

Elliman Report

Q3-2020 Manhattan, NY Sales

Co-Op & Condo Dashboard

YEAR-OVER-YEAR

+ **7.3%**
Prices
Median Sales Price

+ **11.7** mos
Pace
Months of Supply

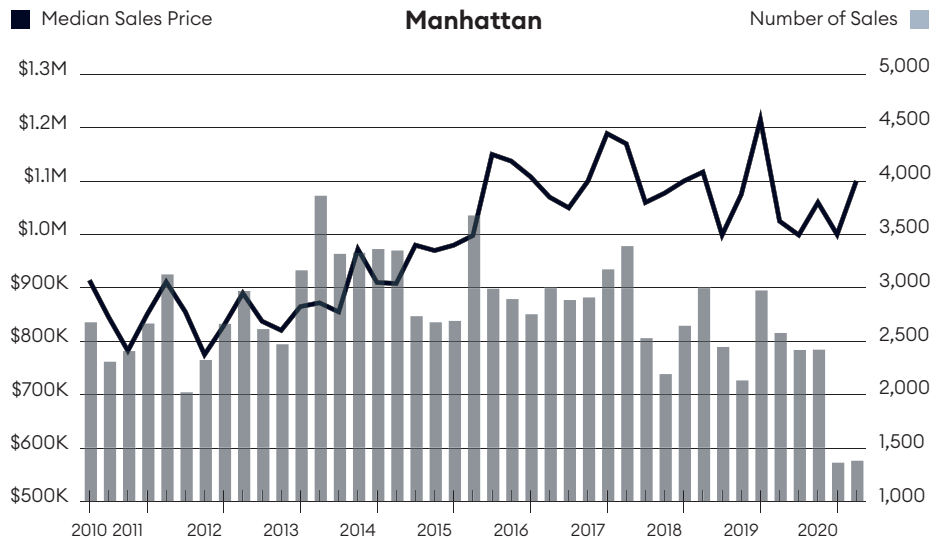
- **46.3%**
Sales
Closed Sales

+ **26.8%**
Inventory
Total Inventory

+ **52** days
Marketing Time
Days on Market

+ **3.8%**
Negotiability
Listing Discount

- The COVID-19 market shutdown caused the number of sales to decline year over year by roughly half for the second straight quarter
- The largest annual decline in sales occurred in smaller apartments, skewing overall price trends higher
- The market saw the highest listing inventory total and slowest market pace since 2009



Manhattan Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$2,179,777	15.9%	\$1,881,512	31.6%	\$1,656,395
Average Price Per Sq Ft	\$1,532	-6.7%	\$1,642	0.5%	\$1,524
Median Sales Price	\$1,100,000	10.0%	\$1,000,000	7.3%	\$1,025,000
New Development	\$2,886,098	8.5%	\$2,660,000	17.8%	\$2,449,020
Re-Sale	\$920,000	-1.1%	\$930,000	0.5%	\$915,000
Number of Sales (Closed)	1,375	1.3%	1,357	-46.3%	2,562
Days on Market (From Last List Date)	143	15.3%	124	57.1%	91
Listing Discount (From Last List Price)	8.9%		7.9%		5.1%
Listing Inventory	9,319	49.7%	6,225	26.8%	7,352
Months of Supply	20.3	47.1%	13.8	136.0%	8.6
Year-to-Date	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price (YTD)	\$1,964,233	N/A	N/A	0.5%	\$1,955,044
Average Price per Sq Ft (YTD)	\$1,564	N/A	N/A	-10.1%	\$1,740
Median Sales Price (YTD)	\$1,055,000	N/A	N/A	-4.5%	\$1,104,901
Number of Sales (YTD)	5,139	N/A	N/A	-32.8%	7,644

