

Q2 2021

Manhattan Market Report

COMPASS



229 E 2nd St #4A
Courtesy of: Sarah + Marc Team
Photographer: Jesse Armas

Once written off as dead, Q2 data proves that the residential real estate market in the city that never sleeps is alive and thriving.

Overall, Manhattan apartment sales volume in Q2 rose 144 percent year-over-year and 50 percent compared to Q1. The average sales price also increased 6.6 percent year-over-year and 18.5 percent compared to the first quarter.

What is driving the upward trend? A mix of factors including: pent-up demand, reasonable pricing, low-interest rates, and an expanded pool of buyers. Compass agents report a high volume of West Coast purchasers fueling home sales in the city. This comes as the tech industry strengthens

its presence in Manhattan, led by Google, Facebook, and Amazon.

In addition to tech industry buyers, an uptick of millennial shoppers compounded with generational wealth transfers and suburban empty nesters looking for added excitement in the city point to a healthy stream of real estate activity for the foreseeable future.

The bulk of sales continue to be in the lower end of the market, with the \$1M to \$3M category commanding 40 percent of total sales. While inventory was slightly higher, pandemic pricing seems to be a phenomenon of the past. For three straight quarters, average discounts have stayed steady at

nine percent, which means that sellers are willing to price appropriately and reasonably. Additionally, the luxury category in the \$10 million to \$20 million range saw a steep average sales price increase driven by a hyperactive market, particularly downtown, Upper East Side, and Upper West Side.

In summary, the city is booming, and Q2 market data proves that the resilience of New York is strong. With vaccination rates in the city reaching over 70 percent, an expanded buyer pool, and renewed optimism all-around, the future of the residential real estate market in the city is bright.

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SOURCES

REBNY RLS,
ACRIS (Automated City Register Information System)

Manhattan

Market Report

Neighborhood Map



Prices climbed toward their pre-pandemic values,
while sales rebounded to levels not seen since 2014.

\$1,914,783

Average
Sales Price

\$2,636,246

Average
Condo Price

\$1,359

Average Price
Per Square Foot

9%

Average
Discount

\$1,125,000

Median
Sales Price

\$1,238,484

Average
Co-op Price

207

Average Days
on the Market

35%

of Properties Took
More Than 180 Days
to Enter Contract

Methodology

Geography covered in this report is Manhattan.

Inventory is calculated based on all properties actively listed during the quarter at the time the report is prepared.

Contract Signed figures for the current quarter are based on publicly reported transactions at the time the report is prepared. The signed price reflects the latest available asking price.

Recorded Sales figures for the quarter are based on known closings recorded at the time the report is prepared.

Median Price is the middle price of a given dataset.

Average Price is the sum of all prices divided by the total number of properties.

Months of Supply is an estimated time it would take to sell all current active listings based on the trailing 12-month sales rate.

Time on Market is calculated by how many properties entered contract during the quarter in the given period.

Discount is the percentage difference between the initial list and recorded sale price.

Current Quarter is reflective of the initial day of the quarter until the 20th day of the quarter's closing month. These numbers will be updated in subsequent reports to reflect the dataset of the entire quarter.

Quarters

Q1: January 1 - March 31

Q2: April 1 - June 30

Q3: July 1 - September 30

Q4: October 1 - December 31

Recorded Sales

BY PROPERTY TYPE

- Condo price distribution varied year-over-year, with a 1.9% increase in average price, and a 2.2% decrease in median price
- The average square footage of condos was up 8.5% from 2020, reaching its highest level in the last ten years
- Co-ops saw distinct price increases, up nearly 7% in both average and median price
- Total co-op sales volume was the highest second quarter since 2017
- 3-bedroom condos saw the largest price increases, climbing 13% compared to this time last year
- Co-op studios drove the overall price increases, while 1- and 2-bedroom units stagnated, and 3-bedrooms declined in price
- Both 1-bedroom condos & co-ops were generally less popular this quarter compared to prior years

