

Only Brooklyn.®

The Brooklyn Market Report 2020

January 2021



TERRACRG
COMMERCIAL REALTY GROUP

Table of Contents

Summary
&
Ten-Year
Overview
3

2020 Overview
4-5

Asset Reports
6-20

Methodology
21

Contact Info
22

3 *Brooklyn* SUMMARY OVERVIEW

Multifamily Building Transactions

6



Mixed-Use Building Transactions

9



Retail Building Transactions

12



Industrial/Office Building Transactions

15



Residential Development Site Transactions

18



Summary

Dollar and Transaction Volume by Asset Class and Region

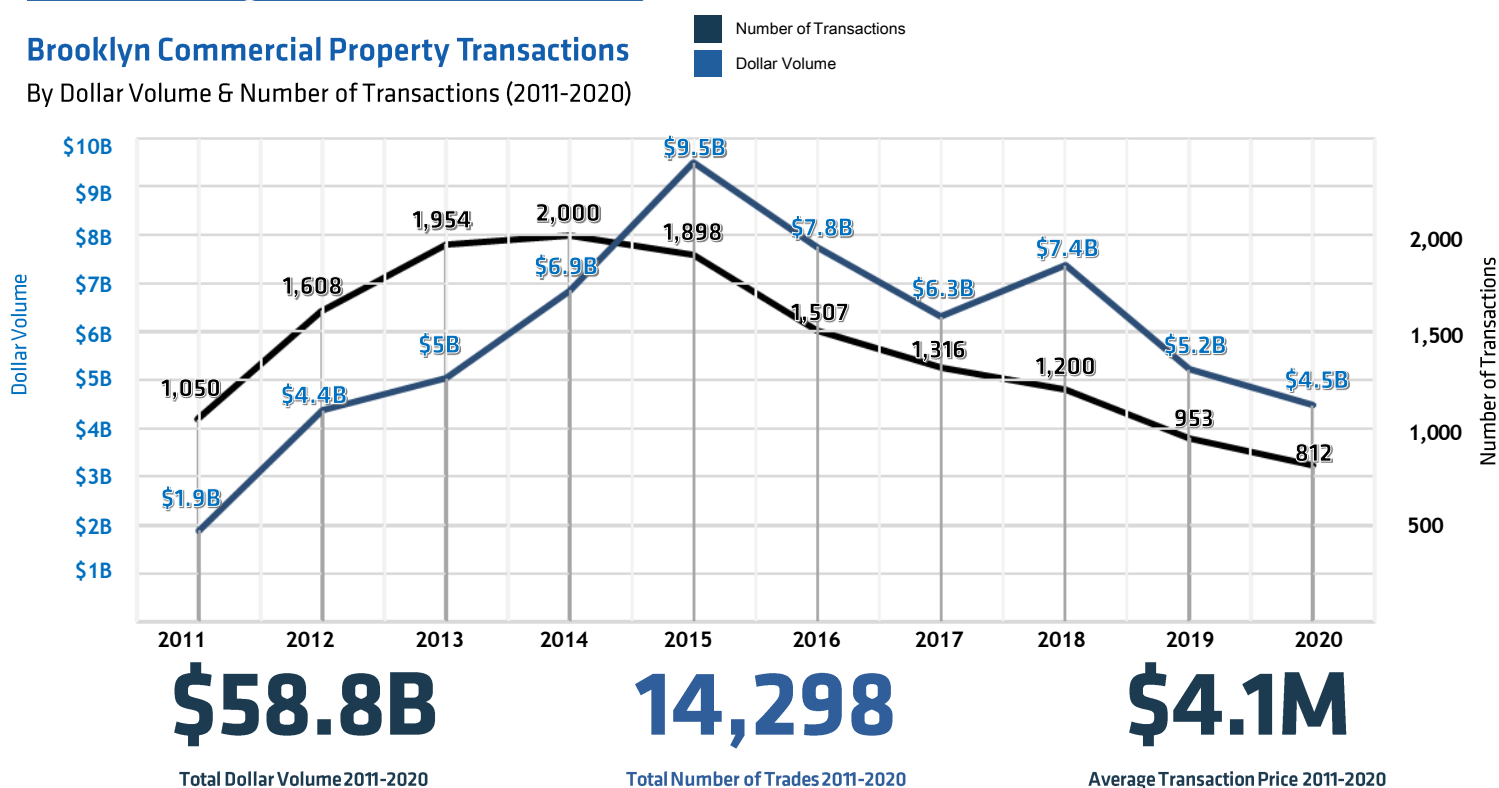
TerraCRG analyzed Brooklyn commercial transactions categorized into seven regions, color-coded throughout the report.

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	\$ 105,014,641	60	\$ 241,375,500	28	\$ 73,765,000	15	\$ 51,744,187	21	\$ 111,043,800	16	\$ 768,005,107	162
East Brooklyn	\$ 5,900,000	5	\$ 10,297,500	11	\$ 9,152,500	6	\$ 30,050,000	7	\$ 27,805,337	22	\$ 64,001,648	5	\$ 147,206,984	56
Greater Downtown Brooklyn	\$ 248,593,777	39	\$ 206,356,000	48	\$ 25,037,425	8	\$ 105,400,000	5	\$ 260,345,750	17	\$ 110,868,803	8	\$ 956,601,756	125
North Brooklyn	\$ 281,890,000	21	\$ 172,197,581	33	\$ 177,000,000	2	\$ 105,990,000	14	\$ 330,452,954	15	\$ 83,978,700	7	\$ 1,151,509,235	92
North-Central Brooklyn	\$ 232,657,661	58	\$ 95,814,890	46	\$ 9,455,000	6	\$ 66,141,963	6	\$ 101,446,452	35	\$ 79,192,822	14	\$ 584,708,787	165
South Brooklyn	\$ 36,876,123	10	\$ 49,059,175	38	\$ 100,022,806	25	\$ 15,450,000	5	\$ 22,368,999	4	\$ 99,919,631	11	\$ 323,696,734	93
West Brooklyn	\$ 110,769,825	29	\$ 89,544,500	42	\$ 98,070,000	19	\$ 227,295,050	11	\$ 25,290,399	11	\$ 54,988,000	7	\$ 605,957,774	119
2020 Volume	\$ 1,101,749,366	184	\$ 728,284,287	278	\$ 660,113,231	94	\$ 624,092,013	63	\$ 819,454,077	125	\$ 603,993,404	68	\$ 4,537,686,377	812
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
Y/Y Percent Change	-3%	-7%	-21%	-20%	-1%	1%	-53%	-30%	21%	-33%	-54%	-19%	-15%	-17%

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.

