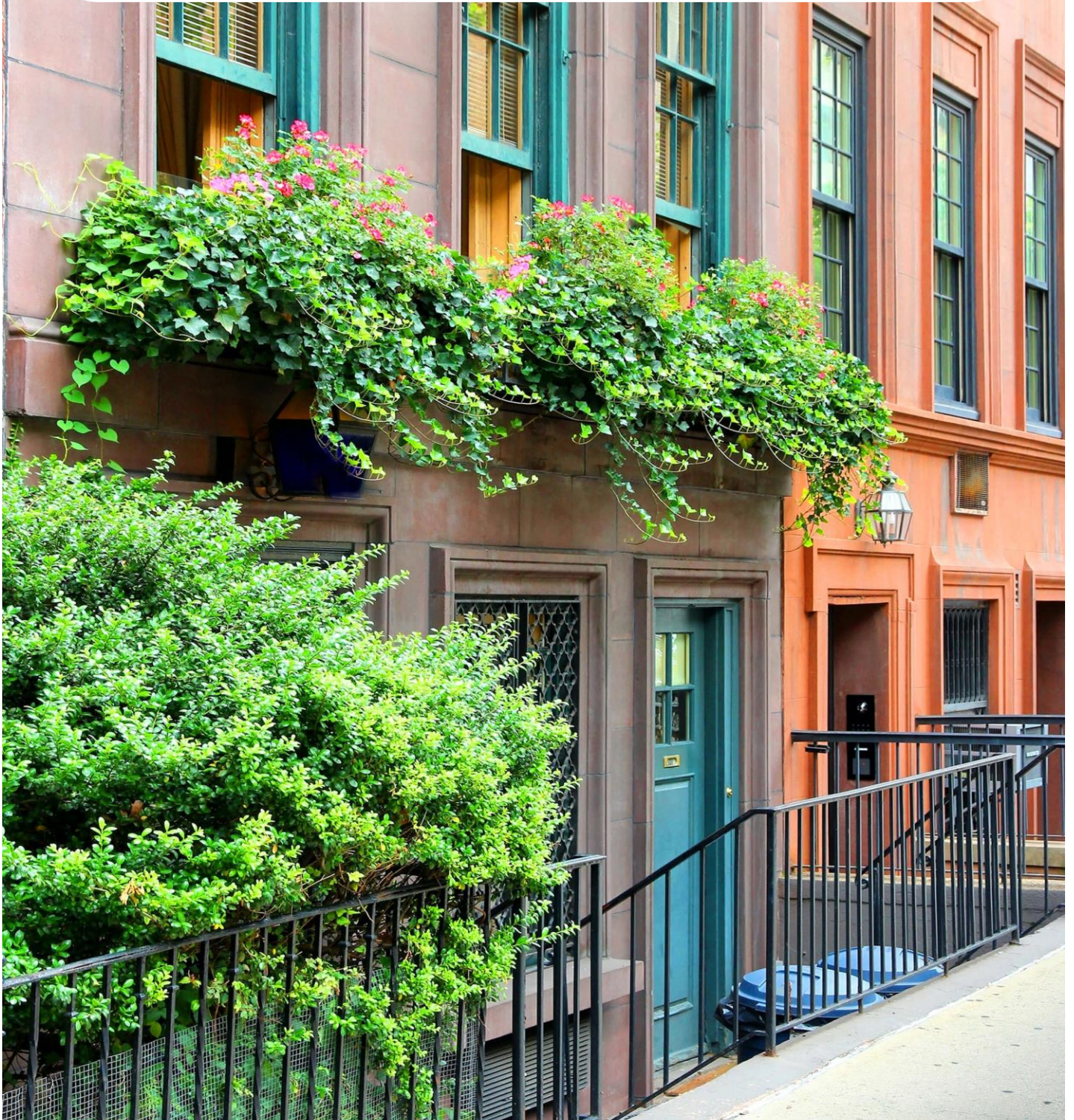


# LENOX HILL

A quarterly analysis of multifamily sales  
in Lenox Hill, Manhattan

4th Quarter 2018



**The RATNER Team Market Report**

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# Multifamily Market Report, 4th Quarter 2018

## Lenox Hill, Manhattan

### SUMMARY

SALES VOLUME

NO. OF TRANSACTIONS

AVERAGE PRICE/UNIT

AVERAGE PRICE/SQ.FT.



