

WASHINGTON HEIGHTS

A quarterly analysis of multifamily sales
in Washington Heights, Manhattan

4th Quarter 2017



The RATNER Team Market Report

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Multifamily Market Report, 4th Quarter 2017

Washington Heights, Manhattan

SUMMARY

SALES VOLUME

\$104.3M

-61% YoY

NO. OF TRANSACTIONS

10

-55% YoY

AVERAGE PRICE/UNIT

\$265K

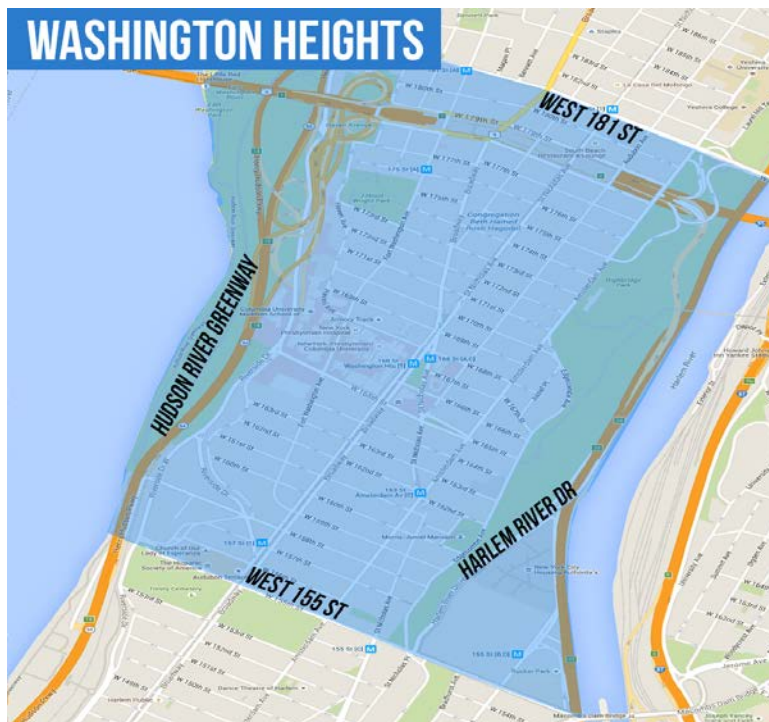
-11% YoY

AVERAGE PRICE/SQ.FT.

