

Elliman Report

Q4-2020 Northern Manhattan, NY Sales

Co-Op & Condo Dashboard

YEAR-OVER-YEAR

- 0.2%
Prices Median Sales Price

- 30.7%
Sales Closed Sales

+ 49.5%
Inventory Total Inventory

+ 6.0 mos
Pace Months of Supply

Townhouse Dashboard

YEAR-OVER-YEAR

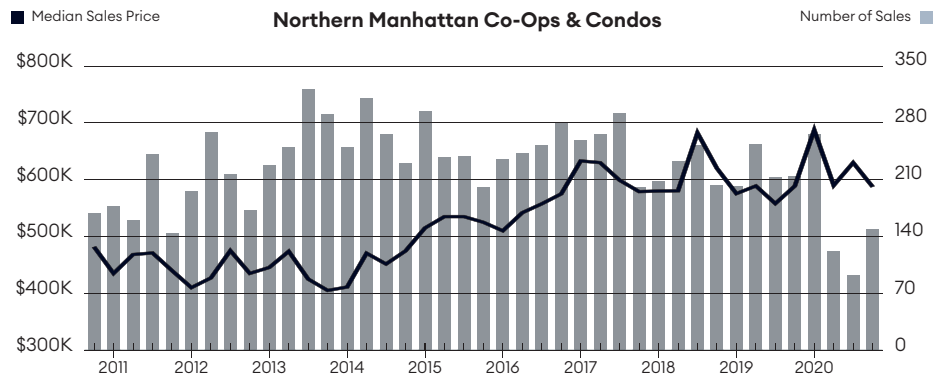
+ 16.9%
Prices Median Sales Price

- 61.9%
Sales Closed Sales

- 80.7%
Inventory Total Inventory

- 4.0 mos
Pace Months of Supply

- The number of sales surged from the prior quarter but remained short of year-ago levels
- Listing inventory fell from the prior quarter record but remained sharply higher than the same period last year
- Harlem condo price trend indicators showed mixed results as sales continued to decline
- Harlem co-op sales stabilized as all price trend indicators fell sharply



Northern Manhattan Co-Op & Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$665,369	-4.4%	\$695,925	1.8%	\$653,747
Average Price Per Sq Ft	\$722	-0.6%	\$726	-5.9%	\$767
Median Sales Price	\$587,500	-6.7%	\$630,000	-0.2%	\$588,750
New Development	\$695,000	-18.1%	\$848,310	-1.6%	\$706,375
Re-Sale	\$575,000	4.5%	\$550,000	2.7%	\$560,000
Number of Sales (Closed)	147	61.5%	91	-30.7%	212
Days on Market (From Last List Date)	163	12.4%	145	77.2%	92
Listing Discount (From Last List Price)	3.7%		3.9%		4.0%
Listing Inventory	547	-11.6%	619	49.5%	366
Months of Supply	11.2	-45.1%	20.4	115.4%	5.2

Harlem Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$908,122	-0.5%	\$913,005	6.1%	\$855,531
Average Price Per Sq Ft	\$847	-4.3%	\$885	-0.9%	\$855
Median Sales Price	\$795,000	2.5%	\$775,810	0.2%	\$793,345
Number of Sales (Closed)	31	40.9%	22	-35.4%	48
Days on Market (From Last List Date)	257	62.7%	158	149.5%	103
Listing Discount (From Last List Price)	5.2%		2.0%		3.8%

Harlem Co-Op Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$312,176	-25.9%	\$421,068	-34.6%	\$477,275
Average Price Per Sq Ft	\$425	-10.7%	\$476	-28.0%	\$590
Median Sales Price	\$271,500	-39.0%	\$445,000	-33.4%	\$407,500
Number of Sales (Closed)	10	42.9%	7	0.0%	10
Days on Market (From Last List Date)	127	-26.6%	173	42.7%	89
Listing Discount (From Last List Price)	-4.6%		1.7%		5.8%



East Harlem

- Condo price trend indicators remained mixed, as sales declined
- Condo marketing time expanded
- Co-op price trend indicators surged as sales jumped from the prior quarter
- Co-op marketing time rose sharply

Washington Heights

- Price trend indicators declined from the year-ago quarter
- The number of sales nearly doubled from the prior quarter but fell short of the prior-year quarter

