

The Brooklyn Market Report

First Half 2023



TERRACRG
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Brooklyn Investment Sales Transactions

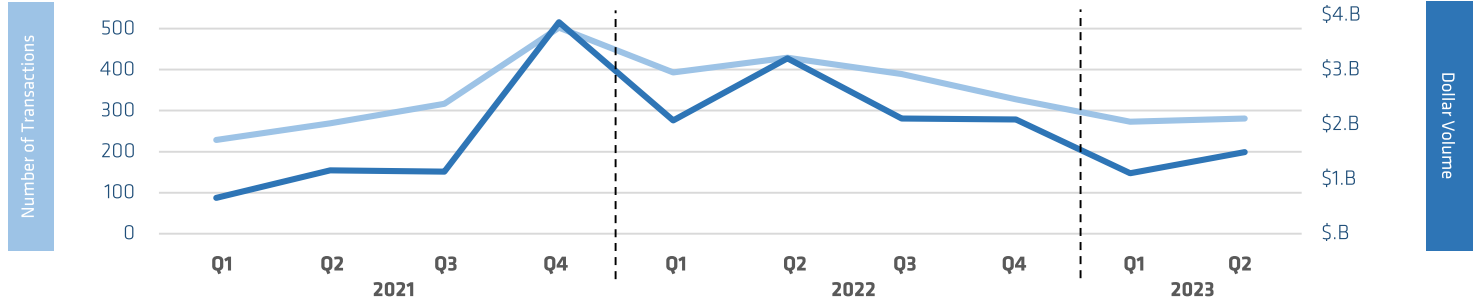
First Half 2023 Market Report

Q1 **\$1,106,932,898**
Total Dollar Volume

Q2 **\$1,488,948,368**
Total Dollar Volume

Total Dollar Volume - Quarter over Quarter

Quarterly total dollar volume and total transaction counts in Brooklyn from 2021-2023.



The first half of 2023 had a total dollar volume of almost \$2.6 Billion with a total of 554 investment sale transactions in Brooklyn.

Total dollar volume increased 35% from Q1 2023 to Q2 2023 with a 3% increase in transaction count as well. Overall, dollar volume increased across most asset types.

The special use asset class saw the highest jump at 686%, quarter over quarter, considering some of the largest trades of the year included The Williamsburg Hotel, Hotel Indigo in Downtown Brooklyn as well as the Buena Vida Care & Rehabilitation facility in Bushwick.

\$2.6B Dollar Volume 1H 2023

554 Transactions 1H 2023

↑ 35% Total Dollar Volume Q1 2023 to Q2 2023

Top 10 Transactions

Top Transactions by Dollar Volume

Sale Price	Asset	Neighborhood	Asset Type
\$160,000,000	180 Remsen Street	Downtown	Development
\$150,000,000	Sea Park Housing Portfolio	Coney Island	Multifamily
\$100,000,000	267 Bond + 498 Sackett St	Gowanus	Development
\$96,000,000	The Williamsburg Hotel	Williamsburg	Special Use
\$70,000,000	Buena Vida Care Rehab	Bushwick	Special Use
\$65,000,000	1065 Atlantic Avenue	Bed-Stuy	Development
\$43,300,000	221 N 14 th Street	Greenpoint	Retail
\$42,213,656	Hotel Indigo	Downtown	Special Use
\$40,300,000	44 Berry Street	Williamsburg	Mixed Use
\$34,926,000	50 N First Street	Williamsburg	Multifamily

*TerraCRG Transaction



Investment Sales in Brooklyn

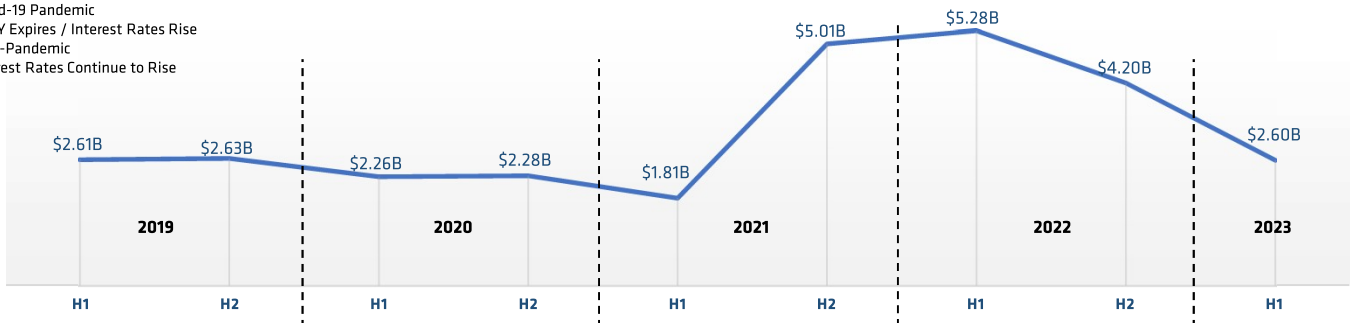
Dollar & Transaction Volume by Asset Class & Region

