

HARLEM

A quarterly analysis of multifamily sales
in Harlem, Manhattan

4th Quarter 2017



The RATNER Team Market Report

o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com

Multifamily Market Report, 4th Quarter 2017

Harlem, Manhattan

SUMMARY

SALES VOLUME

\$181.M

21% YoY

NO. OF TRANSACTIONS

25

0% YoY

AVERAGE PRICE/UNIT

\$354K

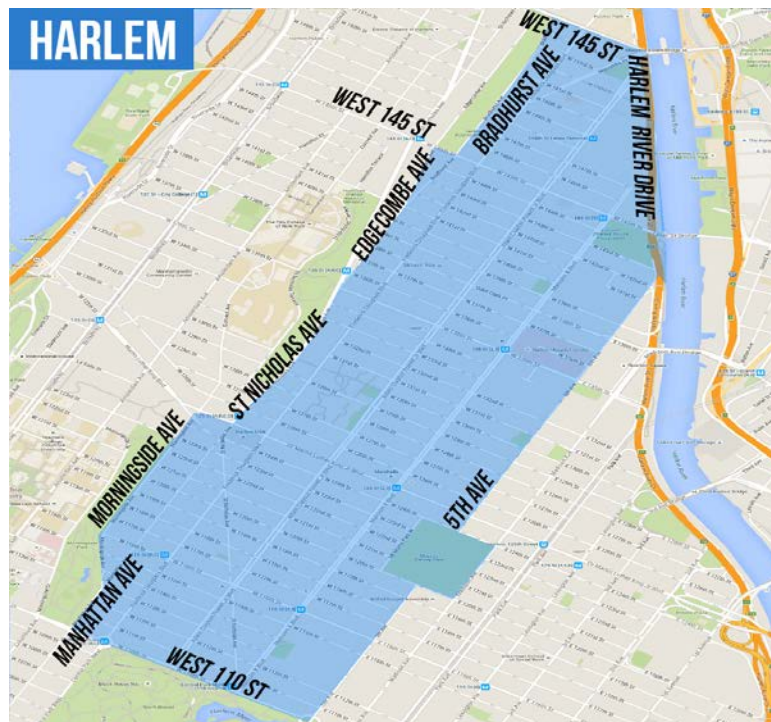
33% YoY

AVERAGE PRICE/SQ.FT.

