

EAST HARLEM

A quarterly analysis of multifamily sales
in East Harlem, Manhattan

1st Quarter 2018



The RATNER Team Market Report

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Multifamily Market Report, 1st Quarter 2018

East Harlem, Manhattan

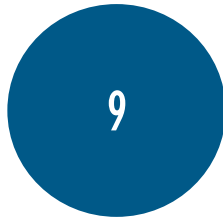
SUMMARY

SALES VOLUME



408% YoY

NO. OF TRANSACTIONS



13% YoY

AVERAGE PRICE/UNIT



8% YoY

AVERAGE PRICE/SQ.FT.



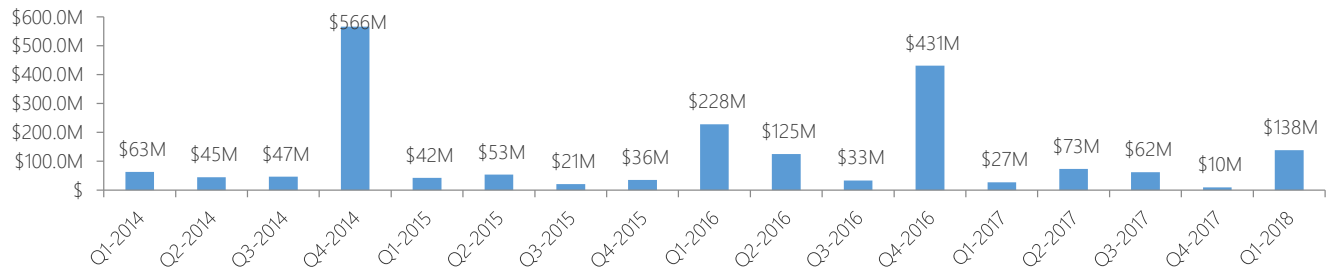
-5% YoY

NEIGHBORHOOD BOUNDARIES

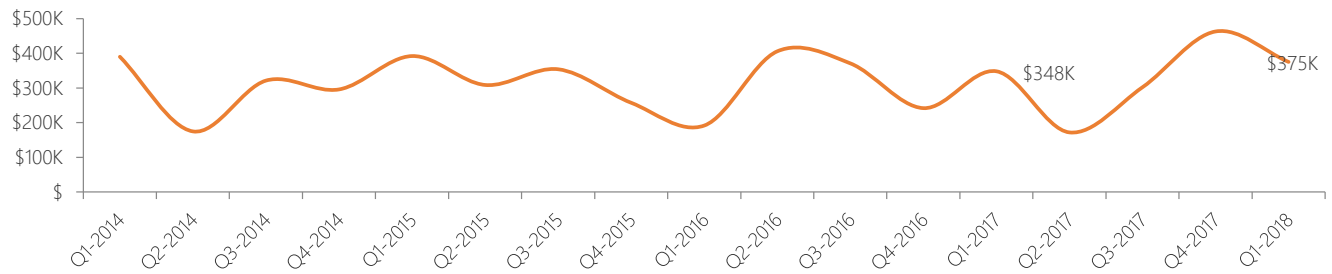


MULTIFAMILY STATS

Sales Volume

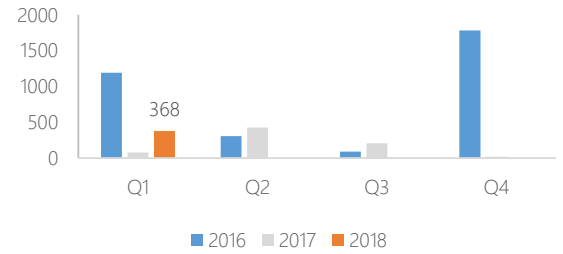


Average Sale Price per Unit



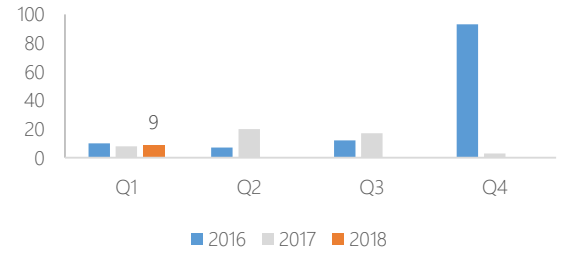
Number of Units Sold

Quarter	2016	2017	2018
Q1	1192	78	368
Q2	307	427	
Q3	90	205	
Q4	1781	21	



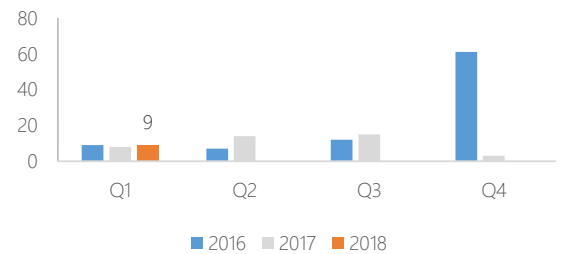
Number of Buildings Sold

Quarter	2016	2017	2018
Q1	10	8	9
Q2	7	20	
Q3	12	17	
Q4	93	3	

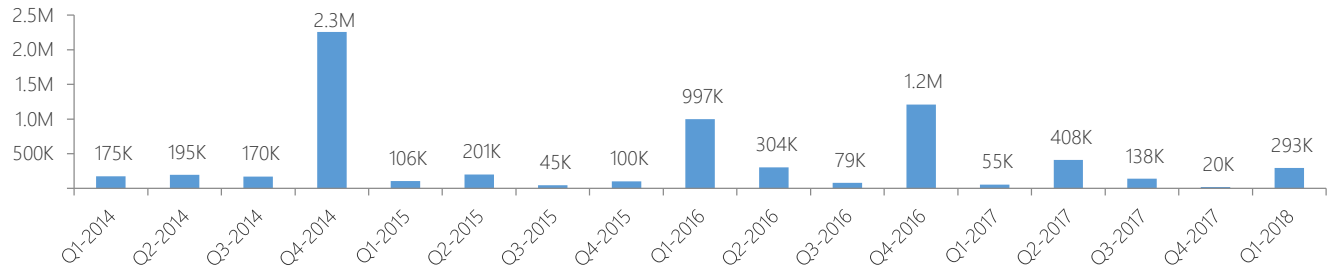


Number of Transactions

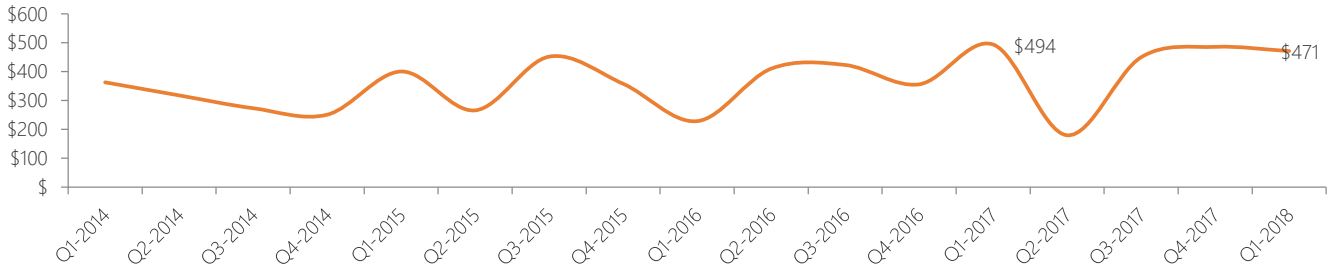
Quarter	2016	2017	2018
Q1	9	8	9
