

# Mixed-Use Year End Sales Report

**BROOKLYN & QUEENS**



81 WILLOUGHBY STREET, 8<sup>TH</sup> FLOOR  
BROOKLYN, NY 11201

718.935.1800  
[WWW.CPEXRE.COM](http://WWW.CPEXRE.COM)

# Table of Contents

<b>Introduction</b>	<b>3</b>
<b>Brooklyn Sales Map</b>	<b>4</b>
2017-2018 Sales Comparison by ZIP Code	5
Price Per Square Foot Year-Over-Year	6
<b>Queens Sales Map</b>	<b>9</b>
2017-2018 Sales Comparison by ZIP Code	10
Price Per Square Foot Year-Over-Year	12
<b>Methodology</b>	<b>14</b>

## Introduction

Welcome to the latest edition of the CPEX Real Estate Sales Report. This report covers all sales in Brooklyn for each asset class we track. In the following pages you will find a detailed analysis of sales activity in each of the Boroughs Zip Codes. In each Zip Code we show a: how many properties of the type are in that Zip Code b: Next, we show how many of the total traded c: Our Report then details total square footage sold: Lastly, we show the average price per square foot of the property class that sold in the subject Zip Code.

By breaking each transaction down by Zip Code we are able to show a level of detail that is missing from most reports that lump all sales in the Borough into one average data point for all of Brooklyn. The greater detail in our report makes it easy to see which neighborhoods are seeing higher sales velocity and the most significant change in price from the prior year.

We trust this analysis will be helpful to owners, investors, buyers, appraisers and all those seeking detailed accurate data regarding the Brooklyn Commercial Real Estate Sales Market.

All information was gleaned from Public Records and contains all trades except those that were deemed by our research team to be of a non-arm's length transaction, for example, intrafamily trades or a deed in lieu of foreclosure.

CPEX is proud of our work and will continue to provide timely and accurate data regarding the New York City Marketplace. For additional copies or information about citing this report call James O'Neill at (718) 935-1800.

Sincerely,



**Timothy D. King**  
Managing Partner  
CPEX Real Estate



**Brian T. Leary**  
Managing Partner  
CPEX Real Estate

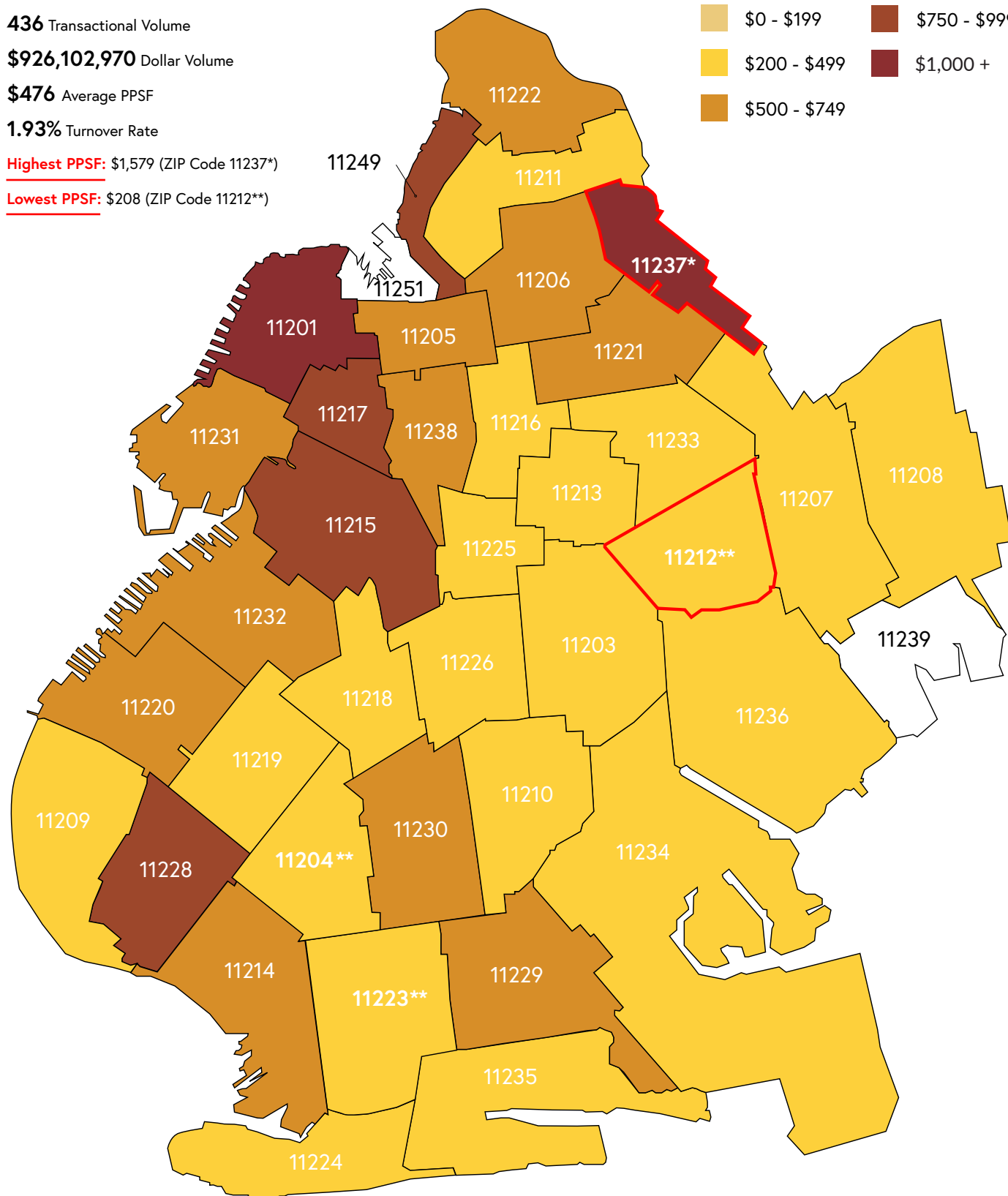
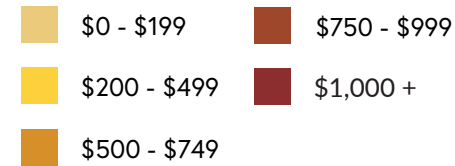
### Boroughwide Synopsis

