

ALL UPPER WEST SIDE

A quarterly analysis of multifamily sales
in All Upper West Side, Manhattan

1st Quarter 2018



The RATNER Team Market Report

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Multifamily Market Report, 1st Quarter 2018

All Upper West Side, Manhattan

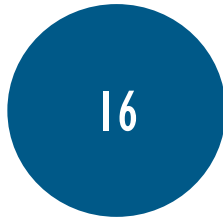
SUMMARY

SALES VOLUME



400% YoY

NO. OF TRANSACTIONS



14% YoY

AVERAGE PRICE/UNIT



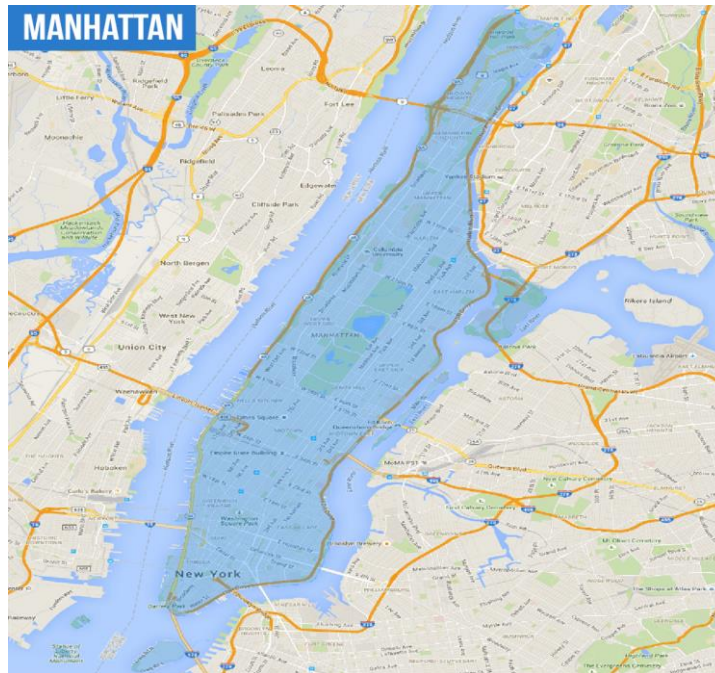
-12% YoY

AVERAGE PRICE/SQ.FT.



-31% YoY

NEIGHBORHOOD BOUNDARIES

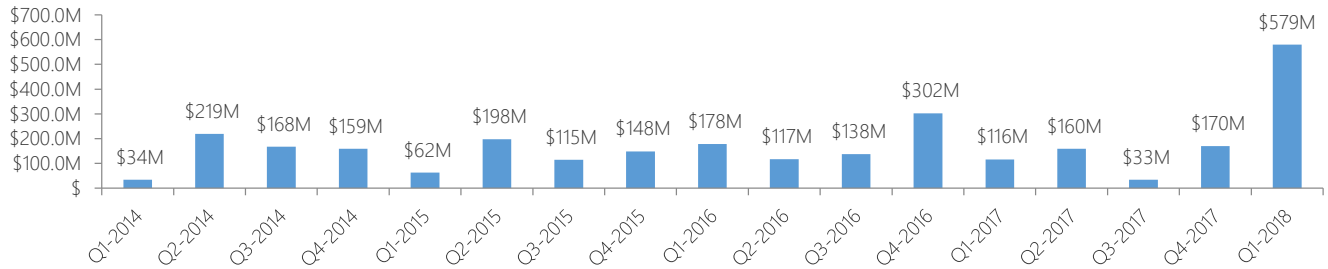


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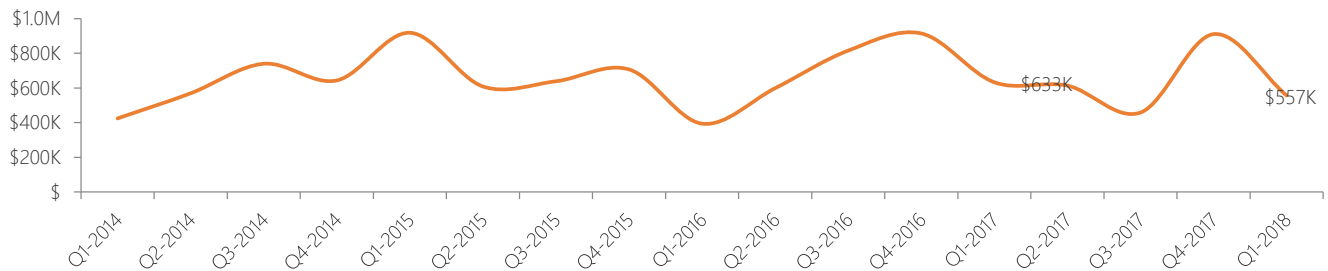
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MULTIFAMILY STATS

