# Elliman Report Q3-2020 Northern Manhattan, NY Sales

## Co-Op & Condo

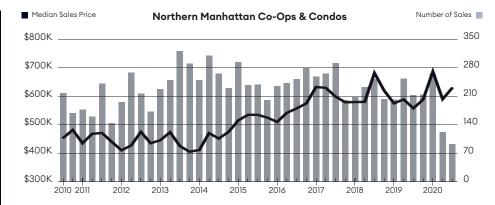
Dashboard year-over-year

- + 12.9% Prices Median Sales Price
- 56.9% Sales Closed Sales
- + 47.7% Inventory Total Inventory
- + 14.4 mos Pace Months of Supply

## Townhouse

Dashboard year-over-year

- + 25.9% Prices Median Sales Price
- 43.8% Sales Closed Sales
- 66.7% Inventory Total Inventory
- 4.6 mos Pace Months of Supply
- The number of sales fell year over year at the highest rate in fifteen years
- Listing inventory reached its highest total in twelve years of tracking
- Harlem condo sales stabilized as price trend indicators continued to decline
- Harlem co-op price trend indicators were mixed as sales moved lower



Northern Manhattan Co-Op & Condo Matrix	Q3-2020	% $\Delta$ (QTR)	Q2-2020	$\Delta$ (yr)	Q3-2019
Average Sales Price	\$695,925	1.7%	\$684,497	5.9%	\$657,043
Average Price Per Sq Ft	\$726	-11.1%	\$817	-10.9%	\$815
Median Sales Price	\$630,000	6.8%	\$590,000	12.9%	\$558,000
New Development	\$848,310	25.7%	\$675,000	-19.2%	\$1,050,000
Re-Sale	\$550,000	-6.8%	\$590,000	0.7%	\$545,973
Number of Sales (Closed)	91	-24.8%	121	-56.9%	211
Days on Market (From Last List Date)	145	29.5%	112	17.9%	123
Listing Discount (From Last List Price)	3.9%		5.5%		4.5%
Listing Inventory	619	61.2%	384	47.7%	419
Months of Supply	20.4	114.7%	9.5	240.0%	6.0

Harlem Condo Matrix	Q3-2020	$\Delta$ (QTR)	Q2-2020	%∆ (yr)	Q3-2019
Average Sales Price	\$913,005	6.4%	\$858,184	-10.4%	\$1,019,502
Average Price Per Sq Ft	\$885	-4.9%	\$931	-6.0%	\$941
Median Sales Price	\$775,810	2.1%	\$760,000	-20.2%	\$972,500
Number of Sales (Closed)	22	-12.0%	25	0.0%	22
Days on Market (From Last List Date)	158	3.9%	152	68.1%	94
Listing Discount (From Last List Price)	2.0%		5.6%		5.5%

Harlem Co-Op Matrix	Q3-2020	%∆ (qtr)	Q2-2020	%∆ (yr)	Q3-2019
Average Sales Price	\$421,068	5.5%	\$399,220	12.1%	\$375,682
Average Price Per Sq Ft	\$476	-9.7%	\$527	-17.9%	\$580
Median Sales Price	\$445,000	5.3%	\$422,500	36.3%	\$326,500
Number of Sales (Closed)	7	-12.5%	8	-68.2%	22
Days on Market (From Last List Date)	173	-24.1%	228	232.7%	52
Listing Discount (From Last List Price)	1.7%		8.1%		0.5%



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### **East Harlem**

- Condo price trend indicators were mixed, with some skewed higher by record sales square footage
- Condo sales fell sharply as listing inventory edged higher
- Co-op price trend indicators and sales continued to post large declines
- Co-op marketing time and listing inventory rose sharply

### **Washington Heights**

- Price trend indicators were mixed as sales declined sharply
- Listing inventory surged as average sales size jumped

#### Fort George

- Price trend indicators and sales continued to decline
- Marketing time and listing discount expanded

#### Inwood

- Price trend indicators and sales continued to decline
- Listing inventory continued to expand