**436** Transactional Volume  
**\$926,102,970** Dollar Volume  
**\$476** Average PPSF  
**1.93%** Turnover Rate

**Highest PPSF:** \$1,579 (ZIP Code 11237\*)

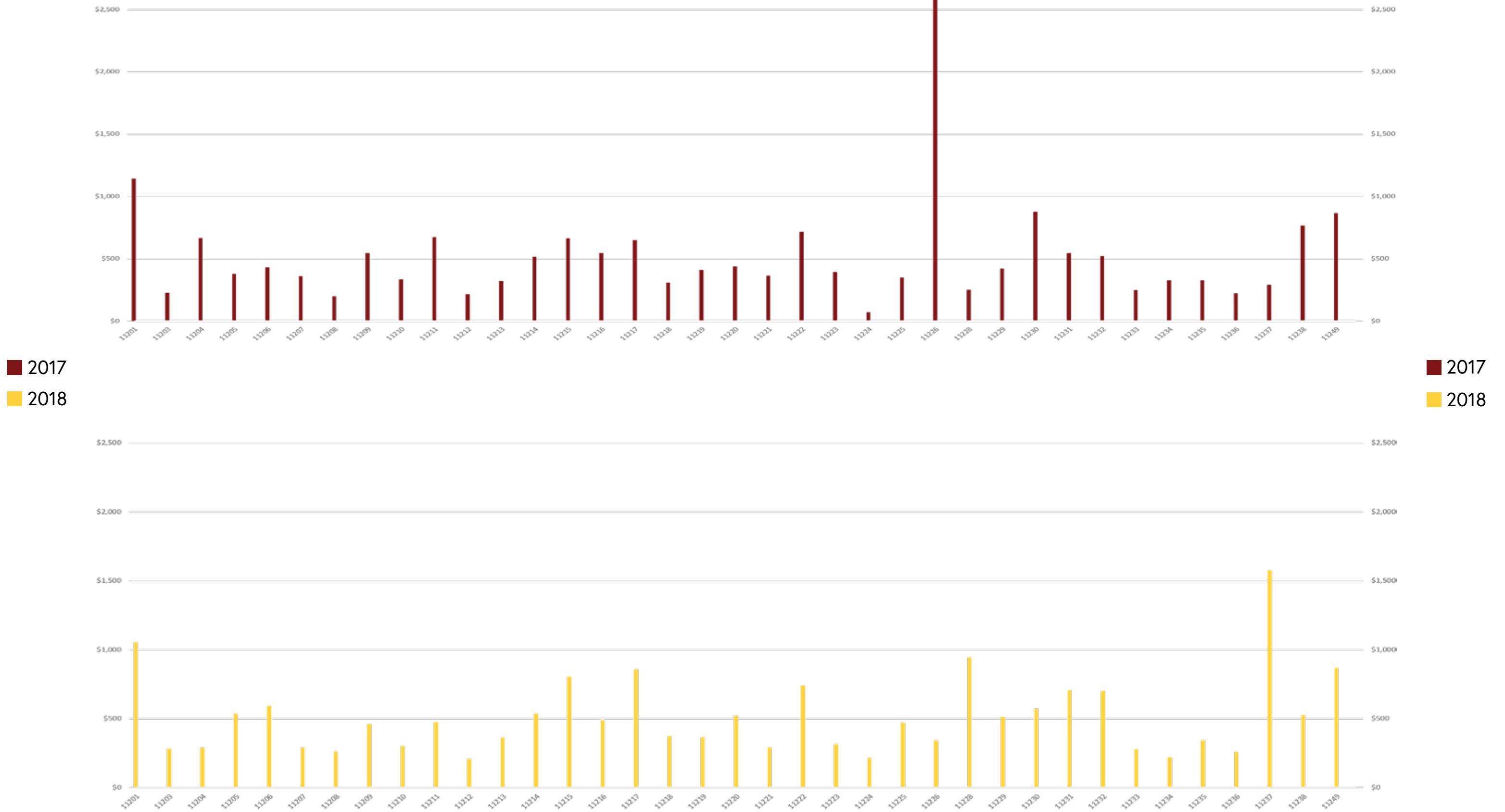
**Lowest PPSF:** \$208 (ZIP Code 11212\*\*)