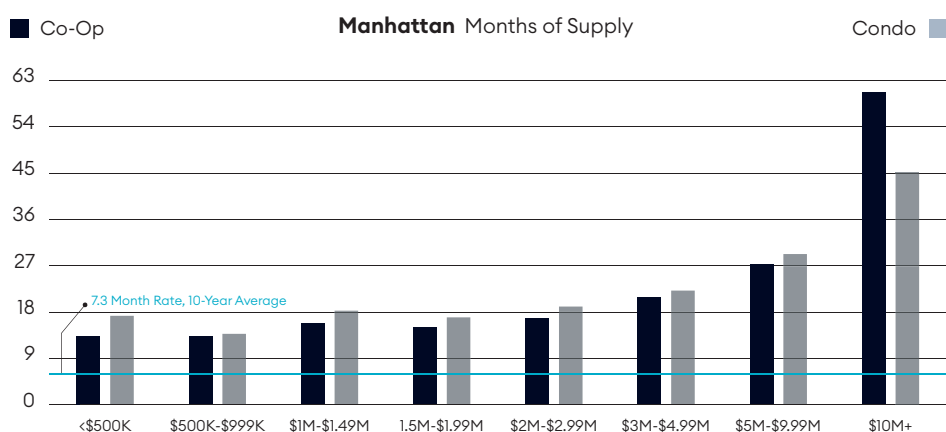
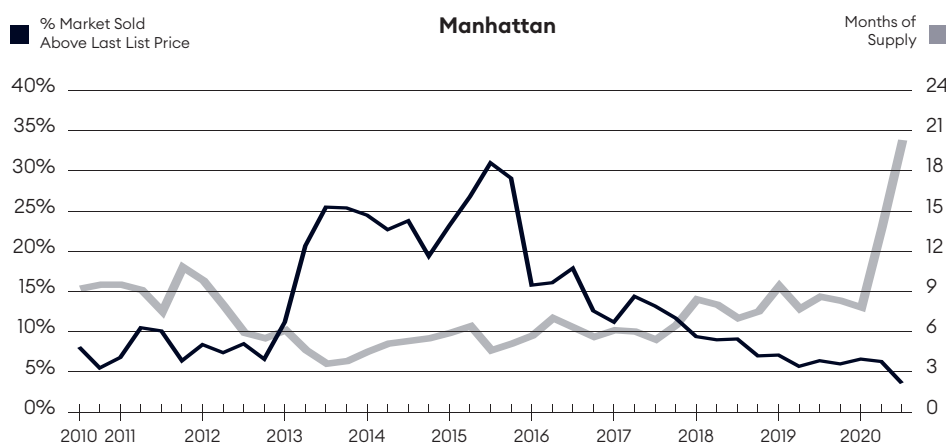
This quarterly report largely reflects sales contracts that were signed during and after the COVID lockdown that ended in late June. The quarter began just over a week after the COVID lockdown ended, and the number of closed sales edged up slightly from the previous quarter. The year over year rate of decline in closed sales was somewhat less than the previous quarter.

The signed contracts during the lockdown comprised a large part of the quarterly closings. The number of sales fell 46.3% to 1,375 from the same period last year, the second most significant year over year decline in eleven years after the previous quarter decline of 54.1%. Over the past decade, third-quarter sales averaged 3,015 or roughly double the current quarter result.



