

# HARLEM

A quarterly analysis of multifamily sales  
in Harlem, Manhattan

3rd Quarter 2018



**The RATNER Team Market Report**

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# Multifamily Market Report, 3rd Quarter 2018

## Harlem, Manhattan

### SUMMARY

SALES VOLUME

**\$99.9M**

-18% YoY

NO. OF TRANSACTIONS

**16**

-16% YoY

AVERAGE PRICE/UNIT

**\$347K**

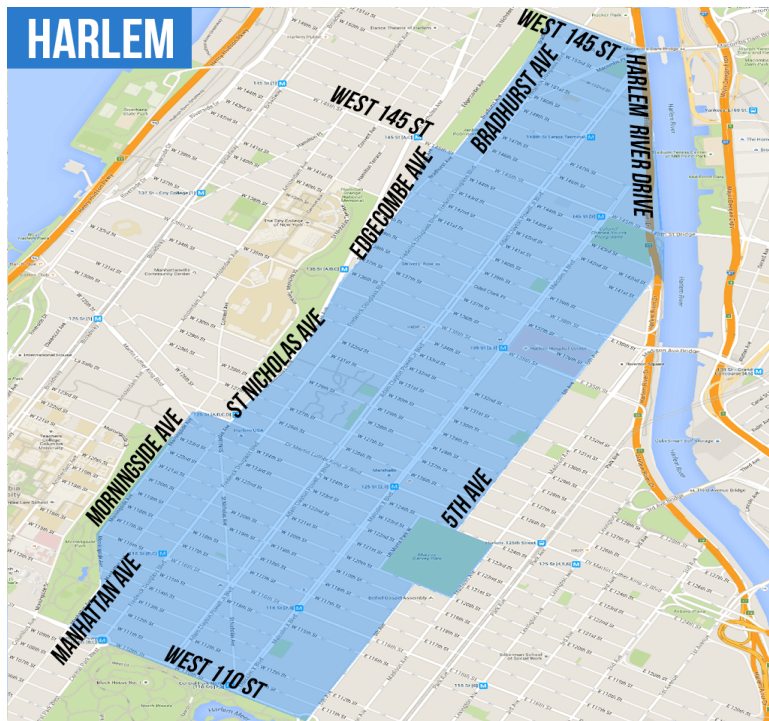
0% YoY

AVERAGE PRICE/SQ.FT.