Sales Volume

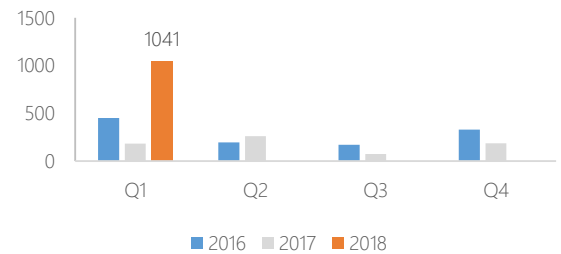


Average Sale Price per Unit



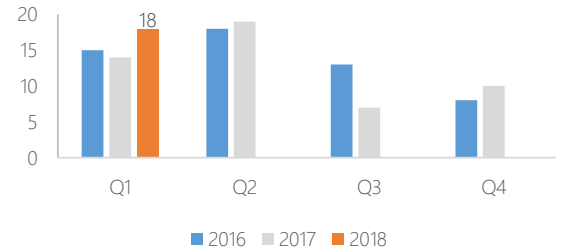
Number of Units Sold

Quarter	2016	2017	2018
Q1	452	183	1041
Q2	196	260	
Q3	169	73	
Q4	330	187	



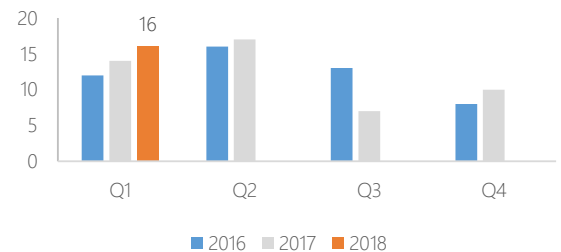
Number of Buildings Sold

Quarter	2016	2017	2018
Q1	15	14	18
Q2	18	19	
Q3	13	7	
Q4	8	10	

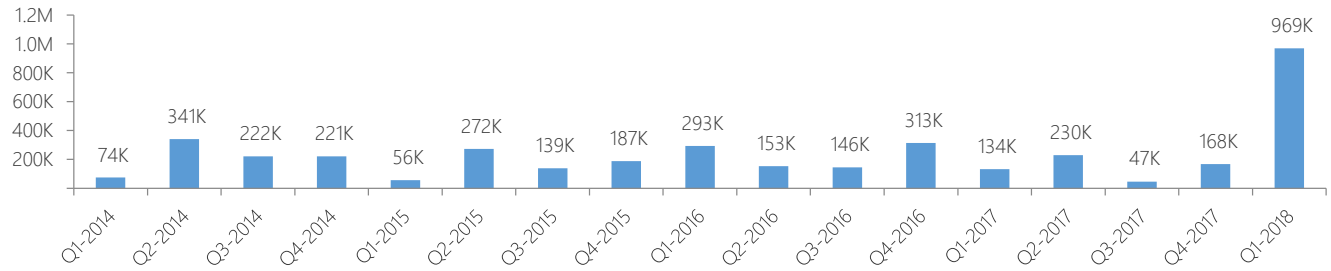


Number of Transactions

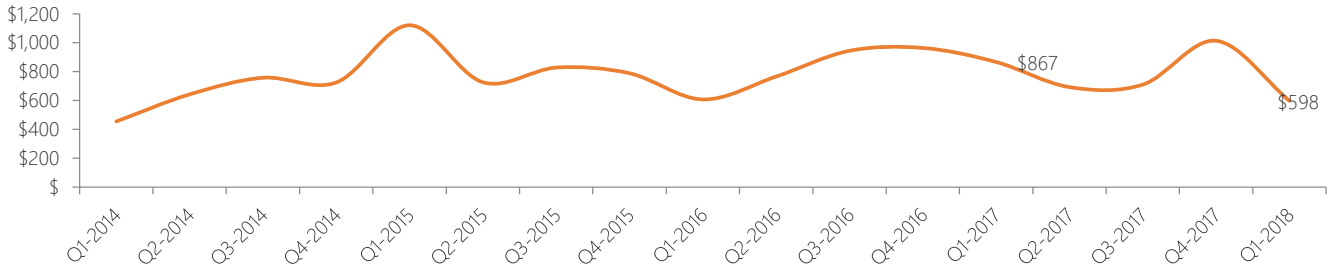
Quarter	2016	2017	2018
Q1	12	14	16
Q2	16	17	
Q3	13	7	
Q4	8	10	



Total Sq. Ft.



Average Sale Price per Square Foot

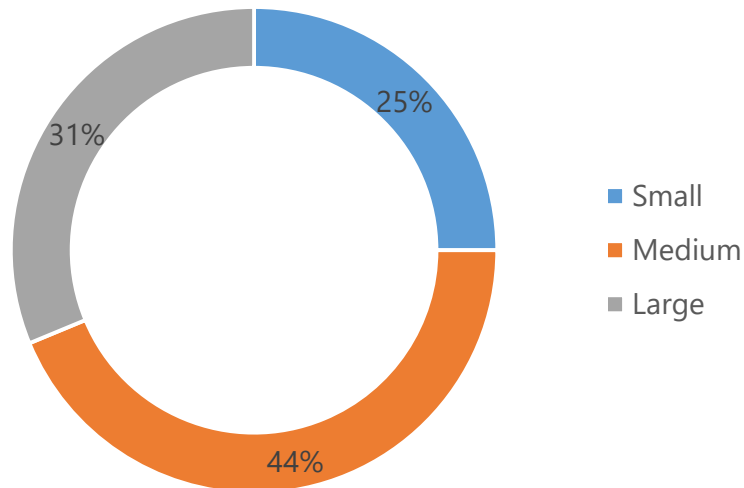


MULTIFAMILY SIZE

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	\$724,107	-52%	\$848	-38%	\$20,275,000	4	5	28
Medium	\$505,434	11%	\$689	-1%	\$100,076,000	7	7	198
Large	\$563,190	-	\$573	-	\$459,000,000	5	6	815

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
122-178 W 97 St	30-Mar-18	\$287,000,000	Large multifamily	427	503,511	\$570	No
200-202 Manhattan Ave	31-Jan-18	\$75,000,000	Large multifamily	181	112,493	\$524	Yes
133-135 W 104 St	31-Jan-18	\$75,000,000	Medium multifamily	28	30,608	\$524	Yes
