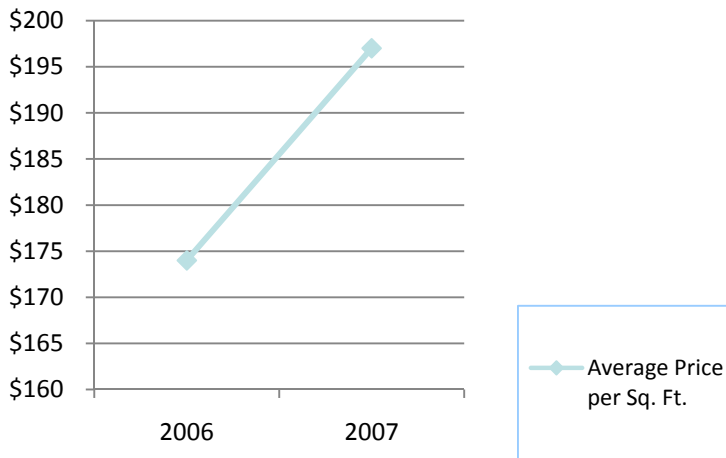


# Industrial property values in Brooklyn have risen, despite the national real estate slowdown



While some small industrial buildings fetched prices in the mid \$300's, the average price per square foot in 2007 was just shy of \$200 a foot



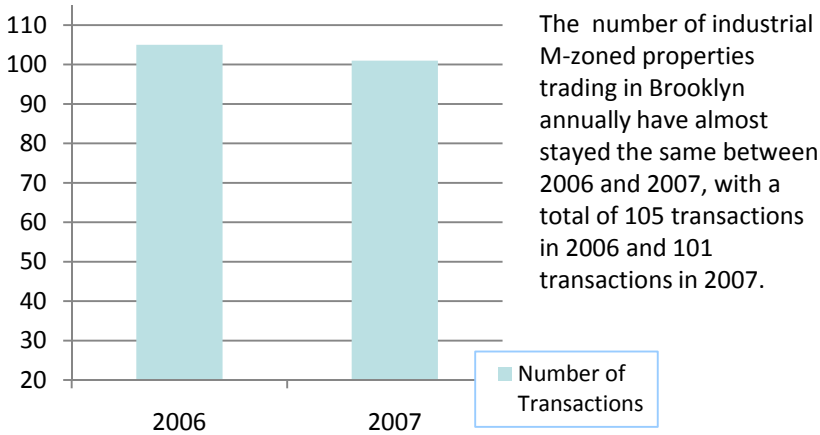
For more information or for a free comprehensive evaluation of your property, please contact:

