

Elliman Report

May 2021

Manhattan, Brooklyn
and Queens Rentals

Manhattan Rentals Dashboard

YEAR-OVER-YEAR

- **9.9%**
Prices
Median Rental Price

+ **4.71%**
Vacancy
Vacancy Rate

+ **333.4%**
New Leases
Excludes Renewals

- **1.4%**
Market Share
OP + Concessions

+ **76** days
Marketing Time
Days on Market

+ **1.4%**
Negotiability
Listing Discount

- The highest number of new lease signings since tracking began in 2008
- Net effective median rent rose month over month for the fifth time in six months at the highest rate in a decade
- The average lease length rose sharply in the past three months as renters sensed that prices were stabilizing

Manhattan Rentals Matrix		MAY-21	%Δ (MO)	APR-21	%Δ (YR)	MAY-20
Average Rental Price		\$4,078	11.7%	\$3,650	-1.6%	\$4,144
Rental Price Per Sq Ft		\$64.94	4.2%	\$62.34	-4.2%	\$67.82
Median Rental Price		\$3,195	7.4%	\$2,975	-9.9%	\$3,546
Number of New Leases		9,491	4.4%	9,087	333.4%	2,190
Days on Market (From Last List Date)		107	10.3%	97	245.2%	31
Listing Discount (From Last List Price)		3.1%		4.0%		1.7%
Listing Inventory*		19,025	-8.3%	20,743	156.4%	7,420
Vacancy Rate*		7.59%		11.60%		2.88%
Manhattan Rentals With Concessions		MAY-21	%Δ (MO)	APR-21	%Δ (YR)	MAY-20
Median Rental Price		\$3,037	8.8%	\$2,791	-11.1%	\$3,415
Market Share of New Leases (with OP + Concessions %)		40.5%		48.0%		41.9%
Free Rent/Owner Paid (Mos)		2.0	-9.1%	2.2	33.3%	1.5
Manhattan Rentals Matrix By Size		MAY-21	%Δ (MO)	APR-21	%Δ (YR)	MAY-20
Studio	Average Rental Price	\$2,475	4.2%	\$2,376	-13.0%	\$2,844
	Rental Price Per Sq Ft	\$66.04	9.2%	\$60.49	-8.6%	\$72.22
	Median Rental Price	\$2,355	6.1%	\$2,220	-14.8%	\$2,765
	Number of New Leases	2,292	4.0%	2,203	384.6%	473
1-Bedroom	Average Rental Price	\$3,392	6.0%	\$3,199	-8.2%	\$3,694
	Rental Price Per Sq Ft	\$58.59	-1.0%	\$59.16	-15.3%	\$69.21
	Median Rental Price	\$3,200	6.7%	\$3,000	-11.0%	\$3,595
	Number of New Leases	4,040	0.0%	4,042	294.1%	1,025
2-Bedroom	Average Rental Price	\$4,952	9.3%	\$4,532	3.5%	\$4,784
	Rental Price Per Sq Ft	\$65.28	5.6%	\$61.80	2.9%	\$63.45
	Median Rental Price	\$4,327	7.1%	\$4,042	-3.7%	\$4,495
	Number of New Leases	2,224	7.4%	2,071	349.3%	495
3-Bedroom	Average Rental Price	\$8,897	22.2%	\$7,281	11.3%	\$7,996
	Rental Price Per Sq Ft	\$72.05	2.3%	\$70.45	5.3%	\$68.40
	Median Rental Price	\$5,995	19.9%	\$5,000	-7.8%	\$6,500
	Number of New Leases	935	21.3%	771	374.6%	197

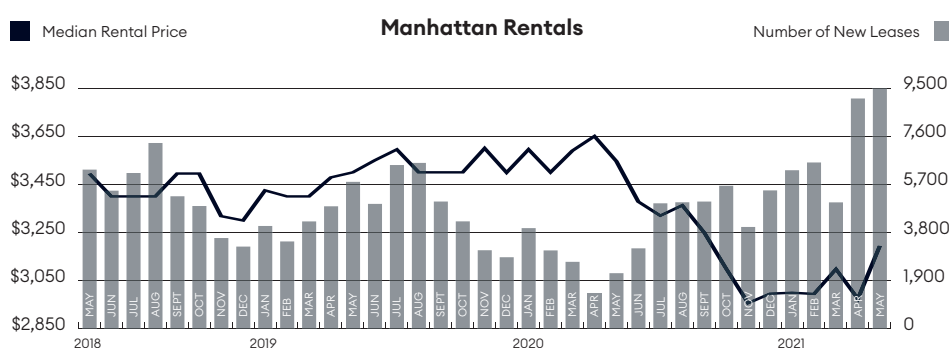
New leasing activity continues to boom as rental prices show stabilization.

