

# Elliman Report

## Q3-2021 Northern Manhattan, NY Sales

### Co-Op & Condo

#### Dashboard

YEAR-OVER-YEAR

**+ 4.4%**  
Prices Median Sales Price

**+ 227.5%**  
Sales Closed Sales

**+ 5.0%**  
Inventory Total Inventory

**- 13.9 mos**  
Pace Months of Supply

### Townhouse

#### Dashboard

YEAR-OVER-YEAR

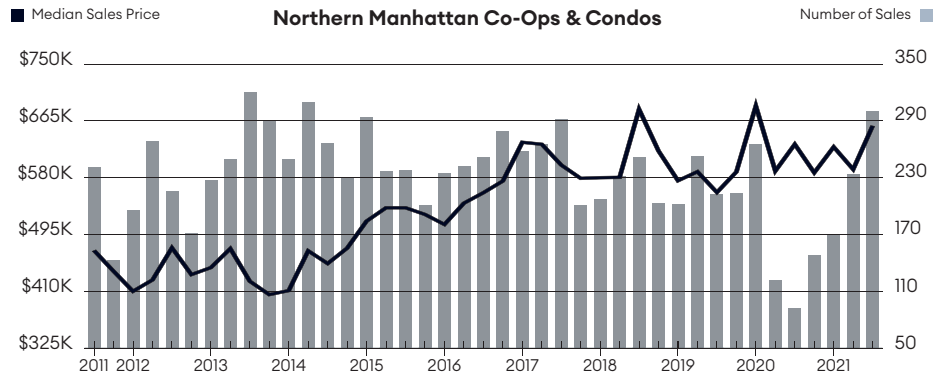
**+ 3.0%**  
Prices Median Sales Price

**+ 211.1%**  
Sales Closed Sales

**+ 170.0%**  
Inventory Total Inventory

**- 0.9 mos**  
Pace Months of Supply

- All price trend indicators rose year over year, with average sales price setting a new record
- The number of sales more than tripled while listing inventory rose to a new record
- Harlem median sales price edged higher year over year as sales nearly tripled
- Harlem co-op price trend indicators were mixed year over year as sales nearly tripled



Northern Manhattan Co-Op & Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$849,662	7.1%	\$793,284	22.1%	\$695,925
Average Price Per Sq Ft	\$905	7.1%	\$845	24.7%	\$726
Median Sales Price	\$657,500	11.0%	\$592,500	4.4%	\$630,000
New Development	\$1,100,000	-42.6%	\$1,916,092	29.7%	\$848,310
Re-Sale	\$560,000	-2.9%	\$577,000	1.8%	\$550,000
Number of Sales (Closed)	298	28.4%	232	227.5%	91
Days on Market (From Last List Date)	170	14.1%	149	17.2%	145
Listing Discount (From Last List Price)	3.5%		3.6%		3.9%
Listing Inventory	650	2.7%	633	5.0%	619
Months of Supply	6.5	-20.7%	8.2	-68.1%	20.4

Harlem Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$863,580	-8.4%	\$943,052	-5.4%	\$913,005
Average Price Per Sq Ft	\$985	11.4%	\$884	11.3%	\$885
Median Sales Price	\$789,000	-6.6%	\$845,000	1.7%	\$775,810
Number of Sales (Closed)	55	57.1%	35	150.0%	22
Days on Market (From Last List Date)	257	202.4%	85	62.7%	158
Listing Discount (From Last List Price)	4.0%		4.1%		2.0%

Harlem Co-Op Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$451,466	5.3%	\$428,690	7.2%	\$421,068
Average Price Per Sq Ft	\$544	10.8%	\$491	14.3%	\$476
Median Sales Price	\$375,000	0.7%	\$372,500	-15.7%	\$445,000
Number of Sales (Closed)	22	4.8%	21	214.3%	7
Days on Market (From Last List Date)	N/A	N/A	N/A	N/A	173
Listing Discount (From Last List Price)	8.0%		4.6%		1.7%



Prepared by Miller Samuel Real Estate Appraisers & Consultants

## East Harlem

- Condo price trend indicators declined annually, skewed lower by a large decline in sales size
- Condo number of sales more than doubled, rising faster than listing inventory
- Co-op price trend indicators surged year over year as sales jumped more than six-fold
- Co-op listing inventory nearly tripled year over year