**Ofer Cohen**

Managing Director  
ocohen@terracrg.com

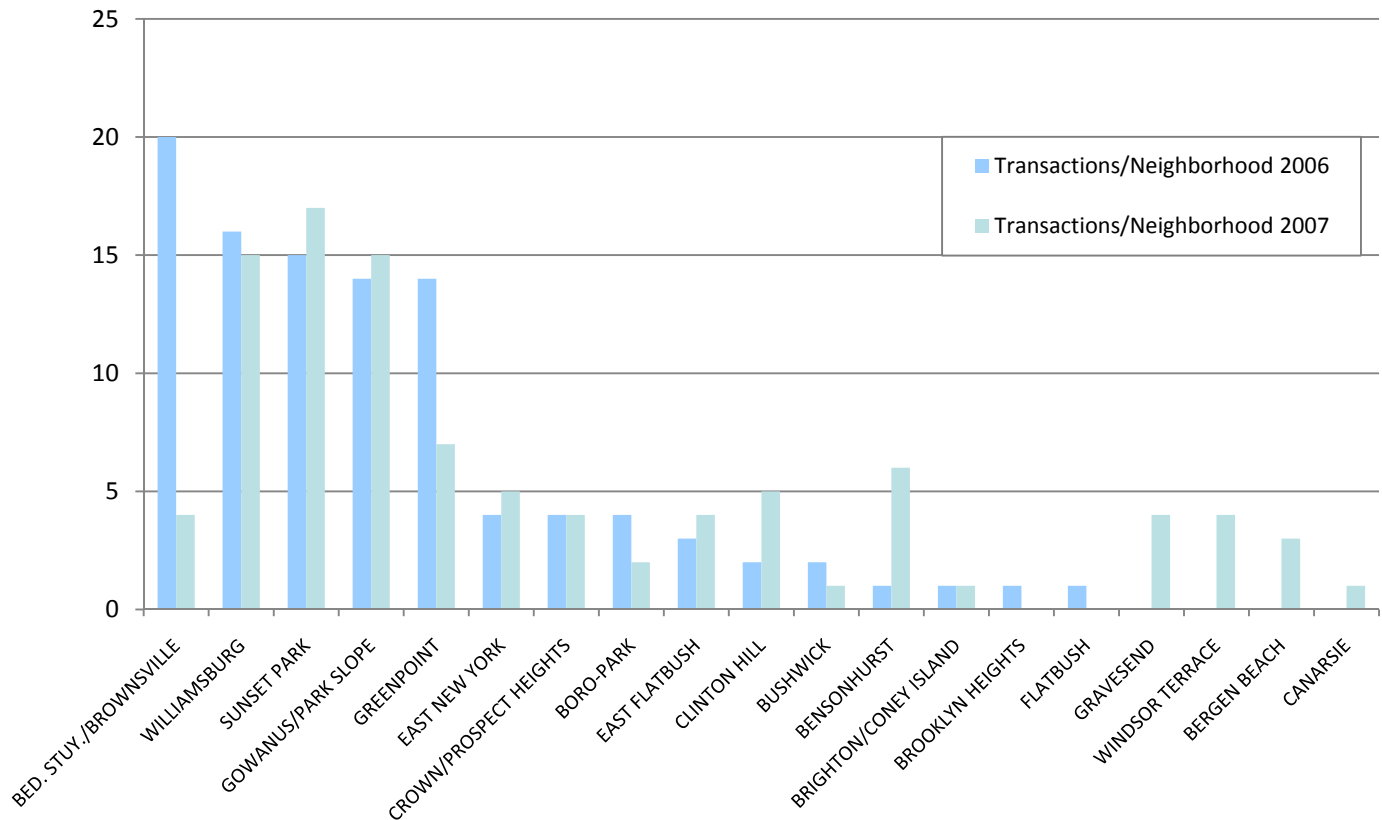
**(718) 768-6888**

### 2007 signifies no reduction in number of transactions



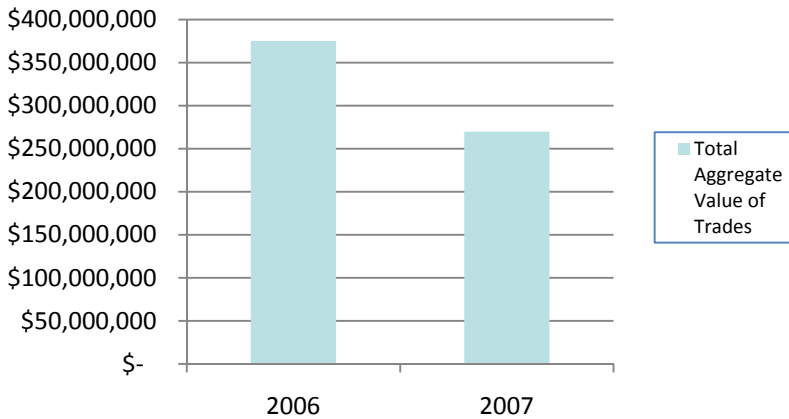
### Park Slope, Williamsburg and Sunset Park lead the pack with highest number of transactions in 2007

The number of industrial transactions that occurred in each neighborhood reflects a sharp increase in the number of trades in Bensonhurst, Gravesend and Winsor Terrace and a significant decline in the number of trades in Bedford Stuyvesant, Brownsville and Greenpoint. Volume held constant in Williamsburg, Sunset Park, Gowanus and Park Slope.



