

o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com Warren Lewis Sotheby's International Realty

## **Multifamily Market Report Overview**

Released quarterly, the Manhattan Multifamily Market Report is organized in six distinct sections and it is designed as a guide to the borough's multifamily market. The report includes key market stats, the most up-to-date quarterly sales data, and charts that give a clear picture of current market conditions.

The first section - Multifamily Market Overview - shows the borough's quarterly sales volume and stats on average price per square foot and per unit. Small, medium, and large multifamily buildings are also accounted for separately and sales stats are provided for each category.

Following a list of top 25 most expensive multifamily sales, Manhattan neighborhoods are ranked by average price per square foot over the past quarter. Each neighborhood has its own one-page snapshot with stats and trends for the local multifamily market.

### **Table of Contents**

I	Multifamily Market Overview
2	Top 25 Multifamily Sales
3	Map of Neighborhoods
4	Top Neighborhoods
5	Sales Maps
6	Stats by Neighborhood

## **Multifamily Market Overview**

Manhattan, 2nd Quarter 2016



## Small multifamily





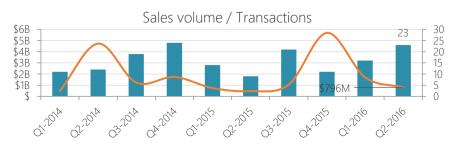
### Medium multifamily





## Large multifamily





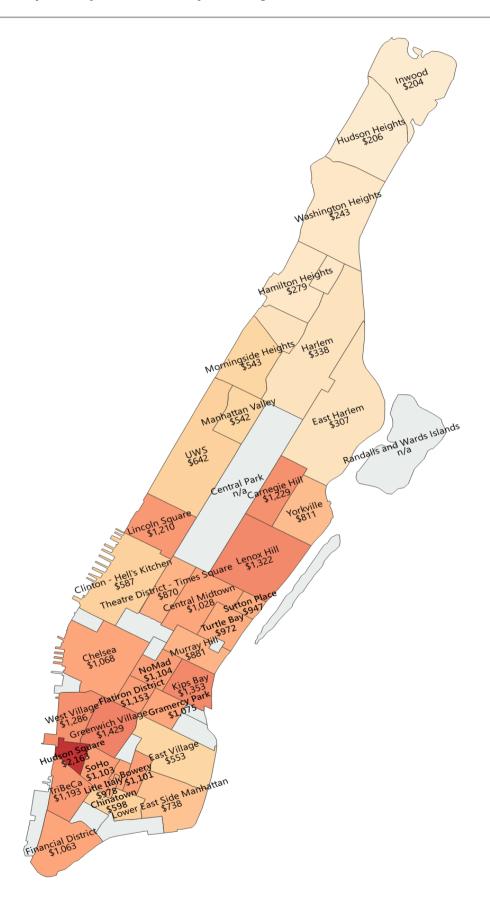
## **Top 25 Multifamily Sales**

#### Manhattan, 2nd Quarter 2016

#	Address	Sale Price	Sale Date	Sq.ft.	Price/Sq.ft.	Neighborhood
1	1731-1735 York Ave	\$139,600,000	11-May-16	279,945	\$499	Yorkville
2	1955 1 Ave	\$103,000,000	27-Jun-16	250,090	\$412	East Harlem
3	85-120 E 10 St	\$75,400,000	21-Apr-16	117,012	\$644	East Village
4	50-52 E 3 St	\$58,000,000	01-Apr-16	46,968	\$1,235	Bowery
	54-56 E 3 St	\$58,000,000	01-Apr-16	46,968	\$1,235	Bowery
	58 E 3 St	\$58,000,000	01-Apr-16	46,968	\$1,235	Bowery
5	51-55 Irving Pl	\$55,500,000	12-May-16	42,476	\$1,307	Gramercy Park
6	138 E 78 St	\$52,600,000	06-Apr-16	38,471	\$1,367	Lenox Hill
	1104 Lexington Ave	\$52,600,000	06-Apr-16	38,471	\$1,367	Lenox Hill
7	885-889 10 Ave	\$47,500,000	10-May-16	37,000	\$1,284	Clinton - Hell's Kitchen
8	235-237 W 110 St	\$44,000,000	03-May-16	86,124	\$511	Harlem
9	342 East 8 Street #RES	\$44,000,000	03-May-16	65,832	\$668	East Village
10	60 E 12 St	\$35,000,000	03-May-16	124,630	\$281	East Village
11	15-17 E 36 St	\$33,000,000	07-Apr-16	43,696	\$755	Murray Hill
