EAST HARLEM

A monthly analysis of residential sales
in East Harlem, Manhattan

August 2017

The RATNER Team Market Report
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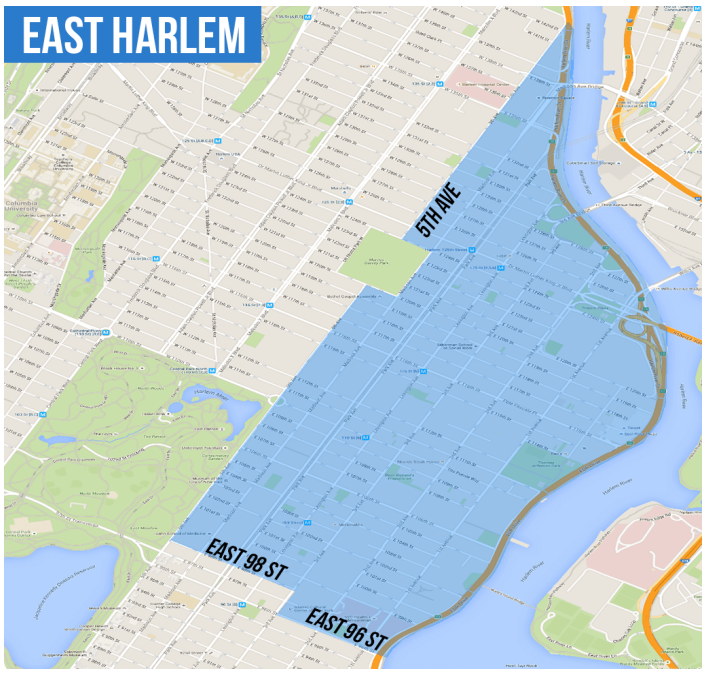
Residential Market Report, August 2017

East Harlem, Manhattan

SUMMARY

MEDIAN SALE PRICE	NO. OF TRANSACTIONS	MEDIAN PRICE/SQ.FT.	MANHATTAN MEDIAN SALE PRICE
$703K	22	$965	$1.12M
5% YoY	-33% YoY	7% YoY	15% YoY

NEIGHBORHOOD BOUNDARIES



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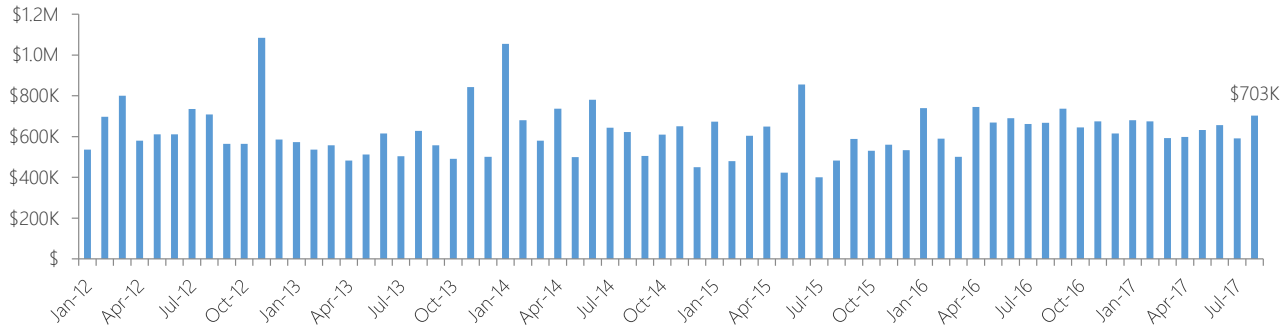
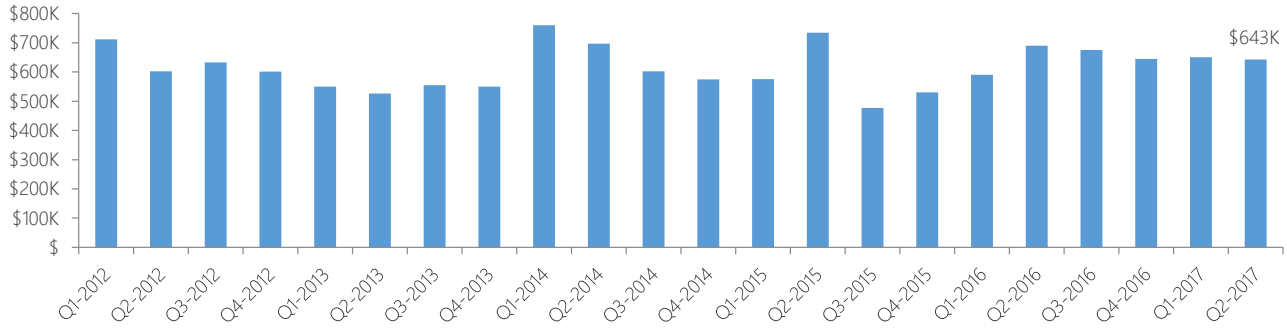
RESIDENTIAL STATS

