

Elliman Report

Q3-2022 Northern Manhattan, NY Sales

Co-Op & Condo Dashboard

YEAR-OVER-YEAR

- 5.7%
Prices Median Sales Price

- 11.4%
Sales Closed Sales

+ 3.8%
Inventory Total Inventory

+ 1.2 mos
Pace Months of Supply

Townhouse Dashboard

YEAR-OVER-YEAR

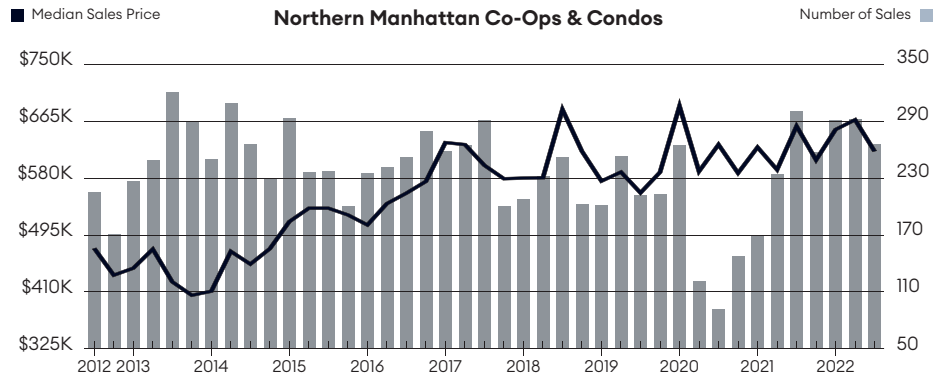
- 11.2%
Prices Median Sales Price

- 28.6%
Sales Closed Sales

+ 33.3%
Inventory Total Inventory

+ 5.0 mos
Pace Months of Supply

- Sales and median price declined year over year for the first time in seven quarters but remained well above pre-pandemic levels
- Listing inventory slipped from the prior quarter's high to the second highest on record
- Harlem condo median sales price jumped as sales declined annually but remained above pre-pandemic levels
- Harlem co-op median sales price rose as sales surged year over year, remaining well above pre-pandemic levels



Northern Manhattan Co-Op & Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$717,457	-18.8%	\$883,227	-15.6%	\$849,662
Average Price Per Sq Ft	\$768	-14.0%	\$893	-15.1%	\$905
Median Sales Price	\$620,000	-7.0%	\$667,000	-5.7%	\$657,500
New Development	\$915,000	-1.1%	\$925,204	-16.8%	\$1,100,000
Re-Sale	\$575,000	-3.4%	\$595,000	2.7%	\$560,000
Number of Sales (Closed)	264	-9.0%	290	-11.4%	298
Days on Market (From Last List Date)	71	-34.3%	108	-58.2%	170
Listing Discount (From Last List Price)	3.9%		5.1%		3.5%
Listing Inventory	675	-2.7%	694	3.8%	650
Months of Supply	7.7	6.9%	7.2	18.5%	6.5

Harlem Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,051,133	6.0%	\$992,068	21.7%	\$863,580
Average Price Per Sq Ft	\$910	-8.2%	\$991	-7.6%	\$985
Median Sales Price	\$995,000	5.3%	\$945,000	26.1%	\$789,000
Number of Sales (Closed)	27	-42.6%	47	-50.9%	55
Days on Market (From Last List Date)	102	-1.9%	104	-60.3%	257
Listing Discount (From Last List Price)	2.5%		9.7%		4.0%

Harlem Co-Op Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$415,134	17.6%	\$353,057	-8.0%	\$451,466
Average Price Per Sq Ft	\$479	7.4%	\$446	-11.9%	\$544
Median Sales Price	\$410,000	18.4%	\$346,250	9.3%	\$375,000
Number of Sales (Closed)	35	59.1%	22	59.1%	22
Days on Market (From Last List Date)	75	-63.8%	207	N/A	0
Listing Discount (From Last List Price)	3.7%		3.2%		8.0%



Prepared by Miller Samuel Real Estate Appraisers & Consultants

East Harlem

- Condo median price slipped as sales surged year over year
- Condo listing inventory rose annually and was well-above pre-pandemic levels
- Co-op median sales price rose as sales surged year over year
- Co-op listing inventory rose annually and was well-above pre-pandemic levels