### Price Per Square Foot (PPSF)

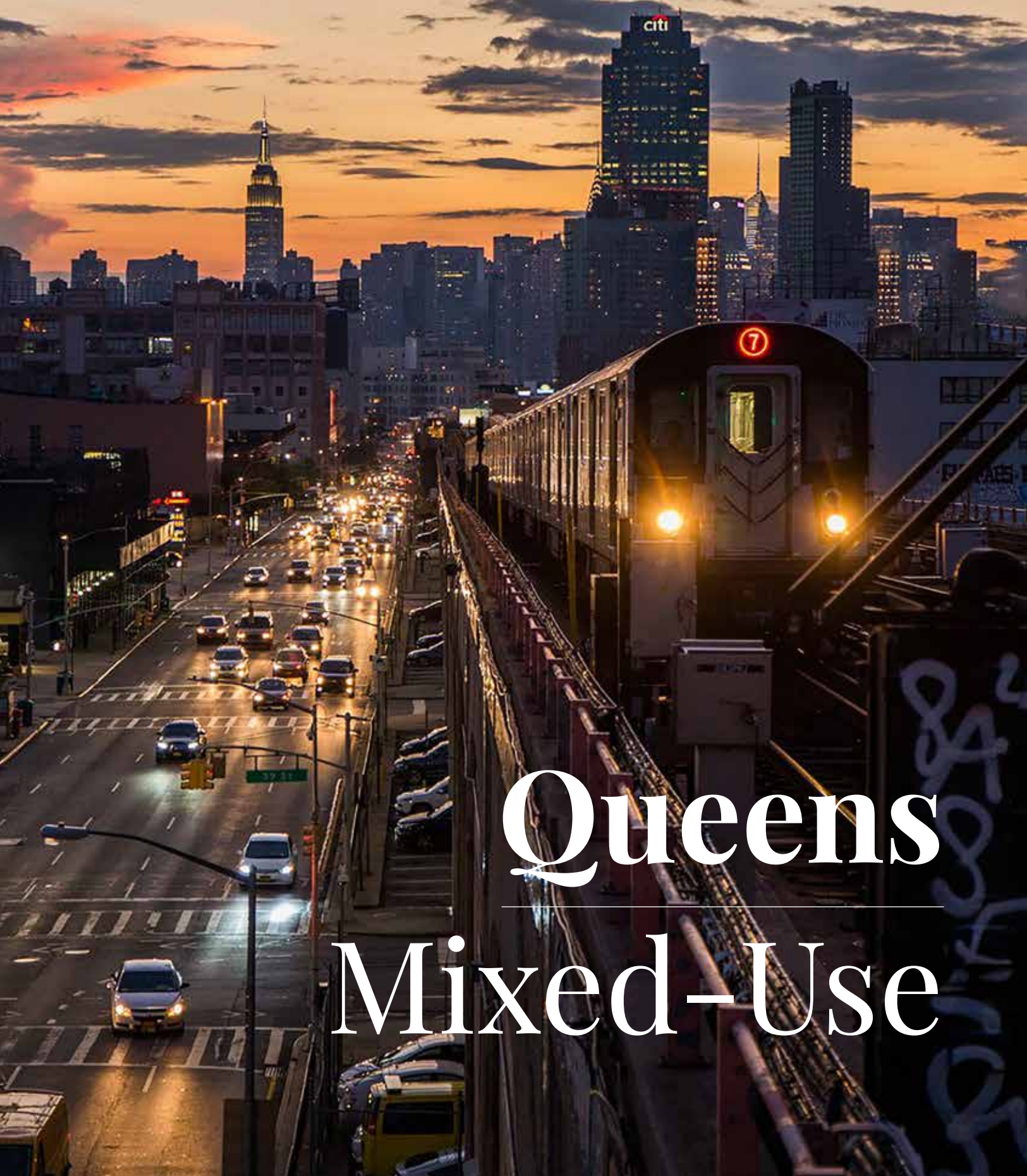


ZIP Code	'17 Sales	'17 PPSF	% Change PPSF	'18 PPSF	'18 Sales	Total Properties per ZIP Code
11201	16	\$1,145	-8%	\$1,054	10	547
11203	12	\$226	25%	\$282	16	493
11204	24	\$666	-56%	\$291	9	796
11205	7	\$379	42%	\$538	10	371
11206	22	\$430	38%	\$594	7	556
11207	24	\$362	-20%	\$291	21	692
11208	18	\$200	32%	\$263	19	677
11209	23	\$548	-16%	\$460	21	1083
11210	18	\$336	-10%	\$301	7	438
11211	21	\$674	-30%	\$474	13	1128
11212	25	\$217	-4%	\$208	11	527
11213	18	\$322	13%	\$365	14	519
11214	22	\$519	3%	\$536	9	677
11215	17	\$664	21%	\$806	15	878
11216	22	\$547	-11%	\$489	10	629
11217	4	\$651	32%	\$860	9	587
11218	14	\$309	21%	\$375	5	600
11219	27	\$411	-11%	\$366	23	1053
11220	24	\$438	20%	\$524	15	1237
11221	24	\$367	-20%	\$293	13	635
11222	13	\$719	3%	\$741	22	692
11223	18	\$397	-20%	\$316	18	726
11224	2	\$72	195%	\$213	2	113
11225	14	\$350	34%	\$468	8	474
11226	25	\$2,631	-87%	\$341	11	832
11228	14	\$253	273%	\$943	7	431
11229	12	\$421	22%	\$513	9	467
11230	20	\$878	-35%	\$572	11	528
11231	13	\$546	29%	\$708	10	548
11232	8	\$523	34%	\$698	9	296
11233	18	\$250	11%	\$279	19	521
11234	15	\$329	-33%	\$219	9	399
11235	15	\$327	4%	\$341	8	402
11236	9	\$226	16%	\$261	8	241
11237	8	\$293	440%	\$1,579	7	616
11238	11	\$768	-31%	\$526	10	530
11249	2	\$868	0%	\$870	4	240