**\$387**

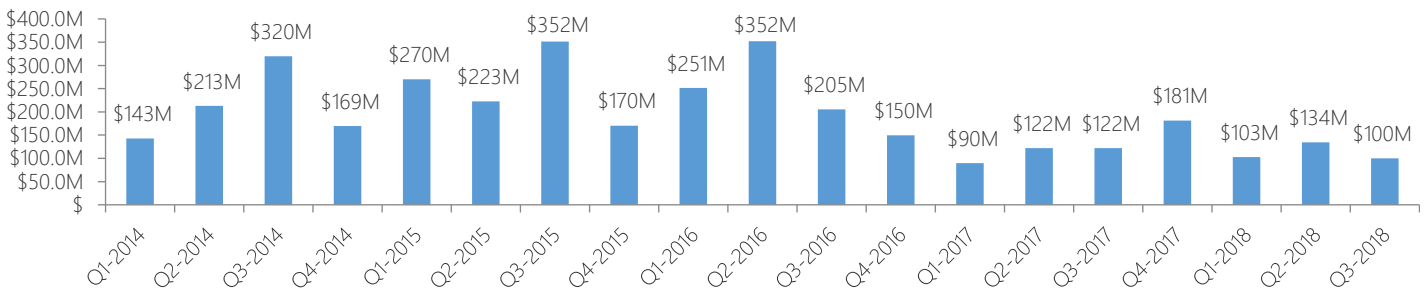
-2% YoY

### NEIGHBORHOOD BOUNDARIES

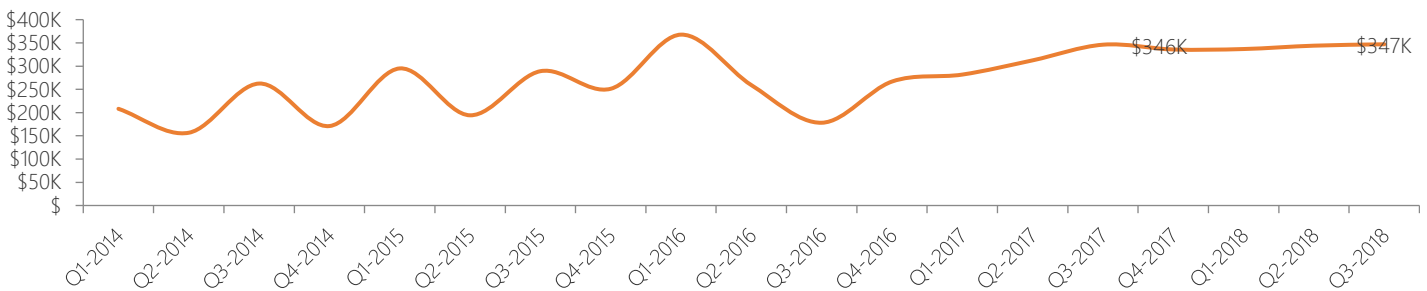


## MULTIFAMILY STATS

### Sales Volume

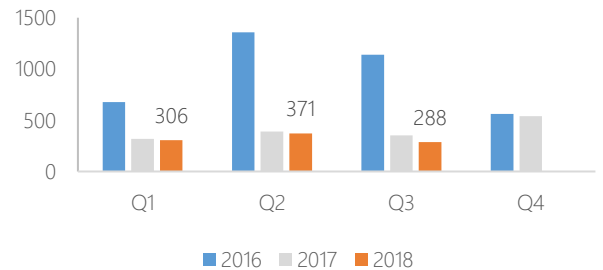


### Average Sale Price per Unit



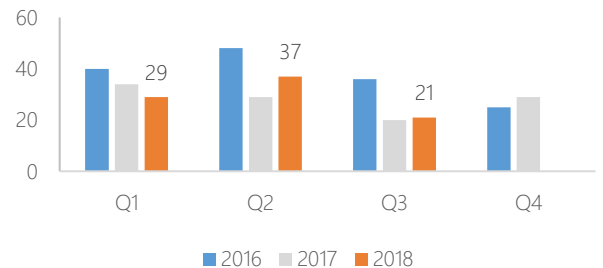
### Number of Units Sold

Quarter	2016	2017	2018
Q1	678	319	306
Q2	1358	390	371
Q3	1138	352	288
Q4	561	539	



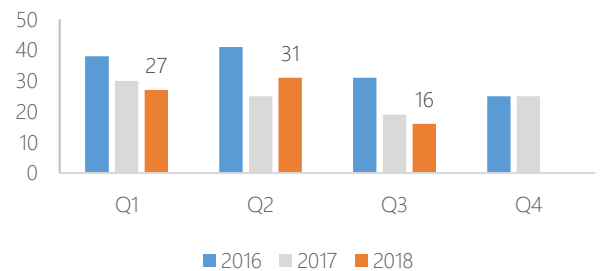
### Number of Buildings Sold

Quarter	2016	2017	2018
Q1	40	34	29
Q2	48	29	37
Q3	36	20	21
Q4	25	29	

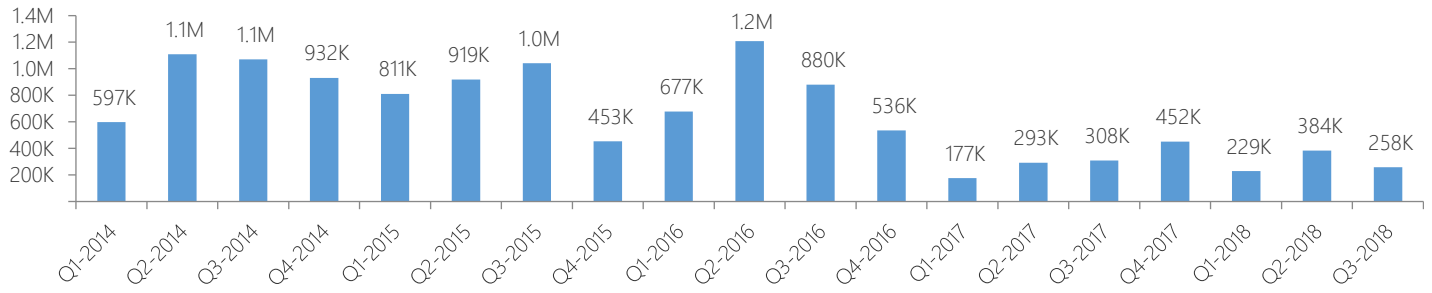


### Number of Transactions

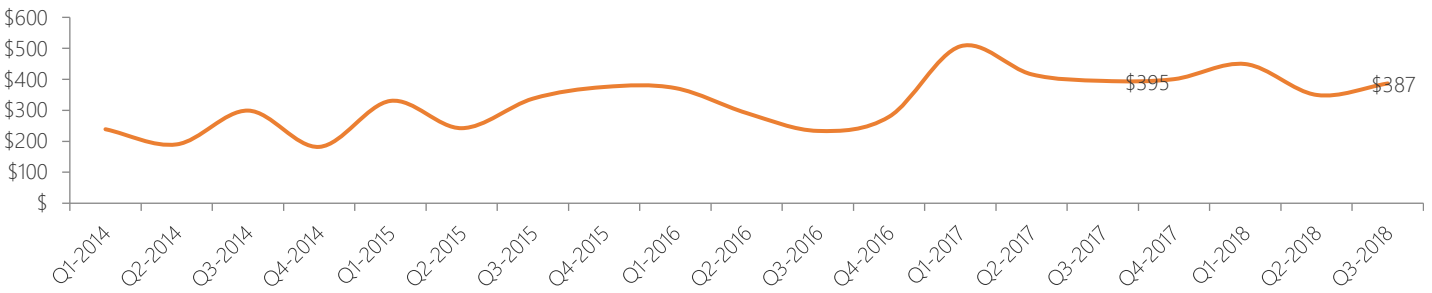
Quarter	2016	2017	2018
Q1	38	30	27
Q2	41	25	31
Q3	31	19	16
Q4	25	25	



Total Sq. Ft.



