Second Avenues. **It contains approximately 6,160 square feet, plus an additional 1,872 square feet of air rights.** The ground floor is zoned for commercial use and the upper floors contain apartments that need slight renovation in order to achieve full market rents. **The property sold for \$633.12 per square foot** to a Manhattan investor.



### LOWER EAST SIDE CORNER PROPERTY SOLD

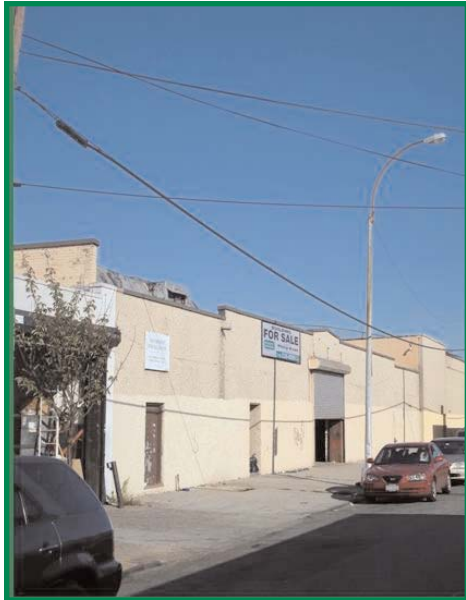
A two-story, mixed-use corner property at **154 Stanton Street** on the Lower East Side of Manhattan was sold by Massey Knakal Realty Services in an **all-cash transaction valued at \$3,280,000**. The 25' x 67' property is located at the northeast corner of Suffolk and Stanton Streets. Built in 1860, the property is currently set up with two stores on the ground floor and a commercial space above with a roofdeck. Originally, it was a five-story building, but three stories were peeled away in the 1950s due to a fire. **The property contains approximately 3,100 square feet, with an existing 2,662 square feet of air rights, or 3,600 square feet of air rights with the proposed zoning.** It was delivered vacant and **sold for \$1,058 per square foot** to a Manhattan user.





## GREENPOINT INDUSTRIAL BUILDING SOLD

Massey Knakal Realty Services sold a two-story industrial property at **761-763 Humboldt Street** in the Greenpoint section of Brooklyn in an



**all-cash transaction valued at \$2,300,000.** The 148' x 75' property is located on the west side of Humboldt Street between Meserole and Norman Avenues, with frontage on Moultrie Street. It contains approximately 7,984 square feet including a second floor mezzanine and two roll down

gates with access to two different streets. **The vacant property sold for \$229.27 per square foot** to a Kentucky user.

## MASSEY KNAKAL SELLS BRIARWOOD DEVELOPMENT SITE

A prime development site at **143-50 Hoover Avenue** in the Briarwood section of Queens was sold by Massey Knakal Realty



Services in an **all-cash transaction valued at \$2,800,000.** The 107.65' x 100' property is located on the south side of Hoover Avenue between Daniels and Smedley Streets. The property is a portion of a much larger lot and will be subdivided. **The footprint contains approximately 10,765 square feet and approximately 32,295 buildable square feet.** The seller will require four to six months for tax lot subdivision. **The property sold for \$86.70 per buildable square foot** to a Long Island developer.

## MASSEY KNAKAL SELLS COMMACK OFFICE BUILDING

A three-story office building at **6143 Jericho Turnpike** in the Commack section of Long Island in Suffolk County was sold by



Massey Knakal Realty Services in an **all-cash transaction valued at \$1,910,000.** The property is located on the Turnpike, which is a major thoroughfare in the county. **The building sits on a 29,185 square foot lot** with ap-

proximately 15 parking spaces in front and 30 parking spaces in the back. There are 14 separate units in the building, two of which are vacant. Businesses include UPS, a doctor's office and a real estate company.

## WILLIAMSBURG APARTMENT BUILDING SOLD

A 10-unit apartment building at **145 North 7th Street** in the Williamsburg section of Brooklyn was sold by Massey Knakal



Realty Services in a **transaction valued at \$1,750,000.** The four-story, 25' x 65' property is located on the north side of North 7th Avenue between Berry Street and Bedford Avenue. It has nine rent stabilized units and one vacant unit over **approximately 6,500 square feet.** The apartments range from 350 to 700 square feet. **The transaction occurred at a capitalization rate of 3.17% and a gross rent multiple of 20.26.** **The property sold for \$269.23 per square foot** to a Pennsylvania user.



