



TERRACRG
COMMERCIAL REALTY GROUP

Brooklyn Sales Report

Commercial Sales in the Brooklyn Market
2011 Year-End Summary Report

2011



Multi-Family
Mixed-Use
Retail
Development
Industrial

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Brooklyn Commercial Sales in 2011

TerraCRG analyzed Brooklyn commercial sales categorized into seven regions, color coded throughout the report. Each abbreviated region name includes the below listed neighborhoods.

Sales of commercial properties in Brooklyn showed significant recovery in 2011. Our team verified a total of 1,052 commercial sales within the included categories* with a total consideration of over \$1.8 Billion, an 86% increase in dollar volume, and a 35% increase in total number of sales from 2010. The average deal size went up 38% from approx. \$1,300,000 in 2010, to approx. \$1,800,000 in 2011.

Approx. 70% of the dollar volume increase came from institutional activity. Some of the top Brooklyn commercial transactions in the report include several large purchases made by REITs and Institutional Funds. Furthermore, while in 2010 there were only 9 transactions of \$10M and over totaling approximately \$200M, in 2011 there were 29 trades of \$10M and over totaling approx. \$660M.

Sales of multifamily buildings represented approx. 46% of the dollar volume in 2011 with 388 transactions totaling approx. \$878M.

Commercial sales in the Williamsburg / Greenpoint region showed the strongest results in Brooklyn, with a total consideration of \$379M, almost doubling from the previous year. Multifamily sales in this region represented the largest dollar volume at approx. \$159M.

The Bed-Stuy/Bushwick/Crown Heights region had the highest number of transactions with 271 in 2011 with a total consideration of \$280M, double the dollar volume of 2010.

Dollar volume in South Brooklyn tripled to over \$265M in total consideration.

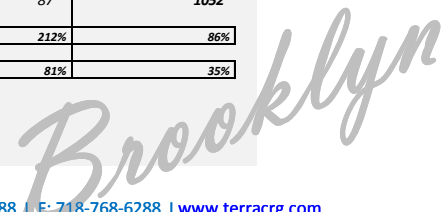
Residentially-zoned Development sites saw the biggest increase in year over year dollar volume per asset class, with a total consideration quadrupling to over \$216M.



Brooklyn Commercial Property Sales in 2011 - Dollar and Transaction Volume by Asset Class and Region

Region	Multi-Family	Mixed Use	Retail	Development	Industrial	Total
	# of Sales	# of Sales	# of Sales	# of Sales	# of Sales	# of Sales
Bed Stuy/Bushwick/Crown Heights	\$ 128,549,089 32	\$ 39,065,002 73	\$ 9,908,770 3	\$ 19,714,406 33	\$ 76,501,500 20	\$ 273,738,767 271
East Brooklyn	\$ 44,256,482 22	\$ 10,231,807 22	\$ 6,211,000 7	\$ 7,446,000 11	\$ 59,259,000 2	\$ 127,404,289 74
Greater Flatbush	\$ 177,828,786 73	\$ 65,275,556 90	\$ 51,305,020 27	\$ 30,151,500 22	\$ 8,840,000 10	\$ 333,400,862 222
Downtown Brooklyn & Park Slope	\$ 158,998,299 49	\$ 76,501,439 53	\$ 17,963,500 6	\$ 73,865,341 8	\$ 13,705,000 9	\$ 341,033,579 135
South Brooklyn	\$ 110,701,549 8	\$ 19,462,501 28	\$ 75,964,721 21	\$ 10,724,387 9	\$ 48,429,000 6	\$ 265,282,158 80
Williamsburg/Greenpoint	\$ 199,073,870 53	\$ 38,437,083 36	\$ 15,572,801 11	\$ 70,490,018 20	\$ 59,485,000 21	\$ 383,058,772 141
West Brooklyn	\$ 57,788,500 42	\$ 49,090,379 53	\$ 20,264,223 8	\$ 4,207,715 7	\$ 34,693,925 9	\$ 166,044,742 129
Dollar Volume 2011	\$ 877,196,575	\$ 298,063,767	\$ 197,190,035	\$ 216,599,367	\$ 300,913,425	\$1,889,963,169
Number of Transactions 2011	387	355	103	120	87	1052
Y/Y Dollar Volume Increase	81%	58%	3%	290%	212%	86%
Y/Y Number of Transaction Increase	23%	32%	1%	173%	81%	35%

* In target categories, see Methodology





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Sales of Multifamily Buildings

The below study shows Brooklyn commercial multifamily building sales for 2011, broken down into region and neighborhood. Considered data points include: total dollar volume, average sale price, average price per square foot, total square footage sold, average price per unit, total units sold and total sales. The below data represents five unit buildings and above.