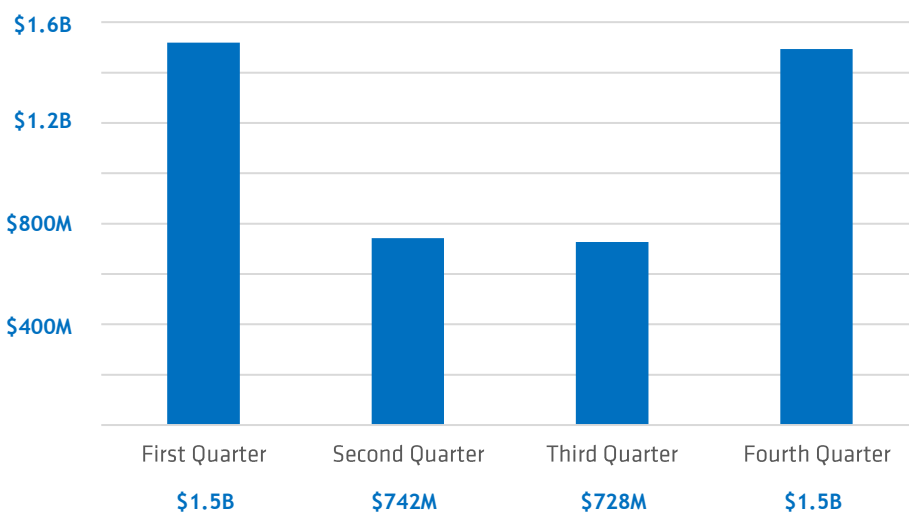
In total, over \$4.5 billion dollars of commercial assets exchanged hands, with the Brooklyn investment sales market showing resiliency with a dollar volume and transactional volume decrease of just 15% and 17%, respectively.

While activity across nearly all asset classes was down, residential development experienced a 21% increase in dollar volume to \$819 million. Geographically speaking, as in 2019, North Brooklyn had the highest dollar volume at just over \$1.1 billion, accounting for 25% of the year's overall total volume.

The last quarter of the year experienced a rebound in activity with over \$1.5 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 34% 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

184

transactions with a total of

3,761

units totaling approximately

3.4M SF

The total dollar volume was approximately

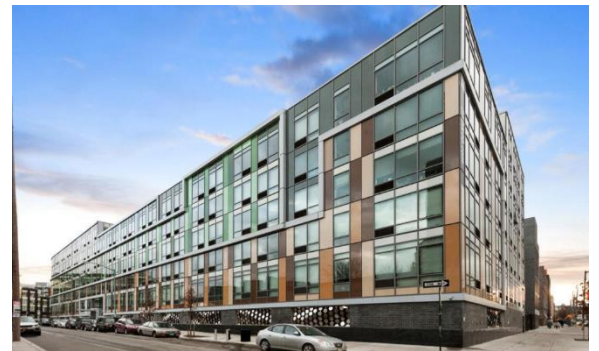
\$1.1B

an 3% decrease from 2019.

The average multifamily transaction was approximately

\$6M

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

58

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

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

\$282M

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	\$ 43,226,427	7	\$ 6,175,204	69,453	\$ 622	100	\$ 432,264
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	\$ 64,002,350	15	\$ 4,266,823	127,382	\$ 502	167	\$ 383,248
Prospect Heights	\$ 15,540,000	3	\$ 5,180,000	35,819	\$ 434	52	\$ 298,846
Greater Downtown	\$ 248,593,777	39	\$ 6,374,199	445,879	\$ 558	574	\$ 433,090
East Williamsburg	\$ 23,220,000	4	\$ 5,805,000	45,925	\$ 506	50	\$ 464,400
Greenpoint	\$ 14,280,000	8	\$ 1,785,000	39,025	\$ 366	49	\$ 291,429
Williamsburg	\$ 244,390,000	9	\$ 27,154,444	343,283	\$ 712	377	\$ 648,249
North	\$ 281,890,000	21	\$ 13,423,333	428,233	\$ 658	476	\$ 592,206
Bedford Stuyvesant	\$ 118,220,798	18	\$ 6,567,822	416,536	\$ 284	431	\$ 274,294
Bushwick	\$ 67,321,000	22	\$ 3,060,045	137,438	\$ 490	178	\$ 378,208
Crown Heights	\$ 38,530,863	11	\$ 3,502,806	159,420	\$ 242	171	\$ 225,327
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	\$ 232,657,661	58	\$ 4,011,339	748,993	\$ 311	823	\$ 282,695
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	\$ 23,250,000	3	\$ 7,750,000	126,560	\$ 184	141	\$ 164,894
Bay Ridge	\$ 22,510,000	3	\$ 7,503,333	94,420	\$ 238	93	\$ 242,043
Bensonhurst	\$ 17,081,825	7	\$ 2,440,261	114,288	\$ 149	119	\$ 143,545
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	\$ 110,769,825	29	\$ 3,819,649	506,452	\$ 219	556	\$ 199,226

