

The Brooklyn Market Report 2020

January 2021



TERRACRG
COMMERCIAL REALTY GROUP

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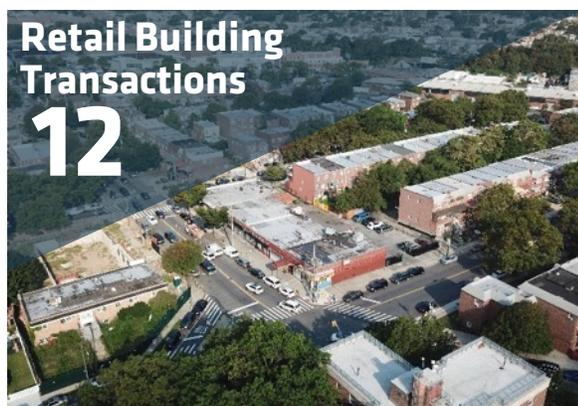
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Summary

Dollar and Transaction Volume by Asset Class and Region

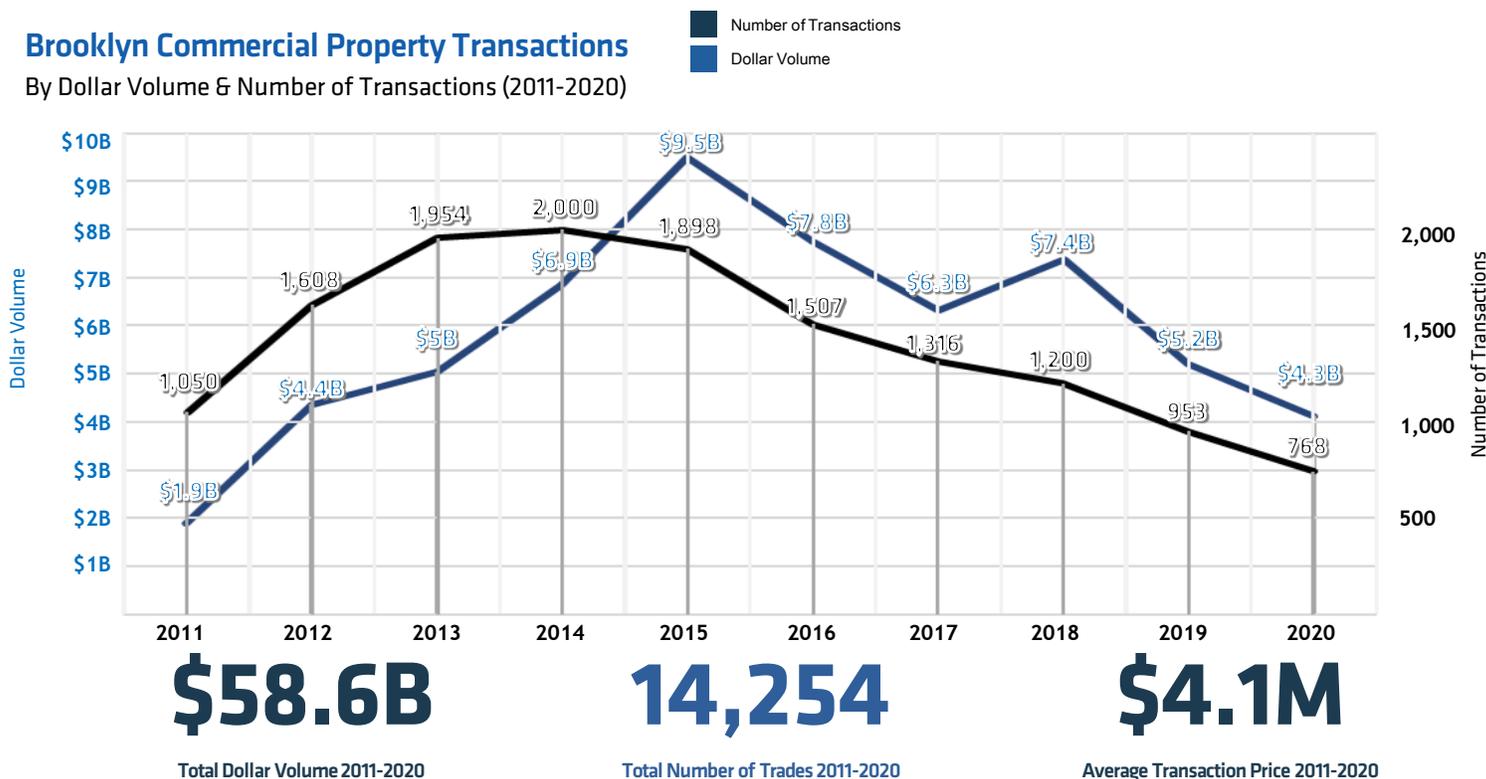
TerraCRG analyzed Brooklyn commercial transactions categorized into seven regions, color-coded throughout the report.

Region	Multifamily		Mixed-Use		Retail		Industrial/Office		Resi Development		Other		Total	
	\$	# of transactions	\$	# of transactions	\$	# of transactions	\$	# of transactions	\$	# of transactions	\$	# of transactions	\$	# of transactions
Central Brooklyn	\$ 185,061,980	22	\$ 96,884,641	56	\$ 237,295,500	25	\$ 58,140,000	13	\$ 50,994,187	20	\$ 101,043,800	15	\$ 729,420,107	151
East Brooklyn	\$ 5,900,000	5	\$ 10,297,500	11	\$ 8,797,500	5	\$ 30,050,000	7	\$ 27,805,337	22	\$ 64,001,648	5	\$ 146,851,984	55
Greater Downtown Brooklyn	\$ 232,143,777	36	\$ 203,656,000	47	\$ 25,037,425	8	\$ 101,600,000	4	\$ 237,845,750	15	\$ 110,868,803	8	\$ 911,151,756	118
North Brooklyn	\$ 278,645,000	19	\$ 172,197,581	33	\$ 145,000,000	1	\$ 64,990,000	12	\$ 330,452,954	15	\$ 83,978,700	7	\$ 1,075,264,235	87
North-Central Brooklyn	\$ 202,247,661	51	\$ 95,814,890	46	\$ 7,105,000	5	\$ 66,141,963	6	\$ 101,446,452	35	\$ 79,192,822	14	\$ 551,948,787	157
South Brooklyn	\$ 36,876,123	10	\$ 49,059,175	38	\$ 100,022,806	25	\$ 15,450,000	5	\$ 22,368,999	4	\$ 96,822,131	9	\$ 320,599,234	91
West Brooklyn	\$ 107,699,825	27	\$ 84,234,500	40	\$ 73,420,000	16	\$ 219,795,050	10	\$ 20,390,399	10	\$ 30,958,000	6	\$ 536,497,774	109
2020 Volume	\$ 1,048,574,366	170	\$ 712,144,287	271	\$ 596,678,231	85	\$ 556,167,013	57	\$ 791,304,077	121	\$ 566,865,904	64	\$ 4,271,733,877	768
2019 Volume	\$ 1,133,533,396	197	\$ 878,204,570	334	\$ 668,863,929	93	\$ 957,331,725	82	\$ 649,984,575	166	\$ 928,871,714	81	\$ 5,216,789,910	953
V/Y Percent Change	-8%	-16%	-23%	-23%	-12%	-9%	-72%	-44%	18%	-37%	-64%	-27%	-22%	-24%

TEN-YEAR *Brooklyn* OVERVIEW

Brooklyn Commercial Property Transactions

By Dollar Volume & Number of Transactions (2011-2020)



Commercial Transactions in Brooklyn

2020 Year-End Report

It will come as no surprise that the COVID-19 pandemic adversely affected the Brooklyn commercial real estate market in 2020, but the year ended with momentum that bodes well for a stronger 2021.

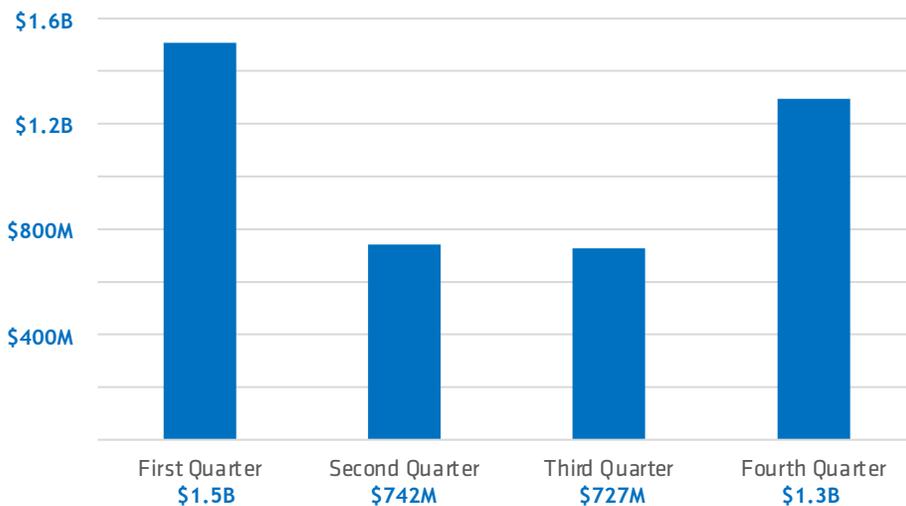
In total, more than \$4 billion dollars of commercial assets exchanged hands, with the Brooklyn investment sales market showing resiliency with a dollar volume and transactional volume decrease of just 22% and 24%, respectively.