12	21 W 10 St	\$31,000,000	25-Apr-16	8,589	\$3,609	Greenwich Village
13	138 W 11 St	\$30,908,065	27-May-16	9,941	\$3,109	Greenwich Village
14	2411 Fredrick Douglass Blvd	\$30,158,876	30-Jun-16	202,280	\$149	Harlem
15	116 7 Ave	\$29,000,000	17-Jun-16	10,082	\$2,876	Chelsea
	204 W 17 St	\$29,000,000	17-Jun-16	10,082	\$2,876	Chelsea
16	9 E 75 St	\$28,700,000	10-Jun-16	13,176	\$2,178	Lenox Hill
17	207 W 110 St	\$28,435,435	20-Apr-16	41,070	\$692	Harlem
18	317 W 35 St	\$28,000,000	18-Apr-16	17,420	\$1,607	Garment District
	319 W 35 St	\$28,000,000	18-Apr-16	17,420	\$1,607	Garment District
19	701 W 179 St	\$27,200,000	04-May-16	67,838	\$401	Washington Heights
20	862 Broadway	\$24,970,000	21-Jun-16	4,780	\$5,224	Flatiron District
21	99 Suffolk St	\$24,550,000	01-Apr-16	26,600	\$923	Lower East Side Manhattan
22	37 Sickles St	\$23,914,462	03-Jun-16	71,475	\$335	Hudson Heights
23	215-219 W 116 St	\$23,350,000	17-May-16	39,953	\$584	Harlem
24	2461 Broadway	\$22,000,000	10-May-16	14,650	\$1,502	UWS
25	1320-1330 St Nicholas Ave	\$21,900,000	04-May-16	45,756	\$479	Washington Heights

## Map of Neighborhoods

Average price per square foot (past 3 years)



## **Top Neighborhoods**

#### Manhattan, 2nd Quarter 2016

#	Neighborhood	Average	Sales volume	No. of	Avg. pric	e/sqft by multifa	mily size
#	Neighborhood	price/sq.ft.	Sales volume	sales	Small	Medium	Large
1	Greenwich Village	\$3,052	\$100,258,065	5	\$2,677	\$3,341	-
2	Lenox Hill	\$1,437	\$105,650,000	4	\$1,031	\$1,475	-
3	Chelsea	\$1,152	\$125,026,000	17	\$1,353	\$1,004	-
4	Gramercy Park	\$1,116	\$65,920,000	3	\$403	\$996	\$1,307
5	UWS	\$1,058	\$68,565,000	8	\$1,030	\$1,074	-
6	Lower East Side Manhattan	\$938	\$60,850,000	4	-	\$938	-
7	Chinatown	\$707	\$38,881,452	4	\$826	\$883	\$563
8	East Village	\$645	\$273,480,400	15	\$1,127	\$992	\$502
9	Manhattan Valley	\$517	\$41,100,000	6	\$333	\$560	-
10	Yorkville	\$506	\$148,197,000	3	-	\$657	\$499
11	East Harlem	\$410	\$123,185,739	6	\$486	\$392	\$412
12	Washington Heights	\$335	\$205,450,000	14	\$310	\$355	\$325
13	Harlem	\$329	\$249,169,707	26	\$745	\$435	\$230
14	Hudson Heights	\$328	\$103,754,347	8	-	\$338	\$310
15	Sugar Hill	\$295	\$17,300,000	3	\$486	\$279	-
16	Hamilton Heights	\$232	\$46,567,571	8	\$513	\$224	-
17	Manhattanville	\$200	\$38,444,796	4	-	\$455	\$138

This is a ranking of Manhattan neighborhoods based on average sale price per sq.ft.

