

# HARLEM

A quarterly analysis of multifamily sales  
in Harlem, Manhattan

4th Quarter 2018



**The RATNER Team Market Report**

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# Multifamily Market Report, 4th Quarter 2018

## Harlem, Manhattan

### SUMMARY

SALES VOLUME

**\$494.3M**

173% YoY

NO. OF TRANSACTIONS

**80**

220% YoY

AVERAGE PRICE/UNIT

**\$355K**

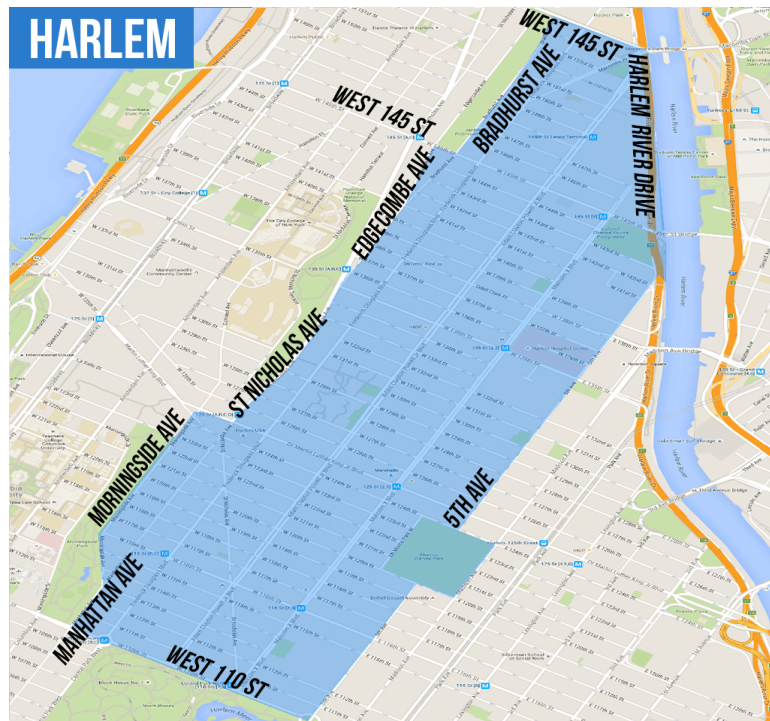
6% YoY

AVERAGE PRICE/SQ.FT.

