

Q1 2022

Manhattan Townhouse Market Report

COMPASS



154 E 71st Street
Courtesy of Christine Miller Martin
Photographer: DDReps

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SOURCES

REBNY RLS,
ACRIS (Automated City Register Information System)

Manhattan Market Report

Neighborhood Map



Methodology

Geography covered in this report is Manhattan.

Inventory is calculated based on all single-family townhouses actively listed during the quarter at the time the report is prepared.

Contract Signed figures for the current quarter are based on publicly reported single-family townhouse 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 single-family townhouse 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.

Bedroom Count is the number of bedrooms a property has, as reported in the listing, or acquired from tax records, when available.

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

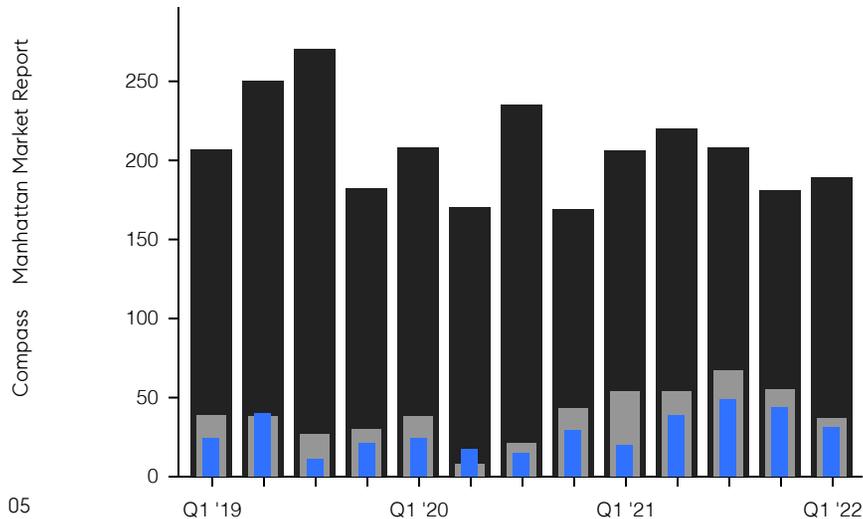
Q4: October 1 - December 31

Townhouses

OVERVIEW

- First quarter sales saw a notable increase over last year, up 55%, while quarter-over-quarter sales declined
- Discounts, similar to the rest of the market, were down significantly compared to last year
- Inventory was down compared to Q1 2021, but up slightly from last quarter
- The average price per square foot climbed significantly year-over-year, climbing 24.7%, a result of variation in properties sold this quarter, but also in part due to the 23.2% increase in median price from Q1 2021

INVENTORY
 CONTRACTS
 SALES



Sales	Q1 '22	Q4 '21	%Δ	Q1 '21	%Δ
# SALES	31	44	-29.5%	20	55.0%
AVG. DISCOUNT	11%	10%	-	22%	-
MEDIAN PRICE	\$8,500,000	\$8,000,000	6.3%	\$6,900,000	23.2%
AVERAGE PRICE	\$12,011,129	\$9,545,407	25.8%	\$12,418,613	-3.3%
AVERAGE PPSF	\$1,890	\$1,785	5.9%	\$1,516	24.7%
AVERAGE SF	5,950	5,214	14.1%	7,229	-17.7%

