

The Brooklyn Market Report

Third Quarter 2023



TERRACRG
COMMERCIAL REALTY GROUP

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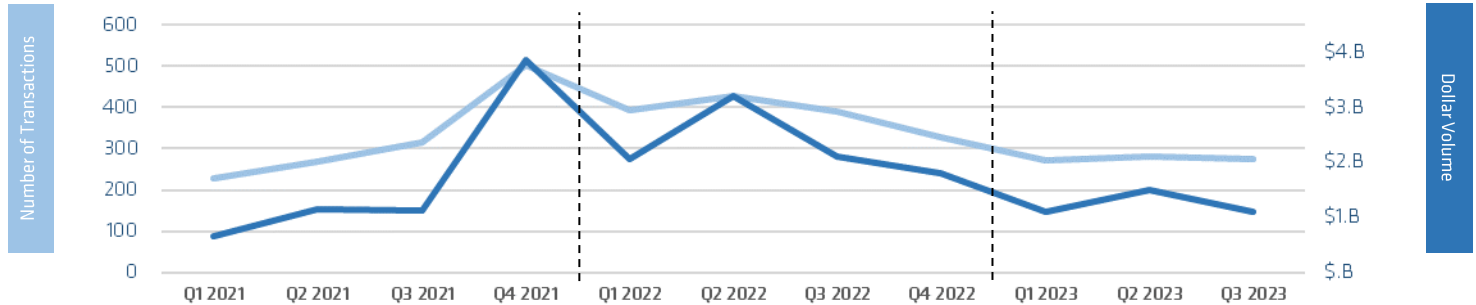
Brooklyn Investment Sales Transactions

Third Quarter 2023 Market Report

Q1	\$1,106,932,898 Total Dollar Volume
Q2	\$1,501,270,368 Total Dollar Volume
Q3	\$1,102,148,213 Total Dollar Volume

Total Dollar Volume – Quarter over Quarter

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



At the end of the 3rd quarter of 2023, the Brooklyn investment sales market showed a total dollar volume of almost \$3.7 Billion with a total of 834 investment sale transactions in Brooklyn, year to date.

The results show a 50% drop in dollar volume and a 31% drop in transactional volume compared to the same period last year. Most notably – the Industrial and Office asset classes both showed a 70-80% drop in dollar volume, representing the biggest decline.

\$3.7B YTD Dollar Volume Q1-Q3 2023

834 YTD Transactions Q1-Q3 2023

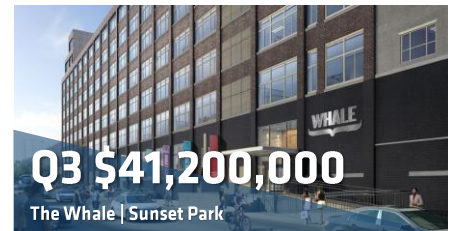
↓ 50% Total Dollar Volume YTD Y/Y 2022-23

Top 10 Transactions YTD

Top Transactions by Dollar Volume YTD Q1-Q3

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
\$97,500,000	8 Marcy Avenue	Williamsburg	Mixed Use
\$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
\$41,200,000	The Whale	Sunset Park	Office

*TerraCRG Transaction



3Q Top Transactions

Investment Sales in Brooklyn

Dollar & Transaction Volume by Asset Class & Region

Region	Multifamily	Mixed Use	Retail	Industrial	Office	Development	Special Use	Total
Central Brooklyn	\$ 90,944,672	134,903,349	46,535,000	51,133,525	26,800,000	67,555,363	52,969,628	470,841,536
# of transactions	34	66	10	15	7	19	13	164
East Brooklyn	\$ 8,834,971	27,606,600	87,400,000	79,850,000	0	12,357,500	7,725,000	223,774,071
# of transactions	8	19	11	12	0	12	3	65
Greater Downtown Brooklyn	\$ 174,328,632	189,618,216	12,953,363	17,300,000	40,050,000	413,251,125	0	847,501,335
# of transactions	28	49	6	5	3	20	0	111
North Brooklyn	\$ 203,423,348	247,737,745	78,398,000	78,192,500	6,000,000	125,084,036	108,970,000	847,805,629
# of transactions	34	30	7	14	1	24	5	115
North-Central Brooklyn	\$ 225,383,755	90,172,220	27,075,000	27,900,000	6,800,000	113,957,341	0	491,228,316
# of transactions	79	43	8	6	2	22	0	160
South Brooklyn	\$ 166,203,500	30,345,999	61,777,866	12,835,000	20,000,000	44,610,600	21,705,892	357,478,857
# of transactions	11	26	19	4	8	18	4	90
West Brooklyn	\$ 56,332,800	101,959,778	72,701,500	30,283,000	0	10,360,000	12,880,000	284,517,078
# of transactions	22	57	11	12	0	7	4	113
2023 YTD Volume	\$ 925,451,677	822,343,907	386,840,729	297,494,025	147,431,000	787,175,965	344,714,176	3,711,451,479
# of transactions	216	290	72	68	26	122	40	834
2022 Q1-Q3 Volume	\$1,803,130,909	2,060,297,234	474,260,600	1,090,558,095	689,146,994	726,696,140	543,377,898	7,387,467,870
# of transactions	325	487	100	75	30	135	61	1,213
YTD Y/Y % Change	-49%	-60%	-18%	-73%	-79%	8%	-37%	-50%
	-34%	-40%	-28%	-9%	-13%	-10%	-34%	-31%
2023 Q3 Volume	\$ 258,918,070	325,198,624	151,456,516	75,952,500	68,631,000	183,341,503	38,650,000	1,102,148,213
# of transactions	80	96	21	21	6	42	8	274
2023 Q2 Volume	\$ 415,432,505	230,375,903	122,514,213	136,056,525	27,975,000	297,409,438	271,506,784	1,501,270,368
# of transactions	74	99	27	23	9	36	19	287
Q/Q % Change	-38%	41%	24%	-44%	145%	-38%	-86%	-27%
	8%	-3%	-22%	-9%	-33%	17%	-58%	-5%

Report Methodology

TerraCRG's 2023 Brooklyn Market Report includes investment sales property transactions recorded from January 2023 through September 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.

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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