

EAST HARLEM

A quarterly analysis of multifamily sales
in East Harlem, Manhattan

3rd Quarter 2018



The RATNER Team Market Report

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Multifamily Market Report, 3rd Quarter 2018

East Harlem, Manhattan

SUMMARY

SALES VOLUME

\$35.2M

-43% YoY

NO. OF TRANSACTIONS

12

-20% YoY

AVERAGE PRICE/UNIT

\$171K

-43% YoY

AVERAGE PRICE/SQ.FT.

\$177

-61% YoY

NEIGHBORHOOD BOUNDARIES

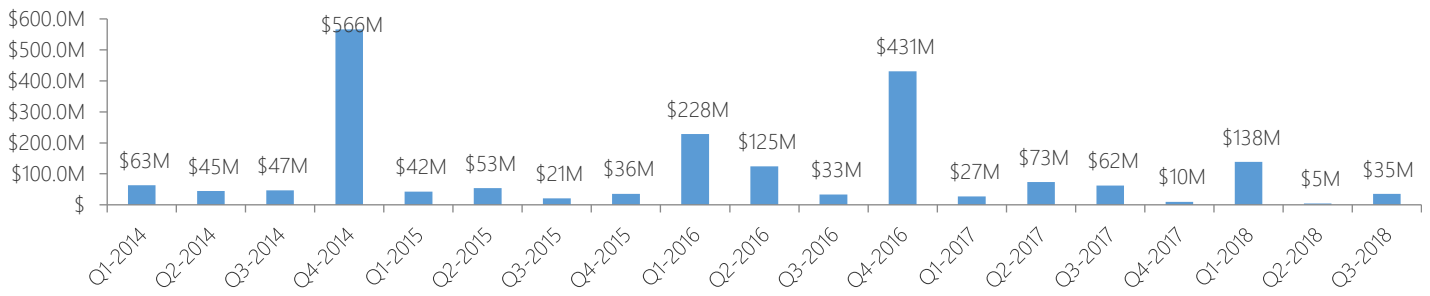


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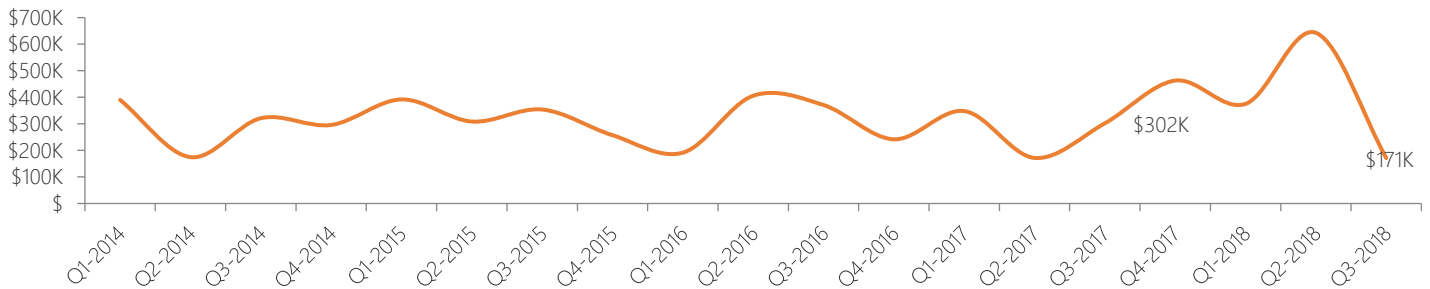
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MULTIFAMILY STATS