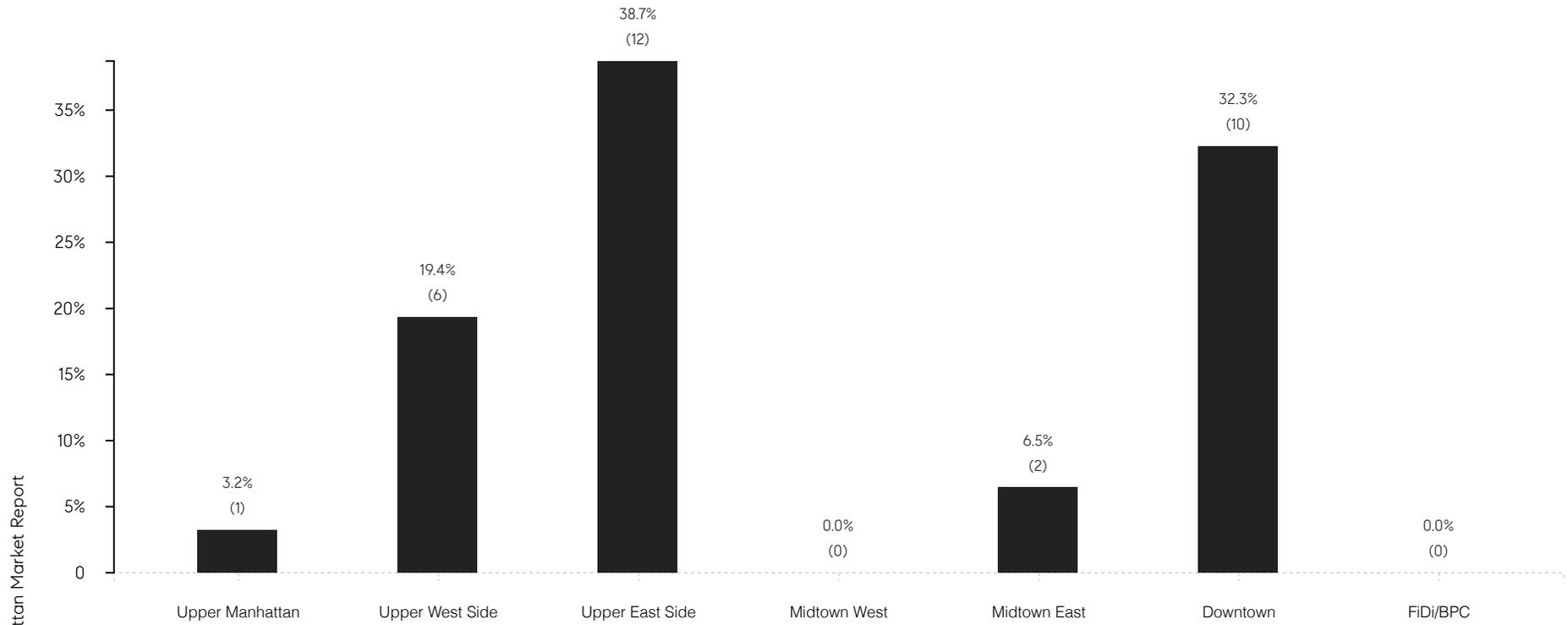
Contracts	Q1 '22	Q4 '21	%Δ	Q1 '21	%Δ
# CONTRACTS	37	55	-32.7%	54	-31.5%
AVG. DISCOUNT	2%	6%	-	10%	-
MEDIAN PRICE	\$7,000,000	\$8,750,000	-20.0%	\$7,997,500	-12.5%
AVERAGE PRICE	\$10,867,649	\$10,820,182	0.4%	\$10,867,593	0.0%
AVERAGE PPSF	\$2,013	\$1,783	12.9%	\$1,891	6.5%
AVERAGE SF	4,932	6,412	-23.1%	5,664	-12.9%

Inventory	Q1 '22	Q4 '21	%Δ	Q1 '21	%Δ
# ACTIVES	189	181	4.4%	206	-8.3%
MEDIAN PRICE	\$9,995,000	\$9,995,000	-	\$9,900,000	1.0%
AVERAGE PRICE	\$14,155,950	\$13,833,608	2.3%	\$12,852,835	10.1%
AVERAGE PPSF	\$1,895	\$1,912	-0.9%	\$1,979	-4.2%
AVERAGE SF	7,760	7,596	2.2%	6,597	17.6%

