

UPPER WEST SIDE

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

4th Quarter 2018



The RATNER Team Market Report

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Multifamily Market Report, 4th Quarter 2018

Upper West Side, Manhattan

SUMMARY

SALES VOLUME

\$311.6M

1224% YoY

NO. OF TRANSACTIONS

9

125% YoY

AVERAGE PRICE/UNIT

\$663K

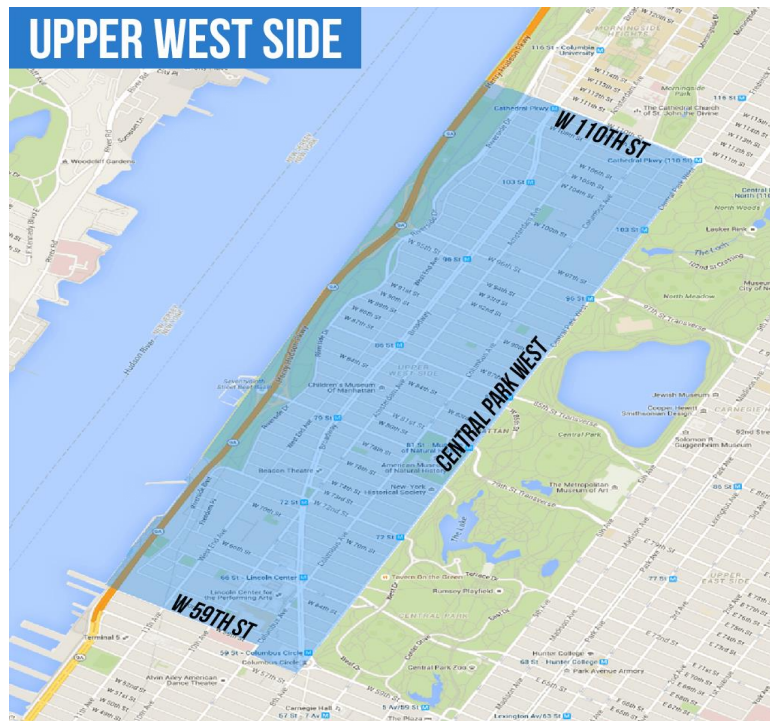
-49% YoY

AVERAGE PRICE/SQ.FT.

