

WASHINGTON HEIGHTS

A quarterly analysis of multifamily sales
in Washington Heights, Manhattan

3rd Quarter 2017



The RATNER Team Market Report

o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com

Multifamily Market Report, 3rd Quarter 2017

Washington Heights, Manhattan

SUMMARY

SALES VOLUME

\$202.6M

76% YoY

NO. OF TRANSACTIONS

13

-13% YoY

AVERAGE PRICE/UNIT

\$351K

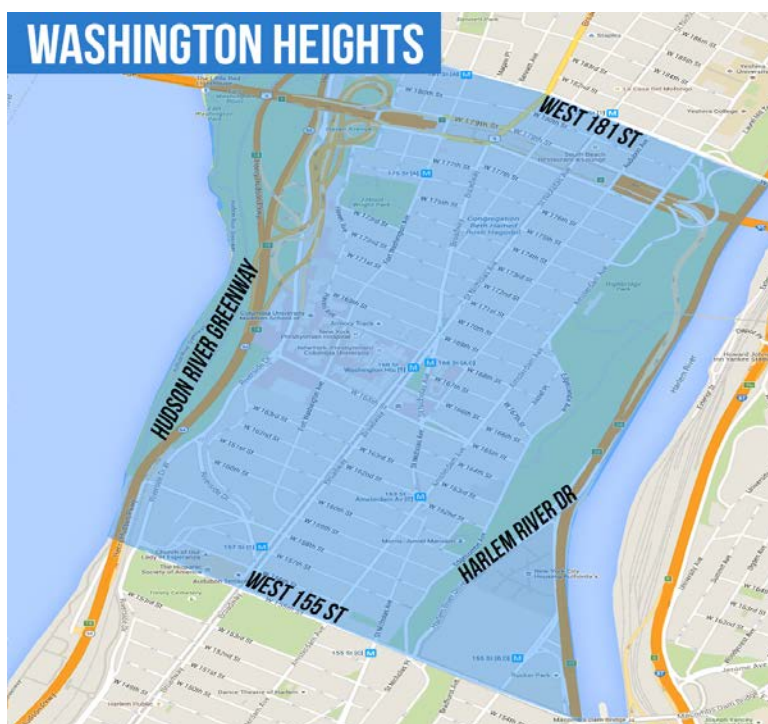
40% YoY

AVERAGE PRICE/SQ.FT.

\$354

17% YoY

NEIGHBORHOOD BOUNDARIES

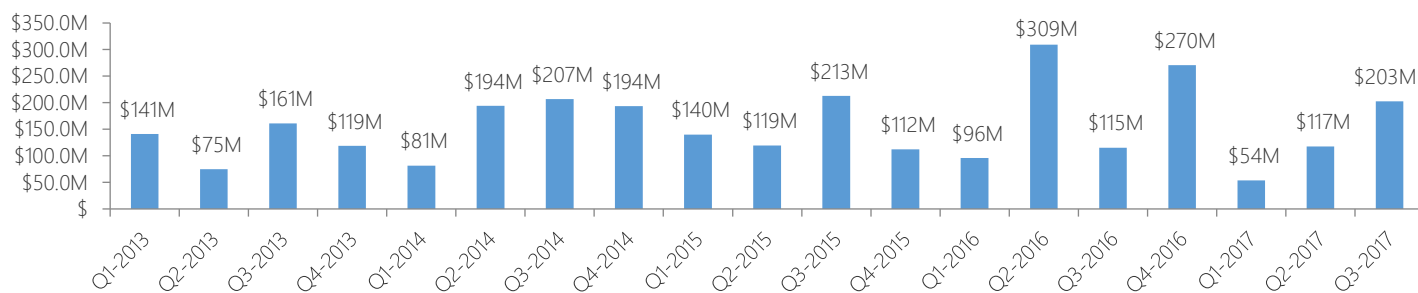


The RATNER Team Market Report

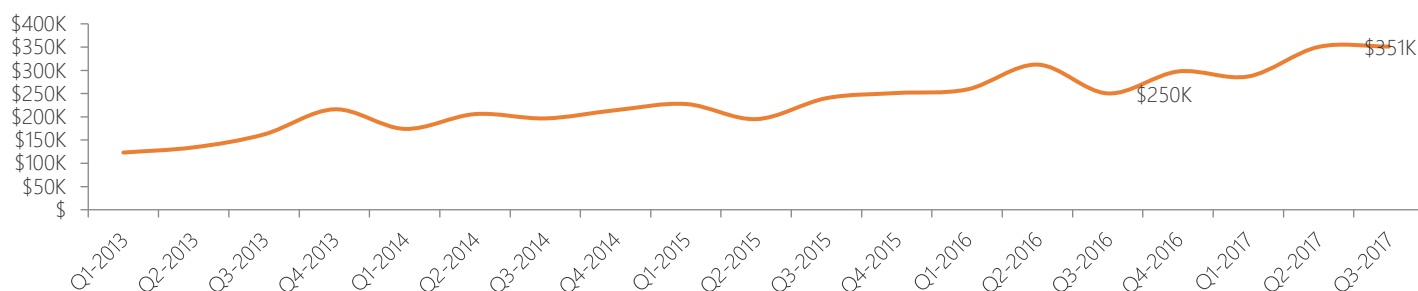
o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com

