

UPTOWN MANHATTAN

A quarterly analysis of multifamily sales
in Uptown Manhattan, Manhattan

3rd Quarter 2017



The RATNER Team Market Report

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Multifamily Market Report, 3rd Quarter 2017

Uptown Manhattan, Manhattan

SUMMARY

SALES VOLUME

\$413.3M

10% YoY

NO. OF TRANSACTIONS

52

-16% YoY

AVERAGE PRICE/UNIT

\$322K

55% YoY

AVERAGE PRICE/SQ.FT.

\$369

40% YoY

NEIGHBORHOOD BOUNDARIES

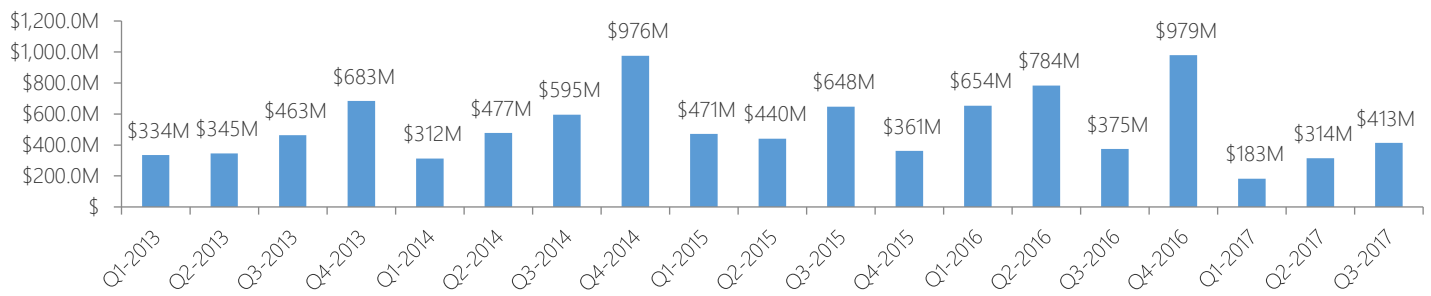


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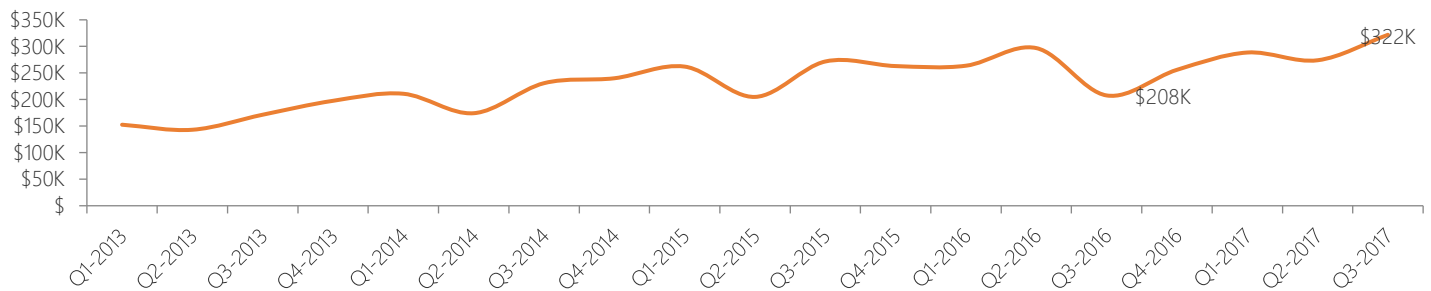
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MULTIFAMILY STATS

Sales Volume

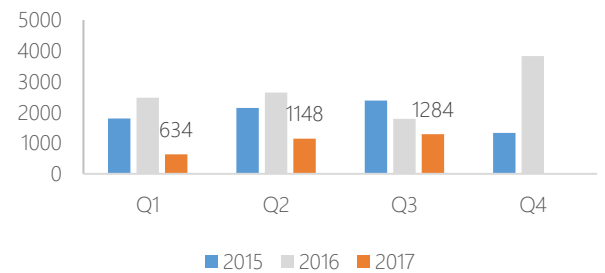


Average Sale Price per Unit



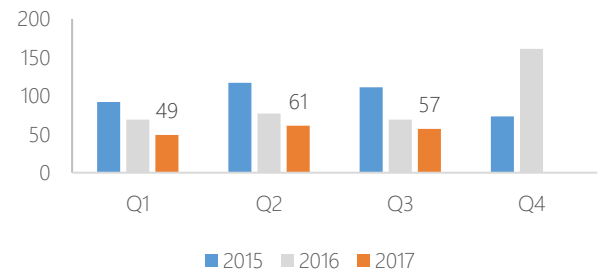
Number of Units Sold

Quarter	2015	2016	2017
Q1	1799	2472	634
Q2	2145	2642	1148
Q3	2379	1792	1284
Q4	1327	3824	



