

339-347

East 12th Street

MANHATTAN • EAST VILLAGE • NY 10003


20
23



74 UNIT
MIXED-USE ASSET

EAST VILLAGE
PRIME LOCATION

68%
FREE MARKET



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EXECUTIVE SUMMARY

Cushman & Wakefield is pleased to announce it has been retained on an exclusive basis to arrange for the sale of 339-347 East 12th Street. The ~40,000 SF mixed-use asset is located on the north side of East 12th street between First and Second Avenues in the heart of the East Village.

339-347 East 12th Street is comprised of two contiguous buildings with 100' feet of frontage. The property consists of 71 residential units and 3 commercial spaces. The residential units are 68% free market and largely renovated. Two of the three commercial spaces are currently leased to Sauce Pizzeria and the Saltwater Café with lease terms through 2/2030 and 4/2027, respectively.

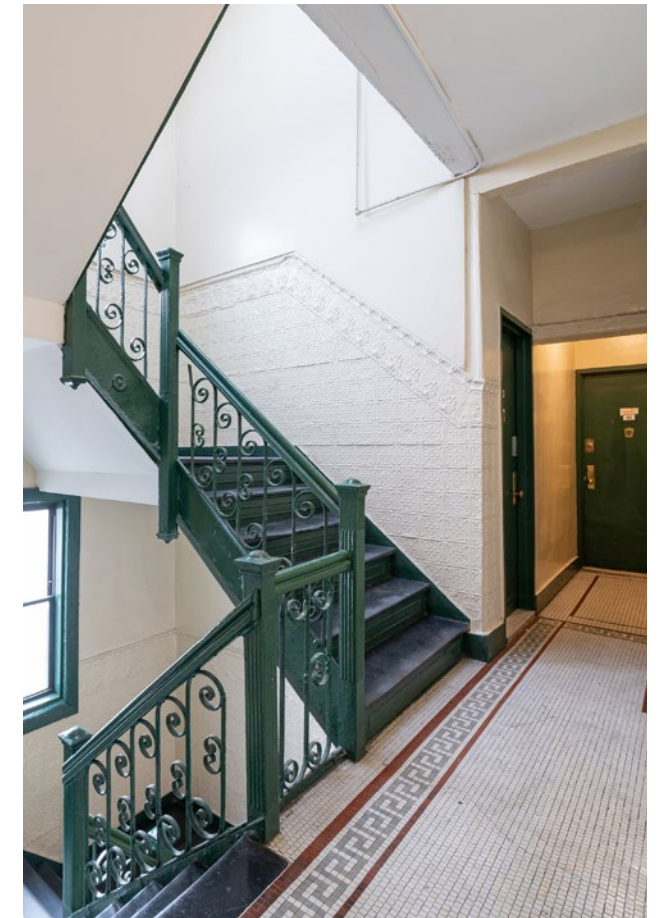
The subject property boasts a range of unit layouts with (1) studio apartment, (28) 1-bedroom apartments, (30) 2-bedroom apartments and (12) 3-bedroom apartments. 339-347 East 12th Street has been institutionally managed for the last 10 years. With minimal deferred maintenance, there is still an opportunity to capitalize on the upside free-market rents.

With its prime location in one of the most popular residential neighborhoods in NYC, the asset is just steps away from some of the city's best dining, shopping, and entertainment options, as well as easy access to the First Avenue subway station and bus stop.

TAX MAP



PROPERTY HIGHLIGHTS



2 CONTIGUOUS PROPERTIES
TOTALING 74 UNITS



FOR NEARLY 10 YEARS
THE BUILDING HAS BEEN
INSTITUTIONALLY OWNED
AND OPERATED



100' FEET OF FRONTAGE
ALONG EAST 12TH STREET



SIGNIFICANT UPSIDE
IN FREE MARKET RENTS



68%
FREE MARKET



LITTLE TO NO
DEFERRED MAINTENANCE

PROPERTY OVERVIEW



ASKING PRICE:
\$32,500,000

FINANCIAL SUMMARY

Gross Annual Revenue	\$2,849,654
Total Expenses & Vacancy Loss	\$1,036,848
Net Operating Income	\$1,812,806

Price Per Square Foot:	\$753
In Place Capitalization Rate:	5.58%
Pro Forma Capitalization Rate:	6.63%

PROPERTY INFORMATION

Address	339-341 East 12th Street	345-347 East 12th Street	339-341 & 345-347 East 12th Street
Block & Lot	454-50	454-47	454-47-50
Lot Dimensions	50' x 103.25'	50' x 103.25'	100' x 103.25' Irregular
Lot SF	5,162	5,162	10,324 SF (approx.)

