



Sales of Retail Buildings

The below study shows Brooklyn commercial retail building sales for the year, broken down into region and neighborhood. Considered data points include total dollar volume, average sale price, average price per square foot, total square foot 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	\$ 10,520,808	\$ 1,052,081	67,838	\$ 207	11
	Bushwick	\$ 997,500	\$ 498,750	9,400	\$ 103	2
	Crown Heights	\$ 975,000	\$ 975,000	10,006	\$ 97	1
	Bed Stuy/Bushwick Total	\$ 12,493,308	\$ 961,024	87,244	\$ 184	14
East Brooklyn	Brownsville	\$ 4,375,000	\$ 625,000	24,910	\$ 188	7
	Canarsie	\$ 1,225,000	\$ 612,500	4,750	\$ 211	2
	Cypress Hill	\$ 2,008,000	\$ 1,004,000	6,807	\$ 284	2
	East New York	\$ 3,700,006	\$ 1,850,003	15,049	\$ 246	2
East Brooklyn Total	\$ 11,308,006	\$ 869,847	51,516	\$ 215	13	
South Brooklyn	Brighton Beach	\$ 4,800,000	\$ 4,800,000	12,100	\$ 397	1
	Gerritsen Beach	\$ 730,000	\$ 182,500	3,760	\$ 194	4
	Gravesend	\$ 3,436,000	\$ 572,667	20,005	\$ 276	6
	Marine Park	\$ 815,000	\$ 407,500	5,400	\$ 153	2
	Sheepshead Bay	\$ 20,723,631	\$ 2,072,363	107,934	\$ 342	10
South Brooklyn Total	\$ 30,504,631	\$ 1,326,288	149,199	\$ 285	23	
Greater Flatbush	Borough Park	\$ 3,836,510	\$ 1,278,837	12,724	\$ 316	3
	East Flatbush	\$ 9,243,518	\$ 1,540,586	33,942	\$ 246	6
	Flatbush	\$ 3,504,166	\$ 876,041	18,669	\$ 253	4
	Flatlands	\$ 7,172,687	\$ 1,434,537	22,294	\$ 320	5
	Kensington	\$ 1,205,000	\$ 602,500	8,898	\$ 158	2
	Midwood	\$ 999,000	\$ 999,000	3,200	\$ 312	1
	Prospect Park	\$ 600,000	\$ 600,000	2,550	\$ 235	1
Greater Flatbush Total	\$ 26,560,881	\$ 1,207,313	102,277	\$ 268	22	
Downtown Brooklyn & Park Slope	Boerum Hill	\$ 1,700,000	\$ 1,700,000	2,250	\$ 756	1
	Brooklyn Heights	\$ 4,000,000	\$ 2,000,000	11,925	\$ 368	2
	Downtown	\$ 73,227,851	\$ 14,645,570	416,904	\$ 265	5
Downtown Brooklyn & and Park Slope Total	\$ 78,927,851	\$ 9,865,981	431,079	\$ 352	8	
Williamsburg/Greenpoint	Williamsburg	\$ 4,575,000	\$ 1,143,750	29,260	\$ 166	4
Williamsburg/Greenpoint Total	\$ 4,575,000	\$ 1,143,750	29,260	\$ 166	4	
West Brooklyn	Bath Beach	\$ 9,600,000	\$ 3,200,000	21,966	\$ 417	3
	Bay Ridge	\$ 8,091,666	\$ 1,618,333	19,805	\$ 304	5
	Bensonhurst	\$ 1,700,000	\$ 850,000	5,800	\$ 327	2
	Dyker Heights	\$ 1,280,000	\$ 640,000	3,700	\$ 393	2
	Sunset Park	\$ 4,973,000	\$ 994,600	19,637	\$ 324	5
	Windsor Terrace	\$ 1,750,000	\$ 1,750,000	3,000	\$ 583	1
West Brooklyn Total	\$ 27,394,666	\$ 1,521,926	73,908	\$ 356	18	
Brooklyn Wide		\$ 191,764,343	\$ 1,898,657	924,483	\$272	102

* Price Per Square Foot

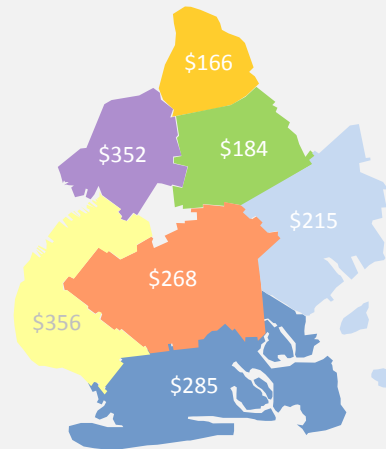
The table above shows 2010 recorded sales of retail property in Brooklyn. The sales are broken into seven regions. In this asset class, we have verified transactions totaling approx. 924,000 SF, representing a consideration of approx. \$192M. The average retail transaction borough wide was approx. \$1.9M, and the average price per square foot was \$272. Bedford Stuyvesant had 11 total retail building trades which was the highest recorded number of sales compared to the other neighborhoods. Bedford Stuyvesant's total dollar volume was over \$10M, with an average sale of approx. \$1M. Downtown Brooklyn had the highest total dollar volume at approx. \$73M from 5 sales, followed by Sheepshead Bay with approx. \$20.7M total dollar volume from 10 sales.





Price Per Retail SF

Region	Avg. PPSF*
East Brooklyn	\$ 184
Bed Stuy/Bushwick	\$ 215
South Brooklyn	\$ 285
Greater Flatbush	\$ 268
Downtown Brooklyn & Park Slope	\$ 352
Williamsburg/Greenpoint	\$ 166
West Brooklyn	\$ 356
Grand Total	\$ 272



* Price Per Square Foot

The average price per square foot of retail buildings in Brooklyn in 2010 was \$272. The highest price per square foot in this category was in the West Brooklyn region at \$356/SF, closely followed by the Downtown Brooklyn region at \$352/SF.

Retail Transaction and Dollar Volume

Region	Dollar Volume	Total SF**	Total Sales
Bed Stuy/Bushwick	\$ 12,493,308	87,244	14
East Brooklyn	\$ 11,308,006	51,516	13
South Brooklyn	\$ 30,504,631	149,199	23
Greater Flatbush	\$ 26,560,881	102,277	22
Downtown Brooklyn & Park Slope	\$ 78,927,851	431,079	8
Williamsburg/Greenpoint	\$ 4,575,000	29,260	4
West Brooklyn	\$ 27,394,666	73,908	18
Grand Total	\$ 191,764,343	924,483	102

The highest priced retail building sold in Brooklyn in 2010 was in Downtown Brooklyn, 490 Fulton Street sold for over \$46M representing over half the total dollar volume and square footage in the Downtown Brooklyn & Park Slope region.

** Square Foot

In 2010, there were a total of 102 sales of retail buildings in Brooklyn with a total consideration of approx. \$192M and approx. 925,000 SF. The South Brooklyn region saw the highest number at 23 sales, representing approx. \$30M in total consideration and 149,199 SF. The Downtown Brooklyn & Park Slope region saw the highest dollar volume of sales with a total of approx. \$79M from 8 sales and 431,000 SF.

Brooklyn