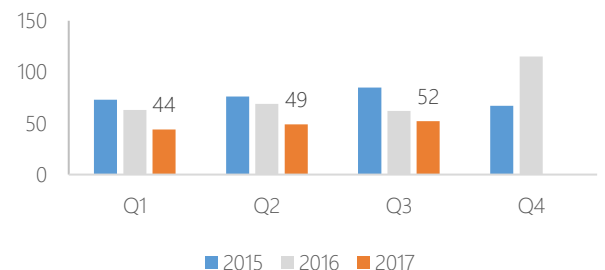
Number of Buildings Sold

Quarter	2015	2016	2017
Q1	92	69	49
Q2	117	77	61
Q3	111	69	57
Q4	73	161	

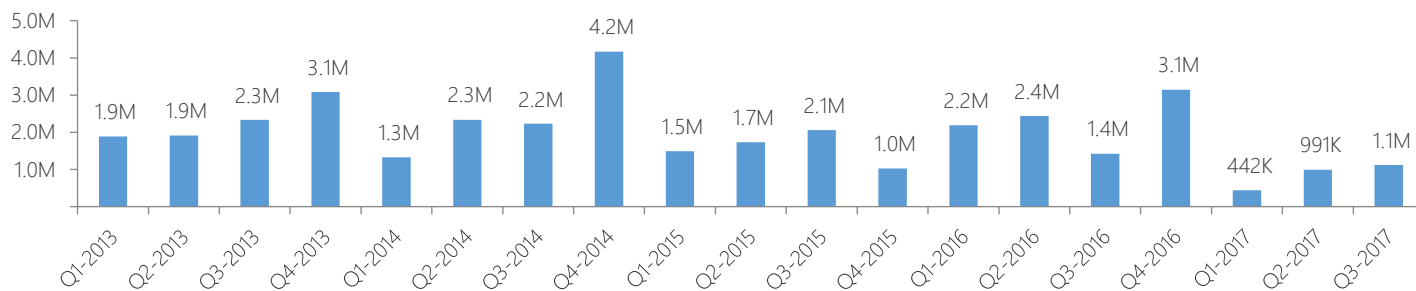


Number of Transactions

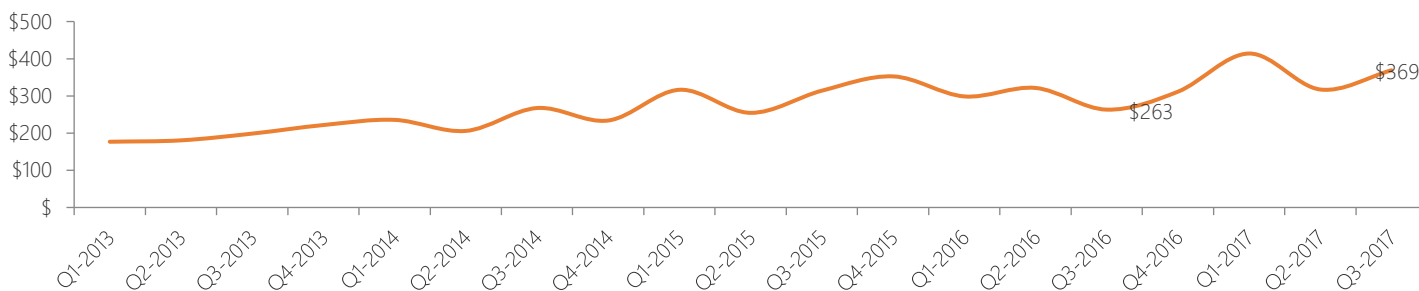
Quarter	2015	2016	2017
Q1	73	63	44
Q2	76	69	49
Q3	85	62	52
Q4	67	115	



Total Sq. Ft.