\$401

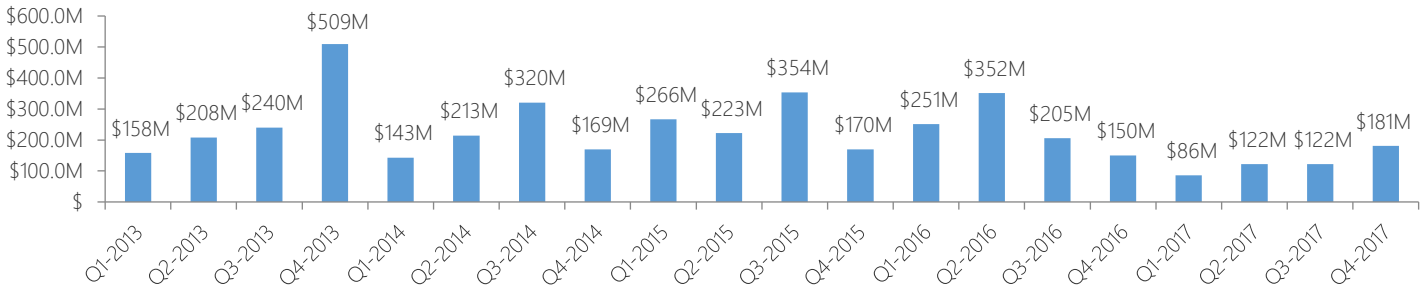
43% YoY

NEIGHBORHOOD BOUNDARIES

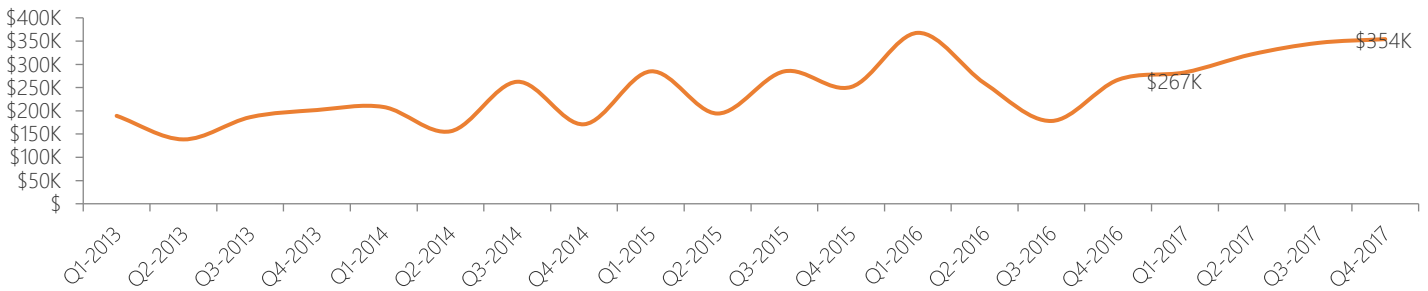


MULTIFAMILY STATS

Sales Volume

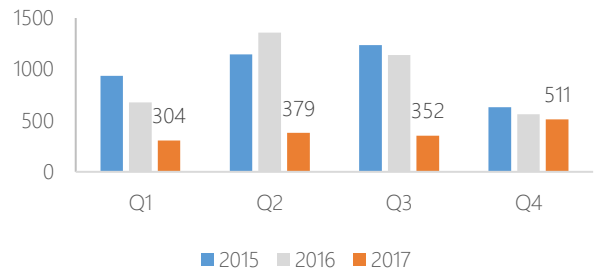


Average Sale Price per Unit



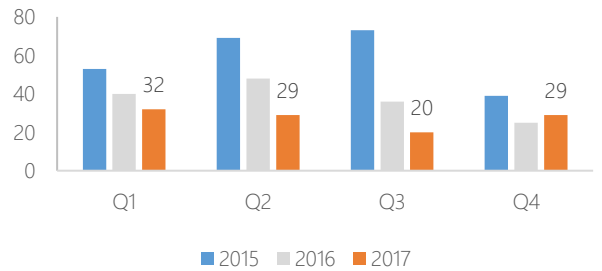
Number of Units Sold

Quarter	2015	2016	2017
Q1	935	678	304
Q2	1146	1358	379
Q3	1237	1138	352
Q4	629	561	511



