

Brooklyn market stands up to recession beating

Brooklyn is holding its own on the ponderous path to economic recovery, according to a new report from commercial brokerage firm TerraCRG.

The report details 778 commercial sales in the borough last year, with a total consideration of over \$1 billion.

"This volume represents no significant change from 2009's trading levels in the borough," said Ofer Cohen, founder and president of TerraCRG.

"After two years of volume decline, that's good news and shows that the market is finally stabilizing."

TerraCRG analyzed all the commercial sales that took place in the Brooklyn

market in the last year, broken by neighborhood and asset class, including a detailed review of multi-family and mixed use, development, retail and industrial properties.

"It's a comprehensive study of all commercial property sales in Brooklyn in 2010," said Melissa DiBella, vice president of sales and marketing at TerraCRG. "Our team analyzed key assets classes in every neighborhood and compiled a report that is unparalleled in the local market."

Sales of multi-family buildings represented almost 50% of the dollar volume in 2010, according to the report.

Activity in Williamsburg/

Greenpoint was robust, as well as in the Bed-Stuy/Bushwick/Crown Heights sections, which had the highest number of transactions.

"The highest priced 2010 Brooklyn commercial sale was the Magic Johnson-financed rental building, Viridian in Greenpoint, that sold for \$58 million in bankruptcy in December," said Cohen.

"In the South Brooklyn region retail building sales represented both the largest dollar volume at approximately \$30 million, and largest number of sales at 23," added Geoff Bailey, TerraCRG's VP of Retail Services.

The highest priced retail building sold in Brooklyn in 2010 was 490 Fulton Street in Downtown Brooklyn that sold for \$46 million.



OFER COHEN

Carlton sells \$85M in REO assets

Carlton chairman Howard L. Michaels announced The Carlton Exchange (CEX) sale of over \$85 million of bank owned performing and non-performing loans and real estate owned (REO) assets secured by office, retail, hospitality, industrial, land and residential properties located throughout north Texas.

"This auction event was a tremendous success, providing further evidence that there is a strong demand for acquiring distressed loans and REO assets," said Joe Korbar co-head of Carlton's Loan Sale Group.

"The assets in our latest transaction consisted of a pool of residential, office,

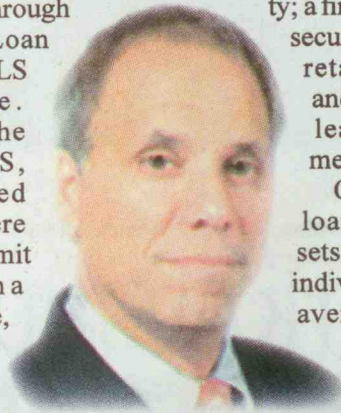
hospitality, retail, land and industrial loans and REO assets. We were able to sell 85% of the assets offered at 99% of the price we indicated we could achieve."

The assets were offered on a competitive real time-bid basis through the CEX Loan and REO MLS Exchange. Through the CEX MLS, prequalified bidders were able to submit their bids on a First Come, First Served basis, and as-

sets were negotiated and awarded as seller accepted same.

The loan and REO assets sold included first mortgage loan a 92-Room Hotel; a first mortgage loan secured by a 582-Unit Self Storage Facility; a first mortgage loan secured by a 35,000 s/f retail development and 20-year ground lease with investment grade tenant.

Over 45 residential loans and REO assets were sold on an individual basis at an average discount to unpaid principal balance of approximately 34%.



HOWARD MICHAELS

SELLING

• CB RICHARD ELLIS, INC

Schools says 'Oui' to country club property



French-American School of New York (FASNY) has purchased the Ridgeway Country Club, a the 128.6 acre property lat 400 Ridgeway in White Plains NY. The total purchase price was \$11 million.

William V. Cuddy, Jr., executive vice president and Budd Wiesenberg, vice president, of CBRE's Westchester office, handled negotiations on behalf of the club.

CB Richard Ellis, Inc. started marketing the property in September 2010. It went to contract in December. FASNY purchased the property without contingencies and plans to develop a campus which will consolidate functions from three separate locations.

"We worked closely with the Board of Directors and membership of Ridgeway Country Club to select the best buyer," said Cuddy.

"After only three months of marketing and negotiations, we were all pleased with the end product - a reputable institution with excellent credentials offering an exceptional international educational experience."

• MARCUS & MILLICHAP

Shopping center sale a sign of investor sentiment

Marcus & Millichap Real Estate Investment Services has brokered the sale of Windsor Crossings, an 80,009 s/f boutique shopping center in East Windsor Township, N.J. The sales price of \$14.5 million represents \$181 psf.



Brad Nathanson, a vice president investments and a senior director of Marcus & Millichap's National Retail Group (NRG), and Christopher Munley, a senior associate and an associate director of the NRG, both in Philadelphia, represented the seller, Windsor Crossings West #4 LLC.