Average Sale Price per Square Foot

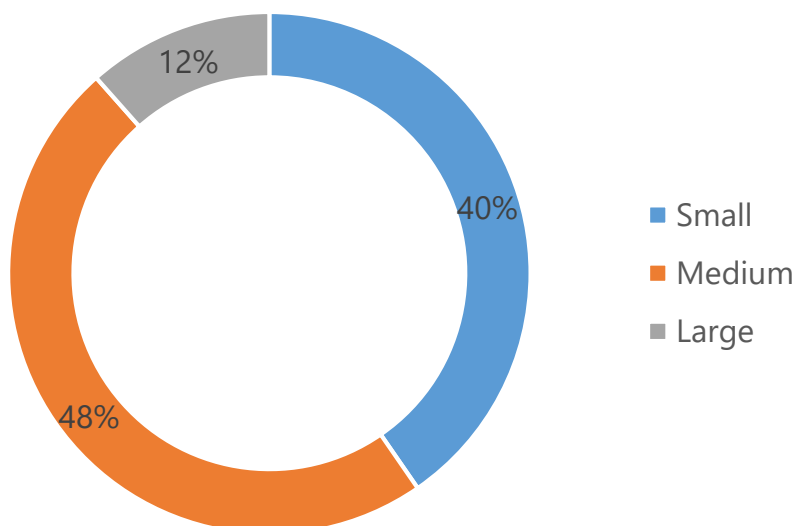


MULTIFAMILY SIZE

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	\$488,990	28%	\$613	23%	\$45,965,037	21	22	94
Medium	\$273,780	16%	\$364	20%	\$190,825,000	25	28	697
Large	\$358,074	133%	\$338	78%	\$176,530,400	6	7	493

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
200 Haven Ave	27-Jul-17	\$41,000,000	Large multifamily	95	124,789	\$329	No
385 Ft Washington Ave	6-Jul-17	\$40,100,000	Large multifamily	67	56,850	\$353	Yes
395 Ft Washington Ave	6-Jul-17	\$40,100,000	Large multifamily	56	56,850	\$353	Yes
676-678 Riverside Dr	3-Aug-17	\$32,000,000	Large multifamily	74	102,068	\$314	No
326 Ft Washington Ave	14-Sep-17	\$30,800,000	Large multifamily	78	76,536	\$402	No
612 W 144 St	3-Aug-17	\$25,000,000	Large multifamily	68	51,570	\$485	No
1090 St Nicholas Ave	14-Jul-17	\$21,150,000	Medium multifamily	42	51,550	\$410	No
316 E 117 St	24-Aug-17	\$15,750,000	Medium multifamily	18	13,200	\$373	Yes
322 E 117 St	24-Aug-17	\$15,750,000	Medium multifamily	29	14,508	\$373	Yes
326 E 117 St	24-Aug-17	\$15,750,000	Medium multifamily	29	14,508	\$373	Yes
390 Wadsworth Ave	14-Sep-17	\$12,500,000	Medium multifamily	42	50,000	\$250	No
130 Wadsworth Ave	10-Aug-17	\$11,925,000	Medium multifamily	31	35,582	\$335	No
230 E 124 St	29-Aug-17	\$11,700,000	Medium multifamily	20	20,448	\$572	No
560 W 174 St	22-Aug-17	\$11,600,000	Medium multifamily	42	31,860	\$364	No
84 Wadsworth Ave	18-Sep-17	\$11,550,000	Medium multifamily	25	23,710	\$301	Yes
82 Wadsworth Ave	18-Sep-17	\$11,550,000	Medium multifamily	21	14,665	\$301	Yes
656 St Nicholas Ave	2-Aug-17	\$10,000,000	Medium multifamily	30	20,640	\$484	No
1661-1663 Park Ave	24-Aug-17	\$9,000,000	Medium multifamily	37	22,434	\$401	No
70 Post Ave	27-Sep-17	\$8,493,333	Medium multifamily	40	30,400	\$279	No
570 W 182 St	12-Jul-17	\$7,900,000	Medium multifamily	25	18,350	\$431	No
517 W 180 St	12-Jul-17	\$7,900,000	Medium multifamily	25	16,955	\$466	No
3291 Broadway	6-Jul-17	\$7,630,400	Large multifamily	55	53,340	\$143	No