While activity across nearly all asset classes was down, residential development experienced an 18% increase in dollar volume to \$791 million. Geographically speaking, as in 2019, North Brooklyn had the highest dollar volume at just over \$1 billion, accounting for 25% of the year's overall total volume.

The last quarter of the year experienced a rebound in activity with \$1.3 billion in sales, a trend that we believe will continue through 2021. Our projections on an annualized basis forecast a 35% increase by the end of the year to \$5.5 billion.

Brooklyn Commercial Property Transactions Dollar Volume

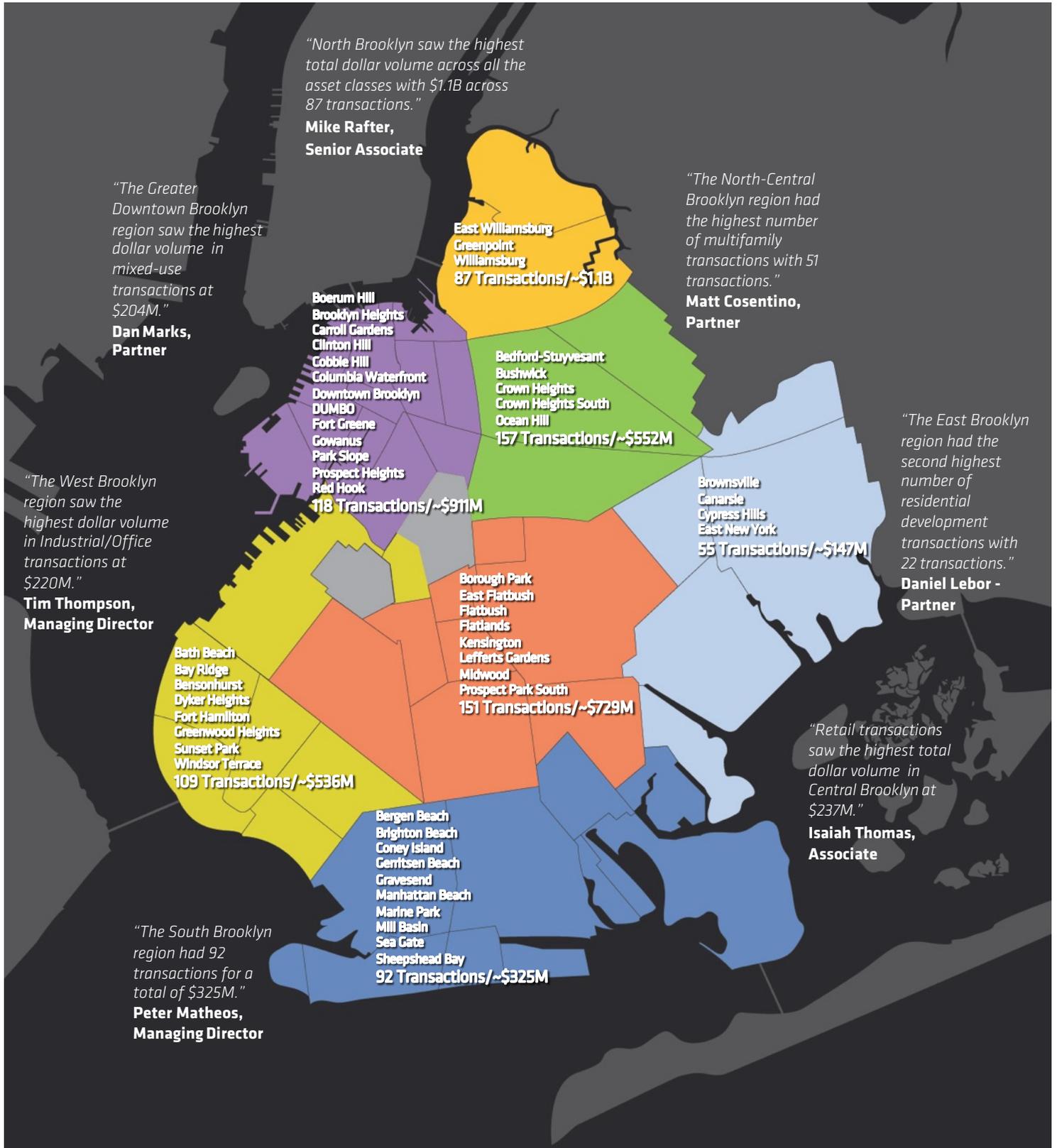
Quarterly



Ofer Cohen
Founder & CEO

“The fourth quarter of 2020 alone accounted for 30% of the year’s total dollar volume.”

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



Multifamily Building Transactions



Matt Cosentino
Partner

“The significant decline in the 2019 multifamily sales volume, brought about by changes in the rent laws, continued through 2020 due to the effects of the pandemic on the residential rental market. However, the drop was less severe than the previous year, and multifamily still had the highest dollar volume across all asset classes, accounting for 25% of the year’s total dollar volume.”

In the multifamily category, we have verified

170

transactions with a total of

3,589

units totaling approximately

3.24M SF

The total dollar volume was approximately

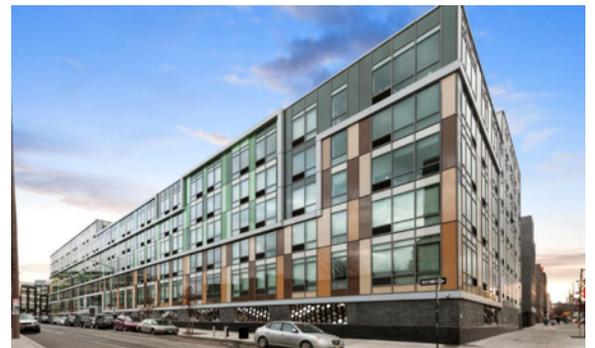
\$1B

an 8% decrease from 2019.

The average multifamily transaction was approximately

\$6.2M

This study shows Brooklyn commercial multifamily building transactions for 2020, broken down into region and neighborhood. Considered data points include total dollar volume, total number of transactions, average transaction price, total number of units, total square footage sold and average price per SF.



The largest multifamily transaction in 2020 was 250 N 10th Street. The Williamsburg property is comprised of 234 units and approx. 150,000 SF. TF Cornerstone and Trinity Place Holdings paid Nuveen Real Estate \$137,750,000 for the property.

With a total of

51

transactions, the North-Central Brooklyn region recorded the most transactions in 2020.