\$320

8% YoY

NEIGHBORHOOD BOUNDARIES

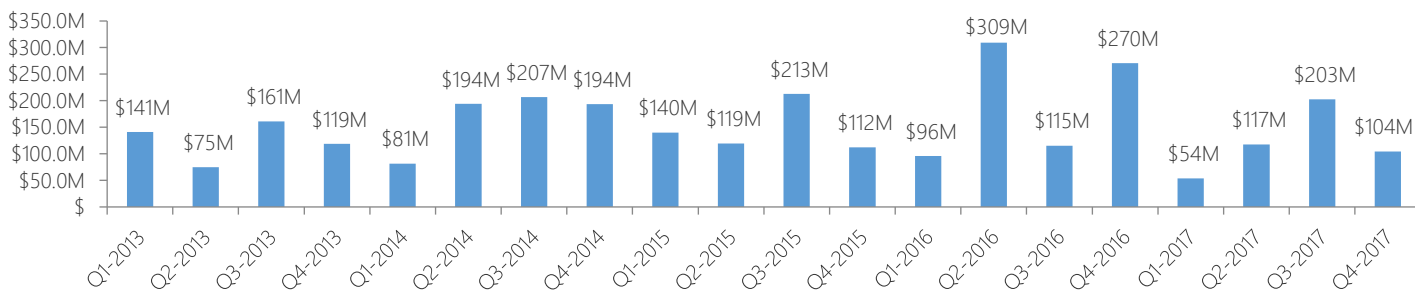


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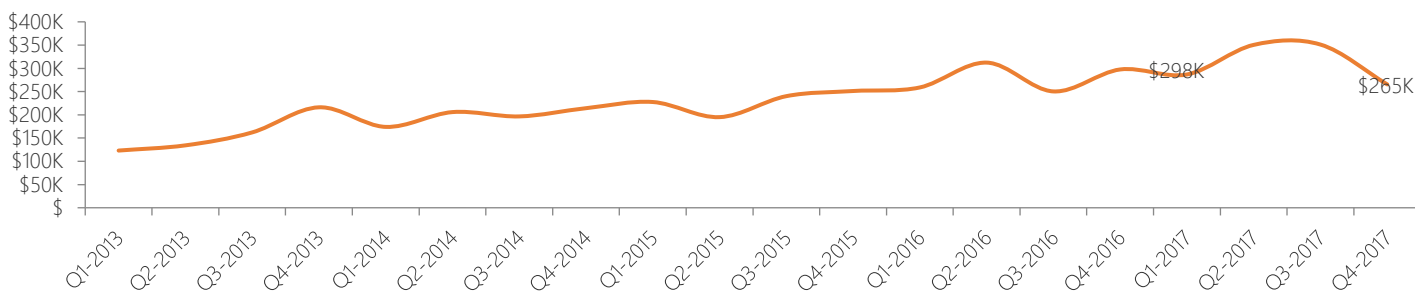
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MULTIFAMILY STATS

Sales Volume

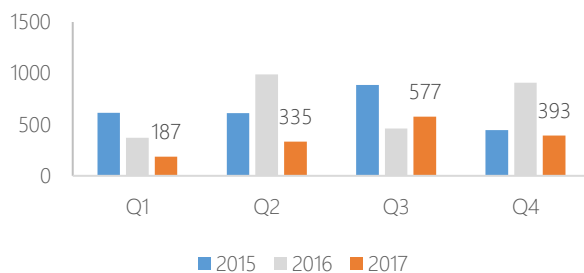


Average Sale Price per Unit



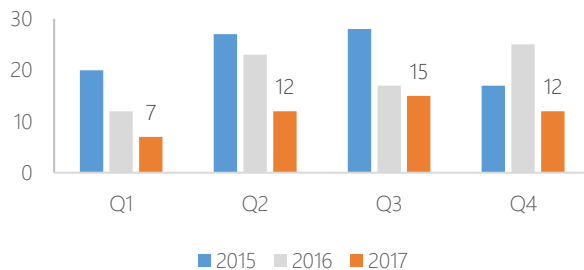
Number of Units Sold

Quarter	2015	2016	2017
Q1	614	371	187
Q2	612	990	335
Q3	886	461	577
Q4	447	909	393