Townhouses

SINGLE-FAMILY SALES BY SUBMARKET

■ TOWNHOUSES

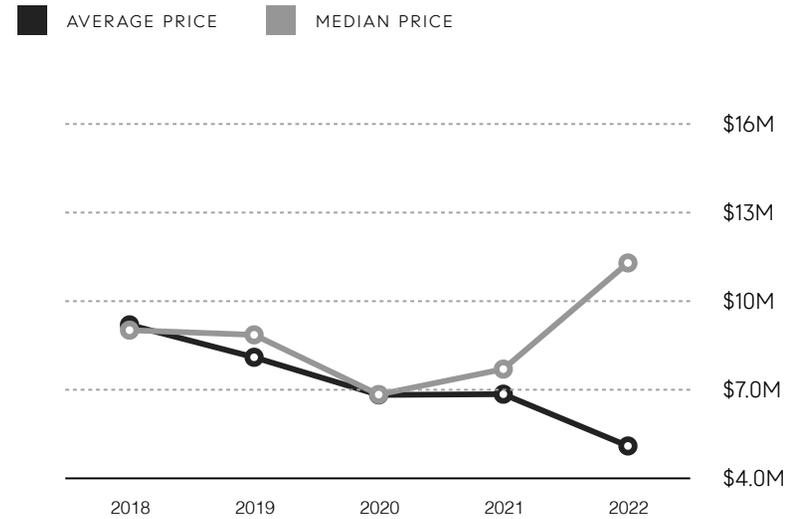


Upper West Side

SINGLE-FAMILY TOWNHOUSES

Sales	YTD 2022	YTD 2021	%Δ
# SALES	6	2	200.0%
AVG. DISCOUNT	8%	19%	-
MEDIAN PRICE	\$5,096,250	\$3,740,625	36.2%
AVERAGE PRICE	\$11,294,583	\$3,740,625	201.9%
AVERAGE PPSF	\$1,542	\$987	56.2%
AVERAGE SF	6,522	3,891	67.6%