The highest dollar volume was recorded in the North Brooklyn region at

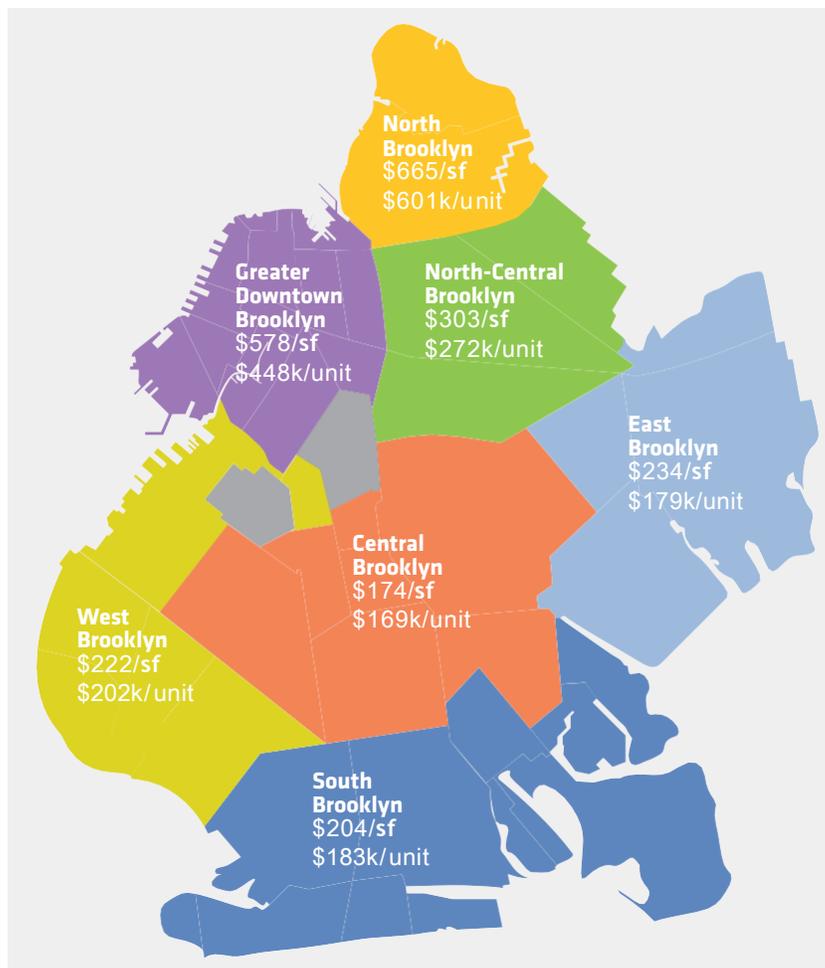
\$279M

Multifamily

Neighborhood	Dollar Volume	Transactions	Avg. Price	Total SF	Avg P/SF	Total Units	Avg P/Unit
Borough Park	\$ 4,801,500	3	\$ 1,600,500	14,646	\$ 328	17	\$ 282,441
East Flatbush	\$ 62,975,000	9	\$ 6,997,222	422,594	\$ 149	461	\$ 136,605
Flatbush	\$ 9,400,000	3	\$ 3,133,333	72,344	\$ 130	84	\$ 111,905
Kensington	\$ 9,040,000	2	\$ 4,520,000	62,910	\$ 144	69	\$ 131,014
Lefferts Gardens	\$ 11,165,480	3	\$ 3,721,827	27,921	\$ 400	40	\$ 279,137
Prospect Park South	\$ 87,680,000	2	\$ 43,840,000	461,068	\$ 190	426	\$ 205,822
Central	\$ 185,061,980	22	\$ 8,411,908	1,061,483	\$ 174	1,097	\$ 168,698
Brownsville	\$ 825,000	1	\$ 825,000	3,075	\$ 268	5	\$ 165,000
Cypress Hills	\$ 2,000,000	2	\$ 1,000,000	8,885	\$ 225	14	\$ 142,857
East NY	\$ 3,075,000	2	\$ 1,537,500	13,271	\$ 232	14	\$ 219,643
East	\$ 5,900,000	5	\$ 1,180,000	25,231	\$ 234	33	\$ 178,788
Boerum Hill	\$ 5,725,000	3	\$ 1,908,333	14,216	\$ 403	22	\$ 260,227
Brooklyn Heights	\$ 37,276,427	6	\$ 6,212,738	52,269	\$ 713	87	\$ 428,465
Carroll Gardens	\$ 22,175,000	4	\$ 5,543,750	43,837	\$ 506	55	\$ 403,182
Clinton Hill	\$ 86,200,000	3	\$ 28,733,333	132,322	\$ 651	142	\$ 607,042
Cobble Hill	\$ 3,100,000	1	\$ 3,100,000	5,250	\$ 590	6	\$ 516,667
Fort Greene	\$ 8,625,000	3	\$ 2,875,000	17,600	\$ 490	30	\$ 287,500
Park Slope	\$ 61,702,350	14	\$ 4,407,311	124,170	\$ 497	160	\$ 385,640
Prospect Heights	\$ 7,340,000	2	\$ 3,670,000	11,819	\$ 621	16	\$ 458,750
Greater Downtown	\$ 232,143,777	36	\$ 6,448,438	401,483	\$ 578	518	\$ 448,154
East Williamsburg	\$ 21,400,000	3	\$ 7,133,333	40,175	\$ 533	44	\$ 486,364
Greenpoint	\$ 12,855,000	7	\$ 1,836,429	35,275	\$ 364	43	\$ 298,953
Williamsburg	\$ 244,390,000	9	\$ 27,154,444	343,283	\$ 712	377	\$ 648,249
North	\$ 278,645,000	19	\$ 14,665,526	418,733	\$ 665	464	\$ 600,528
Bedford Stuyvesant	\$ 91,460,798	15	\$ 6,097,387	354,795	\$ 258	376	\$ 243,247
Bushwick	\$ 65,696,000	20	\$ 3,284,800	129,188	\$ 509	167	\$ 393,389
Crown Heights	\$ 36,505,863	9	\$ 4,056,207	148,020	\$ 247	157	\$ 232,521
Crown Heights South	\$ 3,360,000	3	\$ 1,120,000	16,380	\$ 205	17	\$ 197,647
Ocean Hill	\$ 5,225,000	4	\$ 1,306,250	19,219	\$ 272	26	\$ 200,962
North-Central	\$ 202,247,661	51	\$ 3,965,640	667,602	\$ 303	743	\$ 272,204
Coney Island	\$ 4,988,133	4	\$ 1,247,033	20,536	\$ 243	24	\$ 207,839
Gravesend	\$ 27,605,000	4	\$ 6,901,250	140,938	\$ 196	150	\$ 184,033
Sea Gate	\$ 782,990	1	\$ 782,990	1,584	\$ 494	5	\$ 156,598
Sheepshead Bay	\$ 3,500,000	1	\$ 3,500,000	17,700	\$ 198	23	\$ 152,174
South	\$ 36,876,123	10	\$ 3,687,612	180,758	\$ 204	202	\$ 182,555
Bath Beach	\$ 21,300,000	2	\$ 10,650,000	113,240	\$ 188	127	\$ 167,717
Bay Ridge	\$ 22,510,000	3	\$ 7,503,333	94,420	\$ 238	93	\$ 242,043
Bensonhurst	\$ 15,961,825	6	\$ 2,660,304	106,488	\$ 150	109	\$ 146,439
Dyker Heights	\$ 7,210,000	4	\$ 1,802,500	23,970	\$ 301	24	\$ 300,417
Fort Hamilton	\$ 800,000	1	\$ 800,000	5,280	\$ 152	6	\$ 133,333
Greenwood Heights	\$ 2,650,000	1	\$ 2,650,000	4,992	\$ 531	7	\$ 378,571
Sunset Park	\$ 31,368,000	9	\$ 3,485,333	121,742	\$ 258	146	\$ 214,849
Windsor Terrace	\$ 5,900,000	1	\$ 5,900,000	15,200	\$ 388	20	\$ 295,000
West	\$ 107,699,825	27	\$ 3,988,882	485,332	\$ 222	532	\$ 202,443

Neighborhood	Dollar Volume	Transactions	Avg. Price	Total SF	Avg P/SF	Total Units	Avg P/Unit
Brooklyn Wide	\$ 1,048,574,366	170	\$ 6,168,085	3,240,622	\$ 324	3,589	\$ 292,163

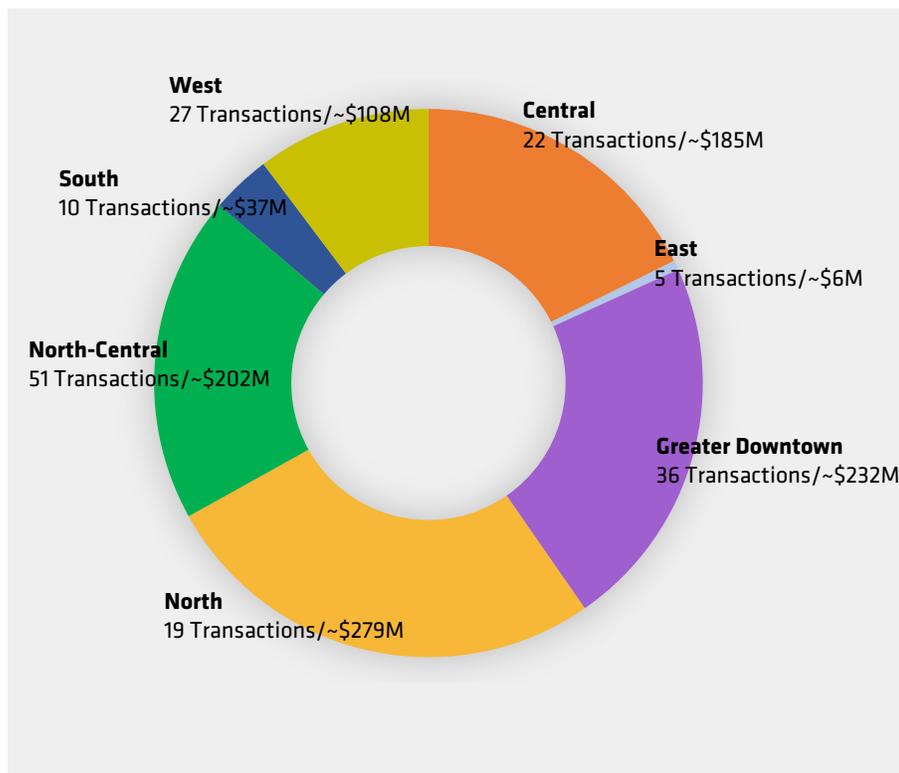
Multifamily



Price per SF and Price per Unit

The average price per SF of multifamily buildings in 2020 in Brooklyn was **\$324**, down 13% from 2019's average of \$367. The average price per unit was approximately **\$292K**, down 16% from approximately \$338K in 2019.

The North Brooklyn region achieved the highest average price per SF at **\$665**.