#### Townhouses

- Sales rebounded slightly from the prior quarter but remained well below year-ago levels
- Highest market share of Manhattan townhouse sales in nearly three years

Average Values						
3,748	Sq Ft	6.3	Bedrooms			
18.3	Width (Ft)	3.5	Bathrooms			
0.0%	Elevator %	3.3	Stories			
10.0	Rooms					

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com

Methodology: millersamuel.com/research-reports/methodology

East Harlem Condo Matrix	Q3-2020	% $\Delta$ (QTR)	Q2-2020	%∆ (yr)	Q3-2019
Average Sales Price	\$1,325,230	73.8%	\$762,493	34.4%	\$985,873
Average Price Per Sq Ft	\$1,029	4.4%	\$986	-0.7%	\$1,036
Median Sales Price	\$855,667	36.5%	\$627,000	16.2%	\$736,500
Number of Sales (Closed)	8	-11.1%	9	-66.7%	24
Days on Market (From Last List Date)	N/A	N/A	68	N/A	110
Listing Discount (From Last List Price)	0.0%		0.0%		4.9%
East Harlem Co-Op Matrix	Q3-2020	%∆ (qtr)	Q2-2020	%Δ (yr)	Q3-2019
Average Sales Price	\$420,000	41.8%	\$296,250	-39.5%	\$693,704
Average Price Per Sq Ft	\$420	-6.0%	\$447	-48.9%	\$822
Median Sales Price	\$420,000	86.7%	\$225,000	-38.9%	\$687,000
Number of Sales (Closed)	2	-50.0%	4	-83.3%	12
Days on Market (From Last List Date)	154	381.3%	32	152.5%	61
Listing Discount (From Last List Price)	4.3%		0.0%		9.0%
Washington Heights Co-Op & Condo Matrix	Q3-2020	%∆ (qtr)	Q2-2020	%∆ (yr)	Q3-2019
Average Sales Price	\$484,410	6.1%	\$456,696	4.1%	\$465,277
Average Price Per Sq Ft	\$534	0.4%	\$532	-20.3%	\$670
Median Sales Price	\$421,000	-2.5%	\$431,750	-0.4%	\$422,500
Number of Sales (Closed)	10	-28.6%	14	-66.7%	30
Days on Market (From Last List Date)	125	7.8%	116	20.2%	104
Listing Discount (From Last List Price)	4.5%		-0.7%		4.6%
Fort George Co-Op & Condo Matrix	Q3-2020	%∆ (qtr)	Q2-2020	%∆ (yr)	Q3-2019
Average Sales Price	\$541,284	-2.7%	\$556,222	-5.2%	\$570,899
Average Price Per Sq Ft	\$634	-12.8%	\$727	-20.5%	\$797
Median Sales Price	\$463,500	-1.9%	\$472,500	-15.7%	\$550,000
Number of Sales (Closed)	18	0.0%	18	-53.8%	39
Days on Market (From Last List Date)	155	63.2%	95	138.5%	65
Listing Discount (From Last List Price)	3.2%		3.3%		2.9%
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Inwood Co-Op & Condo Matrix	Q3-2020	$\Delta$ (qtr)	Q2-2020	%∆ (YR)	Q3-2019
<b>3</b>	Q3-2020 \$380,833	%∆ (QTR) -15.1%	Q2-2020 \$448,750	%∆ (YR) -16.7%	
Inwood Co-Op & Condo Matrix		<b>、</b>		. ,	Q3-2019
Inwood Co-Op & Condo Matrix Average Sales Price	\$380,833	-15.1%	\$448,750	-16.7%	Q3-2019 \$457,118
Inwood Co-Op & Condo Matrix Average Sales Price Average Price Per Sq Ft	\$380,833 \$496	-15.1% -7.8%	\$448,750 \$538	-16.7% -16.8%	Q3-2019 \$457,118 \$596
Inwood Co-Op & Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price	\$380,833 \$496 \$369,999	-15.1% -7.8% 3.5%	\$448,750 \$538 \$357,500	-16.7% -16.8% -9.8%	Q3-2019 \$457,118 \$596 \$410,000