Region	Multifamily	Mixed Use	Retail	Industrial	Office	Development	Special Use	Total
Central Brooklyn	\$ 53,362,672	96,893,000	45,135,000	48,633,525	25,850,000	48,622,085	38,469,628	356,965,909
# of transactions	22	46	9	13	6	12	12	120
East Brooklyn	\$ 5,874,960	20,876,700	32,900,000	66,395,000	0	8,606,000	7,725,000	142,377,660
# of transactions	5	14	7	8	0	9	3	46
Greater Downtown Brooklyn	\$ 105,003,632	116,061,061	10,086,013	15,685,000	20,550,000	330,000,000	0	597,385,705
# of transactions	19	31	5	5	2	11	0	73
North Brooklyn	\$ 154,275,396	108,822,745	48,750,000	31,050,000	6,000,000	79,134,036	107,770,000	535,802,177
# of transactions	20	22	3	7	1	17	4	74
North-Central Brooklyn	\$ 159,102,948	62,040,000	10,575,000	27,900,000	6,800,000	93,092,341	0	359,510,289
# of transactions	51	25	6	6	2	13	0	103
South Brooklyn	\$ 159,975,000	16,951,999	37,711,200	11,375,000	17,300,000	34,605,000	21,705,892	299,624,091
# of transactions	6	14	12	2	7	12	4	57
West Brooklyn	\$ 28,939,000	67,079,778	47,190,000	21,138,000	0	7,175,000	8,580,000	180,101,778
# of transactions	13	38	7	7	0	5	3	73
2023 H1 Volume	\$ 666,533,607	488,725,283	232,347,213	222,176,525	78,800,000	601,234,462	306,064,176	2,595,881,265
# of transactions	136	190	49	48	20	79	32	554
2022 H2 Volume	\$ 1,310,726,189	1,194,574,231	223,252,750	335,269,094	295,918,000	445,369,892	390,708,299	4,195,818,455
# of transactions	210	264	59	42	23	69	50	717
H/H % Change	-49%	-59%	4%	-34%	-73%	35%	-22%	-38%
	-35%	-28%	-17%	14%	-13%	14%	-36%	-23%
2022 H1 Volume	\$ 1,365,103,219	1,207,038,586	367,477,850	922,523,251	423,358,994	587,126,626	406,053,198	5,278,681,724
# of transactions	212	333	70	53	15	104	35	822
Y/Y % Change	-51%	-60%	-37%	-76%	-81%	2%	-25%	-51%
	-36%	-43%	-30%	-9%	33%	-24%	-9%	-33%
2023 Q2 Volume	\$ 415,432,505	220,455,903	119,477,213	136,691,525	27,975,000	297,409,438	271,506,784	1,488,948,368
# of transactions	74	94	25	24	9	36	19	281
2023 Q1 Volume	\$ 251,101,102	268,269,380	112,870,000	85,485,000	50,825,000	303,825,024	34,557,392	1,106,932,898
# of transactions	62	96	24	24	11	43	13	273
Q/Q % Change	65%	-18%	6%	60%	-45%	-2%	686%	35%
	19%	-2%	4%	0%	-18%	-16%	46%	3%