Average Sale Price per Square Foot

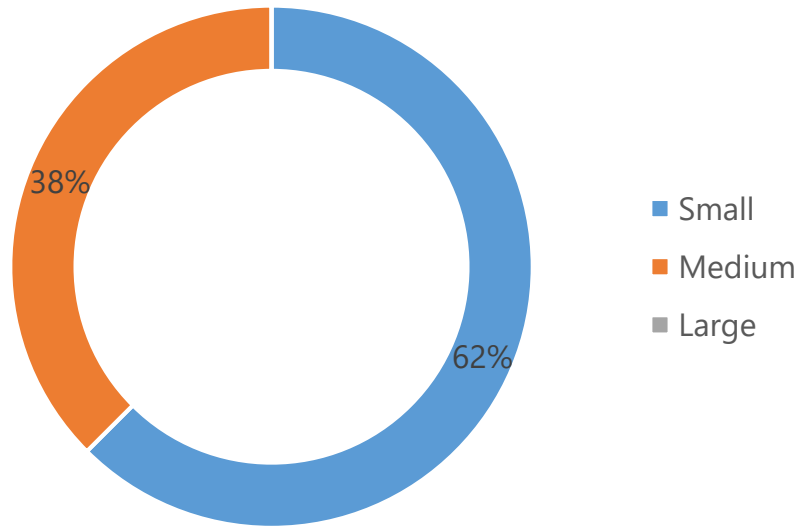


MULTIFAMILY SIZE

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	\$613,476	3%	\$735	12%	\$25,152,502	10	10	41
Medium	\$302,733	7%	\$334	-34%	\$74,775,000	6	11	247
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
3440 Broadway	24-Sep-18	\$18,450,000	Medium multifamily	42	47,714	\$387	No
3427 Broadway	6-Aug-18	\$18,000,000	Medium multifamily	35	34,790	\$517	No
228 W 149th St	13-Sep-18	\$17,000,000	Medium multifamily	18	15,444	\$175	Yes
244 W 149th St	13-Sep-18	\$17,000,000	Medium multifamily	18	15,558	\$175	Yes
224 W 149th St	13-Sep-18	\$17,000,000	Medium multifamily	18	15,444	\$175	Yes
240 W 149th St	13-Sep-18	\$17,000,000	Medium multifamily	18	15,444	\$175	Yes
248 W 149th St	13-Sep-18	\$17,000,000	Medium multifamily	18	15,444	\$175	Yes
298 W 149th St	13-Sep-18	\$17,000,000	Medium multifamily	19	19,646	\$175	Yes
40 W 127th St	28-Aug-18	\$11,500,000	Medium multifamily	24	22,164	\$519	No
561 W 140th St	24-Jul-18	\$7,425,000	Medium multifamily	26	17,205	\$432	No
545 W 133rd St	23-Jul-18	\$6,107,253	Medium multifamily	10	9,510	\$82	Yes
1473 Amsterdam Ave	23-Jul-18	\$6,107,253	Small multifamily	5	7,425	\$82	Yes
17 W 120th St	1-Aug-18	\$3,750,000	Small multifamily	3	3,354	\$1,118	No
127 W 120th St	10-Aug-18	\$3,451,000	Small multifamily	3	3,753	\$920	No
106 W 120th St	20-Aug-18	\$3,375,000	Small multifamily	3	2,827	\$1,194	No
1848 Amsterdam Ave	21-Aug-18	\$3,050,000	Small multifamily	7	6,000	\$508	No
37 W 126th St	15-Aug-18	\$2,544,000	Small multifamily	4	2,548	\$998	No
501 W 150th St	30-Aug-18	\$2,457,146	Small multifamily	4	3,448	\$713	No
237 W 137th St	5-Sep-18	\$2,400,000	Medium multifamily	11	5,340	\$449	No
160 W 130th St	16-Aug-18	\$2,400,000	Small multifamily	6	2,700	\$889	No
85 W 119th St	10-Jul-18	\$1,800,000	Small multifamily	3	4,440	\$405	No
146 W 127th St	3-Jul-18	\$1,625,000	Small multifamily	4	2,442	\$665	No
114 W 127th St	3-Aug-18	\$700,356	Small multifamily	4	2,697	\$260	No



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# THE RATNER TEAM



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Nate Pfaff

Residential Sales &  
Rental Specialist

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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

[READ MORE REVIEWS](#)



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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
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Carpenters	Garage & Driveway	Lighting Experts	Stone & Tile Professionals
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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
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