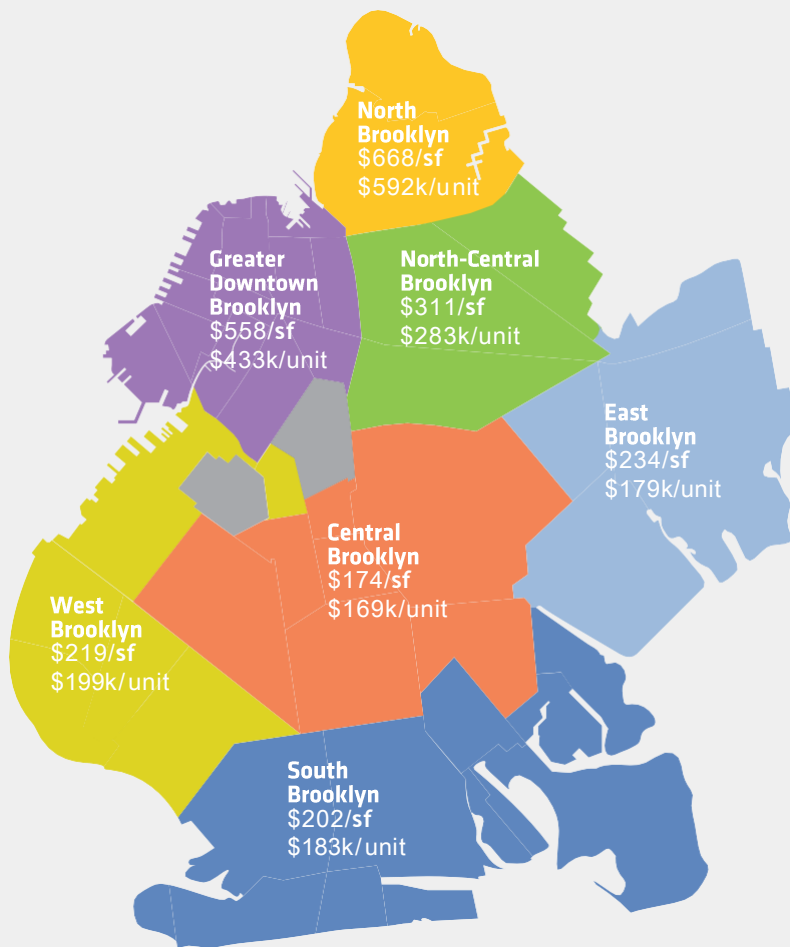
Neighborhood	Dollar Volume	Transactions	Avg. Price	Total SF	Avg P/SF	Total Units	Avg P/Unit
Grand Total	\$ 1,101,749,366	184	\$ 5,987,768	3,397,029	\$ 324	3,761	\$ 292,941

MULTIFAMILY

Price per SF and Price per Unit

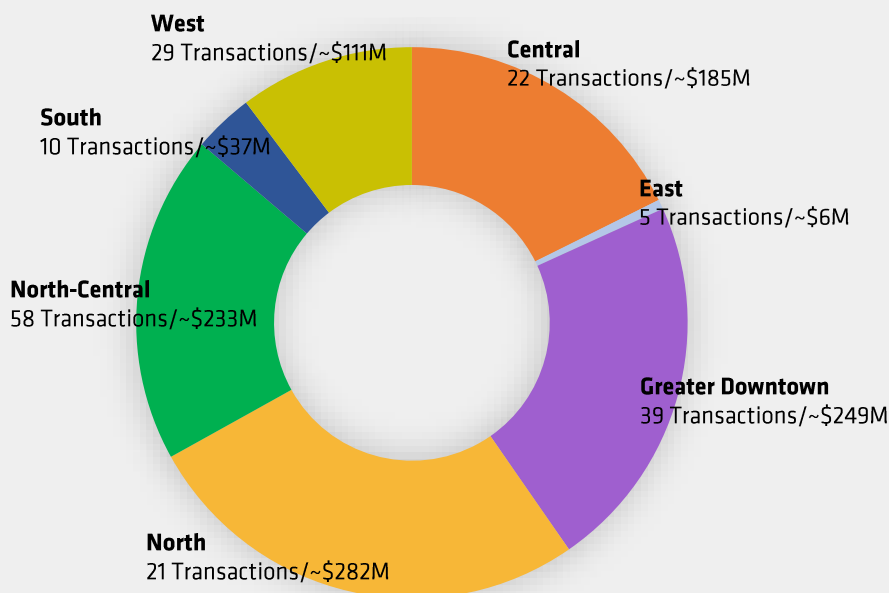
The average price per SF of multifamily buildings in 2020 in Brooklyn was \$324, down 13% from 2019's average of \$367. The average price per unit was approximately \$293K, down 16% from approximately \$338K in 2019.

The North Brooklyn region achieved the highest average price per SF at \$668.



Transaction and Dollar Volume

In 2020, there was a total of 184 multifamily transactions in Brooklyn, representing 3,761 units for a total consideration of \$1.1B. 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 58. The North Brooklyn region had the highest dollar volume totaling approximately \$282M.

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 (-21% and -20%, respectively), price per square foot was up from \$475 to \$503.”