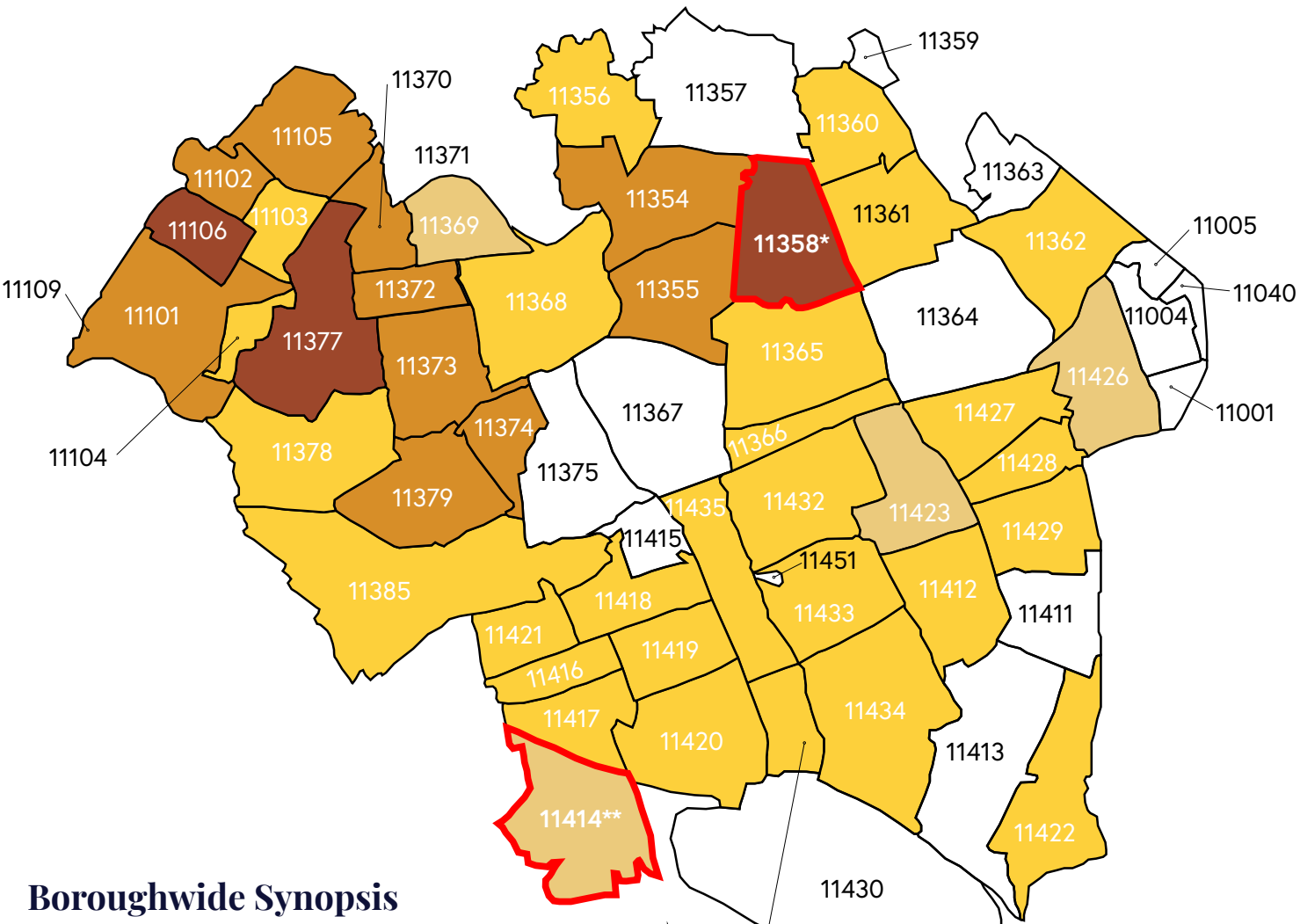
**Note:** Pricing at the extreme ends of the spectrum are based on information sourced from public records and have been intentionally included for reference. Please contact us for further information regarding a particular geographic area or a specific transaction.



**Note:** Despite a pricing outliers for ZIP codes 11226, the scale of the chart axis has been intentionally set at this level to more accurately visually represent the comparison in price per square foot both year-over-year and between geographic areas.



# Queens Mixed-Use



### Boroughwide Synopsis

**266** Transactional Volume  
**\$378,340,160** Dollar Volume  
**\$266** Average PPSF  
**2.26%** Turnover Rate  
**Highest PPSF:** \$881 (ZIP Code 11358\*)  
**Lowest PPSF:** \$95 (ZIP Code 11414\*\*)

