

Elliman Report

June 2021

Manhattan, Brooklyn
and Queens Rentals

Manhattan Rentals Dashboard

YEAR-OVER-YEAR

- **3.8%**
Prices
Median Rental Price

+ **3.02%**
Vacancy*
Vacancy Rate

+ **204.1%**
New Leases
Excludes Renewals

- **7.0%**
Market Share
OP + Concessions

+ **60** days
Marketing Time
Days on Market

- **0.6%**
Negotiability
Listing Discount

- The highest number of new lease signings since tracking began in 2008
- Listing inventory fell by half since January as landlord concessions fell to their lowest level since last August
- The average lease length rose each month since January as tenants lock in discounts

*New Methodology Began Dec-20

Manhattan Rentals Matrix		JUN-21	%Δ (MO)	MAY-21	%Δ (YR)	JUN-20
Average Rental Price		\$3,922	-3.8%	\$4,078	-2.7%	\$4,032
Rental Price Per Sq Ft		\$64.97	0.0%	\$64.94	0.0%	\$65.00
Median Rental Price		\$3,249	1.7%	\$3,195	-3.8%	\$3,378
Number of New Leases		9,642	1.6%	9,491	204.1%	3,171
Days on Market (From Last List Date)		87	-18.7%	107	222.2%	27
Listing Discount (From Last List Price)		1.4%		3.1%		2.0%
Listing Inventory*		11,853	-37.7%	19,025	9.9%	10,789
Vacancy Rate*		6.69%		7.59%		3.67%
Manhattan Rentals With Concessions		JUN-21	%Δ (MO)	MAY-21	%Δ (YR)	JUN-20
Median Rental Price		\$3,109	2.4%	\$3,037	-4.1%	\$3,242
Market Share of New Leases (with OP + Concessions %)		37.7%		40.5%		44.7%
Free Rent/Owner Paid (Mos)		1.9	-5.0%	2.0	26.7%	1.5
Manhattan Rentals Matrix By Size		JUN-21	%Δ (MO)	MAY-21	%Δ (YR)	JUN-20
Studio	Average Rental Price	\$2,798	13.1%	\$2,475	3.4%	\$2,705
	Rental Price Per Sq Ft	\$64.30	-2.6%	\$66.04	-4.9%	\$67.59
	Median Rental Price	\$2,485	5.5%	\$2,355	-4.4%	\$2,600
	Number of New Leases	2,681	17.0%	2,292	299.6%	671
1-Bedroom	Average Rental Price	\$3,475	2.4%	\$3,392	0.2%	\$3,469
	Rental Price Per Sq Ft	\$61.59	5.1%	\$58.59	-4.0%	\$64.15
	Median Rental Price	\$3,300	3.1%	\$3,200	-1.5%	\$3,350
	Number of New Leases	4,056	0.4%	4,040	206.6%	1,323
2-Bedroom	Average Rental Price	\$4,890	-1.3%	\$4,952	2.8%	\$4,756
	Rental Price Per Sq Ft	\$66.18	1.4%	\$65.28	4.4%	\$63.37
	Median Rental Price	\$4,299	-0.6%	\$4,327	-2.2%	\$4,395
	Number of New Leases	2,100	-5.6%	2,224	159.3%	810
3-Bedroom	Average Rental Price	\$7,394	-16.9%	\$8,897	7.4%	\$6,886
	Rental Price Per Sq Ft	\$69.94	-2.9%	\$72.05	3.6%	\$67.52
	Median Rental Price	\$5,250	-12.4%	\$5,995	-1.3%	\$5,317
	Number of New Leases	805	-13.9%	935	119.3%	367

The number of new lease signings continued to set records as the length of leases expanded.

