

# Elliman Report

## Q2-2021 Northern Manhattan, NY Sales

### Co-Op & Condo Dashboard

YEAR-OVER-YEAR

+ 0.4%  
Prices Median Sales Price

+ 91.7%  
Sales Closed Sales

+ 64.8%  
Inventory Total Inventory

- 1.3 mos  
Pace Months of Supply

### Townhouse Dashboard

YEAR-OVER-YEAR

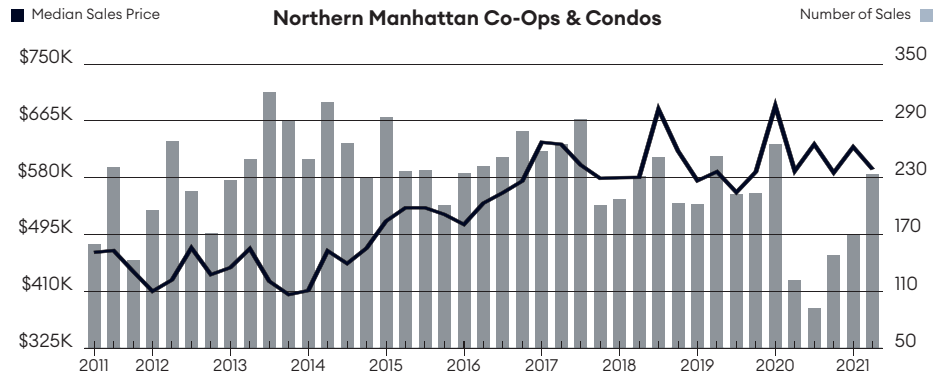
- 12.1%  
Prices Median Sales Price

+ 114.3%  
Sales Closed Sales

+ 96.4%  
Inventory Total Inventory

- 1.0 mos  
Pace Months of Supply

- The number of sales nearly doubled from the year-ago quarter, outpacing listing inventory growth
- Average sales size jumped year over year, pushing price trend indicators higher
- Harlem condo median and average sales price continued to be skewed higher by the shift in sales to larger units
- Harlem co-op sales nearly tripled while price trend indicators showed mixed trends



Northern Manhattan Co-Op & Condo Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$793,284	4.6%	\$758,577	15.9%	\$684,497
Average Price Per Sq Ft	\$845	4.7%	\$807	3.4%	\$817
Median Sales Price	\$592,500	-5.4%	\$626,000	0.4%	\$590,000
New Development	\$1,916,092	100.0%	\$957,814	183.9%	\$675,000
Re-Sale	\$577,000	-2.9%	\$594,500	-2.2%	\$590,000
Number of Sales (Closed)	232	38.1%	168	91.7%	121
Days on Market (From Last List Date)	149	33.0%	112	33.0%	112
Listing Discount (From Last List Price)	3.6%		4.6%		5.5%
Listing Inventory	633	17.2%	540	64.8%	384
Months of Supply	8.2	-14.6%	9.6	-13.7%	9.5

Harlem Condo Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$943,052	-2.1%	\$963,566	9.9%	\$858,184
Average Price Per Sq Ft	\$884	-3.5%	\$916	-5.0%	\$931
Median Sales Price	\$845,000	-0.5%	\$848,875	11.2%	\$760,000
Number of Sales (Closed)	35	2.9%	34	40.0%	25
Days on Market (From Last List Date)	85	-25.4%	114	-44.1%	152
Listing Discount (From Last List Price)	4.1%		3.5%		5.6%

Harlem Co-Op Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$428,690	19.1%	\$359,956	7.4%	\$399,220
Average Price Per Sq Ft	\$491	-14.5%	\$574	-6.8%	\$527
Median Sales Price	\$372,500	49.0%	\$250,000	-11.8%	\$422,500
Number of Sales (Closed)	21	23.5%	17	162.5%	8
Days on Market (From Last List Date)	0	-100.0%	164	-100.0%	228
Listing Discount (From Last List Price)	4.6%		5.2%		8.1%



Prepared by Miller Samuel Real Estate Appraisers & Consultants

## East Harlem

- Condo price trend indicators were mixed as sales continued to jump
- Condo marketing time surged as sellers were able to sell off older listing inventory
- Co-op price trend indicators and number of sales surged
- Co-op listing inventory and marketing time expanded

## Washington Heights

- Price trend indicators continue to post large gains from the year-ago quarter
- The number of sales fell year over year for the sixth straight quarter

