

UPTOWN MANHATTAN

A quarterly analysis of multifamily sales
in Uptown Manhattan, Manhattan

1st Quarter 2019



The RATNER Team Market Report

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Multifamily Market Report, 1st Quarter 2019

Uptown Manhattan, Manhattan

SUMMARY

SALES VOLUME

NO. OF TRANSACTIONS

AVERAGE PRICE/UNIT

AVERAGE PRICE/SQ.FT.

\$94.2M

24

\$319K

\$348

-72% YoY

-47% YoY

2% YoY

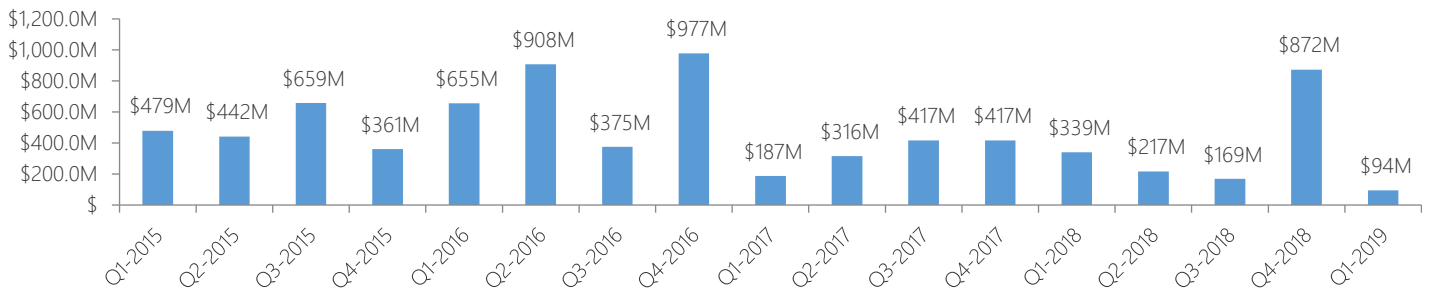
-8% YoY

NEIGHBORHOOD BOUNDARIES

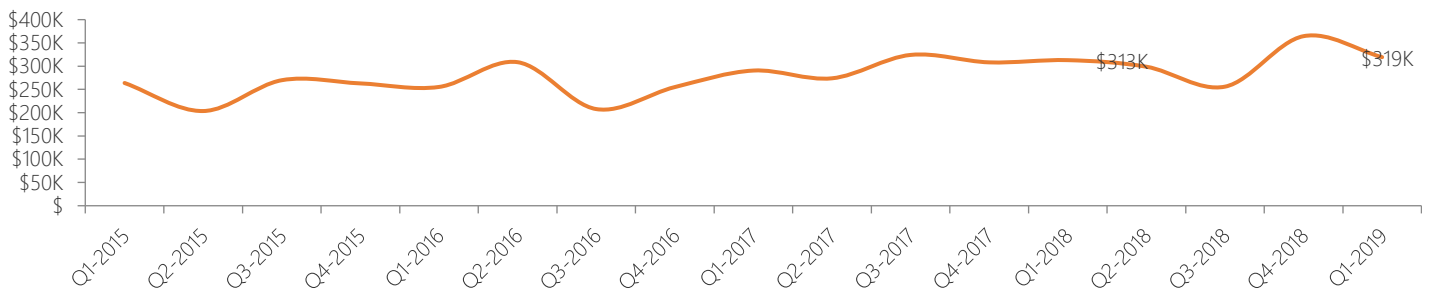


MULTIFAMILY STATS

Sales Volume

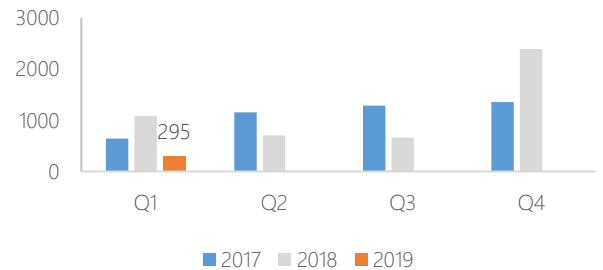


Average Sale Price per Unit



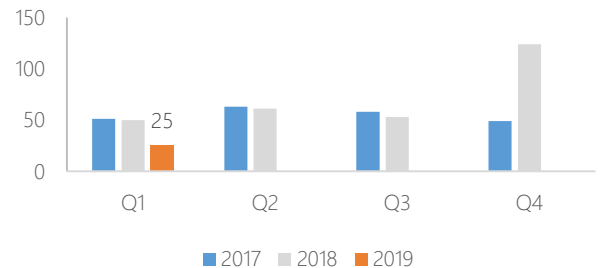
Number of Units Sold

| Quarter | 2017 | 2018 | 2019 |
|---------|------|------|------|
| Q1 | 643 | 1084 | 295 |
| Q2 | 1155 | 703 | |
| Q3 | 1287 | 659 | |
| Q4 | 1352 | 2393 | |