Q2 2021 Recorded Sales

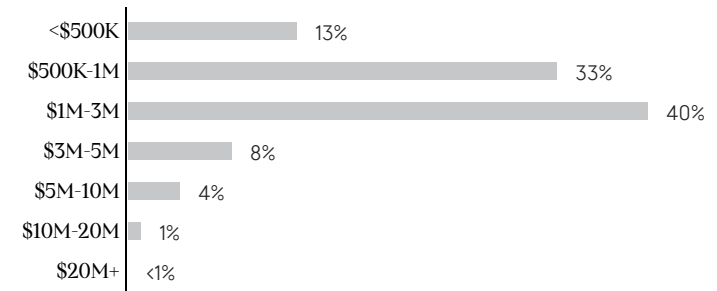
	% Units	Average Discount	Median Price	YoY	2020	Average Price	YoY	2020	Average PPSF	YoY	2020	Average SF	YoY	2020
CONDO	48.4%	9%	\$1,595,000	-2.2%	\$1,631,250	\$2,636,246	1.9%	\$2,588,246	\$1,581	0.8%	\$1,568	1,390	8.5%	1,281
CO-OP	51.6%	9%	\$800,000	6.7%	\$750,000	\$1,238,484	6.6%	\$1,162,163	\$994	-0.5%	\$999	1,386	-34.5%	2,117

Recorded Sales

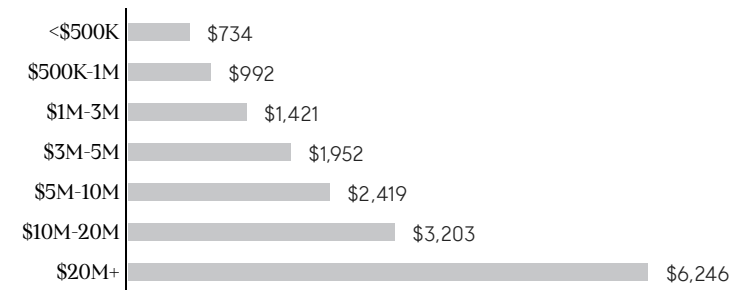
BY PRICE POINT

- Properties sold up to \$5M were all more affordable in terms of price per square foot compared to last year
- The \$10M-20M price range saw the largest price increases, up nearly 6% and 10% in average and median price, year-over-year
- Sales in the \$1M-3M range were the most common, with nearly 40% market share, followed closely by the \$500K-1M bracket
- Units between \$500K and \$1M saw one of their lowest market shares on record at 33.5%
- Downtown saw 31% of sales, the highest of any submarket, while the Upper East Side captured 20%
- Prices in FiDi/BPC were up the most of any area, with a 33% higher median price compared to this time in 2020
- The Upper West Side experienced the largest price decreases, the median and average prices falling 28% and 12% year-over-year, respectively