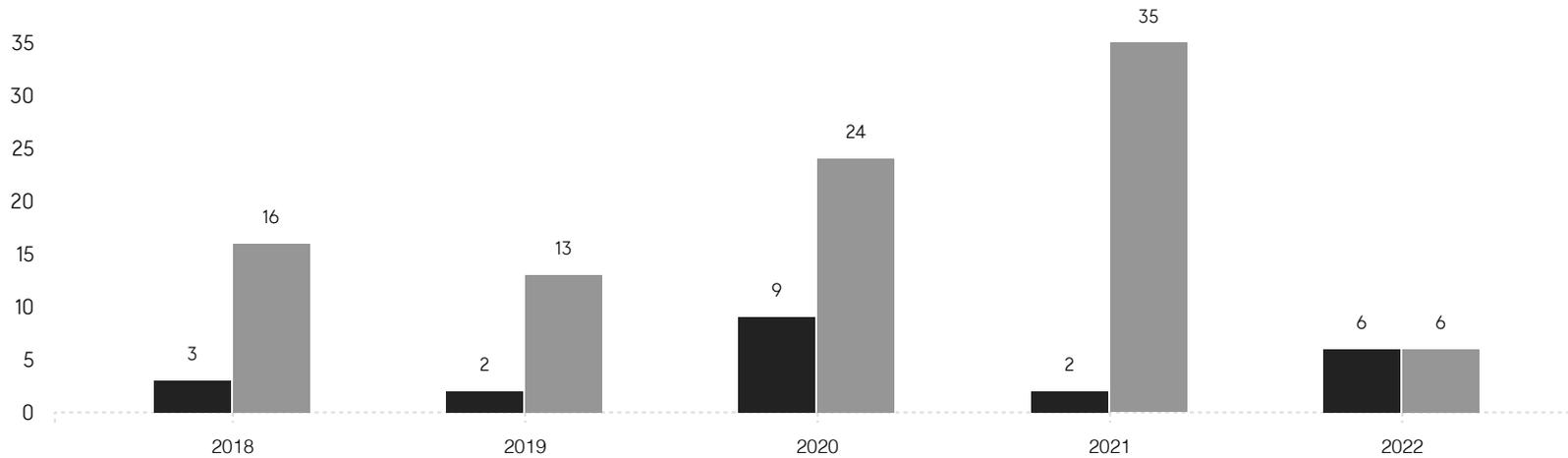
Historic Prices



Historic Sales

■ YEAR-TO-DATE ■ FULL-YEAR

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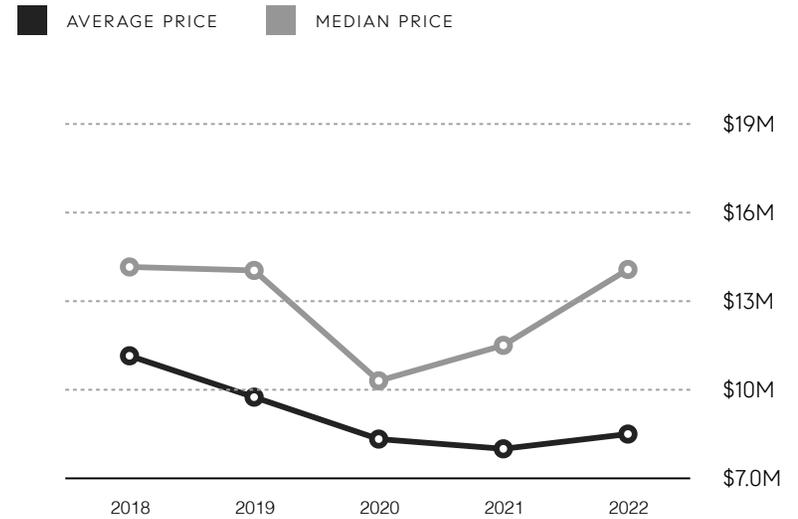


Upper East Side

SINGLE-FAMILY TOWNHOUSES

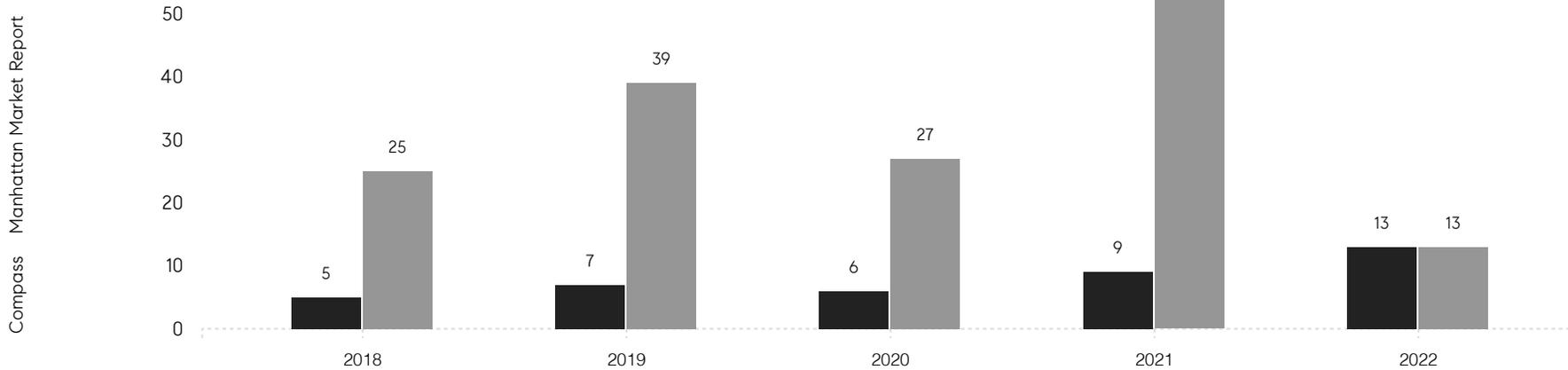
Sales	YTD 2022	YTD 2021	%Δ
# SALES	13	9	44.4%
AVG. DISCOUNT	13%	25%	-
MEDIAN PRICE	\$9,150,000	\$8,000,000	6.3%
AVERAGE PRICE	\$14,072,885	\$18,434,000	-23.7%
AVERAGE PPSF	\$2,107	\$1,689	24.7%
AVERAGE SF	6,037	9,633	-37.3%