Fort George

- Price trend indicators showed mixed results year over year
- The number of sales jumped from the prior quarter but declined year over year

Inwood

- Price trend indicators surged year over year
- The number of sales slipped from the year-ago quarter

Townhouses

- Overall price trend indicators rose above year-ago levels, skewed by the shift to larger sized sales
- Listing inventory continued to fall sharply along with the number of sales

East Harlem Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$766,154	-42.2%	\$1,325,230	-5.4%	\$809,793
Average Price Per Sq Ft	\$919	-10.7%	\$1,029	5.4%	\$872
Median Sales Price	\$685,000	-19.9%	\$855,667	-8.7%	\$750,500
Number of Sales (Closed)	13	62.5%	8	-18.8%	16
Days on Market (From Last List Date)	163	N/A	N/A	158.7%	63
Listing Discount (From Last List Price)	3.8%		N/A		3.9%

East Harlem Co-Op Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$502,429	19.6%	\$420,000	16.7%	\$430,639
Average Price Per Sq Ft	\$633	50.7%	\$420	5.3%	\$601
Median Sales Price	\$575,000	36.9%	\$420,000	44.7%	\$397,500
Number of Sales (Closed)	7	250.0%	2	-56.3%	16
Days on Market (From Last List Date)	278	80.5%	154	561.9%	42
Listing Discount (From Last List Price)	2.2%		4.3%		2.9%

Washington Heights Co-Op & Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$526,084	8.6%	\$484,410	-2.6%	\$540,196
Average Price Per Sq Ft	\$573	7.3%	\$534	-20.7%	\$723
Median Sales Price	\$465,000	10.5%	\$421,000	-15.4%	\$549,855
Number of Sales (Closed)	19	90.0%	10	-29.6%	27
Days on Market (From Last List Date)	115	-8.0%	125	-17.3%	139
Listing Discount (From Last List Price)	3.6%		4.5%		6.4%

Fort George Co-Op & Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$595,701	10.1%	\$541,284	5.5%	\$564,719
Average Price Per Sq Ft	\$648	2.2%	\$634	-8.6%	\$709
Median Sales Price	\$514,000	10.9%	\$463,500	6.3%	\$483,538
Number of Sales (Closed)	25	38.9%	18	-28.6%	35
Days on Market (From Last List Date)	118	-23.9%	155	53.2%	77
Listing Discount (From Last List Price)	3.4%		3.2%		6.2%

Inwood Co-Op & Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$639,635	68.0%	\$380,833	44.4%	\$443,056
Average Price Per Sq Ft	\$723	45.8%	\$496	24.9%	\$579
Median Sales Price	\$496,000	34.1%	\$369,999	26.5%	\$392,000
Number of Sales (Closed)	15	66.7%	9	-6.3%	16
Days on Market (From Last List Date)	63	-46.2%	117	14.5%	55
Listing Discount (From Last List Price)	1.8%		3.8%		1.7%

Northern Manhattan Townhouse Matrix (1, 2, & 3-5 Family)	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$2,105,597	1.3%	\$2,079,333	6.5%	\$1,977,752
Average Price Per Sq Ft	\$596	7.4%	\$555	2.9%	\$579
Median Sales Price	\$2,162,800	-6.0%	\$2,300,000	16.9%	\$1,850,000
1-Family	\$3,700,000	168.1%	\$1,380,000	141.8%	\$1,530,000
2-Family	\$2,312,500	-3.6%	\$2,400,000	25.0%	\$1,850,000
3-5 Family	\$1,930,000	-3.5%	\$2,000,000	-3.4%	\$1,997,000
Number of Sales (Closed)	8	-11.1%	9	-61.9%	21
Days on Market (From Last List Date)	253	105.7%	123	38.3%	183
Listing Discount (From Last List Price)	9.8%		18.2%		8.9%
Listing Inventory	11	-45.0%	20	-80.7%	57
Months of Supply	4.1	-38.8%	6.7	-49.4%	8.1

Average Values

4,034 Sq Ft	5.0 Bedrooms
18.0 Width (Ft)	4.7 Bathrooms
0.0% Elevator %	4.3 Stories
12.5 Rooms	

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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