Building Information

Property Type	Walkup	Mixed Use Walkup	Mixed-Use Walkup
Building Dimensions	50' x 93'	50' x 90'	Multiple Irregular
Stories	6	6	6
Above Grade Gross SF	21,574	21,574	43,148 SF (approx.)
Below Grade Gross SF	0	0	0 SF (approx.)
Total Gross SF	21,574	21,574	43,148 SF (approx.)
Residential Units	37	34	71
Commercial Units	0	3	3
Total Units	37	37	74
Gross Residential SF	21,574	17,978	39,552 SF (approx.)
Net Residential SF	18,338	15,281	33,619 SF (approx.) 15% loss factor
Avg. Net Unit SF	496	449	474 SF (approx.)
Above Grade Commercial SF		3,596	3,596 SF (approx.)

Zoning Information

Zoning	R8B	R8B	R8B
FAR (As-of-Right)	4.00	4.00	4.00
Total Buildable SF (As-of-Right)	20,648	20,648	41,296 SF (approx.)
Less Existing Structure	21,574	21,574	43,148 SF (approx.)
Available Air Rights (As-of-Right)	Overbuilt	Overbuilt	Overbuilt SF (approx.)

NYC Financial Information (23/24)*

Total Assessment	\$2,279,700	\$2,857,950	\$5,137,650
Annual Property Tax	\$279,651	\$350,585	\$630,236
Tax Class			2
Tax Rate	12.2670%	12.2670%	12.2670%

* Based on '23/'24 Tentative Assessment

RESIDENTIAL REVENUE

339-341 East 12th Street									
Unit	Beds	Status	Lease Start	Lease Exp.	Notes	Legal Rent	Pref	Monthly Rent	Pro Forma
1	2	Deregulated	Vacant		Duplex w/ Backyard & Office Space			\$4,070	\$5,950
1A	1	Deregulated	08/01/2022	07/31/2023				\$2,650	\$3,000
1B	2	Deregulated	06/01/2021	MTM	Duplex w/ Backyard			\$4,200	\$5,950
1C	1	Stabilized	12/01/2021	11/30/2023		\$599		\$599	\$619
1D	1	Deregulated	01/01/2023	12/31/2023				\$2,575	\$3,000
2	1	Stabilized	Vacant			\$1,830	\$5	\$1,825	\$1,884
3	2	Deregulated	01/20/2023	01/31/2024				\$3,750	\$4,800
4	2	Stabilized	08/01/2021	07/31/2023		\$742		\$742	\$766
5	1	Stabilized	02/01/2023	01/31/2025		\$1,523		\$1,523	\$1,572
6	2	Stabilized	04/01/2022	03/31/2024		\$1,123		\$1,123	\$1,160
7	1	Deregulated	Vacant					\$2,950	\$3,000
8	2	Deregulated	04/22/2022	04/30/2023	W/D & Balcony			\$4,800	\$5,000
9	2	Deregulated	Vacant		W/D & Balcony			\$4,500	\$5,000
10	2	Deregulated	08/01/2022	07/31/2023				\$4,200	\$4,800
11	1	Deregulated	10/28/2022	10/31/2023				\$3,100	\$3,000
12	1	Stabilized	01/01/2023	12/31/2023		\$2,541		\$2,541	\$2,623
12B	1	Deregulated	07/01/2022	06/30/2023				\$2,600	\$3,000
14	1	Stabilized	11/01/2021	10/31/2023		\$2,704	\$244	\$2,460	\$2,540
15	3	Deregulated	03/31/2022	03/31/2023	W/D			\$5,000	\$5,950
16	2	Deregulated	01/03/2023	05/31/2024				\$3,999	\$4,800
17	1	Deregulated	03/3/2023	3/31/2024				\$3,050	\$3,000
18	2	Deregulated	02/25/2022	2/29/2024				\$4,200	\$4,800
19	1	Stabilized	05/01/2021	04/30/2023		\$1,544		\$1,544	\$1,594
20	2	Deregulated	05/01/2022	04/30/2023				\$3,250	\$4,800
21	2	Deregulated	10/17/2022	10/31/2023				\$4,400	\$4,800
22	1	Deregulated	07/01/2022	06/30/2023	Office Space			\$2,755	\$3,000
23	1	Stabilized	12/1/2022	11/30/2023		\$545		\$545	\$562
24	2	Stabilized	09/01/2021	08/31/2023		\$774		\$774	\$799
25	1	Deregulated	07/01/2022	06/30/2023				\$2,475	\$3,000
26	2	Stabilized	05/01/2022	04/30/2023		\$839		\$839	\$866
27	3	Deregulated	12/01/2022	11/30/2023				\$4,995	\$5,950
28	2	Deregulated	09/16/2022	09/30/2023				\$4,400	\$4,800
29	1	Stabilized	10/01/2022	09/30/2024		\$661		\$661	\$683
30	1	Stabilized	09/01/2021	08/31/2023		\$856		\$856	\$884
31	1	Deregulated	10/01/2022	09/30/2023				\$2,850	\$3,000
32	2	Deregulated	10/01/2022	09/30/2023				\$4,580	\$4,800
33	2	Deregulated	03/01/2022	2/29/2024				\$3,990	\$4,800

