

MIDTOWN MANHATTAN

A quarterly analysis of multifamily sales
in Midtown Manhattan, Manhattan

1st Quarter 2018



The RATNER Team Market Report

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Multifamily Market Report, 1st Quarter 2018

Midtown Manhattan, Manhattan

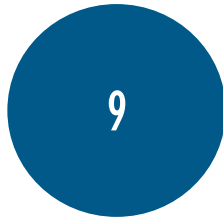
SUMMARY

SALES VOLUME



-72% YoY

NO. OF TRANSACTIONS



-53% YoY

AVERAGE PRICE/UNIT



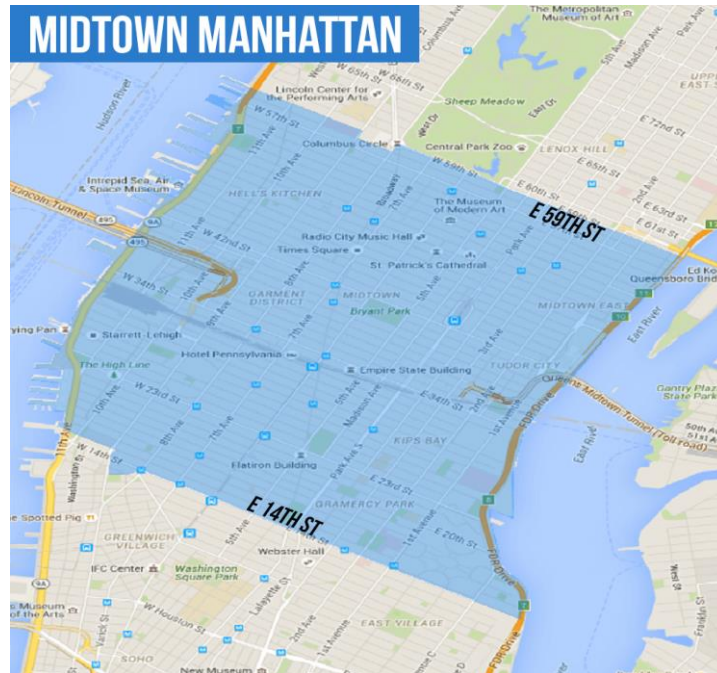
14% YoY

AVERAGE PRICE/SQ.FT.



