



TERRACRG
COMMERCIAL REALTY GROUP

Sales of Mixed-Use Buildings

The below study shows Brooklyn commercial mixed-use sales for 2012, 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
Bed Stuy/Bushwick	Bedford Stuyvesant	\$ 47,326,291	\$ 631,017	\$ 156	326,593	\$ 142,889	355	75
	Bushwick	\$ 23,670,103	\$ 591,753	\$ 154	163,345	\$ 143,545	178	40
	Crown Heights	\$ 14,473,435	\$ 657,883	\$ 152	109,262	\$ 143,702	121	22
	Bed Stuy/Bushwick Total	\$ 85,469,829	\$ 623,867	\$ 155	599,200	\$ 143,211	654	137
East Brooklyn	Brownsville	\$ 3,313,050	\$ 331,305	\$ 112	31,248	\$ 107,747	34	10
	Canarsie	\$ 2,816,400	\$ 402,343	\$ 184	16,322	\$ 149,802	20	7
	Cypress Hill	\$ 2,580,000	\$ 430,000	\$ 112	24,270	\$ 120,111	22	6
	East New York	\$ 3,209,000	\$ 458,429	\$ 106	29,735	\$ 102,592	31	7
East Brooklyn Total	\$ 11,918,450	\$ 397,282	\$ 128	101,575	\$ 118,830	107	30	
Greater Flatbush	Borough Park	\$ 19,983,838	\$ 832,660	\$ 274	76,653	\$ 266,705	84	24
	East Flatbush	\$ 17,440,299	\$ 498,294	\$ 138	128,187	\$ 128,053	155	35
	Flatbush	\$ 5,520,500	\$ 613,389	\$ 169	34,809	\$ 176,537	31	9
	Flatlands	\$ 4,743,130	\$ 431,194	\$ 198	24,900	\$ 173,403	28	11
	Kensington	\$ 4,005,000	\$ 667,500	\$ 206	19,831	\$ 207,956	23	6
	Midwood	\$ 9,108,000	\$ 650,571	\$ 226	40,944	\$ 245,696	39	14
	Prospect Park	\$ 425,000	\$ 425,000	\$ 142	3,000	\$ 141,667	3	1
	Prospect Park South	\$ 590,000	\$ 590,000	\$ 289	2,038	\$ 295,000	2	1
	Windsor Terrace	\$ 2,683,000	\$ 1,341,500	\$ 448	5,814	\$ 372,167	7	2
	Greater Flatbush Total	\$ 64,498,767	\$ 626,202	\$ 202	336,176	\$ 196,578	372	103
Downtown Brooklyn & Park Slope	Boerum Hill	\$ 8,089,000	\$ 1,155,571	\$ 447	18,936	\$ 355,560	25	7
	Brooklyn Heights	\$ 7,170,000	\$ 3,585,000	\$ 851	8,240	\$ 765,000	9	2
	Carroll Gardens	\$ 6,572,500	\$ 1,314,500	\$ 259	27,428	\$ 224,862	28	5
	Clinton Hill	\$ 4,034,000	\$ 1,008,500	\$ 240	18,320	\$ 241,348	18	4
	Dumbo / Vinegar Hill	\$ 2,100,000	\$ 2,100,000	\$ 214	9,800	\$ 525,000	4	1
	Fort Greene	\$ 1,450,000	\$ 1,450,000	\$ 363	4,000	\$ 362,500	4	1
	Gowanus	\$ 6,200,000	\$ 1,550,000	\$ 461	13,426	\$ 390,833	17	4
	Park Slope	\$ 9,055,000	\$ 1,811,000	\$ 469	17,912	\$ 540,333	16	5
	Prospect Heights	\$ 6,400,000	\$ 1,066,667	\$ 303	20,465	\$ 355,556	18	6
	Red Hook	\$ 3,000,000	\$ 750,000	\$ 352	10,067	\$ 293,125	10	4
	Downtown Brooklyn & Park Slope Total	\$ 54,070,500	\$ 1,386,423	\$ 386	148,594	\$ 373,512	149	39
South Brooklyn	Bergen Beach	\$ 740,000	\$ 740,000	\$ 265	2,796	\$ 246,667	3	1
	Brighton Beach	\$ 3,260,000	\$ 1,086,667	\$ 279	11,974	\$ 274,000	13	3
	Coney Island	\$ 410,000	\$ 410,000	\$ 101	4,060	\$ 82,000	5	1
	Gerritsen Beach	\$ 386,935	\$ 386,935	\$ 172	2,256	\$ 193,468	2	1
	Gravesend	\$ 5,175,000	\$ 739,286	\$ 239	23,843	\$ 235,306	25	7
	Marine Park	\$ 1,595,000	\$ 531,667	\$ 214	7,440	\$ 199,167	8	3
	Sheepshead Bay	\$ 9,653,470	\$ 742,575	\$ 236	41,407	\$ 214,867	51	13
	South Brooklyn Total	\$ 21,220,405	\$ 731,738	\$ 233	93,776	\$ 220,071	107	29
Williamsburg/Greenpoint	East Williamsburg	\$ 600,000	\$ 600,000	\$ 141	4,248	\$ 100,000	6	1
	Greenpoint	\$ 10,109,900	\$ 1,123,322	\$ 329	34,180	\$ 286,295	41	9
	South Williamsburg	\$ 19,105,000	\$ 1,194,063	\$ 359	66,214	\$ 314,974	60	16
	Williamsburg	\$ 76,720,425	\$ 9,590,053	\$ 423	123,504	\$ 538,085	85	8
Williamsburg/Greenpoint Total	\$ 106,535,325	\$ 3,133,392	\$ 360	228,146	\$ 353,556	192	34	
West Brooklyn	Bath Beach	\$ 5,840,000	\$ 973,333	\$ 272	23,638	\$ 254,444	24	6
	Bay Ridge	\$ 15,407,500	\$ 855,972	\$ 258	61,999	\$ 287,537	58	18
	Bensonhurst	\$ 14,043,000	\$ 877,688	\$ 247	55,979	\$ 233,548	62	16
	Dyker Heights	\$ 3,828,000	\$ 638,000	\$ 236	17,484	\$ 242,944	16	6
	Fort Hamilton	\$ 1,150,000	\$ 1,150,000	\$ 279	4,125	\$ 287,500	4	1
	Sunset Park	\$ 13,653,010	\$ 1,050,232	\$ 261	56,485	\$ 260,841	56	13
West Brooklyn Total	\$ 53,921,510	\$ 898,692	\$ 255	219,710	\$ 259,587	220	60	
Brooklyn Wide	\$ 397,634,786	\$ 920,451	\$ 220	1,727,177	\$ 212,911	1,801	432	

