

STATEN ISLAND 2020 YEAR-END SALES REPORT

by Ariel Property Advisors
Released March 2021



\$322.2MM

Dollar Volume
unchanged compared to 2019



45

Transaction Volume
39% decrease vs 2019



60

Building Volume
44% decrease vs 2019

Long dubbed the forgotten borough, Staten Island was at the top of mind for industrial developers in 2020. As consumer online retail purchases rise, demand for logistics centers in and around densely populated urban markets has exploded. Staten Island has the most undeveloped land in New York City that is zoned for the development and construction of warehouse/industrial space. As such, in 2020 we saw three major sales of industrial development sites; 4101 Arthur Kill Rd (formerly the Kinder Morgan site), 1900 South Ave (formerly home to Vanbro) and 1 Nassau Place. These 3 transactions totaled over 288 acres of land and were purchased for a combined \$181M, accounting for 56% of the total dollar volume borough wide.

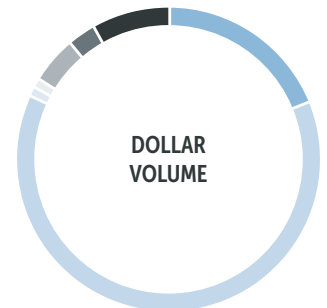
The Staten Island commercial real estate market saw \$322M in dollar volume for the year, unchanged from 2019 total dollar volume. Outside of the industrial development trades, there were other significant trades to note within the multifamily and commercial asset classes. The sale of 100 Belmont Place for \$11.9M, two 6 story elevator buildings in St. George, accounted for 70% of the total dollars in the multifamily asset class. Within the commercial asset class, a private investor purchased the Shops at Richmond, (home to Dick's Sporting Goods) for \$31.5M. This center is adjacent to the Staten Island Mall where new owner General Growth Properties recently added 500K sf to the existing structure.

The overall transactions on Staten Island were down 39% and total property volume decreased by 44% when compared to 2019. The low transactions and property volume can be directly attributed to the slowdown brought on by the Covid-19 pandemic. As the vaccination rollout progresses, we anticipate the market will stabilize and for demand to increase. Staten Island remains an attractive market to investors seeking strong returns and stability.

The recovery of the New York real estate market continues to depend on how quickly we eliminate the threat of Covid-19. As people return to reopened businesses, schools and cultural institutions, the residential and retail markets should benefit from a significant recovery. Lower vacancy rates, continued low interest rates and additional stimulus packages will provide the momentum needed for a recovery. Further, transaction volume may pick up as owners and lenders dispose of underperforming or distressed assets.

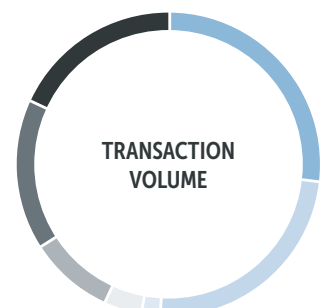
DOLLAR VOLUME COMPARISON BY PROPERTY TYPE

19%	Commercial	\$62,290,000
63%	Development	\$202,921,000
1%	Hotel	\$3,300,000
1%	Ind/WH/Sto	\$2,199,000
5%	Multifamily	\$17,170,000
3%	Office	\$8,783,000
8%	Special Purpose	\$25,571,660
	GRAND TOTAL	\$322,234,660



TRANSACTION VOLUME COMPARISON BY PROPERTY TYPE

27%	Commercial	12
24%	Development	12
2%	Hotel	1
4%	Ind/WH/Sto	1
9%	Multifamily	4
16%	Office	7
18%	Special Purpose	8
	GRAND TOTAL	45



*Ind / Wh / Sto: Industrial / Warehouse / Self Storage

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FEATURED DEALS

Charleston
4101 Arthur Kill Road



Property Type: **Development**
Sale Amount: **\$85,000,000**
Sale Date: **12/18/2020**