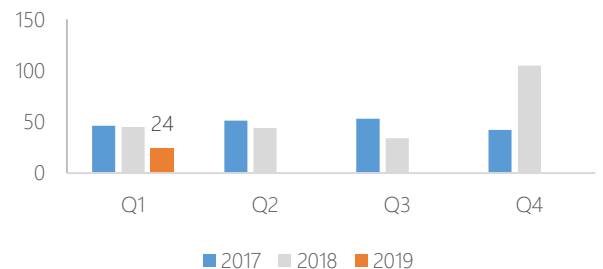
Number of Buildings Sold

| Quarter | 2017 | 2018 | 2019 |
|---------|------|------|------|
| Q1 | 51 | 50 | 25 |
| Q2 | 63 | 61 | |
| Q3 | 58 | 53 | |
| Q4 | 49 | 124 | |

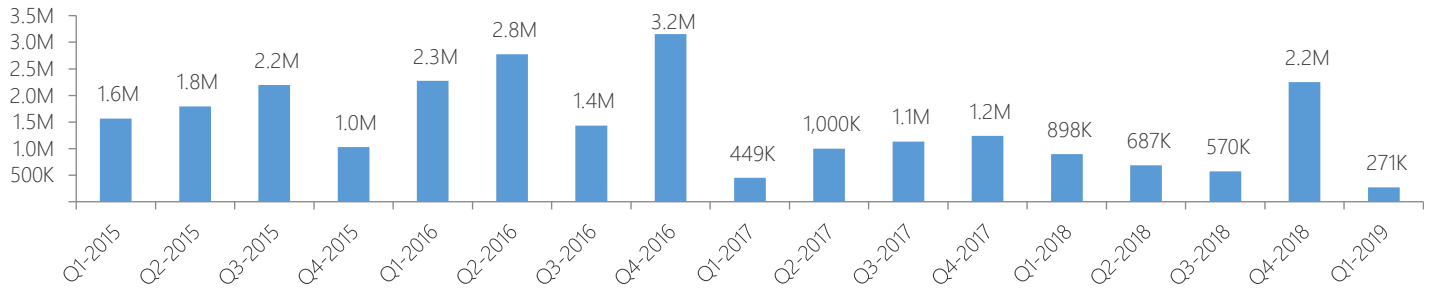


Number of Transactions

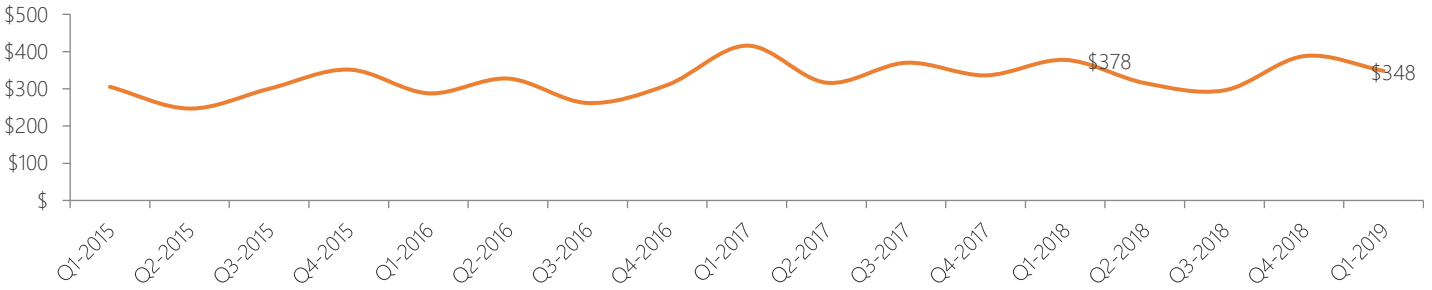
| Quarter | 2017 | 2018 | 2019 |
|---------|------|------|------|
| Q1 | 46 | 45 | 24 |
| Q2 | 51 | 44 | |
| Q3 | 53 | 34 | |
| Q4 | 42 | 105 | |



Total Sq. Ft.



