

HARLEM

A quarterly analysis of multifamily sales
in Harlem, Manhattan

3rd Quarter 2019



The RATNER Team Market Report

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Multifamily Market Report, 3rd Quarter 2019

Harlem, Manhattan

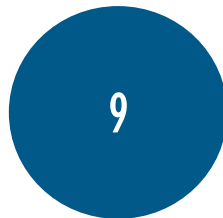
SUMMARY

SALES VOLUME



-82% YoY

NO. OF TRANSACTIONS



-44% YoY

AVERAGE PRICE/UNIT



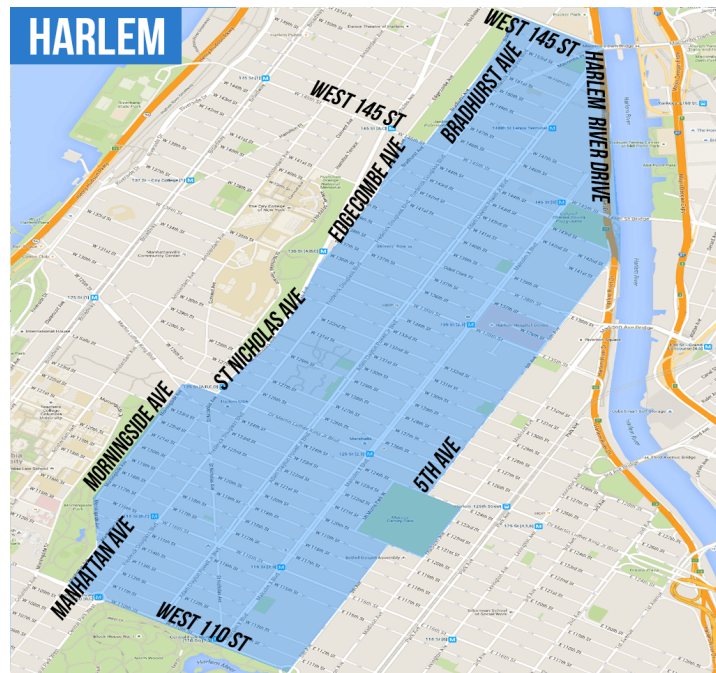
23% YoY

AVERAGE PRICE/SQ.FT.