Median Sale Price by Month

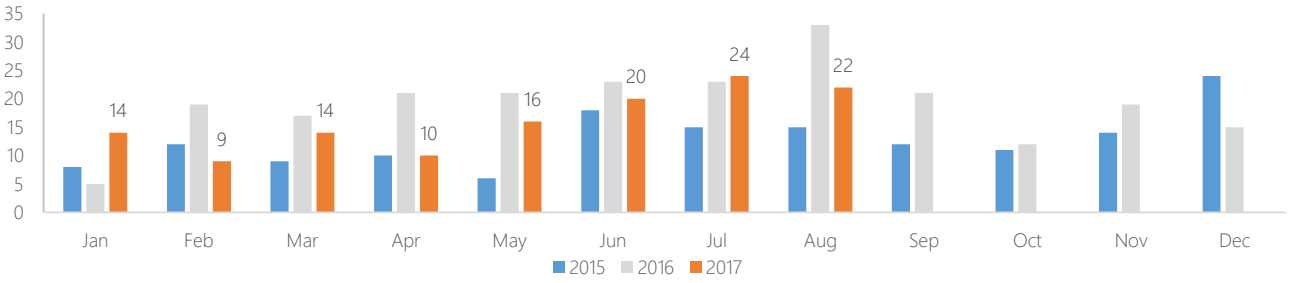


Median Sale Price by Quarter

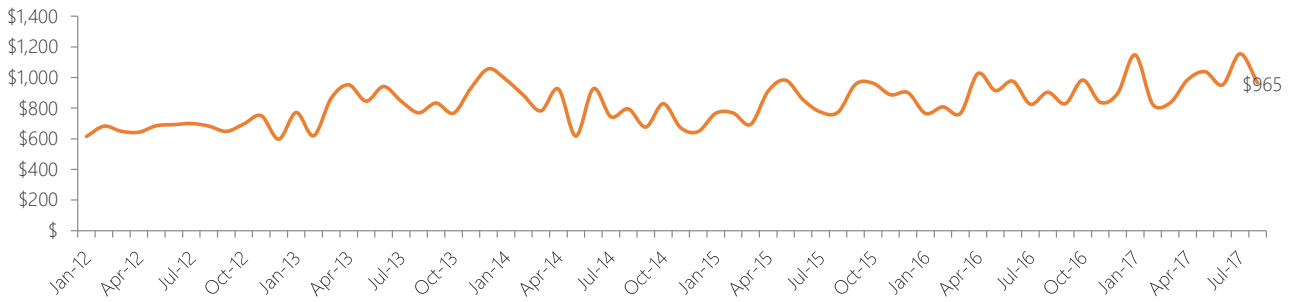


Number of Transactions

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2012	21	21	32	27	34	43	37	39	16	20	18	11
2013	22	13	24	55	61	59	56	29	28	28	14	23
2014	9	12	16	12	11	20	24	12	8	15	11	15
2015	8	12	9	10	6	18	15	15	12	11	14	24
2016	5	19	17	21	21	23	23	33	21	12	19	15
2017	14	9	14	10	16	20	24	22				



