

MULTIFAMILY

Warren
Lewis

Sotheby's
INTERNATIONAL REALTY

Upper West Side Report

A quarterly analysis of multifamily sales
in Upper West Side, Manhattan

1ST QUARTER 2016

Multifamily Market Report, Q1 2016

Upper West Side, Manhattan

SUMMARY

SALES VOLUME

\$174M

251% Y-o-Y

NO. OF TRANSACTIONS

11

10% Y-o-Y

AVERAGE PRICE/UNIT

\$428K

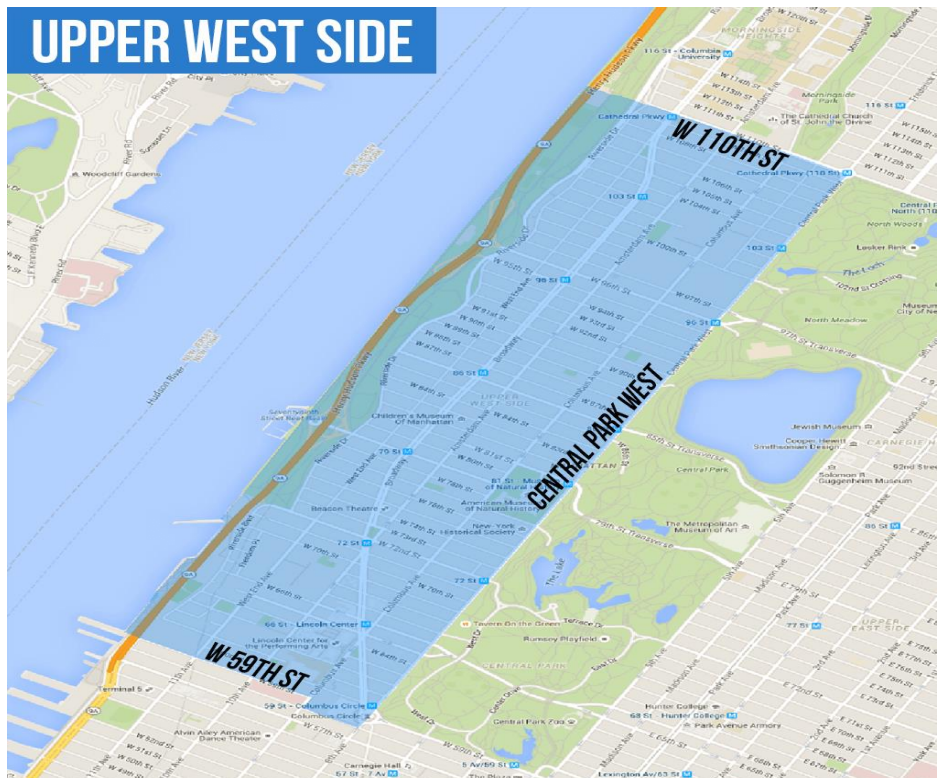
-28% Y-o-Y

AVERAGE PRICE/SQ. FT.