Region	Neighborhood	Dollar Volume	Avg. Sale	Avg. PPSF*	Total SF	Avg. P/Unit**	Total Units	Total Sales
Bed Stuy/Bushwick	Bedford Stuyvesant	\$ 42,423,622	\$ 831,836	\$ 122	387,534	\$ 84,962	491	51
	Bushwick	\$ 34,824,510	\$ 633,173	\$ 112	334,597	\$ 88,135	442	55
	Crown Heights	\$ 51,300,957	\$ 1,973,114	\$ 121	485,580	\$ 88,708	564	26
Bed Stuy/Bushwick Total		\$ 128,549,089	\$ 973,857	\$ 118	1,207,711	\$ 87,022	1,497	132
East Brooklyn	Brownsville	\$ 18,903,141	\$ 1,890,314	\$ 93	202,467	\$ 71,637	259	10
	Canarsie	\$ 14,538,861	\$ 14,538,861	\$ 109	133,326	\$ 93,799	155	1
	Cypress Hill	\$ 4,191,500	\$ 698,583	\$ 92	49,385	\$ 76,861	62	6
	East New York	\$ 6,622,980	\$ 1,324,596	\$ 101	64,987	\$ 76,279	76	5
East Brooklyn Total		\$ 44,256,482	\$ 2,011,658	\$ 95	450,165	\$ 75,124	552	22
Greater Flatbush	Borough Park	\$ 21,232,645	\$ 1,516,618	\$ 156	174,898	\$ 135,330	180	14
	East Flatbush	\$ 76,247,973	\$ 2,382,749	\$ 114	764,385	\$ 91,301	890	32
	Flatbush	\$ 8,128,484	\$ 1,625,697	\$ 98	95,054	\$ 85,178	100	5
	Flatlands	\$ 1,272,000	\$ 1,272,000	\$ 102	12,480	\$ 79,500	16	1
	Kensington	\$ 5,460,000	\$ 1,365,000	\$ 129	51,305	\$ 110,461	53	4
	Midwood	\$ 35,463,072	\$ 5,066,153	\$ 144	271,923	\$ 135,230	267	7
	Prospect Park	\$ 3,650,000	\$ 1,825,000	\$ 123	28,984	\$ 73,951	46	2
	Prospect Park South	\$ 24,074,612	\$ 3,439,230	\$ 106	226,338	\$ 95,064	234	7
	Windsor Terrace	\$ 2,300,000	\$ 2,300,000	\$ 217	10,596	\$ 153,333	15	1
Greater Flatbush Total		\$ 177,828,786	\$ 2,436,011	\$ 125	1,635,963	\$ 105,162	1,801	73
Downtown Brooklyn & Park Slope	Boerum Hill	\$ 6,700,000	\$ 3,350,000	\$ 328	22,966	\$ 203,000	35	2
	Brooklyn Heights	\$ 14,450,000	\$ 3,612,500	\$ 456	30,745	\$ 279,583	50	4
	Carroll Gardens	\$ 4,420,750	\$ 1,473,583	\$ 310	14,812	\$ 223,731	23	3
	Clinton Hill	\$ 3,761,000	\$ 940,250	\$ 293	12,482	\$ 185,896	23	4
	Fort Greene	\$ 31,546,881	\$ 10,515,627	\$ 251	78,569	\$ 411,858	74	3
	Gowanus	\$ 65,783,668	\$ 10,963,945	\$ 274	146,867	\$ 304,430	141	6
	Park Slope	\$ 16,065,000	\$ 1,460,455	\$ 220	80,691	\$ 181,989	90	11
	Prospect Heights	\$ 14,546,000	\$ 969,733	\$ 154	94,199	\$ 111,514	128	15
	Red Hook	\$ 1,725,000	\$ 1,725,000	\$ 76	22,833	\$ 86,250	20	1
	Downtown Brooklyn & Park Slope Total		\$ 158,998,299	\$ 3,244,863	\$ 240	504,164	\$ 199,226	584
South Brooklyn	Brighton Beach	\$ 22,075,000	\$ 3,679,167	\$ 186	129,361	\$ 146,470	168	6
	Gravesend	\$ 22,243,317	\$ 11,121,659	\$ 128	163,575	\$ 158,721	150	2
	Manhattan Beach	\$ 17,537,851	\$ 17,537,851	\$ 155	113,479	\$ 194,865	90	1
	Sheepshead Bay	\$ 48,845,381	\$ 6,977,912	\$ 108	421,248	\$ 99,232	427	7
South Brooklyn Total		\$ 110,701,549	\$ 6,918,847	\$ 143	827,663	\$ 130,359	835	16
Williamsburg/Greenpoint	Greenpoint	\$ 31,437,277	\$ 1,746,515	\$ 200	142,356	\$ 184,489	143	18
	Williamsburg	\$ 167,636,593	\$ 4,789,617	\$ 196	540,675	\$ 203,923	523	35
Williamsburg/Greenpoint Total		\$ 199,073,870	\$ 3,756,111	\$ 197	683,031	\$ 197,323	666	53
West Brooklyn	Bath Beach	\$ 2,490,000	\$ 830,000	\$ 168	17,070	\$ 148,444	17	3
	Bay Ridge	\$ 17,547,000	\$ 2,193,375	\$ 169	147,126	\$ 118,411	159	8
	Bensonhurst	\$ 10,999,000	\$ 1,222,111	\$ 174	69,497	\$ 154,104	73	9
	Dyker Heights	\$ 1,695,000	\$ 847,500	\$ 225	8,210	\$ 117,682	16	2
	Fort Hamilton	\$ 7,300,000	\$ 7,300,000	\$ 210	34,800	\$ 192,105	38	1
	Sunset Park	\$ 17,757,500	\$ 934,605	\$ 156	117,817	\$ 115,564	163	19
West Brooklyn Total		\$ 57,788,500	\$ 1,375,917	\$ 168	394,520	\$ 128,637	466	42
Brooklyn Wide		\$ 877,196,575	\$ 2,266,658	\$ 150	5,703,217	\$ 125,388	6,401	387

* Price per Square Foot

** Price per Unit

The table above shows 2011 recorded sales of commercial multifamily buildings in Brooklyn. The sales have been separated into seven regions of Brooklyn each of which include the several neighborhoods that make up each of the regions. In the multifamily category, we have verified 387 transactions totaling over 5.7M SF and 6,401 units representing a consideration of over \$877M, an increase of 23% in transaction volume and 81% in dollar volume from the previous year. The average multi-family transaction was approx. \$2.26M, up from \$1.5M in 2010 and the average price per SF was \$150, up from \$144.

The two largest multifamily building sales were both sales of new construction class A apartment buildings; 175 Kent Avenue in Williamsburg sold for \$76M, and The Arias in Park Slope sold for \$57.5M.