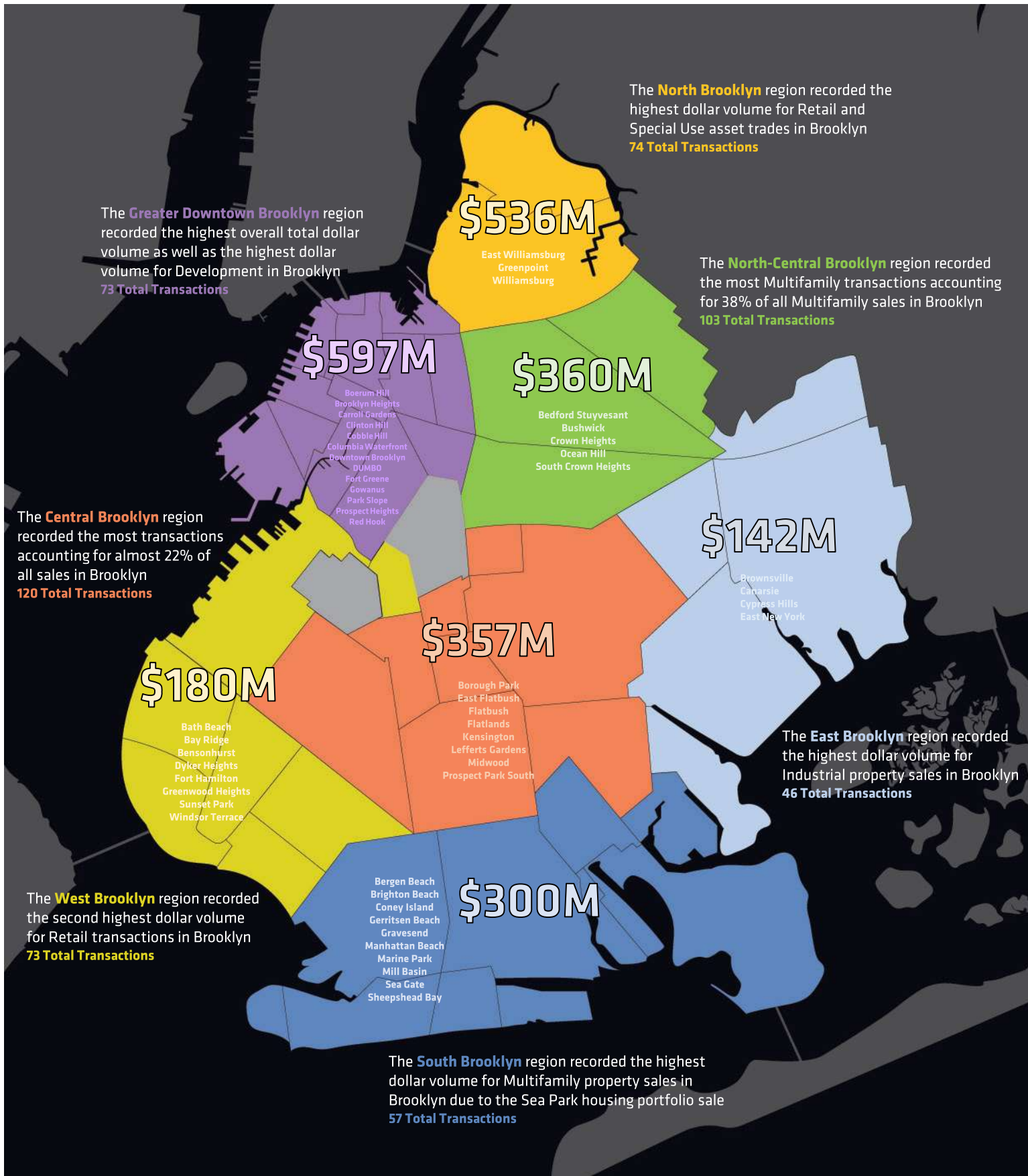
Total Dollar Volume – Year over Year

2019 to 2023

2019: Pre-Pandemic
 2020: Covid-19 Pandemic
 2021: AFNY Expires / Interest Rates Rise
 2022: Post-Pandemic
 2023: Interest Rates Continue to Rise



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



TerraCRG at a Glance

WHO WE ARE

\$3B+ in closed transactions

460+ transactions closed

16 years in business

**Only
Brooklyn®.**

TerraCRG

TerraCRG is the only commercial real estate brokerage firm focused exclusively on the Brooklyn market. For over 16 years, TerraCRG has been at the center of the transformation of Brooklyn, becoming a true market leader throughout the process. The firm has handled over three billion dollars' worth of transactions in Brooklyn, including some of the borough's largest development sites, multifamily buildings, and industrial assets in Brooklyn's most sought-after neighborhoods. Our team handles investment sales, as well as, commercial leasing, providing full-service advisory for both landlords and tenants.

If you have any questions about TerraCRG, the market, or are interested in exploring investment opportunities in Brooklyn, please don't hesitate to contact our leadership team.

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Multifamily | Mixed Use | Retail | Industrial | Office | Development | Special Use | **Only Brooklyn®**

Report Methodology

TerraCRG's 2023 Brooklyn Market Report includes investment sales property transactions recorded from January 2023 through June 2023. Asset types analyzed in the report include Multifamily, Mixed Use, Retail, Industrial, Office, Development & Special Use 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 investment sales properties. Multifamily transactions include buildings with five residential units and up; no commercial use component. Mixed Use transactions include buildings with both residential and commercial use components. Retail transactions include NYC Class K, O6, G3, G4 & G5 buildings and retail condominiums. Industrial transactions include NYC Class E, F, G & L buildings; only commercially zoned buildings (M or C zoning) are accounted for. Office transactions include NYC Class O buildings and office condominiums. Development transactions include residentially zoned land, and under-developed residentially zoned buildings. Special Use transactions include assets that do not specifically fall under the aforementioned asset types. Special Use assets include but are not limited to hotels; commercially zoned vacant land; hospitals; religious structures; and educational structures. 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.