

DOWNTOWN MANHATTAN

A quarterly analysis of multifamily sales
in Downtown Manhattan, Manhattan

Ist Quarter 2019



The RATNER Team Market Report

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Multifamily Market Report, 1st Quarter 2019

Downtown Manhattan, Manhattan

SUMMARY

SALES VOLUME

\$484.3M

46% YoY

NO. OF TRANSACTIONS

19

-34% YoY

AVERAGE PRICE/UNIT

\$680K

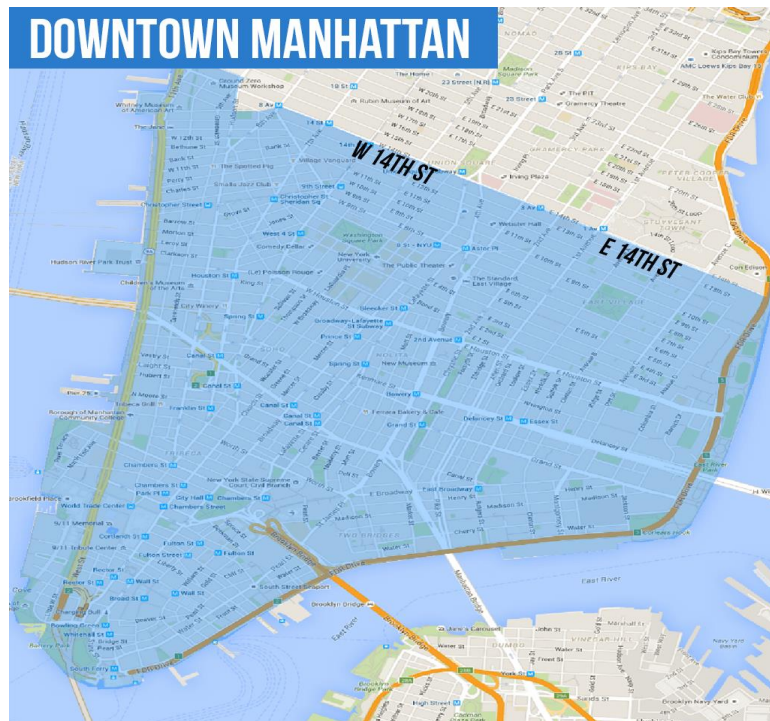
14% YoY

AVERAGE PRICE/SQ.FT.

\$773

14% YoY

NEIGHBORHOOD BOUNDARIES

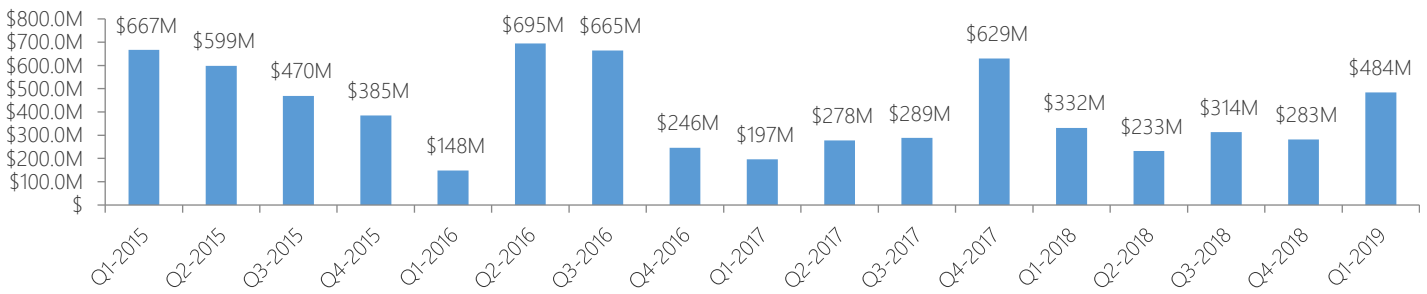


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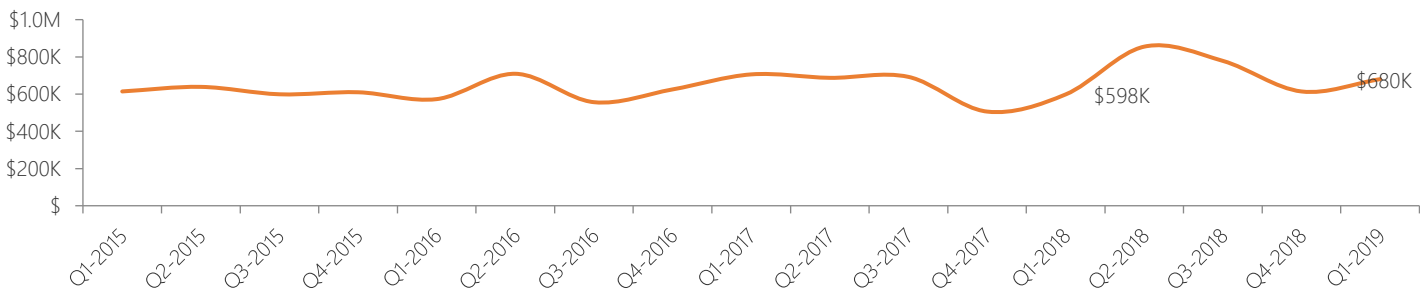
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MULTIFAMILY STATS