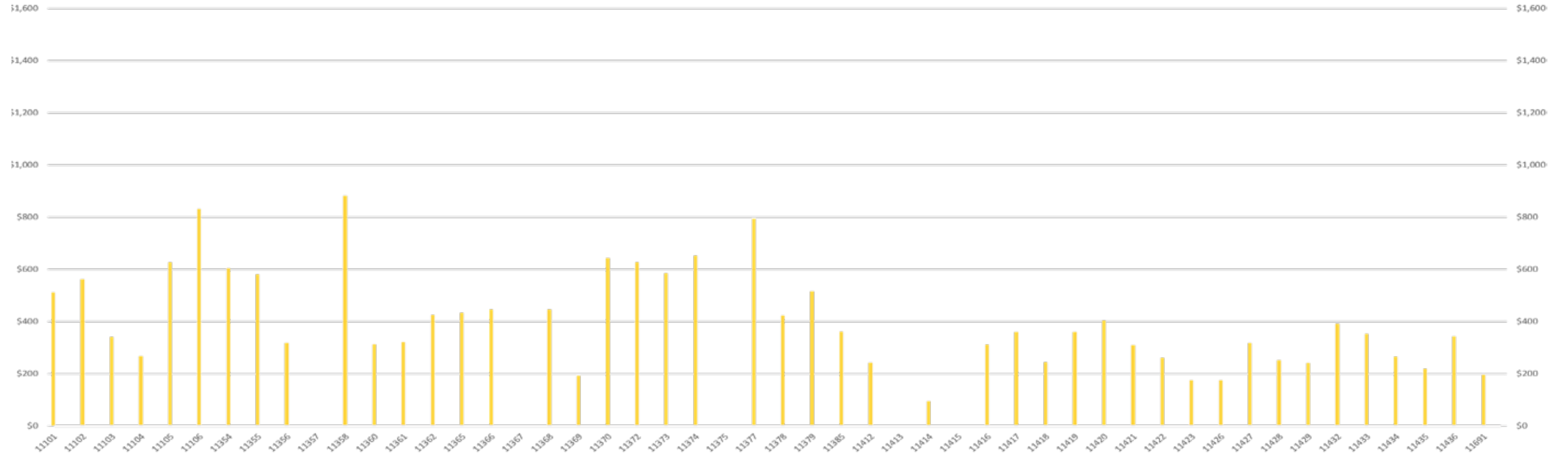
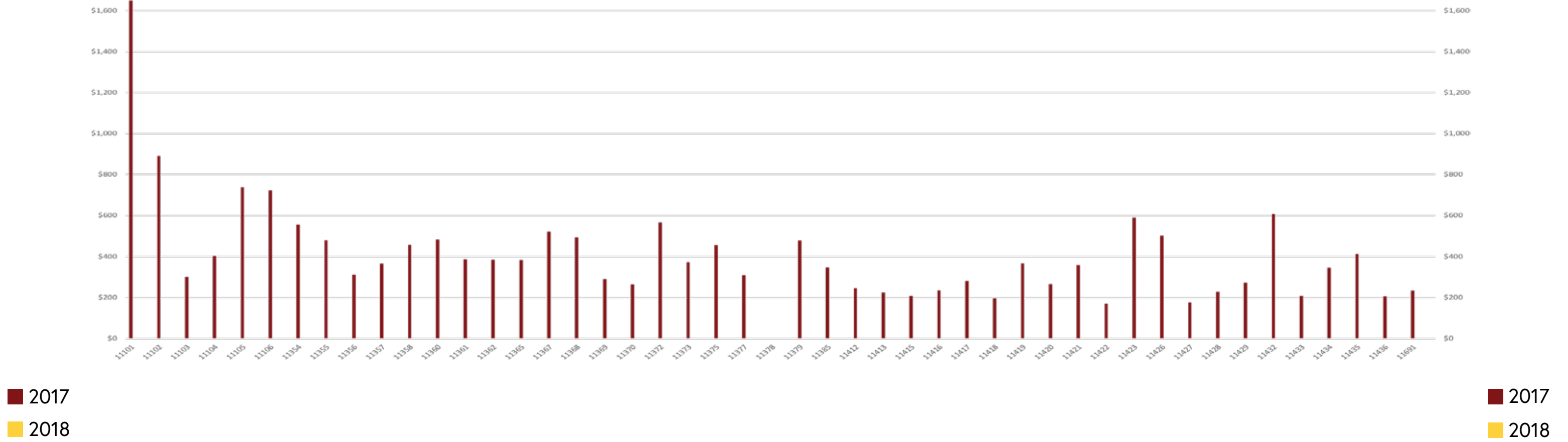
### Price Per Square Foot (PPSF)

- \$0 - \$199
- \$200 - \$499
- \$500 - \$749
- \$750 - \$999
- \$1,000 +

ZIP Code	'17 Sales	'17 PPSF	% Change PPSF	'18 PPSF	'18 Sales	Total Properties per ZIP Code
11101	1	\$1,650	69%	\$512	4	286
11102	4	\$891	37%	\$562	2	272
11103	6	\$301	-13%	\$340	6	508
11104	5	\$402	34%	\$267	3	95
11105	4	\$739	15%	\$629	5	329
11106	6	\$725	-15%	\$832	7	309
11354	4	\$557	-9%	\$605	2	275
11355	13	\$479	-21%	\$581	5	278
11356	7	\$312	-2%	\$318	8	143
11357	1	\$366	N/A	\$0	0	108
11358	2	\$459	-92%	\$881	6	308
11360	1	\$483	35%	\$313	1	21
11361	3	\$387	17%	\$321	4	128
11362	2	\$384	-11%	\$425	2	55
11363	0	\$0	N/A	N/A	0	23
11365	1	\$383	-13%	\$435	5	53
11366	0	\$0	N/A	\$447	1	40
11367	2	\$522	N/A	\$0	0	57
11368	20	\$493	9%	\$447	18	717
11369	3	\$290	34%	\$192	2	90
11370	1	\$264	-144%	\$644	1	39
11372	2	\$567	-11%	\$629	5	264
11373	7	\$372	-57%	\$585	6	353
11374	0	\$0	N/A	\$654	1	80
11375	7	\$457	N/A	\$0	0	212
11377	1	\$311	-156%	\$795	6	335

