

**MULTIFAMILY**

**Warren  
Lewis**  
**Sotheby's**  
INTERNATIONAL REALTY

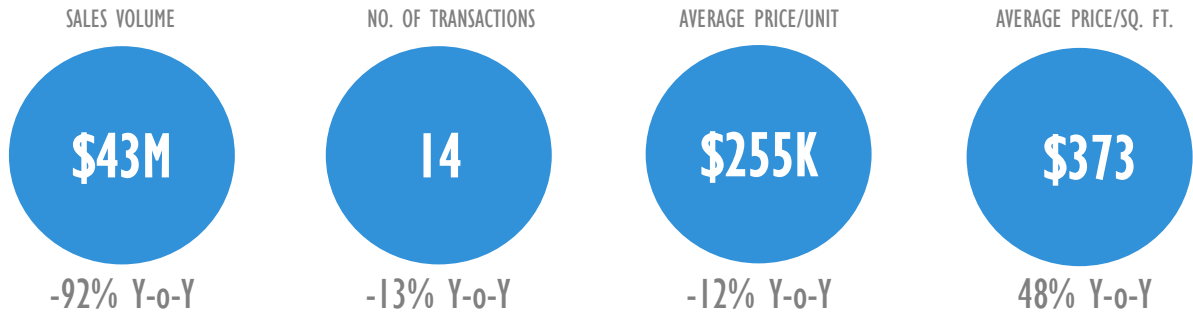
## **East Harlem Report**

A quarterly analysis of multifamily sales  
in East Harlem, Manhattan

4TH QUARTER 2015

Multifamily Market Report, Q4 2015  
East Harlem, Manhattan

SUMMARY

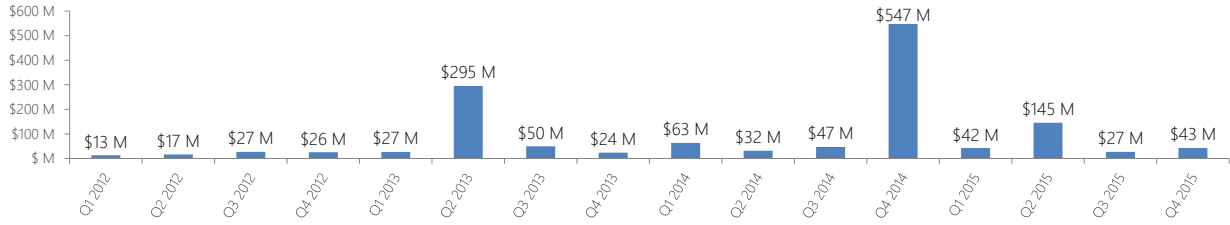


COMMUNITY DISTRICT BOUNDARIES

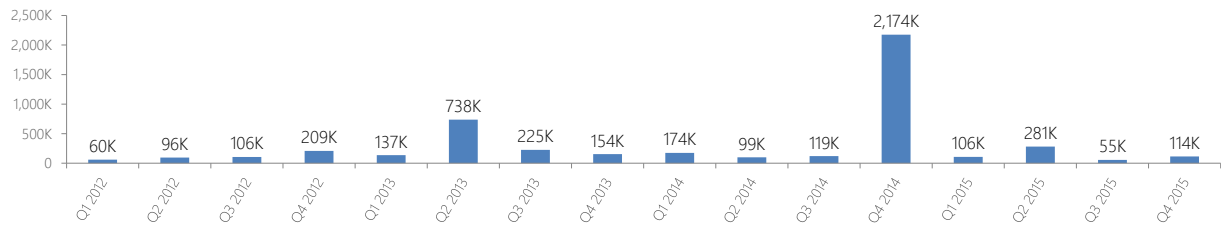


## MULTIFAMILY STATS

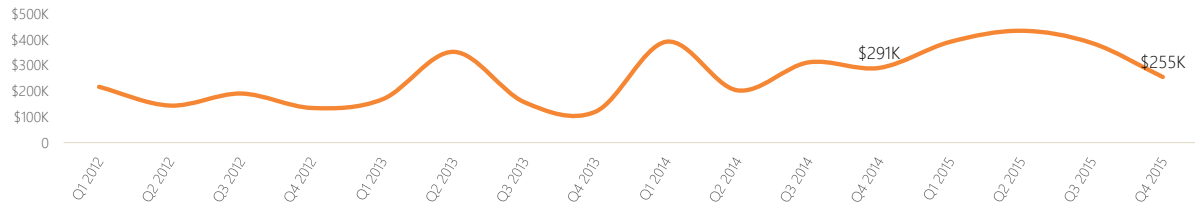
### Sales Volume



### Total Sq. Ft.

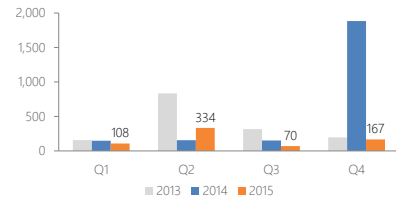


### Average Sale Price per Unit



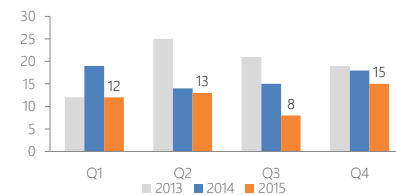
### Number of Units Sold

Quarter	2013	2014	2015
Q1	157	148	108
Q2	835	155	334
Q3	316	151	70
Q4	197	1,883	167