## Fort George

- Price trend indicators showed mixed year over year trends
- The number of sales nearly tripled from year-ago levels

## Inwood

- Price trend indicators showed mixed year over year trends
- The number of sales more than tripled from year-ago levels

## Townhouses

- The number of sales nearly doubled from year-ago levels as price trends showed mixed results
- Listing inventory nearly doubled to match sales gains as marketing time expanded

East Harlem Condo Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$698,904	-39.8%	\$1,161,833	-8.3%	\$762,493
Average Price Per Sq Ft	\$1,004	12.3%	\$894	1.8%	\$986
Median Sales Price	\$637,227	-32.9%	\$950,000	1.6%	\$627,000
Number of Sales (Closed)	14	55.6%	9	55.6%	9
Days on Market (From Last List Date)	193	N/A	137	183.8%	68
Listing Discount (From Last List Price)	4.8%		11.2%		N/A

East Harlem Co-Op Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$462,844	-17.9%	\$563,571	56.2%	\$296,250
Average Price Per Sq Ft	\$639	-3.8%	\$664	43.0%	\$447
Median Sales Price	\$490,000	-8.4%	\$535,000	117.8%	\$225,000
Number of Sales (Closed)	16	128.6%	7	300.0%	4
Days on Market (From Last List Date)	190	108.8%	91	493.8%	32
Listing Discount (From Last List Price)	5.0%		13.0%		N/A

Washington Heights Co-Op & Condo Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$566,200	6.0%	\$534,131	24.0%	\$456,696
Average Price Per Sq Ft	\$672	5.3%	\$638	26.3%	\$532
Median Sales Price	\$525,000	-8.7%	\$575,000	21.6%	\$431,750
Number of Sales (Closed)	11	-35.3%	17	-21.4%	14
Days on Market (From Last List Date)	220	89.7%	116	89.7%	116
Listing Discount (From Last List Price)	4.4%		4.2%		-0.7%

Fort George Co-Op & Condo Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$599,871	-7.6%	\$649,538	7.8%	\$556,222
Average Price Per Sq Ft	\$702	4.3%	\$673	-3.4%	\$727
Median Sales Price	\$487,500	-19.1%	\$602,500	3.2%	\$472,500
Number of Sales (Closed)	52	62.5%	32	188.9%	18
Days on Market (From Last List Date)	164	49.1%	110	72.6%	95
Listing Discount (From Last List Price)	4.0%		2.7%		3.3%

Inwood Co-Op & Condo Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$418,274	-7.7%	\$453,000	-6.8%	\$448,750
Average Price Per Sq Ft	\$509	-3.8%	\$529	-5.4%	\$538
Median Sales Price	\$404,500	-19.3%	\$501,000	13.1%	\$357,500
Number of Sales (Closed)	14	75.0%	8	250.0%	4
Days on Market (From Last List Date)	155	86.7%	83	400.0%	31
Listing Discount (From Last List Price)	2.9%		2.7%		-0.7%

Northern Manhattan Townhouse Matrix (1, 2, & 3-5 Family)	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$2,063,838	-4.3%	\$2,156,852	-9.2%	\$2,272,000
Average Price Per Sq Ft	\$584	2.3%	\$571	1.7%	\$574
Median Sales Price	\$2,000,000	-10.2%	\$2,228,000	-12.1%	\$2,275,000
1-Family	\$420,000	-85.0%	\$2,795,000	-75.3%	\$1,700,000
2-Family	\$2,000,000	-4.8%	\$2,100,000	-4.8%	\$2,100,000
3-5 Family	\$2,260,000	1.4%	\$2,228,000	-6.0%	\$2,405,000
Number of Sales (Closed)	15	-6.3%	16	114.3%	7
Days on Market (From Last List Date)	385	48.6%	259	58.4%	243
Listing Discount (From Last List Price)	7.8%		6.1%		9.2%
Listing Inventory	55	31.0%	42	96.4%	28
Months of Supply	11.0	39.2%	7.9	-8.3%	12.0

### Average Values

3,536 Sq Ft	5.0 Bedrooms
18.1 Width (Ft)	4.5 Bathrooms
0.0% Elevator %	3.6 Stories
10.9 Rooms	

Questions or comments? Email report author Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
Methodology: [millersamuel.com/research-reports/methodology](http://millersamuel.com/research-reports/methodology)

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