In the mixed-use category, we have verified

278

transactions totaling approximately

1.45M SF

The total dollar volume was approximately

\$728M

a 21% 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

60

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

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

\$206M

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	\$ 40,415,000	22	\$ 1,837,045	98,050	\$ 412	71
East Flatbush	\$ 29,250,391	17	\$ 1,720,611	98,093	\$ 298	105
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	\$ 14,998,250	6	\$ 2,499,708	51,930	\$ 289	69
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	\$ 105,014,641	60	\$ 1,750,244	304,385	\$ 345	290
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	\$ 43,767,420	11	\$ 3,978,856	72,098	\$ 607	87
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	\$ 206,356,000	48	\$ 4,299,083	283,856	\$ 727	320
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	\$ 13,430,000	4	\$ 3,357,500	29,612	\$ 454	20
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	\$ 14,000,000	7	\$ 2,000,000	39,188	\$ 357	36
Windsor Terrace	\$ 7,250,000	3	\$ 2,416,667	12,173	\$ 596	12
West	\$ 89,544,500	42	\$ 2,132,012	201,234	\$ 445	199

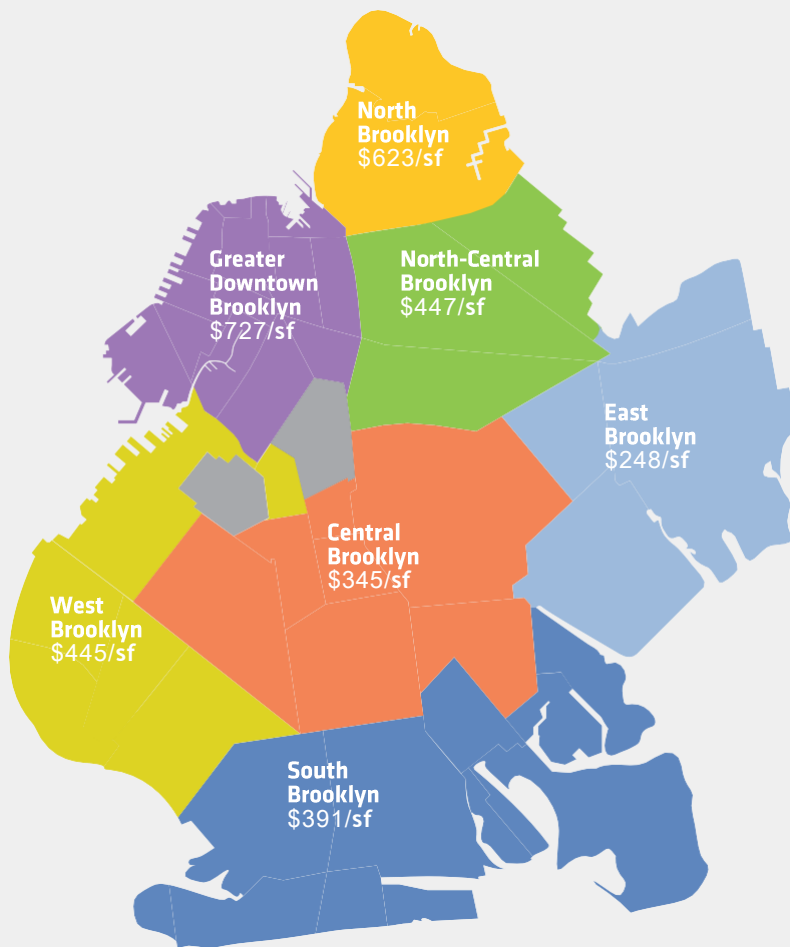
Neighborhood	Dollar Volume	Transactions	Avg. Price	Total SF	Avg P/SF	Total Units
Grand Total	\$ 728,284,287	278	\$ 2,619,728	1,447,175	\$ 503	1,466

MIXED-USE

Price per SF

The average price per SF of mixed-use buildings in 2020 in Brooklyn was \$503, up 6% from 2019's average of \$475.

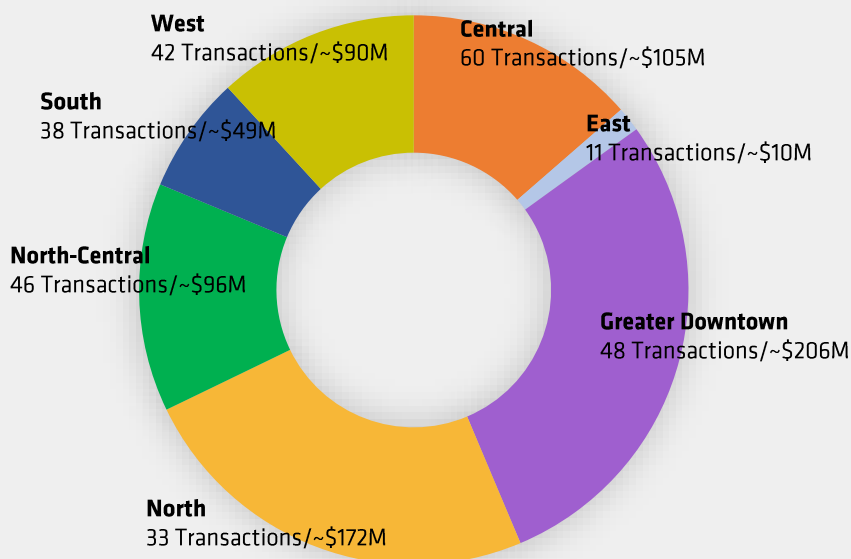
The Greater Downtown Brooklyn region achieved the highest average price per SF at \$727.



Transaction and Dollar Volume

In 2020, there was a total of 278 mixed-use transactions in Brooklyn, for a total consideration of \$728M. 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 60. The Greater Downtown Brooklyn region had the highest dollar volume totaling approximately \$206M.