* Price per Square Foot

** Price per Unit

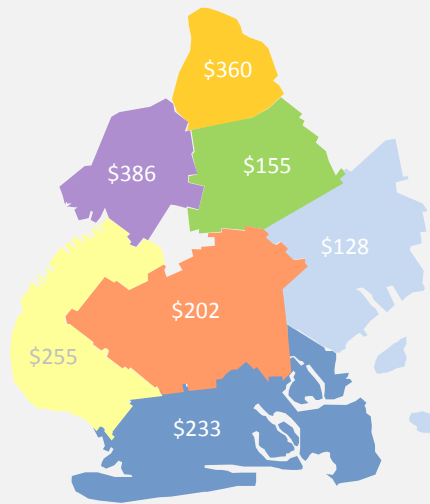
The table above shows 2012 recorded sales of mixed-use buildings in Brooklyn. In this category, we have verified 432 transactions with a total consideration of approx. \$397M, an increase of 22% in transaction volume and 33% in dollar volume from 2011. The average mixed-use transaction borough wide was approx. \$920,000, up approx. 10% and the average price per SF was \$220, down 2.2% from 2011. The highest number of sales was recorded in the Bed Stuy/Bushwick region with 137 total sales at a total dollar volume of approx. \$85.4M at an average sale of approx. \$623,800. The highest dollar volume was recorded in the Williamsburg/Greenpoint region with over \$106M in total consideration.





Brooklyn Sales Report Mixed-Use Price Per SF and Price Per Unit

Region	Avg. PPSF*	Avg. P/Unit**
Bed Stuy/Bushwick	\$ 155	\$ 143,211
East Brooklyn	\$ 128	\$ 118,830
Greater Flatbush	\$ 202	\$ 196,578
Downtown Brooklyn & Park Slope	\$ 386	\$ 373,512
South Brooklyn	\$ 233	\$ 220,071
Williamsburg/Greenpoint	\$ 360	\$ 353,556
West Brooklyn	\$ 255	\$ 259,587
Brooklyn Wide	\$ 220	\$ 212,911



* Price per Square Foot
** Price per Unit

The average price per square foot of mixed-use buildings in Brooklyn in 2012 was \$220. The average price per unit for mixed-use buildings in Brooklyn was approx. \$212,911. The highest average price per square foot in this category was in the Downtown & Park Slope region at \$386/SF. The highest average price per unit in this category was also in the Downtown Brooklyn & Park Slope region at approx. \$373,512 per unit.

Mixed-Use Transaction and Dollar Volume

Region	Dollar Volume	Total SF	Total Units	Total Sales
Bed Stuy/Bushwick	\$ 85,469,829	599,200	654	137
East Brooklyn	\$ 11,918,450	101,575	107	30
Greater Flatbush	\$ 64,498,767	336,176	372	103
Downtown Brooklyn & Park Slope	\$ 54,070,500	148,594	149	39
South Brooklyn	\$ 21,220,405	93,776	107	29
Williamsburg/Greenpoint	\$ 106,535,325	228,146	192	34
West Brooklyn	\$ 53,921,510	219,710	220	60
Brooklyn Wide	\$ 397,634,786	1,727,177	1,801	432

The highest priced mixed-use sale was the Bedford Avenue portfolio of 2 buildings with a total of 52 units and 94,204 gross SF in Williamsburg; 235 Bedford Avenue & 156-170 N 4th Street were sold for \$66,000,000.

There was a total of 432 sales of mixed-use buildings in Brooklyn in 2012 with a total consideration of over \$397M. The Bed Stuy/Bushwick region had the highest number of sales with a total of 137 sales and Williamsburg/Greenpoint saw the highest dollar volume of mixed-use buildings, with a total of approx. \$106M in total consideration representing 34 sales with a total of over 228,100 SF and an average transaction of approx. \$3.13M.

Brooklyn