302 W 114 St	25-Aug-17	\$7,150,000	Medium multifamily	20	8,915	\$802	No
520 W 204 St	27-Sep-17	\$6,776,667	Medium multifamily	32	20,330	\$333	No
1484-1486 Amsterdam Ave	5-Sep-17	\$5,900,000	Medium multifamily	30	15,929	\$370	No
569 Academy St	11-Jul-17	\$5,700,000	Medium multifamily	25	13,265	\$430	No
164 E 105 St	10-Aug-17	\$5,280,000	Small multifamily	4	5,110	\$1,033	No
87 Post Ave	27-Sep-17	\$4,330,000	Medium multifamily	20	14,490	\$299	No
123 W 119 St	13-Sep-17	\$4,150,000	Small multifamily	3	5,090	\$815	No
467 W 164 St	12-Sep-17	\$4,000,000	Medium multifamily	21	9,795	\$408	No
2918 Fredrick Douglass Blvd	18-Sep-17	\$3,650,000	Medium multifamily	10	7,700	\$474	No
218 Lenox Ave	8-Aug-17	\$3,550,000	Small multifamily	4	4,804	\$739	No
151 W 228 St	18-Jul-17	\$3,470,000	Medium multifamily	20	14,320	\$242	No
33 Mt Morris Park W	15-Sep-17	\$2,800,000	Medium multifamily	10	6,156	\$455	No
318 W 113 St	1-Sep-17	\$2,776,996	Small multifamily	3	3,200	\$868	No
1984 Madison Ave	11-Aug-17	\$2,597,000	Small multifamily	4	4,400	\$590	No
163 E 107 St	7-Jul-17	\$2,550,000	Small multifamily	5	4,140	\$616	No
154 E 109 St	13-Jul-17	\$2,470,000	Medium multifamily	10	4,809	\$514	No
175 W 126 St	11-Aug-17	\$2,390,000	Small multifamily	3	2,646	\$903	No
421 E 118 St	29-Sep-17	\$2,310,000	Small multifamily	3	2,450	\$943	No
325 W 112 St	21-Aug-17	\$2,200,000	Medium multifamily	12	3,332	\$660	No
57 E 118 St	12-Sep-17	\$2,150,000	Small multifamily	3	4,000	\$538	No
159-161 W 228 St	18-Jul-17	\$2,110,000	Medium multifamily	21	12,670	\$167	No
207 W 136 St	30-Aug-17	\$1,962,500	Small multifamily	4	4,260	\$461	No
194 W 134 St	26-Jul-17	\$1,920,000	Small multifamily	3	3,320	\$578	No
342 E 120 St	18-Aug-17	\$1,800,000	Small multifamily	5	3,600	\$500	No
455 Lenox Ave	13-Sep-17	\$1,800,000	Small multifamily	5	3,060	\$303	Yes
457 Lenox Ave	13-Sep-17	\$1,800,000	Small multifamily	5	2,880	\$303	Yes
314 W 138 St	31-Aug-17	\$1,595,790	Small multifamily	6	3,536	\$451	No
329 E 118 St	13-Sep-17	\$1,500,000	Small multifamily	4	562	\$2,669	No