Retail Building Transactions



Daniel Lebor
Partner

“While retail was one of the hardest hit sectors nationally, Brooklyn's retail asset sales showed only a 3% 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

94

transactions totaling approximately

1.15M SF

The total dollar volume was approximately

\$660M

a 6% 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

28

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

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

\$241M

This study shows Brooklyn commercial retail building transactions for 2020, broken down into region and neighborhood. Considered datapoints 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	\$ 11,315,000	5	\$ 2,263,000	42,472	\$ 266
Flatbush	\$ 1,050,000	1	\$ 1,050,000	3,700	\$ 284
Flatlands	\$ 4,500,000	2	\$ 2,250,000	10,434	\$ 431
Kensington	\$ 4,225,000	2	\$ 2,112,500	7,441	\$ 568
Lefferts Gardens	\$ 4,300,000	1	\$ 4,300,000	6,240	\$ 689
Midwood	\$ 171,855,500	7	\$ 24,550,786	363,379	\$ 473
Central	\$ 241,375,500	28	\$ 8,620,554	510,964	\$ 472
Brownsville	\$ 670,000	2	\$ 335,000	3,500	\$ 191
Canarsie	\$ 7,382,500	3	\$ 2,460,833	10,834	\$ 681
Cypress Hills	\$ 1,100,000	1	\$ 1,100,000	1,800	\$ 611
East	\$ 9,152,500	6	\$ 1,525,417	16,134	\$ 567
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	\$ 177,000,000	2	\$ 88,500,000	156,243	\$ 1,133
North	\$ 177,000,000	2	\$ 88,500,000	156,243	\$ 1,133
Bedford Stuyvesant	\$ 4,740,000	2	\$ 2,370,000	5,694	\$ 832
Bushwick	\$ 3,090,000	2	\$ 1,545,000	4,827	\$ 640
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	\$ 9,455,000	6	\$ 1,575,833	14,877	\$ 636
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	\$ 24,050,000	3	\$ 8,016,667	34,908	\$ 689
Dyker Heights	\$ 9,400,000	2	\$ 4,700,000	33,872	\$ 278
Fort Hamilton	\$ 17,125,000	3	\$ 5,708,333	26,500	\$ 646
Sunset Park	\$ 15,080,000	4	\$ 3,770,000	17,920	\$ 842
West	\$ 98,070,000	19	\$ 5,161,579	193,466	\$ 507

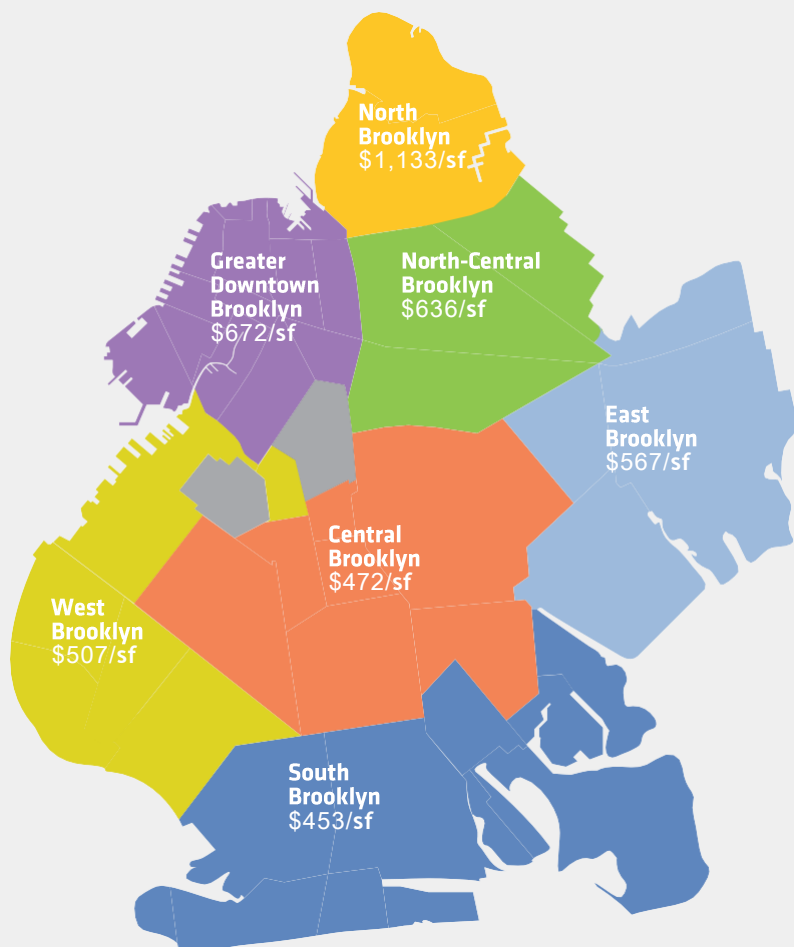
Neighborhood	Dollar Volume	Transactions	Avg. Price	Total SF	Avg P/SF
Grand Total	\$ 660,113,231	94	\$ 7,022,481	1,149,499	\$ 574

RETAIL

Price per SF

The average price per SF of retail buildings in 2020 in Brooklyn was **\$574**, down 3% from 2019's average of \$590.

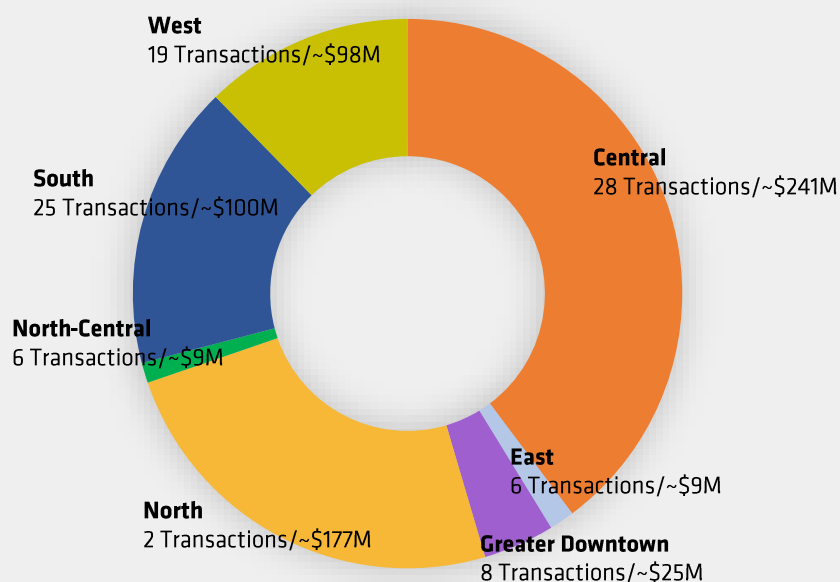
The North Brooklyn region achieved the highest average price per SF at **\$1,133**.