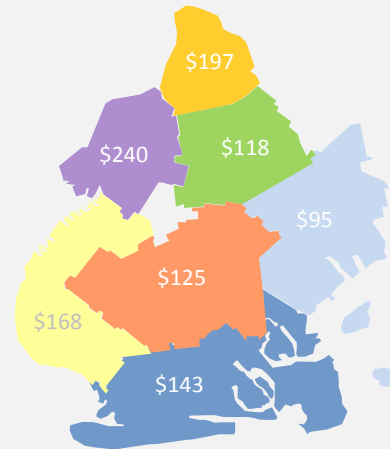




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Multifamily Price Per SF and Price Per Unit

Region	Avg. PPSF*	Avg. P/Unit**
Bed Stuy/Bushwick	\$ 118	\$ 87,022
East Brooklyn	\$ 95	\$ 75,124
Greater Flatbush	\$ 125	\$ 105,162
Downtown Brooklyn & Park Slope	\$ 240	\$ 199,226
South Brooklyn	\$ 143	\$ 130,359
Williamsburg/Greenpoint	\$ 197	\$ 197,323
West Brooklyn	\$ 168	\$ 128,637
Brooklyn Wide	\$ 150	\$ 125,388



* Price per Square Foot

** Price per Unit

The average price per square foot of multifamily buildings in Brooklyn was \$150, up from \$144 in 2010. The average price per unit for multifamily buildings in Brooklyn was approx. \$125,000, up from \$116,000 in 2010. The highest price per square foot in this category was in the Downtown Brooklyn and Park Slope region at \$240/SF up from \$231/SF in 2010. The highest price per unit in this category was also in the Downtown Brooklyn and Park Slope region at approx. \$199,000 per unit, up from \$178,000 in previous year.

Multifamily Transaction and Dollar Volume

Region	Total \$ Volume	Total SF	Total Units	Total Sales
Bed Stuy/Bushwick	\$ 128,549,089	1,207,711	1,497	132
East Brooklyn	\$ 44,256,482	450,165	552	22
Greater Flatbush	\$ 177,828,786	1,635,963	1,801	73
Downtown Brooklyn & Park Slope	\$ 158,998,299	504,164	584	49
South Brooklyn	\$ 110,701,549	827,663	835	16
Williamsburg/Greenpoint	\$ 199,073,870	683,031	666	53
West Brooklyn	\$ 57,788,500	394,520	466	42
Grand Total	\$ 877,196,575	5,703,217	6,401	387

Williamsburg had the highest priced multi-family sale of the year with 175 Kent Avenue, the 113-unit, new construction building that sold for \$76M

In 2011, there were a total of 387 sales of multifamily buildings in Brooklyn representing 6,401 units, totaling approx. \$877M, compared with 315 sales in 2010 representing 4,205 units, totaling approx. \$483M. The Bed Stuy/Bushwick region had 132 total sales, which was the highest number of multifamily sales for 2011 in comparison to the other regions. The Williamsburg/Greenpoint region saw the highest dollar volume of sales with a total consideration of approx. \$199M with 53 total sales and approx. 683,000 SF sold.

Brooklyn



Sales of Mixed-Use Buildings

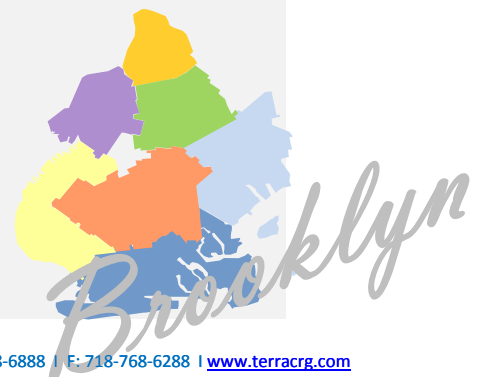
The below study shows Brooklyn commercial mixed-use sales for 2011, broken down into region and neighborhood. Considered data points include: total dollar volume, average sale price, average price per square foot, total square footage sold, average price per unit, total units sold and total sales. The below data represents all buildings with residential plus commercial use.

Region	Neighborhood	Dollar Volume	Avg. Sale	Avg. PPSF*	Total SF	Avg. P/Unit**	Total Units	Total Sales
Bed Stuy/Bushwick	Bedford Stuyvesant	\$ 21,441,790	\$ 522,970	\$ 124	185,147	\$ 114,004	207	41
	Bushwick	\$ 9,242,370	\$ 577,648	\$ 156	62,392	\$ 149,091	65	16
	Crown Heights	\$ 8,380,842	\$ 523,803	\$ 180	51,961	\$ 159,743	57	16
Bed Stuy/Bushwick Total		\$ 39,065,002	\$ 535,137	\$ 143	299,500	\$ 131,719	329	73
East Brooklyn	Brownsville	\$ 5,142,053	\$ 571,339	\$ 155	33,684	\$ 156,797	33	9
	Canarsie	\$ 718,900	\$ 359,450	\$ 139	5,186	\$ 151,900	5	2
	Cypress Hill	\$ 3,731,226	\$ 414,581	\$ 146	28,578	\$ 120,157	38	9
	East New York	\$ 639,628	\$ 319,814	\$ 76	8,200	\$ 71,136	9	2
East Brooklyn Total		\$ 10,231,807	\$ 465,082	\$ 143	75,648	\$ 133,576	85	22
Greater Flatbush	Borough Park	\$ 30,924,400	\$ 859,011	\$ 226	140,456	\$ 231,108	142	36
	East Flatbush	\$ 10,977,929	\$ 498,997	\$ 149	81,117	\$ 139,579	87	22
	Flatbush	\$ 5,165,000	\$ 737,857	\$ 251	23,680	\$ 273,095	22	7
	Flatlands	\$ 855,000	\$ 427,500	\$ 194	4,410	\$ 148,500	7	2
	Kensington	\$ 3,143,500	\$ 628,700	\$ 159	20,578	\$ 224,267	14	5
	Midwood	\$ 8,720,900	\$ 872,090	\$ 253	34,468	\$ 229,673	40	10
	Prospect Park	\$ 2,213,827	\$ 442,765	\$ 137	17,147	\$ 123,755	19	5
	Prospect Park South	\$ 425,000	\$ 425,000	\$ 106	4,000	\$ 141,667	3	1
	Windsor Terrace	\$ 2,850,000	\$ 1,425,000	\$ 380	7,720	\$ 475,000	6	2
	Greater Flatbush Total		\$ 65,275,556	\$ 725,284	\$ 205	333,576	\$ 208,087	340
Downtown Brooklyn & Park Slope	Boerum Hill	\$ 14,605,000	\$ 2,921,000	\$ 410	35,876	\$ 343,667	43	5
	Brooklyn Heights	\$ 11,450,000	\$ 2,862,500	\$ 548	20,430	\$ 1,052,679	16	4
	Carroll Gardens	\$ 10,202,500	\$ 1,275,313	\$ 416	26,682	\$ 346,615	31	8
	Clinton Hill	\$ 5,024,916	\$ 837,486	\$ 244	23,605	\$ 185,372	29	6
	Cobble Hill	\$ 1,550,000	\$ 775,000	\$ 272	5,974	\$ 258,333	6	2
	Fort Greene	\$ 5,668,767	\$ 1,417,192	\$ 369	16,134	\$ 387,902	17	4
	Gowanus	\$ 7,285,000	\$ 1,457,000	\$ 340	24,221	\$ 316,212	25	5
	Park Slope	\$ 9,420,000	\$ 1,570,000	\$ 342	35,040	\$ 283,653	44	6
	Prospect Heights	\$ 10,045,256	\$ 837,105	\$ 235	45,526	\$ 230,285	49	12
	Red Hook	\$ 1,250,000	\$ 1,250,000	\$ 334	3,746	\$ 312,500	4	1
	Downtown Brooklyn & Park Slope Total		\$ 76,501,439	\$ 1,443,423	\$ 339	237,234	\$ 344,177	264
South Brooklyn	Bergen Beach	\$ 480,000	\$ 480,000	\$ 222	2,160	\$ 240,000	2	1
	Brighton Beach	\$ 4,022,501	\$ 670,417	\$ 232	17,512	\$ 278,090	16	6
	Gravesend	\$ 8,007,000	\$ 727,909	\$ 238	35,378	\$ 235,262	40	11
	Sheepshead Bay	\$ 6,953,000	\$ 695,300	\$ 238	28,374	\$ 207,058	34	10
South Brooklyn Total		\$ 19,462,501	\$ 695,089	\$ 236	83,424	\$ 234,536	92	28
Williamsburg/Greenpoint	Greenpoint	\$ 11,495,888	\$ 1,149,589	\$ 256	50,225	\$ 251,491	53	10
	Williamsburg	\$ 26,941,195	\$ 1,036,200	\$ 255	109,033	\$ 267,979	108	26
Williamsburg/Greenpoint Total		\$ 38,437,083	\$ 1,067,697	\$ 255	159,258	\$ 263,399	161	36
West Brooklyn	Bath Beach	\$ 5,341,000	\$ 763,000	\$ 299	18,083	\$ 277,500	20	7
	Bay Ridge	\$ 15,464,039	\$ 859,113	\$ 255	62,363	\$ 228,637	73	18
	Bensonhurst	\$ 10,567,000	\$ 812,846	\$ 268	41,166	\$ 261,365	45	13
	Dyker Heights	\$ 2,635,000	\$ 878,333	\$ 256	10,569	\$ 330,278	8	3
	Sunset Park	\$ 15,083,340	\$ 1,256,945	\$ 260	58,394	\$ 254,268	63	12
West Brooklyn Total		\$ 49,090,379	\$ 926,234	\$ 265	190,575	\$ 254,675	209	53
Brooklyn Wide		\$ 298,063,767	\$ 839,616	\$ 225	1,379,215	\$ 222,734	1,480	355

