



## Sales of Mixed Use Buildings

The below study shows Brooklyn commercial mixed use sales for 2013, broken down into region and neighborhood. Considered data points include: total dollar volume, average sale price, average price per square foot, total square footage sold, average price per unit, total units sold and total sales. The below data represents all buildings with residential plus commercial use.

Region	Neighborhood	Dollar Volume	Avg. Sale	Avg. PPSF*	Total SF	Avg. P/Unit**	Total Units	Total Sales
<b>Bed Stuy/Bushwick/Crown Heights</b>	Bedford Stuyvesant	\$ 62,840,784	\$ 837,877	\$ 197	327,913	\$ 187,416	362	75
	Bushwick	\$ 41,813,000	\$ 774,315	\$ 177	238,875	\$ 155,279	292	54
	Crown Heights	\$ 64,755,571	\$ 1,097,552	\$ 188	377,257	\$ 215,432	337	59
	<b>Bed Stuy/Bushwick/Crown Heights Total</b>	<b>\$ 169,409,355</b>	<b>\$ 901,114</b>	<b>\$ 188</b>	<b>944,045</b>	<b>\$ 186,977</b>	<b>991</b>	<b>188</b>
<b>East Brooklyn</b>	Brownsville	\$ 15,808,500	\$ 2,258,357	\$ 131	120,937	\$ 107,819	142	7
	Canarsie	\$ 1,932,000	\$ 322,000	\$ 176	11,108	\$ 154,139	13	6
	Cypress Hills	\$ 9,142,935	\$ 571,433	\$ 137	74,796	\$ 153,987	69	16
	East New York	\$ 13,869,712	\$ 513,693	\$ 122	119,165	\$ 117,674	127	27
<b>East Brooklyn Total</b>	<b>\$ 40,753,147</b>	<b>\$ 727,735</b>	<b>\$ 133</b>	<b>326,006</b>	<b>\$ 130,724</b>	<b>351</b>	<b>56</b>	
<b>Greater Flatbush</b>	Borough Park	\$ 19,772,858	\$ 941,565	\$ 276	73,430	\$ 286,923	74	21
	East Flatbush	\$ 37,489,375	\$ 986,563	\$ 154	296,836	\$ 126,770	354	38
	Flatbush	\$ 6,672,600	\$ 834,075	\$ 200	33,148	\$ 339,431	23	8
	Flatlands	\$ 5,797,500	\$ 966,250	\$ 161	33,282	\$ 157,766	34	6
	Kensington	\$ 7,590,000	\$ 948,750	\$ 225	40,333	\$ 214,167	47	8
	Lefferts Gardens	\$ 12,005,100	\$ 1,200,510	\$ 233	53,055	\$ 247,409	58	10
	Midwood	\$ 8,205,000	\$ 820,500	\$ 231	53,526	\$ 250,056	68	10
	Prospect Park South	\$ 4,470,000	\$ 745,000	\$ 220	20,637	\$ 269,278	18	6
	<b>Greater Flatbush Total</b>	<b>\$ 102,002,433</b>	<b>\$ 953,294</b>	<b>\$ 205</b>	<b>604,247</b>	<b>\$ 213,162</b>	<b>676</b>	<b>107</b>
<b>Downtown Brooklyn &amp; Park Slope</b>	Boerum Hill	\$ 54,250,000	\$ 6,781,250	\$ 534	90,910	\$ 493,527	93	8
	Brooklyn Heights	\$ 7,675,000	\$ 2,558,333	\$ 528	14,532	\$ 662,778	13	3
	Carroll Gardens	\$ 7,600,000	\$ 1,520,000	\$ 357	21,887	\$ 358,100	21	5
	Clinton Hill	\$ 7,330,250	\$ 2,443,417	\$ 262	21,918	\$ 227,631	23	3
