

Elliman Report

Q4-2021 Northern Manhattan, NY Sales

Co-Op & Condo

Dashboard

YEAR-OVER-YEAR

+ **3.3%**
Prices Median Sales Price

+ **73.5%**
Sales Closed Sales

+ **1.6%**
Inventory Total Inventory

- **4.7** mos
Pace Months of Supply

Townhouse

Dashboard

YEAR-OVER-YEAR

+ **6.3%**
Prices Median Sales Price

+ **150%**
Sales Closed Sales

+ **290.9%**
Inventory Total Inventory

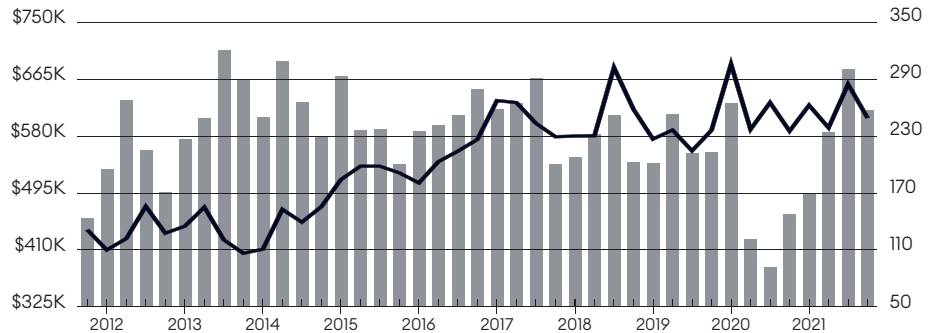
+ **2.4** mos
Pace Months of Supply

- All price trend indicators rose year over year and were above the same period in 2019
- Sales nearly doubled from the prior-year quarter and were up sharply from the same period two years ago
- **Harlem** condo price trend indicators were up annually and above the same period in 2019
- **Harlem** co-op sales were more than double the year-ago and two years-ago periods

■ Median Sales Price

Northern Manhattan Co-Ops & Condos

■ Number of Sales



Northern Manhattan Co-Op & Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$771,002	-9.3%	\$849,662	15.9%	\$665,369
Average Price Per Sq Ft	\$822	-9.2%	\$905	13.9%	\$722
Median Sales Price	\$607,000	-7.7%	\$657,500	3.3%	\$587,500
New Development	\$1,210,115	10.0%	\$1,100,000	74.1%	\$695,000
Re-Sale	\$534,581	-4.5%	\$560,000	-7.0%	\$575,000
Number of Sales (Closed)	255	-14.4%	298	73.5%	147
Days on Market (From Last List Date)	185	8.8%	170	13.5%	163
Listing Discount (From Last List Price)	3.1%		3.5%		3.7%
Listing Inventory	556	-14.5%	650	1.6%	547
Months of Supply	6.5	0.0%	6.5	-42.0%	11.2

Harlem Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$936,938	8.5%	\$863,580	3.2%	\$908,122
Average Price Per Sq Ft	\$911	-7.5%	\$985	7.6%	\$847
Median Sales Price	\$858,000	8.7%	\$789,000	7.9%	\$795,000
Number of Sales (Closed)	52	-5.5%	55	67.7%	31
Days on Market (From Last List Date)	146	-43.2%	257	-43.2%	257
Listing Discount (From Last List Price)	2.5%		4.0%		5.2%

Harlem Co-Op Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$428,652	-5.1%	\$451,466	37.3%	\$312,176
Average Price Per Sq Ft	\$543	-0.2%	\$544	27.8%	\$425
Median Sales Price	\$405,000	8.0%	\$375,000	49.2%	\$271,500
Number of Sales (Closed)	23	4.5%	22	130.0%	10
Days on Market (From Last List Date)	302	N/A	N/A	137.8%	127
Listing Discount (From Last List Price)	7.6%		8.0%		-4.6%



Prepared by Miller Samuel Real Estate Appraisers & Consultants

East Harlem

- Condo median sales price and average sales price increased year over year
- Condo sales rose sharply from the year-ago quarter and were at parity with the same period in 2019
- Co-op price trend indicators showed mixed results compared to the prior-year quarter
- Co-op sales nearly doubled year over year but were below the same period in 2019

Washington Heights

- Price trend indicators continue to rise above the year-ago quarter
- The number of sales surged annually and edged higher than the same period in 2019

Fort George

- All price trend indicators fell from the year-ago quarter, skewed lower by the drop in average sales size
- The number of sales surged annually and reached parity with the same period in 2019