* Price per Square Foot

** Price per Unit

The table above shows 2011 recorded sales of mixed-use buildings in Brooklyn. In this category, we have verified 355 transactions with a total consideration of approx. \$298M, an increase of 23% in transaction volume and 81% in dollar volume from the previous year. The average mixed-use transaction borough wide was approx. \$840,000 up approx. 20% and the average price per SF was \$225, up 5.6% from the previous year. The highest number of sales was recorded in the Greater Flatbush region with 90 total sales with a total dollar volume of approx. \$65M with an average sale of approx. \$725,000. The highest dollar volume was recorded in the Downtown Brooklyn & Park Slope region with \$76M in total consideration.



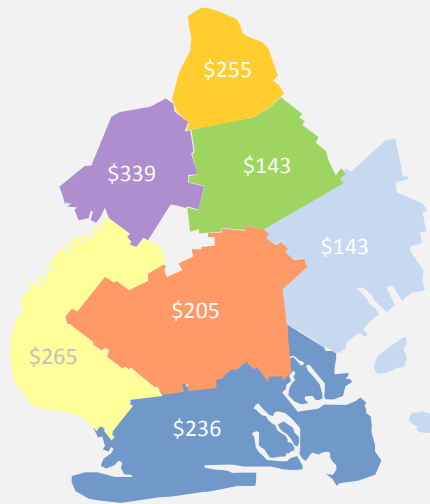


Mixed-Use Price Per SF and Price Per Unit

Region	Avg. PPSF*	Avg. P/Unit**
Bed Stuy/Bushwick	\$ 143	\$ 131,719
East Brooklyn	\$ 143	\$ 133,576
Greater Flatbush	\$ 205	\$ 208,087
Downtown Brooklyn & Park Slope	\$ 339	\$ 344,177
South Brooklyn	\$ 236	\$ 234,536
Williamsburg/Greenpoint	\$ 255	\$ 263,399
West Brooklyn	\$ 265	\$ 254,675
Brooklyn Wide	\$ 225	\$ 222,734

* Price per Square Foot

** Price per Unit



The average price per square foot of mixed-use buildings in Brooklyn in 2011 was \$225. The average price per unit for mixed-use buildings in Brooklyn was approx. \$223,000. The highest average price per square foot in this category was in the Downtown and Park Slope region at \$339/SF. The highest average price per unit in this category was in the Downtown Brooklyn and Park Slope region at approx. \$344,000 per unit.

Mixed-Use Transaction and Dollar Volume

Region	Dollar Volume	Total SF	Total Units	Total Sales
Bed Stuy/Bushwick	\$ 39,065,002	299,500	329	73
East Brooklyn	\$ 10,231,807	75,648	85	22
Greater Flatbush	\$ 65,275,556	333,576	340	90
Downtown Brooklyn & Park Slope	\$ 76,501,439	237,234	264	53
South Brooklyn	\$ 19,462,501	83,424	92	28
Williamsburg/Greenpoint	\$ 38,437,083	159,258	161	36
West Brooklyn	\$ 49,090,379	190,575	209	53
Brooklyn Wide	\$ 298,063,767	1,379,215	1,480	355

The highest priced mixed-use sale was the Atlantic Gardens portfolio of 8 mixed use buildings with a total of 30 units and 24,302 gross Sq. Ft. in Boerum Hill, 525-535, 539-541 Atlantic Avenue was sold for \$10,000,000.