230 W 107 St	6-Mar-18	\$37,750,000	Large multifamily	67	49,716	\$759	No
220 W 107 St	6-Mar-18	\$32,750,000	Large multifamily	59	50,820	\$644	No
204-210 W 108 St	5-Mar-18	\$32,500,000	Medium multifamily	48	42,186	\$770	No
210 W 107 St	6-Mar-18	\$26,500,000	Large multifamily	53	53,250	\$498	No
203 W 107 St	6-Mar-18	\$18,950,000	Medium multifamily	28	34,514	\$549	No
410 W End Ave	22-Feb-18	\$18,300,000	Medium multifamily	42	20,972	\$873	No
964-966 Amsterdam Ave	17-Jan-18	\$12,076,000	Medium multifamily	26	21,072	\$573	No
17 W 94 St	30-Jan-18	\$9,600,000	Small multifamily	5	4,904	\$983	Yes
15 W 94 St	30-Jan-18	\$9,600,000	Small multifamily	7	4,864	\$983	Yes
973 Columbus Ave	26-Feb-18	\$7,165,500	Medium multifamily	22	10,583	\$677	No
943 Columbus Ave	26-Feb-18	\$6,884,500	Medium multifamily	20	7,540	\$913	No
221 W 70 St	5-Feb-18	\$4,800,000	Small multifamily	5	4,595	\$1,045	No
42 W 94 St	17-Jan-18	\$4,350,000	Small multifamily	6	3,898	\$1,116	No
944 Columbus Ave	12-Jan-18	\$4,200,000	Medium multifamily	12	8,285	\$507	No
58 W 91 St	23-Jan-18	\$1,525,000	Small multifamily	5	5,645	\$270	No



