

July 2021

The Brooklyn Market Report

First Half 2021

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TERRACRG
COMMERCIAL REALTY GROUP

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Commercial Transactions in the Brooklyn Market

First Half 2021 Market Report

Total dollar volume increased 58% from the first to second quarter of 2021, bringing the first half of the year total to \$1.73 billion. This half-year total reflects a decrease from the 2020 half-year total of \$2.26 billion, but also a 23% increase in the number of transactions from 377 in the first half of 2020 to 464 in the first half of this year.

Additionally, hard-hit asset categories from Q1 demonstrated a significant dollar volume rebound in the second quarter of this year, with industrial/office jumping 350% from \$40M to \$182M; retail increasing 138% from \$46M to \$109M; and residential development increasing 55% from \$93M to \$144M.

“While the market is slowly returning to normal velocity levels, quarter over quarter volume is still choppy. We expect increased volume and more stable trajectory going forward with the high vaccination rates and the return of employees to offices.”

Ofer Cohen
Founder/CEO



Q1 \$668,316,918
Total Dollar Volume

Q2 \$1,057,309,336
Total Dollar Volume

Top 3 Transactions



Report Highlights

↓ 24%

Dollar Volume
1H 2021 vs. 1H 2020

↑ 23%

Total Transaction
1H 2021 vs. 1H 2020

↑ 58%

Dollar Volume
Q2 2021 vs. Q1 2021

↑ 1.7%

Total Transaction
Q2 2021 vs. Q1 2021

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

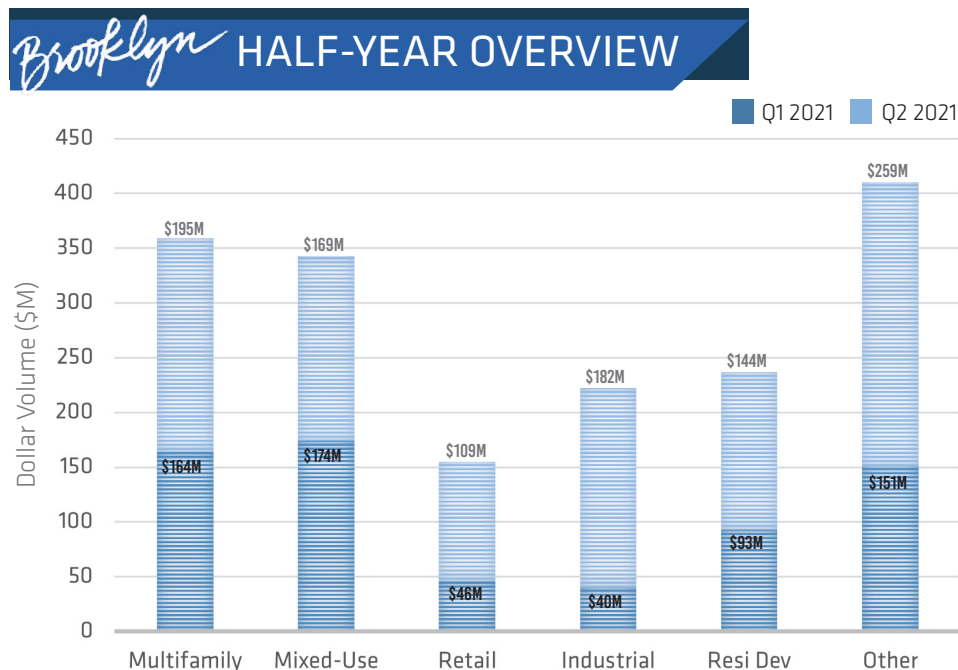


First Half Summary

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	\$42,308,000	13	\$46,223,500	35	\$23,567,856	9	\$56,550,000	2	\$41,484,589	11	\$94,380,000	8	\$304,523,945 78
East Brooklyn	\$7,052,753	7	\$12,898,500	14	\$4,155,000	6	\$22,841,250	6	\$27,770,000	13	\$16,357,500	4	\$91,075,003 50
Greater Downtown Brooklyn	\$93,801,825	23	\$91,331,163	22	\$14,750,600	4	\$24,114,000	4	\$62,299,080	11	\$187,603,188	10	\$473,899,855 74
North Brooklyn	\$29,040,000	12	\$46,890,000	18	\$2,650,000	1	\$29,900,000	7	\$53,545,200	14	\$23,175,000	2	\$185,200,200 54
North-Central Brooklyn	\$126,715,929	31	\$45,477,500	24	\$11,100,000	4	\$23,200,000	5	\$39,855,258	17	\$34,478,634	4	\$280,827,321 85
South Brooklyn	\$10,635,000	3	\$25,692,000	19	\$39,521,888	11	\$1,330,000	2	\$4,355,000	4	\$41,450,080	6	\$122,983,968 45
West Brooklyn	\$49,063,000	18	\$74,249,000	37	\$58,884,211	8	\$64,553,620	6	\$7,258,131	3	\$13,128,000	6	\$267,115,962 78
2021 Volume - 1H	\$358,616,507	107	\$342,771,663	169	\$154,629,555	43	\$222,468,870	32	\$236,567,258	73	\$410,572,401	40	\$1,725,626,254 464
2020 Volume - 2H	\$567,775,763	80	\$389,244,169	134	\$299,032,500	41	\$239,566,000	30	\$540,131,499	64	\$225,011,432	28	\$2,260,761,363 377
H/H Percent Change	-37% 34%		-12% 26%		-48% 5%		-7% 7%		-56% 14%		82% 43%		-24% 23%
2021 Volume - Q1	\$164,055,575	51	\$173,764,900	92	\$45,734,210	15	\$40,425,000	11	\$92,903,583	41	\$151,433,650	20	\$668,316,918 230
2021 Volume - Q2	\$194,560,932	56	\$169,006,763	77	\$108,895,345	28	\$182,043,870	21	\$143,663,675	32	\$259,138,751	20	\$1,057,309,336 234
Q/Q Percent Change	19% 10%		-3% -16%		138% 87%		350% 91%		55% -22%		71% 0%		58% 2%



350% ↑

Q2 2021 vs. Q1 2021
INDUSTRIAL/OFFICE

138% ↑

Q2 2021 vs. Q1 2021
RETAIL

55% ↑

Q2 2021 vs. Q1 2021
RESI DEVELOPMENT

TerraCRG at a Glance



'08
in business
since

\$2B+
in closed
transactions

30+
team
members

75+
transactions
closed annually

WHO WE ARE

TerraCRG is the only commercial real estate brokerage firm focused exclusively on the Brooklyn market. For over a decade, 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. Our team handles both commercial property investment sales, as well as, office and retail leasing, providing full-service advisory for both landlords and tenants.

Methodology

Report Methodology

TerraCRG's 2021 Half Year Brooklyn Market Report includes commercial property transactions recorded from January 1st 2021 through June 30th 2021. Asset types analyzed in the report include Multifamily, Mixed-Use, Retail, Development, Office & Industrial transactions. Recorded transaction sources include NYC.gov rolling transactions data in

conjunction with transactions data from PropertyShark - most have been fact-checked by our TerraCRG team. Transactions under \$200,000 have been omitted from the report. Property types include only commercial properties. Multifamily transactions include NYC Class C & D buildings five units and up; condominium transactions are not included. Mixed-Use transactions include

NYC Class S, C7 and K4 buildings; condominium transactions and co-op transactions are not included. Retail transactions include NYC Class K buildings. 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; only commercially-zoned buildings

(M or C zoning) are accounted for. The 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.