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Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
5 E 124 St	31-Aug-17	\$1,500,000	Small multifamily	8	2,994	\$501	No
35 W 128 St	7-Aug-17	\$1,431,326	Small multifamily	4	2,058	\$695	No
511 W 173 St	22-Aug-17	\$1,350,000	Small multifamily	4	2,817	\$479	No
217 E 115 St	27-Jul-17	\$1,275,000	Small multifamily	4	2,697	\$473	No
405 E 117 St	2-Aug-17	\$1,260,000	Small multifamily	7	4,730	\$266	No
524 W 175 St	8-Aug-17	\$816,425	Small multifamily	3	2,592	\$315	No
337 E 115 St	25-Aug-17	\$800,000	Medium multifamily	10	13,125	\$61	No



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THE RATNER TEAM



David Ratner

Commercial & Residential
Brooklyn Expert



Jessie Torres

NYC Condo, Co-op &
New Development Expert



Sandra Levykh

Residential Sales &
Rental Specialist



Nate Pfaff

Residential Sales &
Rental Specialist



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David Ratner

Commercial & Residential
Brooklyn Expert

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 confidentiality 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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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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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 you 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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Delivering happiness one home at a time



Nate Pfaff

Residential Sales &
Rental Specialist

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

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.

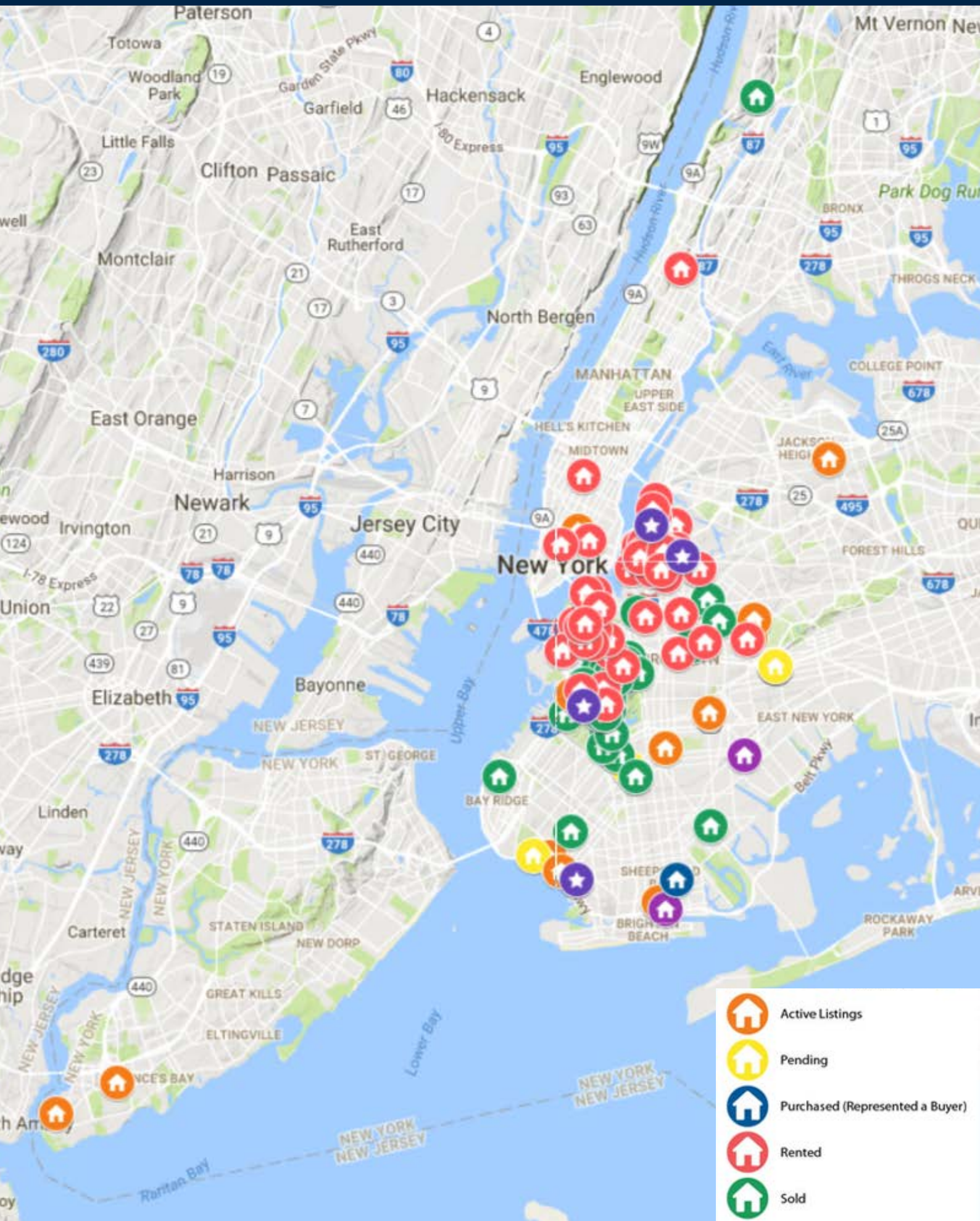
We serve all of NYC's famous boroughs, though particularly specialize in the bubbling borough of Brooklyn which in many ways has overtaken Manhattan as the place to live, work, and play.

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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Architects	Exterminators	Kitchen & Bathroom Specialists	Rubbish Removal Companies
Artist & Artisans	Fences & Gates Specialists	Landscape Design	School Consultants
Attorneys	Fireplaces	Landscapers & Gardeners	Spiritual Experts
Bankers	Floor & Carpet Professionals	Lawn & Sprinklers Experts	Stair Building & Repair Specialists
Cabinets	Furniture	Lighting Experts	Stone & Tile Professionals
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Closet Designers	Handymen	Painters & Plasteres	Wealth Managers
CO Experts	Home Automation Specialists	Plumbing Contractors	Window Professionals
Decks & Patios Specialists	Home Security Installers	Property Compliance	Wine Cellars
Demolition Experts	Home Stagers	Property Managers	Zoning & Land Use Experts
Door Experts	Hvac Professionals	Renewable Energy Specialists	
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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.

www.TheBrooklynMadeShow.com



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