\$777

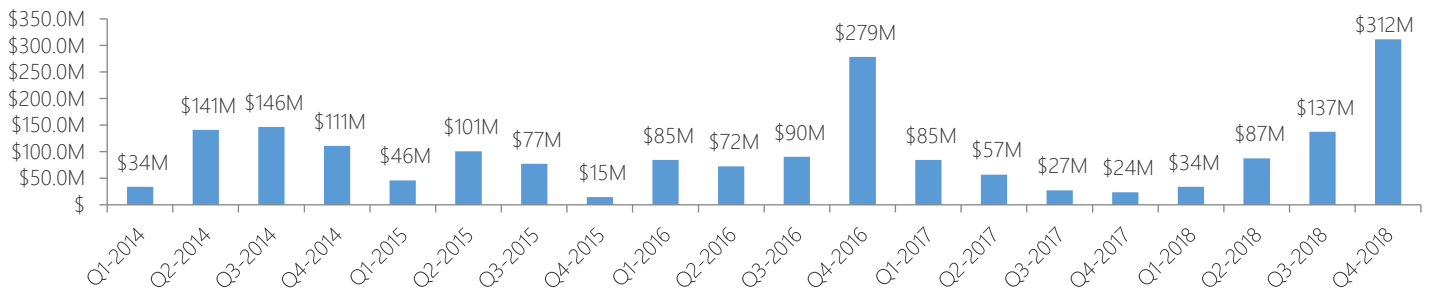
-37% YoY

NEIGHBORHOOD BOUNDARIES

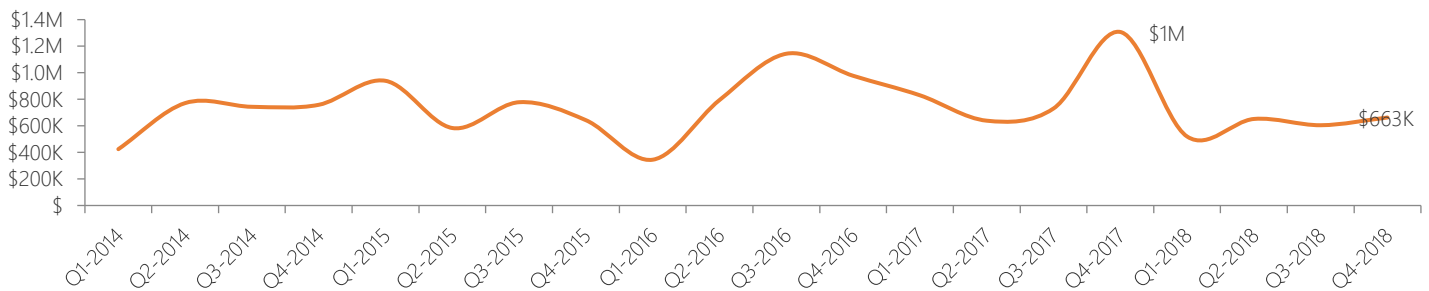


MULTIFAMILY STATS

Sales Volume

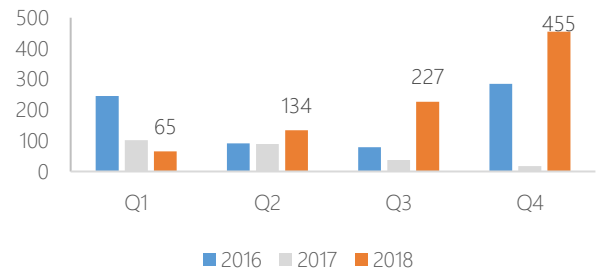


Average Sale Price per Unit



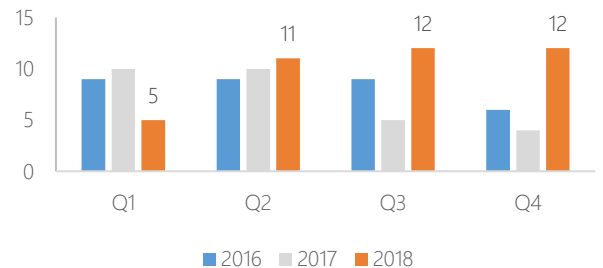
Number of Units Sold

Quarter	2016	2017	2018
Q1	245	102	65
Q2	91	89	134
Q3	79	37	227
Q4	285	18	455



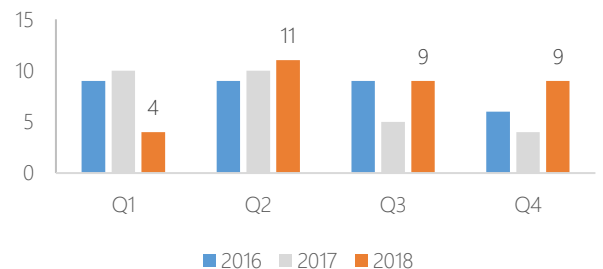
Number of Buildings Sold

Quarter	2016	2017	2018
Q1	9	10	5
Q2	9	10	11
Q3	9	5	12
Q4	6	4	12

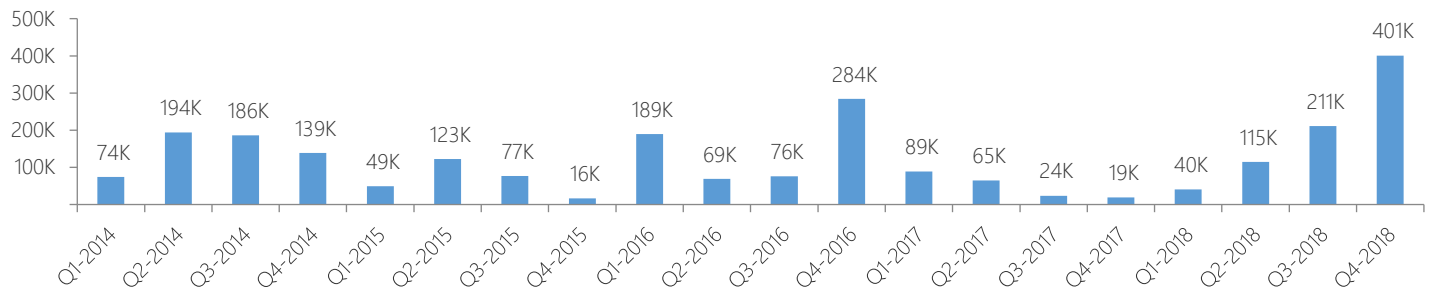


Number of Transactions

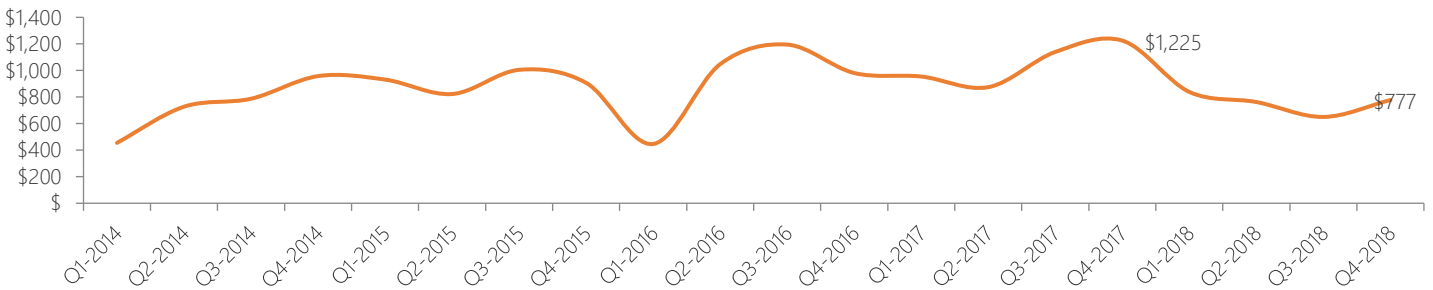
Quarter	2016	2017	2018
Q1	9	10	4
Q2	9	10	11
Q3	9	5	9
Q4	6	4	9



Total Sq. Ft.



Average Sale Price per Square Foot

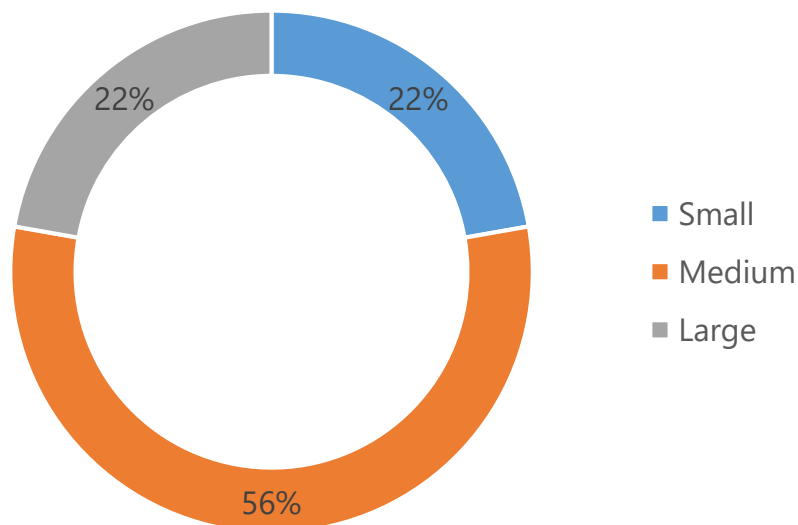


MULTIFAMILY SIZE

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	\$585,714	-55%	\$625	-49%	\$14,100,000	2	1	7
Medium	\$644,393	-	\$922	-	\$68,950,000	5	8	107
Large	\$670,088	-	\$753	-	\$228,500,000	2	2	341

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
575 Amsterdam Ave	5-Dec-18	\$220,500,000	Large multifamily	271	288,420	\$765	No