RESIDENTIAL REVENUE

345-347 East 12th Street									
Unit	Beds	Status	Lease Start	Lease Exp.	Notes	Legal Rent	Pref	Monthly Rent	Pro Forma
1	2	Stabilized	06/01/2022	05/31/2024		\$2,123		\$2,123	\$2,192
1A	0	Deregulated	2/21/2023	1/31/2024				\$2,100	\$2,550
2	3	Deregulated	05/27/2022	05/31/2023	Duplex w/ Backyard and W/D			\$6,000	\$6,500
3	3	Deregulated	07/01/2022	06/30/2023	Duplex w/ Backyard and W/D			\$6,500	\$6,500
4	2	Deregulated	01/28/2022	03/31/2023				\$3,975	\$4,800
5	1	Stabilized	07/01/2022	06/30/2024		\$1,250		\$1,250	\$1,291
6	2	Deregulated	06/03/2022	06/30/2023				\$4,400	\$4,800
7	1	Employee	Vacant			\$3,000		\$3,000	\$3,000
8	3	Deregulated	04/01/2022	03/31/2023	W/D & Balcony			\$4,550	\$5,950
9	2	Deregulated	06/01/2021	05/31/2023	Balcony			\$2,300	\$5,000
10	2	Stabilized	3/15/2023	3/14/2025		\$963		\$969	\$1,000
11	1	Deregulated	04/18/2022	04/30/2023				\$2,800	\$3,000
12	2	Deregulated	Vacant					\$4,500	\$4,800
13	1	Stabilized	08/01/2021	07/31/2023		\$749		\$749	\$773
14	2	Controlled	01/01/2001	12/31/2040		\$310		\$310	\$320
15	3	Deregulated	03/12/2021	MTM				\$3,000	\$5,950
16	2	Deregulated	12/15/2021	03/31/2023				\$4,200	\$4,800
17	1	Deregulated	08/01/2022	07/31/2023				\$2,750	\$3,000
18	2	Deregulated	06/01/2022	05/31/2023				\$3,450	\$4,800
19	1	Deregulated	10/10/2022	10/31/2023				\$2,800	\$3,000
20	3	Deregulated	08/01/2022	07/31/2023	W/D			\$5,200	\$5,950
21	3	Deregulated	3/17/2023	3/31/2024	W/D			\$5,400	\$5,950
22	2	Controlled	01/01/2001	12/31/2040		\$1,189		\$1,189	\$1,228
23	1	Deregulated	05/01/2022	04/30/2023				\$2,450	\$3,000
24	2	Controlled	01/01/2001	12/31/2040		\$791		\$791	\$817
25	1	Deregulated	03/01/2022	2/28/2024				\$2,800	\$3,000
26	3	Deregulated	05/01/2022	04/30/2023				\$4,250	\$5,950
27	3	Deregulated	09/01/2022	08/31/2023				\$5,000	\$5,950
28	2	Deregulated	Vacant					\$4,500	\$4,800
29	1	Deregulated	08/01/2022	07/31/2023				\$3,300	\$3,000
30	2	Deregulated	07/29/2022	07/31/2023				\$4,500	\$4,800
31	1	Deregulated	02/01/2023	01/31/2024				\$3,050	\$3,000
32	2	Stabilized	06/01/2022	05/31/2023		\$2,130		\$2,130	\$2,199
33	2	Stabilized	Vacant			\$939		\$939	\$970
Monthly Total							\$249	\$212,596	\$245,192
Annual Total							\$2,982	\$2,551,146	\$2,942,306
Average Rent per Unit:								\$2,994	\$3,453
Average Rent per Net SF:								\$76	\$88

