

HARLEM

A quarterly analysis of multifamily sales
in Harlem, Manhattan

Ist Quarter 2019



The RATNER Team Market Report

o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com

Multifamily Market Report, 1st Quarter 2019

Harlem, Manhattan

SUMMARY

SALES VOLUME

\$50.8M

-51% YoY

NO. OF TRANSACTIONS

15

-44% YoY

AVERAGE PRICE/UNIT

\$314K

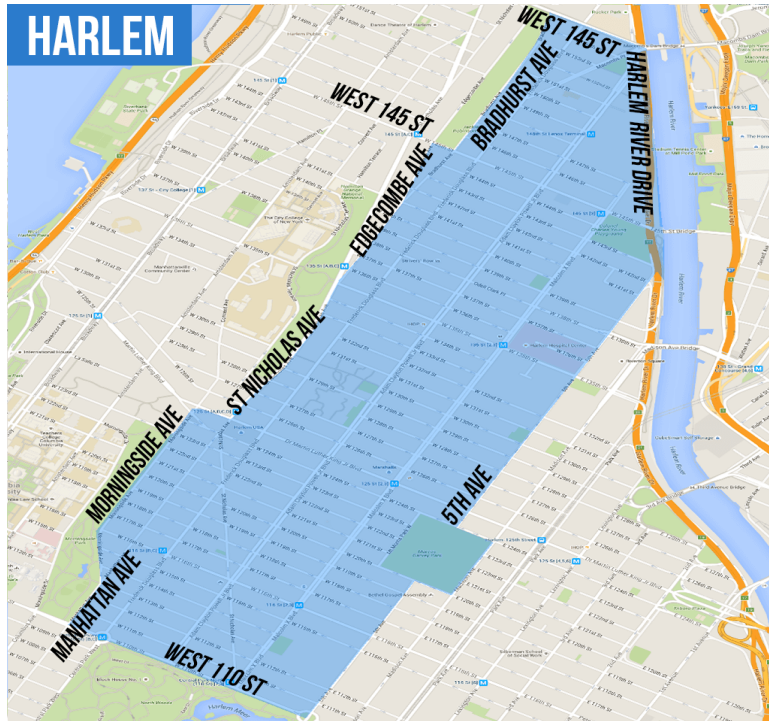
-7% YoY

AVERAGE PRICE/SQ.FT.