Inwood

- All price trend indicators fell from the year-ago quarter
- The number of sales rose year over year and exceeded the same period in 2019

Townhouses

- All price trend indicators were above both prior-year levels and levels in 2019
- Listing inventory surged annually yet remained well below levels seen before the pandemic

Average Values

3,723 Sq Ft	5.2 Bedrooms
20.1 Width (Ft)	4.4 Bathrooms
0.0% Elevator %	3.4 Stories
10.1 Rooms	

East Harlem Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$867,119	-2.2%	\$886,328	13.2%	\$766,154
Average Price Per Sq Ft	\$903	-7.1%	\$972	-1.7%	\$919
Median Sales Price	\$765,000	7.0%	\$715,000	11.7%	\$685,000
Number of Sales (Closed)	16	-15.8%	19	23.1%	13
Days on Market (From Last List Date)	67	-22.1%	86	N/A	163
Listing Discount (From Last List Price)	2.6%		3.7%		3.8%
East Harlem Co-Op Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$509,165	-12.9%	\$584,308	1.3%	\$502,429
Average Price Per Sq Ft	\$570	-27.0%	\$781	-10.0%	\$633
Median Sales Price	\$470,000	-6.0%	\$500,000	-18.3%	\$575,000
Number of Sales (Closed)	13	0.0%	13	85.7%	7
Days on Market (From Last List Date)	N/A	N/A	N/A	N/A	278
Listing Discount (From Last List Price)	3.4%		2.4%		2.2%
Washington Heights Co-Op & Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$597,434	-6.8%	\$640,780	13.6%	\$526,084
Average Price Per Sq Ft	\$591	-14.1%	\$688	3.1%	\$573
Median Sales Price	\$480,000	-12.7%	\$550,000	3.2%	\$465,000
Number of Sales (Closed)	28	12.0%	25	47.4%	19
Days on Market (From Last List Date)	145	19.8%	121	26.1%	115
Listing Discount (From Last List Price)	0.5%		4.1%		3.6%
Fort George Co-Op & Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$517,106	-13.5%	\$597,532	-13.2%	\$595,701
Average Price Per Sq Ft	\$625	-6.6%	\$669	-3.5%	\$648
Median Sales Price	\$435,000	-19.4%	\$540,000	-15.4%	\$514,000
Number of Sales (Closed)	35	-31.4%	51	40.0%	25
Days on Market (From Last List Date)	81	-58.9%	197	-31.4%	118
Listing Discount (From Last List Price)	3.0%		2.9%		3.4%
Inwood Co-Op & Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$513,765	13.7%	\$451,675	-19.7%	\$639,635
Average Price Per Sq Ft	\$533	-1.1%	\$539	-26.3%	\$723
Median Sales Price	\$415,000	-3.6%	\$430,500	-16.3%	\$496,000
Number of Sales (Closed)	17	-15.0%	20	13.3%	15
Days on Market (From Last List Date)	176	4.8%	168	179.4%	63
Listing Discount (From Last List Price)	3.4%		2.7%		1.8%
Northern Manhattan Townhouse Matrix (1, 2, & 3-5 Family)	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$2,322,100	4.4%	\$2,223,817	10.3%	\$2,105,597
Average Price Per Sq Ft	\$624	-11.1%	\$702	4.7%	\$596
Median Sales Price	\$2,300,000	-2.9%	\$2,368,250	6.3%	\$2,162,800
1-Family	\$2,000,000	-18.4%	\$2,450,000	-45.9%	\$3,700,000
2-Family	\$2,106,250	-6.4%	\$2,250,000	-8.9%	\$2,312,500
3-5 Family	\$2,840,000	21.5%	\$2,336,500	47.2%	\$1,930,000
Number of Sales (Closed)	20	-28.6%	28	150.0%	8
Days on Market (From Last List Date)	140	-6.0%	149	-44.7%	253
Listing Discount (From Last List Price)	4.6%		4.0%		9.8%
Listing Inventory	43	-20.4%	54	290.9%	11
Months of Supply	6.5	12.1%	5.8	58.5%	4.1

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

Douglas Elliman Real Estate
575 Madison Avenue, New York, NY 10022
212.891.7000 • [elliman.com](https://www.elliman.com)

Miller Samuel Real Estate Appraisers & Consultants
21 West 38th Street, New York, NY 10018
212.768.8100 • [millersamuel.com](https://www.millersamuel.com)