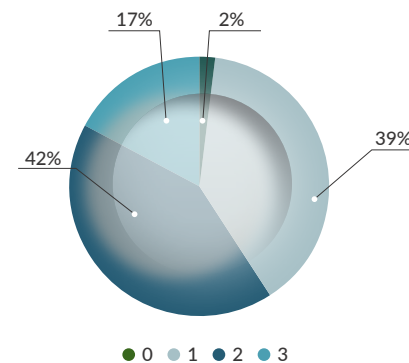
COMMERCIAL REVENUE

Unit	Tenant	Lease Exp.	Monthly Rent	Pro Forma
345 Store 1	Sauce Pizzeria	Feb-30	\$10,277	\$10,585
345 Store 2	Saltwater Cafe	Apr-27	\$5,277	\$5,435
345 Store 3	Vacant		\$4,500	\$4,500
Ancillary Income			\$4,822	\$4,822
Monthly Total			\$24,876	\$25,342
Annual Total			\$298,507	\$304,106
Average Rent per SF (Above Grade)			\$83	\$85
Total Gross Monthly Revenue			\$237,471	\$270,534
Total Gross Annual Revenue			\$2,849,654	\$3,246,413

RESIDENTIAL BREAKDOWN

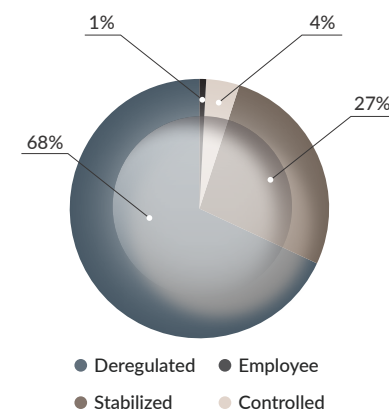
UNIT MIX

Beds	#	%	In Place Total Revenue	In Place \$ / SF	\$ / Unit
0	1	2%	\$25,200	\$53	\$2,100
1	28	39%	\$750,100	\$57	\$2,232
2	32	42%	\$1,177,106	\$78	\$3,065
3	10	17%	\$598,740	\$126	\$4,990
Total	71	100%	\$2,551,146	\$76	\$2,994



STATUS MIX

Status	#	%	In Place Total Revenue	In Place \$ / SF	\$ / Unit	Pro Forma \$ / SF
Deregulated	48	68%	\$2,197,368	\$97	\$3,815	\$113
Stabilized	19	27%	\$290,298	\$32	\$1,273	\$33
Employee	1	1%	\$36,000	\$76	\$3,000	\$76
Controlled	3	4%	\$27,480	\$19	\$763	\$20
Total	71	100%	\$2,551,146	\$76	\$2,994	\$88



INCOME & EXPENSES

RESIDENTIAL REVENUE

	NSF	\$ / SF	\$ / Unit	Annual Income	Pro Forma
Gross Annual Income	33,619	\$75.88	\$35,932	\$2,551,146	\$2,942,306
Less General Vacancy / Credit Loss (2.0%)		\$1.52	\$719	\$51,023	\$88,269
Effective Gross Annual Income		\$74.37	\$35,213	\$2,500,123	\$2,854,037

COMMERCIAL REVENUE

	SF	\$ / SF	\$ / Unit	Annual Income	Annual Income
Gross Annual Income	3,596	\$83.01	\$99,502	\$298,507	\$304,106
Less General Vacancy / Credit Loss (5.0%)		\$4.15	\$4,975	\$14,925	\$15,205
Effective Gross Annual Income		\$78.86	\$94,527	\$283,582	\$288,901