568 Amsterdam Ave	20-Dec-18	\$31,000,000	Medium multifamily	13	9,750	\$994	Yes
572 Amsterdam Ave	20-Dec-18	\$31,000,000	Medium multifamily	14	11,700	\$994	Yes
570 Amsterdam Ave	20-Dec-18	\$31,000,000	Medium multifamily	13	9,750	\$994	Yes
574 Amsterdam Ave	20-Dec-18	\$15,000,000	Medium multifamily	21	14,800	\$1,014	No
207 W 85th St	15-Nov-18	\$10,000,000	Small multifamily	1	17,856	\$560	No
304 Columbus Ave	24-Oct-18	\$8,750,000	Medium multifamily	16	12,258	\$714	No
205 W 85th St	15-Nov-18	\$8,000,000	Large multifamily	70	15,035	\$532	No
115 W 82nd St	6-Dec-18	\$7,500,000	Medium multifamily	10	5,740	\$686	Yes
113 W 82nd St	6-Dec-18	\$7,500,000	Medium multifamily	10	5,195	\$686	Yes
22 W 90th St	9-Nov-18	\$6,700,000	Medium multifamily	10	5,570	\$1,203	No
219 W 78th St	1-Nov-18	\$4,100,000	Small multifamily	7	4,692	\$874	No



THE RATNER TEAM



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Commercial & Residential
Brooklyn Expert

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Nate Pfaff

Residential Sales &
Rental 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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