### Total aggregate value of transaction is lower in 2007

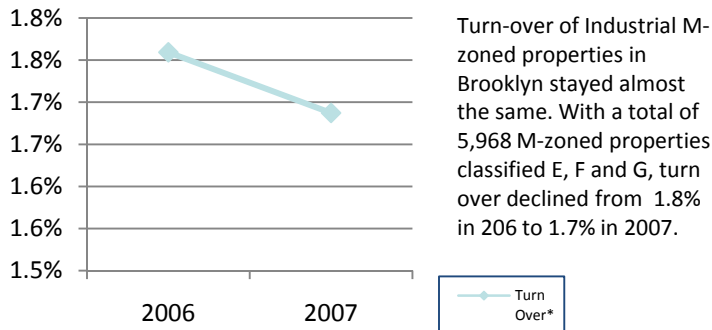
Total aggregate value of all trades accounted for in this study went down from approx. \$375,000,000 in 2006 to approx. \$270,000,000 in 2007.



This study analyses market trends of industrial properties in Brooklyn. The following criteria was used: (a) Only building codes E\*, F\* and G\* were included. (b) Only M-zoned property was included. All trades of E,F,G properties zoned residential were omitted. (c) Only transactions above \$400,000 were included. (d) Parking lots, vacant lots and gas station were not included. (e) Transactions involving small buildings on large lots were not included.

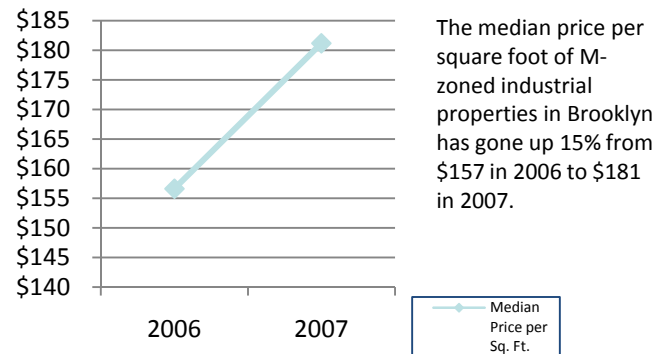
\*E - Warehouses  
\*F - Factory & Industrial Buildings  
\*G - Garages

### Turn over of Industrial properties in Brooklyn shows only an insignificant decline

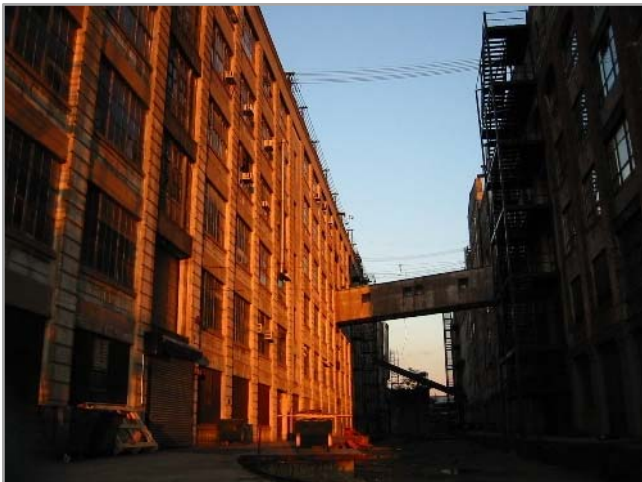


Turn-over of Industrial M-zoned properties in Brooklyn stayed almost the same. With a total of 5,968 M-zoned properties classified E, F and G, turn over declined from 1.8% in 2006 to 1.7% in 2007.