There were a total of 355 sales of mixed-use buildings in Brooklyn in 2011 with a total consideration of over \$298M. The Greater Flatbush region had the highest number of sales with a total of 90 sales and Downtown Brooklyn and Park Slope saw the highest dollar volume of mixed-use buildings, with a total of \$76M in total consideration representing 53 sales with a total of over 237,200 SF and an average transaction of approx. \$1.45M.

Brooklyn



Sales of Retail Buildings

The below study shows Brooklyn commercial retail building sales for 2011, broken down into region and neighborhood. Considered data points include: total dollar volume, average sale price, average price per square foot, total square footage sold and total sales. The below data represents all buildings with pure retail and commercial use.

Region	Neighborhood	Dollar Volume	Avg. Sale	Total SF	Avg. PPSF *	Total Sales
Bed Stuy/Bushwick	Bedford Stuyvesant	\$ 943,260	\$ 471,630	13,518	\$ 158	2
	Bushwick	\$ 2,455,000	\$ 613,750	16,742	\$ 210	4
	Crown Heights	\$ 6,510,510	\$ 930,073	40,123	\$ 194	7
Bed Stuy/Bushwick Total		\$ 9,908,770	\$ 762,213	70,383	\$ 193	13
East Brooklyn	Brownsville	\$ 3,966,000	\$ 991,500	18,821	\$ 167	4
	Cypress Hill	\$ 1,840,000	\$ 920,000	13,503	\$ 132	2
	East New York	\$ 405,000	\$ 405,000	1,000	\$ 405	1
East Brooklyn Total		\$ 6,211,000	\$ 887,286	33,324	\$ 191	7
Greater Flatbush	Borough Park	\$ 28,996,565	\$ 3,221,841	97,399	\$ 265	9
	East Flatbush	\$ 9,520,184	\$ 1,190,023	43,679	\$ 199	8
	Flatlands	\$ 3,045,000	\$ 609,000	15,196	\$ 196	5
	Kensington	\$ 445,500	\$ 445,500	3,133	\$ 142	1
	Midwood	\$ 9,297,771	\$ 2,324,443	27,112	\$ 348	4
Greater Flatbush Total		\$ 51,305,020	\$ 1,900,186	186,519	\$ 241	27
Downtown Brooklyn & Park Slope	Carroll Gardens	\$ 4,013,500	\$ 2,006,750	14,980	\$ 312	2
	Downtown	\$ 12,150,000	\$ 4,050,000	26,426	\$ 454	3
	Fort Greene	\$ 1,800,000	\$ 1,800,000	5,148	\$ 350	1
Downtown Brooklyn & and Park Slope Total		\$ 17,963,500	\$ 2,993,917	46,554	\$ 390	6
South Brooklyn	Bergen Beach	\$ 3,758,000	\$ 3,758,000	13,000	\$ 289	1
	Brighton Beach	\$ 1,725,000	\$ 1,725,000	3,200	\$ 539	1
	Coney Island	\$ 2,133,400	\$ 1,066,700	3,710	\$ 686	2
	Gravesend	\$ 14,254,576	\$ 2,850,915	33,360	\$ 343	5
	Marine Park	\$ 675,000	\$ 675,000	2,470	\$ 273	1
	Sheepshead Bay	\$ 53,418,745	\$ 4,856,250	112,328	\$ 407	11
South Brooklyn Total		\$ 75,964,721	\$ 3,617,368	168,068	\$ 413	21
Williamsburg/Greenpoint	Greenpoint	\$ 4,650,000	\$ 2,325,000	31,281	\$ 202	2
	Williamsburg	\$ 10,922,801	\$ 1,213,645	37,495	\$ 342	9
Williamsburg/Greenpoint Total		\$ 15,572,801	\$ 1,415,709	68,776	\$ 316	11
West Brooklyn	Bath Beach	\$ 10,412,667	\$ 2,082,533	26,281	\$ 341	5
	Bay Ridge	\$ 2,181,556	\$ 545,389	9,123	\$ 251	4
	Bensonhurst	\$ 1,995,000	\$ 997,500	4,960	\$ 402	2
	Dyker Heights	\$ 1,325,000	\$ 662,500	5,000	\$ 256	2
	Sunset Park	\$ 4,350,000	\$ 870,000	25,557	\$ 174	5
West Brooklyn Total		\$ 20,264,223	\$ 1,125,790	70,921	\$ 272	18
Brooklyn Wide		\$ 197,190,035	\$ 1,914,466	644,545	\$ 289	103

* Price Per Square Foot

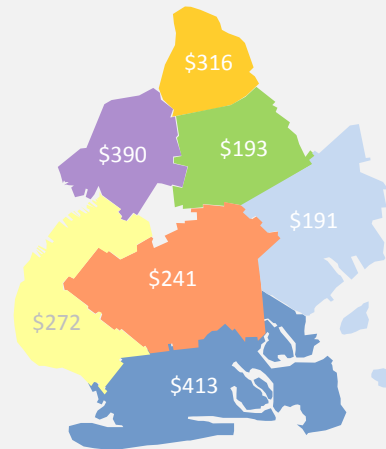
The table above shows 2011 recorded sales of retail property in Brooklyn. We have verified transactions totaling approx. 644,545 SF, representing a total consideration of over \$197M up approx. 3% from 2010 retail sales. The average retail transaction in Brooklyn was slightly above \$1.9M. The average price per square foot was \$289, up from \$272 in 2010.

Sheepshead Bay had the highest dollar volume of over \$53M with a total of 11 sales and an average sale price of over \$4.8M.



Price Per Retail SF

Region	Avg. PPSF*
Bed Stuy/Bushwick	\$ 193
East Brooklyn	\$ 191
Greater Flatbush	\$ 241
Downtown Brooklyn & Park Slope	\$ 390
South Brooklyn	\$ 413
Williamsburg/Greenpoint	\$ 316
West Brooklyn	\$ 272
Grand Total	\$ 289



* Price per Square Foot

The average price per square foot of retail buildings in Brooklyn in 2011 was \$289. The highest price per square foot in this category was in the South Brooklyn region at \$413/SF, closely followed by the Downtown Brooklyn region at \$390/SF. In 2010, the borough wide average price per square foot was \$272 with a high of \$356 in West Brooklyn.