Prepared by Miller Samuel Real Estate Appraisers & Consultants

In a change from the prior quarter pattern, sales above the \$5 million threshold fell less as a percentage than the number of sales below the same threshold. The number of sales above the threshold fell 23.2% year over year, and the sales below the threshold fell 47.4% year over year. Listing inventory rose to its fifth-highest level in two decades to 9,319. The record was reached in the first quarter of 2009 at 10,445. The year over year growth of active listing inventory in the resale market jumped 29.9% while the new development gain over the same period was 6.1%. New development listing inventory that is not placed on the market is referred to as “shadow” and is not part of these totals because they are not available for sale. Resale inventory has been surging largely because of the pent-up supply accumulated during the spring lockdown and the slow rise of sales at present since activity bottomed last April. The months of supply, the number of months to sell all listings at the current sales rate, was 20.3 months – a pace more than twice as slow as the year-ago pace of 8.6 months. The record slowest pace was 26.2 months over the past two decades, set in the first quarter of 2009 during the financial crisis. The days on market, the average number of days from the last listing date to contract date that closed during the quarter, was 143 days, the longest marketing time since 2012. Since the year-ago days on market was 91 days, marketing time expanded 57.1% over the past year. Listing discount, the percentage difference between the list price at the time of sale and the sales price continued to show the most negotiability in a decade, rising to an eleven-year high of 8.9% from 5.1% in the prior-year quarter. The rise in negotiability is consistent with the increase in listing inventory and the decline in sales. The starter markets’ softening activity ended up skewing the average square footage of a Manhattan apartment sale upward by 30.9% to 1,423 square feet, 14.9% above the decade average of 1,239 square feet. As a result, the average sales price and the median sales price were skewed 31.6% and 7.3%, higher respectively, with the average price per square foot, seeing a nominal rise of 0.5%. These price increases reflected a shift in the mix of what was sold and do not represent a housing market with rising prices. The median sales price rose to \$1,100,000, and the average sales price returned above the \$2 million threshold. New development sales declined at a slower rate than the resale market and accounted for 15.6% of the Manhattan sales share, just above the third quarter decade average of 12.5%. Despite lower sales and more listing inventory, bidding wars still occurred across the market using a proxy of sales that sold above the last list price. The overall Manhattan market share of bidding wars was 3.6%, the lowest level in more than eleven years, and well below the 31% average of five years ago. Luxury sales, the top ten percent of all sales, saw a bidding war market share of 1.6% while non-luxury sales totaled 3.8%.



Re-Sales

- Median sales price edged up nominally as the mix of closings saw more significant declines in the lower price tranches
- Listing inventory totals reached their highest level in nearly fourteen years of tracking
- Bidding wars fell to their lowest market share level in almost five years of tracking

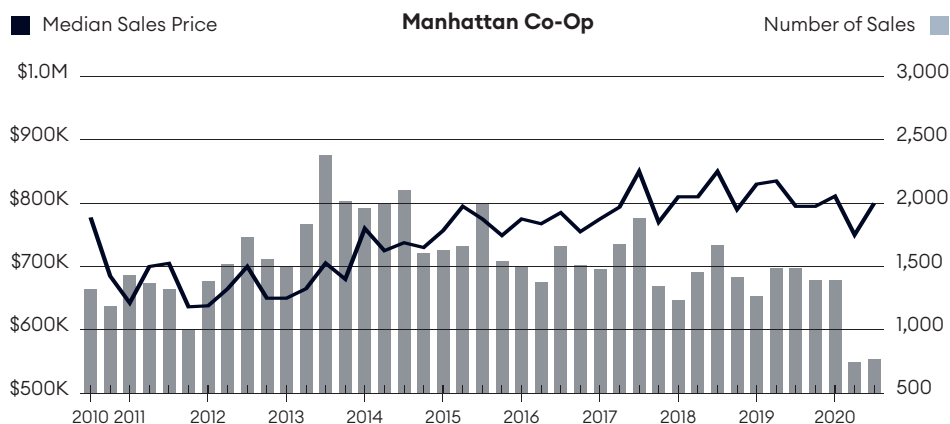
Re-Sales Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$1,500,227	-6.6%	\$1,606,534	14.1%	\$1,314,326
Average Price per Sq Ft	\$1,269	-13.1%	\$1,461	-0.6%	\$1,277
Median Sales Price	\$920,000	-1.1%	\$930,000	0.5%	\$915,000
Number of Sales (Closed)	1,161	-4.7%	1,218	-47.4%	2,209
Days on Market (From Last List Date)	132	8.2%	122	50.0%	88
Listing Discount (From Last List Price)	8.9%		7.8%		5.7%
Listing Inventory	8,276	56.6%	5,286	29.9%	6,369
Months of Supply	21.4	64.6%	13.0	148.8%	8.6
Sales Share of Overall Market	84.4%		89.8%		86.2%

This sub-category analyzes all co-op & condo re-sales available. The data is also contained within the co-op & condo markets presented.