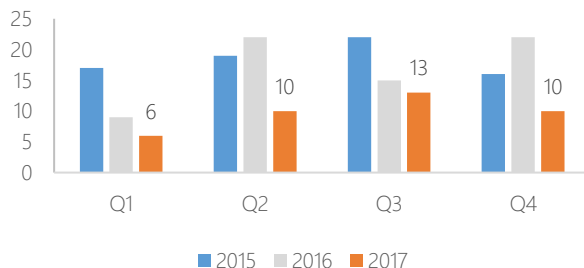
Number of Buildings Sold

Quarter	2015	2016	2017
Q1	20	12	7
Q2	27	23	12
Q3	28	17	15
Q4	17	25	12

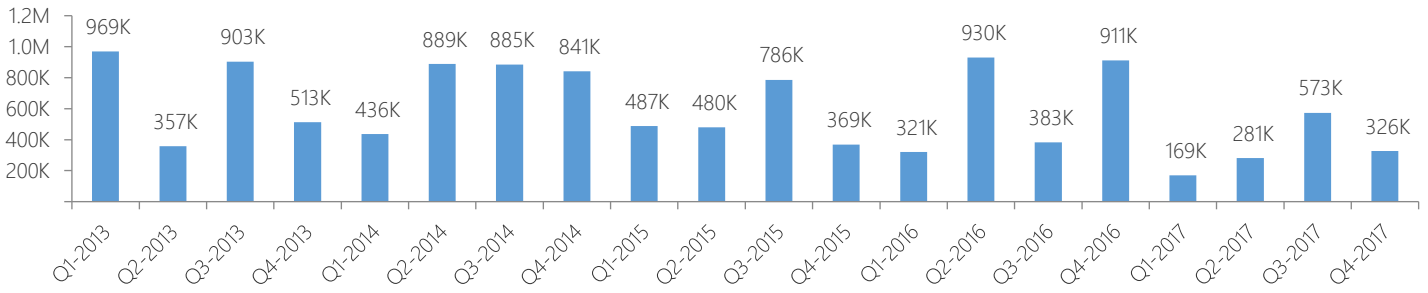


Number of Transactions

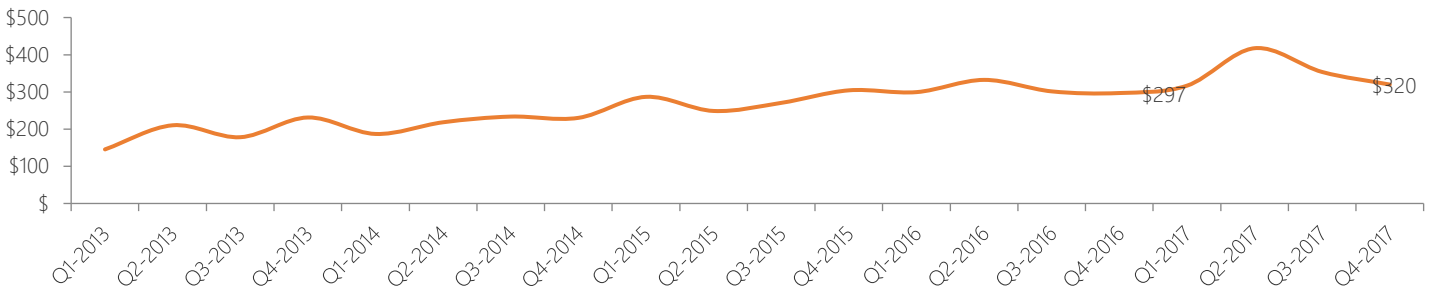
Quarter	2015	2016	2017
Q1	17	9	6
Q2	19	22	10
Q3	22	15	13
Q4	16	22	10



Total Sq. Ft.



Average Sale Price per Square Foot

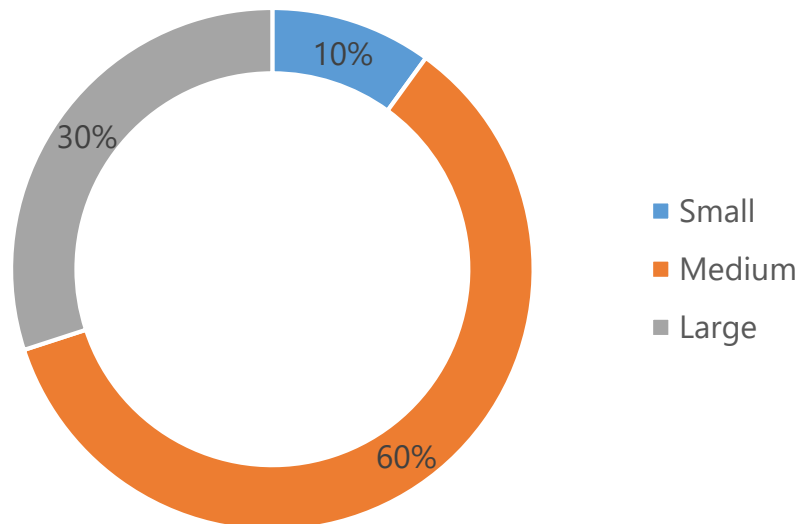


MULTIFAMILY SIZE

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	\$325,000	-2%	\$349	-12%	\$1,300,000	1	1	4
Medium	\$224,935	-29%	\$279	-3%	\$40,263,362	6	8	179
Large	\$298,698	9%	\$352	15%	\$62,726,600	3	3	210

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
825 W 187 St	24-Oct-17	\$33,476,600	Large multifamily	87	78,564	\$426	No
40 Arden St	9-Nov-17	\$16,000,000	Large multifamily	69	58,030	\$276	No
221-223 Wadsworth Ave	15-Nov-17	\$13,250,000	Large multifamily	54	41,736	\$317	No
2372 Amsterdam Ave	29-Nov-17	\$13,125,000	Medium multifamily	20	14,729	\$317	Yes
2376 Amsterdam Ave	29-Nov-17	\$13,125,000	Medium multifamily	21	11,895	\$317	Yes
2374 Amsterdam Ave	29-Nov-17	\$13,125,000	Medium multifamily	21	14,729	\$317	Yes
1356-1358 St Nicholas Ave	13-Nov-17	\$7,300,000	Medium multifamily	16	14,809	\$493	No
569 W 192 St	2-Oct-17	\$6,250,000	Medium multifamily	29	26,175	\$239	No
560 W 192 St	2-Oct-17	\$6,250,000	Medium multifamily	30	25,980	\$241	No
712-714 W 180 St	15-Nov-17	\$5,360,000	Medium multifamily	21	20,500	\$261	No
2093 Amsterdam Ave	17-Nov-17	\$1,978,362	Medium multifamily	21	15,347	\$129	No
546 W 188 St	31-Oct-17	\$1,300,000	Small multifamily	4	3,720	\$349	No



THE RATNER TEAM



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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	Expediters	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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Brooklyn Made Real Estate is a one-stop shop for anyone interested in New York real estate, getting connected with local experts and learning how to make smarter decisions and leveraging your assets.

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