The number of new lease signings continued to surge as price trends show signs of month-over-month stabilization, causing more renters to seek longer lease terms. There were 9,491 new leases signed during the month, quadrupling the year-ago total, and the highest amount tracked since at least 2008. Net effective median rent, the face

rent less landlord concessions, fell 11.1% to \$3,037 from year-ago levels but rose by a record 8.8% from the prior month. With net effective median rent rising month over month for the fifth time in six months, tenants have indicated that they don't perceive a continuation of large price declines by signing longer lease terms over the past



several months. With typical lease terms of one and two years, the average term in May was 15.6 months, up from 13.3 months in February. The market share of one-year leases set a record of 77.6% back in December but dropped by half in May to 37.6%. Conversely, the market share of two-year leases was 17.4% last December but more than tripled to a 57.5% share in May. **Note: Our research efforts pivoted to a new and more robust listing system this year that enabled us to pull more rental inventory into all three rental markets reported in this series. Listing inventory and the vacancy rate was restated beginning in December 2020.*



Property Type

- For the fifth straight month, non-doorman rental prices fell year over year at a higher rate than doorman rentals
- New development leasing market share was the highest in more than a year

Price Tier

- The luxury market median price was the only price tranche to rise year over year
- All price trend indicators for rental prices at or above the \$10 thousand threshold rose annually
- Median face rents declined annually by the largest amount on the East Side and by the lowest amount in Northern Manhattan

Downtown

- Median rent declined as new leases continued to surge
- Vacancy fell sharply from the prior month

Eastside

- New leases quintupled as median sales price fell
- Vacancy fell sharply from the prior month

Westside

- Median rent declined while new leases quadrupled
- Vacancy fell from the previous month

Northern Manhattan

- Median rent slipped and new leases surged
- Vacancy dropped from the previous month

Manhattan Rentals Matrix By Property Type	MAY-21	%Δ (MO)	APR-21	%Δ (YR)	MAY-20
Doorman Median Rental Price	\$3,790	8.8%	\$3,482	-8.1%	\$4,123
Non-Doorman Median Rental Price	\$2,500	4.2%	\$2,400	-15.3%	\$2,953
Loft Median Rental Price	\$7,700	92.7%	\$3,995	48.5%	\$5,185
New Development Median Rental Price	\$4,792	6.5%	\$4,500	2.1%	\$4,695
Existing Median Rental Price	\$3,048	4.2%	\$2,925	-12.8%	\$3,495

Manhattan Rentals Matrix By Price	MAY-21	%Δ (MO)	APR-21	%Δ (YR)	MAY-20
Luxury (Top 10%) Average Rental Price	\$11,584	24.1%	\$9,336	23.0%	\$9,415
Luxury (Top 10%) Rental Price Per Sq Ft	\$76.92	3.0%	\$74.67	1.5%	\$75.80
Luxury (Top 10%) Median Rental Price	\$8,950	19.3%	\$7,500	14.4%	\$7,825
Luxury (Top 10%) Number of New Leases	950	4.5%	909	331.8%	220
Luxury (Top 10%) Entry Price Threshold	\$6,615	14.2%	\$5,795	3.0%	\$6,420
Upper Tier (30% below Luxury) - Med. Rental Price	\$4,500	8.4%	\$4,150	-5.3%	\$4,753
Mid Tier (2 nd 30%) - Median Rental Price	\$2,995	7.0%	\$2,800	-10.8%	\$3,359
Entry Tier (1 st 30%) - Median Rental Price	\$2,000	0.5%	\$1,991	-17.5%	\$2,425

Downtown Rentals Matrix	MAY-21	%Δ (MO)	APR-21	%Δ (YR)	MAY-20
Median Rental Price	\$3,495	8.4%	\$3,225	-10.3%	\$3,895
Number of New Leases	4,234	2.8%	4,120	346.6%	948
Vacancy Rate*	9.92%		16.58%		3.65%