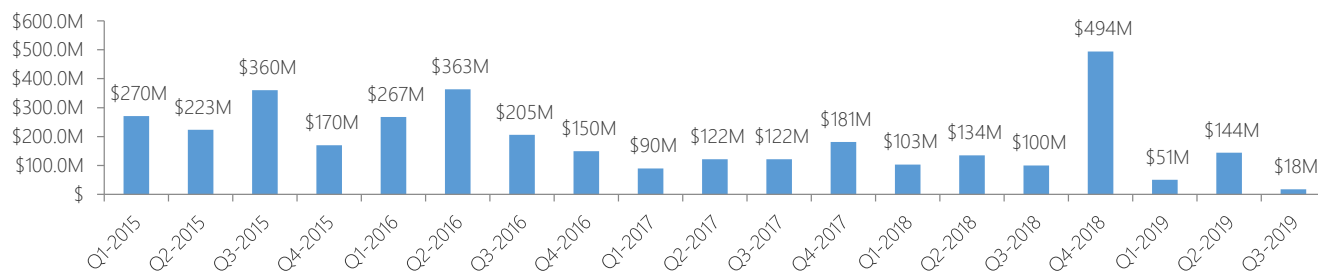
40% YoY

NEIGHBORHOOD BOUNDARIES

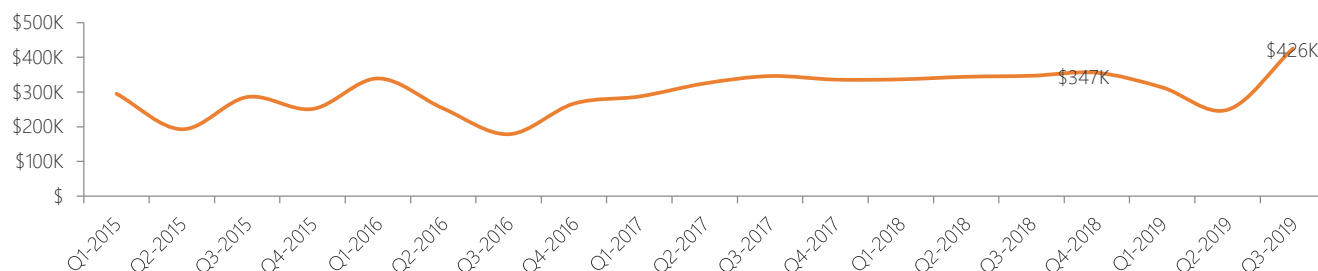


MULTIFAMILY STATS

Sales Volume

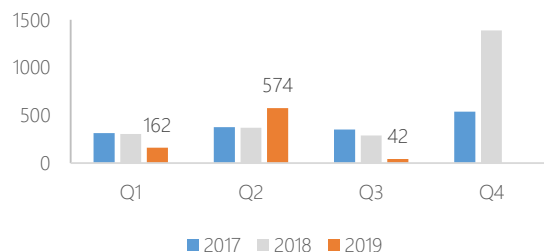


Average Sale Price per Unit



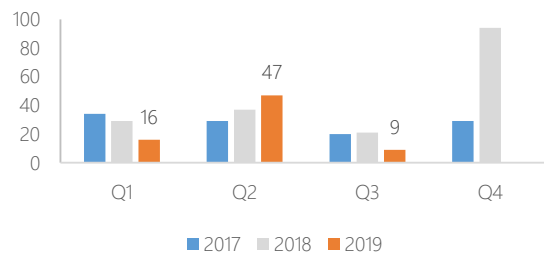
Number of Units Sold

Quarter	2017	2018	2019
Q1	313	306	162
Q2	375	371	574
Q3	352	288	42
Q4	539	1390	



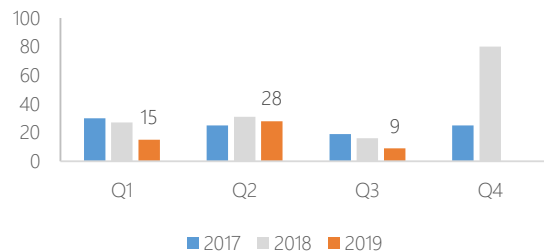
Number of Buildings Sold

Quarter	2017	2018	2019
Q1	34	29	16
Q2	29	37	47
Q3	20	21	9
Q4	29	94	

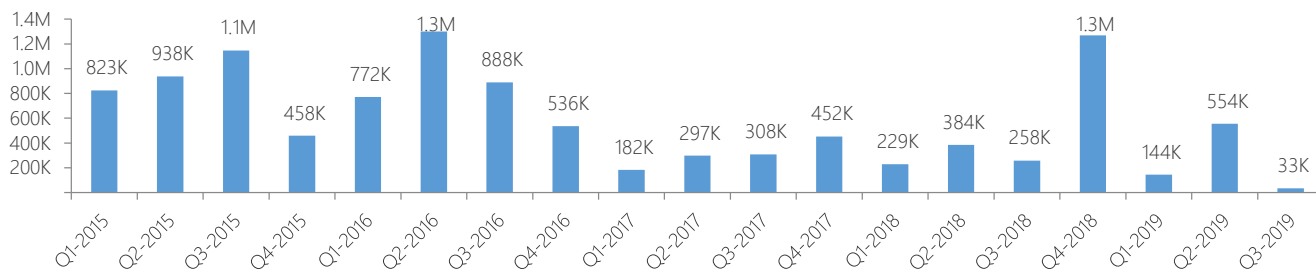


Number of Transactions

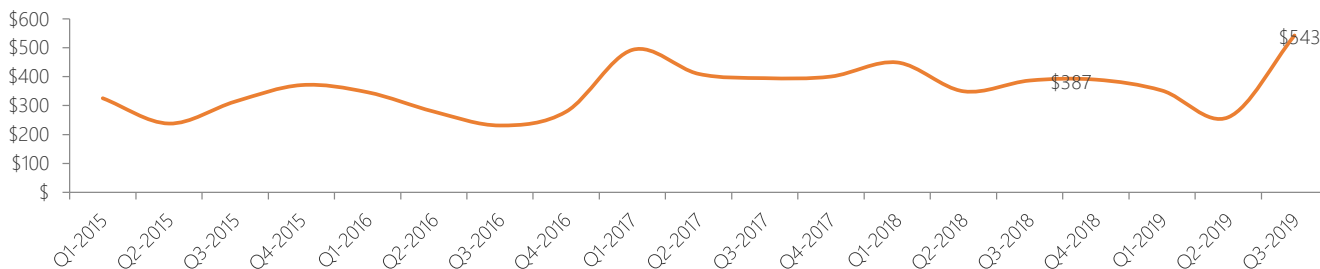
Quarter	2017	2018	2019
Q1	30	27	15
Q2	25	31	28
Q3	19	16	9
Q4	25	80	



▶ Total Sq. Ft.



▶ Average Sale Price per Square Foot

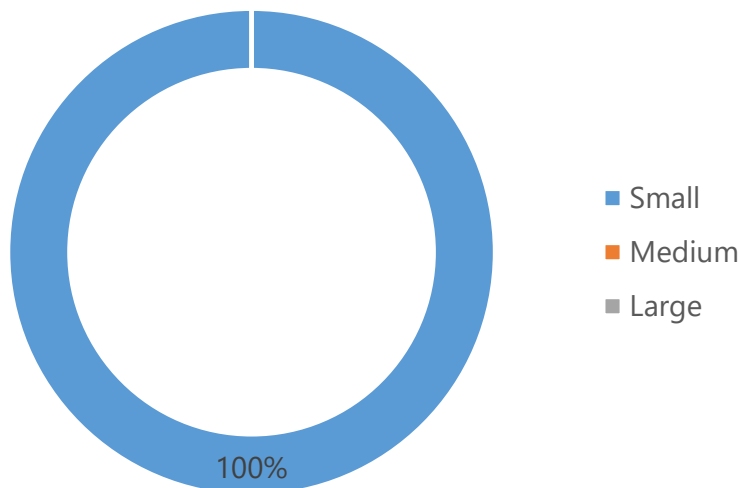


MULTIFAMILY SIZE

▶ 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	\$425,604	-31%	\$543	-26%	\$17,875,366	9	9	42
Medium	-	-	-	-	\$0	0	0	0
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
152 W 122nd St	24-Sep-19	\$3,350,000	Small multifamily	4	5,507	\$608	No
236 W 132nd St	19-Jul-19	\$2,135,000	Small multifamily	3	3,000	\$712	No
522 W 149th St	10-Jul-19	\$2,100,000	Small multifamily	3	3,172	\$662	No
207 W 136th St	24-Sep-19	\$2,000,000	Small multifamily	4	4,260	\$469	No
538 W 149th St	17-Jul-19	\$1,950,000	Small multifamily	5	3,328	\$586	No
203 W 139th St	16-Sep-19	\$1,800,000	Small multifamily	4	4,084	\$441	No
115 W 111th St	6-Sep-19	\$1,760,000	Small multifamily	7	4,335	\$406	No
135 W 126th St	18-Jul-19	\$1,600,000	Small multifamily	9	2,499	\$640	No
457 Convent Ave	20-Sep-19	\$1,180,366	Small multifamily	3	2,752	\$429	No



THE RATNER TEAM



David Ratner

Commercial & Residential
Brooklyn Expert

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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