\$607

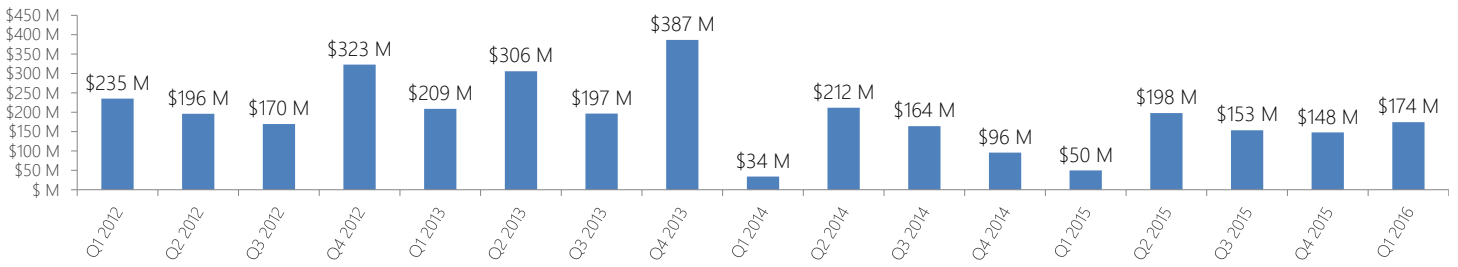
-17% Y-o-Y

COMMUNITY DISTRICT BOUNDARIES

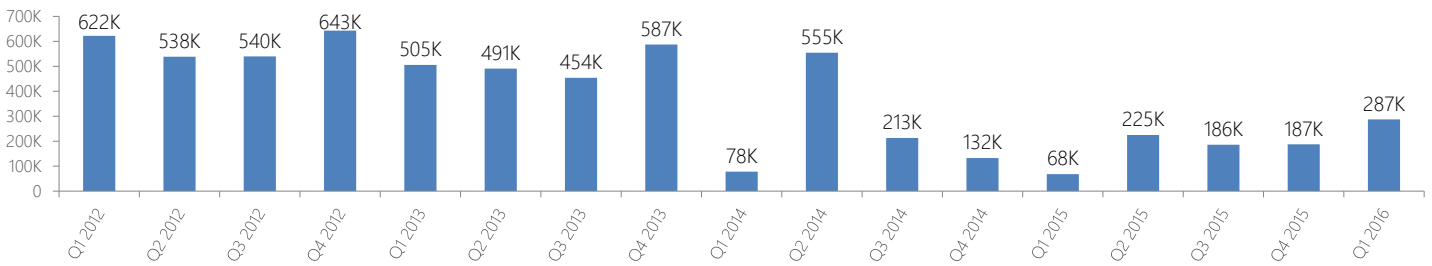


MULTIFAMILY STATS

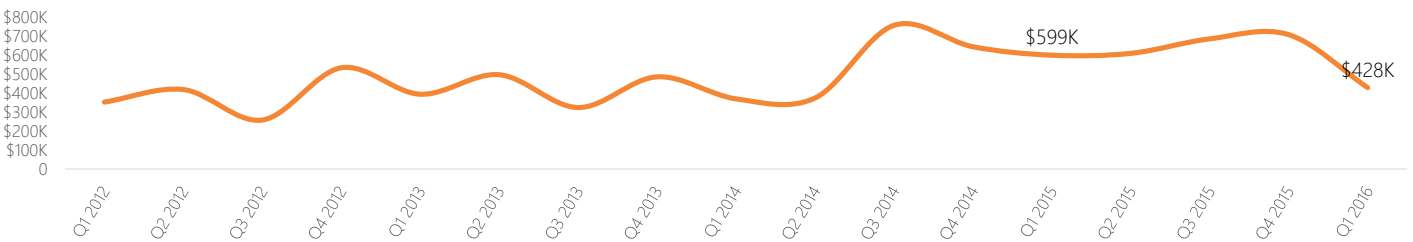
Sales Volume



Total Sq. Ft.