Co-Op

- The number of sales declined annually by roughly half for the second straight quarter
- Listing inventory rose year over year by its highest rate in twelve years
- The average size of sale expanded, causing median sales price to increase annually for the first time in three quarters

Co-op Mix	Sales Share	Median Sales Price
Studio	14.8%	\$405,000
1-Bedroom	42.3%	\$685,000
2-Bedroom	27.9%	\$1,245,000
3-Bedroom	11.0%	\$1,973,150
4+ Bedroom	3.9%	\$3,725,000

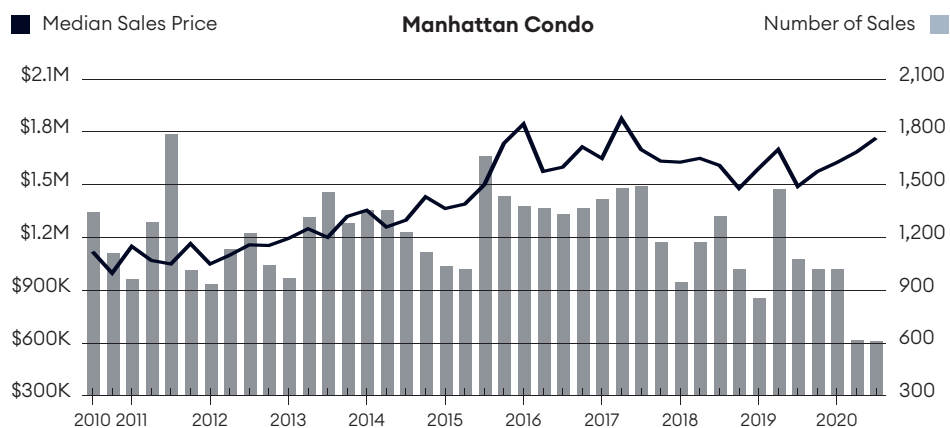


Co-Op Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$1,207,316	0.0%	\$1,207,768	5.8%	\$1,141,148
Average Price per Sq Ft	\$1,100	-10.0%	\$1,222	-4.0%	\$1,146
Median Sales Price	\$800,000	6.7%	\$750,000	0.6%	\$795,000
Number of Sales (Closed)	763	3.0%	741	-48.6%	1,485
Days on Market (From Last List Date)	126	3.3%	122	43.2%	88
Listing Discount (From Last List Price)	6.9%		7.2%		5.9%
Listing Inventory	4,855	65.5%	2,934	35.2%	3,590
Months of Supply	19.1	60.5%	11.9	161.6%	7.3

Condo

- The number of condo resales declined at a larger annual rate than condo new development sales
- The average square footage of a sale rose to its highest level in more than thirty years, skewing prices higher
- Second largest year over year decline in the number of sales in thirty years

Condo Mix	Sales Share	Median Sales Price
Studio	8.7%	\$797,500
1-Bedroom	31.7%	\$996,500
2-Bedroom	36.8%	\$2,165,000
3-Bedroom	15.5%	\$3,245,985
4+ Bedroom	7.3%	\$6,950,000

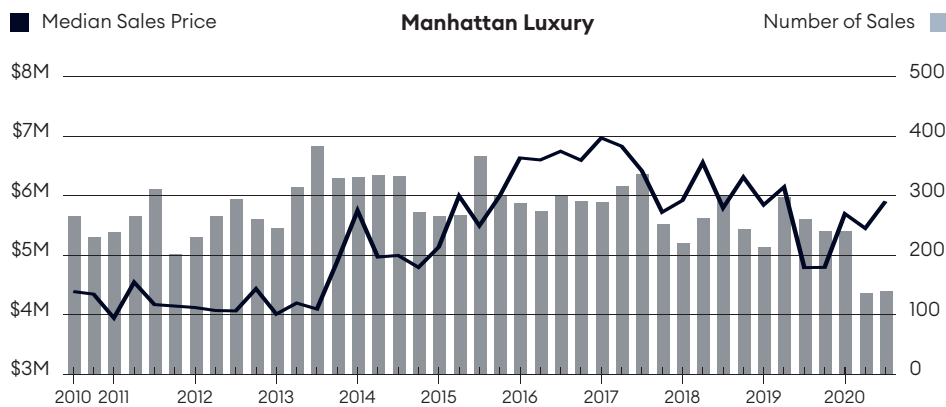


Condo Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$3,392,177	26.0%	\$2,691,973	43.3%	\$2,366,833
Average Price per Sq Ft	\$2,016	0.1%	\$2,014	3.3%	\$1,952
Median Sales Price	\$1,765,559	4.7%	\$1,686,000	18.4%	\$1,490,645
Number of Sales (Closed)	612	-0.6%	616	-43.2%	1,077
Days on Market (From Last List Date)	169	32.0%	128	77.9%	95
Listing Discount (From Last List Price)	10.3%		8.4%		4.5%
Listing Inventory	4,464	35.6%	3,291	18.7%	3,762
Months of Supply	21.9	36.9%	16.0	108.6%	10.5