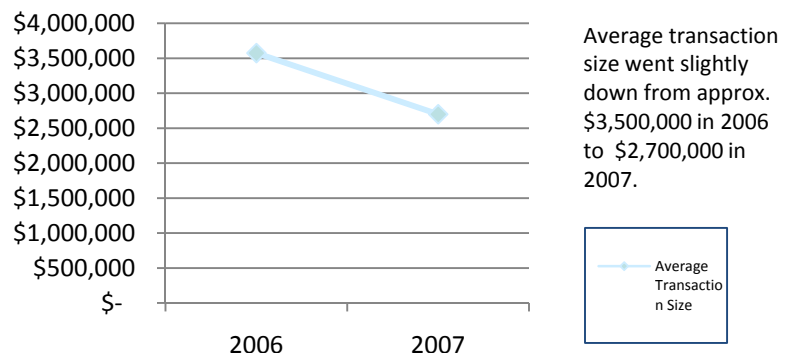
### Median price per square foot is up 15%



The median price per square foot of M-zoned industrial properties in Brooklyn has gone up 15% from \$157 in 2006 to \$181 in 2007.

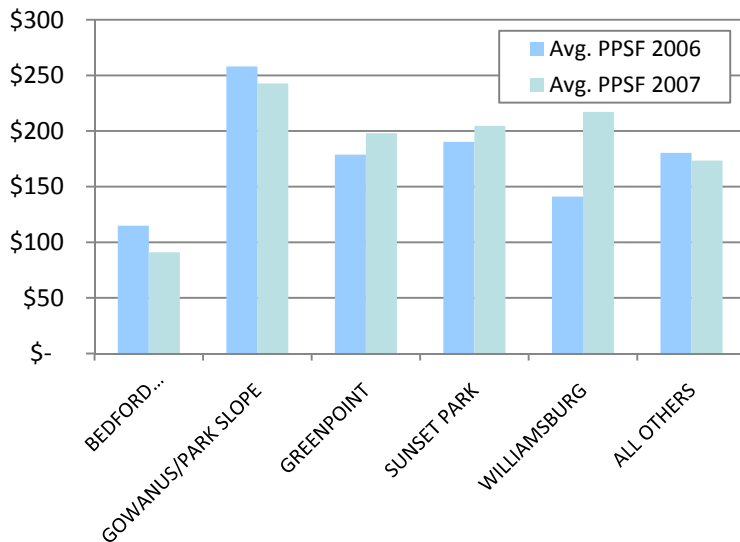


### Average transaction size in 2007 is down from 2006 peak



Average transaction size went slightly down from approx. \$3,500,000 in 2006 to \$2,700,000 in 2007.

## Park Slope, Williamsburg and Sunset Park fetch the highest prices per square foot



Average price per square foot in different sections of the Brooklyn market shows the strength of these three neighborhoods.

### Average Price per Square Foot

	2006	2007
Gowanus/Park Slope	\$ 258	\$ 243
Williamsburg	\$ 141	\$ 217
Sunset Park	\$ 190	\$ 205
Greenpoint	\$ 179	\$ 198
All others	\$ 180	\$ 173
Bed-Stuy/Brownsville	\$ 115	\$ 91



If you are interested in learning how to increase the value of your commercial property or if you would like a comprehensive property evaluation, please contact:

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#### About TerraCRG

TerraCRG was founded by Ofer Cohen in 2008 as a boutique commercial brokerage firm focused exclusively on owner representation in the Brooklyn borough. The firm focuses on Industrial Sales & Leasing, Investment Sales and Consulting. Previously, Ofer was the director of sales for the Sunset Park market at Massey Knakal Realty Services, the leading investment sales firm. In less than three years at Massey Knakal he sold hundreds of thousands of Sq. Ft. of commercial property and quickly established himself as the company's Industrial Expert for the Brooklyn market.