

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.terracrgr.com

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

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