Sales Volume

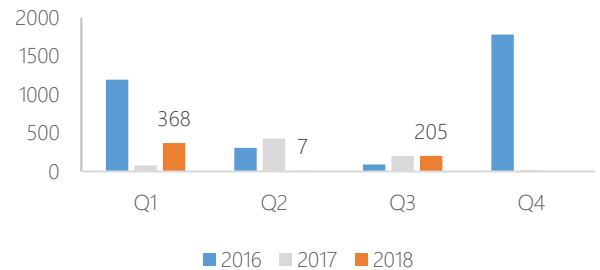


Average Sale Price per Unit



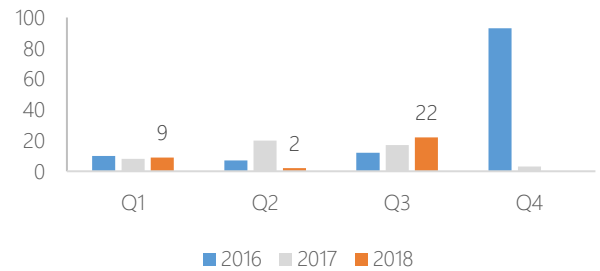
Number of Units Sold

Quarter	2016	2017	2018
Q1	1192	78	368
Q2	307	427	7
Q3	90	205	205
Q4	1781	21	



Number of Buildings Sold

Quarter	2016	2017	2018
Q1	10	8	9
Q2	7	20	2
Q3	12	17	22
Q4	93	3	

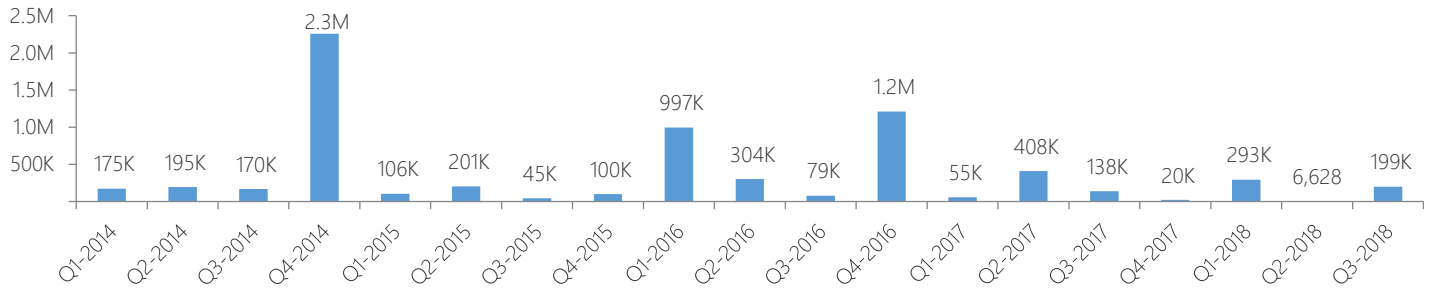


Number of Transactions

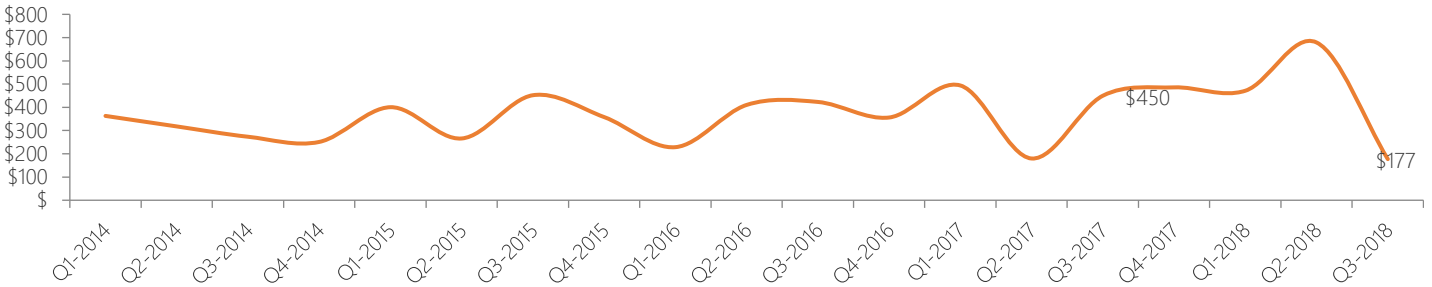
Quarter	2016	2017	2018
Q1	9	8	9
Q2	7	14	2
Q3	12	15	12
Q4	61	3	



Total Sq. Ft.



Average Sale Price per Square Foot

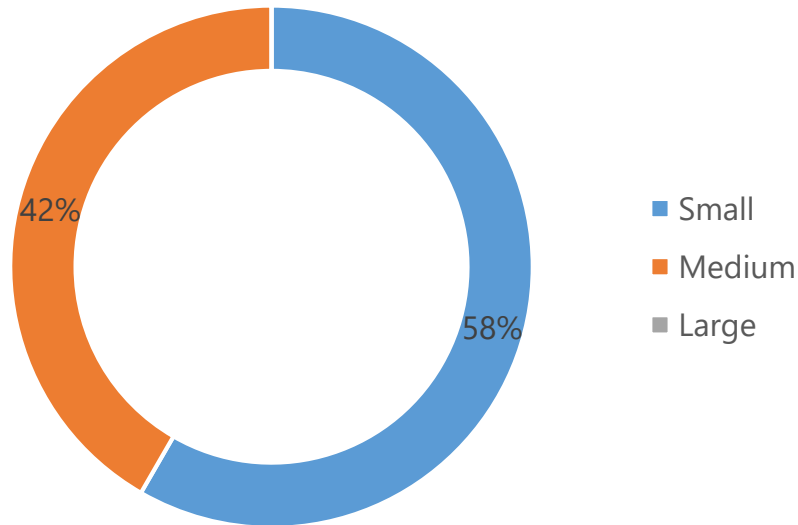


MULTIFAMILY SIZE

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	\$422,500	-1%	\$559	-13%	\$16,055,000	7	8	38
Medium	\$114,323	-56%	\$112	-71%	\$19,091,942	5	14	167
Large	-	-	-	-	\$0	0	0	0

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
174 E 109th St	23-Jul-18	\$6,107,253	Small multifamily	4	3,890	\$82	Yes
162 E 109th St	23-Jul-18	\$6,107,253	Medium multifamily	20	18,160	\$82	Yes
235 E 105th St	27-Sep-18	\$4,048,713	Medium multifamily	48	52,520	\$77	No
105 E 122nd St	6-Aug-18	\$4,000,000	Medium multifamily	10	10,148	\$394	No
57 E 130th St	7-Sep-18	\$3,200,000	Small multifamily	5	8,038	\$398	No
2321 First Ave	27-Aug-18	\$3,000,000	Medium multifamily	10	9,343	\$321	No
2028 Madison Ave	21-Sep-18	\$2,500,000	Small multifamily	4	2,093	\$477	Yes
2030 Madison Ave	21-Sep-18	\$2,500,000	Small multifamily	5	3,152	\$477	Yes
1976 Madison Ave	26-Jul-18	\$2,350,000	Small multifamily	9	3,780	\$622	No
226 E 112th St	26-Sep-18	\$2,075,000	Small multifamily	3	2,898	\$716	No
2034 Third Ave	26-Jul-18	\$2,000,000	Small multifamily	5	3,300	\$606	No
513 E 118th St	24-Aug-18	\$1,980,000	Small multifamily	3	2,880	\$688	No
320 E 120th St	13-Aug-18	\$1,950,000	Small multifamily	4	2,576	\$757	No
2295-2297 First Ave	27-Sep-18	\$1,935,976	Medium multifamily	14	15,400	\$83	Yes
2232 First Ave	27-Sep-18	\$1,935,976	Small multifamily	9	8,000	\$83	Yes



THE RATNER TEAM



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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

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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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