Only neighborhoods with a minimum of 3 property sales where square footage is available were considered.

## **Sales Maps**

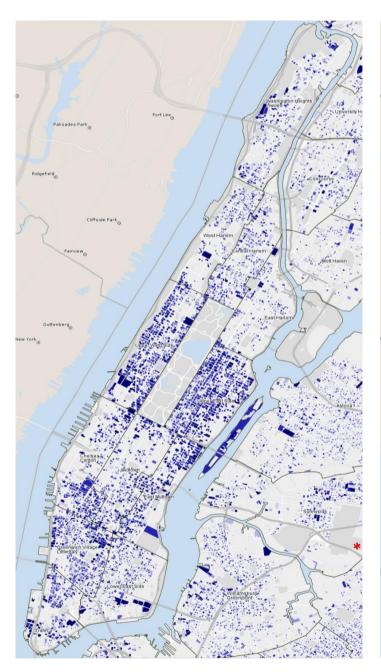
Manhattan, 2nd Quarter 2016

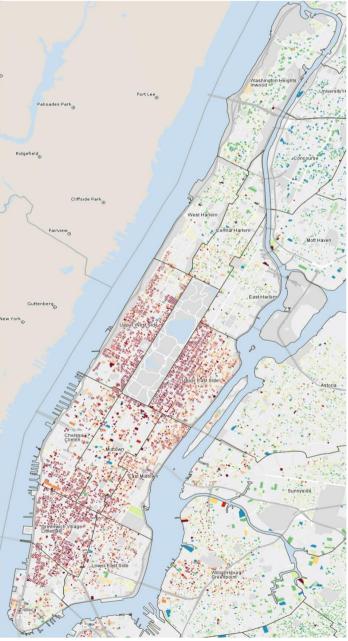
### **Recent sales**

The map displays recent sales activity. The areas in dark blue were the most active in terms of closed sales.

### Price / Sq.ft.

This heat map displays the price per square foot for properties sold in the past 5 years. The areas in dark red are the most expensive.





### Chelsea

#### Manhattan, 2nd Quarter 2016

Chelsea is one of the most popular neighborhoods in Manhattan and manages to balance being a cultural capital of the city while still maintaining its cozy residential feel. Points of interest include Chelsea Market, which takes up an entire city block and is home to the Food Network studios and Chelsea Piers, a 28-acre waterfront sports village.

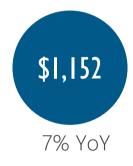


#### Sales volume





### Median Sale Price per Sq.ft.





#### Number of Transactions





### Type of Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	\$1,054,254	-14%	\$1,353	-3%	\$62,201,000	8	9	59
Medium	\$502,600	-39%	\$1,004	-4%	\$62,825,000	9	9	125
Large	-	-	-	-	\$0	0	0	0

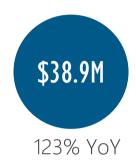
### **Chinatown**

#### Manhattan, 2nd Quarter 2016

In Chinatown, residents have access to a wide range of unique restaurants, open-air fish markets, and many places to explore. Most housing is in centuries-old tenement-style buildings, which leads to a very dense and bustling atmosphere. There are several subway lines to Chinatown and easy access to the Soho neighborhood make it a popular choice.



#### Sales volume





### Median Sale Price per Sq.ft.





#### Number of Transactions





## Type of Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	-	-	\$826	-	\$1,981,452	1	0	0
Medium	\$517,949	87%	\$883	34%	\$20,200,000	2	2	39
Large	\$327,451	-	\$563	-	\$16,700,000	1	1	51

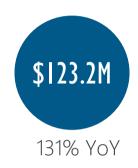
### **East Harlem**

#### Manhattan, 2nd Quarter 2016

Also known as Spanish Harlem or El Barrio, and formerly as Italian Harlem, East Harlem is full of vibrancy in the form of huge murals, museums, and good subway access. It's a bustling neighborhood full of nightlife, art, community gardens, churches, and unique local businesses. Parking is relatively easy and residents enjoy a tight community vibe.