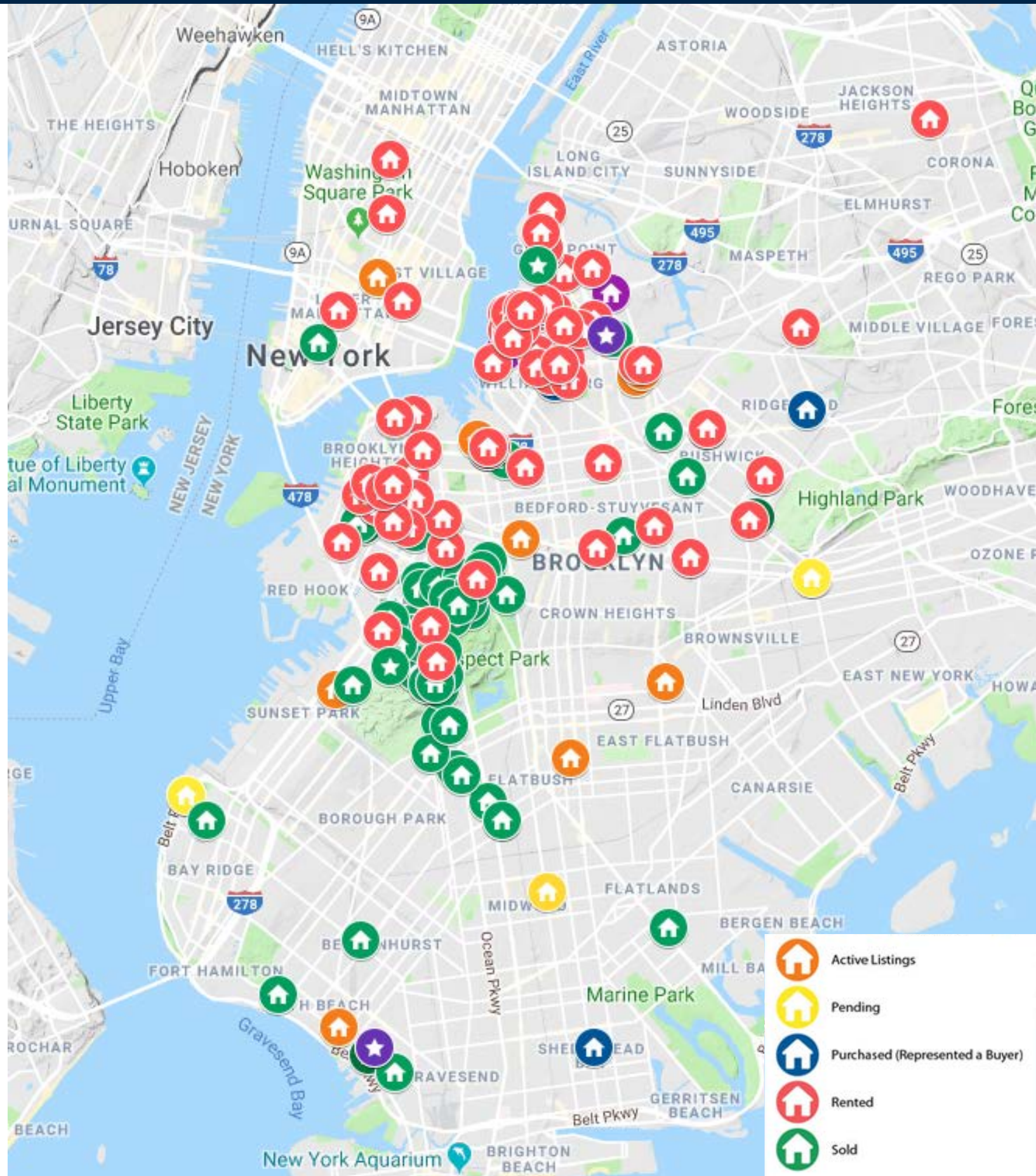
"David just recently landed me an amazing place in NYC. I was under a very limited amount of time to find a new home and David was able to find me an awesome new apartment for a great price and in an ideal location for work. The man knows how to operate in times of pressure and I'm proud to call him 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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