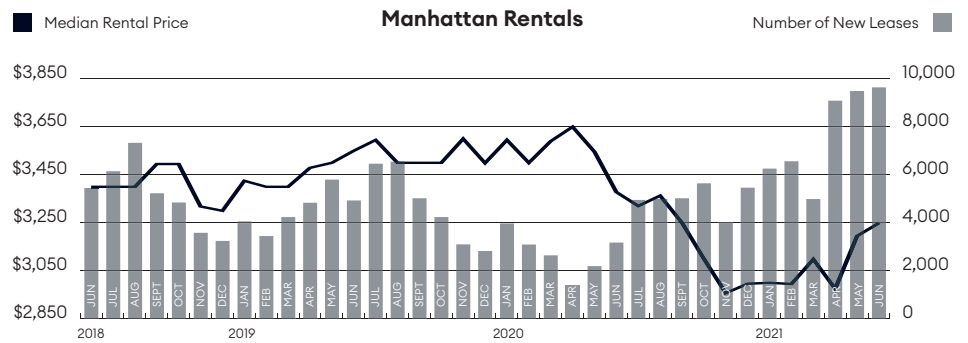
There were a record 9,642 new lease signings, more than triple the number in the same period last year and the highest total on record since 2008. After three straight months of heavy new lease signing volume, listing inventory began to decline sharply. The number of listings dropped by

54.2% to 11,853 since the January record of 25,883, reflecting leasing volume that was beginning to overpower supply. With typical lease terms of one and two-year leases, the average term in June was 15.9 months, up from 13.2 months in January. The market share of one-year leases set a record of



Prepared by Miller Samuel Real Estate Appraisers & Consultants

77.6% back in January but dropped by half in June to 33.8%. Conversely, the market share of two-year leases was 16.3% last December but near quadrupled to a 61.8% share in June. Net effective median rent, the face rent less landlord concessions, 4.1% to \$3,109 from year-ago levels but rose a record 8.8% from the prior month. **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 sixth straight month, non-doorman rental fell year over year at a higher rate than doorman rentals
- New development leasing market share was the highest June in eight years

Price Tier

- The lowest price tranches of the market saw the most year over year price weakness
- All price trend indicators at or above the \$10 thousand threshold continued to rise annually
- Median face rents on the West Side and Northern Manhattan saw the lowest year over year declines

Downtown

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

Eastside

- New leases more than tripled as median sales price fell
- Vacancy stabilized from the prior month

Westside

- Median rent slipped while new leases tripled
- Vacancy rose from the previous month

Northern Manhattan

- Median rent slipped and new leases jumped
- Vacancy edged higher from the previous month

Manhattan Rentals Matrix By Property Type	JUN-21	%Δ (MO)	MAY-21	%Δ (YR)	JUN-20
Doorman Median Rental Price	\$3,771	-0.5%	\$3,790	-5.6%	\$3,995
Non-Doorman Median Rental Price	\$2,650	6.0%	\$2,500	-7.0%	\$2,850
Loft Median Rental Price	\$5,900	-23.4%	\$7,700	18.1%	\$4,995
New Development Median Rental Price	\$4,850	1.2%	\$4,792	-2.5%	\$4,972
Existing Median Rental Price	\$3,150	3.3%	\$3,048	-4.4%	\$3,295

Manhattan Rentals Matrix By Price	JUN-21	%Δ (MO)	MAY-21	%Δ (YR)	JUN-20
Luxury (Top 10%) Average Rental Price	\$9,766	-15.7%	\$11,584	0.1%	\$9,757
Luxury (Top 10%) Rental Price Per Sq Ft	\$76.36	-0.7%	\$76.92	1.9%	\$74.94
Luxury (Top 10%) Median Rental Price	\$7,745	-13.5%	\$8,950	-2.9%	\$7,975
Luxury (Top 10%) Number of New Leases	970	2.1%	950	204.1%	319
Luxury (Top 10%) Entry Price Threshold	\$6,250	-5.5%	\$6,615	0.0%	\$6,250
Upper Tier (30% below Luxury) - Med. Rental Price	\$4,500	0.0%	\$4,500	-0.3%	\$4,512
Mid Tier (2 nd 30%) - Median Rental Price	\$3,041	1.5%	\$2,995	-5.0%	\$3,200
Entry Tier (1 st 30%) - Median Rental Price	\$2,125	6.3%	\$2,000	-7.3%	\$2,292

Downtown Rentals Matrix	JUN-21	%Δ (MO)	MAY-21	%Δ (YR)	JUN-20
Median Rental Price	\$3,550	1.6%	\$3,495	-9.2%	\$3,909
Number of New Leases	4,266	0.8%	4,234	226.6%	1,306
Vacancy Rate*	6.88%		9.92%		5.28%