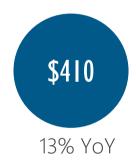


#### Sales volume





### Median Sale Price per Sq.ft.





#### Number of Transactions





## Type of Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	\$305,556	-56%	\$486	10%	\$2,750,000	2	2	9
Medium	\$363,245	56%	\$392	20%	\$17,435,739	3	3	48
Large	\$434,599	-	\$412	-	\$103,000,000	1	1	237

## **East Village**

#### Manhattan, 2nd Quarter 2016

Home to a number of artistic movements including punk rock and the Nuyorican literary movement, East Village is a diverse community with a unique artistic vibe and vibrant 24/7 nightlife. The neighborhood is home to parks, indie record stores, and budget-minded eateries. Housing options here include co-ops, condos, and some rare examples of the townhouse.

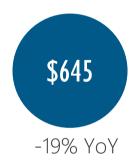


#### Sales volume





### Median Sale Price per Sq.ft.





#### Number of Transactions





## Type of Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	\$1,247,626	39%	\$1,127	26%	\$28,695,400	4	4	23
Medium	\$636,514	52%	\$992	1%	\$90,385,000	8	9	142
Large	\$490,159	-30%	\$502	-23%	\$154,400,000	3	3	315

## **Gramercy Park**

#### Manhattan, 2nd Quarter 2016

Known as a safe and quiet community, Gramercy Park's nickname is "Block Beautiful," thanks to its historic buildings and lush landscaping. Buyers can find generous backyards attached to the townhomes here and small apartments with impressive amenities. The tallest building in the area is only 20 stories high and most of the older buildings are 3-6 floors.

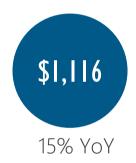


#### Sales volume





### Median Sale Price per Sq.ft.





#### Number of Transactions





## Type of Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	\$592,857	-63%	\$403	-77%	\$4,150,000	1	1	7
Medium	\$570,000	-	\$996	-	\$6,270,000	1	1	11
Large	\$956,897	21%	\$1,307	44%	\$55,500,000	1	1	58

## **Greenwich Village**

#### Manhattan, 2nd Quarter 2016

New York history is rich in Greenwich Village. Locals have successfully had much of it designated a historic district. It's home to the city's biggest concentration of Federal-style row houses and a group of 22 homes that share a common back yard. Once known for its bohemian attitude, the Village is now one of NYC's most sought-after neighborhoods.

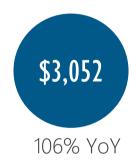


#### Sales volume





### Median Sale Price per Sq.ft.





#### Number of Transactions





### Type of Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	\$2,739,286	-	\$2,677	-	\$38,350,000	3	3	14
Medium	\$3,095,403	203%	\$3,341	126%	\$61,908,065	2	2	20
Large	-	-	-	-	\$0	0	0	0

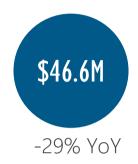
## **Hamilton Heights**

#### Manhattan, 2nd Quarter 2016

Located in North Manhattan, Hamilton Heights is named after founding father Alexander Hamilton. Housing options include brownstones, rowhouses, and spacious apartments. There are more than half a dozen subway lines running through this neighborhood and many express and local buses. Landmarks include the historic district Historic Hamilton Heights.

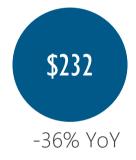


#### Sales volume





### Median Sale Price per Sq.ft.





#### Number of Transactions





## Type of Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	\$271,591	-3%	\$513	4%	\$2,987,500	2	2	11
Medium	\$262,531	98%	\$224	13%	\$43,580,071	6	7	166
Large	-	-	-	-	\$0	0	0	0

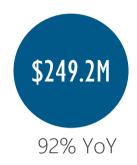
#### Harlem

#### Manhattan, 2nd Quarter 2016

Home to the Apollo Theater, Harlem is made up of elegant row houses, city parks with world famous landmarks like Hamilton Grange and Mount Morris Fire Watchtower, shops, music halls, and eateries of all types and price points. There are ten trains and 26 train stations in Harlem, which makes it a great choice for buyers who plan to commute.