**\$390**

-3% YoY

### NEIGHBORHOOD BOUNDARIES

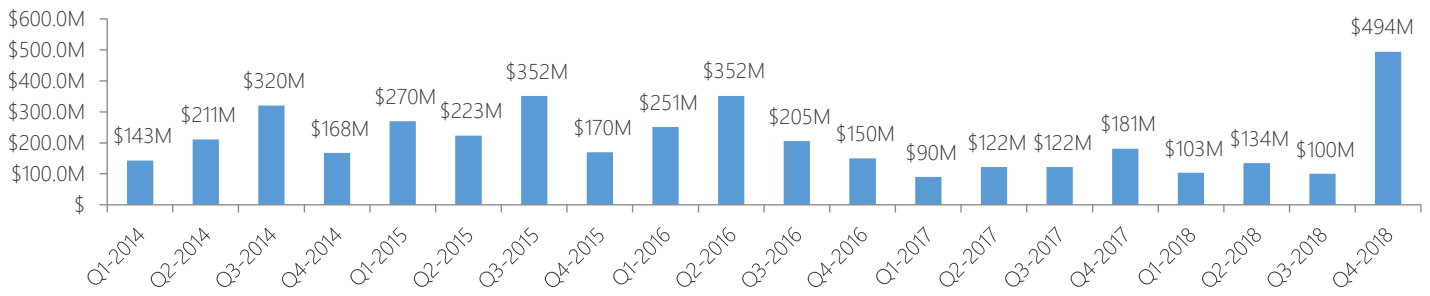


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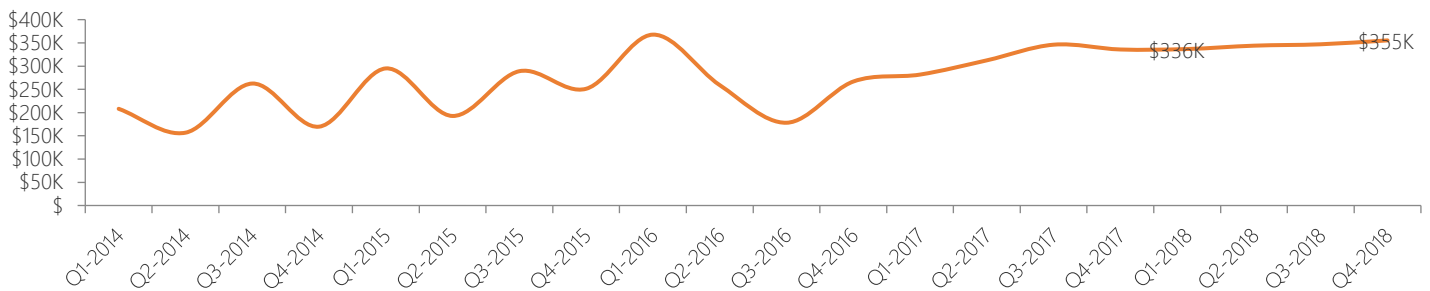
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## MULTIFAMILY STATS

### Sales Volume

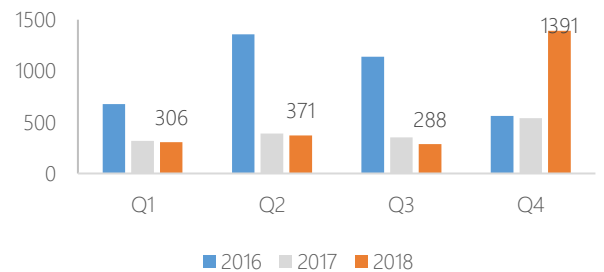


### Average Sale Price per Unit



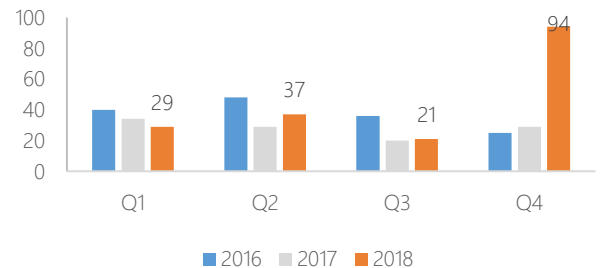
### Number of Units Sold

Quarter	2016	2017	2018
Q1	678	319	306
Q2	1358	390	371
Q3	1138	352	288
Q4	561	539	1391