Transaction and Dollar Volume

In 2020, there was a total of **170** multifamily transactions in Brooklyn, representing **3,589** units for a total consideration of **\$1B**. In 2019, there was a total of 197 transactions totaling approximately \$1.1B.

The North-Central Brooklyn region had the highest number of multifamily transactions with **51**. The North Brooklyn region had the highest dollar volume totaling approximately **\$279M**.

Mixed-Use Building Transactions



Tim Thompson
Managing Director

“Although mixed-use transactions were down from 2019 to 2020, both in dollar volume and number of transactions (-23% and -23%, respectively), price per square foot was up from \$475 to \$514.”

In the mixed-use category, we have verified

271

transactions totaling approximately

1.38M SF

The total dollar volume was approximately

\$712M

a 23% decrease from 2019.

The average mixed-use transaction was approximately

\$2.6M



The largest mixed-use transaction in 2020 was 123 Hope Street, aka 432 Rodney Street. The Williamsburg property is comprised of 137 units and approx. 126,000 SF. HUBBNYC paid Adam America Real Estate Group \$83,764,000 for the property.

With a total of

56

transactions, the Central Brooklyn region recorded the most transactions in 2020.

The highest dollar volume was recorded in the Greater Downtown Brooklyn region at

\$204M

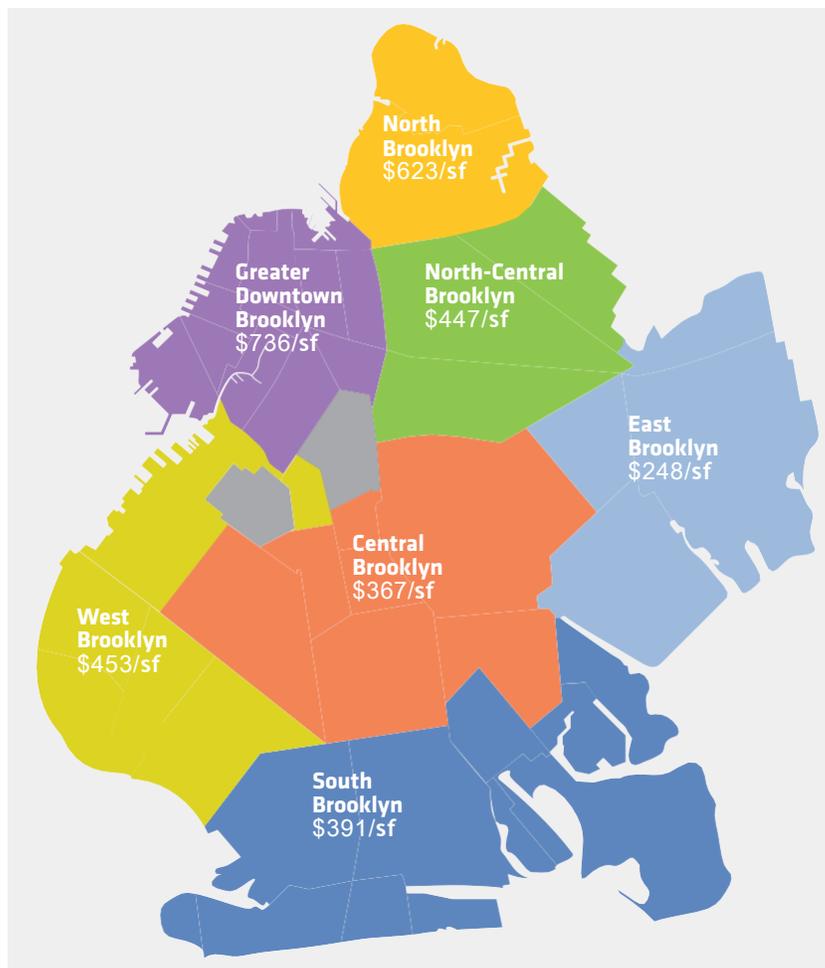
This study shows Brooklyn commercial mixed-use building transactions for 2020, broken down into region and neighborhood. Considered data points include total dollar volume, total number of transactions, average transaction price, total square footage sold and average price per SF.

Mixed-Use

Neighborhood	Dollar Volume	Transactions	Avg. Price	Total SF	Avg P/SF	Total units
Borough Park	\$ 39,715,000	21	\$ 1,891,190	94,559	\$ 420	66
East Flatbush	\$ 27,920,391	15	\$ 1,861,359	93,285	\$ 299	100
Flatbush	\$ 4,168,000	2	\$ 2,084,000	13,200	\$ 316	12
Flatlands	\$ 3,700,000	3	\$ 1,233,333	13,592	\$ 272	8
Kensington	\$ 4,540,000	4	\$ 1,135,000	13,308	\$ 341	10
Lefferts Gardens	\$ 8,898,250	5	\$ 1,779,650	19,810	\$ 449	23
Midwood	\$ 6,293,000	5	\$ 1,258,600	14,044	\$ 448	13
Prospect Park South	\$ 1,650,000	1	\$ 1,650,000	2,168	\$ 761	2
Central	\$ 96,884,641	56	\$ 1,730,083	263,966	\$ 367	234
Brownsville	\$ 2,832,500	2	\$ 1,416,250	13,395	\$ 211	13
Canarsie	\$ 625,000	1	\$ 625,000	1,920	\$ 326	3
Cypress Hills	\$ 1,300,000	1	\$ 1,300,000	5,140	\$ 253	5
East NY	\$ 5,540,000	7	\$ 791,429	21,140	\$ 262	18
East	\$ 10,297,500	11	\$ 936,136	41,595	\$ 248	39
Boerum Hill	\$ 19,775,500	6	\$ 3,295,917	23,751	\$ 833	29
Brooklyn Heights	\$ 21,015,042	5	\$ 4,203,008	30,950	\$ 679	30
Carroll Gardens	\$ 7,100,000	3	\$ 2,366,667	13,616	\$ 521	12
Clinton Hill	\$ 55,890,888	1	\$ 55,890,888	66,351	\$ 842	75
Cobble Hill	\$ 7,500,000	3	\$ 2,500,000	8,330	\$ 900	11
Columbia Waterfront	\$ 5,157,250	2	\$ 2,578,625	9,211	\$ 560	10
Downtown	\$ 10,000,000	2	\$ 5,000,000	7,026	\$ 1,423	9
DUMBO	\$ 1,975,000	1	\$ 1,975,000	2,560	\$ 771	3
Fort Greene	\$ 4,695,000	2	\$ 2,347,500	5,642	\$ 832	7
Gowanus	\$ 6,590,000	3	\$ 2,196,667	9,925	\$ 664	10
Park Slope	\$ 41,067,420	10	\$ 4,106,742	64,886	\$ 633	78
Prospect Heights	\$ 19,499,900	7	\$ 2,785,700	26,601	\$ 733	30
Red Hook	\$ 3,390,000	2	\$ 1,695,000	7,795	\$ 435	7
Greater Downtown	\$ 203,656,000	47	\$ 4,333,106	276,644	\$ 736	311
East Williamsburg	\$ 42,595,600	16	\$ 2,662,225	85,610	\$ 498	93
Greenpoint	\$ 16,470,000	7	\$ 2,352,857	31,216	\$ 528	34
Williamsburg	\$ 113,131,981	10	\$ 11,313,198	159,357	\$ 710	168
North	\$ 172,197,581	33	\$ 5,218,109	276,183	\$ 623	295
Bedford Stuyvesant	\$ 32,205,000	17	\$ 1,894,412	76,386	\$ 422	76
Bushwick	\$ 44,737,000	12	\$ 3,728,083	83,971	\$ 533	73
Crown Heights	\$ 12,561,890	11	\$ 1,141,990	33,317	\$ 377	40
Crown Heights South	\$ 3,210,000	3	\$ 1,070,000	10,854	\$ 296	9
Ocean Hill	\$ 3,101,000	3	\$ 1,033,667	9,960	\$ 311	8
North-Central	\$ 95,814,890	46	\$ 2,082,932	214,488	\$ 447	206
Brighton Beach	\$ 9,274,500	4	\$ 2,318,625	18,616	\$ 498	13
Coney Island	\$ 1,025,000	1	\$ 1,025,000	3,405	\$ 301	2
Gravesend	\$ 19,142,450	15	\$ 1,276,163	47,330	\$ 404	46
Marine Park	\$ 7,565,000	9	\$ 840,556	26,657	\$ 284	28
Sheepshead Bay	\$ 12,052,225	9	\$ 1,339,136	29,426	\$ 410	28
South	\$ 49,059,175	38	\$ 1,291,031	125,434	\$ 391	117
Bath Beach	\$ 10,695,000	6	\$ 1,782,500	23,005	\$ 465	23
Bay Ridge	\$ 18,147,500	10	\$ 1,814,750	44,283	\$ 410	46
Bensonhurst	\$ 13,102,000	8	\$ 1,637,750	24,015	\$ 546	24
Dyker Heights	\$ 11,320,000	3	\$ 3,773,333	25,602	\$ 442	16
Fort Hamilton	\$ 2,820,000	2	\$ 1,410,000	7,258	\$ 389	9
Greenwood Heights	\$ 10,100,000	2	\$ 5,050,000	21,700	\$ 465	29
Sunset Park	\$ 10,800,000	6	\$ 1,800,000	27,988	\$ 386	34
Windsor Terrace	\$ 7,250,000	3	\$ 2,416,667	12,173	\$ 596	12
West	\$ 84,234,500	40	\$ 2,105,863	186,024	\$ 453	193