Average Sale Price per Square Foot

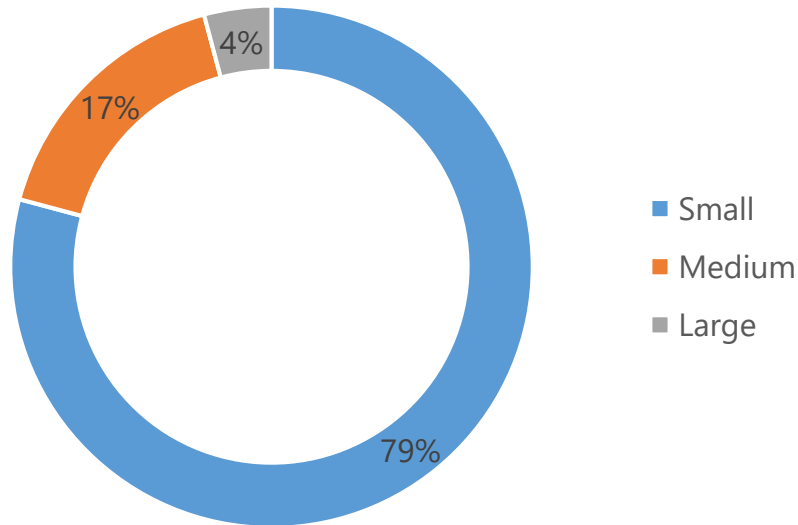


MULTIFAMILY SIZE

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 | \$424,712 | 3% | \$570 | 7% | \$40,347,634 | 19 | 19 | 95 |
| Medium | \$254,214 | -14% | \$264 | -30% | \$35,590,000 | 4 | 5 | 140 |
| Large | \$304,333 | 0% | \$280 | -19% | \$18,260,001 | 1 | 1 | 60 |

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 |
|-------------------------|-----------|--------------|--------------------|-------|--------|------------|-----------|
| 445 W 125th St | 22-Feb-19 | \$19,500,000 | Medium multifamily | 24 | 18,977 | \$249 | Yes |
| 320 St Nicholas Ave | 22-Feb-19 | \$19,500,000 | Medium multifamily | 48 | 59,464 | \$249 | Yes |
| 452 Fort Washington Ave | 15-Feb-19 | \$18,260,001 | Large multifamily | 60 | 65,190 | \$280 | No |
| 815 W 180th St | 15-Feb-19 | \$9,040,000 | Medium multifamily | 25 | 23,400 | \$386 | No |
| 2032 Fifth Ave | 21-Feb-19 | \$3,750,000 | Small multifamily | 8 | 4,774 | \$786 | No |
| 502 W 135th St | 7-Mar-19 | \$3,700,000 | Medium multifamily | 24 | 19,056 | \$194 | No |
| 166 W 121st St | 31-Jan-19 | \$3,500,000 | Small multifamily | 5 | 7,625 | \$459 | No |
| 26 Ft Charles Pl | 30-Jan-19 | \$3,350,000 | Medium multifamily | 19 | 13,674 | \$245 | No |
| 1937 Madison Ave | 30-Jan-19 | \$3,300,000 | Small multifamily | 3 | 3,877 | \$851 | No |
| 80 W 120th St | 18-Jan-19 | \$2,900,000 | Small multifamily | 3 | 4,740 | \$612 | No |
| 532 W 148th St | 1-Mar-19 | \$2,450,000 | Small multifamily | 6 | 2,646 | \$926 | No |
| 209 W 121st St | 15-Jan-19 | \$2,400,000 | Small multifamily | 3 | 2,688 | \$893 | No |
| 634 W 147th St | 21-Mar-19 | \$2,400,000 | Small multifamily | 3 | 2,970 | \$808 | No |
| 460 W 141st St | 13-Mar-19 | \$2,275,000 | Small multifamily | 4 | 4,706 | \$483 | No |
| 166 E 105th St | 8-Jan-19 | \$2,275,000 | Small multifamily | 4 | 5,110 | \$445 | No |
| 562 W 161st St | 25-Jan-19 | \$2,150,000 | Small multifamily | 3 | 2,658 | \$809 | No |
| 511 E 118th St | 1-Feb-19 | \$2,137,500 | Small multifamily | 3 | 3,072 | \$696 | No |
| 215 W 134th St | 7-Jan-19 | \$2,080,000 | Small multifamily | 7 | 2,550 | \$816 | No |
| 542 W 142nd St | 15-Mar-19 | \$2,075,000 | Small multifamily | 7 | 2,649 | \$783 | No |
| 344 Cabrini Blvd | 27-Feb-19 | \$1,900,000 | Small multifamily | 8 | 7,228 | \$263 | No |
| 524 W 150th St | 21-Mar-19 | \$1,200,134 | Small multifamily | 3 | 3,080 | \$390 | No |
| 544 W 148th St | 26-Feb-19 | \$1,100,000 | Small multifamily | 6 | 2,652 | \$415 | No |
| 564 W 182nd St | 10-Jan-19 | \$995,000 | Small multifamily | 8 | 2,050 | \$485 | No |
| 149 W 129th St | 25-Jan-19 | \$760,000 | Small multifamily | 3 | 3,200 | \$238 | No |
| 261 W 131st St | 27-Feb-19 | \$700,000 | Small multifamily | 8 | 2,499 | \$280 | No |