## Washington Heights

- Price trend indicators continue to post large gains from the year-ago quarter
- The number of sales more than doubled as marketing time slipped

## Fort George

- Price trend indicators increased from the year-ago quarter
- The number of sales nearly tripled year over year

## Inwood

- Price trend indicators increased from the year-ago quarter
- The number of sales more than doubled year over year

## Townhouses

- All price trend indicators pressed higher year over year as sales more than tripled
- Listing inventory nearly tripled as the average sales size skewed lower

### Average Values

3,169 Sq Ft	4.6 Bedrooms
18.1 Width (Ft)	3.7 Bathrooms
0.0% Elevator %	3.5 Stories
8.6 Rooms	

East Harlem Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$886,328	26.8%	\$698,904	-33.1%	\$1,325,230
Average Price Per Sq Ft	\$972	-3.2%	\$1,004	-5.5%	\$1,029
Median Sales Price	\$715,000	12.2%	\$637,227	-16.4%	\$855,667
Number of Sales (Closed)	19	35.7%	14	137.5%	8
Days on Market (From Last List Date)	86	-55.4	193	N/A	N/A
Listing Discount (From Last List Price)	3.7%		4.8%		0.0%

East Harlem Co-Op Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$584,308	26.2%	\$462,844	39.1%	\$420,000
Average Price Per Sq Ft	\$781	22.2%	\$639	86.0%	\$420
Median Sales Price	\$500,000	2.0%	\$490,000	19.0%	\$420,000
Number of Sales (Closed)	13	-18.8%	16	550.0%	2
Days on Market (From Last List Date)	0	-100.0%	190	-100.0%	154
Listing Discount (From Last List Price)	2.4%		5.0%		4.3%

Washington Heights Co-Op & Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$640,780	13.2%	\$566,200	32.3%	\$484,410
Average Price Per Sq Ft	\$688	2.4%	\$672	28.8%	\$534
Median Sales Price	\$550,000	4.8%	\$525,000	30.6%	\$421,000
Number of Sales (Closed)	25	127.3%	11	150.0%	10
Days on Market (From Last List Date)	121	-45.0%	220	-3.2%	125
Listing Discount (From Last List Price)	4.1%		4.4%		4.5%

Fort George Co-Op & Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$597,532	-0.4%	\$599,871	10.4%	\$541,284
Average Price Per Sq Ft	\$669	-4.7%	\$702	5.5%	\$634
Median Sales Price	\$540,000	10.8%	\$487,500	16.5%	\$463,500
Number of Sales (Closed)	51	-1.9%	52	183.3%	18
Days on Market (From Last List Date)	197	20.1%	164	27.1%	155
Listing Discount (From Last List Price)	2.9%		4.0%		3.2%

Inwood Co-Op & Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$451,675	8.0%	\$418,274	18.6%	\$380,833
Average Price Per Sq Ft	\$539	5.9%	\$509	8.7%	\$496
Median Sales Price	\$430,500	6.4%	\$404,500	16.4%	\$369,999
Number of Sales (Closed)	20	42.9%	14	122.2%	9
Days on Market (From Last List Date)	168	8.4%	155	43.6%	117
Listing Discount (From Last List Price)	2.7%		2.9%		3.8%

Northern Manhattan Townhouse Matrix (1, 2, & 3-5 Family)	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$2,223,817	7.8%	\$2,063,838	6.9%	\$2,079,333
Average Price Per Sq Ft	\$702	20.2%	\$584	26.5%	\$555
Median Sales Price	\$2,368,250	18.4%	\$2,000,000	3.0%	\$2,300,000
1-Family	\$2,450,000	483.3%	\$420,000	77.5%	\$1,380,000
2-Family	\$2,250,000	12.5%	\$2,000,000	-6.3%	\$2,400,000
3-5 Family	\$2,336,500	3.4%	\$2,260,000	16.8%	\$2,000,000
Number of Sales (Closed)	28	86.7%	15	211.1%	9
Days on Market (From Last List Date)	149	-61.3%	385	21.1%	123
Listing Discount (From Last List Price)	4.0%		7.8%		18.2%
Listing Inventory	54	-1.8%	55	170.0%	20
Months of Supply	5.8	-47.3%	11.0	-13.4%	6.7

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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