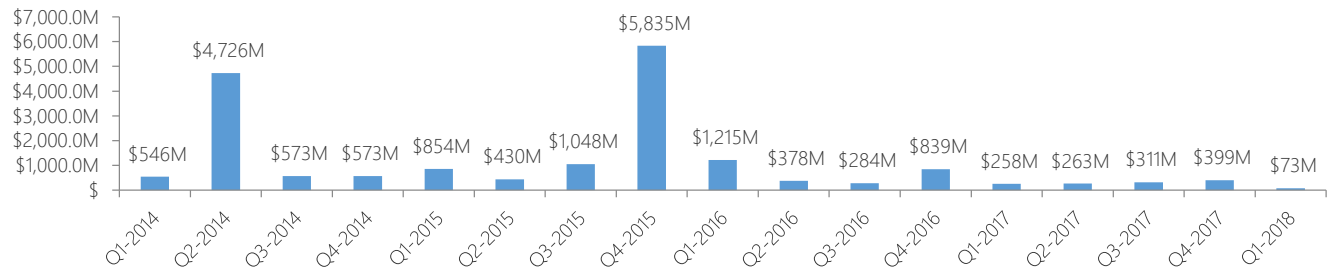
-5% YoY

NEIGHBORHOOD BOUNDARIES

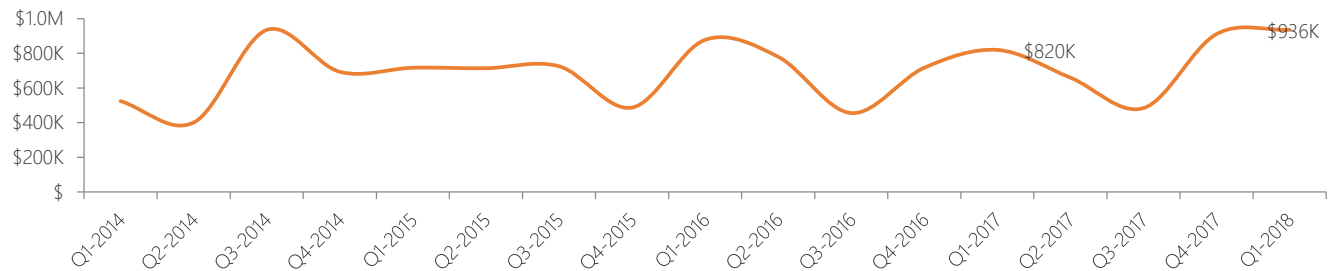


MULTIFAMILY STATS

Sales Volume

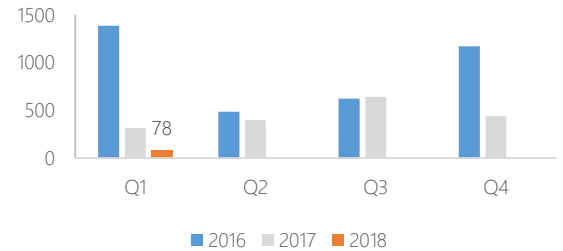


Average Sale Price per Unit



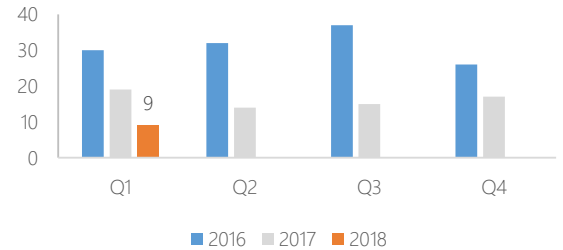
Number of Units Sold

Quarter	2016	2017	2018
Q1	1384	315	78
Q2	485	398	
Q3	623	642	
Q4	1171	438	



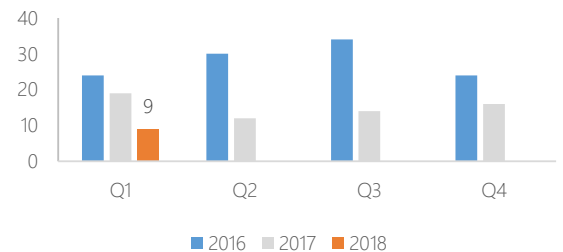
Number of Buildings Sold

Quarter	2016	2017	2018
Q1	30	19	9
Q2	32	14	
Q3	37	15	
Q4	26	17	

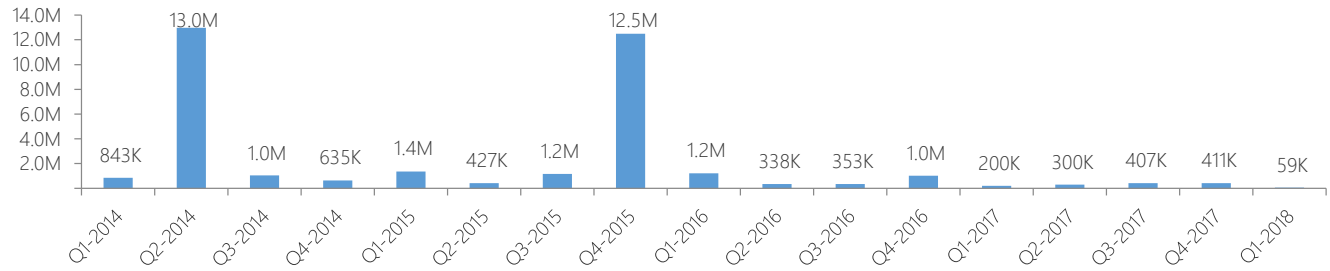


Number of Transactions

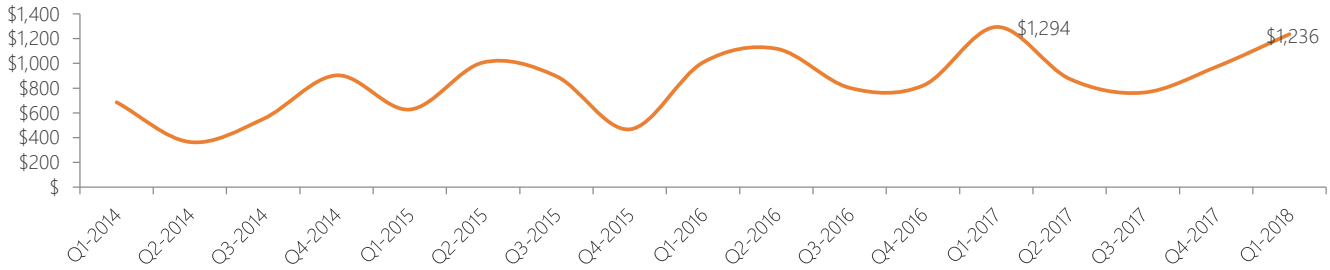
Quarter	2016	2017	2018
Q1	24	19	9
Q2	30	12	
Q3	34	14	
Q4	24	16	



Total Sq. Ft.



Average Sale Price per Square Foot

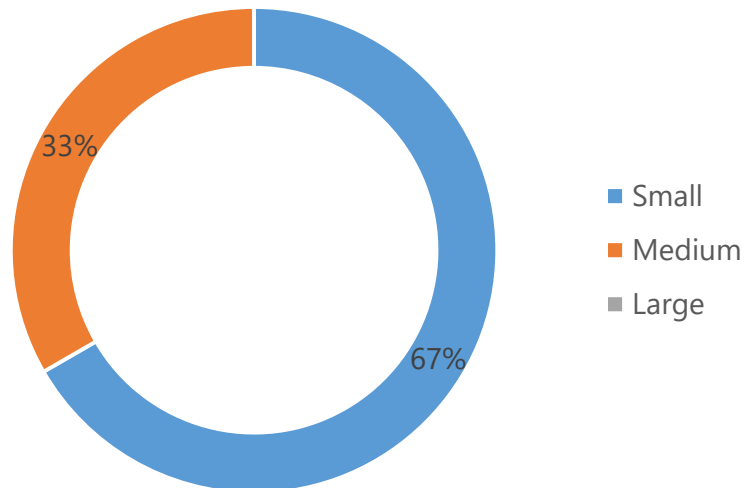


MULTIFAMILY SIZE

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	\$961,676	-26%	\$1,164	-24%	\$35,582,000	6	6	37
Medium	\$913,122	19%	\$1,313	0%	\$37,438,000	3	3	41
Large	-	-	-	-	\$0	0	0	0

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
151-153 8 Ave	7-Mar-18	\$18,350,000	Medium multifamily	18	14,375	\$1,277	No
459 W 43 St	24-Jan-18	\$11,200,000	Medium multifamily	13	6,640	\$1,687	No
118 E 18 St	28-Feb-18	\$9,618,000	Small multifamily	8	7,370	\$1,305	No
239 E 51 St	26-Feb-18	\$7,888,000	Medium multifamily	10	7,500	\$1,052	No
27 E 20 St	2-Feb-18	\$7,250,000	Small multifamily	5	3,751	\$1,933	No
118 E 19 St	10-Jan-18	\$7,164,000	Small multifamily	9	6,750	\$1,061	No
362 W 30 St	1-Feb-18	\$4,400,000	Small multifamily	4	2,445	\$1,800	No
337 E 54 St	12-Jan-18	\$3,900,000	Small multifamily	7	5,215	\$748	No
406 W 52 St	8-Feb-18	\$3,250,000	Small multifamily	4	5,040	\$645	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