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# CHARITABLE FOUNDATION REPORT

## MASSEY KNAKAL CHARITABLE FOUNDATION AWARDS GRANTS TO AREA NON-PROFITS

During the 2nd quarter of 2008, the **Massey Knakal Charitable Foundation** awarded a total of five grants to the following organizations:

### COMMUNITY LEAGUE EDUCATION PROGRAM (CLOTH)

Serving the Washington Heights community, **CLOTH** allows 80 children from 1st to 5th grade to participate in an after school and summer program started by mothers in the community for elementary school kids. The program, which organizers would like to expand, tackles several areas applicable to children and their families including affordable housing, health services, education, social services, recreation, family planning, drug abuse help, job training, etc. Life skills classes, career workshops, art projects and cultural trips are offered.

### HIGHBRIDGE COMMUNITY LIFE CENTER

This **Mobile Meals Program** has been serving 100 clients per week in the **Highbridge community in the South Bronx** by offering meals, clothing, personal care items, health service, drug rehab and shelter advocacy to homeless people since 1993. Additionally, its staff and volunteers help link individuals with other resources and organizations for medical and social services.

### URBAN DOVE

This grant will go to **Urban Dove's College All-Stars**, an early college awareness program. This program provides academic advising, test preparation and one-on-one tutoring to nearly 100 high school sophomores, juniors, and seniors. Founded in 1998, the program is available after school, over the summer and on weekends.

### ROCK AND WRAP IT UP!

The purpose of this organization is to reduce poverty. Leftover food from concerts, sporting events, etc. are taken to local homeless shelters. Created in 1995, **Rock And Wrap It Up!** works with 300 schools and 25 sports franchises.

### BROOKLYN CHILDRENS MUSEUM

This grant will go to a educational after-school program for youth in the **Crown Heights/Bedford-Stuyvesant sections of Brooklyn**. The program provides free hands-on activities to children ages 7-18.

*The Massey Knakal Charitable Foundation is dedicated to the support of local educational, family and other community-oriented charitable causes primarily within New York City and the Tri-State area. In addition to providing these charities with direct grants, the Foundation will organize volunteer efforts to benefit them with its time and energy. If you would like to make a tax-deductible donation to the Foundation, or if you represent a charity whose objectives fit with the Foundation's stated mission, please contact Jonathan Hageman, President of the Foundation, at 212.696.2500, x7773.*



Charitable Foundation

## Message From The CEO - "Recruiting"

Hello friends,

We are complimented often on the uniform excellence of our sales and administrative support staff. The frequency of this commentary could easily lull the average senior executive into a happy complacency. **The source of our elite sales staff** is never far from view, however, in the person of our **Director of Recruiting and Human Resources Gia LaMarca**.

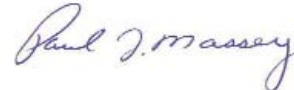
Gia came to Massey Knakal eight years ago as a part-time administrative assistant in our Queens office while she was still an undergraduate at Fordham University. As Massey Knakal began consistent recruiting efforts we asked Gia to shift on a part-time basis to a human relations and recruiting job function. Gia's version of part-time focus turned into a 40-50 hour per week effort while still juggling a full school load at Fordham.

We were delighted when Gia told us that she would join us "full-time" in the fall of 2003. From that point on Gia has developed, with the assistance of her second-in-command **Jasmine Mele**, a very efficient and highly successful machine to attract superior people at all levels to Massey Knakal. In the last few years **Gia and Jasmine have received more than 10,000 applications for employment. Annually, they personally meet with an astounding 1,000 applicants. Our yield from those interviewed is 3% (30-35 new sales and support staff)**. In this way our recruiting team guarantees that we **retain** the best possible talent. People joining the firm not only have stellar academic and work experiences but also have demonstrated excellence and leadership throughout every aspect of their lives. Another benefit of a large talent pool is that Massey Knakal has been able to attract candidates who reflect the diversity of New York itself in its hiring practices.

Lastly, as part of this tribute to Gia, it will not surprise anyone to know that Gia attracts people much like herself. She's a renaissance woman, juggling her professional life with a strong interest in her community at large. Among many interests and hobbies Gia has been an active long time Board Member of our Massey Knakal Charitable Foundation, which makes grants to grass roots organizations helping New York City Kids.

As we move forward with the continued growth of the firm we will be relying on Gia to build an even larger Human Relations and Recruiting Department to ensure long-term success.

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