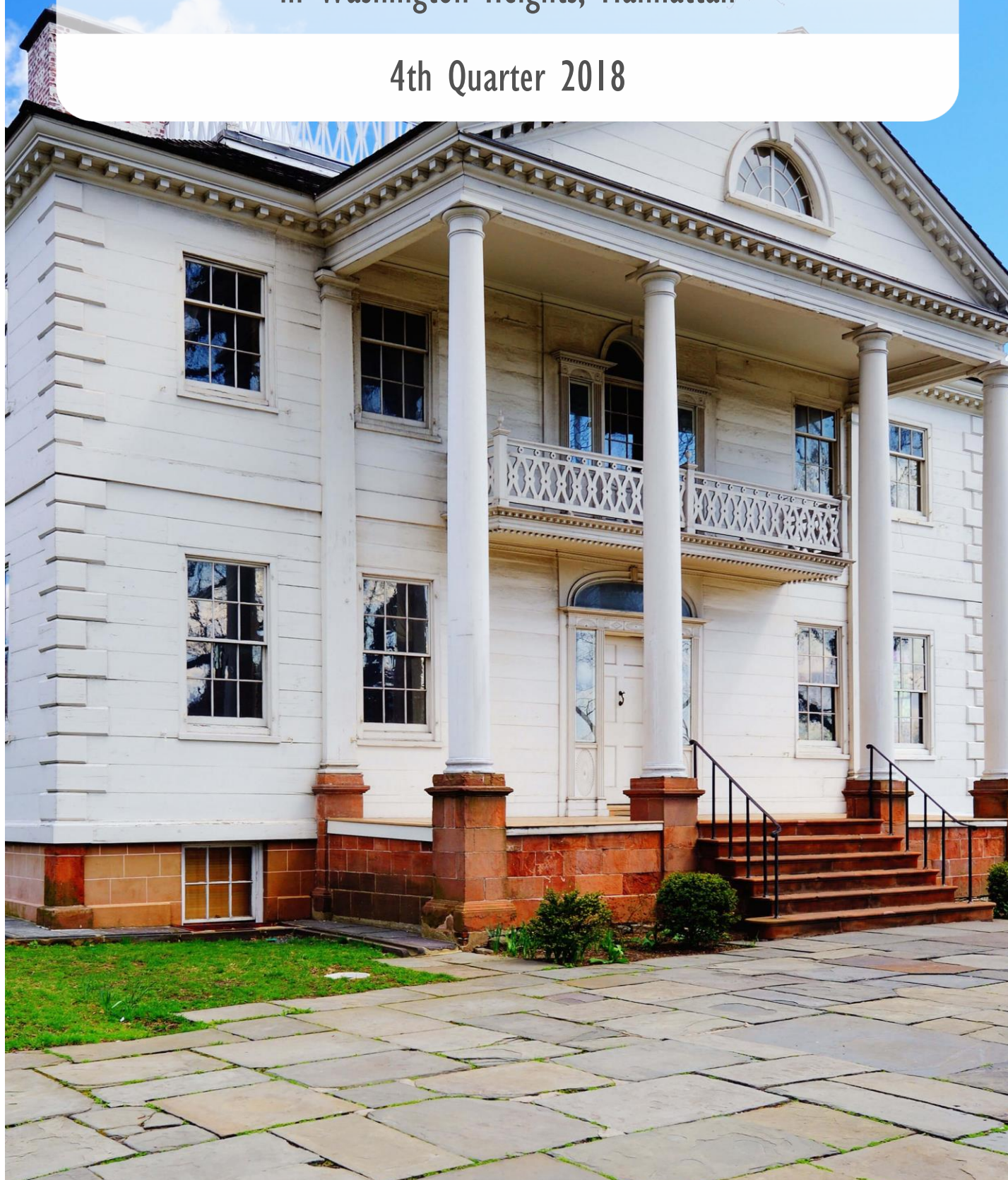


# WASHINGTON HEIGHTS

A quarterly analysis of multifamily sales  
in Washington Heights, Manhattan

4th Quarter 2018



**The RATNER Team Market Report**

o: 718-747-8215 | c: 347-501-0860 | e: [Contact@TheRatnerTeam.com](mailto:Contact@TheRatnerTeam.com)