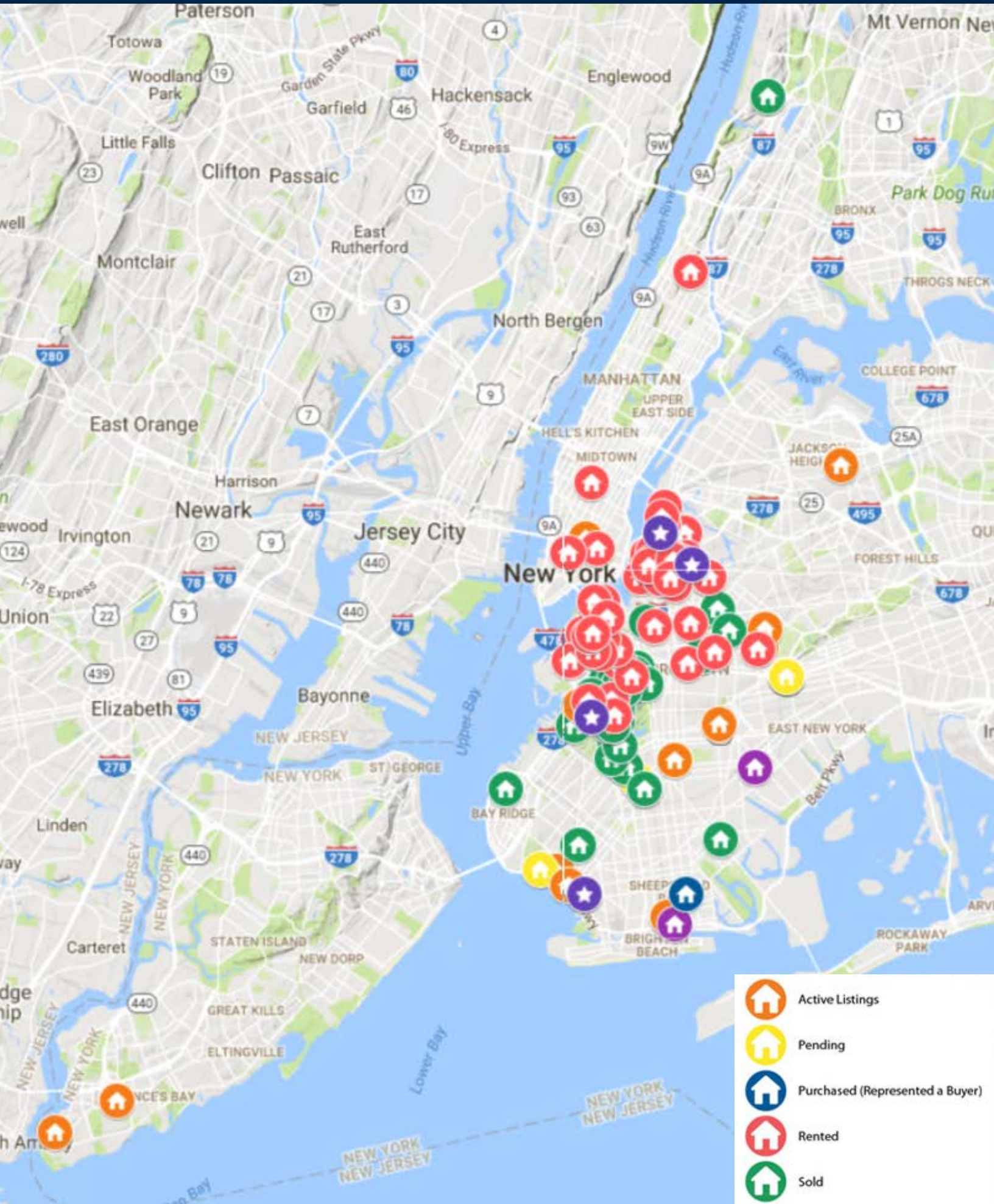
"David just recently landed me an amazing place in NYC. I was under a very limited amount of time to find a new home and David was able to find me an awesome new apartment for a great price and in an ideal location for work. The man knows how to operate in times of pressure and I'm proud to call him 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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|---------------------------------|------------------------------|--------------------------------|-------------------------------------|
| 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 |
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| CO Experts | Home Automation Specialists | Painters & Plasterers | Wealth Managers |
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THE BROOKLYN MADE SHOW

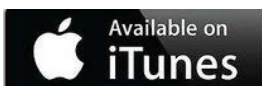
From The Ratner Team, this is the Brooklyn Made Podcast, a show about Brooklyn real estate, entrepreneurs, businesses and the professionals behind one of the hottest real estate markets in the world.

The Brooklyn Made Show is a one-stop shop for anyone interested in New York Real Estate, Entrepreneurship, and Business. On the show, you'll learn valuable insights from New York's industry leaders.

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