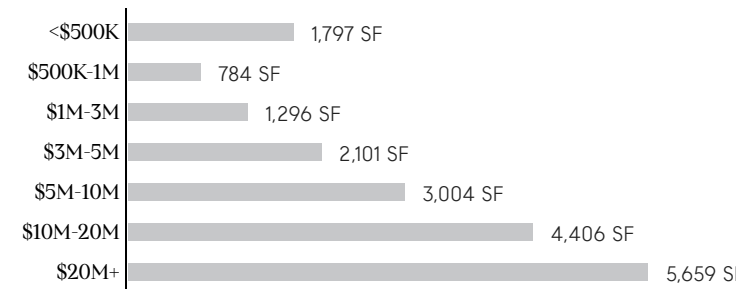
Q2 2021 Percentage of Units



Q2 2021 Average PPSF



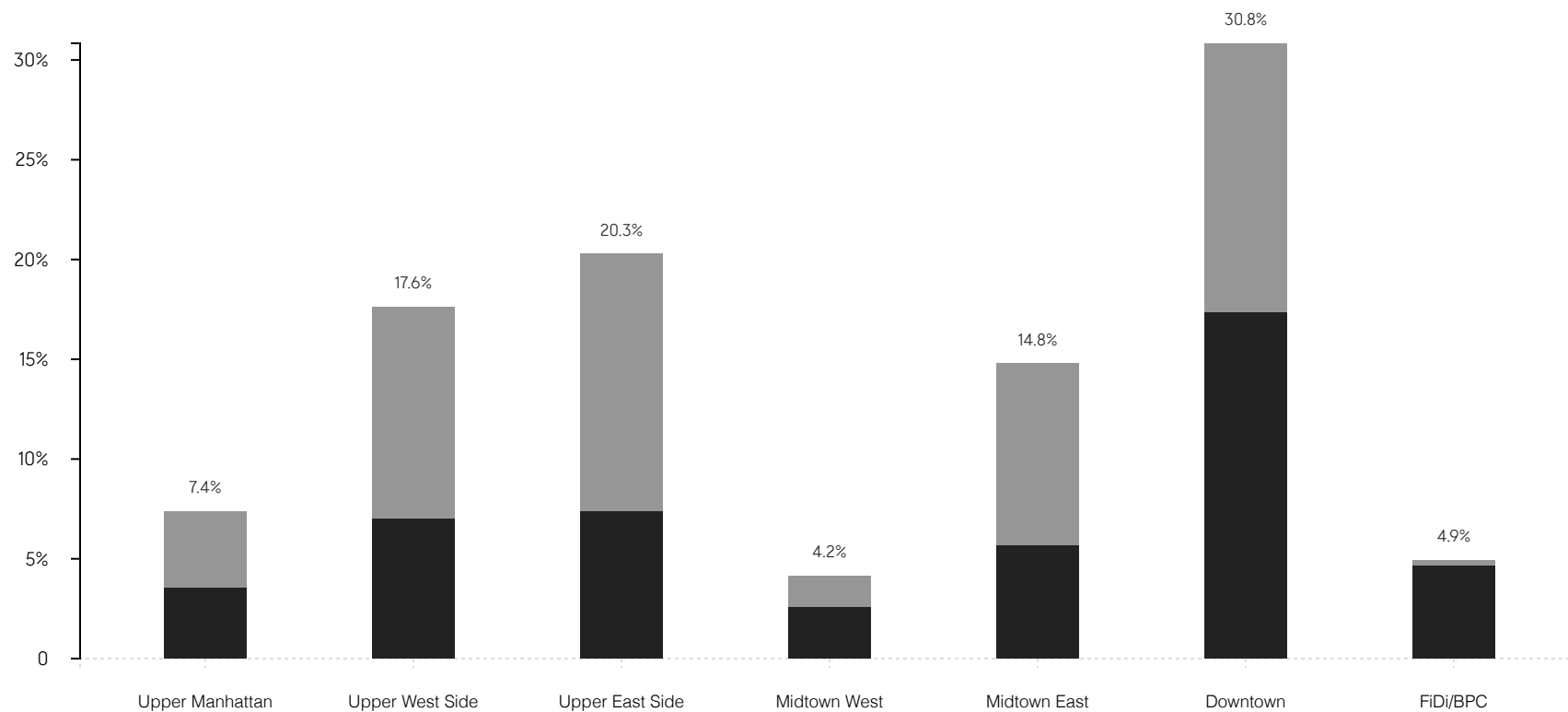
Q2 2021 Average Size

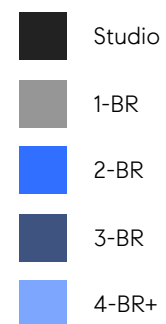
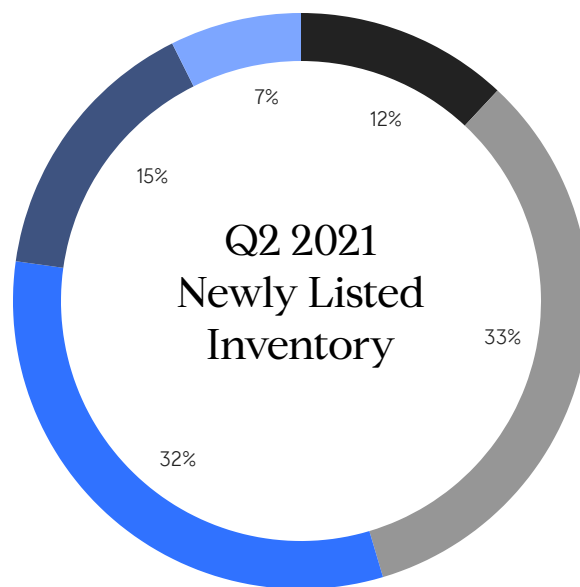
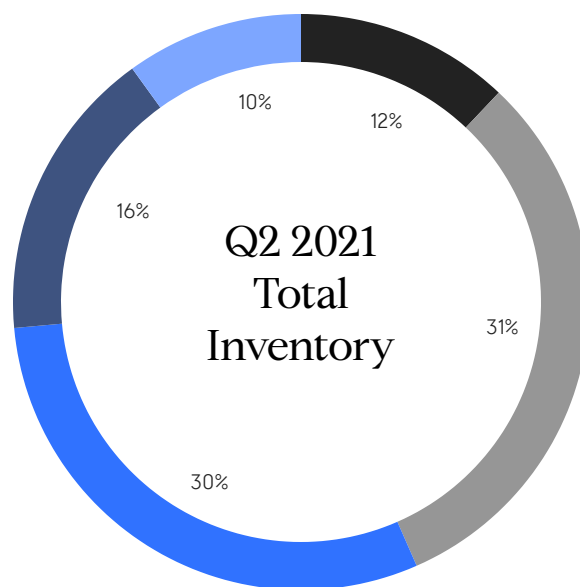