Q2	7	14	
Q3	12	15	
Q4	61	3	



Total Sq. Ft.



Average Sale Price per Square Foot

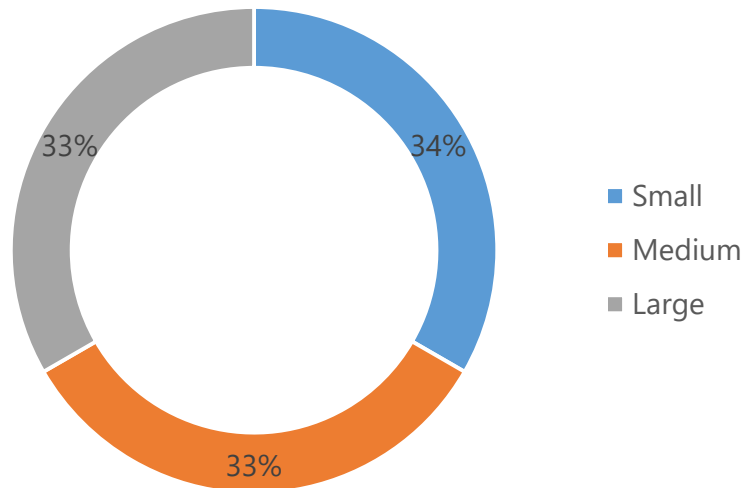


MULTIFAMILY SIZE

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	\$593,667	57%	\$545	9%	\$8,905,000	3	3	15
Medium	\$352,344	8%	\$553	13%	\$22,550,000	3	3	64
Large	\$368,858	-	\$452	-	\$106,599,827	3	3	289

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
1680 Madison Ave	22-Jan-18	\$57,000,000	Large multifamily	135	130,000	\$438	No
1274-1275 5 Ave	22-Feb-18	\$44,100,000	Large multifamily	54	56,670	\$778	No
238 E 106 St	28-Feb-18	\$14,250,000	Medium multifamily	29	10,200	\$1,397	No
315-334 E 103 St	31-Jan-18	\$5,499,827	Large multifamily	100	49,202	\$112	No
74 E 116 St	30-Jan-18	\$5,400,000	Medium multifamily	25	21,000	\$257	No
205 E 117 St	6-Mar-18	\$3,350,000	Small multifamily	4	6,049	\$554	No
150 E 106 St	8-Mar-18	\$3,050,000	Small multifamily	8	7,590	\$402	No
21 E 115 St	29-Mar-18	\$2,900,000	Medium multifamily	10	9,565	\$303	No
2011 5 Ave	9-Mar-18	\$2,505,000	Small multifamily	3	2,700	\$928	No