85% YoY



0% YoY

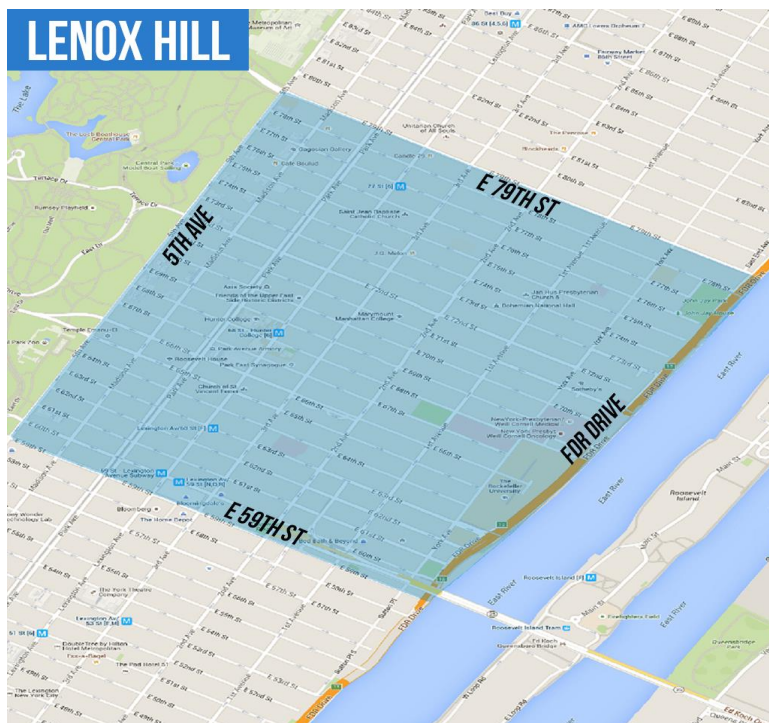


103% YoY



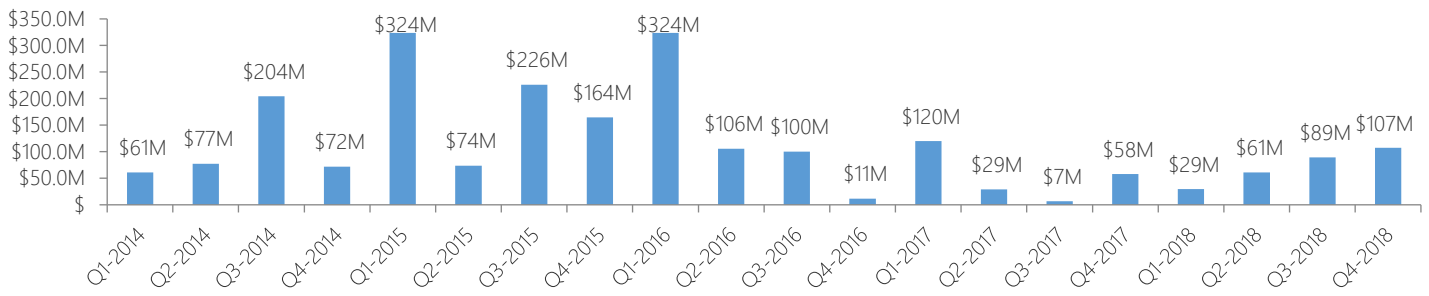
15% YoY

### NEIGHBORHOOD BOUNDARIES

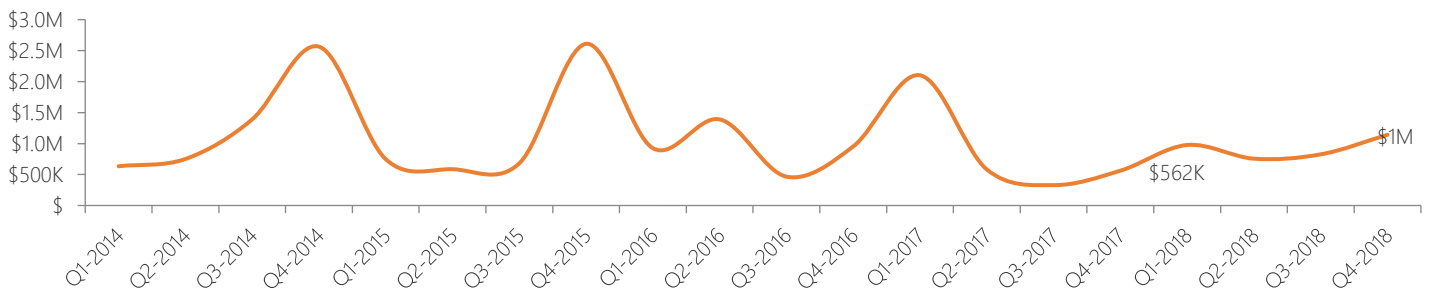


## MULTIFAMILY STATS

### Sales Volume

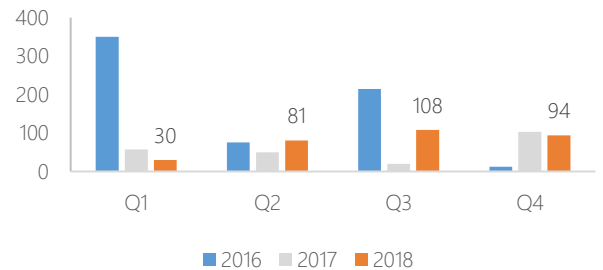


### Average Sale Price per Unit



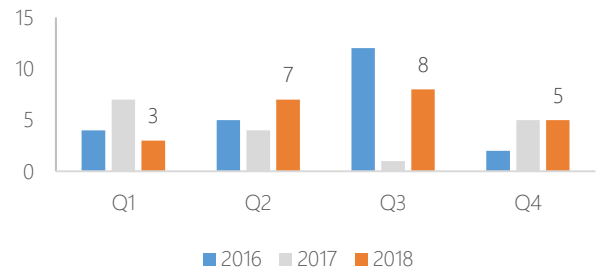
### Number of Units Sold

Quarter	2016	2017	2018
Q1	350	57	30
Q2	76	50	81
Q3	215	20	108
Q4	12	103	94



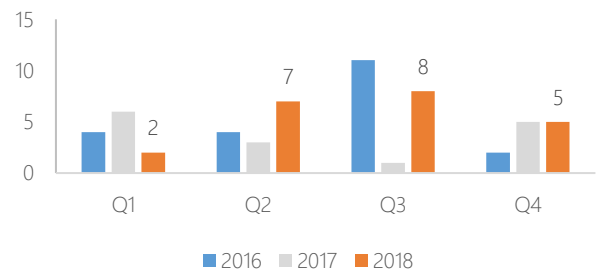
### Number of Buildings Sold

Quarter	2016	2017	2018
Q1	4	7	3
Q2	5	4	7
Q3	12	1	8
Q4	2	5	5

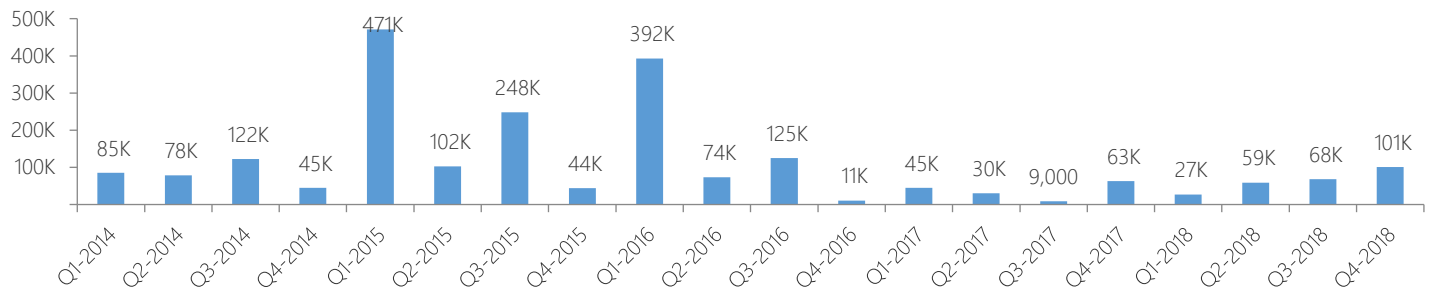


### Number of Transactions

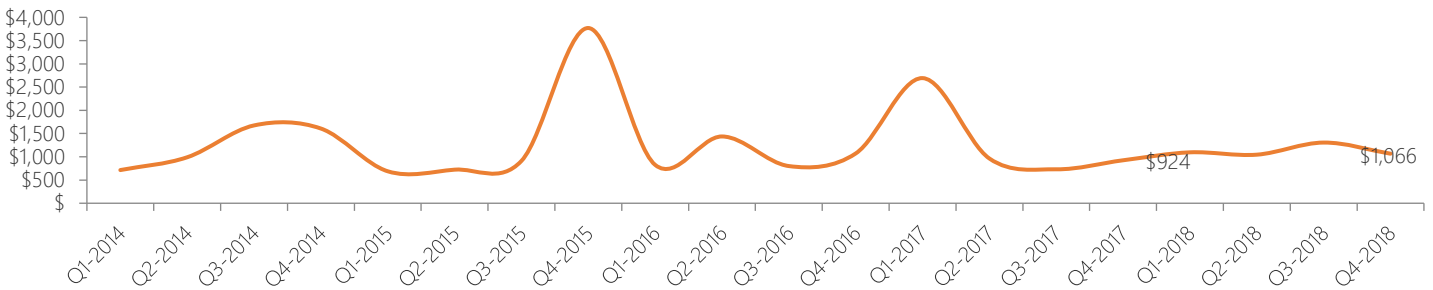