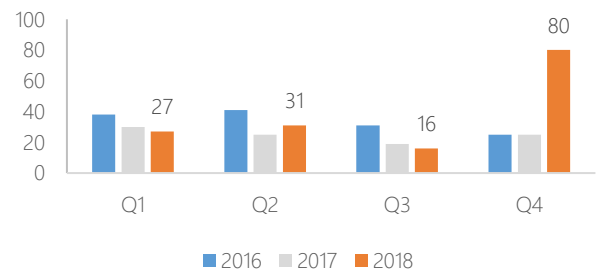
### Number of Buildings Sold

Quarter	2016	2017	2018
Q1	40	34	29
Q2	48	29	37
Q3	36	20	21
Q4	25	29	94



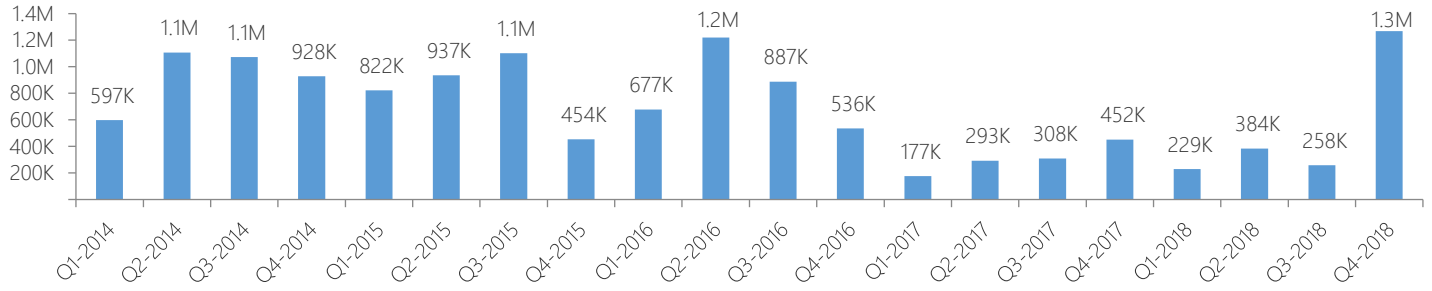
### Number of Transactions

Quarter	2016	2017	2018
Q1	38	30	27
Q2	41	25	31
Q3	31	19	16
Q4	25	25	80

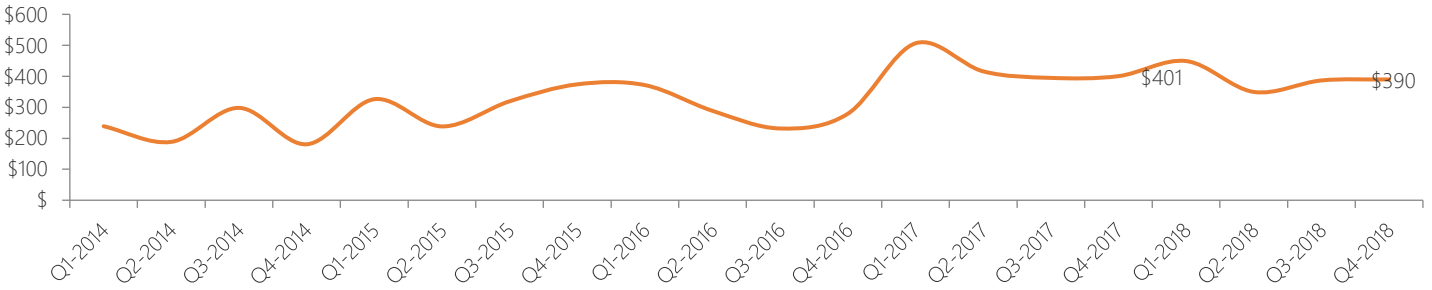




Total Sq. Ft.