\$352

-22% YoY

NEIGHBORHOOD BOUNDARIES

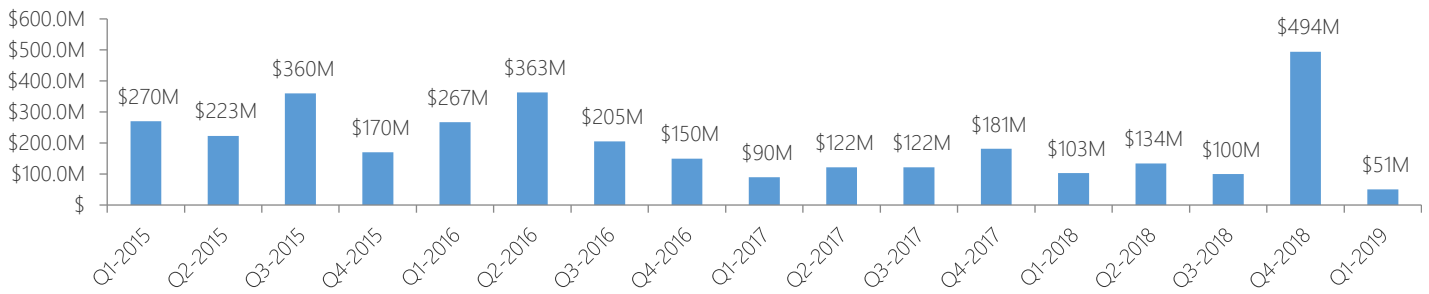


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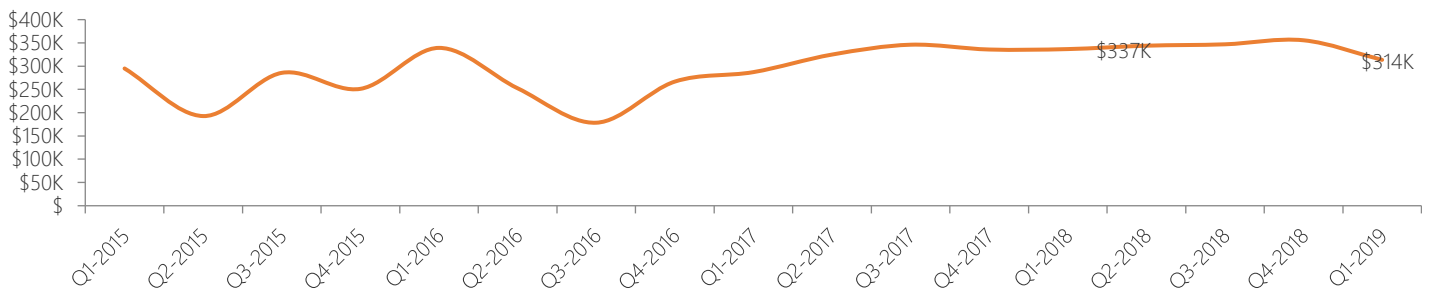
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MULTIFAMILY STATS