Neighborhood	Dollar Volume	Transactions	Avg. Price	Total SF	Avg P/SF	Total units
Brooklyn Wide	\$ 712,144,287	271	\$ 2,627,839	1,384,334	\$ 514	1,395

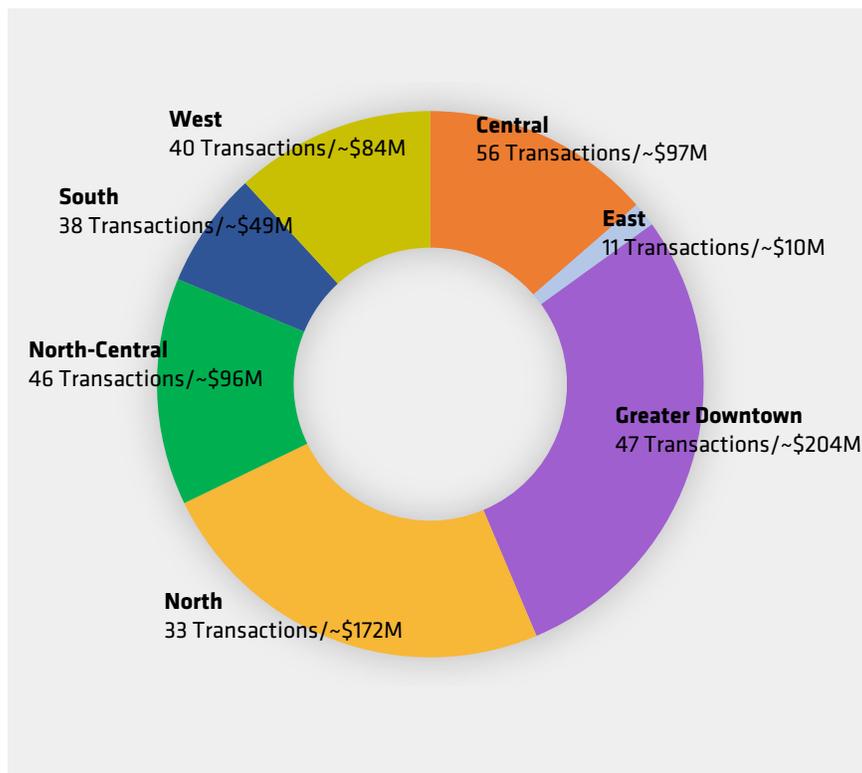
Mixed-Use



Price per SF

The average price per SF of mixed-use buildings in 2020 in Brooklyn was **\$514**, up 8% from 2019's average of \$475.

The Greater Downtown Brooklyn region achieved the highest average price per SF at **\$736**.



Transaction and Dollar Volume

In 2020, there was a total of **271** mixed-use transactions in Brooklyn, for a total consideration of **\$712M**. In 2019, there was a total of 334 transactions totaling approximately \$878M.

The Central Brooklyn region had the highest number of mixed-use transactions with **56**. The Greater Downtown Brooklyn region had the highest dollar volume totaling approximately **\$204M**.

Retail Building Transactions



Daniel Lebor
Partner

“While retail was one of the hardest hit sectors nationally, Brooklyn's retail asset sales showed only a 2% drop in average price per SF. Some of the largest transactions in Brooklyn in 2020 were retail-focused, including Urban Edge's purchase of the Kingswood Center in Midwood for \$164,800,000.”

In the retail category, we have verified

85

transactions totaling approximately

1M SF

The total dollar volume was approximately

\$597M

a 12% decrease from 2019.

The average retail transaction was approximately

\$7M



The largest retail transaction in 2020 was Kingswood Center & Kingswood Crossing, located at 1630 E 15th Street and 1715 E 13th Street, respectively. The Midwood properties are approx. 344,000 SF combined. Urban Edge Properties paid Infinity Real Estate and Nightingale Properties \$164,800,000 for the properties.

With a total of

25

transactions each, the Central Brooklyn and South Brooklyn regions tied for most recorded transactions in 2020.

The highest dollar volume was recorded in the Central Brooklyn region at

\$237M

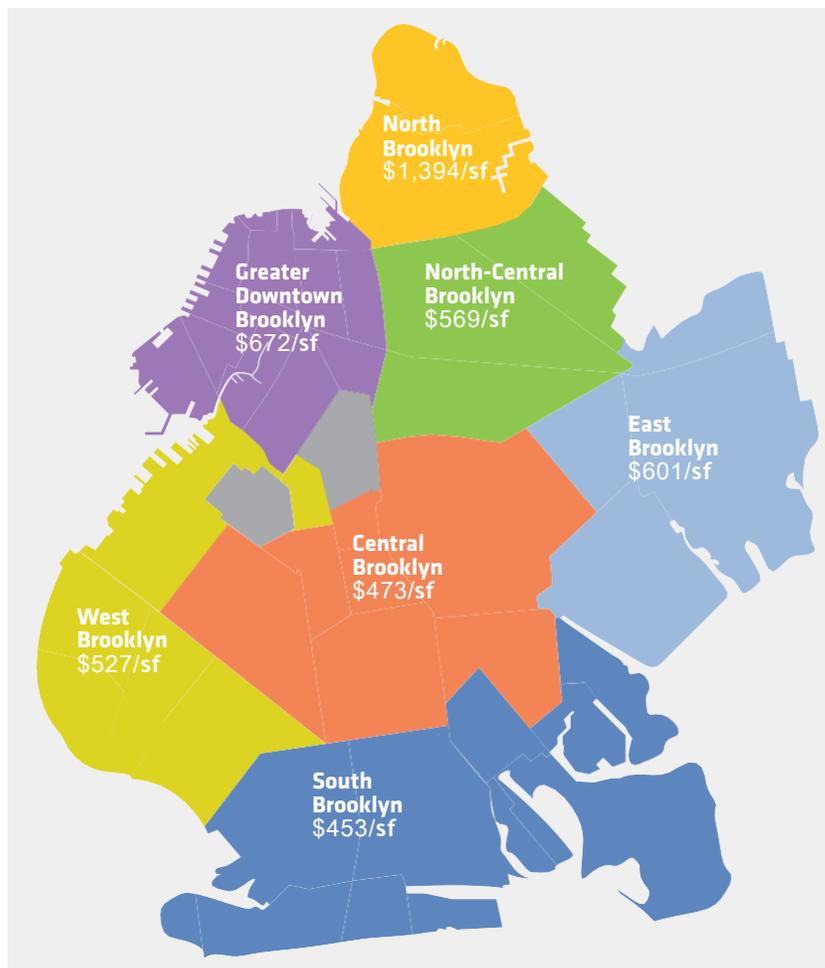
This study shows Brooklyn commercial retail building transactions for 2020, broken down into region and neighborhood. Considered data points include total dollar volume, total number of transactions, average sale price, total square footage sold and average price per SF.