Transaction and Dollar Volume

In 2020, there was a total of **94** retail transactions in Brooklyn, for a total consideration of **\$660M**. In 2019, there was a total of 93 transactions totaling approximately \$669M.

The Central Brooklyn region had the highest number of retail transactions with **28**. The Central Brooklyn region also had the highest dollar volume totaling approximately **\$241M**.



Industrial/Office Building Transactions



Dan Marks
Partner

“While investors’ 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 35% of the dollar volume and 16% of the transaction volume in this asset class.”

In the industrial/office category, we have verified

63

transactions totaling approximately

1.8M SF

The total dollar volume was approximately

\$624M

a 53% decrease from 2019.

The average industrial/office transaction was approximately

\$9.9M

This study shows Brooklyn commercial industrial/office building transactions for 2020, broken down into region and neighborhood. Considered datapoints 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

15

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

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

\$227M

INDUSTRIAL/OFFICE

Neighborhood	Dollar Volume	Transactions	Avg. Price	Total SF	Avg P/SF
Borough Park	\$ 49,690,000	6	\$ 8,281,667	201,110	\$ 247
East Flatbush	\$ 13,650,000	7	\$ 1,950,000	61,729	\$ 221
Kensington	\$ 3,800,000	1	\$ 3,800,000	6,000	\$ 633
Midwood	\$ 6,625,000	1	\$ 6,625,000	10,000	\$ 663
Central	\$ 73,765,000	15	\$ 4,917,667	278,839	\$ 265
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	\$ 13,800,000	2	\$ 6,900,000	34,575	\$ 399
Greater Downtown	\$ 105,400,000	5	\$ 21,080,000	146,819	\$ 718
East Williamsburg	\$ 77,090,000	8	\$ 9,636,250	132,561	\$ 582
Greenpoint	\$ 28,900,000	6	\$ 4,816,667	112,740	\$ 256
North	\$ 105,990,000	14	\$ 7,570,714	245,301	\$ 432
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	\$ 219,105,050	10	\$ 21,910,505	763,897	\$ 287
West	\$ 227,295,050	11	\$ 20,663,186	783,447	\$ 290

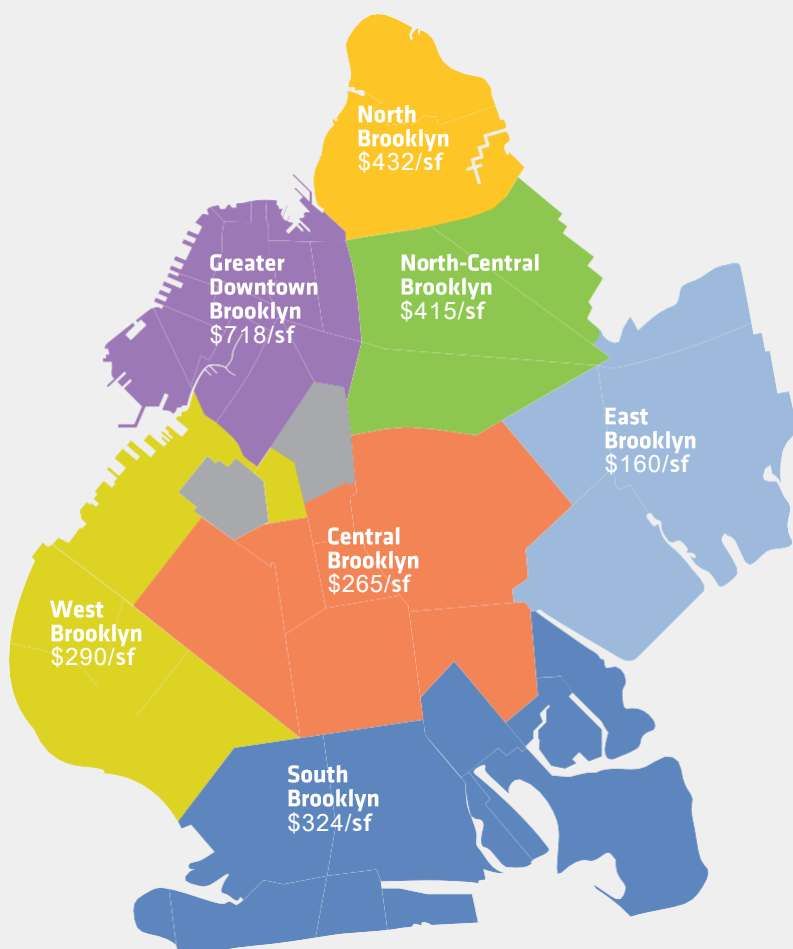
Neighborhood	Dollar Volume	Transactions	Avg. Price	Total SF	Avg P/SF
Grand Total	\$ 624,092,013	63	\$ 9,906,222	1,848,648	\$ 338

INDUSTRIAL/OFFICE

Price per SF

The average price per SF of industrial/office buildings in 2020 in Brooklyn was \$338, down 38% from 2019's average of \$467.