Retail Transaction and Dollar Volume

Region	Dollar Volume	Total SF	Total Sales
Bed Stuy/Bushwick	\$ 9,908,770	70,383	13
East Brooklyn	\$ 6,211,000	33,324	7
Greater Flatbush	\$ 51,305,020	186,519	27
Downtown Brooklyn & Park Slope	\$ 17,963,500	46,554	6
South Brooklyn	\$ 75,964,721	168,068	21
Williamsburg/Greenpoint	\$ 15,572,801	68,776	11
West Brooklyn	\$ 20,264,223	70,921	18
Grand Total	\$ 197,190,035	644,545	103

The highest priced retail building sold was in Sheepshead Bay, 1710 Avenue Y sold for over \$28M. The Stop&Shop was purchased by an institutional fund out of Florida. The property traded at a cap rate below 6%.

In 2011, there were a total of 103 sales of retail buildings in Brooklyn with a total consideration of approx. \$197M and approx. 644,545 SF. The highest number of sales were recorded in the Greater Flatbush region with 27 sales, representing over \$51M in total consideration and 186,519 SF. The South Brooklyn region saw the highest dollar volume of sales with a total of approx. \$76M from 21 sales and 168,068 SF. Compared to 2010, Brooklyn saw a reduction in square footage traded by approximately 30% while total transaction value grew slightly to \$197M.

Brooklyn

Sales of Residentially Zoned Development Sites (Land)

The below study shows sales of residentially zoned development parcels for the year broken down into region and neighborhood. Considered data points include total sale volume, average sale price, and average price per buildable square foot.

Region	Neighborhood	Dollar Volume	Avg. Sale	Avg. PBSF*	Total BSF**	Total Sales
Bed Stuy/Bushwick	Bedford Stuyvesant	\$ 13,556,614	\$ 677,831	\$ 53	269,788	20
	Bushwick	\$ 5,772,792	\$ 481,066	\$ 49	138,173	12
	Crown Heights	\$ 385,000	\$ 385,000	\$ 35	10,983	1
Bed Stuy/Bushwick Total		\$ 19,714,406	\$ 597,406	\$ 51	418,943	33
East Brooklyn	Brownsville	\$ 1,490,000	\$ 496,667	\$ 79	25,670	3
	Canarsie	\$ 989,000	\$ 494,500	\$ 53	31,295	2
	Cypress Hill	\$ 425,000	\$ 425,000	\$ 47	8,990	1
	East New York	\$ 4,542,000	\$ 908,400	\$ 69	167,924	5
East Brooklyn Total		\$ 7,446,000	\$ 676,909	\$ 67	233,879	11
Greater Flatbush	Borough Park	\$ 6,634,000	\$ 603,091	\$ 106	67,433	11
	East Flatbush	\$ 945,000	\$ 472,500	\$ 27	42,259	2
	Flatlands	\$ 699,000	\$ 699,000	\$ 205	3,402	1
	Kensington	\$ 11,650,000	\$ 5,825,000	\$ 61	177,335	2
	Midwood	\$ 3,723,500	\$ 744,700	\$ 91	47,556	5
	Prospect Park	\$ 6,500,000	\$ 6,500,000	\$ 62	105,128	1
Greater Flatbush Total		\$ 30,151,500	\$ 1,370,523	\$ 94	443,113	22
Downtown Brooklyn & Park Slope	Boerum Hill	\$ 14,595,000	\$ 1,824,375	\$ 157	100,749	8
	Clinton Hill	\$ 4,005,000	\$ 1,001,250	\$ 71	53,755	4
	Downtown	\$ 46,489,341	\$ 23,244,671	\$ 161	440,204	2
	Park Slope	\$ 6,500,000	\$ 6,500,000	\$ 119	54,825	1
	Prospect Heights	\$ 2,276,000	\$ 758,667	\$ 90	25,359	3
Downtown Brooklyn & Park Slope Total		\$ 73,865,341	\$ 4,103,630	\$ 125	674,891	18
South Brooklyn	Gravesend	\$ 4,581,387	\$ 916,277	\$ 86	60,704	5
	Sheepshead Bay	\$ 6,143,000	\$ 1,535,750	\$ 53	132,873	4
South Brooklyn Total		\$ 10,724,387	\$ 1,191,599	\$ 71	193,576	9
Williamsburg/Greenpoint	Greenpoint	\$ 2,395,000	\$ 598,750	\$ 92	25,566	4
	Williamsburg	\$ 68,095,018	\$ 4,255,939	\$ 111	545,425	16
Williamsburg/Greenpoint Total		\$ 70,490,018	\$ 3,524,501	\$ 107	570,991	20
West Brooklyn	Bensonhurst	\$ 304,200	\$ 304,200	\$ 70	4,325	1
	Dyker Heights	\$ 920,000	\$ 460,000	\$ 110	9,274	2
	Sunset Park	\$ 2,983,515	\$ 745,879	\$ 85	38,126	4
West Brooklyn Total		\$ 4,207,715	\$ 601,102	\$ 90	51,726	7
Brooklyn Wide		\$ 216,599,367	\$ 1,804,995	\$ 84	2,587,119	120

* Price per Buildable Square Foot

** Buildable Square Foot

The table above shows recorded sales of residentially zoned vacant land in Brooklyn in 2011. In this category, we have verified 120 transactions, three times as much as traded in 2010, totaling over 2,500,000 Buildable SF representing a consideration of approx. \$216M, up 290% from only \$55M in 2010. The average residentially zoned land transaction borough wide was approx. \$1.8M, up from \$1.25M in 2010 and an average price per buildable SF of \$84, up 22% from \$69 in previous year.

The highest number of sales was recorded in the Bed Stuy/Bushwick region with 33 verified sales. Downtown Brooklyn and Park Slope saw the highest dollar volume with a total consideration of almost \$74M with an average sale of \$4.1M. Williamsburg and Greenpoint total volume was approx. \$70M, with an average sale of approx. \$3.5M.