Washington Heights

- The median sales price and sales expanded year over year but remained above pre-pandemic levels
- Listing inventory slipped year over year and was well below pre-pandemic levels

Fort George

- The median sales price and sales declined annually
- Listing inventory rose annually and was well-above pre-pandemic levels

Inwood

- The median sales price expanded as sales declined annually
- Listing inventory rose annually and was well-above pre-pandemic levels

Townhouses

- All price trend indicators fell year over year, for the second time in three quarters
- The number of sales fell year over year for the first time in even quarters

Average Values

3,869 Sq Ft	5.5 Bedrooms
20.6 Width (Ft)	3.7 Bathrooms
0.0% Elevator %	3.2 Stories
11.8 Rooms	

East Harlem Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$876,631	-8.3%	\$956,454	-1.1%	\$886,328
Average Price Per Sq Ft	\$1,033	-6.1%	\$1,100	6.3%	\$972
Median Sales Price	\$700,000	-1.4%	\$709,975	-2.1%	\$715,000
Number of Sales (Closed)	27	0.0%	27	42.1%	19
Days on Market (From Last List Date)	72	-14.3%	84	N/A	86
Listing Discount (From Last List Price)	3.4%		3.4%		3.7%

East Harlem Co-Op Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$554,809	-31.4%	\$808,409	-5.0%	\$584,308
Average Price Per Sq Ft	\$630	-17.2%	\$761	-19.3%	\$781
Median Sales Price	\$585,000	-9.3%	\$645,000	17.0%	\$500,000
Number of Sales (Closed)	21	90.9%	11	61.5%	13
Days on Market (From Last List Date)	44	N/A	53	N/A	0
Listing Discount (From Last List Price)	2.9%		1.6%		2.4%

Washington Heights Co-Op & Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$592,004	8.3%	\$546,743	-7.6%	\$640,780
Average Price Per Sq Ft	\$652	2.8%	\$634	-5.2%	\$688
Median Sales Price	\$577,500	15.6%	\$499,500	5.0%	\$550,000
Number of Sales (Closed)	32	0.0%	32	28.0%	25
Days on Market (From Last List Date)	75	-42.7%	131	-38.0%	121
Listing Discount (From Last List Price)	7.6%		3.8%		4.1%

Fort George Co-Op & Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$665,112	-0.4%	\$667,526	11.3%	\$597,532
Average Price Per Sq Ft	\$685	-0.4%	\$688	2.4%	\$669
Median Sales Price	\$555,000	-7.5%	\$600,000	2.8%	\$540,000
Number of Sales (Closed)	29	-25.6%	39	-43.1%	51
Days on Market (From Last List Date)	73	-18.0%	89	-62.9%	197
Listing Discount (From Last List Price)	7.1%		3.2%		2.9%

Inwood Co-Op & Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$499,373	0.1%	\$498,649	10.6%	\$451,675
Average Price Per Sq Ft	\$543	0.6%	\$540	0.7%	\$539
Median Sales Price	\$436,360	-7.4%	\$471,000	1.4%	\$430,500
Number of Sales (Closed)	18	-40.0%	30	-10.0%	20
Days on Market (From Last List Date)	97	15.5%	84	-42.3%	168
Listing Discount (From Last List Price)	0.9%		1.5%		2.7%

Northern Manhattan Townhouse Matrix (1, 2, & 3-5 Family)	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$2,704,670	9.9%	\$2,460,449	21.6%	\$2,223,817
Average Price Per Sq Ft	\$699	0.1%	\$698	-0.4%	\$702
Median Sales Price	\$2,102,500	-6.6%	\$2,250,000	-11.2%	\$2,368,250
1-Family	\$3,053,750	79.6%	\$1,700,000	24.6%	\$2,450,000
2-Family	\$1,727,500	-29.1%	\$2,437,500	-23.2%	\$2,250,000
3-5 Family	\$2,050,000	-15.5%	\$2,425,000	-12.3%	\$2,336,500
Number of Sales (Closed)	20	-23.1%	26	-28.6%	28
Days on Market (From Last List Date)	160	-26.6%	218	7.4%	149
Listing Discount (From Last List Price)	2.3%		5.5%		4.0%
Listing Inventory	72	-1.4%	73	33.3%	54
Months of Supply	10.8	28.6%	8.4	86.2%	5.8

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

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