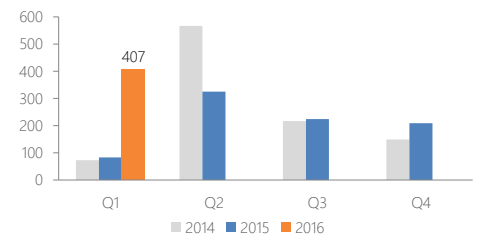


Average Sale Price per Unit



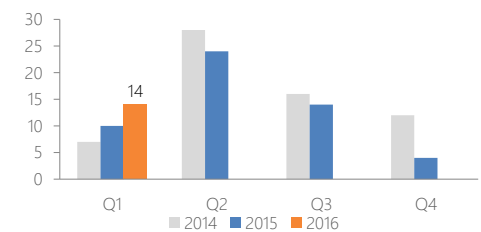
Number of Units Sold

Quarter	2014	2015	2016
Q1	73	83	407
Q2	567	325	
Q3	217	224	
Q4	149	209	



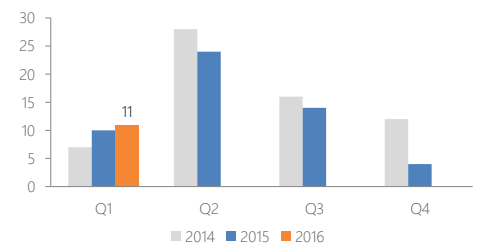
Number of Buildings Sold

Quarter	2014	2015	2016
Q1	7	10	14
Q2	28	24	
Q3	16	14	
Q4	12	4	

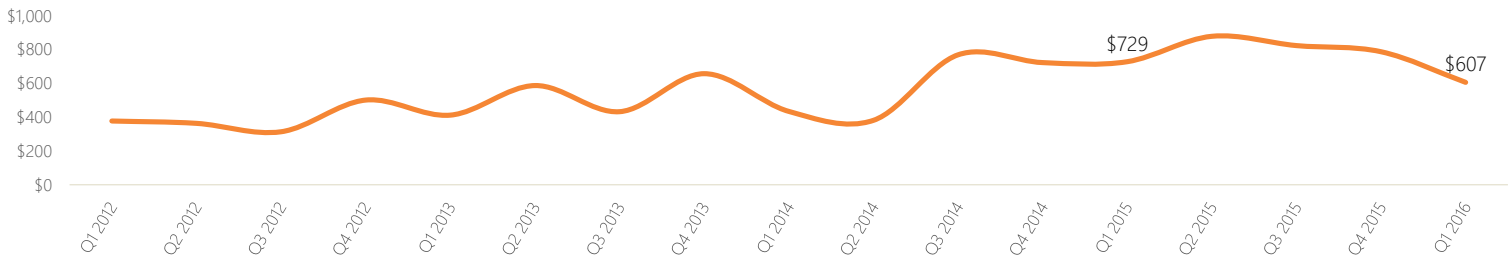


Number of Transactions

Quarter	2014	2015	2016
Q1	7	10	11
Q2	28	24	
Q3	16	14	
Q4	12	4	



Average Price per Square Foot



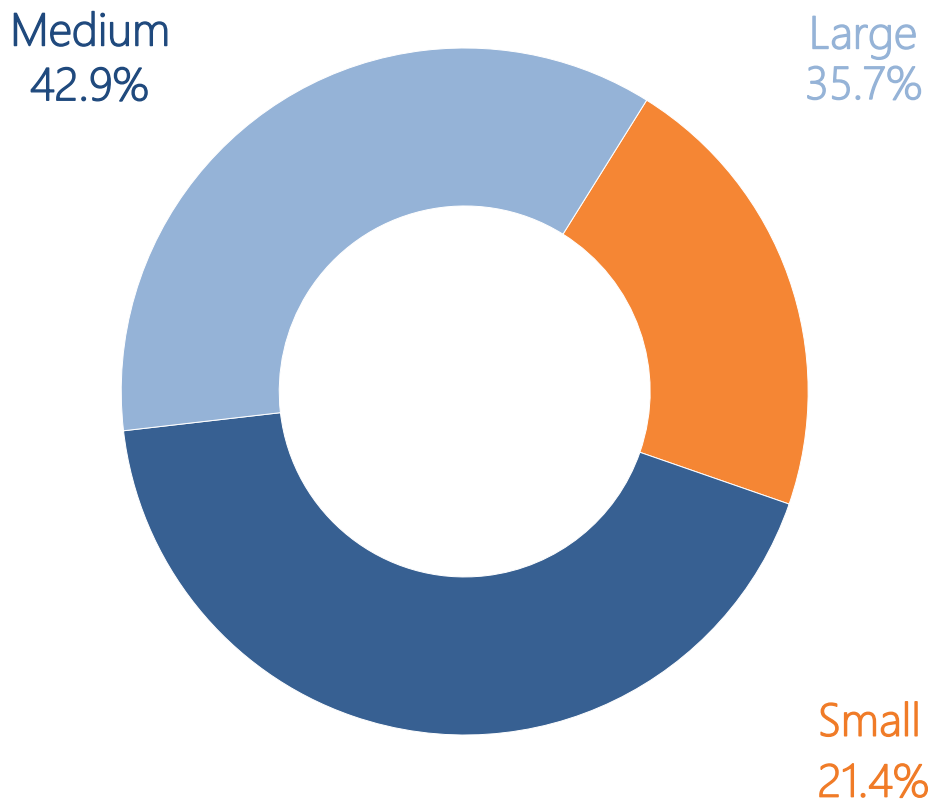
MULTIFAMILY SIZE

Size of Multifamily Properties Sold

Multifamily size	Average price per unit		Average price per sq. ft.		Sales volume	Total Sq. Ft.	No. of sales	No. of buildings	No. of units
	Price	Y-o-Y	Price	Y-o-Y					
Small	\$942,000	44%	\$1,169	61%	\$23,550,000	20,150	3	3	25
Medium	\$716,829	42%	\$823	11%	\$58,780,000	71,441	6	6	82
Large	\$306,667	n/a	\$470	n/a	\$92,000,000	195,572	2	5	300

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

Number of Sold Buildings by Size



LIST OF TRANSACTIONS

Address	Sale date	Sale price	Property type	Units	Price per unit	Sq. Ft.	Price per Sq. Ft.	Package deal
475 Central Park W	01-Feb-16	\$65,000,000	Large multifamily	56	\$511,811	26,645	\$1,051	Yes
471 Central Park W	01-Feb-16	\$65,000,000	Medium multifamily	37	\$511,811	17,625	\$1,051	Yes
472 Central Park W	01-Feb-16	\$65,000,000	Medium multifamily	15	\$511,811	8,920	\$1,051	Yes
473 Central Park W	01-Feb-16	\$65,000,000	Medium multifamily	19	\$511,811	8,685	\$1,051	Yes
323-335 W 96 St	20-Jan-16	\$27,000,000	Large multifamily	173	\$156,069	133,697	\$202	No
203 W 107 St	22-Mar-16	\$16,300,000	Medium multifamily	28	\$582,143	34,514	\$472	No
14 W 69 St	24-Mar-16	\$12,250,000	Medium multifamily	14	\$875,000	7,380	\$1,660	No
16 W 86 St	15-Mar-16	\$12,000,000	Medium multifamily	10	\$1,200,000	9,910	\$1,211	No
36 Riverside Dr	23-Feb-16	\$11,000,000	Small multifamily	8	\$1,375,000	7,380	\$1,491	No
347 W End Ave	12-Feb-16	\$7,800,000	Small multifamily	9	\$866,667	5,280	\$1,477	No
104 W 75 St	10-Mar-16	\$7,050,000	Medium multifamily	10	\$705,000	6,817	\$1,034	No
152 W 76 St	10-Mar-16	\$7,050,000	Medium multifamily	10	\$705,000	6,602	\$1,068	No
321 W 108 St	29-Jan-16	\$4,750,000	Small multifamily	8	\$593,750	7,490	\$634	No
156 W 77 St	10-Mar-16	\$4,130,000	Medium multifamily	10	\$413,000	6,218	\$664	No