Median Sale Price per Square Foot

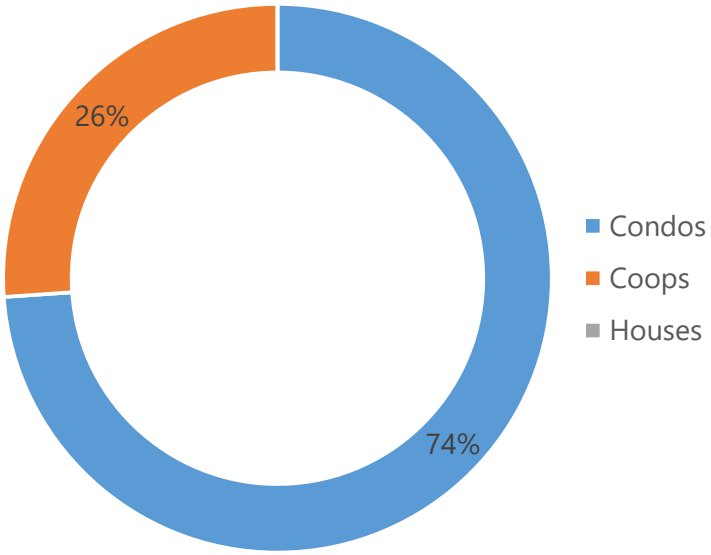


RESIDENTIAL SALES BREAKDOWN

Type of Residential Properties Sold

Property Type	Median sale price	Y-o-Y	Median sale price/sqft	Y-o-Y	Transactions
Condos	$695,000	4%	$951	4%	17
Coops	$915,000	32%	$1,178	38%	6
Houses	-	-	-	-	0

Number of Sales by Building Type



LIST OF TRANSACTIONS

Address	BBL	Sale date	Sale price	Property type	Sqft
1280 5 Ave #15D	1-01615-1074	17-Aug-17	$2,050,000	Condo	1,490
1865 2 Ave #39H	1-01646-1002	28-Aug-17	$1,700,000	Condo	19,429
215 E 96 St #28C	1-01646-1103	16-Aug-17	$1,275,000	Coop	1,077
215 E 96 St #32E	1-01646-1103	14-Aug-17	$1,185,000	Coop	1,006
435 E 117 St #2	1-01711-1202	2-Aug-17	$950,000	Condo	1,326
1270-1273 5 Ave #6N	1-01614-0001	8-Aug-17	$915,000	Coop	1,100
333 E 109 St #5E	1-01681-1222	22-Aug-17	$863,000	Condo	907
346 E 119 St #PHB	1-01795-1111	10-Aug-17	$851,500	Condo	870
1255 5 Ave #5B	1-01613-1033	14-Aug-17	$710,000	Condo	509
333 E 109 St #5C	1-01681-1220	14-Aug-17	$695,000	Condo	677
225 E 111 St #2B	1-01661-1203	4-Aug-17	$645,000	Condo	
1630 Madison Ave #2C	1-01614-1004	15-Aug-17	$630,000	Condo	581
50 E 129 St #6B	1-01753-1116	14-Aug-17	$627,000	Condo	660
1270-1273 5 Ave #12J	1-01614-0001	14-Aug-17	$550,000	Coop	
51 E 128 St #3B	1-01753-1307	10-Aug-17	$531,000	Condo	790
207-209 E 120 St #3R	1-01785-1006	24-Aug-17	$320,000	Condo	494
302-304 E 119 St #4A	1-01795-0150	14-Aug-17	$235,000	Coop	

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THE RATNER TEAM

David Ratner

Investment Sales
Retail Leasing
Residential Sales & Rentals

Nate Pfaff

Residential Sales &
Rental Specialist

Sandra Levykh

Residential Sales &
Rental Specialist

John D."Dan"Connolly

Residential &
Commercial Sales

Jessie Torres

NYC Condo, Co-op &
New Development Expert

David Ratner

Investment Sales
Retail Leasing Residential
Sales & Rentals

Record setting commercial real estate investment specialist with over 16 years in sales, marketing & brand development

Ever since getting into NY real estate full time I've been able to set new records for the clients I've worked with, and the NYC brokerage firms I've worked for. That's not meant to brag, but an honor I've received and been given by the great people I've had the opportunity to add value to.