Bloomfield
1900 South Avenue



Property Type: **Development**
Sale Amount: **\$66,000,000**
Sale Date: **12/30/2020**

New Springville
2505-2535 Richmond Avenue



Property Type: **Commercial**
Sale Amount: **\$31,500,000**
Sale Date: **3/3/2020**

Tottenville
1 Nassau Place



Property Type: **Development**
Sale Amount: **\$30,600,000**
Sale Date: **1/27/2020**

St George
100 Belmont Place



Property Type: **Multifamily**
Sale Amount: **\$11,950,000**
Sale Date: **7/2/2020**

MARKET OBSERVATIONS BY PRODUCT TYPE

	PROPERTY TYPE	2020	% CHANGE '20 - '19	2019
DOLLAR VOLUME	Commercial	\$62,290,000	5%	\$59,357,994
	Development	\$202,921,000	32%	\$153,543,810
	Hotel	\$3,300,000	NA	NA
	Ind/WH/Sto	\$2,199,000	-75%	\$8,677,000
	Multifamily	\$17,170,000	-9%	\$18,898,199
	Office	\$8,783,000	-55%	\$19,345,000
	Special Purpose	\$25,571,660	-60%	\$63,477,791
	GRAND TOTAL	\$322,234,660	0%	\$323,299,794

TRANSACTION VOLUME	Commercial	12	-37%	19
	Development	12	-52%	24
	Hotel	1	NA	NA
	Ind/WH/Sto	1	-67%	5
	Multifamily	4	-64%	11
	Office	7	-22%	9
	Special Purpose	8	14%	6
	GRAND TOTAL	45	-39%	74