Average Sale Price per Square Foot

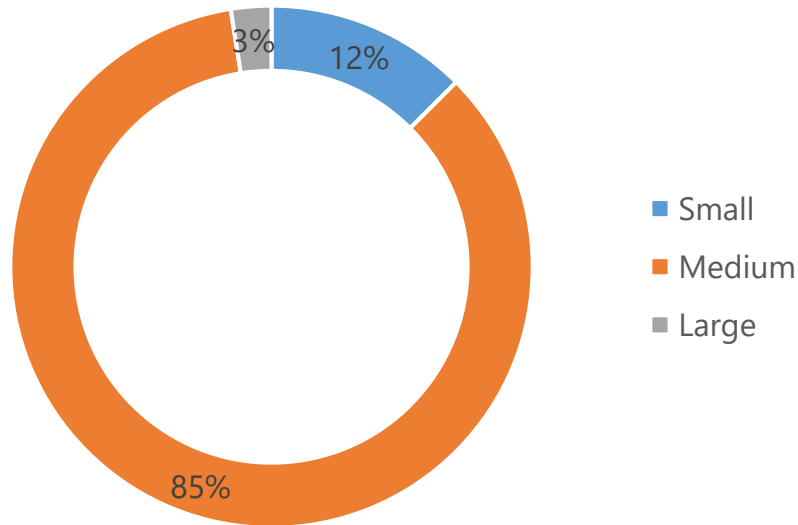


MULTIFAMILY SIZE

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	\$567,191	13%	\$610	-3%	\$22,120,450	10	10	39
Medium	\$348,835	15%	\$385	3%	\$431,159,999	68	82	1236
Large	\$353,836	-6%	\$369	-10%	\$41,045,000	2	2	116

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
556 W 126th St	28-Nov-18	\$34,300,000	Medium multifamily	18	16,266	\$662	Yes
564-566 W 126th St	28-Nov-18	\$34,300,000	Medium multifamily	25	19,255	\$662	Yes
560 W 126th St	28-Nov-18	\$34,300,000	Medium multifamily	18	16,266	\$662	Yes
1871 Seventh Ave	22-Oct-18	\$29,100,000	Medium multifamily	35	31,220	\$499	Yes
124 W 114th St	22-Oct-18	\$29,100,000	Medium multifamily	27	27,141	\$499	Yes
2308 Adam C Powell Blvd	21-Dec-18	\$24,774,368	Medium multifamily	18	12,870	\$385	Yes
2302 Adam C Powell Blvd	21-Dec-18	\$24,774,368	Medium multifamily	11	9,145	\$385	Yes
2300 Adam C Powell Blvd	21-Dec-18	\$24,774,368	Medium multifamily	12	11,045	\$385	Yes
2304 Adam C Powell Blvd	21-Dec-18	\$24,774,368	Medium multifamily	12	9,145	\$385	Yes
2310 Adam C Powell Blvd	21-Dec-18	\$24,774,368	Medium multifamily	12	12,870	\$385	Yes
2306 Seventh Ave	21-Dec-18	\$24,774,368	Medium multifamily	12	9,220	\$385	Yes
3661 Broadway	14-Nov-18	\$21,795,000	Large multifamily	62	72,360	\$301	No
112 W 138th St	14-Dec-18	\$19,250,000	Large multifamily	54	38,904	\$495	No
617 W 143rd St	10-Dec-18	\$15,100,000	Medium multifamily	35	33,190	\$455	No
363 Edgcombe Ave	30-Oct-18	\$12,500,000	Medium multifamily	23	12,695	\$492	Yes
367 Edgcombe Ave	30-Oct-18	\$12,500,000	Medium multifamily	23	12,695	\$492	Yes
19-25 St Nicholas Ave	10-Dec-18	\$12,300,000	Medium multifamily	41	35,430	\$347	No
257 W 116th St	10-Dec-18	\$11,000,000	Medium multifamily	33	26,800	\$410	No
251-253 W 116th St	10-Dec-18	\$10,300,000	Medium multifamily	19	24,040	\$428	No
232-2240 Adam C Powell Blv	21-Dec-18	\$9,496,841	Medium multifamily	29	31,689	\$300	No
484-2486 Adam C Powell Blv	21-Dec-18	\$8,808,664	Medium multifamily	25	16,644	\$529	No
206 W 133rd St	21-Dec-18	\$8,671,029	Medium multifamily	22	14,175	\$306	Yes