Retail

Neighborhood	Dollar Volume	Transactions	Avg. Price	Total SF	Avg P/SF
Borough Park	\$ 44,130,000	10	\$ 4,413,000	77,298	\$ 571
East Flatbush	\$ 10,455,000	4	\$ 2,613,750	39,774	\$ 263
Flatbush	\$ 1,050,000	1	\$ 1,050,000	3,700	\$ 284
Flatlands	\$ 2,000,000	1	\$ 2,000,000	5,284	\$ 379
Kensington	\$ 4,225,000	2	\$ 2,112,500	7,441	\$ 568
Lefferts Gardens	\$ 4,300,000	1	\$ 4,300,000	6,240	\$ 689
Midwood	\$ 171,135,500	6	\$ 28,522,583	361,543	\$ 473
Central	\$ 237,295,500	25	\$ 9,491,820	501,280	\$ 473
Brownsville	\$ 315,000	1	\$ 315,000	2,000	\$ 158
Canarsie	\$ 7,382,500	3	\$ 2,460,833	10,834	\$ 681
Cypress Hills	\$ 1,100,000	1	\$ 1,100,000	1,800	\$ 611
East	\$ 8,797,500	5	\$ 1,759,500	14,634	\$ 601
Brooklyn Heights	\$ 4,000,000	1	\$ 4,000,000	6,375	\$ 627
Cobble Hill	\$ 5,550,300	1	\$ 5,550,300	8,637	\$ 643
Downtown	\$ 6,680,125	2	\$ 3,340,063	9,706	\$ 688
Fort Greene	\$ 3,707,000	2	\$ 1,853,500	4,528	\$ 819
Park Slope	\$ 3,750,000	1	\$ 3,750,000	6,366	\$ 589
Prospect Heights	\$ 1,350,000	1	\$ 1,350,000	1,643	\$ 822
Greater Downtown	\$ 25,037,425	8	\$ 3,129,678	37,255	\$ 672
Williamsburg	\$ 145,000,000	1	\$ 145,000,000	104,010	\$ 1,394
North	\$ 145,000,000	1	\$ 145,000,000	104,010	\$ 1,394
Bedford Stuyvesant	\$ 4,740,000	2	\$ 2,370,000	5,694	\$ 832
Bushwick	\$ 740,000	1	\$ 740,000	2,427	\$ 305
Crown Heights	\$ 525,000	1	\$ 525,000	1,584	\$ 331
Crown Heights South	\$ 1,100,000	1	\$ 1,100,000	2,772	\$ 397
North-Central	\$ 7,105,000	5	\$ 1,421,000	12,477	\$ 569
Brighton Beach	\$ 14,680,000	4	\$ 3,670,000	23,273	\$ 631
Coney Island	\$ 20,327,500	1	\$ 20,327,500	40,000	\$ 508
Gerritsen Beach	\$ 1,325,000	2	\$ 662,500	2,916	\$ 454
Gravesend	\$ 18,198,200	6	\$ 3,033,033	52,657	\$ 346
Marine Park	\$ 12,767,106	6	\$ 2,127,851	30,217	\$ 423
Mill Basin	\$ 6,675,000	1	\$ 6,675,000	14,879	\$ 449
Sheepshead Bay	\$ 26,050,000	5	\$ 5,210,000	56,618	\$ 460
South	\$ 100,022,806	25	\$ 4,000,912	220,560	\$ 453
Bath Beach	\$ 4,890,000	4	\$ 1,222,500	7,430	\$ 658
Bay Ridge	\$ 27,525,000	3	\$ 9,175,000	72,836	\$ 378
Bensonhurst	\$ 8,900,000	2	\$ 4,450,000	15,695	\$ 567
Dyker Heights	\$ 1,800,000	1	\$ 1,800,000	8,000	\$ 225
Fort Hamilton	\$ 15,225,000	2	\$ 7,612,500	17,500	\$ 870
Sunset Park	\$ 15,080,000	4	\$ 3,770,000	17,920	\$ 842
West	\$ 73,420,000	16	\$ 4,588,750	139,381	\$ 527

Neighborhood	Dollar Volume	Transactions	Avg. Price	Total SF	Avg P/SF
Brooklyn Wide	\$ 596,678,231	85	\$ 7,019,744	1,029,597	\$ 580

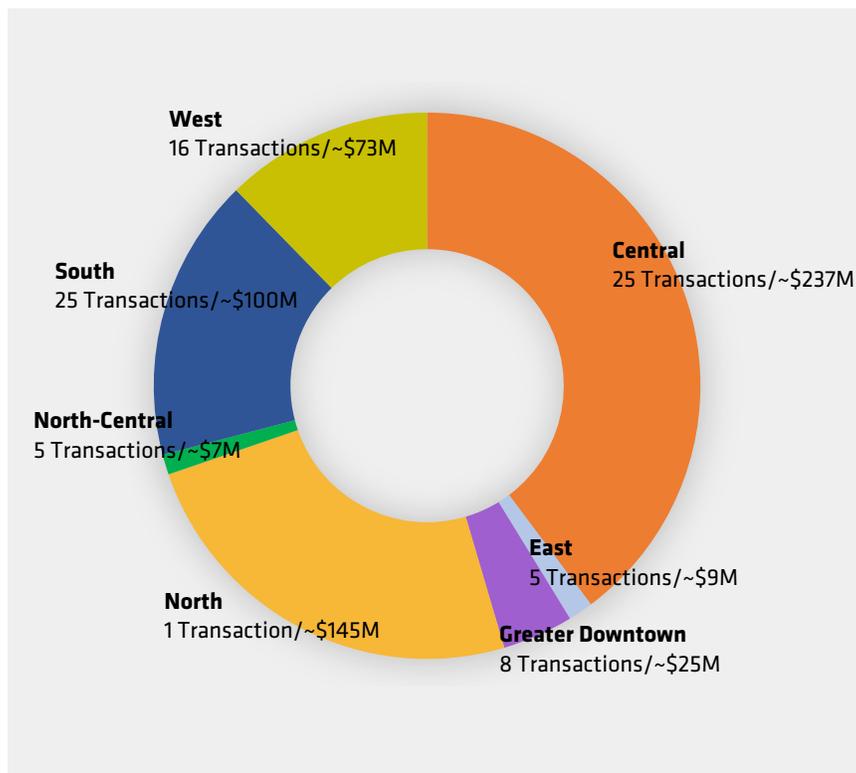
Retail



Price per SF

The average price per SF of retail buildings in 2020 in Brooklyn was **\$580**, down 2% from 2019's average of \$590.

The North Brooklyn region achieved the highest average price per SF at **\$1,394**.



Transaction and Dollar Volume

In 2020, there was a total of **85** retail transactions in Brooklyn, for a total consideration of **\$597M**. In 2019, there was a total of 93 transactions totaling approximately \$669M.

The Central Brooklyn and South Brooklyn regions tied for the highest number of retail transactions with **25** in each region. The Central Brooklyn region had the highest dollar volume totaling approximately **\$237M**.

Industrial/Office Building Transactions



Dan Marks
Partner

“While investor's appetite for industrial assets in Brooklyn remained strong in 2020, a lack of inventory caused a drop in both dollar volume and transactional volume. Sunset Park was the most active with industrial building sales in Brooklyn representing almost 40% of the dollar volume and 16% of the transaction volume in this asset class.”

In the industrial/office category, we have verified

57

transactions totaling approximately

1.7M SF

The total dollar volume was approximately

\$556M

a 72% decrease from 2019.

The average industrial/office transaction was approximately

\$9.8M

This study shows Brooklyn commercial industrial/office building transactions for 2020, broken down into region and neighborhood. Considered data points include total dollar volume, total number of transactions, average sale price, total square footage sold and average price per SF.



The largest industrial/office transaction in 2020 was the Whale Building, located at 14 53rd Street. The Sunset Park property is approx. 382,000 SF. Nightingale Group paid Madison Realty Capital (MRC) \$84,089,050 for the property, with MRC retaining a 25 percent stake.

With a total of

13

transactions, the Central Brooklyn region recorded the most transactions in 2020.