Historic Prices



Historic Sales

■ YEAR-TO-DATE ■ FULL-YEAR



Midtown East

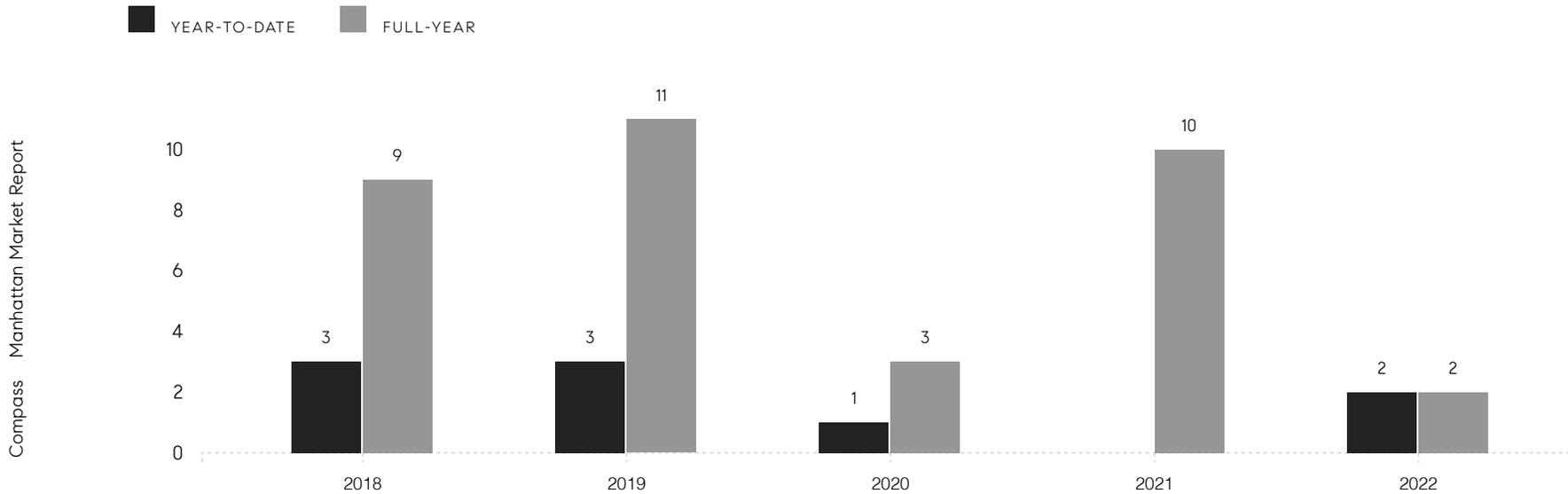
SINGLE-FAMILY TOWNHOUSES

Sales	YTD 2022	YTD 2021	%Δ
# SALES	2	0	0.0%
AVG. DISCOUNT	12%	-	-
MEDIAN PRICE	\$5,700,000	-	-
AVERAGE PRICE	\$5,700,000	-	-
AVERAGE PPSF	\$1,278	-	-
AVERAGE SF	4,405	-	-