Eastside Rentals Matrix	MAY-21	%Δ (MO)	APR-21	%Δ (YR)	MAY-20
Median Rental Price	\$2,950	7.4%	\$2,746	-15.6%	\$3,495
Number of New Leases	2,297	9.7%	2,093	405.9%	454
Vacancy Rate*	5.53%		7.89%		1.53%

Westside Rentals Matrix	MAY-21	%Δ (MO)	APR-21	%Δ (YR)	MAY-20
Median Rental Price	\$3,200	6.7%	\$3,000	-9.9%	\$3,550
Number of New Leases	2,216	1.4%	2,185	302.9%	550
Vacancy Rate*	7.58%		9.34%		3.27%

Northern Manhattan Rentals Matrix	MAY-21	%Δ (MO)	APR-21	%Δ (YR)	MAY-20
Median Rental Price	\$2,250	7.4%	\$2,095	-1.9%	\$2,293
Number of New Leases	744	8.0%	689	212.6%	238
Vacancy Rate*	4.26%		6.29%		2.30%

Brooklyn Rentals Dashboard

YEAR-OVER-YEAR

- **8.3%**
Prices
Median Rental Price

+ **478.3%**
Inventory
Total Inventory

+ **244.2%**
New Leases
Excludes Renewals

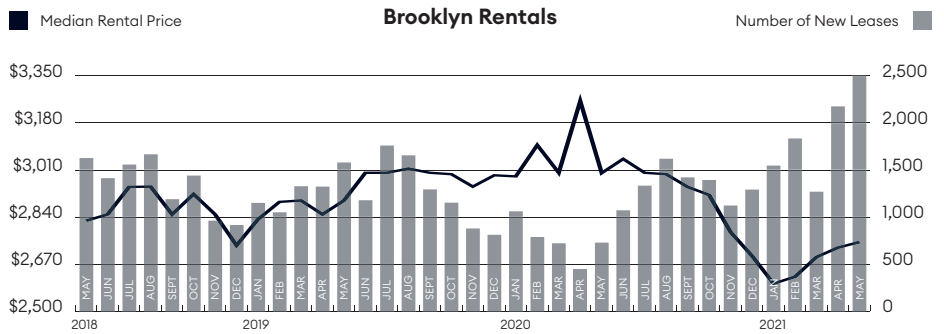
+ **3.4%**
Market Share
OP + Concessions

+ **73 days**
Marketing Time
Days on Market

+ **1.4%**
Negotiability
Listing Discount

- The highest number of new leases since 2008 reached in three of the past four months
- Net effective median rent rose month over month for the second time in three months at the highest rate in more than a decade
- The amount of rental concessions given by landlords rose again to their third-highest level since 2010

Continued significant new leasing activity helped stabilize pricing.