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THE RATNER TEAM



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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

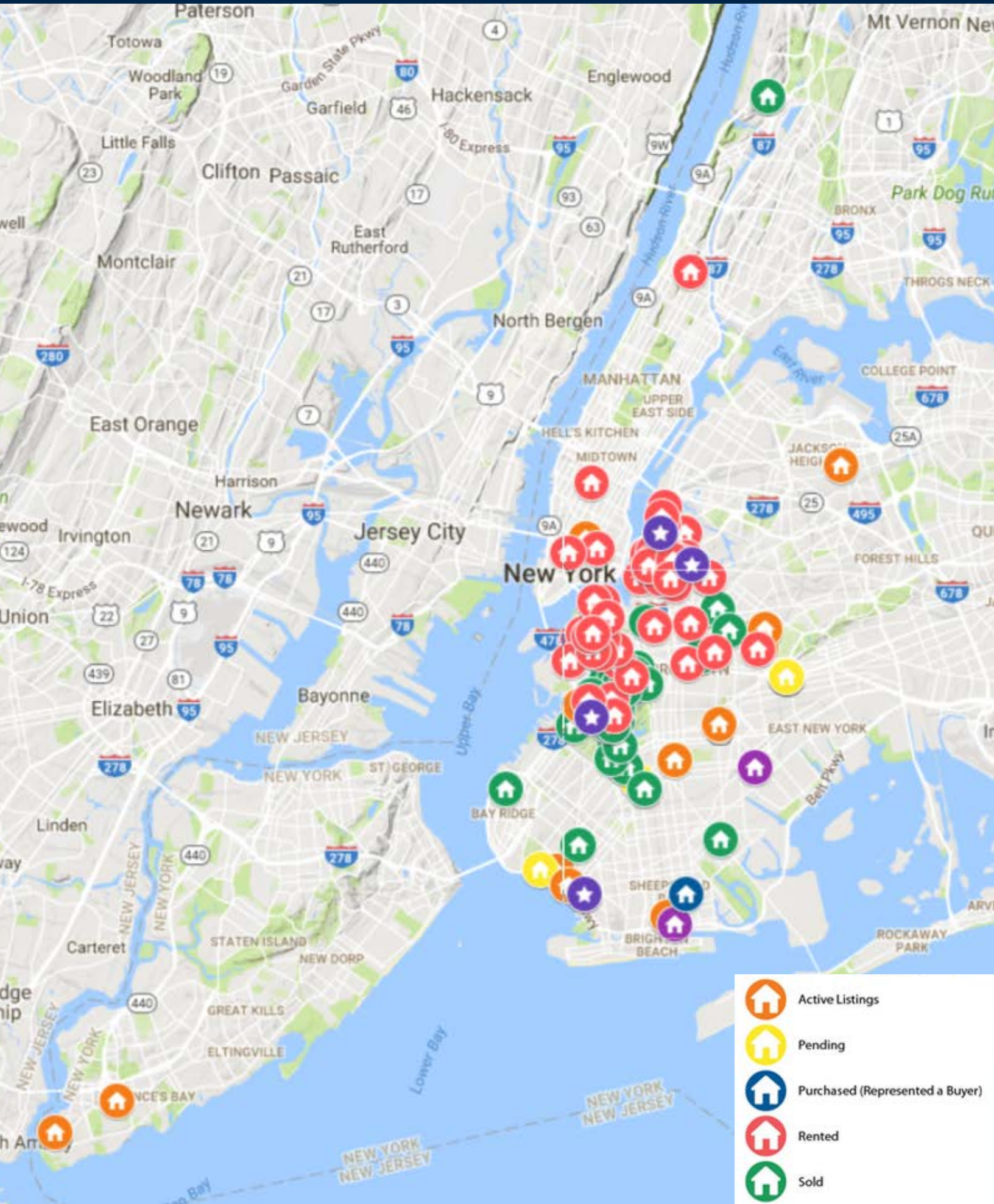
"David just recently landed me an amazing place in NYC. I was under a very limited amount of time to find a new home and David was able to find me an awesome new apartment for a great price and in an ideal location for work. The man knows how to operate in times of pressure and I'm proud to call him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