*New Methodology Began Dec-20

Eastside Rentals Matrix	JUN-21	%Δ (MO)	MAY-21	%Δ (YR)	JUN-20
Median Rental Price	\$2,925	-0.8%	\$2,950	-13.7%	\$3,390
Number of New Leases	2,193	-4.5%	2,297	244.8%	636
Vacancy Rate*	5.53%		5.53%		1.97%

*New Methodology Began Dec-20

Westside Rentals Matrix	JUN-21	%Δ (MO)	MAY-21	%Δ (YR)	JUN-20
Median Rental Price	\$3,350	4.7%	\$3,200	-1.9%	\$3,415
Number of New Leases	2,514	13.4%	2,216	247.7%	723
Vacancy Rate*	9.34%		7.58%		4.18%

*New Methodology Began Dec-20

Northern Manhattan Rentals Matrix	JUN-21	%Δ (MO)	MAY-21	%Δ (YR)	JUN-20
Median Rental Price	\$2,250	0.0%	\$2,250	-1.1%	\$2,275
Number of New Leases	669	-10.1%	744	32.2%	506
Vacancy Rate*	4.43%		4.26%		1.06%

*New Methodology Began Dec-20

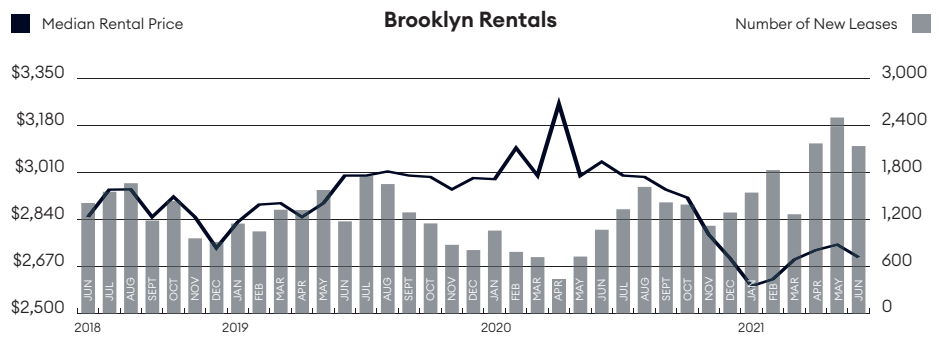
Brooklyn Rentals Dashboard

YEAR-OVER-YEAR

- **11.3%**
Prices
Median Rental Price
 - + **278.8%**
Inventory*
Total Inventory
 - + **99.9%**
New Leases
Excludes Renewals
 - **6.0%**
Market Share
OP + Concessions
 - + **25 days**
Marketing Time
Days on Market
 - **0.6%**
Negotiability
Listing Discount
- The second-highest number of new leases and highest June total on record since 2008
 - The lowest amount of concessions paid by landlords since September
 - Net effective median rent rose month over month for the third time in four months

*New Methodology Began Dec-20

Third highest new lease signings on record as rental prices stabilized.



Brooklyn Rentals Matrix		JUN-21	%Δ (MO)	MAY-21	%Δ (YR)	JUN-20
Average Rental Price		\$3,185	-0.1%	\$3,188	-7.1%	\$3,429
Rental Price Per Sq Ft		\$45.65	-2.1%	\$46.61	1.1%	\$45.14
Median Rental Price		\$2,704	-1.7%	\$2,750	-11.3%	\$3,050
Number of New Leases		2,141	-14.6%	2,506	99.9%	1,071
Days on Market (From Last List Date)		50	-48.5%	97	100.0%	25
Listing Discount (From Last List Price)		0.3%		1.9%		0.9%
Listing Inventory*		11,836	-11.7%	13,410	278.8%	3,125

Brooklyn Rentals With Concessions		JUN-21	%Δ (MO)	MAY-21	%Δ (YR)	JUN-20
Median Rental Price		\$2,615	-1.1%	\$2,644	-11.2%	\$2,944
Market Share of New Leases (with OP + Concessions %)		34.1%		36.4%		40.1%
Free Rent/Owner Paid (Mos)		1.6	-11.1%	1.8	6.7%	1.5