Brooklyn Rentals Matrix		MAY-21	%Δ (MO)	APR-21	%Δ (YR)	MAY-20
Average Rental Price		\$3,188	1.9%	\$3,130	-5.0%	\$3,356
Rental Price Per Sq Ft		\$46.61	0.9%	\$46.20	-1.7%	\$47.44
Median Rental Price		\$2,750	0.7%	\$2,730	-8.3%	\$2,999
Number of New Leases		2,506	15.2%	2,175	244.2%	728
Days on Market (From Last List Date)		97	31.1%	74	304.2%	24
Listing Discount (From Last List Price)		1.9%		2.0%		0.5%
Listing Inventory*		13,410	-17.0%	16,154	478.3%	2,319
Brooklyn Rentals With Concessions		MAY-21	%Δ (MO)	APR-21	%Δ (YR)	MAY-20
Median Rental Price		\$2,644	1.1%	\$2,614	-9.5%	\$2,921
Market Share of New Leases (with OP + Concessions %)		36.4%		38.0%		33.0%
Free Rent/Owner Paid (Mos)		1.8	-5.3%	1.9	28.6%	1.4
Brooklyn Rentals Matrix By Size		MAY-21	%Δ (MO)	APR-21	%Δ (YR)	MAY-20
Studio	Average Rental Price	\$2,486	10.8%	\$2,244	-3.4%	\$2,574
	Rental Price Per Sq Ft	\$55.02	2.0%	\$53.93	-13.6%	\$63.68
	Median Rental Price	\$2,275	1.9%	\$2,232	-7.3%	\$2,455
	Number of New Leases	391	9.5%	357	249.1%	112
1-Bedroom	Average Rental Price	\$2,774	0.6%	\$2,758	-4.7%	\$2,912
	Rental Price Per Sq Ft	\$48.77	1.8%	\$47.91	-2.1%	\$49.83
	Median Rental Price	\$2,700	1.7%	\$2,655	-1.8%	\$2,750
	Number of New Leases	932	13.7%	820	207.6%	303
2-Bedroom	Average Rental Price	\$3,328	-1.8%	\$3,389	-12.0%	\$3,780
	Rental Price Per Sq Ft	\$43.94	-5.0%	\$46.25	-6.1%	\$46.77
	Median Rental Price	\$2,900	-3.3%	\$3,000	-17.1%	\$3,500
	Number of New Leases	779	11.3%	700	243.2%	227
3-Bedroom	Average Rental Price	\$4,551	-1.2%	\$4,608	-5.5%	\$4,818
	Rental Price Per Sq Ft	\$44.43	7.2%	\$41.45	6.7%	\$41.64
	Median Rental Price	\$3,497	-0.1%	\$3,500	-12.6%	\$4,000
	Number of New Leases	404	35.6%	298	369.8%	86
Brooklyn Rentals Matrix By Type		MAY-21	%Δ (MO)	APR-21	%Δ (YR)	MAY-20
Luxury (Top 10%) Median Rental Price		\$5,998	3.4%	\$5,800	0.1%	\$5,995
Luxury (Top 10%) Entry Price Threshold		\$4,750	-0.3%	\$4,765	-8.7%	\$5,200
New Development Median Rental Price		\$3,000	0.0%	\$3,000	-14.0%	\$3,487

The number of new lease signings surged to new records in three of the past four months as rental price trends showed month over month stability and tenant lease terms expanded. There were 2,506 new leases signed during the month, nearly quadrupling the year-ago total to the highest amount tracked since January 2008. Net effective median rent, the face rent less landlord concessions, fell 9.5% to \$2,644 from year-ago levels but increased month over month at the highest rate in more than a decade. Net effective median rent

rose month over month for the second time in three months, so tenants have been more willing to sign longer lease terms in recent months. With typical lease terms of one and two years, the average term in May was 15.1 months, up from 13.6 months in February. The market share of one year leases was 70.8% back in December but fell sharply by May to 47.7%. Conversely, the market share of two-year leases was 23.4% last December but more than doubled to a 49.7% share in May.

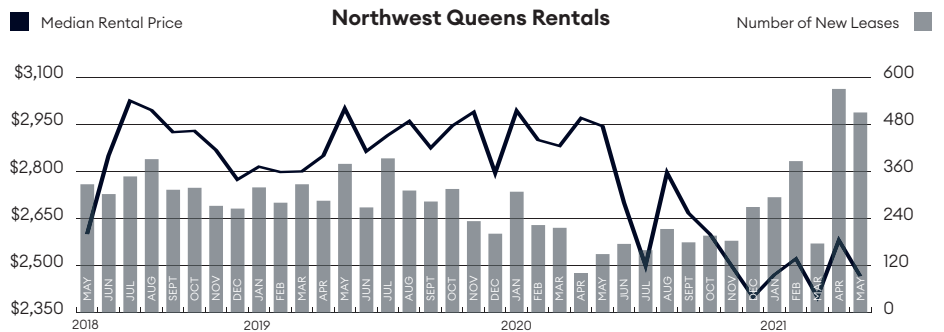
Northwest Queens Rentals Dashboard

YEAR-OVER-YEAR

- **16.2%**
Prices
Median Rental Price
- + **531.6%**
Inventory
Total Inventory
- + **242.3%**
New Leases
Excludes Renewals
- **18.8%**
Market Share
OP + Concessions
- + **47** days
Marketing Time
Days on Market
- **1.1%**
Negotiability
Listing Discount

- The second-highest number of new leases since 2011, representing a six-fold annual increase
- The market share of landlord concessions was more than double the market share of existing rentals
- Rental price trends remain weakest in smaller apartments

Heavy new leasing activity helped begin to stabilize pricing.