Luxury

- The largest year over year decline in listing inventory in nine years
- Median sales price rose annually for the first time in seven quarters
- The market share of resale and new development sales nearly split the luxury market

Luxury Mix	Sales Share	Median Sales Price
Co-ops	56.1%	\$3,297,500
Condos	43.9%	\$16,668,123
New Dev.	48.9%	\$6,387,500
Re-Sales	51.1%	\$5,400,000

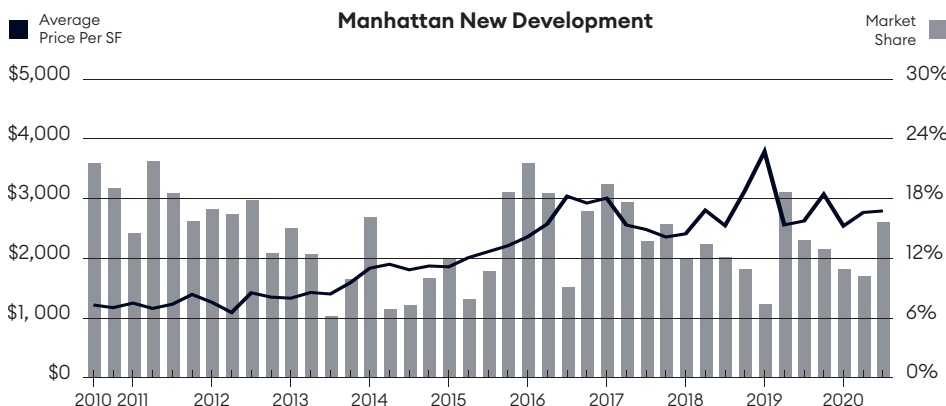


Luxury Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$10,188,231	28.8%	\$7,908,491	60.4%	\$6,350,361
Average Price per Sq Ft	\$2,835	-0.9%	\$2,861	11.0%	\$2,554
Median Sales Price	\$5,910,000	8.3%	\$5,456,500	23.2%	\$4,795,844
Number of Sales (Closed)	139	2.2%	136	-46.7%	261
Days on Market (From Last List Date)	204	31.6%	155	60.6%	127
Listing Discount (From Last List Price)	12.1%		11.3%		5.3%
Listing Inventory	1,600	14.6%	1,396	-18.0%	1,951
Months of Supply	34.5	12.0%	30.8	54.0%	22.4
Entry Price Threshold	\$3,900,000	5.4%	\$3,700,000	30.0%	\$3,000,000

New Development

- The number of sales reached their highest overall market share of the past five quarters, exceeding the decade average
- Average price per square foot rose annually for the second straight quarter
- The longest average marketing time in more than eight years

New Development Mix	Sales Share	Median Sales Price
< \$1M	7.0%	-37.5%
\$1M - \$3M	44.9%	-52.5%
> \$3M	48.1%	-18.9%



New Development Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$5,866,496	36.7%	\$4,291,028	54.5%	\$3,796,985
Average Price per Sq Ft	\$2,793	0.9%	\$2,767	6.4%	\$2,624
Median Sales Price	\$2,886,098	8.5%	\$2,660,000	17.8%	\$2,449,020
Number of Sales (Closed)	214	54.0%	139	-39.4%	353
Days on Market (From Last List Date)	267	53.4%	174	100.8%	133
Listing Discount (From Last List Price)	8.5%		8.9%		2.6%
Listing Inventory	1,043	11.1%	939	6.1%	983
Months of Supply	14.6	-28.1%	20.3	73.8%	8.4
Sales Share of Overall Market	15.6%		10.2%		13.8%

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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