Brooklyn Rentals Matrix By Size			JUN-21	%Δ (MO)	MAY-21	%Δ (YR)	JUN-20
Studio	Average Rental Price		\$2,487	0.0%	\$2,486	-1.5%	\$2,524
	Rental Price Per Sq Ft		\$50.76	-7.7%	\$55.02	9.9%	\$46.19
	Median Rental Price		\$2,395	5.3%	\$2,275	-4.2%	\$2,500
	Number of New Leases		549	40.4%	391	249.7%	157
1-Bedroom	Average Rental Price		\$2,790	0.6%	\$2,774	-8.0%	\$3,033
	Rental Price Per Sq Ft		\$46.95	-3.7%	\$48.77	-7.9%	\$50.97
	Median Rental Price		\$2,650	-1.9%	\$2,700	-11.6%	\$2,999
	Number of New Leases		765	-17.9%	932	96.7%	389
2-Bedroom	Average Rental Price		\$3,561	7.0%	\$3,328	-3.3%	\$3,683
	Rental Price Per Sq Ft		\$44.21	0.6%	\$43.94	0.0%	\$44.20
	Median Rental Price		\$3,000	3.4%	\$2,900	-10.4%	\$3,350
	Number of New Leases		545	-30.0%	779	54.8%	352
3-Bedroom	Average Rental Price		\$4,886	7.4%	\$4,551	5.6%	\$4,625
	Rental Price Per Sq Ft		\$44.70	0.6%	\$44.43	9.3%	\$40.88
	Median Rental Price		\$3,600	2.9%	\$3,497	-10.0%	\$4,000
	Number of New Leases		282	-30.2%	404	63.0%	173

Brooklyn Rentals Matrix By Type		JUN-21	%Δ (MO)	MAY-21	%Δ (YR)	JUN-20
Luxury (Top 10%) Median Rental Price		\$5,960	-0.6%	\$5,998	-3.9%	\$6,200
Luxury (Top 10%) Entry Price Threshold		\$4,770	0.4%	\$4,750	-9.1%	\$5,250
New Development Median Rental Price		\$3,050	1.7%	\$3,000	-11.3%	\$3,438

There were 2,141 new leases signed, the highest total for June since 2008 and the third-highest monthly total overall. Net effective median rent, the face rent less landlord concessions, slipped 1.7% month over month to \$2,615, the first decline in five months. Listing inventory dropped 42.2% from January to 11,836 as new supply failed to keep up with demand. With heavy leasing, volume came longer terms, as tenants indicate that the sharp price corrections of the past year were over by

locking in discounts for longer periods. The average lease term in June was 15.5 months, up from 13.8 months in January. The average landlord concession as a monthly rent equivalent was 1.6 months, the lowest since last September and 23.8% below the 2.1-month record set in January. The average market share of leases with concessions was 34.1%, down from the 55.1% record set back in January and similarly allocated across all apartment sizes by bedroom.

Northwest Queens Rentals Dashboard

YEAR-OVER-YEAR

= 0.0%
Prices
Median Rental Price

+ 325.7%
Inventory*
Total Inventory

+ 171.4%
New Leases
Excludes Renewals

- 2.8%
Market Share
OP + Concessions

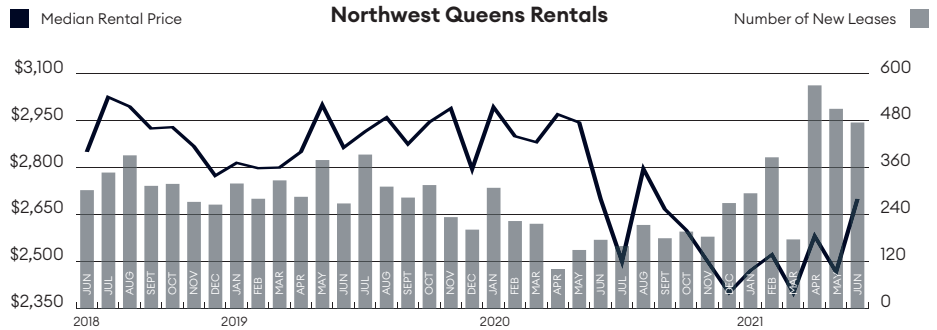
+ 19 days
Marketing Time
Days on Market

- 1.1%
Negotiability
Listing Discount

- The largest number of new leases signed in June and the third-highest month overall since 2011
- Listing inventory fell by half since January but remains elevated
- Rental price trends continued to remain weakest in smaller apartments

*New Methodology Began Dec-20

Record new leasing activity has helped moderate rental price declines.