Historic Prices



Historic Sales

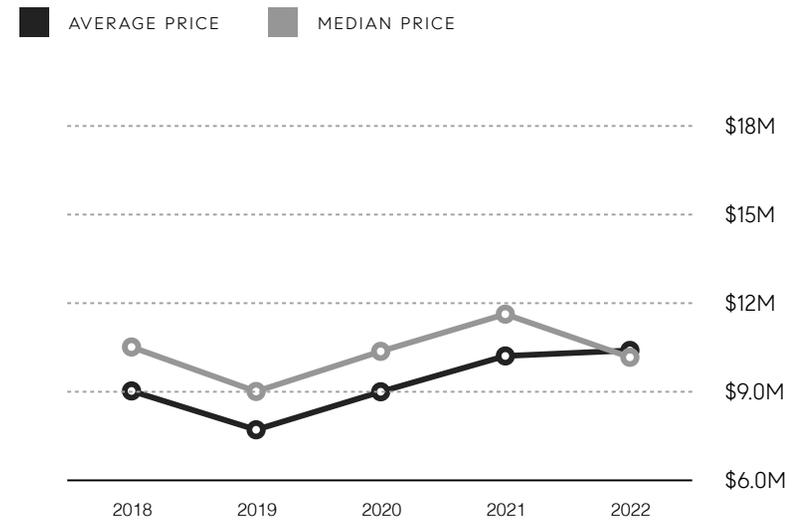


Downtown

SINGLE-FAMILY TOWNHOUSES

Sales	YTD 2022	YTD 2021	%Δ
# SALES	15	8	87.5%
AVG. DISCOUNT	9%	21%	-
MEDIAN PRICE	\$11,150,000	\$9,525,000	9.2%
AVERAGE PRICE	\$10,167,667	\$10,098,125	0.7%
AVERAGE PPSF	\$1,949	\$1,815	7.4%
AVERAGE SF	5,335	5,410	-1.4%