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THE RATNER TEAM



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Eiffel DelRosario

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

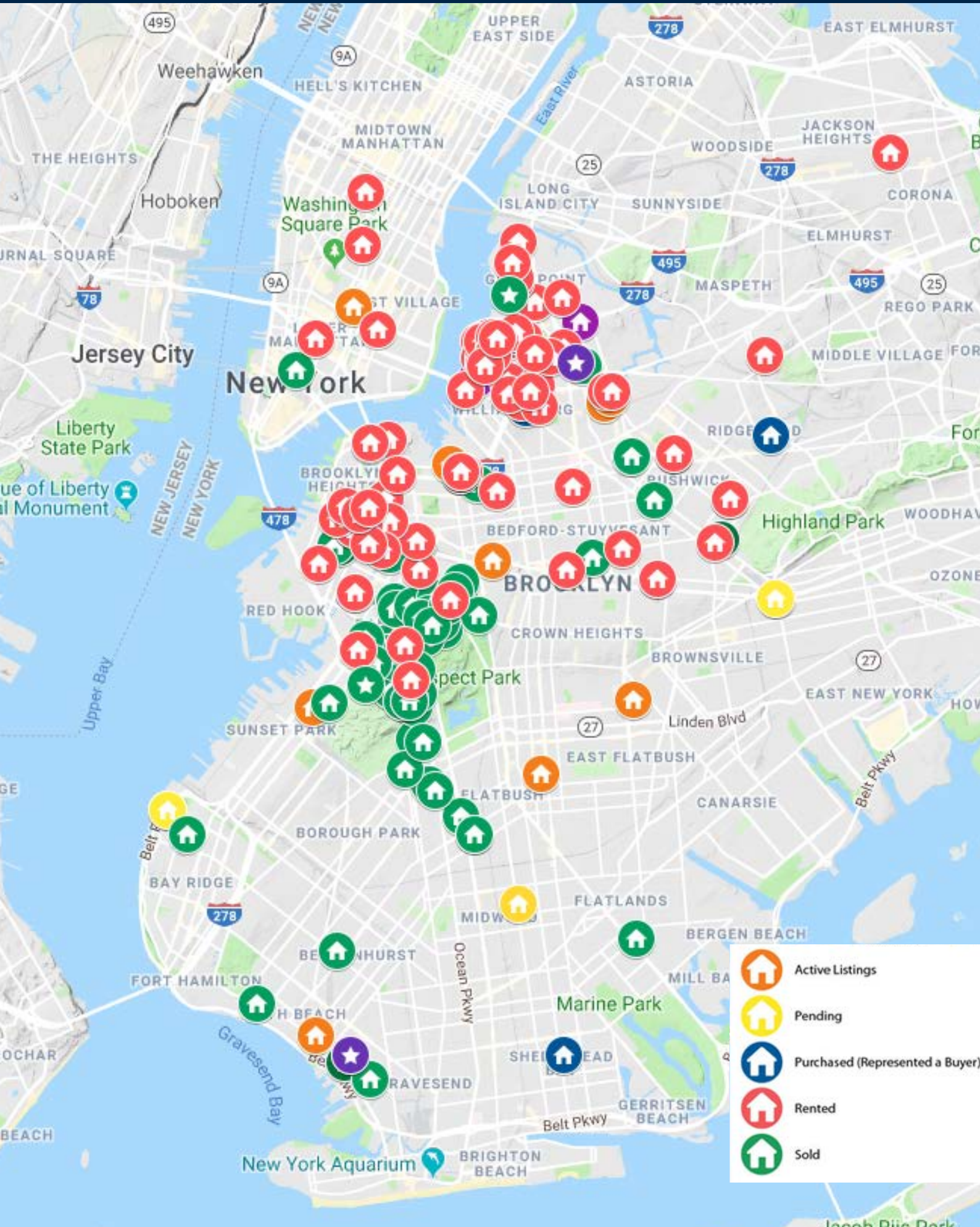
"David just recently landed me an amazing place in NYC. I was under a very limited amount of time to find a new home and David was able to find me an awesome new apartment for a great price and in an ideal location for work. The man knows how to operate in times of pressure and I'm proud to call him 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 |
| 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 |
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