Northwest Queens Rentals Matrix		JUN-21	%Δ (MO)	MAY-21	%Δ (YR)	JUN-20
Average Rental Price		\$2,913	6.4%	\$2,737	-1.3%	\$2,952
Rental Price Per Sq Ft		\$45.44	15.7%	\$39.26	9.8%	\$41.38
Median Rental Price		\$2,700	9.5%	\$2,466	0.0%	\$2,700
Number of New Leases		475	-6.9%	510	171.4%	175
Days on Market (From Last List Date)		44	-38.9%	72	76.0%	25
Listing Discount (From Last List Price)		-0.1%		-0.1%		1.0%
Listing Inventory*		2,567	-14.3%	2,994	325.7%	603

Northwest Queens Rentals with Concessions		JUN-21	%Δ (MO)	MAY-21	%Δ (YR)	JUN-20
Median Rental Price		\$2,507	8.8%	\$2,304	-2.1%	\$2,560
Market Share of New Leases (with OP + Concessions %)		48.6%		46.3%		51.4%
Free Rent/Owner Paid (Mos)		2.5	4.2%	2.4	47.1%	1.7

Northwest Queens Rentals Matrix By Size		JUN-21	%Δ (MO)	MAY-21	%Δ (YR)	JUN-20
Studio	Average Rental Price	\$2,510	19.8%	\$2,096	3.9%	\$2,416
	Rental Price Per Sq Ft	\$52.24	-10.3%	\$58.21	-1.3%	\$52.93
	Median Rental Price	\$2,298	12.1%	\$2,050	-5.2%	\$2,425
	Number of New Leases	150	68.5%	89	383.9%	31
1-Bedroom	Average Rental Price	\$2,699	11.1%	\$2,429	-3.0%	\$2,782
	Rental Price Per Sq Ft	\$46.29	13.7%	\$40.72	10.3%	\$41.98
	Median Rental Price	\$2,728	16.1%	\$2,350	-2.9%	\$2,810
	Number of New Leases	203	-12.5%	232	107.1%	98
2-Bedroom	Average Rental Price	\$3,494	8.8%	\$3,211	-3.0%	\$3,603
	Rental Price Per Sq Ft	\$44.79	25.0%	\$35.83	13.9%	\$39.32
	Median Rental Price	\$3,552	11.2%	\$3,195	-1.3%	\$3,600
	Number of New Leases	90	-40.0%	150	136.8%	38
3-Bedroom	Average Rental Price	\$4,528	7.5%	\$4,214	12.4%	\$4,027
	Rental Price Per Sq Ft	\$39.94	0.1%	\$39.92	3.5%	\$38.58
	Median Rental Price	\$3,400	-2.9%	\$3,500	7.9%	\$3,150
	Number of New Leases	32	-17.9%	39	300.0%	8

Northwest Queens Rentals Matrix By Type		JUN-21	%Δ (MO)	MAY-21	%Δ (YR)	JUN-20
Luxury (Top 10%) Median Rental Price		\$5,400	14.2%	\$4,730	15.1%	\$4,690
Luxury (Top 10%) Entry Price Threshold		\$4,200	3.7%	\$4,050	-0.8%	\$4,235
New Development Median Rental Price		\$3,009	2.5%	\$2,935	-10.2%	\$3,350
New Development Market Share		31.6%		29.4%		26.9%

The number of new lease signings nearly tripled to 475, the highest June total and the third-highest monthly total since 2008. The heavy new leasing volume has helped stabilize rental price trends, reflected in longer lease terms. The average lease length was 16.4 months, 24% longer than in January, when the average was 12.9 months. Net effective median rent, the face rent less landlord concessions, fell 2.1% to \$2,507 from year-ago levels but jumped 8.8%

month over month. The 2.1% year-over-year decline was the lowest since May of 2020. As rents have shown stabilization, tenants have been more willing to sign longer lease terms in recent months. The market share of one-year leases was 81.8% back in January but fell sharply by June to 23.5%. Conversely, the market share of two-year leases was 13.8% last January but nearly quadrupled to a 68.1% share in June.

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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