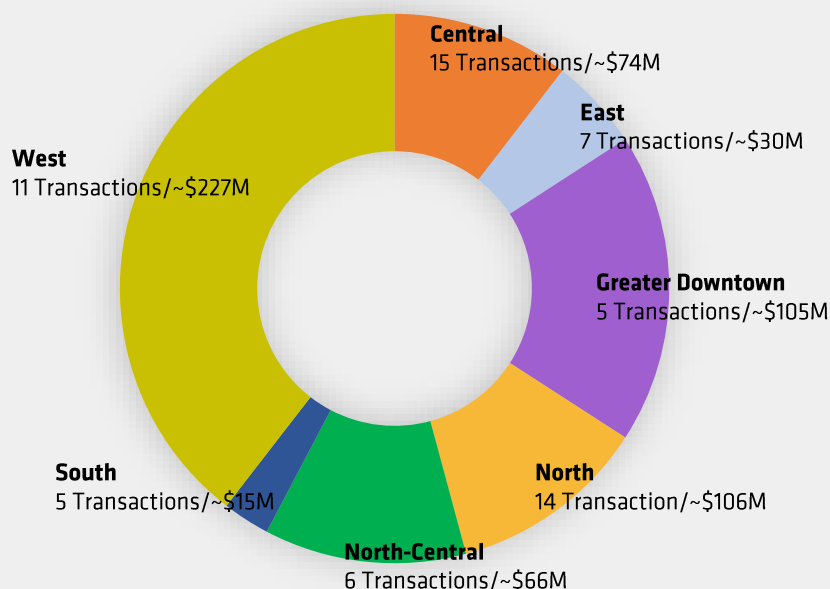
The Greater Downtown Brooklyn region achieved the highest average price per SF at \$718.



Transaction and Dollar Volume

In 2020, there was a total of 63 industrial/office transactions in Brooklyn, for a total consideration of \$624M. 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 15. The West Brooklyn region had the highest dollar volume totaling approximately \$227M.



Residential Development Transactions



Peter Matheos
Managing Director

“Despite a 33% decline in transactions, residential development experienced a 21% 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 developers’ appetite for larger projects.”

In the residential development category, we have verified

125

transactions totaling approximately

4.2M BSF

The total dollar volume was approximately

\$819M

a 21% increase from 2019.

The average residential development transaction was approximately

\$6.55M



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 datapoints 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	\$ 27,544,187	13	\$ 2,118,784	199,576	\$ 138
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	\$ 51,744,187	21	\$ 2,464,009	349,328	\$ 148
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
Downtown	\$ 12,500,000	1	\$ 12,500,000	29,522	\$ 423
DUMBO	\$ 81,750,000	2	\$ 40,875,000	142,339	\$ 574
Fort Greene	\$ 72,978,000	4	\$ 18,244,500	281,549	\$ 259
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	\$ 260,345,750	17	\$ 15,314,456	735,247	\$ 354
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
Bath Beach	\$ 4,900,000	1	\$ 4,900,000	11,519	\$ 425
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	\$ 25,290,399	11	\$ 2,299,127	133,616	\$ 189

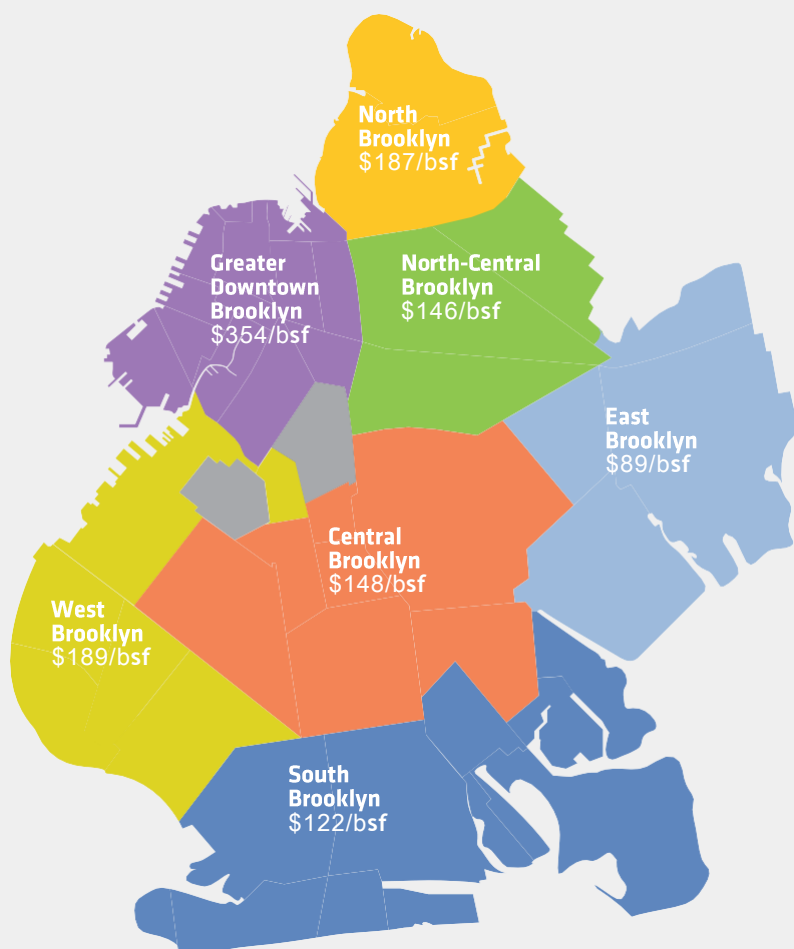
Neighborhood	Dollar Volume	Transactions	Avg. Price	Total BSF	Avg P/BSF
Grand Total	\$ 819,454,077	125	\$ 6,555,633	4,169,794	\$ 197