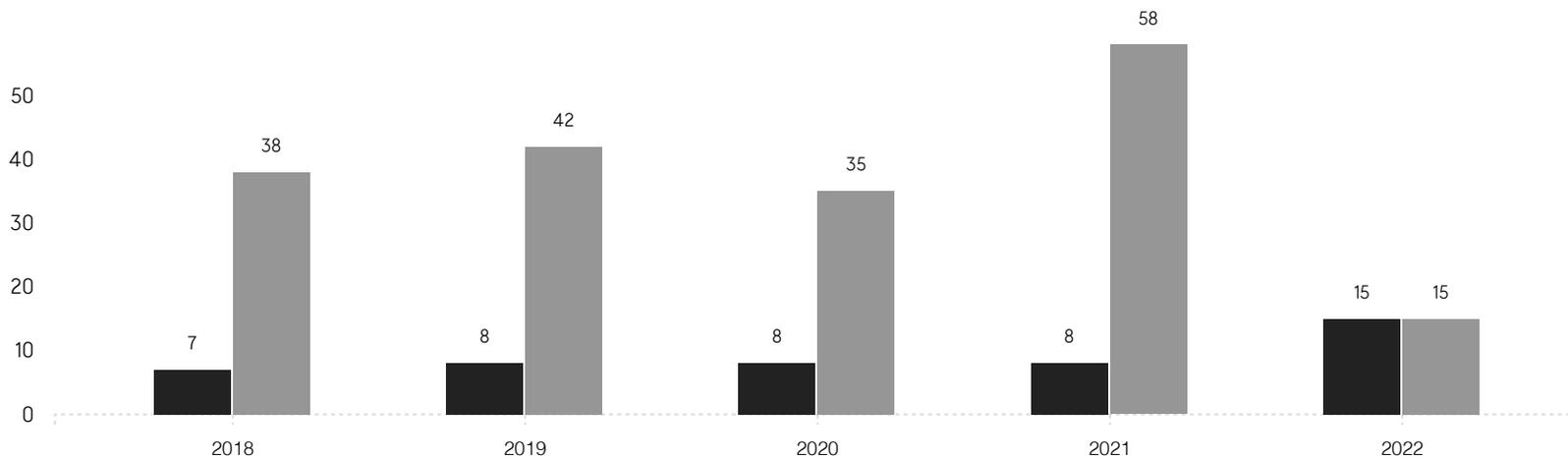
Historic Prices



Historic Sales

■ YEAR-TO-DATE ■ FULL-YEAR

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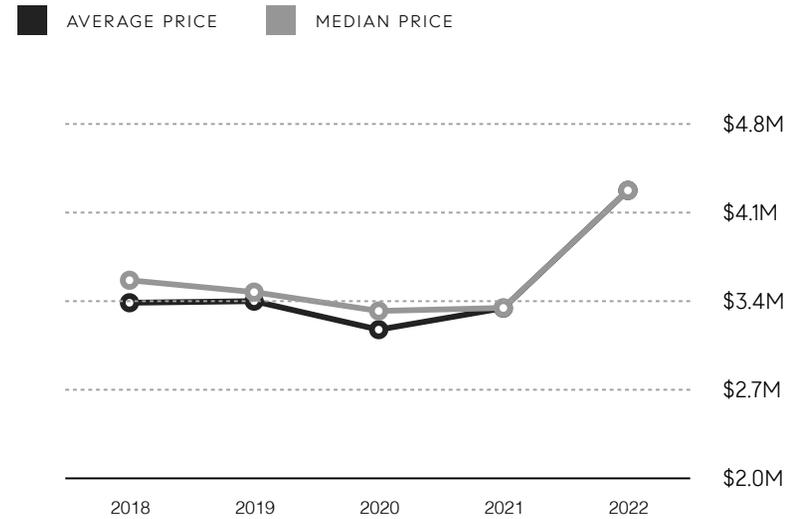


Upper Manhattan

SINGLE-FAMILY TOWNHOUSES

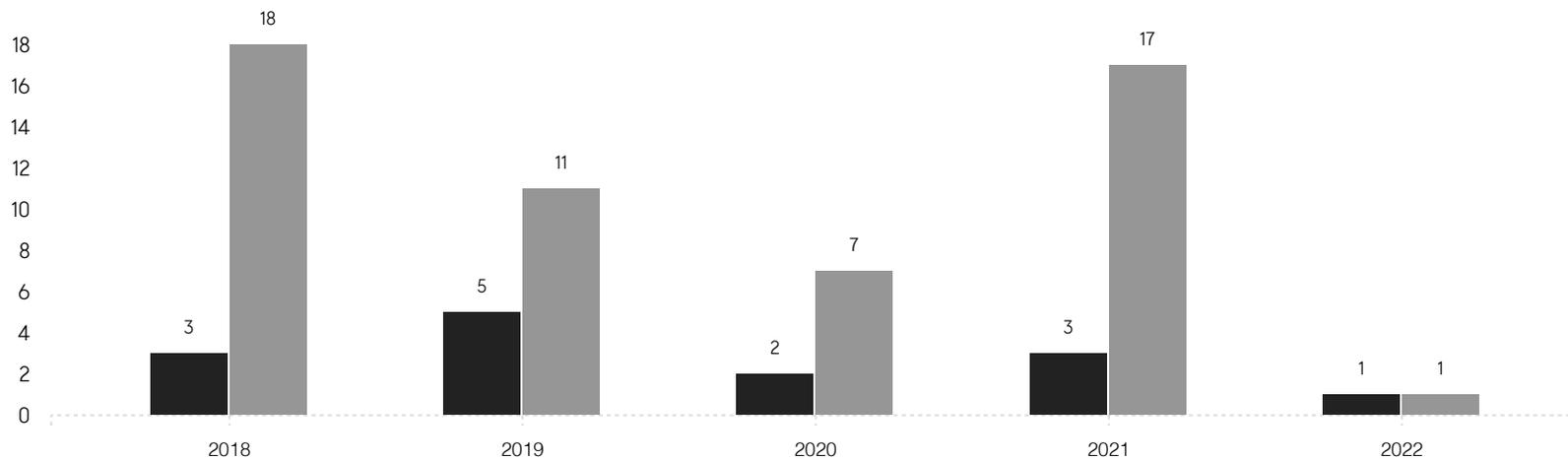
Sales	YTD 2022	YTD 2021	%Δ
# SALES	1	3	-66.7%
AVG. DISCOUNT	26%	8%	-
MEDIAN PRICE	\$4,275,000	\$3,575,000	19.6%
AVERAGE PRICE	\$4,275,000	\$3,600,000	18.8%
AVERAGE PPSF	\$994	\$741	34.1%
AVERAGE SF	4,300	5,255	-18.2%

Historic Prices



Historic Sales

■ YEAR-TO-DATE ■ FULL-YEAR



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