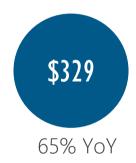


#### Sales volume





### Median Sale Price per Sq.ft.





#### Number of Transactions





## Type of Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	\$384,054	-5%	\$745	26%	\$28,420,000	11	13	74
Medium	\$388,029	221%	\$435	213%	\$117,572,783	11	13	303
Large	\$227,262	-26%	\$230	-41%	\$103,176,924	4	6	454

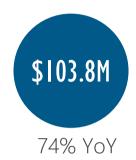
## **Hudson Heights**

#### Manhattan, 2nd Quarter 2016

Primarily a residential neighborhood, Hudson Heights has an abundance of apartments, townhomes, co-ops, and high-rises. Art Deco is the most prominent architecture style with Tudor Revival coming a close second. The highest point in all of Manhattan is located in Hudson Heights, which, as the name implies, offers views of the Hudson River.

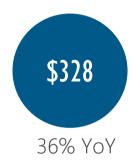


#### Sales volume





### Median Sale Price per Sq.ft.





#### Number of Transactions





### Type of Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	-	-	-	-	\$0	0	0	0
Medium	\$317,240	71%	\$338	42%	\$68,523,875	6	6	216
Large	\$234,870	-	\$310	-	\$35,230,472	2	2	150

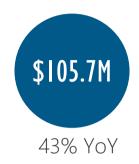
#### **Lenox Hill**

#### Manhattan, 2nd Quarter 2016

Perhaps best known as the home of Lenox Hill Hospital, there are many luxury residences from the 1910s and '20s in Lenox Hill, alongside newer co-ops, condos, and high rises. The streets are lined with boutiques, five-star hotels, art galleries, and museums – including the Frick Collection. There is just one subway but it is close to Central Park.

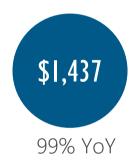


#### Sales volume





### Median Sale Price per Sq.ft.





#### Number of Transactions





### Type of Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	\$1,320,000	1%	\$1,031	-23%	\$6,600,000	1	1	5
Medium	\$1,356,849	227%	\$1,475	174%	\$99,050,000	3	4	73
Large	-	-	-	-	\$0	0	0	0

### Lower East Side Manhattan

Manhattan, 2nd Quarter 2016

One of the oldest neighborhoods in NYC, Lower East Side Manhattan is one of the most fashionable neighborhoods in the city. With indie boutiques, some of the best restaurants in the world, numerous art galleries, the famous Katz's Delicatessen, and the Tenement Museum, this neighborhood is rich with both history and contemporary amenities.



#### Sales volume





### Median Sale Price per Sq.ft.





#### Number of Transactions





## Type of Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	-	-	-	-	\$0	0	0	0
Medium	\$568,692	-26%	\$938	15%	\$60,850,000	4	4	107
Large	-	-	-	-	\$0	0	0	0

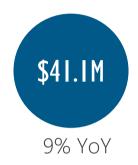
## **Manhattan Valley**

#### Manhattan, 2nd Quarter 2016

Formerly known as the Bloomingdale District, Manhattan Valley is made up of a combination of new developments and pre-war buildings. The ample green spaces and access to three subway lines attract both commuters and families. Columbus Square, an expanding new development, has hundreds of condos, 500,000+ square feet of retail space, and eateries.

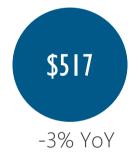


#### Sales volume





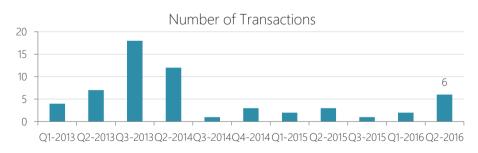
### Median Sale Price per Sq.ft.