Today I am honored to be working the world's best established and most respected brand in the high end real estate space – Warren Lewis Sotheby's International Realty.

After falling in love with NYC, and Brooklyn in particular, I was compelled to participate in its property industry, the preservation of its historic places and culture, and helping to carefully curate its future through stylish, amazing, and beneficial new developments.

Whether it is fabulous makeovers of luxurious Brownstones, planning and unleashing the potential of world class new condominium buildings, or revitalizing commercial and mixed use developments on the edge of Brooklyn and Manhattan's trend setting frontiers you'll be hard pressed to find someone as passionate, connected, and capable to help.

I offer multilingual assistance in English, Hebrew, and Russian, and when I'm not in the office or on a development site you might catch me recharging at and exploring NYC's best restaurants, martial arts studios, or parks with my wife and Golden Retriever, Dean.

I come from a strong financial planning background, so bring an adeptness to the numbers and appreciation of confidentially to the table that many others in this business simply don't seem to offer.

The bottom line is that I am **the NYC real estate guy** to best help with your questions and commercial real estate and investment property needs. **I am YOUR real estate guy in NYC!**

Awards and Recognitions:
"Deal of the Year Award Winner 2016"
"Top 40 Stars Under 40 Award Winner 2017"

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John D."Dan" Connolly

Residential &
Commercial Sales

John D. "Dan" Connolly approaches real estate in a holistic way. Dan's background in becoming a real estate salesperson was a natural progression. He was a mortgage loan officer for five years, he understands what the worth of a house is, because he is a residential assistant appraiser.

He understands how to listen to a person who wants to make their dream home become a reality because he has sat with many people over the years as a financial advisor (a Registered Investment Advisor) helping them achieve their financial goals.

Dan puts those life experiences to good use as he understands the process for purchasing a home from start to finish as a real estate person. Dan started his own networking group, and as such deals with a number of real estate attorneys, who advise him. Dan sees his role as a real estate representative as more than just selling real estate – for him it is about helping each client find their 'dream home' and to help improve the quality of their lives.

His first sale was a VA loan in which he helped Roland, a veteran find his first 'dream' home: "Dan helped us from start to finish and honestly without Dan, it would never have happened".

Dan has worked with the public all his life. Dan was in the Naval reserves for eight years and was honored at MCU Park in 2011 for his time served in the military. Also, Dan has worked with city and state employees for close to twenty years, helping them maximize their pension and now, helping them to find their dream home. Dan hails from Brooklyn and has been a resident of Kensington for twenty years.

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Jessie Torres

NYC Condo, Co-op &
New Development Expert

Setting the benchmark for service & experience in the NYC property market

Whether you know exactly what you want and just need help getting it, or have no idea where to start, I'm here to help!

My experience working with hundreds of NYC real estate buyers, renters, sellers, and developers, including new property representation has given me an incredible appreciation for each individual's, investor's, and families' tastes and needs for their space in NYC.

I am undaunted by challenge. Bring your deal or needs list, even if no one else has been able to help, or has tried so far. I'm confident I can get you the result you need.

My decade plus experience working in the country's top financial institutions prior to being on the frontline of real estate has added to my skills, as well as earning my Masters in Information Sciences; gives me an edge in marketing and property management which gives my clients a huge advantage in the market.

I can serve clients in English, French, and Spanish. And when I'm not out showing property you might find me hosting a dinner party with new cuisines and wines I've found around the world, or visiting your favorite international destinations for a little scuba diving or honing my Latin dance skills.