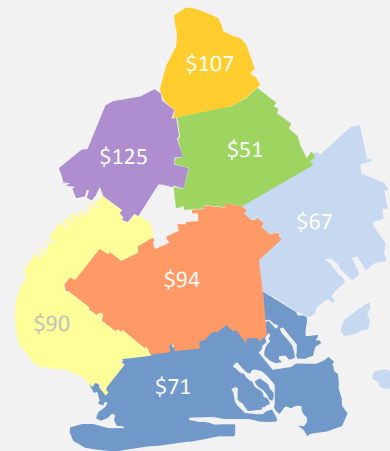




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Price Per Buildable SF

Region	Avg. PBSF*	Total BSF**
Bed Stuy/Bushwick	\$ 51	418,943
East Brooklyn	\$ 67	233,879
Greater Flatbush	\$ 94	443,113
Downtown Brooklyn & Park Slope	\$ 125	674,891
South Brooklyn	\$ 71	193,576
Williamsburg/Greenpoint	\$ 107	570,991
West Brooklyn	\$ 90	51,726
Brooklyn Wide	\$ 84	2,587,119



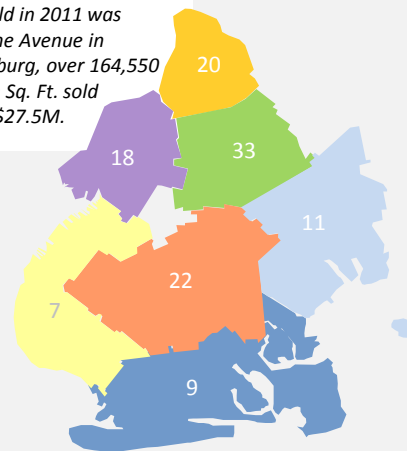
* Price per Buildable Square Foot
** B uildable Square Foot

The average price per buildable square foot of development land in Brooklyn in 2011 was \$84, up 22% from \$69 in 2010. The total buildable square footage sold was approx. 2,587,000, four times as much as sold in 2010. The highest prices per buildable square foot were paid in the Downtown Brooklyn and Park Slope region at an average of \$125/BSF and in Williamsburg/Greenpoint at an average of \$107/BSF. The highest total buildable square footage in this category was in the Downtown Brooklyn and Park Slope region with approx. 675,000 Buildable SF sold.

Transaction and Dollar Volume

Region	Dollar Volume	Total Sales
Bed Stuy/Bushwick	\$ 19,714,406	33
East Brooklyn	\$ 7,446,000	11
Greater Flatbush	\$ 30,151,500	22
Downtown Brooklyn & Park Slope	\$ 73,865,341	18
South Brooklyn	\$ 10,724,387	9
Williamsburg/Greenpoint	\$ 70,490,018	20
West Brooklyn	\$ 4,207,715	7
Grand Total	\$ 216,599,367	120

The highest priced residential development parcel sold in 2011 was 204 Wythe Avenue in Williamsburg, over 164,550 buildable Sq. Ft. sold for over \$27.5M.



In 2011, we have verified 120 sales of residentially zoned development sites in Brooklyn totaling approx. \$216M. The Bed-Stuy/Bushwick region saw the highest number of sales with 33 transactions, representing just under \$20M in total consideration. Both the Downtown Brooklyn and Park Slope region as well as the Williamsburg/Greenpoint region saw the highest dollar volume sales with \$73M and \$70M respectively.

Brooklyn



Sales of Commercially-Zoned Industrial Buildings

The below study shows Brooklyn industrial building sales for 2011, broken down into region and neighborhood. Considered data points include: total dollar volume, average sale price, average price per square foot, total square footage & 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	\$ 70,064,000	\$ 5,389,538	\$ 194	773,316	13
	Bushwick	\$ 5,437,500	\$ 906,250	\$ 185	34,425	6
	Crown Heights	\$ 1,000,000	\$ 1,000,000	\$ 34	29,799	1
	Bed Stuy/Bushwick Total	\$ 76,501,500	\$ 3,825,075	\$ 183	837,540	20
East Brooklyn	Brownsville	\$ 10,130,000	\$ 2,532,500	\$ 131	91,617	4
	Cypress Hill	\$ 2,582,000	\$ 860,667	\$ 165	14,771	3
	East New York	\$ 46,547,000	\$ 9,309,400	\$ 158	194,256	5
East Brooklyn Total	\$ 59,259,000	\$ 4,938,250	\$ 151	300,644	12	
Greater Flatbush	Borough Park	\$ 4,570,000	\$ 914,000	\$ 209	23,486	5
	East Flatbush	\$ 1,800,000	\$ 900,000	\$ 154	12,980	2
	Flatbush	\$ 1,200,000	\$ 1,200,000	\$ 291	4,120	1
	Midwood	\$ 1,270,000	\$ 635,000	\$ 212	5,700	2
Greater Flatbush Total	\$ 8,840,000	\$ 884,000	\$ 207	46,286	10	
Downtown Brooklyn & Park Slope	Brooklyn Heights	\$ 800,000	\$ 800,000	\$ 323	2,475	1
	Carroll Gardens	\$ 800,000	\$ 800,000	\$ 137	5,850	1
	Gowanus	\$ 9,000,000	\$ 3,000,000	\$ 158	78,581	3
	Prospect Heights	\$ 855,000	\$ 427,500	\$ 239	3,800	2
	Red Hook	\$ 2,250,000	\$ 1,125,000	\$ 260	9,500	2
Downtown Brooklyn & Park Slope Total	\$ 13,705,000	\$ 1,522,778	\$ 215	100,206	9	
South Brooklyn	Bergen Beach	\$ 972,000	\$ 972,000	\$ 88	11,025	1
	Brighton Beach	\$ 1,700,000	\$ 1,700,000	\$ 170	10,000	1
	Gravesend	\$ 45,757,000	\$ 11,439,250	\$ 188	141,182	4
South Brooklyn Total	\$ 48,429,000	\$ 8,071,500	\$ 169	162,207	6	
Williamsburg/Greenpoint	Greenpoint	\$ 20,575,000	\$ 2,571,875	\$ 181	121,580	8
	Williamsburg	\$ 38,910,000	\$ 2,993,077	\$ 193	232,131	13
Williamsburg/Greenpoint Total	\$ 59,485,000	\$ 2,832,619	\$ 188	353,711	21	
West Brooklyn	Sunset Park	\$ 34,693,925	\$ 3,854,881	\$ 148	387,186	9
West Brooklyn Total		\$ 34,693,925	\$ 3,854,881	\$ 148	387,186	9
Brooklyn Wide		\$ 300,913,425	\$ 3,458,775	\$ 181	2,187,780	87

* Price per Square Foot

The table above shows 2011 recorded sales of commercially zoned industrial buildings in Brooklyn. In this asset class, we have verified transactions totaling over 2 million SF representing a consideration of over \$300M, an increase of over 212% in dollar volume from 2010. The average industrial transaction borough wide was approx. \$3.5M, up from \$2M in 2010 and the average price per SF was \$181, up from \$166 in 2010.