Inwood Co-Op & Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$380,833 \$496 \$369,999 9	-15.1% -7.8% 3.5% 125.0%	\$448,750 \$538 \$357,500 4	-16.7% -16.8% -9.8% -47.1%	Q3-2019 \$457,118 \$596 \$410,000 17
Inwood Co-Op & Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date)	\$380,833 \$496 \$369,999 9 1117	-15.1% -7.8% 3.5% 125.0%	\$448,750 \$538 \$357,500 4 31	-16.7% -16.8% -9.8% -47.1%	Q3-2019 \$457,118 \$596 \$410,000 17 224
Inwood Co-Op & Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Northern Manhattan Townhouse	\$380,833 \$496 \$369,999 9 1117 3.8%	-15.1% -7.8% 3.5% 125.0% 277.4%	\$448,750 \$538 \$357,500 4 31 -0.7%	-16.7% -16.8% -9.8% -47.1% -47.8%	Q3-2019 \$457,118 \$596 \$410,000 17 224 5.9%
Inwood Co-Op & Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Northern Manhattan Townhouse Matrix (1, 2, & 3–5 Family)	\$380,833 \$496 \$369,999 9 1117 3.8% Q3-2020	-15.1% -7.8% 3.5% 125.0% 277.4%	\$448,750 \$538 \$357,500 4 31 -0.7% Q2-2020	-16.7% -16.8% -9.8% -47.1% -47.8%	Q3-2019 \$457,118 \$596 \$410,000 17 224 5.9% Q3-2019 \$1,901,807
Inwood Co-Op & Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Northern Manhattan Townhouse Matrix (1, 2, & 3–5 Family) Average Sales Price	\$380,833 \$496 \$369,999 9 1117 3.8% Q3-2020 \$2,079,333	-15.1% -7.8% 3.5% 125.0% 277.4% %∆ (отк) -8.5%	\$448,750 \$538 \$357,500 4 31 -0.7% Q2-2020 \$2,272,000	-16.7% -16.8% -9.8% -47.1% -47.8% %Δ (yr) 9.3%	Q3-2019 \$457,118 \$596 \$410,000 17 224 5.9% Q3-2019 \$1,901,807 \$637
Inwood Co-Op & Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Northern Manhattan Townhouse Matrix (1, 2, & 3–5 Family) Average Sales Price Average Price Per Sq Ft	\$380,833 \$496 \$369,999 9 1117 3.8% Q3-2020 \$2,079,333 \$555	-15.1% -7.8% 3.5% 125.0% 277.4% %Δ (ατκ) -8.5% -3.3%	\$448,750 \$538 \$357,500 4 31 -0.7% Q2-2020 \$2,272,000 \$574	-16.7% -16.8% -9.8% -47.1% -47.8% %Δ (γr) 9.3% -12.9%	Q3-2019 \$457,118 \$596 \$410,000 17 224 5.9% Q3-2019 \$1,901,807 \$637
Inwood Co-Op & Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Northern Manhattan Townhouse Matrix (1, 2, & 3–5 Family) Average Sales Price Average Price Per Sq Ft Median Sales Price	\$380,833 \$496 \$369,999 9 1117 3.8% Q3-2020 \$2,079,333 \$555 \$2,300,000	-15.1% -7.8% 3.5% 125.0% 277.4% %∆ (ατκ) -8.5% -3.3% 1.1%	\$448,750 \$538 \$357,500 4 31 -0.7% Q2-2020 \$2,272,000 \$2,275,000	-16.7% -16.8% -9.8% -47.1% -47.8% -47.8% -47.8% -12.9% 25.9%	Q3-2019 \$457,118 \$596 \$410,000 17 224 5.9% Q3-2019 \$1,901,807 \$637 \$1,826,250 \$1,675,000