Sales Volume

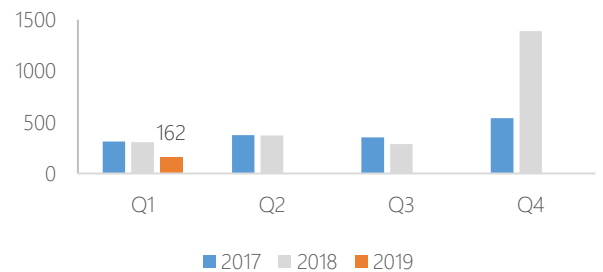


Average Sale Price per Unit



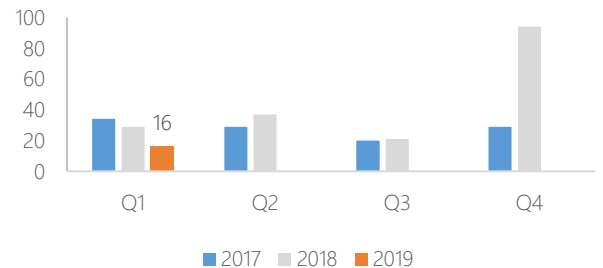
Number of Units Sold

Quarter	2017	2018	2019
Q1	313	306	162
Q2	375	371	
Q3	352	288	
Q4	539	1390	



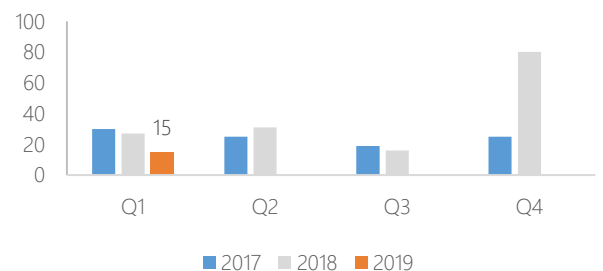
Number of Buildings Sold

Quarter	2017	2018	2019
Q1	34	29	16
Q2	29	37	
Q3	20	21	
Q4	29	94	

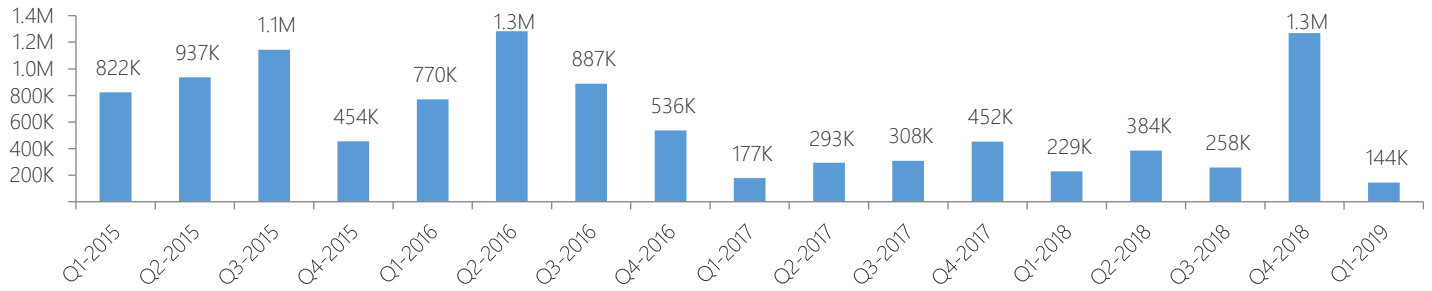


Number of Transactions

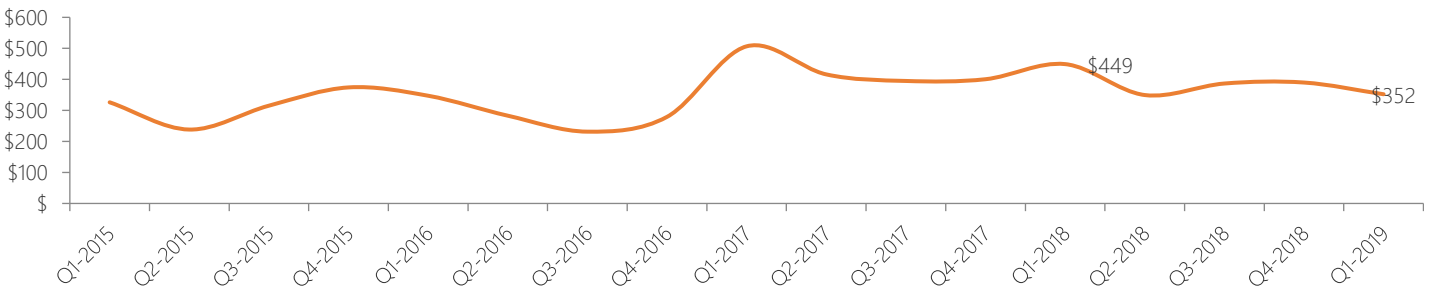
Quarter	2017	2018	2019
Q1	30	27	15
Q2	25	31	
Q3	19	16	
Q4	25	80	



Total Sq. Ft.



Average Sale Price per Square Foot

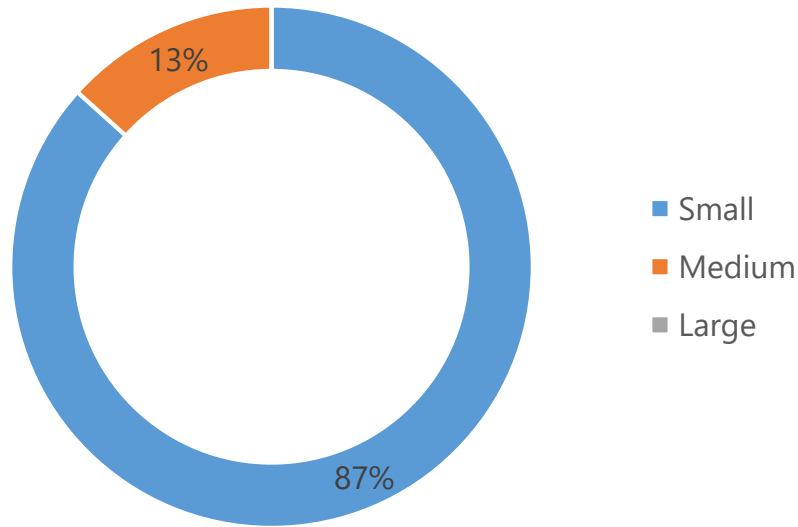


MULTIFAMILY SIZE

Size of Multifamily Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	\$418,032	17%	\$590	18%	\$27,590,134	13	13	66
Medium	\$241,667	-27%	\$238	-45%	\$23,200,000	2	3	96
Large	-	-	-	-	\$0	0	0	0

Small (up to 10 units), Medium (between 10 and 50 units), Large (more than 50 units)