Northwest Queens Rentals Matrix		MAY-21	%Δ (MO)	APR-21	%Δ (YR)	MAY-20
Average Rental Price		\$2,737	-4.2%	\$2,856	-14.5%	\$3,200
Rental Price Per Sq Ft		\$39.26	-14.3%	\$45.81	-26.8%	\$53.63
Median Rental Price		\$2,466	-4.5%	\$2,581	-16.2%	\$2,944
Number of New Leases		510	-10.5%	570	242.3%	149
Days on Market (From Last List Date)		72	1.4%	71	188.0%	25
Listing Discount (From Last List Price)		-0.1%		0.6%		1.0%
Listing Inventory*		2,994	-16.8%	3,598	531.6%	474
Northwest Queens Rentals with Concessions		MAY-21	%Δ (MO)	APR-21	%Δ (YR)	MAY-20
Median Rental Price		\$2,304	-2.8%	\$2,370	-16.1%	\$2,745
Market Share of New Leases (with OP + Concessions %)		46.3%		53.9%		65.1%
Free Rent/Owner Paid (Mos)		2.4	-7.7%	2.6	33.3%	1.8
Northwest Queens Rentals Matrix By Size		MAY-21	%Δ (MO)	APR-21	%Δ (YR)	MAY-20
Studio	Average Rental Price	\$2,096	1.6%	\$2,063	-19.2%	\$2,595
	Rental Price Per Sq Ft	\$58.21	18.8%	\$49.00	-13.7%	\$67.46
	Median Rental Price	\$2,050	6.2%	\$1,931	-22.8%	\$2,654
	Number of New Leases	89	-27.6%	123	140.5%	37
1-Bedroom	Average Rental Price	\$2,429	-3.8%	\$2,525	-18.8%	\$2,990
	Rental Price Per Sq Ft	\$40.72	-14.7%	\$47.72	-24.7%	\$54.06
	Median Rental Price	\$2,350	-7.1%	\$2,530	-22.9%	\$3,049
	Number of New Leases	232	-11.1%	261	241.2%	68
2-Bedroom	Average Rental Price	\$3,211	-9.8%	\$3,560	-18.4%	\$3,934
	Rental Price Per Sq Ft	\$35.83	-14.9%	\$42.11	-28.3%	\$49.98
	Median Rental Price	\$3,195	-11.6%	\$3,615	-12.9%	\$3,669
	Number of New Leases	150	-1.3%	152	316.7%	36
3-Bedroom	Average Rental Price	\$4,214	-17.6%	\$5,116	-5.8%	\$4,472
	Rental Price Per Sq Ft	\$39.92	-15.5%	\$47.26	-14.4%	\$46.61
	Median Rental Price	\$3,500	-40.6%	\$5,895	-15.9%	\$4,161
	Number of New Leases	39	14.7%	34	387.5%	8
Northwest Queens Rentals Matrix By Type		MAY-21	%Δ (MO)	APR-21	%Δ (YR)	MAY-20
Luxury (Top 10%) Median Rental Price		\$4,730	-8.2%	\$5,153	-14.0%	\$5,499
Luxury (Top 10%) Entry Price Threshold		\$4,050	-5.8%	\$4,301	-19.8%	\$5,053
New Development Median Rental Price		\$2,935	2.4%	\$2,866	-2.0%	\$2,995
New Development Market Share		29.4%		34.4%		27.5%

Lease signings surged annually to the second-highest recorded since 2011, while rental price trends showed stability since the beginning of the year with modest month-over-month increases and decreases each month as well as longer tenant terms. There were 510 new leases signed during the month, surging 242.3% year over year. Net effective median rent, the face rent less landlord concessions, fell 16.1% to \$2,304 from year-ago levels but

slipped 2.8% month over month. Tenants have been more willing to sign longer lease terms in recent months. With typical lease terms of one and two years, the average term in May was 16.2 months, up from 13 months in February. The market share of one-year leases was 79.6% back in December but fell by two-thirds by May to 26.5%. Conversely, the market share of two-year leases was 16.9% last December but nearly quadrupled to a 65.4% share in May.

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology
Northwest Queens is defined as Long Island City, Astoria, Sunnyside and Woodside.

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