#### Number of Transactions





### Type of Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	\$277,778	-	\$333	-	\$5,000,000	2	2	18
Medium	\$451,250	23%	\$560	5%	\$36,100,000	4	6	80
Large	-	-	-	-	\$0	0	0	0

### **Manhattanville**

#### Manhattan, 2nd Quarter 2016

Commonly referred to as West Harlem or West Central Harlem, Manhattanville is located near the famous Bloomingdale Road – a popular destination for suburban vacations from the city. It's also close to the Hudson River and home to many world-famous landmarks including Grants Tomb, Riverside Church, Claremont Theatre, and the Studebaker Café.



#### Sales volume





### Median Sale Price per Sq.ft.





#### Number of Transactions





## Type of Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	-	-	-	-	\$0	0	0	0
Medium	\$315,926	44%	\$455	43%	\$17,060,000	2	2	54
Large	\$86,578	-	\$138	-	\$21,384,796	2	2	247

## **Sugar Hill**

#### Manhattan, 2nd Quarter 2016

Sugar Hill is located in the Hamilton Heights section of Harlem and is almost entirely residential. There you'll find four- and five-story townhomes, most of which are more than 4,000 square feet, prewar apartments and newly built co-ops. Residents can access the many amenities at Jackie Robinson Park including a pool, band shell, and ball fields.

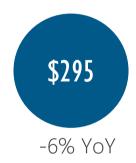


#### Sales volume





### Median Sale Price per Sq.ft.





#### Number of Transactions





### Type of Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	\$716,667	-	\$486	-	\$2,150,000	1	1	3
Medium	\$303,000	80%	\$279	-11%	\$15,150,000	2	2	50
Large	-	-	-	-	\$0	0	0	0

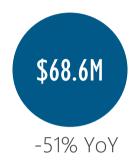
### **UWS**

#### Manhattan, 2nd Quarter 2016

The Upper West Side, often shortened to UWS, is conveniently situated between Central Park and the Hudson River. This primarily residential neighborhood has a diverse population but is known as a top choice for business workers. Prices are higher in UWS than in most other NYC neighborhoods but the laidback atmosphere can be worth it.

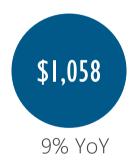


#### Sales volume





### Median Sale Price per Sq.ft.





#### Number of Transactions





## Type of Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	\$934,231	8%	\$1,030	0%	\$24,290,000	4	4	26
Medium	\$750,424	23%	\$1,074	14%	\$44,275,000	4	4	59
Large	-	-	-	-	\$0	0	0	0

## **Washington Heights**

#### Manhattan, 2nd Quarter 2016

Though less dense than other Manhattan neighborhoods, Washington Heights offers good transportation options. This neighborhood is home to ten outdoor parks, including Bennet Park – famous for including the highest natural point in Manhattan. The Cloisters museum, in Washington Heights' Fort Tryon Park, is one of the most important tourist attractions in North Manhattan.

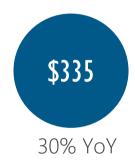


#### Sales volume





### Median Sale Price per Sq.ft.





#### Number of Transactions





### Type of Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	\$158,333	-44%	\$310	-25%	\$950,000	1	1	6
Medium	\$318,552	56%	\$355	38%	\$70,400,000	6	7	221
Large	\$337,783	-	\$325	-	\$134,100,000	7	7	397

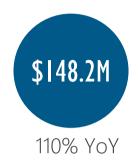
### Yorkville

#### Manhattan, 2nd Quarter 2016

Home to Gracie Mansion, the home of the New York City mayor, Yorkville doesn't have a single subway station and has some of the farthest walks in all of Manhattan to any subway station. Buyers who aren't afraid of the walk can find affordable condos in classic walk-up buildings and access to several universities and numerous large city parks.