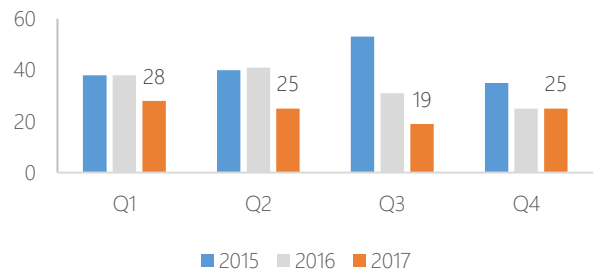
Number of Buildings Sold

Quarter	2015	2016	2017
Q1	53	40	32
Q2	69	48	29
Q3	73	36	20
Q4	39	25	29

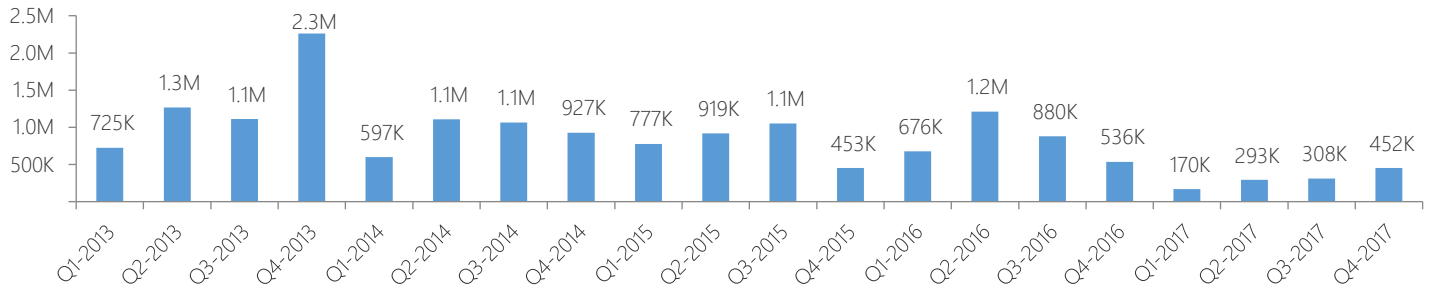


Number of Transactions

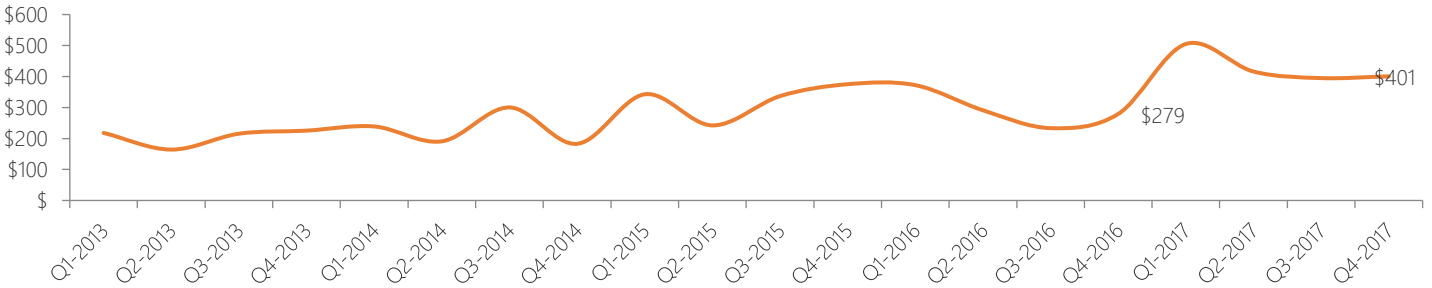
Quarter	2015	2016	2017
Q1	38	38	28
Q2	40	41	25
Q3	53	31	19
Q4	35	25	25



Total Sq. Ft.



Average Sale Price per Square Foot

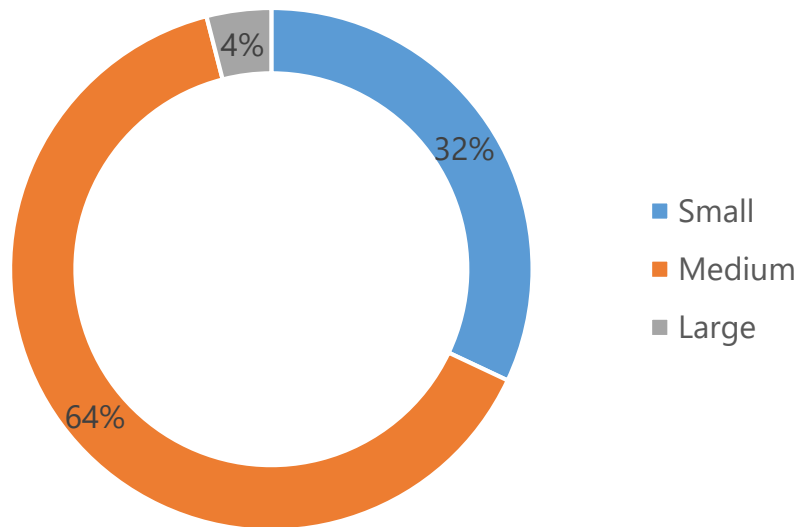


MULTIFAMILY SIZE

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	\$501,750	0%	\$628	1%	\$20,070,000	8	8	40
Medium	\$338,420	28%	\$372	15%	\$139,429,213	16	20	412
Large	\$364,407	70%	\$482	140%	\$21,500,000	1	1	59