TOTAL REVENUE

	Annual Income	Annual Income
Total Gross Annual Income	\$2,849,654	\$3,246,413
Less Total General Vacancy / Credit Loss	\$65,948	\$103,475
Effective Gross Annual Income	\$2,783,705	\$3,142,938

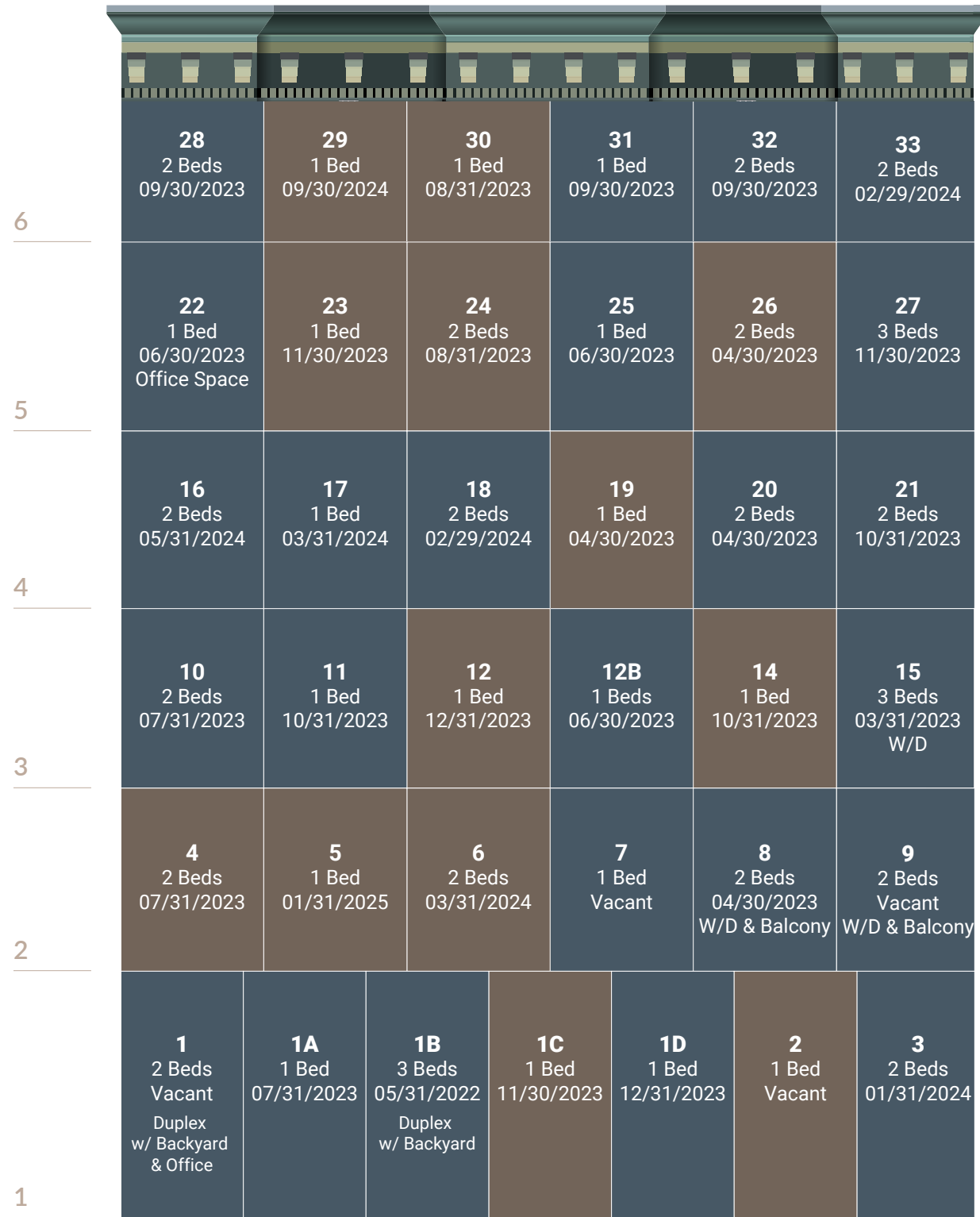
PROJECTED OPERATING EXPENSES

Type	Projection	% of EGI	\$ / SF	\$ / Unit	Projected	Projected
Property Taxes (23/24)	Actual	22.6%	\$14.61	\$8,517	\$630,236	\$630,236
Water and Sewer	Actual	2.7%	\$1.74	\$1,012	\$74,918	\$77,166
Insurance	\$750/ Resi. Unit	1.9%	\$1.23	\$720	\$53,250	\$54,848
Fuel	\$1.00/ GSF	1.6%	\$1.00	\$583	\$43,148	\$44,442
Electric (Common Areas)	\$0.25/ GSF	0.4%	\$0.25	\$146	\$10,787	\$11,111
Repairs & Maintenance	\$300/ Resi. Unit	0.8%	\$0.49	\$288	\$21,300	\$21,939
General & Administrative	\$250/ Resi. Unit	0.6%	\$0.41	\$240	\$17,750	\$18,283
Payroll	\$3,000/ Month	1.3%	\$0.83	\$486	\$36,000	\$37,080
Management Fee	3.0% / EGI	3.0%	\$1.94	\$1,129	\$83,511	\$94,288
Total Expenses		34.9%	\$22.50	\$13,120	\$970,900	\$989,391
Net Operating Income					\$1,812,806	\$2,153,547

*Pro Forma Expenses include 3% OpEx increases, 3% Residential Vacancy/Credit Loss and 5% Commercial Vacancy/Credit Loss

STACKING PLAN