Sales Volume

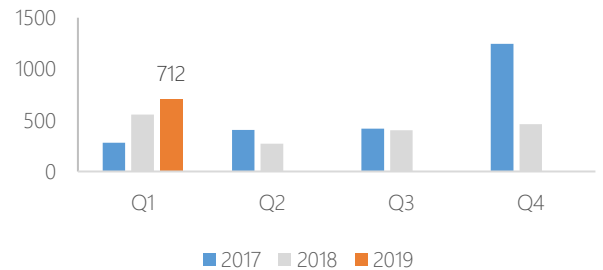


Average Sale Price per Unit



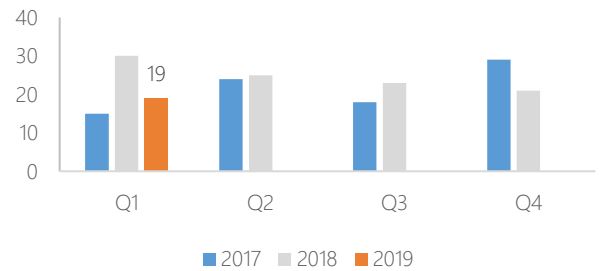
Number of Units Sold

Quarter	2017	2018	2019
Q1	279	555	712
Q2	404	272	
Q3	417	403	
Q4	1244	460	



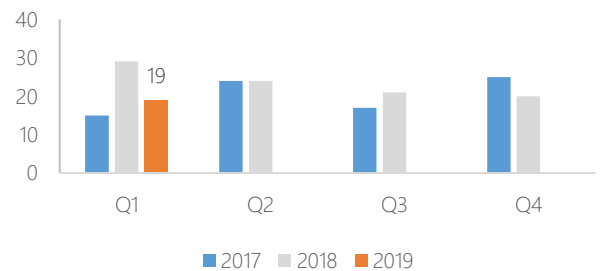
Number of Buildings Sold

Quarter	2017	2018	2019
Q1	15	30	19
Q2	24	25	
Q3	18	23	
Q4	29	21	

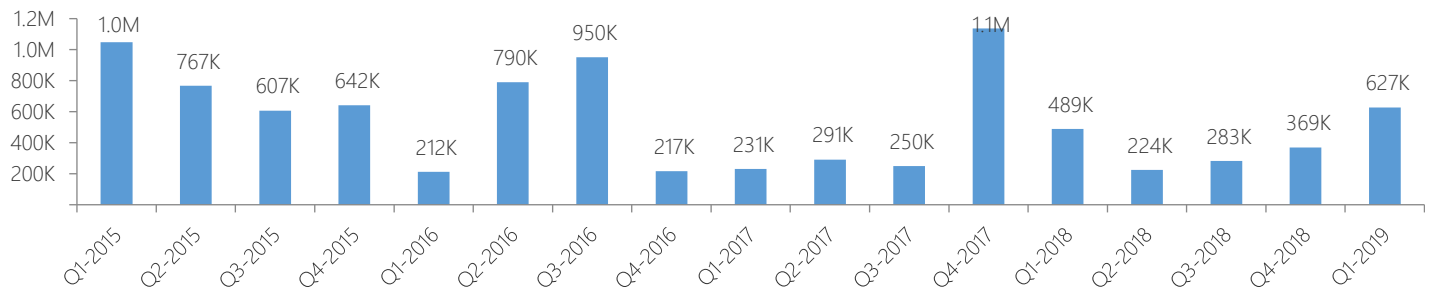


Number of Transactions

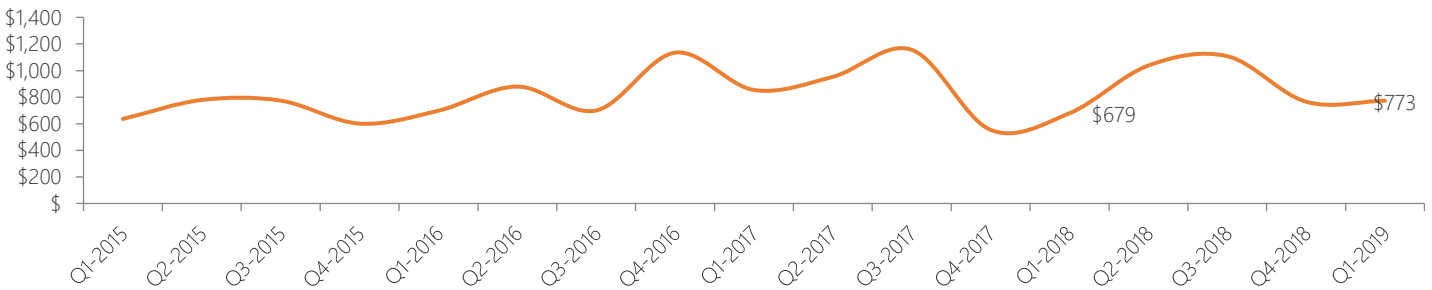
Quarter	2017	2018	2019
Q1	15	29	19
Q2	24	24	
Q3	17	21	
Q4	25	20	



Total Sq. Ft.



Average Sale Price per Square Foot

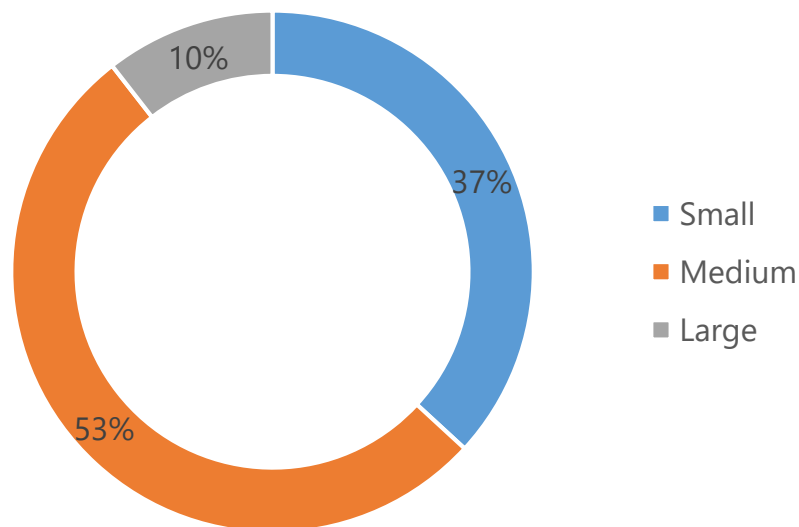


MULTIFAMILY SIZE

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	\$1,497,174	18%	\$1,049	-11%	\$56,892,600	7	7	38
Medium	\$616,775	0%	\$1,014	45%	\$146,175,772	10	10	237
Large	\$643,593	274%	\$657	198%	\$281,250,000	2	2	437

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
450 Washington St	1-Feb-19	\$260,000,000	Large multifamily	286	305,542	\$851	No
236-240 E Fifth St	31-Jan-19	\$23,250,000	Medium multifamily	30	25,002	\$930	No
200 E Fifth St	14-Feb-19	\$21,250,000	Large multifamily	151	122,689	\$173	No
35 Bedford St	24-Jan-19	\$21,000,000	Medium multifamily	35	17,556	\$1,196	No
489 Broadway	25-Feb-19	\$19,925,772	Medium multifamily	11	10,710	\$1,860	No