LIST OF TRANSACTIONS

Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
445 W 125th St	22-Feb-19	\$19,500,000	Medium multifamily	24	18,977	\$249	Yes
320 St Nicholas Ave	22-Feb-19	\$19,500,000	Medium multifamily	48	59,464	\$249	Yes
2032 Fifth Ave	21-Feb-19	\$3,750,000	Small multifamily	8	4,774	\$786	No
502 W 135th St	7-Mar-19	\$3,700,000	Medium multifamily	24	19,056	\$194	No
166 W 121st St	31-Jan-19	\$3,500,000	Small multifamily	5	7,625	\$459	No
80 W 120th St	18-Jan-19	\$2,900,000	Small multifamily	3	4,740	\$612	No
532 W 148th St	1-Mar-19	\$2,450,000	Small multifamily	6	2,646	\$926	No
634 W 147th St	21-Mar-19	\$2,400,000	Small multifamily	3	2,970	\$808	No
209 W 121st St	15-Jan-19	\$2,400,000	Small multifamily	3	2,688	\$893	No
460 W 141st St	13-Mar-19	\$2,275,000	Small multifamily	4	4,706	\$483	No
215 W 134th St	7-Jan-19	\$2,080,000	Small multifamily	7	2,550	\$816	No
542 W 142nd St	15-Mar-19	\$2,075,000	Small multifamily	7	2,649	\$783	No
524 W 150th St	21-Mar-19	\$1,200,134	Small multifamily	3	3,080	\$390	No
544 W 148th St	26-Feb-19	\$1,100,000	Small multifamily	6	2,652	\$415	No
149 W 129th St	25-Jan-19	\$760,000	Small multifamily	3	3,200	\$238	No
261 W 131st St	27-Feb-19	\$700,000	Small multifamily	8	2,499	\$280	No



THE RATNER TEAM



David Ratner

Commercial & Residential
Brooklyn Expert

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Jessie Torres

NYC Condo, Co-op &
New Development Expert

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Eiffel DelRosario

Residential Sales &
Rentals Specialist

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- OFF Market Investment Properties in Brooklyn and Manhattan



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CLIENT REVIEWS

"I asked David & his Team to find a tenant for my building. Could not have asked for a more professional and effective service." Joseph Fellner

"David, I can't express enough how grateful I am for all your hard work with selling my Cobble Hill Townhouse! You did an amazing job and achieved a record that I didn't even expect, to be honest. From now on any real estate related work is yours. Keep up the good work and I am looking forward working with you again! " David.K

"David & his Team was incredibly professional and responsive throughout our apartment search process. He responded to emails promptly and ensured we felt secure about the lease and apartment. Can't recommend him highly enough. " Grace. G

"It was a pleasure working with Dave & his Team. Very professional, knowledgeable and kept us informed throughout the process. We have used their services before and will do so again in the future. Halina and Jack (Local Landlords)"

"First and foremost, David is a good guy to deal with. More often than not, it's hard to find a realtor who's easy going. David is professional, diligent and a good listener. He also doesn't BS. He tells it like it is when he's creating a strategy for you, yet a smooth-talker with the landlords. The bottom line is, he has your best interests in mind because he knows that a happy client is a repeat client- and that will definitely be the case with me." Spencer Zabiela