339-341 East 12th Street



■ Deregulated ■ Stabilized

STACKING PLAN

345-347 East 12th Street



■ Deregulated ■ Stabilized ■ Controlled ■ Retail

INTERIOR VIEWS



INTERIOR VIEWS

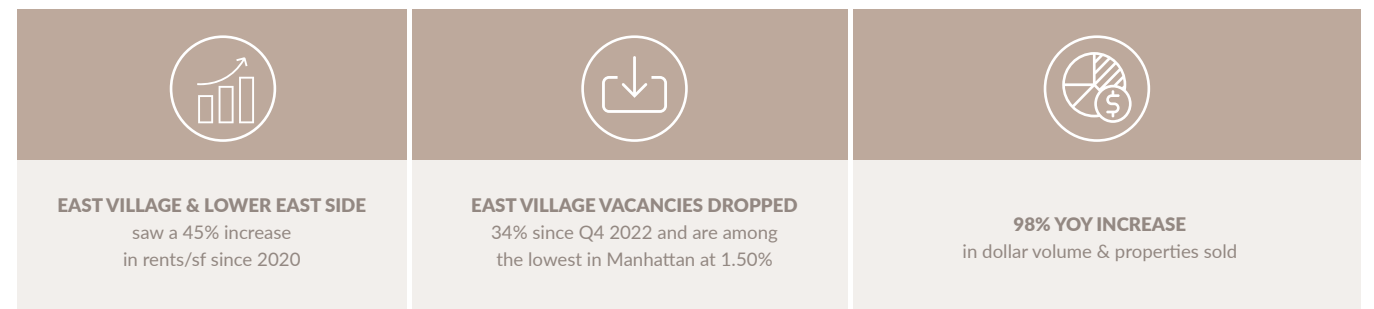
TRANSPORTATION MAP



NEIGHBORHOOD STATISTICS



EAST VILLAGE STATISTICS



*Data as of 2022 Manhattan Multifamily Market Report

GENDER

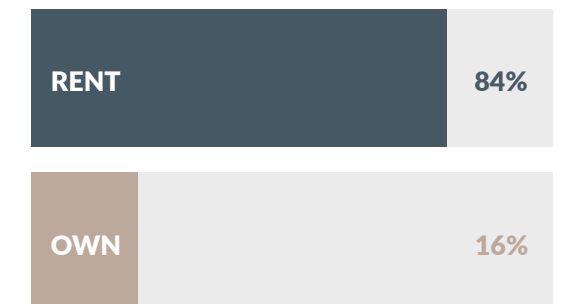


HOUSEHOLD INCOME BRACKETS

<\$25k	26%
\$25-\$44k	10%
\$45-\$74k	15%
\$75-\$149k	22%
\$150k+	27%

**Data as of Niche, March 2022

RENT VS. OWN





The East Village is a neighborhood in lower Manhattan that is generally considered to be bound by Broadway on the west, Houston Street on the south, and 14th Street on the north, and of course the East River on the east. The buildings in this neighborhood are typically smaller than many of the loft buildings to the south and the larger apartment buildings to the north. Most of them and older walk-up apartment buildings built during the second half of the 1800s. The East Village retains more of the bohemian feel and style than the West Village does. In fact, the neighborhood is famously the setting for Jonathan Larson's ground breaking musical Rent.