# Multifamily Market Report, 4th Quarter 2018

## Washington Heights, Manhattan

### SUMMARY

SALES VOLUME

**\$125.8M**

21% YoY

NO. OF TRANSACTIONS

**14**

40% YoY

AVERAGE PRICE/UNIT

**\$247K**

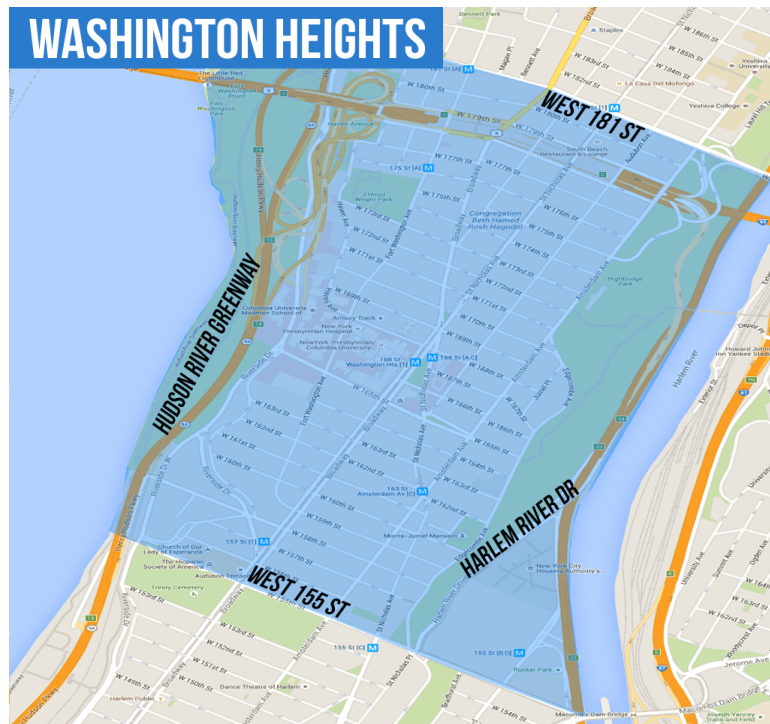
-6% YoY

AVERAGE PRICE/SQ.FT.

