



## Sales of Commercially-Zoned Industrial Buildings

The below study shows Brooklyn industrial building sales for the year broken down into region and neighborhood. Considered data points include total sales volume, average sale price, average price per square foot, total square foot & total sales. The below data represents only commercially zoned industrial buildings and does not account for industrial zoned land or multiple building plus land sales.

Region	Neighborhood	Dollar Volume	Avg. Sale	Avg. PPSF*	Total SF	Total Sales
Bed Stuy/Bushwick	Bedford Stuyvesant	\$ 9,890,000	\$ 4,945,000	\$ 94	73,200	2
	Bushwick	\$ 3,331,100	\$ 1,110,367	\$ 145	22,500	3
<b>Bed Stuy/Bushwick Total</b>		<b>\$ 13,221,100</b>	<b>\$ 2,644,220</b>	<b>\$ 125</b>	<b>95,700</b>	<b>5</b>
East Brooklyn	Brownsville	\$ 250,000	\$ 250,000	\$ 109	2,290	1
	Cypress Hill	\$ 1,035,000	\$ 517,500	\$ 113	9,411	2
	East New York	\$ 6,356,941	\$ 2,118,980	\$ 84	72,100	3
<b>East Brooklyn Total</b>		<b>\$ 7,641,941</b>	<b>\$ 1,273,657</b>	<b>\$ 98</b>	<b>83,801</b>	<b>6</b>
Greater Flatbush	Borough Park	\$ 5,045,000	\$ 1,261,250	\$ 268	19,370	4
	East Flatbush	\$ 13,880,000	\$ 3,470,000	\$ 128	107,967	4
<b>Greater Flatbush Total</b>		<b>\$ 18,925,000</b>	<b>\$ 2,365,625</b>	<b>\$ 198</b>	<b>127,337</b>	<b>8</b>
Downtown Brooklyn & Park Slope	Brooklyn Heights	\$ 2,900,000	\$ 2,900,000	\$ 181	16,000	1
	Fort Greene	\$ 1,600,000	\$ 1,600,000	\$ 115	13,923	1
	Gowanus	\$ 1,100,000	\$ 1,100,000	\$ 244	4,500	1
	Prospect Heights	\$ 10,250,000	\$ 10,250,000	\$ 129	79,200	1
	Red Hook	\$ 5,540,000	\$ 1,385,000	\$ 117	48,802	4
<b>Downtown Brooklyn &amp; Park Slope Total</b>		<b>\$ 21,390,000</b>	<b>\$ 2,673,750</b>	<b>\$ 142</b>	<b>162,425</b>	<b>8</b>
South Brooklyn	Gravesend	\$ 525,000	\$ 525,000	\$ 263	2,000	1
	Marine Park	\$ 1,525,000	\$ 1,525,000	\$ 212	7,180	1
<b>South Brooklyn Total</b>		<b>\$ 2,050,000</b>	<b>\$ 1,025,000</b>	<b>\$ 237</b>	<b>9,180</b>	<b>2</b>
Williamsburg/Greenpoint	Greenpoint	\$ 3,000,000	\$ 1,000,000	\$ 144	25,594	3
	Williamsburg	\$ 25,663,000	\$ 2,138,583	\$ 209	134,083	12
<b>Williamsburg/Greenpoint Total</b>		<b>\$ 28,663,000</b>	<b>\$ 1,910,867</b>	<b>\$ 196</b>	<b>159,677</b>	<b>15</b>
West Brooklyn	Bath Beach	\$ 1,600,000	\$ 1,600,000	\$ 92	17,352	1
	Bensonhurst	\$ 500,625	\$ 500,625	\$ 207	2,420	1
	Sunset Park	\$ 2,510,000	\$ 1,255,000	\$ 156	14,650	2
<b>West Brooklyn Total</b>		<b>\$ 4,610,625</b>	<b>\$ 1,152,656</b>	<b>\$ 153</b>	<b>34,422</b>	<b>4</b>
<b>Brooklyn Wide</b>		<b>\$ 96,501,666</b>	<b>\$ 2,010,451</b>	<b>\$ 166</b>	<b>672,542</b>	<b>48</b>

The table above shows 2010 recorded sales of commercially zoned industrial buildings in Brooklyn. In this asset class, we have verified transactions totaling 672,542 SF representing a consideration of approx. \$96.5M. The average industrial transaction borough wide was approx. \$2M and the average price per SF was \$166.

The highest number of Industrial Building sales was recorded in Williamsburg with 12 total sales. Sales in Williamsburg had a total dollar volume over \$26.5M with an average sale of approx. \$2.1M. East New York had the lowest average price per square foot of approx. \$84.

Sales of residentially zoned industrial buildings were not included in this report.

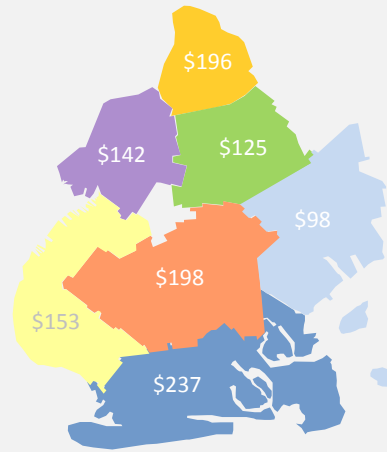




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### Price Per Industrial SF

Region	Avg. PPSF*
Bed Stuy/Bushwick	\$ 125
East Brooklyn	\$ 98
Greater Flatbush	\$ 198
Downtown Brooklyn & Park Slope	\$ 142
South Brooklyn	\$ 237
Williamsburg/Greenpoint	\$ 196
West Brooklyn	\$ 153
Brooklyn Wide	\$ 166



\*Price per Square Foot

The table above shows a breakdown of the average price per square foot of commercially-zoned industrial buildings. According to the data, South Brooklyn had the highest price per square foot of any other region with an average of \$237 a square foot. The lowest was in the East Brooklyn region with an average of \$98 a square foot.

### Industrial Transaction and Dollar Volume

Region	Dollar Volume	Total SF	Total Sales
Bed Stuy/Bushwick	\$ 13,221,100	95,700	5
East Brooklyn	\$ 7,641,941	83,801	6
Greater Flatbush	\$ 18,925,000	127,337	8
Downtown Brooklyn & Park Slope	\$ 21,390,000	162,425	8
South Brooklyn	\$ 2,050,000	9,180	2
Williamsburg/Greenpoint	\$ 28,663,000	159,677	15
West Brooklyn	\$ 4,610,625	34,422	4
Brooklyn Wide	\$ 96,501,666	672,542	48

*The highest priced commercially zoned industrial building was sold in Prospect Heights, 900 Atlantic Ave was sold for \$10,250,000*

The table above shows a breakdown of the dollar volume, total square footage and number of industrial sales in each region. The Williamsburg/Greenpoint region had a total dollar volume of over \$28.5M, which was the highest of all the regions. It also had the highest number of sales with 15 industrial building transactions.