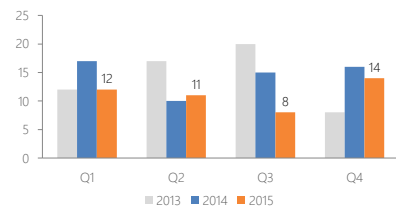
### Number of Buildings Sold

Quarter	2013	2014	2015
Q1	12	19	12
Q2	25	14	13
Q3	21	15	8
Q4	19	18	15

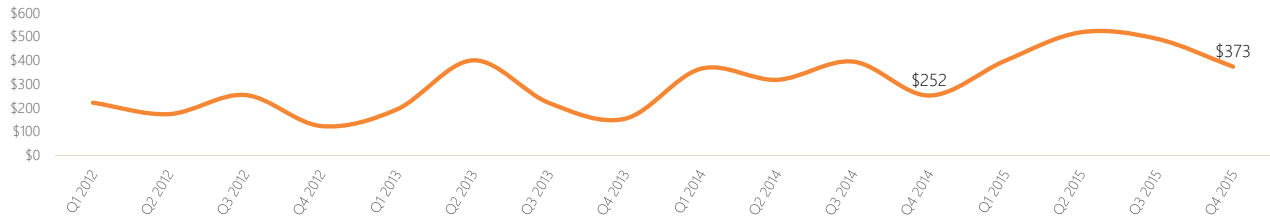


### Number of Transactions

Quarter	2013	2014	2015
Q1	12	17	12
Q2	17	10	11
Q3	20	15	8
Q4	8	16	14



## Average Price per Square Foot



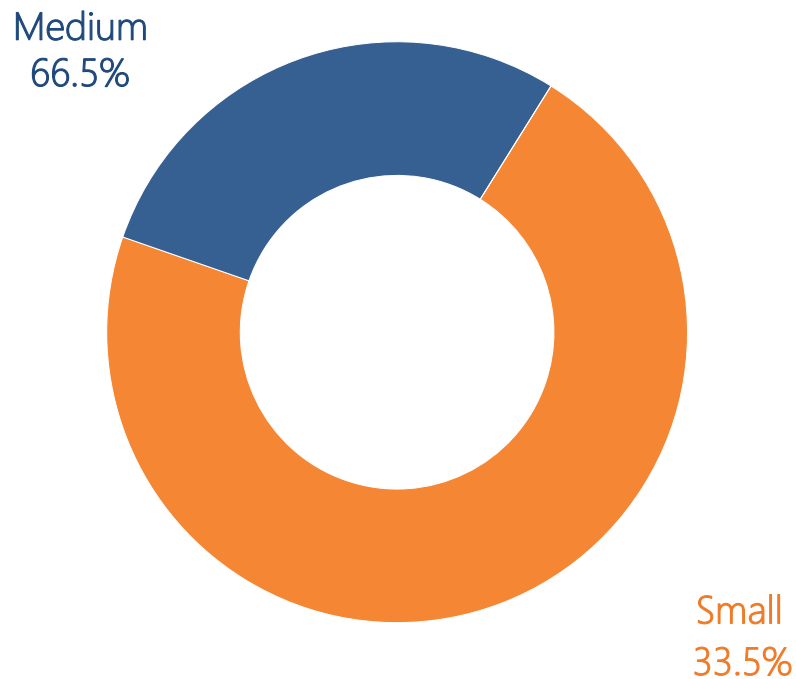
## MULTIFAMILY SIZE

### 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	\$401,429	23%	\$392	-6%	\$22,480,000	57,405	10	10	56
Medium	\$181,644	-61%	\$355	2%	\$20,162,500	56,860	4	5	111
Large	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a

*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
161 E 96 St	30-Nov-15	\$6,562,500	Medium multifamily	22	\$298,295	9,160	\$716	No
1998 2 Ave	19-Nov-15	\$6,000,000	Medium multifamily	19	\$315,789	11,720	\$512	No
111 E 119 St	08-Dec-15	\$5,300,000	Medium multifamily	11	\$240,909	10,375	\$255	Yes
113 E 119 St	08-Dec-15	\$5,300,000	Medium multifamily	11	\$240,909	10,375	\$255	Yes
89 E 116 St	05-Nov-15	\$4,800,000	Small multifamily	7	\$685,714	9,765	\$492	No
1557 Lexington Ave	08-Dec-15	\$4,200,000	Small multifamily	9	\$466,667	8,840	\$475	No
417 E 119 St	01-Dec-15	\$3,585,000	Small multifamily	3	\$1,195,000	6,250	\$574	No
349 E 119 St	17-Dec-15	\$2,625,000	Small multifamily	8	\$328,125	5,500	\$477	No
416 E 119 St	17-Dec-15	\$2,300,000	Medium multifamily	48	\$47,917	15,230	\$151	No
225 E 110 St	24-Dec-15	\$2,200,000	Small multifamily	3	\$733,333	2,898	\$759	No
1884 Park Ave	15-Dec-15	\$2,000,000	Small multifamily	4	\$500,000	3,920	\$510	No
1642 Madison Ave	12-Nov-15	\$1,000,000	Small multifamily	6	\$166,667	9,825	\$102	No
184 E 111 St	18-Nov-15	\$950,000	Small multifamily	4	\$237,500	2,412	\$394	No
178 E 108 St	02-Oct-15	\$800,000	Small multifamily	6	\$133,333	4,075	\$196	No
1698 Lexington Ave	10-Nov-15	\$320,000	Small multifamily	6	\$53,333	3,920	\$82	No