The highest dollar volume was recorded in the West Brooklyn region at

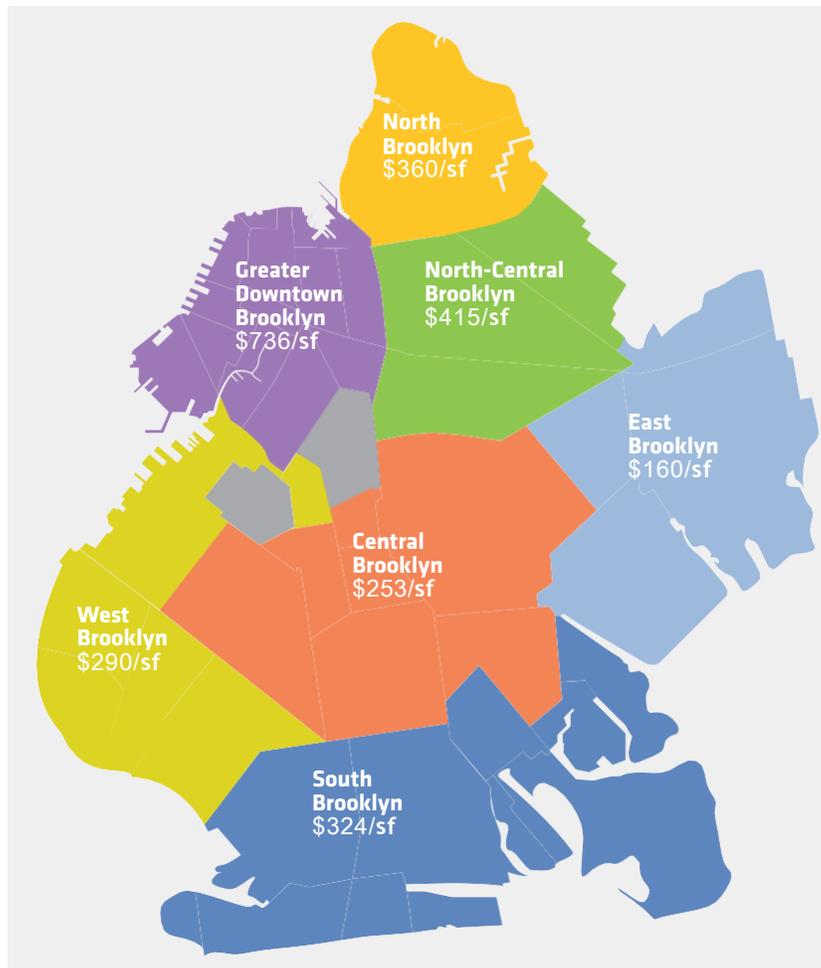
\$220M

Industrial/Office

Neighborhood	Dollar Volume	Transactions	Avg. Price	Total SF	Avg P/SF
Borough Park	\$ 36,440,000	5	\$ 7,288,000	161,360	\$ 226
East Flatbush	\$ 11,275,000	6	\$ 1,879,167	52,729	\$ 214
Kensington	\$ 3,800,000	1	\$ 3,800,000	6,000	\$ 633
Midwood	\$ 6,625,000	1	\$ 6,625,000	10,000	\$ 663
Central	\$ 58,140,000	13	\$ 4,472,308	230,089	\$ 253
Brownsville	\$ 6,825,000	2	\$ 3,412,500	30,500	\$ 224
Canarsie	\$ 7,200,000	1	\$ 7,200,000	30,600	\$ 235
Cypress Hills	\$ 1,050,000	1	\$ 1,050,000	3,391	\$ 310
East NY	\$ 14,975,000	3	\$ 4,991,667	122,868	\$ 122
East	\$ 30,050,000	7	\$ 4,292,857	187,359	\$ 160
Downtown	\$ 11,500,000	1	\$ 11,500,000	15,000	\$ 767
Gowanus	\$ 80,100,000	2	\$ 40,050,000	97,244	\$ 824
Red Hook	\$ 10,000,000	1	\$ 10,000,000	25,775	\$ 388
Greater Downtown	\$ 101,600,000	4	\$ 25,400,000	138,019	\$ 736
East Williamsburg	\$ 36,090,000	6	\$ 6,015,000	67,901	\$ 532
Greenpoint	\$ 28,900,000	6	\$ 4,816,667	112,740	\$ 256
North	\$ 64,990,000	12	\$ 5,415,833	180,641	\$ 360
Bedford Stuyvesant	\$ 5,461,963	2	\$ 2,730,981	13,152	\$ 415
Bushwick	\$ 44,000,000	1	\$ 44,000,000	105,289	\$ 418
Crown Heights	\$ 16,680,000	3	\$ 5,560,000	40,771	\$ 409
North-Central	\$ 66,141,963	6	\$ 11,023,660	159,212	\$ 415
Coney Island	\$ 5,500,000	1	\$ 5,500,000	23,600	\$ 233
Gravesend	\$ 9,500,000	3	\$ 3,166,667	22,282	\$ 426
Sheepshead Bay	\$ 450,000	1	\$ 450,000	1,789	\$ 252
South	\$ 15,450,000	5	\$ 3,090,000	47,671	\$ 324
Fort Hamilton	\$ 8,190,000	1	\$ 8,190,000	19,550	\$ 419
Sunset Park	\$ 211,605,050	9	\$ 23,511,672	738,697	\$ 286
West	\$ 219,795,050	10	\$ 21,979,505	758,247	\$ 290

Neighborhood	Dollar Volume	Transactions	Avg. Price	Total SF	Avg P/SF
Brooklyn Wide	\$ 556,167,013	57	\$ 9,757,316	1,701,238	\$ 327

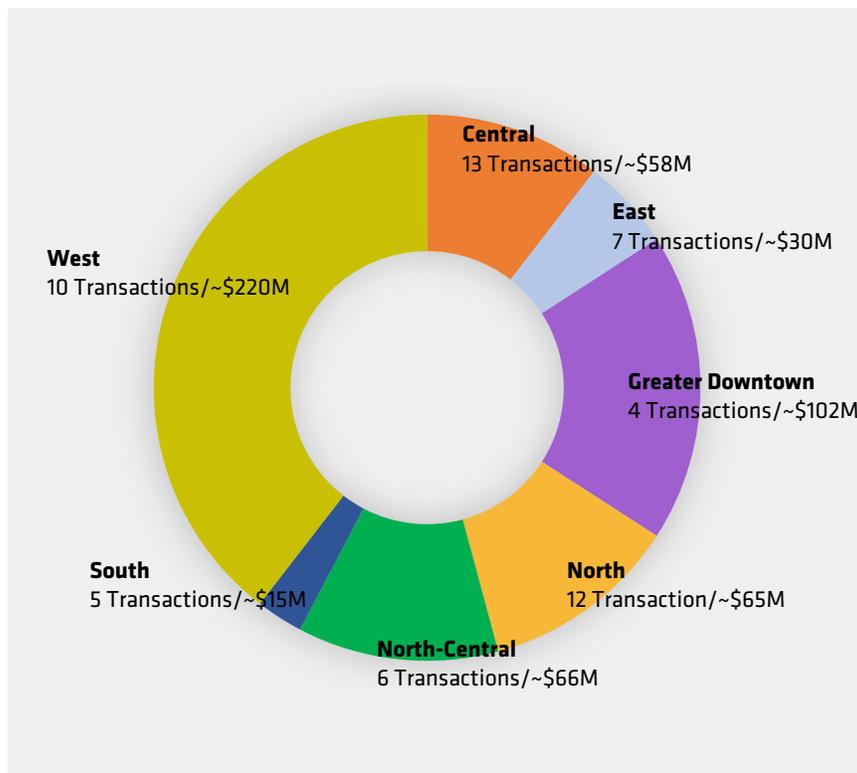
Industrial/Office



Price per SF

The average price per SF of industrial/office buildings in 2020 in Brooklyn was **\$327**, down 43% from 2019's average of \$467.

The Greater Downtown Brooklyn region achieved the highest average price per SF at **\$736**.



Transaction and Dollar Volume

In 2020, there was a total of **57** industrial/office transactions in Brooklyn, for a total consideration of **\$556M**. In 2019, there was a total of 82 transactions totaling approximately \$957M.

The Central Brooklyn region had the highest number of industrial/office transactions with **13**. The West Brooklyn region had the highest dollar volume totaling approximately **\$220M**.

Residential Development Transactions



Peter Matheos
Managing Director

“Despite a 37% decline in transactions, residential development experienced an 18% increase in dollar volume. Developers trended toward more established neighborhoods like North Brooklyn, which saw a 154% increase in dollar value. Additionally, the average transaction size rose by about 1/3 due to developer's appetite for larger projects.”

In the residential development category, we have verified

121

transactions totaling approximately

4.1M BSF

The total dollar volume was approximately

\$791M

a 18% increase from 2019.

The average residential development transaction was approximately

\$6.5M



The largest residential development transaction in 2020 was 1 Java Street. The Greenpoint property has approx. 644,678 BSF. Lendlease and Aware Super paid JZ Capital Partners and RedSky Capital \$110,825,000 for the property.

With a total of

35

transactions, the North-Central Brooklyn region recorded the most transactions in 2020.

The highest dollar volume was recorded in the North Brooklyn region at

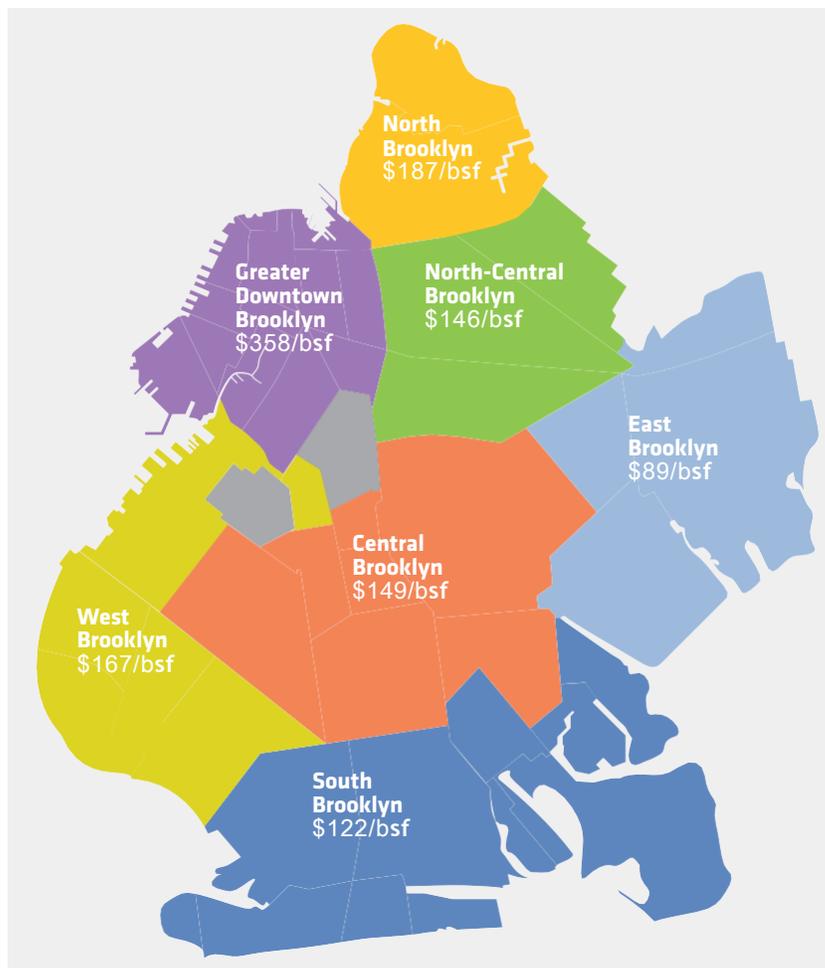
\$330M

This study shows Brooklyn residential development site transactions for 2020, broken down into region and neighborhood. Considered data points include total dollar volume, total number of transactions, average transaction price, total buildable square footage sold and average price per buildable SF.