204 W 133rd St	21-Dec-18	\$8,671,029	Medium multifamily	22	14,175	\$306	Yes
120 W 112th St	10-Dec-18	\$8,200,000	Medium multifamily	24	21,654	\$379	No
348 Lenox Ave	13-Dec-18	\$7,510,000	Medium multifamily	10	9,685	\$388	Yes
350 Lenox Ave	13-Dec-18	\$7,510,000	Medium multifamily	11	9,685	\$388	Yes
121 W 116th St	10-Dec-18	\$7,500,000	Medium multifamily	23	17,910	\$419	No
241 W 113th St	10-Dec-18	\$7,500,000	Medium multifamily	24	21,756	\$345	No
306 W 112th St	10-Dec-18	\$7,400,000	Medium multifamily	28	26,670	\$277	No
125 W 116th St	10-Dec-18	\$7,300,000	Medium multifamily	18	17,910	\$408	No
624 W 139th St	20-Nov-18	\$7,200,000	Medium multifamily	21	17,660	\$408	No
117 W 116th St	10-Dec-18	\$6,900,000	Medium multifamily	17	17,910	\$385	No
239 W 116th St	10-Dec-18	\$6,800,000	Medium multifamily	18	17,856	\$381	No
2251 Adam C Powell Blvd	21-Dec-18	\$6,753,151	Medium multifamily	11	7,528	\$425	Yes
2253 Adam C Powell Blvd	21-Dec-18	\$6,753,151	Medium multifamily	12	8,375	\$425	Yes
2252 Adam C Powell Blvd	21-Dec-18	\$6,289,896	Medium multifamily	10	8,855	\$310	Yes
200 W 133rd St	21-Dec-18	\$6,289,896	Medium multifamily	10	11,445	\$310	Yes
243 W 116th St	10-Dec-18	\$6,200,000	Medium multifamily	18	17,856	\$347	No
2099 Frederick Douglass Blvd	10-Dec-18	\$6,200,000	Medium multifamily	15	16,800	\$369	No
2254 Adam C Powell Blvd	21-Dec-18	\$6,097,288	Medium multifamily	10	8,854	\$344	Yes
2256 Seventh Ave	21-Dec-18	\$6,097,288	Medium multifamily	10	8,855	\$344	Yes
628-630 W 139th St	20-Nov-18	\$5,800,000	Medium multifamily	21	17,660	\$328	No
146 W 111th St	10-Dec-18	\$5,400,000	Medium multifamily	16	12,335	\$438	No
2247 Adam C Powell Blvd	21-Dec-18	\$5,358,762	Medium multifamily	18	15,130	\$354	No
510 W 146th St	10-Dec-18	\$5,300,000	Medium multifamily	18	16,686	\$318	No
347 Manhattan Ave	31-Oct-18	\$5,200,000	Medium multifamily	10	11,565	\$450	No
1437 Amsterdam Ave	4-Dec-18	\$5,150,000	Medium multifamily	14	12,795	\$403	No
141 W 116th St	10-Dec-18	\$4,800,000	Medium multifamily	11	11,208	\$428	No
140 W 113th St	10-Dec-18	\$4,500,000	Medium multifamily	11	12,880	\$349	No
107 W 113th St	10-Dec-18	\$4,300,000	Medium multifamily	10	9,765	\$440	No