RESIDENTIAL DEVELOPMENT

Price per Buildable SF

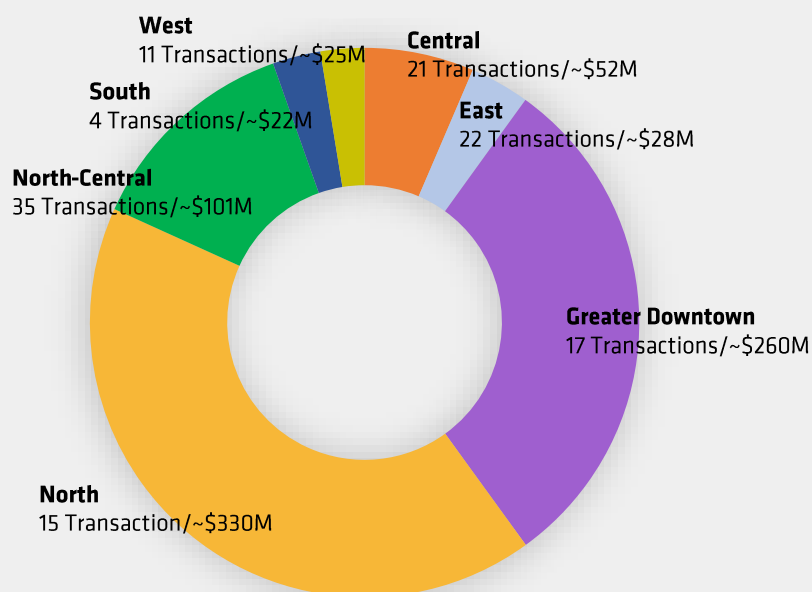
The average price per buildable SF of residential development sites in 2020 in Brooklyn was **\$197**, down 5% from 2019's average of \$207.

The Greater Downtown Brooklyn region achieved the highest average price per buildable SF at \$354.

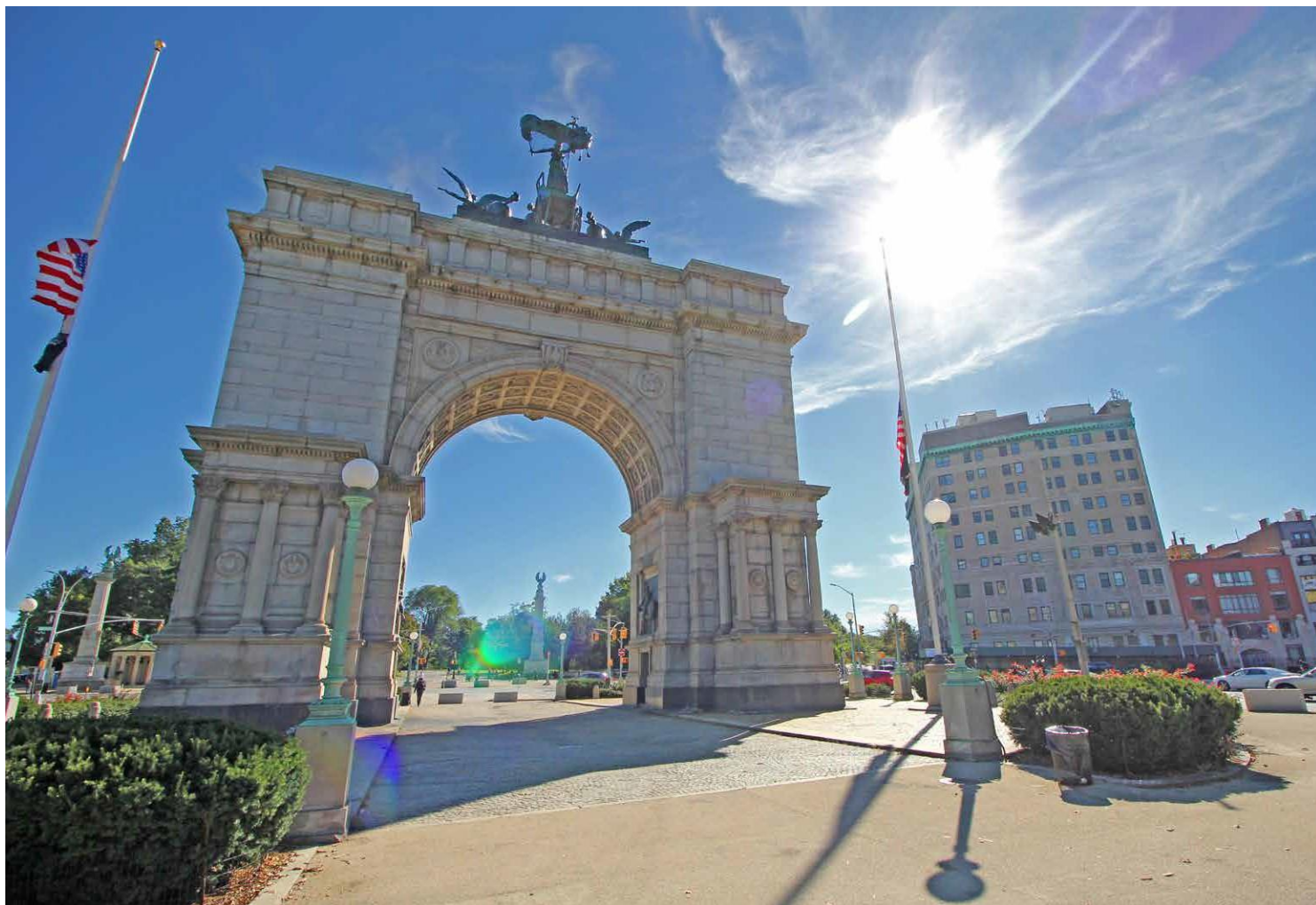


Transaction and Dollar Volume

In 2020, there was a total of **125** residential development transactions in Brooklyn, for a total consideration of **\$819M**. 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@terraarg.com.



For more Brooklyn market information or to discuss specific opportunities, please contact:

Ofer Cohen
Founder & CEO
ocohen@terracrg.com

Dan Marks
Partner
dmarks@terracrg.com

Matt Cosentino
Partner
mcosentino@terracrg.com

Daniel Lebor
Partner
dlebor@terracrg.com

Mike Hernandez
Vice President
mhernandez@terracrg.com

Peter Matheos
Managing Director
pmatheos@terracrg.com

Tim Thompson
Managing Director
tthompson@terracrg.com

terracrg.com
718-768-6888