**\$279**

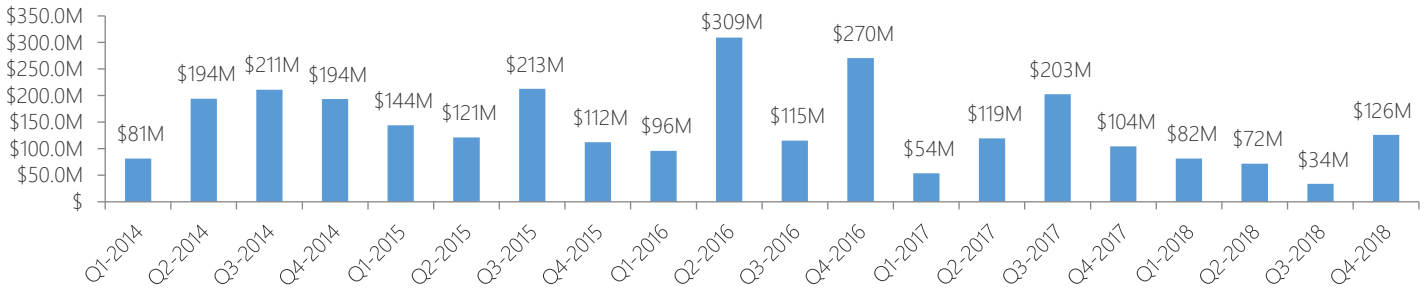
-13% YoY

### NEIGHBORHOOD BOUNDARIES

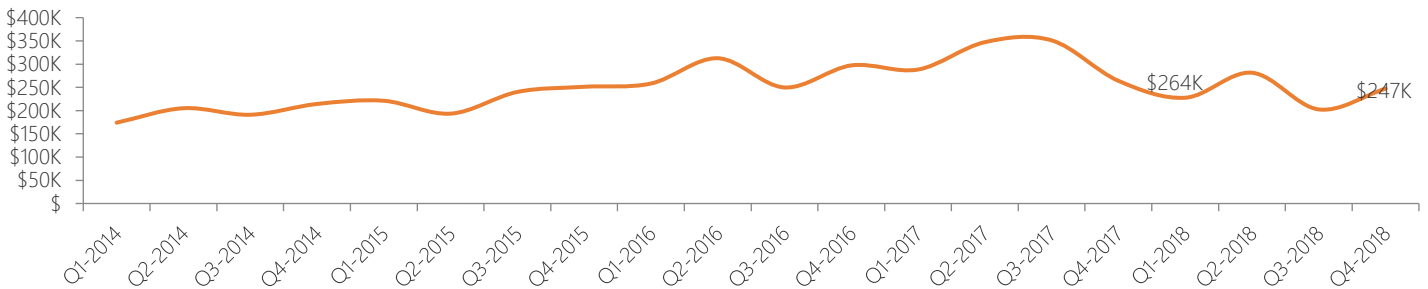


## MULTIFAMILY STATS

### Sales Volume

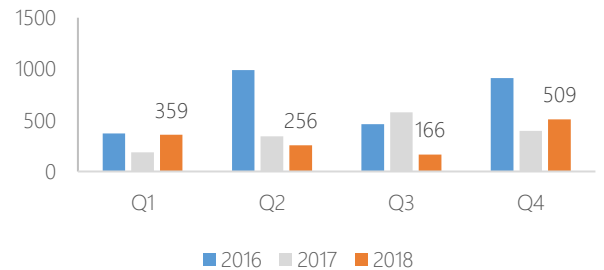


### Average Sale Price per Unit



### Number of Units Sold

Quarter	2016	2017	2018
Q1	372	186	359
Q2	989	343	256
Q3	462	577	166
Q4	910	395	509



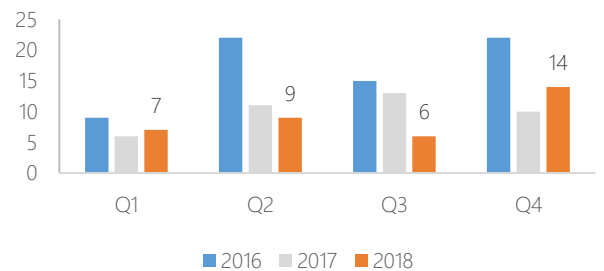
### Number of Buildings Sold

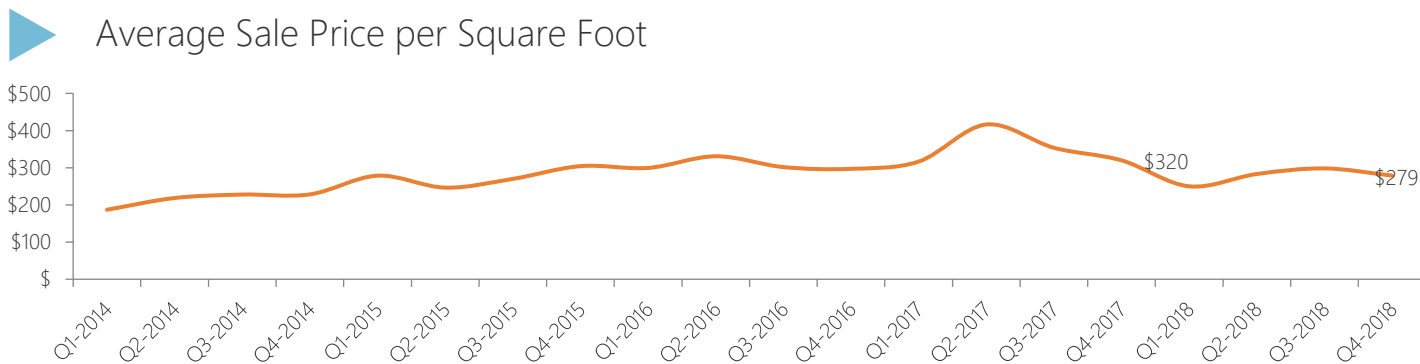
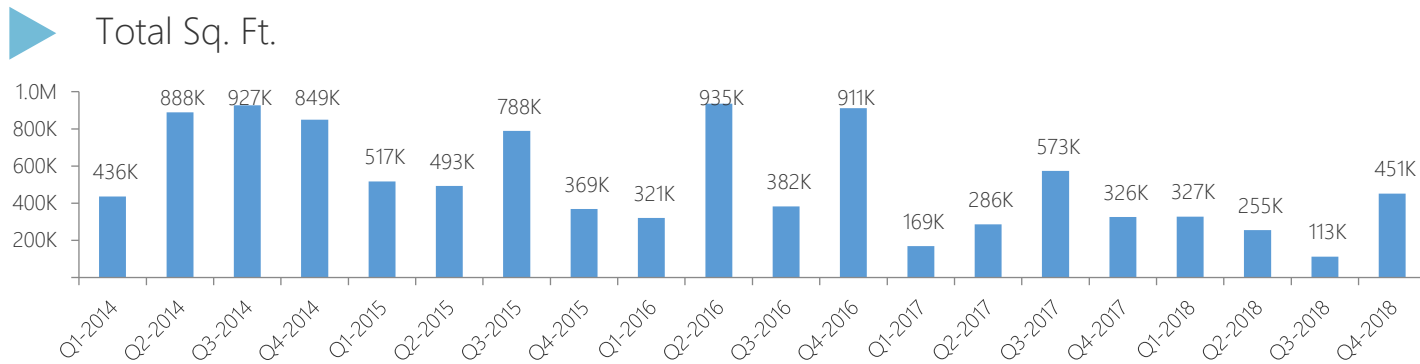
Quarter	2016	2017	2018
Q1	12	7	10
Q2	23	13	11
Q3	17	15	10
Q4	25	12	15