Inwood Co-Op & Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Northern Manhattan Townhouse Matrix (1, 2, & 3–5 Family) Average Sales Price Average Price Per Sq Ft Median Sales Price 1–Family	\$380,833 \$496 \$369,999 9 1117 3.8% Q3-2020 \$2,079,333 \$555 \$2,300,000 \$1,380,000	-15.1% -7.8% 3.5% 125.0% 277.4% %∆ (отк) -8.5% -3.3% 1.1% -18.8%	\$448,750 \$538 \$357,500 4 31 -0.7% \$2,272,000 \$2,272,000 \$2,275,000	-16.7% -16.8% -9.8% -47.1% -47.8% -47.8% -47.8% -47.8% -47.8% -47.8% -12.9% -12.9% -17.6%	Q3-2019 \$457,118 \$596 \$410,000 17 224 5.9% Q3-2019 \$1,901,807 \$637 \$1,826,250 \$1,675,000
Inwood Co-Op & Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Northern Manhattan Townhouse Matrix (1, 2, & 3–5 Family) Average Sales Price Average Price Per Sq Ft Median Sales Price 1–Family 2–Family	\$380,833 \$496 \$369,999 9 1117 3.8% Q3-2020 \$2,079,333 \$555 \$2,300,000 \$1,380,000	-15.1% -7.8% 3.5% 125.0% 277.4% %∆ (GTR) -8.5% -3.3% 1.1% -18.8% 14.3%	\$448,750 \$538 \$357,500 4 31 -0.7% \$2,272,000 \$2,272,000 \$2,275,000 \$1,700,000	-16.7% -16.8% -9.8% -47.1% -47.8% %Δ (γR) 9.3% -12.9% 25.9% -17.6% 51.0%	Q3-2019 \$457,118 \$596 \$410,000 17 224 5.9% Q3-2019 \$1,901,807 \$1,826,250 \$1,675,000 \$1,589,000
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Inwood Co-Op & Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Northern Manhattan Townhouse Matrix (1, 2, & 3–5 Family) Average Sales Price Average Price Per Sq Ft Median Sales Price 1–Family 2–Family 3–5 Family Number of Sales (Closed)	\$380,833 \$496 \$369,999 9 1117 3.8% Q3-2020 \$2,079,333 \$555 \$2,300,000 \$1,380,000 \$1,380,000 \$2,400,000	-15.1% -7.8% 3.5% 125.0% 277.4% (QTR) -8.5% -3.3% 1.1% -18.8% 14.3% -16.8% 28.6%	\$448,750 \$538 \$357,500 4 31 -0.7% \$2,272,000 \$2,272,000 \$1,700,000 \$1,700,000 \$2,100,000	-16.7% -16.8% -9.8% -47.1% -47.8% %Δ (γR) 9%Δ (γR) 9.3% -12.9% 25.9% -17.6% 51.0% 0.0% -43.8%	Q3-2019 \$457,118 \$596 \$410,000 17 224 5.9% Q3-2019 \$1,901,807 \$637 \$1,826,250 \$1,675,000 \$1,589,000 \$2,000,000
Inwood Co-Op & Condo Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Listing Discount (From Last List Price) Northern Manhattan Townhouse Matrix (1, 2, & 3–5 Family) Average Sales Price Average Price Per Sq Ft Median Sales Price 1–Family 2–Family 3–5 Family Number of Sales (Closed) Days on Market (From Last List Date)	\$380,833 \$496 \$369,999 9 1117 3.8% Q3-2020 \$2,079,333 \$555 \$2,300,000 \$1,380,000 \$2,400,000 \$2,400,000 \$2,000,000	-15.1% -7.8% 3.5% 125.0% 277.4% (QTR) -8.5% -3.3% 1.1% -18.8% 14.3% -16.8% 28.6%	\$448,750 \$538 \$357,500 4 31 -0.7% \$2,272,000 \$2,275,000 \$1,700,000 \$1,700,000 \$2,100,000 \$2,405,000	-16.7% -16.8% -9.8% -47.1% -47.8% %Δ (γR) 9%Δ (γR) 9.3% -12.9% 25.9% -17.6% 51.0% 0.0% -43.8%	Q3-2019 \$457,118 \$596 \$410,000 17 224 5.9% Q3-2019 \$1,901,807 \$637 \$1,826,250 \$1,675,000 \$1,675,000 \$1,589,000 \$2,000,000 16 129

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