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Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
345 Manhattan Ave	10-Dec-18	\$4,300,000	Medium multifamily	10	11,225	\$383	No
133 W 116th St	10-Dec-18	\$4,300,000	Medium multifamily	10	10,870	\$396	No
105 W 113th St	10-Dec-18	\$4,200,000	Medium multifamily	10	9,765	\$430	No
135 W 116th St	10-Dec-18	\$4,200,000	Medium multifamily	10	10,870	\$386	No
141 W 113th St	10-Dec-18	\$4,100,000	Medium multifamily	10	9,285	\$442	No
230 W 116th St	10-Dec-18	\$4,100,000	Medium multifamily	14	9,858	\$416	No
2107 Frederick Douglass Blvd	10-Dec-18	\$3,800,000	Medium multifamily	10	8,605	\$442	No
143 W 113th St	10-Dec-18	\$3,800,000	Medium multifamily	10	9,235	\$411	No
109 W 113th St	10-Dec-18	\$3,700,000	Medium multifamily	10	9,765	\$379	No
301 W 113th St	10-Dec-18	\$3,700,000	Medium multifamily	11	11,680	\$317	No
143 W 111th St	10-Dec-18	\$3,700,000	Medium multifamily	10	14,495	\$255	No
140 W 112th St	10-Dec-18	\$3,600,000	Medium multifamily	10	9,530	\$378	No
350 W 115th St	10-Dec-18	\$3,500,000	Medium multifamily	10	11,303	\$310	No
133 W 112th St	10-Dec-18	\$3,500,000	Medium multifamily	10	10,640	\$329	No
307 W 113th St	10-Dec-18	\$3,500,000	Medium multifamily	10	9,345	\$375	No
376 W 127th St	10-Dec-18	\$3,400,000	Medium multifamily	10	8,735	\$389	No
131 W 112th St	10-Dec-18	\$3,400,000	Medium multifamily	10	10,740	\$317	No
129 W 116th St	10-Dec-18	\$3,400,000	Medium multifamily	10	9,460	\$359	No
113 W 113th St	10-Dec-18	\$3,400,000	Medium multifamily	10	9,765	\$348	No
300 W 114th St	10-Dec-18	\$3,300,000	Medium multifamily	10	11,175	\$295	No
370 W 127th St	10-Dec-18	\$3,300,000	Medium multifamily	10	9,685	\$341	No
123 W 120th St	9-Oct-18	\$3,250,000	Small multifamily	4	5,144	\$632	No
305 W 113th St	10-Dec-18	\$3,200,000	Medium multifamily	10	9,065	\$353	No
126 W 112th St	10-Dec-18	\$3,100,000	Medium multifamily	10	12,900	\$240	No
107 W 120th St	4-Oct-18	\$3,000,000	Small multifamily	6	3,759	\$798	No
310 W 112th St	10-Dec-18	\$3,000,000	Medium multifamily	10	9,750	\$308	No
161 Morningside Ave	10-Dec-18	\$2,900,000	Medium multifamily	10	8,609	\$337	No
302 W 112th St	10-Dec-18	\$2,900,000	Medium multifamily	10	9,725	\$298	No
124 W 112th St	10-Dec-18	\$2,800,000	Medium multifamily	10	12,900	\$217	No
309 W 113th St	10-Dec-18	\$2,800,000	Medium multifamily	10	9,065	\$309	No
143 W 120th St	15-Nov-18	\$2,725,450	Small multifamily	4	4,208	\$648	No
517 W 152nd St	20-Nov-18	\$2,525,000	Small multifamily	3	4,696	\$538	No
138 W 112th St	10-Dec-18	\$2,200,000	Medium multifamily	10	9,530	\$231	No
550 W 149th St	23-Oct-18	\$2,150,000	Medium multifamily	10	3,332	\$645	No
128 W 117th St	26-Nov-18	\$2,100,000	Small multifamily	3	1,480	\$1,419	No
6 Morningside Ave	10-Dec-18	\$2,100,000	Medium multifamily	10	9,270	\$227	No
372 W 127th St	10-Dec-18	\$2,100,000	Medium multifamily	10	9,685	\$217	No
242 W 136th St	19-Dec-18	\$2,000,000	Small multifamily	4	3,400	\$588	No
468 W 142nd St	4-Dec-18	\$1,900,000	Small multifamily	4	4,196	\$453	No
373 W 126th St	10-Dec-18	\$1,900,000	Medium multifamily	10	7,490	\$254	No
115 W 113th St	10-Dec-18	\$1,800,000	Medium multifamily	10	9,765	\$184	No
10 W 130th St	9-Oct-18	\$1,700,000	Small multifamily	4	3,531	\$481	No
269 W 132nd St	31-Dec-18	\$1,650,000	Small multifamily	4	2,250	\$733	No
156 W 130th St	25-Oct-18	\$1,270,000	Small multifamily	3	3,600	\$353	No



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# THE RATNER TEAM



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New Development Expert

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Nate Pfaff

Residential Sales &  
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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
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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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