### Number of Transactions

Quarter	2016	2017	2018
Q1	9	6	7
Q2	22	11	9
Q3	15	13	6
Q4	22	10	14



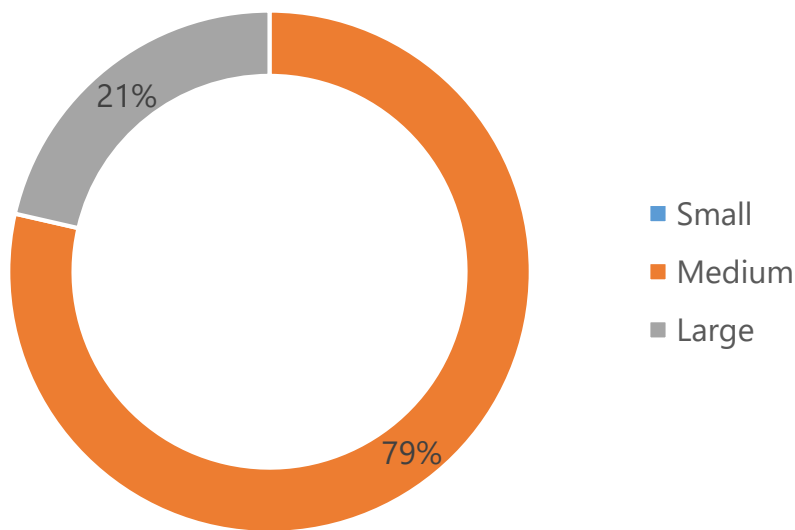


## MULTIFAMILY SIZE

### 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	-	-	-	-	\$0	0	0	0
Medium	\$220,156	-1%	\$251	-10%	\$69,349,000	11	12	315
Large	\$291,186	-3%	\$324	-8%	\$56,490,000	3	3	194

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
80 Fort Washington Ave	30-Oct-18	\$26,839,208	Large multifamily	75	66,138	\$406	No
86 Fort Washington Ave	30-Oct-18	\$20,140,792	Large multifamily	65	72,090	\$279	No
655 W 160th St	10-Dec-18	\$11,300,000	Medium multifamily	42	53,583	\$211	No
638 W 160th St	10-Dec-18	\$10,200,000	Medium multifamily	42	43,632	\$234	No
476 W 165th St	2-Nov-18	\$9,510,000	Large multifamily	54	36,295	\$262	No
287 Audubon Ave	22-Oct-18	\$9,500,000	Medium multifamily	17	12,185	\$356	Yes
289-291 Audubon Ave	22-Oct-18	\$9,500,000	Medium multifamily	17	14,530	\$356	Yes
540 W 189th St	4-Oct-18	\$7,725,000	Medium multifamily	30	24,876	\$311	No
421-425 Audubon Ave	3-Oct-18	\$7,400,000	Medium multifamily	40	29,274	\$253	No
2172 Amsterdam Ave	25-Oct-18	\$5,000,000	Medium multifamily	30	20,310	\$246	No
2153 Amsterdam Ave	2-Nov-18	\$4,632,000	Medium multifamily	25	21,348	\$217	No
505 W 164th St	2-Nov-18	\$4,560,000	Medium multifamily	24	20,124	\$227	No
524 W 162nd St	2-Nov-18	\$3,372,000	Medium multifamily	20	14,085	\$239	No
502 W 167th St	7-Nov-18	\$3,332,000	Medium multifamily	13	8,700	\$383	No
520 W 162nd St	2-Nov-18	\$2,328,000	Medium multifamily	15	14,085	\$165	No



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# THE RATNER TEAM



David Ratner

Commercial & Residential  
Brooklyn Expert

[Read more](#)



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

[READ MORE REVIEWS](#)



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1031 Qualified Intermediary	Estate Planing	Insurance Agents	Renovation Professionals
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Attorneys	Fireplaces	Landscape Design	School Consultants
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Carpenters	Garage & Driveway	Lighting Experts	Stone & Tile Professionals
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CO Experts	Home Automation Specialists	Painters & Plasterers	Wealth Managers
Decks & Patios Specialists	Home Security Professionals	Plumbing Contractors	Window Professionals
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