Bedford Stuyvesant & Williamsburg both had the highest number of industrial building sales with 13 total sales in each neighborhood. Bedford Stuyvesant had the highest total dollar volume of over \$70M with an average sale of approx. \$5.4M.

The largest industrial building sold in Brooklyn was Federal Building #2 at 850 3rd Avenue in Sunset Park with over 1.1M SF. The 8 story building was sold for approx. \$8/psf at approx. \$9M. The sale was not included in our report because the property was sold in an auction by the federal government in disrepair for the purpose of renovation/conversion into new manufacturing space.

Sales of residentially zoned industrial buildings were not included in this report and neither were building plus land sales.



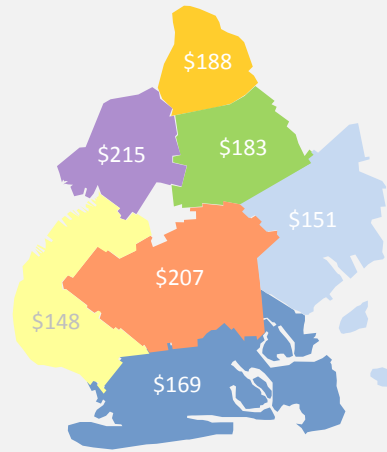


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Price Per Industrial SF

Region	Avg. PPSF*
Bed Stuy/Bushwick	\$ 183
East Brooklyn	\$ 151
Greater Flatbush	\$ 207
Downtown Brooklyn & Park Slope	\$ 215
South Brooklyn	\$ 169
Williamsburg/Greenpoint	\$ 188
West Brooklyn	\$ 148
Brooklyn Wide	\$ 181

* Price per Square Foot



The average price per square foot of commercially-zoned industrial building sales in Brooklyn was \$181, up from \$166 in 2010. The Downtown Brooklyn & Park Slope region achieved the highest price per square foot of any other region with an average of \$215 a square foot. The lowest was in the West Brooklyn region with an average of \$148 a square foot.

Industrial Transaction and Dollar Volume

Region	Dollar Volume	Total SF	Total Sales
Bed Stuy/Bushwick	\$ 76,501,500	837,540	20
East Brooklyn	\$ 59,259,000	300,644	12
Greater Flatbush	\$ 8,840,000	46,286	10
Downtown Brooklyn & Park Slope	\$ 13,705,000	100,206	9
South Brooklyn	\$ 48,429,000	162,207	6
Williamsburg/Greenpoint	\$ 59,485,000	353,711	21
West Brooklyn	\$ 34,693,925	387,186	9
Brooklyn Wide	\$ 300,913,425	2,187,780	87

The highest priced commercially-zoned industrial building transaction was a 5 building portfolio sold by Storage Deluxe to CubeSmart, the 5 buildings totaled over 350,000 SF and sold for over \$123.9M

In 2011, there were a total of 87 sales of commercially-zoned industrial buildings in Brooklyn representing a total dollar volume of over \$300M. The Williamsburg/Greenpoint region had the most sales in Brooklyn with 21 industrial building transactions up from 15 transactions from 2010 and more than doubled in dollar volume to a total of over \$59.4M. The Bed Stuy/Bushwick region had the highest dollar volume with over \$76.5M and 20 sales.



Report Methodology

TerraCRG's 2011 Brooklyn Sales Report includes commercial property sales **recorded** from January 1st 2011 through December 31st 2011. Asset types analyzed in the report include Multifamily, Mixed-Use, Retail, Development & Industrial sales. Recorded sale sources include NYC.gov Rolling Sales Data in conjunction with sales data from First American Real Estate Solutions, and most have been fact checked by our TerraCRG team.

Sales under \$200,000 have been omitted from the report. Property types include only commercial properties. **Multifamily** sales include NYC Class C & D buildings five units and up, condominium sales and co-op sales are not included. **Mixed-Use** sales include NYC Class S buildings, condominium sales and co-op sales are not included. **Retail** sales include NYC Class K buildings. **Development** sales includes NYC Class V & Z properties, only Brooklyn residential land sales have been included and does not include conversions, development projects in construction, stalled construction sites or industrially zoned land. 204 Wythe Avenue & 100 Willoughby Street represent two large development transactions that are included in our report, these properties have existing structures but were sold with development rights far greater than the existing buildings. **Industrial** sales include NYC Class E, F, G & L buildings, only commercially zoned buildings (M or C zoning) and industrial land is not accounted for. Industrial buildings plus land sales have been omitted. In some cases multi-property transactions have been omitted from the data as well. Hotel buildings, Office buildings, Transportation facilities, Utility, Hospitals, Theatres, Churches, Synagogues, Asylums, Government Buildings and all other Special Use type sales have not been included in this report. If neighborhoods are not included in the individual product type sales breakdown, there was no recorded sale that fit our study criteria in that neighborhood.

Terra CRG LLC

TerraCRG is a commercial brokerage firm dedicated solely to commercial transactions in the Brooklyn market. Founded in 2008, the company focuses on investment sales, commercial leasing and loan sale advisory. For listings, news and more market data, please visit www.terracrg.com

For more Brooklyn market information or a complimentary evaluation of an asset, please contact Ofer Cohen, Founder & President @ 718-768-6888 or ocohen@terracrg.com.

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