	Cobble Hill	\$ 6,400,000	\$ 2,133,333	\$ 656	10,304	\$ 538,889	12	3
	Downtown	\$ 5,928,000	\$ 2,964,000	\$ 419	13,886	\$ 356,625	20	2
	Fort Greene	\$ 1,350,000	\$ 1,350,000	\$ 176	7,680	\$ 112,500	12	1
	Gowanus	\$ 9,662,259	\$ 1,610,377	\$ 332	28,992	\$ 346,717	29	6
	Park Slope	\$ 54,827,000	\$ 4,217,462	\$ 513	110,828	\$ 557,845	117	13
	Prospect Heights	\$ 13,263,500	\$ 2,210,583	\$ 527	22,758	\$ 495,750	25	6
	Red Hook	\$ 1,900,000	\$ 1,900,000	\$ 507	3,750	\$ 950,000	2	1
	<b>Downtown Brooklyn &amp; Park Slope Total</b>	<b>\$ 170,186,009</b>	<b>\$ 3,336,981</b>	<b>\$ 465</b>	<b>347,445</b>	<b>\$ 472,728</b>	<b>367</b>	<b>51</b>
<b>South Brooklyn</b>	Bergen Beach	\$ 900,000	\$ 900,000	\$ 274	3,284	\$ 300,000	3	1
	Brighton Beach	\$ 4,004,999	\$ 667,500	\$ 225	19,600	\$ 190,741	28	6
	Coney Island	\$ 2,248,600	\$ 562,150	\$ 144	15,600	\$ 148,492	17	4
	Gravesend	\$ 11,985,000	\$ 998,750	\$ 254	51,680	\$ 257,104	50	12
	Marine Park	\$ 1,420,000	\$ 473,333	\$ 176	8,199	\$ 143,333	11	3
	Sheepshead Bay	\$ 20,621,100	\$ 859,213	\$ 277	76,550	\$ 322,578	70	24
	Manhattan Beach	\$ 725,000	\$ 725,000	\$ 318	2,280	\$ 362,500	2	1
	Mill Basin	\$ 420,000	\$ 420,000	\$ 222	1,888	\$ 210,000	2	1
	<b>South Brooklyn Total</b>	<b>\$ 42,324,699</b>	<b>\$ 813,937</b>	<b>\$ 249</b>	<b>179,081</b>	<b>\$ 266,693</b>	<b>183</b>	<b>52</b>
<b>Williamsburg/Greenpoint</b>	East Williamsburg	\$ 40,917,000	\$ 2,045,850	\$ 378	131,480	\$ 335,417	164	20
	Greenpoint	\$ 19,445,000	\$ 1,767,727	\$ 408	58,137	\$ 375,444	60	11
	Williamsburg	\$ 37,185,675	\$ 2,860,437	\$ 513	83,383	\$ 540,698	96	13
<b>Williamsburg/Greenpoint Total</b>	<b>\$ 97,547,675</b>	<b>\$ 2,216,993</b>	<b>\$ 425</b>	<b>273,000</b>	<b>\$ 406,075</b>	<b>320</b>	<b>44</b>	
<b>West Brooklyn</b>	Bath Beach	\$ 4,503,000	\$ 750,500	\$ 212	22,140	\$ 205,889	23	6
	Bay Ridge	\$ 20,185,737	\$ 961,226	\$ 299	70,217	\$ 336,972	65	21
	Bensonhurst	\$ 31,379,000	\$ 1,045,967	\$ 315	102,598	\$ 326,479	102	30
	Dyker Heights	\$ 9,204,000	\$ 920,400	\$ 303	32,227	\$ 315,358	31	10
	Fort Hamilton	\$ 9,705,000	\$ 1,941,000	\$ 294	33,691	\$ 519,788	25	5
	Sunset Park	\$ 33,826,550	\$ 1,301,021	\$ 272	129,148	\$ 277,864	142	26
<b>West Brooklyn Total</b>	<b>\$ 108,803,287</b>	<b>\$ 1,110,238</b>	<b>\$ 292</b>	<b>390,021</b>	<b>\$ 317,175</b>	<b>388</b>	<b>98</b>	
<b>Brooklyn Wide</b>	<b>\$ 731,026,605</b>	<b>\$ 1,226,555</b>	<b>\$ 250</b>	<b>3,063,845</b>	<b>\$ 255,383</b>	<b>3,276</b>	<b>596</b>	