Quarter	2016	2017	2018
Q1	4	6	2
Q2	4	3	7
Q3	11	1	8
Q4	2	5	5



Total Sq. Ft.



Average Sale Price per Square Foot

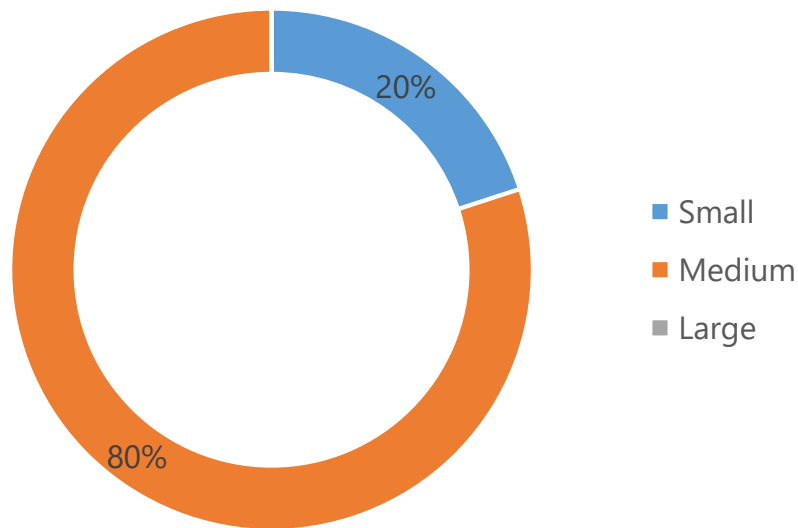


MULTIFAMILY SIZE

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	\$2,400,000	20%	\$1,170	-1%	\$12,000,000	1	1	5
Medium	\$1,070,367	134%	\$1,054	22%	\$95,262,700	4	4	89
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
260 E 72nd St	30-Oct-18	\$47,262,700	Medium multifamily	31	26,797	\$1,764	No
952 Fifth Ave	20-Dec-18	\$23,750,000	Medium multifamily	38	41,287	\$575	No
34 E 70th St	21-Nov-18	\$18,250,000	Medium multifamily	10	11,245	\$1,623	No
46 E 65th St	4-Oct-18	\$12,000,000	Small multifamily	5	10,253	\$1,170	No
15 E 63rd St	13-Nov-18	\$6,000,000	Medium multifamily	10	11,080	\$542	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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Nate Pfaff

Residential Sales &  
Rental Specialist

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- Commercial Property: Multifamily Buildings, Mixed Use, Office Buildings, Retail & Land
- 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
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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
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Decks & Patios Specialists	Home Security Professionals	Plumbing Contractors	Window Professionals
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