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
346-354 Manhattan Ave	14-Dec-17	\$29,000,000	Medium multifamily	49	47,730	\$608	No
2070 7 Ave	19-Dec-17	\$27,750,000	Medium multifamily	44	76,191	\$364	No
320 Manhattan Ave	14-Dec-17	\$21,500,000	Large multifamily	59	44,622	\$482	No
104 W 144 St	2-Nov-17	\$18,750,000	Medium multifamily	15	12,890	\$364	Yes
106 W 144 St	2-Nov-17	\$18,750,000	Medium multifamily	15	12,890	\$364	Yes
110 W 144 St	2-Nov-17	\$18,750,000	Medium multifamily	15	12,890	\$364	Yes
108 W 144 St	2-Nov-17	\$18,750,000	Medium multifamily	15	12,890	\$364	Yes
312-314 W 114 St	14-Dec-17	\$11,000,000	Medium multifamily	24	20,844	\$528	No
606 W 137 St	19-Dec-17	\$10,600,000	Medium multifamily	26	27,810	\$381	No
208 W 133 St	18-Dec-17	\$9,000,000	Medium multifamily	15	14,175	\$162	Yes
212 W 133 St	18-Dec-17	\$9,000,000	Medium multifamily	40	41,380	\$162	Yes
618-620 W 136 St	10-Oct-17	\$6,550,000	Medium multifamily	28	19,390	\$338	No
342 Manhattan Ave	14-Nov-17	\$4,900,000	Medium multifamily	10	8,825	\$555	No
22 St Nicholas Pl	19-Oct-17	\$4,775,000	Medium multifamily	20	12,570	\$380	No
208 Lenox Ave	12-Dec-17	\$4,590,000	Small multifamily	3	4,934	\$930	No
622 W 136 St	10-Oct-17	\$4,560,000	Medium multifamily	17	15,630	\$292	No
19 W 128 St	31-Oct-17	\$3,540,000	Medium multifamily	10	7,335	\$483	No
237 W 137 St	15-Nov-17	\$2,936,213	Medium multifamily	11	5,340	\$550	No
131 W 131 St	20-Nov-17	\$2,855,000	Small multifamily	3	6,374	\$448	No
516 W 134 St	29-Dec-17	\$2,550,000	Medium multifamily	23	15,150	\$168	No
125 W 120 St	1-Dec-17	\$2,500,000	Small multifamily	9	3,714	\$673	No
166 W 123 St	11-Dec-17	\$2,375,000	Small multifamily	4	3,360	\$707	No
146 W 136 St	30-Nov-17	\$2,250,000	Small multifamily	3	4,590	\$490	No
210 W 138 St	16-Nov-17	\$1,950,000	Small multifamily	6	3,756	\$519	No
219 W 131 St	15-Nov-17	\$1,850,000	Small multifamily	4	2,529	\$732	No
503 W 144 St	15-Dec-17	\$1,700,000	Small multifamily	8	2,697	\$630	No
121 W 136 St	5-Dec-17	\$1,328,000	Medium multifamily	10	3,374	\$394	No
719 St Nicholas Ave	28-Nov-17	\$1,290,000	Medium multifamily	14	5,268	\$245	No
250 W 132 St	15-Dec-17	\$900,000	Medium multifamily	11	2,700	\$333	No



THE RATNER TEAM



David Ratner

Commercial & Residential
Brooklyn Expert

[Read more](#)



Jessie Torres

NYC Condo, Co-op &
New Development Expert

[Read more](#)



Nate Pfaff

Residential Sales &
Rental Specialist

[Read more](#)

Meet the power team for assisting you in selling, buying, renting, and investing in NYC real estate...

Connect with the leading team for selling, buying, and investing in NYC real estate...

The Ratner Team at Warren Lewis Sotheby's International are your personal NYC real estate contacts for getting what you want most out of your next transaction.

- Sales & Rental of Homes, Townhouses & Brownstones
- NYC Condo Sales, Purchases & Rentals
- New Developments & Development Sites
- Commercial Property: Multifamily Buildings, Mixed Use, Office Buildings, Retail & Land
- OFF Market Investment Properties in Brooklyn and Manhattan



The RATNER Team Market Report

o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com

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](#)



The RATNER Team Market Report

o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com



The RATNER Team Market Report

o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com



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	

www.BrooklynMade.Blog/vendors





THE BROOKLYN MADE REAL ESTATE SHOW

From the Ratner Team, this is the Brooklyn Made Real Estate Podcast, a show about Brooklyn real estate and the professionals behind one of the hottest real estate markets in the world.

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.

Each week our show will feature real estate news and interviews with local professionals that we are eager for you to meet.

www.TheBrooklynMadeShow.com



The RATNER Team Market Report

o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com