MULTIFAMILY STATS

Sales Volume

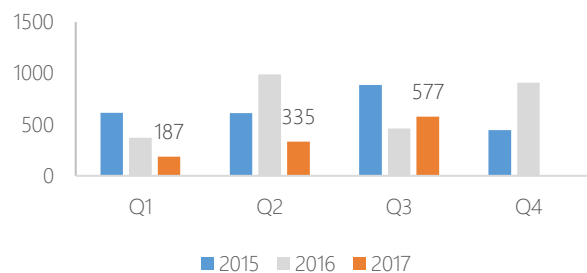


Average Sale Price per Unit



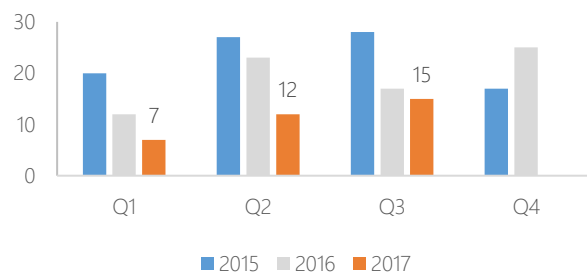
Number of Units Sold

| Quarter | 2015 | 2016 | 2017 |
|---------|------|------|------|
| Q1 | 614 | 371 | 187 |
| Q2 | 612 | 990 | 335 |
| Q3 | 886 | 461 | 577 |
| Q4 | 447 | 909 | |



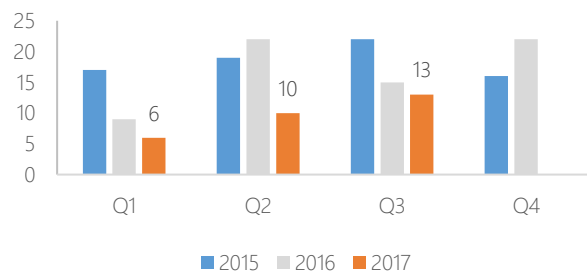
Number of Buildings Sold

| Quarter | 2015 | 2016 | 2017 |
|---------|------|------|------|
| Q1 | 20 | 12 | 7 |
| Q2 | 27 | 23 | 12 |
| Q3 | 28 | 17 | 15 |
| Q4 | 17 | 25 | |

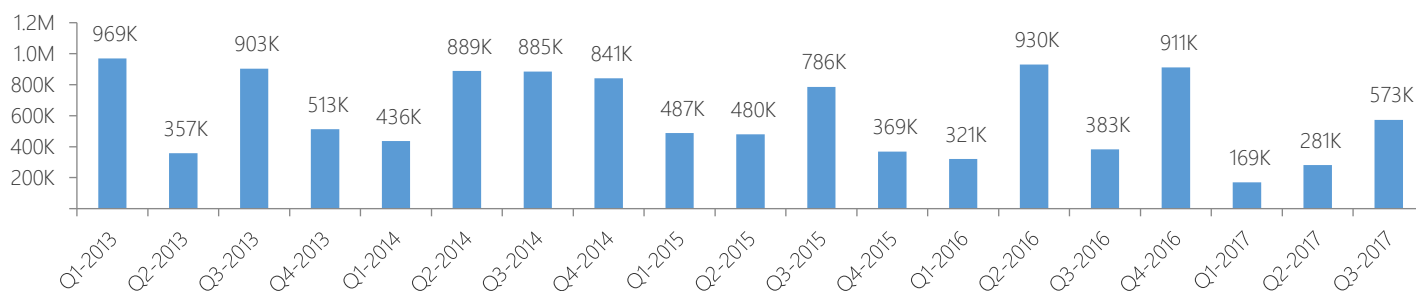


Number of Transactions

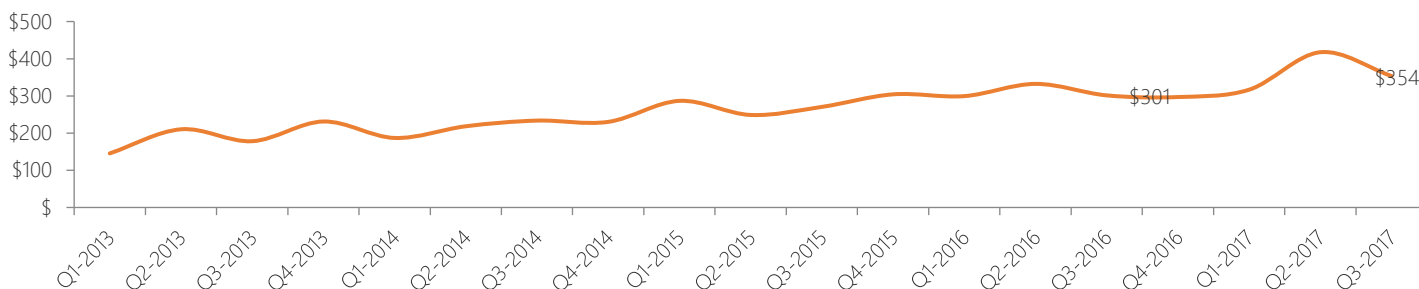
| Quarter | 2015 | 2016 | 2017 |
|---------|------|------|------|
| Q1 | 17 | 9 | 6 |
| Q2 | 19 | 22 | 10 |
| Q3 | 22 | 15 | 13 |
| Q4 | 16 | 22 | |



Total Sq. Ft.