Recorded Sales

BY SUBMARKET

CONDO CO-OP





Q2 2021 Condo Inventory

	<\$500K	\$500K-1M	\$1M-3M	\$3M-5M	\$5M-10M	\$10-20M	\$20M+
% Units	1.3%	21.3%	42.5%	15.7%	12.2%	4.8%	2.2%
Median Price	\$449,500	\$798,500	\$1,780,000	\$3,860,000	\$6,750,990	\$13,000,000	\$30,000,000
YoY	3.5%	-0.1%	-0.4%	-0.8%	0.0%	-4.5%	0.0%
2020	\$434,500	\$799,000	\$1,788,000	\$3,891,500	\$6,750,495	\$13,615,000	\$29,999,500
Average Price	\$428,881	\$787,067	\$1,862,550	\$3,917,009	\$7,018,836	\$13,902,588	\$36,046,511
YoY	5.1%	-0.9%	-1.0%	-0.3%	0.9%	-0.9%	2.5%
2020	\$408,048	\$794,151	\$1,880,772	\$3,928,587	\$6,956,542	\$14,024,526	\$35,169,667
Average PPSF	\$848	\$1,195	\$1,670	\$2,147	\$2,627	\$3,747	\$6,021
YoY	31.9%	-3.2%	-0.8%	-0.9%	-2.7%	1.0%	-5.3%
2020	\$643	\$1,234	\$1,683	\$2,167	\$2,699	\$3,710	\$6,359
Average SF	572	693	1,157	1,916	2,831	3,964	6,227
YoY	-30.5%	-59.9%	-0.4%	1.3%	4.7%	-4.6%	5.6%
2020	823	1,728	1,162	1,892	2,703	4,157	5,894

Q2 2021 Co-op Inventory

	<\$500K	\$500K-1M	\$1M-3M	\$3M-5M	\$5M-10M	\$10-20M	\$20M+
% Units	18.2%	38.2%	30.3%	6.7%	4.2%	1.7%	0.7%
Median Price	\$405,000	\$725,000	\$1,662,500	\$3,850,000	\$6,750,000	\$12,500,000	\$30,000,000
YoY	-3.3%	1.8%	0.8%	4.1%	-0.4%	-3.1%	20.0%
2020	\$419,000	\$712,500	\$1,650,000	\$3,700,000	\$6,775,000	\$12,900,000	\$25,000,000
Average Price	\$403,659	\$729,710	\$1,787,385	\$3,898,576	\$6,949,723	\$13,245,934	\$30,727,115
YoY	-1.9%	0.6%	-0.4%	1.4%	0.1%	1.3%	-2.9%
2020	\$411,547	\$725,620	\$1,793,796	\$3,845,409	\$6,943,881	\$13,069,906	\$31,643,750
Average PPSF	\$799	\$948	\$1,243	\$1,662	\$2,029	\$3,025	\$4,298
YoY	-0.5%	-1.1%	-4.8%	-7.7%	-0.9%	-14.8%	-3.1%
2020	\$803	\$959	\$1,305	\$1,800	\$2,047	\$3,552	\$4,437
Average SF	557	807	1,846	2,532	3,552	4,607	6,759
YoY	-27.1%	-4.7%	28.0%	9.6%	1.6%	18.0%	10.8%
2020	764	847	1,442	2,310	3,495	3,905	6,100

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