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STATEN ISLAND DEVELOPMENTS IN PROGRESS
AS OF FEB 2021



222 / **201** New Buildings
Active Permits / Major Renovation Projects
21



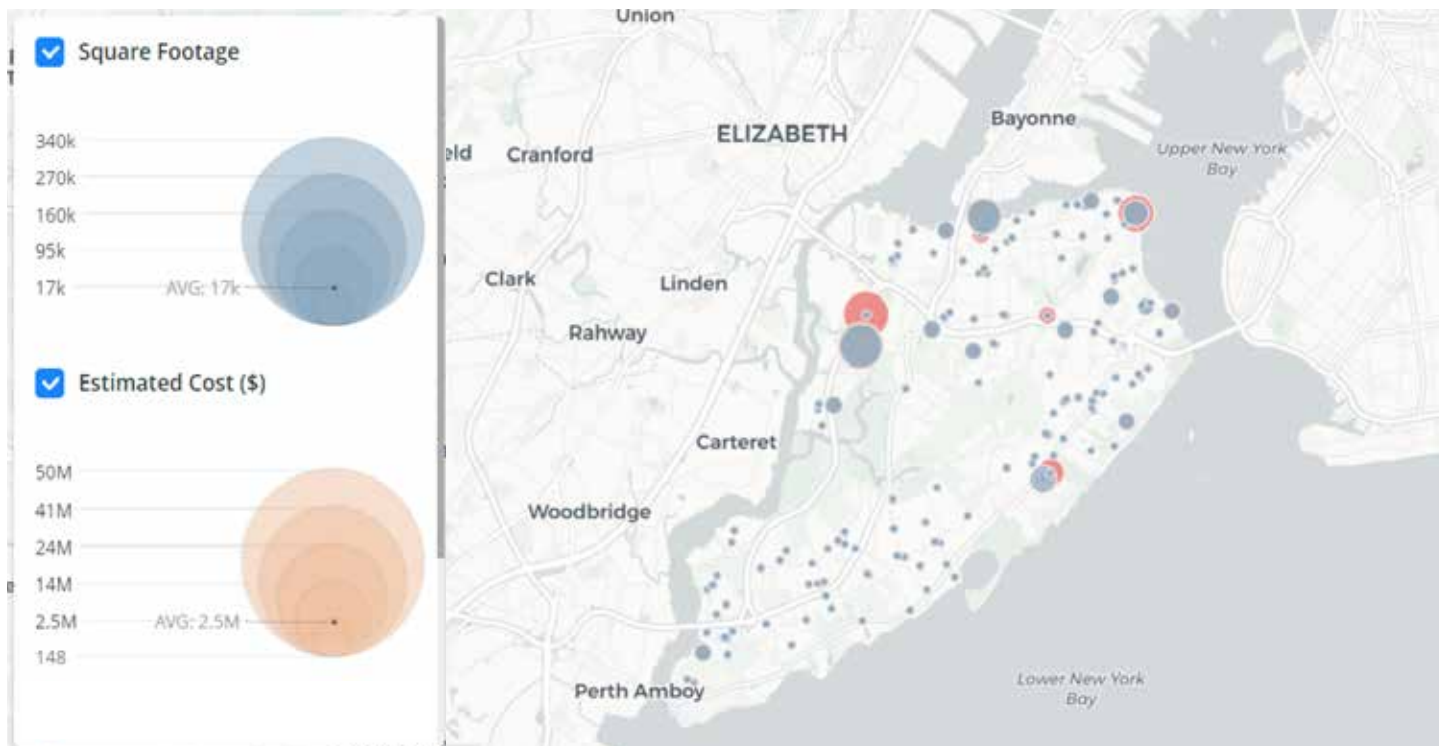
3,751,616
Total Square Footage



778
Proposed Dwelling Units

NYC ACTIVE MAJOR CONSTRUCTION MAP

NYC Department of Building's Active Major Construction map provides insight into active major construction sites as of February 1, 2021. Buildings on the map are categorized by square footage, estimated cost, and proposed dwelling units with larger points denoting higher values. The data used to create map consists of all active New Building (NB) and Alteration Type 1 (A1) Enlargement permit



Information Source: nyc.gov

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ARIEL PROPERTY ADVISORS FEATURED ACTIVITY

572 RICHMOND TERRACE

Staten Island, NY 10301



Location: **New Brighton**
Property Type: **Warehouse**

FOR SALE: \$6,950,000

2319 & 2239-2283 RICHMOND TERRACE

Staten Island, NY 10302



Location: **Port Richmond**
Property Type: **Development**

IN CONTRACT: PLEASE INQUIRE

27-31 WAVE STREET

Staten Island, NY 10304



Location: **Stapleton**
Property Type: **Development**

SOLD: \$2,150,000

COMPILED BY:

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OUR METHODOLOGY

Data collection:

- Property transfers are collected through rolling sales and Property Shark, vetted by the research team, and cross-checked with news articles.
- Information obtained from third-party sites such as Costar and LoopNet, along with news articles from sites such as The Real Deal.
- Information from appraisers and brokers on sales not yet publicized.

Criteria:

- Transactions within Staten Island borough
- Minimum sales price of \$1mm
- Does not include city transactions, internal sales, notes & ground leases

COMPLIMENTARY ASSET EVALUATION

Please call us at 212.544.9500 to request an Asset Evaluation

Whether you are considering selling your building or you just want to know the current market value of your property, we are available to provide you with a complimentary asset evaluation. Produced by the joint efforts of our investment sales and investment research teams, an Asset Evaluation will provide you with a thorough analysis of your investment property, and will detail our future marketing efforts on your behalf.

CAPITAL SERVICES DIVISION

A Diligent Approach for Procuring Your Ideal Commercial Real Estate Lender

Our Capital Services Division provides clients with a broad spectrum of funding sources through our established relationships with over 70 lending entities coupled with our powerful research & investment sales platforms. Our dynamic professionals are immersed in the market, versed in the competition and service each client with a personalized unique offering memorandum and ongoing financial guidance.

Investment Sales
Capital Services
Investment Research

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