Average Sale Price per Square Foot

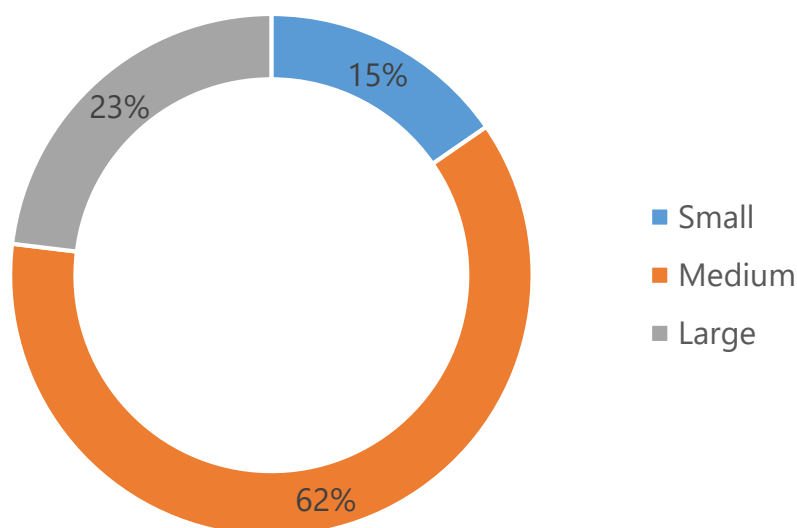


MULTIFAMILY SIZE

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 | \$309,489 | 64% | \$401 | 18% | \$2,166,425 | 2 | 2 | 7 |
| Medium | \$323,084 | 31% | \$351 | 15% | \$88,525,000 | 8 | 9 | 274 |
| Large | \$378,041 | 31% | \$355 | 29% | \$111,900,000 | 3 | 4 | 296 |

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 |
| 326 Ft Washington Ave | 14-Sep-17 | \$30,800,000 | Large multifamily | 78 | 76,536 | \$402 | No |
| 1090 St Nicholas Ave | 14-Jul-17 | \$21,150,000 | Medium multifamily | 42 | 51,550 | \$410 | No |
| 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 |
| 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 |
| 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 |
| 467 W 164 St | 12-Sep-17 | \$4,000,000 | Medium multifamily | 21 | 9,795 | \$408 | No |
| 511 W 173 St | 22-Aug-17 | \$1,350,000 | Small multifamily | 4 | 2,817 | \$479 | No |
| 524 W 175 St | 8-Aug-17 | \$816,425 | Small multifamily | 3 | 2,592 | \$315 | No |



The RATNER Team Market Report

o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com

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



The RATNER Team Market Report

o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com



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"



The RATNER Team Market Report

o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com



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.



The RATNER Team Market Report

o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com



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"



The RATNER Team Market Report

o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com

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.

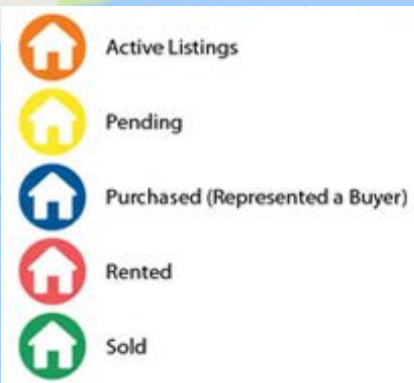
We serve all of NYC's famous boroughs, though particularly specialize in the bubbling borough of Brooklyn which in many ways has overtaken Manhattan as the place to live, work, and play.

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.



The RATNER Team Market Report

o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com





| | | | |
|---------------------------------|------------------------------|--------------------------------|-------------------------------------|
| 1031 Qualified Intermediary | Estate Planing | Interior Designers | Restoration Specialists |
| Appraisers & Inspectors | Expeditors | Ironwork Professionals | Roofers |
| 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 |
| Carpenters | Garage & Drivaway | Locksmith | Structural Engineers |
| Chimney & Fireplace Specialists | General Contractors | Mortgage Professionals | Surveyors |
| Cleaners | Glass & Shower Doors | Moving & Storage Experts | Title Companies |
| 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 | |
| Electricians | Insurance Agents | Renovation Professionals | |

www.RatnerTeamVendors.com



The RATNER Team Market Report

o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.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.

www.TheBrooklynMadeShow.com



The RATNER Team Market Report

o: 718-747-8215 | c: 347-501-0860 | e: Contact@TheRatnerTeam.com