ZIP Code	'17 Sales	'17 PPSF	% Change PPSF	'18 PPSF	'18 Sales	Total Properties per ZIP Code
11378	0	\$0	N/A	\$424	6	321
11379	1	\$478	-8%	\$517	4	141
11385	29	\$347	-4%	\$361	23	1276
11412	10	\$246	1%	\$243	7	278
11413	1	\$225	N/A	\$0	0	66
11414	0	\$0	N/A	\$95	1	52
11415	1	\$209	N/A	\$0	0	48
11416	6	\$234	-33%	\$312	6	243
11417	7	\$281	-28%	\$359	14	241
11418	15	\$197	-25%	\$245	16	412
11419	8	\$368	2%	\$360	16	490
11420	5	\$265	-52%	\$404	6	244
11421	7	\$358	13%	\$310	13	365
11422	2	\$170	-53%	\$260	1	69
11423	2	\$591	70%	\$175	4	169
11426	1	\$503	65%	\$175	3	52
11427	1	\$175	-81%	\$317	2	66
11428	6	\$228	-10%	\$252	7	212
11429	6	\$273	12%	\$241	4	114
11432	6	\$608	36%	\$391	5	347
11433	4	\$208	-70%	\$353	6	139
11434	7	\$347	23%	\$266	8	181
11435	6	\$413	47%	\$220	6	328
11436	4	\$206	-66%	\$344	3	75
11691	2	\$233	16%	\$196	1	80

**Note:** Pricing at the extreme ends of the spectrum are based on information sourced from public records and have been intentionally included for reference. Please contact us for further information regarding a particular geographic area or a specific transaction.



This aggregated survey of Brooklyn and Queens sales data from the year of 2018 was sourced from New York City Department of Finance records and verified and analyzed by CPEX's investment sales specialists.

Mixed-use sales transactions in this report include properties classified as Class C7, K4, and S buildings.

## Brooklyn Neighborhoods by ZIP Code

11201	Boerum Hill, Brooklyn Heights, Cobble Hill, Downtown Brooklyn, DUMBO, Fort Greene, Vinegar Hill	11220	Borough Park, Sunset Park
11203	East Flatbush	11221	Bedford-Stuyvesant, Bushwick
11204	Bensonhurst, Borough Park, Midwood	11222	Greenpoint
11205	Bedford-Stuyvesant, Clinton Hill, Fort Greene, Wallabout	11223	Gravesend
11206	Bedford-Stuyvesant, Bushwick, Williamsburg	11224	Coney Island, Seagate
11207	Bedford-Stuyvesant, Bushwick, Cypress Hill, East New York, New Lots	11225	East Flatbush, Prospect Lefferts Gardens
11208	Cypress Hill, East New York	11226	Ditmas Park, East Flatbush, Prospect Lefferts Gardens, Prospect Park South
11209	Bay Ridge, Fort Hamilton	11228	Bath Beach, Bensonhurst, Dyker Heights
11210	Ditmas Park, East Flatbush, Flatbush, Flatlands, Marine Park, Midwood	11229	Gerritsen Beach, Homecrest, Sheepshead Bay
11211	East Williamsburg, Williamsburg, Greenpoint	11230	Borough Park, Ditmas Park, Midwood
11212	Brownsville, Canarsie, East New York	11231	Carroll Gardens, Cobble Hill, Gowanus, Red Hook
11213	Bedford-Stuyvesant, Crown Heights, East Flatbush	11232	South Slope/Greenwood Heights, Sunset Park
11214	Bensonhurst, Bath Beach, Gravesend	11233	Brownsville, Ocean Hill
11215	Gowanus, Park Slope, South Slope/Greenwood Heights, Windsor Terrace	11234	Bergen Beach, Canarsie, Flatlands, Marine Park, Mill Basin
11216	Bedford-Stuyvesant, Crown Heights	11235	Brighton Beach, Manhattan Beach, Sheepshead Bay
11217	Boerum Hill, Downtown Brooklyn, Fort Greene, Gowanus, Park Slope	11236	Brownsville, Canarsie, East Flatbush
11218	Ditmas Park, Kensington, Parkville, Prospect Park South, Windsor Terrace	11237	Bushwick, East Williamsburg
11219	Borough Park	11238	Clinton Hill, Fort Greene, Prospect Heights
		11239	East New York
		11249	Williamsburg
		11251	Brooklyn Navy Yard, Vinegar Hill