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Delivering happiness one home at a time

My love for New York City and its people have made working in real estate and helping others secure their perfect space a dream come true.

You can't help fall in love with the New York life, its architecture, history, and culture. Although I've traveled the globe there is really nowhere else I could dream of calling home.

I'm convinced that a well-suited home is one of the pillars of happiness. Of course while NYC is famous for its many varied types of real estate, and is home to some of the most fabulous homes and condos on the planet, finding and securing the right spot amongst all the others looking can be a bit of a challenge. That's where I come in

Nate Pfaff

Residential Sales &
Rental Specialist

I'd love to help you become one of the hundreds of individuals and families I've connected with just the right space in NYC.

You'll find working with us a unique experience, where a true professional will actually take the time to get to know your needs and tastes, curate the best short list of properties which match your needs, and provide a pleasant process throughout.

We serve all of NYC's famous boroughs, though particularly specialize in the bubbling borough of Brooklyn which in many ways has overtaken Manhattan as the place to live, work, and play.

Everything I've done previously from teaching history to high schoolers to founding a gourmet food firm, and even becoming a self-proclaimed Mozart aficionado has all led up to empowering to serve my NY real estate clients in incredible ways.

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New York City explorer and real estate curator

On arriving in Brooklyn I set off on a journey to explore all the best spots in the borough. I'm still on that adventure, and every day it enables me to help someone new to find just their perfect place for them to live in NYC.

Sandra Levykh

Residential Sales &
Rental Specialist

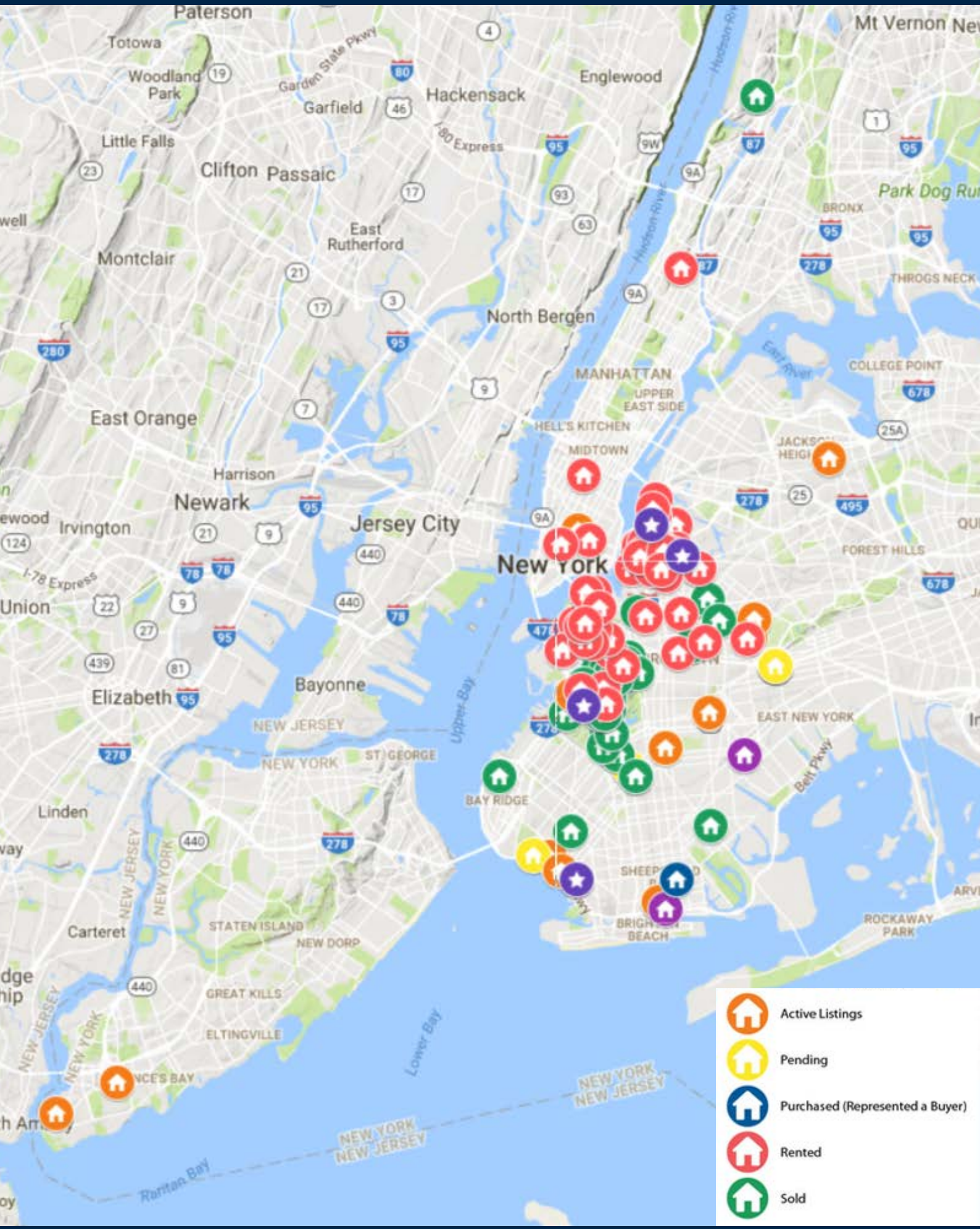
There are so many diverse neighborhoods, streets, and buildings, even just in Brooklyn. And while they are all great, there is the ideal fit for each person.