24 Avenue A	8-Feb-19	\$15,800,000	Medium multifamily	25	15,308	\$1,032	No
225 E Tenth St	25-Mar-19	\$14,900,000	Medium multifamily	39	14,265	\$1,045	No
332 E Fourth St	9-Jan-19	\$14,000,000	Medium multifamily	30	17,478	\$801	No
442 E 13th St	29-Mar-19	\$12,370,800	Small multifamily	6	12,722	\$972	No
436 E 13th St	29-Mar-19	\$12,370,800	Small multifamily	6	12,722	\$972	No
247 Mulberry St	25-Mar-19	\$11,000,000	Medium multifamily	19	10,500	\$1,048	No
42 Allen St	24-Jan-19	\$10,200,000	Medium multifamily	11	14,348	\$711	No
94 Avenue A	14-Mar-19	\$9,600,000	Medium multifamily	19	9,156	\$1,048	No
356 Bowery	31-Jan-19	\$8,900,000	Small multifamily	4	6,155	\$1,446	No
101 First Ave	7-Mar-19	\$8,000,000	Small multifamily	5	6,029	\$1,327	No
325 Greenwich St	23-Jan-19	\$7,300,000	Small multifamily	8	11,726	\$623	No
31 Catherine St	15-Jan-19	\$6,500,000	Medium multifamily	18	9,876	\$658	No
26 Bethune St	22-Jan-19	\$6,051,000	Small multifamily	5	2,181	\$2,774	No
172 Elizabeth St	28-Feb-19	\$1,900,000	Small multifamily	4	2,688	\$707	No



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THE RATNER TEAM



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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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