## Queens Neighborhoods by ZIP Code

11001	Floral Park	11368	Corona, Flushing, Lefrak City, Willets Point	11423	Jamaica, Jamaica Estates, Hollis, Holliswood
11002	Floral Park	11369	East Elmhurst, Flushing	11424	Jamaica, Kew Gardens
11003	Floral Park	11370	Astoria Heights, Ditmars, East Elmhurst, Flushing, Jackson Heights	11425	Jamaica
11004	Floral Park, Glen Oaks	11371	East Elmhurst, Flushing	11426	Bellerose, Jamaica
11005	Ditmars, North Shore Towers	11372	Flushing, Jackson Heights	11427	Bellaire, Hollis Hills, Jamaica, Queens Village
11040	New Hyde Park	11373	Elmhurst, Flushing	11428	Bellaire, Jamaica, Queens Village
11042	New Hyde Park	11374	Flushing, Rego Park	11429	Bellaire, Jamaica, Queens Village
11096	Far Rockaway	11375	Forest Hills Gardens, Flushing, Forest Hills	11430	Jamaica
11101	L.I.C., Blissville, Dutch Kills, Hunters Point, Queensbridge	11377	Flushing, Woodside	11431	Jamaica
11102	Astoria, L.I.C.	11378	Flushing	11432	Jamaica, Jamaica Estates, Jamaica Hills
11103	Astoria, L.I.C.	11378	Maspeth	11433	Jamaica, South Jamaica
11104	L.I.C., Sunnyside, Sunnyside Gardens	11379	Flushing, Middle Village	11434	Jamaica, Rochdale Village, South Jamaica
11105	Astoria, L.I.C.	11380	Flushing	11435	Briarwood, Jamaica, South Jamaica
11106	L.I.C., Ravenswood	11381	Flushing	11436	Jamaica, South Jamaica, South Ozone Park
11109	L.I.C.	11385	Flushing, Fresh Pond, Glendale, Ridgewood	11439	Jamaica
11351	Flushing	11386	Flushing, Ridgewood	11451	Jamaica
11352	Flushing	11390	Flushing	11499	Jamaica
11354	Flushing, Linden Hill	11405	Jamaica	11690	Edgemere, Far Rockaway
11355	Flushing, Queensboro Hill	11411	Cambria Heights, Jamaica	11691	Bayswater, Far Rockaway
11356	Flushing, College Point	11412	Jamaica, Saint Albans	11692	Averne, Far Rockaway
11357	Whitestone, Beechhurst, Flushing, Malba	11413	Jamaica, Laurelton	11693	Broad Channel, Far Rockaway, Hammels, Rockaway Beach
11358	Auburndale, Flushing, Murray Hill	11414	Howard Beach, Jamaica, Lindenwood	11694	Belle Harbor, Far Rockaway, Neponsit, Rockaway Park
11359	Bayside, Flushing	11415	Jamaica, Kew Gardens	11695	Far Rockaway
11360	Bayside, Bay Terrace, Flushing	11416	Jamaica, Ozone Park	11697	Breezy Point, Far Rockaway, Roxbury
11361	Bayside, Flushing	11417	Jamaica, Ozone Park, Tudor Village		
11362	Douglaston, Flushing, Little Neck	11418	Jamaica, Kew Gardens, Richmond Hill		
11363	Douglaston, Flushing, Little Neck	11419	Jamaica		
11364	Flushing, Oakland Gardens	11420	Jamaica, South Ozone Park		
11365	Flushing, Fresh Meadows, Hillcrest, Pomonok	11421	Jamaica, Woodhaven		
11366	Flushing, Fresh Meadows, Hillcrest	11422	Jamaica, Meadowmere, Rosedale		
11367	Flushing, Kew Gardens Hills				







CPEX

REAL ESTATE

INVESTMENT SALES | LEASING | ACQUISITIONS | ADVISORY

---

81 WILLOUGHBY STREET, 8TH FLOOR | BROOKLYN, NY 11201  
718.935.1800 | [WWW.CPEXRE.COM](http://WWW.CPEXRE.COM)