\* Price per Square Foot

\*\* Price per Unit

The table above shows the recorded sales in 2013 of mixed use buildings in Brooklyn. In this category, we have verified 596 transactions with a total consideration of approx. \$731M, an increase of 27% in transaction volume and 49% in dollar volume from 2012. The average mixed use transaction borough wide was approx. \$1.2M, up approx. 17% and the average price per SF was \$250, up 14% from 2012. The highest number of sales was recorded in the Bed Stuy/Bushwick/Crown Heights region with 188 total sales at a total dollar volume of approx. \$170M at an average sale of approx. \$901,114. The highest dollar volume was recorded in the Downtown Brooklyn & Park Slope region with over \$170M in total consideration.





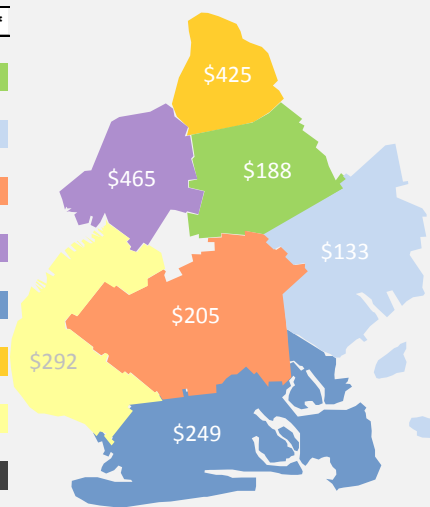
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## Mixed Use Price Per SF and Price Per Unit

Region	Avg. PPSF*	Avg. P/Unit**
Bed Stuy/Bushwick/Crown Heights	\$ 188	\$ 186,977
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Greater Flatbush	\$ 205	\$ 213,162
Downtown Brooklyn & Park Slope	\$ 465	\$ 472,728
South Brooklyn	\$ 249	\$ 266,693
Williamsburg/Greenpoint	\$ 425	\$ 406,075
West Brooklyn	\$ 292	\$ 317,175
<b>Brooklyn Wide</b>	<b>\$ 250</b>	<b>\$ 255,383</b>

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\*\* Price per Unit



The average price per square foot of mixed use buildings in Brooklyn in 2013 was \$250. The average price per unit for mixed use buildings in Brooklyn was approx. \$255,383. The highest average price per square foot in this category was in the Downtown & Park Slope region at \$465/SF. The highest average price per unit in this category was also in the Downtown Brooklyn & Park Slope region at approx. \$472,728 per unit. The mixed use building that sold with the highest price per square foot was 210 Bedford Avenue in Williamsburg, which sold for over \$1,300/SF.

## Mixed Use Transaction and Dollar Volume

Region	Dollar Volume	Total SF	Total Units	Total Sales
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East Brooklyn	\$ 40,753,147	326,006	351	56
Greater Flatbush	\$ 102,002,433	604,247	676	107
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South Brooklyn	\$ 42,324,699	179,081	183	52
Williamsburg/Greenpoint	\$ 97,547,675	273,000	320	44
West Brooklyn	\$ 108,803,287	390,021	388	98
<b>Brooklyn Wide</b>	<b>\$ 731,026,605</b>	<b>3,063,845</b>	<b>3,276</b>	<b>596</b>

The largest mixed-use transaction was the Atlantic Gardens portfolio sale of 9 buildings with a total of 33 units and 34,496 gross SF in Boerum Hill; 525-541 Atlantic Avenue was sold for \$23,000,000.

There was a total of 596 sales of mixed use buildings in Brooklyn in 2013 with a total consideration of over \$731M. The Bed Stuy/Bushwick/Crown Heights region had the highest number of sales with a total of 188 sales. The Downtown Brooklyn & Park Slope region saw the highest dollar volume of mixed use buildings with a total of approx. \$170M in total consideration representing 51 sales with a total of over 340K SF and an average transaction of approx. \$3.34M.

Brooklyn