#### Sales volume





### Median Sale Price per Sq.ft.





#### Number of Transactions





## Type of Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	-	-	-	-	\$0	0	0	0
Medium	\$286,567	-52%	\$657	-27%	\$8,597,000	2	3	30
Large	\$518,959	-	\$499	-	\$139,600,000	1	1	269

## **Attractions**

Manhattan, 2nd Quarter 2016

#### **Central Park**



### Garden of the Cloisters Museum



## **Attractions**

Manhattan, 2nd Quarter 2016

### **Statue of Liberty**



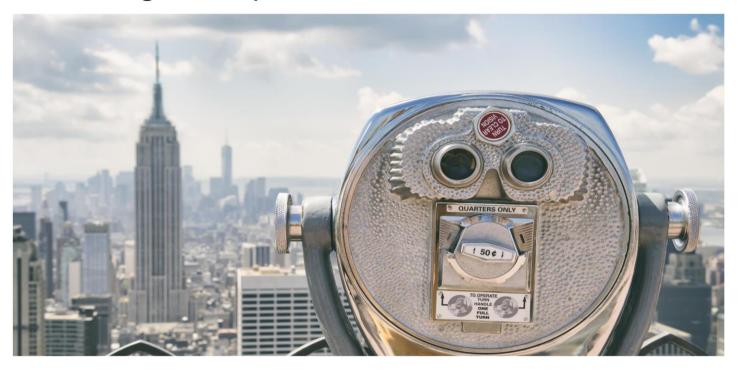
## Washington Statue Federal Hall



## **Attractions**

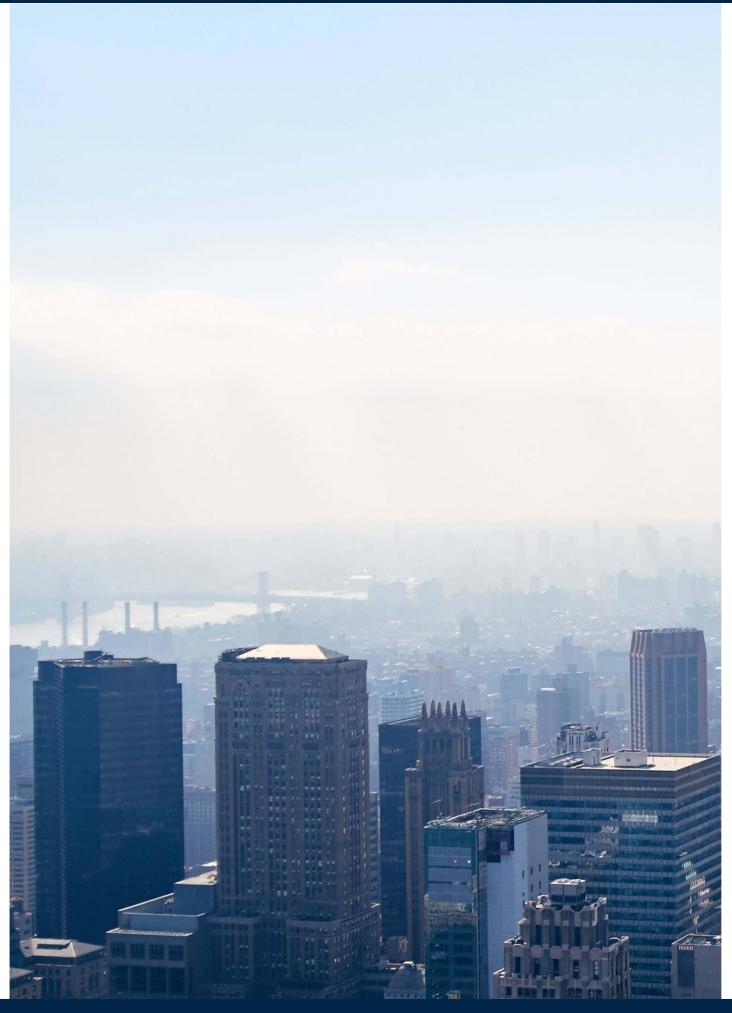
Manhattan, 2nd Quarter 2016

### View through telescope



### **Lincoln Center**





o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com Warren Lewis Sotheby's International Realty