Residential Development

Neighborhood	Dollar Volume	Transactions	Avg. Price	Total BSF	Avg P/BSF
Borough Park	\$ 13,600,000	4	\$ 3,400,000	49,702	\$ 274
East Flatbush	\$ 26,794,187	12	\$ 2,232,849	193,416	\$ 139
Flatlands	\$ 700,000	1	\$ 700,000	5,000	\$ 140
Lefferts Gardens	\$ 2,150,000	1	\$ 2,150,000	11,000	\$ 195
Midwood	\$ 7,750,000	2	\$ 3,875,000	84,050	\$ 92
Central	\$ 50,994,187	20	\$ 2,549,709	343,168	\$ 149
Brownsville	\$ 7,184,999	6	\$ 1,197,500	75,646	\$ 95
Cypress Hills	\$ 5,703,738	3	\$ 1,901,246	61,714	\$ 92
East NY	\$ 14,916,600	13	\$ 1,147,431	174,255	\$ 86
East	\$ 27,805,337	22	\$ 1,263,879	311,615	\$ 89
Clinton Hill	\$ 2,514,000	2	\$ 1,257,000	6,888	\$ 365
Columbia Waterfront	\$ 4,000,000	1	\$ 4,000,000	13,155	\$ 304
DUMBO	\$ 81,750,000	2	\$ 40,875,000	142,339	\$ 574
Fort Greene	\$ 62,978,000	3	\$ 20,992,667	240,339	\$ 262
Gowanus	\$ 1,470,000	1	\$ 1,470,000	5,000	\$ 294
Park Slope	\$ 81,583,750	3	\$ 27,194,583	239,156	\$ 341
Red Hook	\$ 3,550,000	3	\$ 1,183,333	17,639	\$ 201
Greater Downtown	\$ 237,845,750	15	\$ 15,856,383	664,515	\$ 358
East Williamsburg	\$ 1,020,000	1	\$ 1,020,000	4,521	\$ 226
Greenpoint	\$ 143,125,000	6	\$ 23,854,167	731,538	\$ 196
Williamsburg	\$ 186,307,954	8	\$ 23,288,494	1,027,937	\$ 181
North	\$ 330,452,954	15	\$ 22,030,197	1,763,995	\$ 187
Bedford Stuyvesant	\$ 20,508,104	11	\$ 1,864,373	106,358	\$ 193
Bushwick	\$ 39,895,000	12	\$ 3,324,583	212,092	\$ 188
Crown Heights	\$ 24,591,956	5	\$ 4,918,391	131,836	\$ 187
Crown Heights South	\$ 2,053,390	2	\$ 1,026,695	10,825	\$ 190
Ocean Hill	\$ 14,398,001	5	\$ 2,879,600	231,882	\$ 62
North-Central	\$ 101,446,452	35	\$ 2,898,470	692,993	\$ 146
Brighton Beach	\$ 3,300,000	1	\$ 3,300,000	32,298	\$ 102
Sheepshead Bay	\$ 19,068,999	3	\$ 6,356,333	150,701	\$ 127
South	\$ 22,368,999	4	\$ 5,592,250	182,999	\$ 122
Bay Ridge	\$ 300,000	1	\$ 300,000	1,981	\$ 151
Fort Hamilton	\$ 910,000	1	\$ 910,000	5,108	\$ 178
Greenwood Heights	\$ 5,425,399	4	\$ 1,356,350	21,819	\$ 249
Sunset Park	\$ 1,000,000	1	\$ 1,000,000	6,000	\$ 167
Windsor Terrace	\$ 12,755,000	3	\$ 4,251,667	87,190	\$ 146
West	\$ 20,390,399	10	\$ 2,039,040	122,098	\$ 167
Neighborhood	Dollar Volume	Transactions	Avg. Price	Total BSF	Avg P/BSF
Brooklyn Wide	\$ 791,304,077	121	\$ 6,539,703	4,081,383	\$ 194

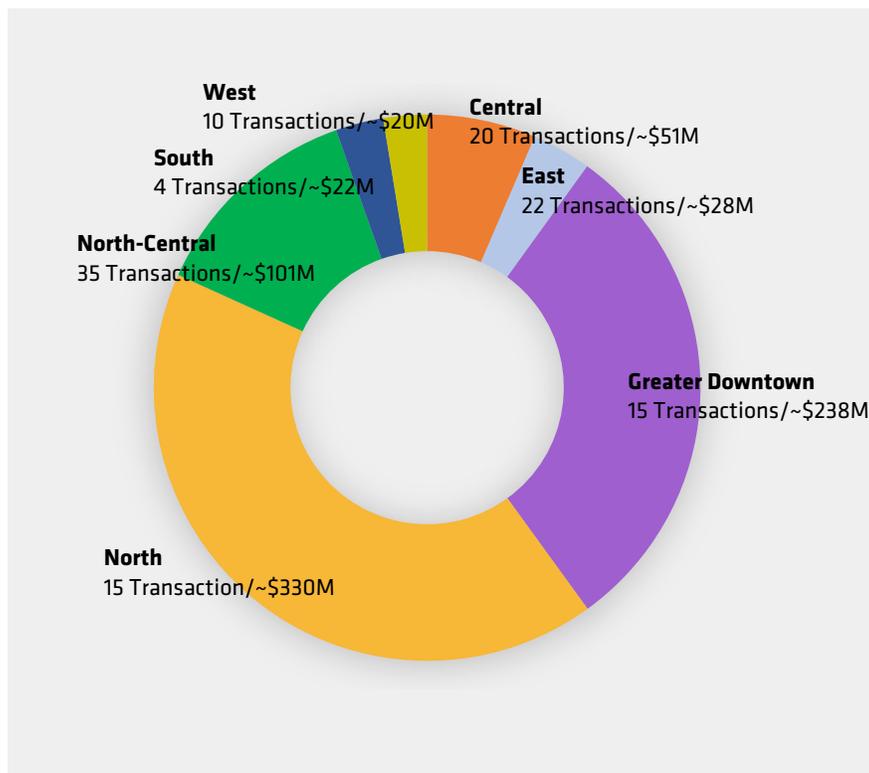
Residential Development



Price per Buildable SF

The average price per buildable SF of residential development sites in 2020 in Brooklyn was **\$194**, down 7% from 2019's average of \$207.

The Greater Downtown Brooklyn region achieved the highest average price per buildable SF at **\$358**.



Transaction and Dollar Volume

In 2020, there was a total of **121** residential development transactions in Brooklyn, for a total consideration of **\$791M**. In 2019, there was a total of 166 transactions totaling approximately \$650M.

The North-Central Brooklyn region had the highest number of residential development transactions with **35**. The North Brooklyn region had the highest dollar volume totaling approximately **\$330M**.



Report Methodology

TerraCRG's 2020 Brooklyn Market Report includes commercial property transactions recorded on January 1st, 2020 through December 31st, 2020. Asset types analyzed in the report include Multifamily, Mixed-Use, Retail, Residential Development, Office and Industrial transactions. Recorded transaction sources include NYC.gov and rolling transactions data in conjunction with transactions data from PropertyShark, most of which have been fact-checked by our TerraCRG team. Transactions under \$200,000 have been omitted from the report.

Property types include commercial properties only. Multifamily transactions include NYC Class C & D buildings five units and up. Mixed-Use transactions include NYC Class S, C7 and K4 buildings. Retail transactions include NYC Class K buildings and select commercial condo classes (R5, R7, R8, RK). Development transactions include NYC Class V, Z, G6 & G7 properties. Only Brooklyn residential land transactions have been included. Office & Industrial transactions include NYC Class O, E, F, G & L buildings; accounting for only commercially-zoned

buildings (M or C). The Special Assets/Other category includes industrial land and buildings plus land transactions, commercially-zoned residential land, hotel buildings, churches and all other special use type transactions.

If neighborhoods are not included in the individual product type transactions breakdown, there were no recorded transactions that fit our study criteria in that neighborhood.

TerraCRG

TerraCRG is the only commercial real estate brokerage firm focused exclusively on the Brooklyn market. Since its inception in 2008, TerraCRG has been at the center of the transformation of Brooklyn, becoming a true market leader throughout the process. The firm, now 30 people strong and growing, has handled over two billion dollars worth of transactions in Brooklyn.

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



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