My quest to find the most beautiful parks to read a morning book, hunt down the best cafes, figure out the best homes for catching regular shows and enjoying NY's art scene, has all helped, and means I can help you hone right in on the neighborhood or building which will maximize your life.

Condo, co-op, single family home, rental or purchase, I can streamline your search and make getting a great deal on your next slice of New York real estate far easier than you imagine.

I live and breathe NYC and its never sleeping symphony of culture. I can serve your in both English and Russian. I'm sure you'll find my calm demeanor, but focused energy a powerful perk in your property search. And for those new to the city I'd love to take you on a tour of the best museums, theaters, yoga studios, and performing arts academies.

Awards and Recognitions:
"Rookie of the Year Award Winner 2016"



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The RATNER Team PREFERRED VENDORS

- 1031 Qualified Intermediary
- Appraisers & Inspectors
- Architects
- Artist & Artisans
- Attorneys
- Bankers
- Cabinets
- Carpenters
- Chimney & Fireplace Specialists
- Cleaners
- Closet Designers
- CO Experts
- Decks & Patios Specialists
- Demolition Experts
- Door Experts
- Electricians
- Estate Planing
- Expediters
- Exterminators
- Fences & Gates Specialists
- Fireplaces
- Floor & Carpet Professionals
- Furniture
- Garage & Drivaway
- General Contractors
- Glass & Shower Doors
- Handymen
- Home Automation Specialists
- Home Security Installers
- Home Stagers
- Hvac Professionals
- Insurance Agents
- Interior Designers
- Ironwork Professionals
- Kitchen & Bathroom Specialists
- Landscape Design
- Landscapers & Gardeners
- Lawn & Sprinklers Experts
- Lighting Experts
- Locksmith
- Mortgage Professionals
- Moving & Storage Experts
- Painters & Plasteres
- Plumbing Contractors
- Property Compliance
- Property Managers
- Renewable Energy Specialists
- Renovation Professionals
- Restoration Specialists
- Roofers
- Rubbish Removal Companies
- School Consultants
- Spiritual Experts
- Stair Building & Repair Specialists
- Stone & Tile Professionals
- Structural Engineers
- Surveyors
- Title Companies
- Wealth Managers
- Window Professionals
- Wine Cellars
- Zoning & Land Use Experts

www.RatnerTeamVendors.com

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.

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