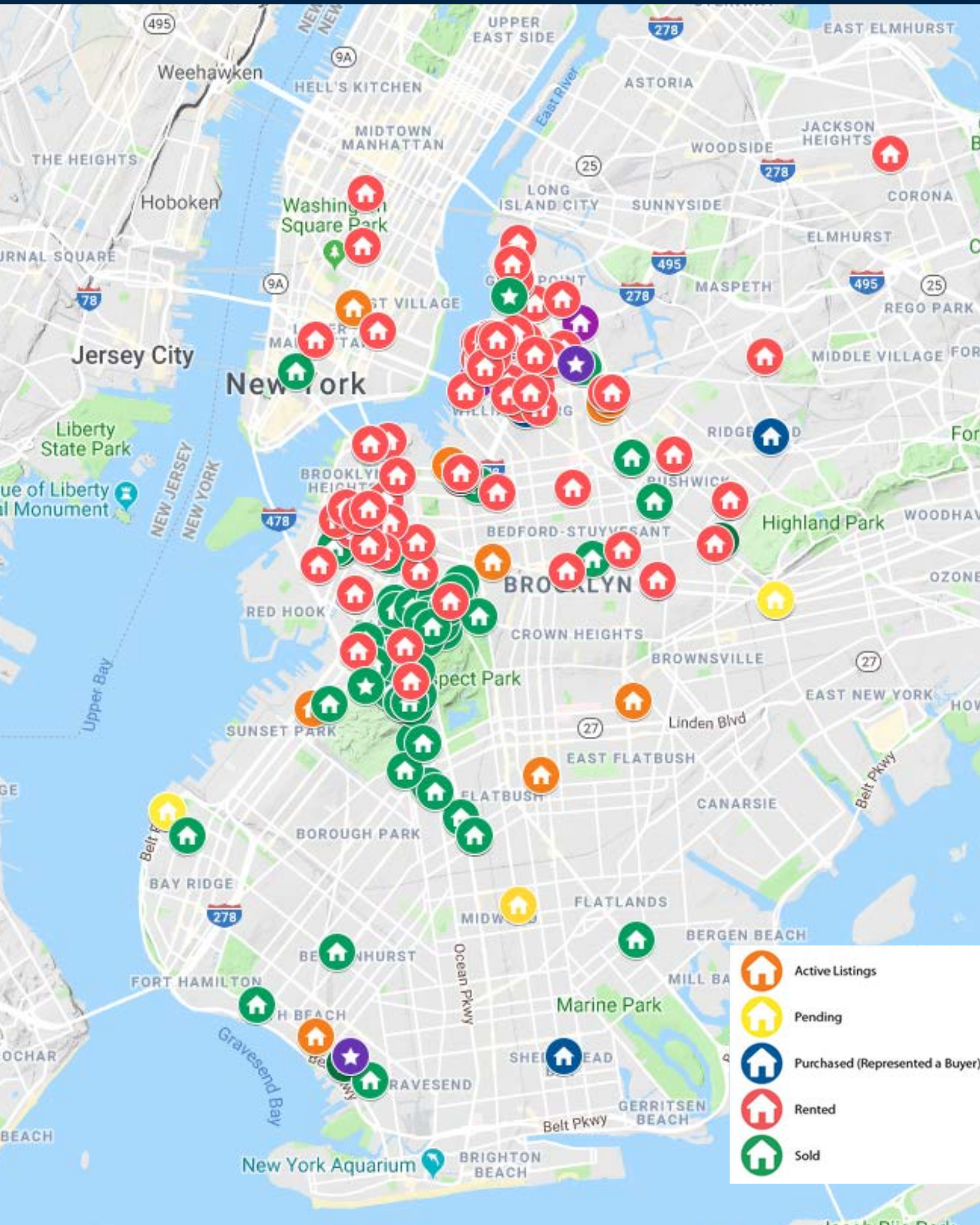
"David just recently landed me an amazing place in NYC. I was under a very limited amount of time to find a new home and David was able to find me an awesome new apartment for a great price and in an ideal location for work. The man knows how to operate in times of pressure and I'm proud to call him my friend after going through the moving process with him. The man is honestly among the best of the best in the industry and I'd highly recommend him to anybody who is serious about finding the right home. " Tyler Clinton

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1031 Qualified Intermediary	Estate Planing	Insurance Agents	Renovation Professionals
Appraisers & Inspectors	Expeditors	Interior Designers	Restoration Specialists
Architects	Exterminators	Ironwork Professionals	Roofers
Artist & Artisans	Fences & Gates Specialists	Kitchen & Bathroom Specialists	Rubbish Removal Companies
Attorneys	Fireplaces	Landscape Design	School Consultants
Bankers	Floor & Carpet Professionals	Landscapers & Gardeners	Spiritual Experts
Cabinets	Furniture	Lawn & Sprinklers Experts	Stair Building & Repair Specialists
Carpenters	Garage & Driveway	Lighting Experts	Stone & Tile Professionals
Chimney & Fireplace Specialists	General Contractors	Locksmith	Structural Engineers
Cleaners	Glass & Shower Doors	Mortgage Professionals	Surveyors
Closet Design	Handymen	Moving & Storage Experts	Title Companies
CO Experts	Home Automation Specialists	Painters & Plasterers	Wealth Managers
Decks & Patios Specialists	Home Security Professionals	Plumbing Contractors	Window Professionals
Demolition Experts	Home Stagers	Property Compliance	Wine Cellars
Door Experts	Hvac Professionals	Property Managers	Zoning & Land Use Experts
Electricians		Renewable Energy Specialists	

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