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THE RATNER TEAM



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Commercial & Residential
Brooklyn Expert

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Jessie Torres

NYC Condo, Co-op &
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Nate Pfaff

Residential Sales &
Rental Specialist

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- OFF Market Investment Properties in Brooklyn and Manhattan



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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

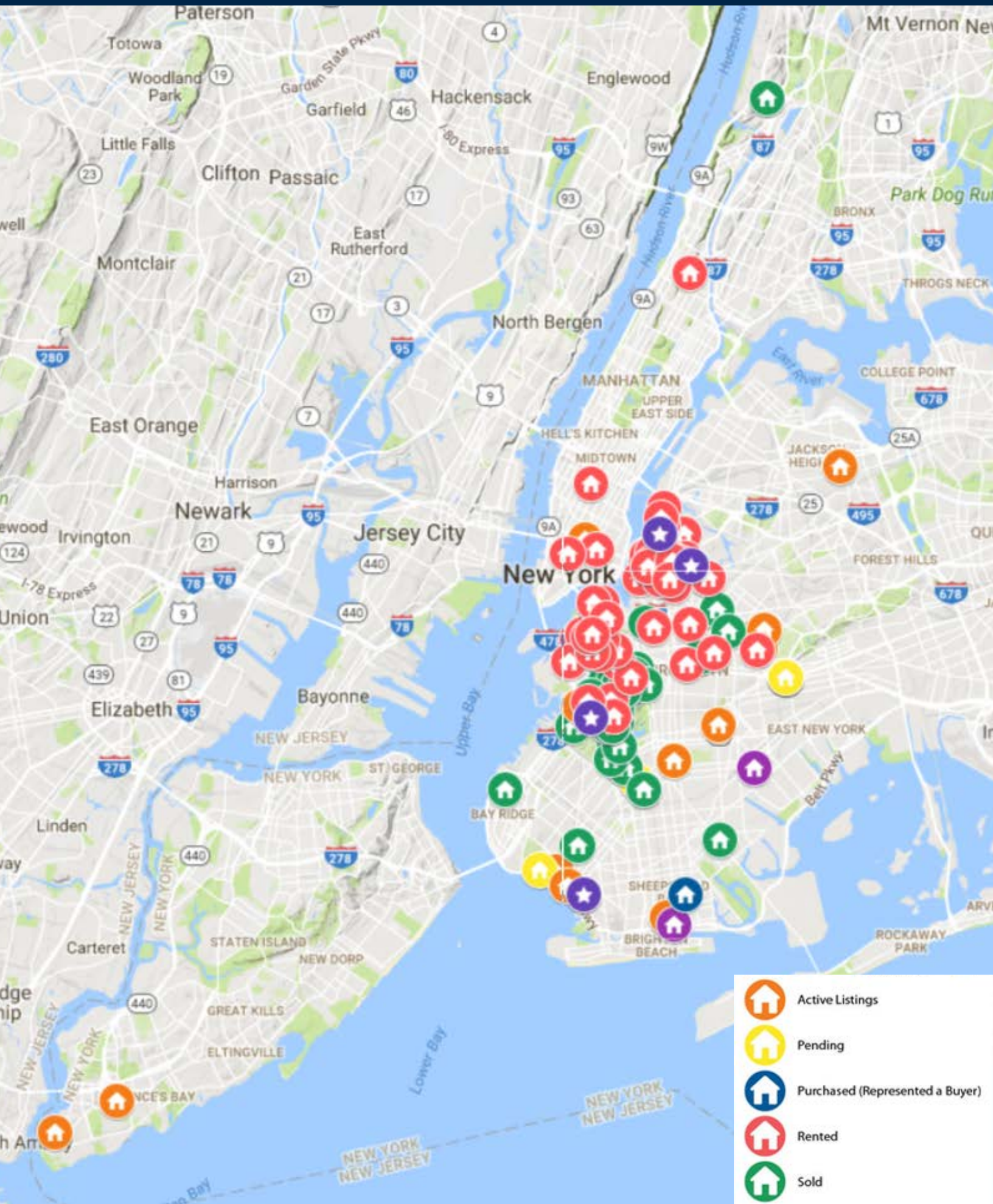
"David just recently landed me an amazing place in NYC. I was under a very limited amount of time to find a new home and David was able to find me an awesome new apartment for a great price and in an ideal location for work. The man knows how to operate in times of pressure and I'm proud to call him 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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-  Active Listings
-  Pending
-  Purchased (Represented a Buyer)
-  Rented
-  Sold



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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 |
| Door Experts | Hvac Professionals | Property Managers | Zoning & Land Use Experts |
| Electricians | | Renewable Energy Specialists | |

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