The neighborhood is characterized by its extensive mixed-use development. Commercial and retail buildings are combined with residential buildings. The East Village has also become a dining hub, with its many restaurants and bars. Some of these are from rising restaurateurs like David Chang of Momofuku, while others like Veselka have been neighborhood stalwarts for decades.

The East Village has seen a recent influx of residential developments, including projects by some of New York City's

largest real estate developers. Tenant demand for quality residences in the East Village continues to outpace supply. While the broader Manhattan market saw aggregate rents remain stable year-over-year, the East Village saw an uptick in rents due to its proximity to numerous schools (NYU, New School, Cooper Union, etc.) as well as the demand from young professionals who want to live in the NYC's most vibrant neighborhood.

The neighborhood even has its own micro-neighborhoods. The entrance to Alphabet City (so named because it is set between Avenues A-D) is at Avenue A. Meanwhile, St. Mark's takes on a complimentary but independent identity from the rest of the neighborhood, with its all-night partying and tattoo parlors.

Residential rents in the neighborhood had some of the largest increases post covid throughout New York City. Simultaneously, no other area in Manhattan enjoys the mixed-use character of the East Village and convenience to the workplace. Mass transportation within walking distance include the **4** **5** **6** **B** **D** **F** **L** **M** **N** and **R** subway lines, as well as local and express MTA bus service throughout Manhattan.

ASTOR PLACE

The current 299-seat Off-Broadway Astor Place Theatre, has been located in the landmark Colonnade Row on Lafayette Street, half a block south, since 1969. It was known for premiering works by downtown playwrights like Sam Shepard, but since 1991 has been the home of Blue Man Group, which now owns the theatre. The Joseph Papp Public Theater (home to the New York Shakespeare Festival) is located across the street in the former Astor Library building. The trapezium-shaped traffic island in the center of Astor Place is a popular meeting place and center of much skateboarding activity. The island is most notably home to Tony Rosenthal's sculpture "Alamo", known popularly as "The Cube", which consists of a large, black metal cube mounted on one corner. Installed in 1967 as part of the "Sculpture and the Environment" organized by the New York City Department of Cultural Affairs, the Alamo Cube has since become a popular meeting place in the East Village. The sculpture can be spun on its vertical axis by one person with some effort, and two or more people without trouble. In 2003, the cube was the subject of a prank played by the ATF squad (All Too Flat) in which it was turned into a giant Rubik's Cube.



UNION SQUARE PARK

Union Square is a historic intersection and surrounding neighborhood in Manhattan, New York City, located where Broadway and the former Bowery Road - now Fourth Avenue - came together in the early 19th century. Its name denotes that "here was the union of the two principal thoroughfares of the island". The current Union Square Park is bounded by 14th Street on the south, 17th Street on the north, and Union Square West and Union Square East to the west and east respectively. 17th Street links together Broadway and Park Avenue South on the north end of the park, while Union Square East connects Park Avenue South to Fourth Avenue and the continuation of Broadway on the park's south side. The park is maintained by the New York City Department of Parks and Recreation. Union Square is also known for the Union Square Holiday Market, which is held from November 23 through December 24. Temporary booths are filled with over 100 craftsmen, who sell items ranging from candles and perfume to knitted scarves and high-end jewelry



TOMPKINS SQUARE PARK

Tompkins Square Park is a 10.5-acre public park in the Alphabet City portion of East Village, Manhattan, New York City. The square-shaped park, bounded on the north by East 10th Street, on the east by Avenue B, on the south by East 7th Street, and on the west by Avenue A, is abutted by St. Marks Place to the west. The park opened in 1834 and is named for Daniel D. Tompkins, Vice President of the United States. Cultural Services of the French Embassy in the United States and the New York City Department of Parks and Recreation have a popular free outdoor French film festival which shows a critically acclaimed French films each Friday at sunset in city parks including Tompkins during June and July.



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