

Q4 2022

Manhattan Townhouse Market Report

COMPASS



154 East 71st Street
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

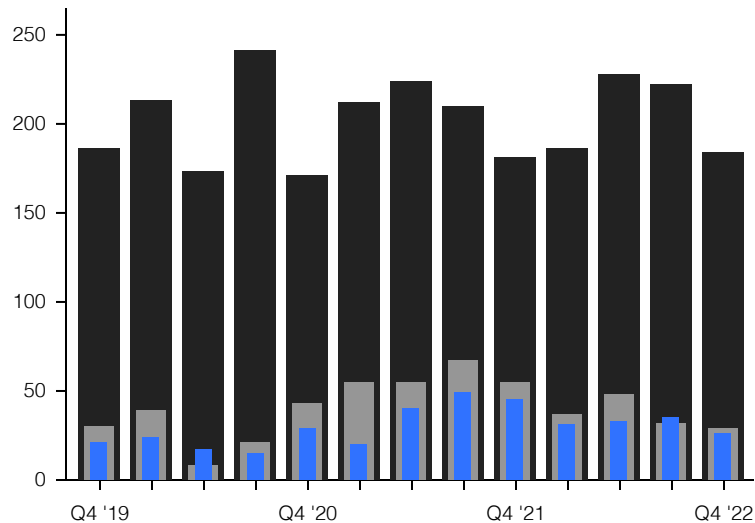
Q4: October 1 - December 31

Townhouses

OVERVIEW

- Sales were down compared to this time last year, falling 42.2% year-over-year
- Prices were also down compared to last year, with the average falling 10.7%
- The Upper West Side and Midtown East both performed similarly to 2021 in year-to-date total sales
- Downtown saw significantly fewer sales than 2021, but returned to levels seen pre-pandemic

INVENTORY
 CONTRACTS
 SALES



Sales	Q4 '22	Q3 '22	%Δ	Q4 '21	%Δ
# SALES	26	35	-25.7%	45	-42.2%
AVG. DISCOUNT	12%	11%	-	10%	-
MEDIAN PRICE	\$6,450,000	\$6,332,219	1.9%	\$8,000,000	-19.4%
AVERAGE PRICE	\$8,696,512	\$9,966,464	-12.7%	\$9,742,176	-10.7%
AVERAGE PPSF	\$1,619	\$1,579	2.5%	\$1,833	-11.7%
AVERAGE SF	5,097	5,813	-12.3%	5,202	-2.0%

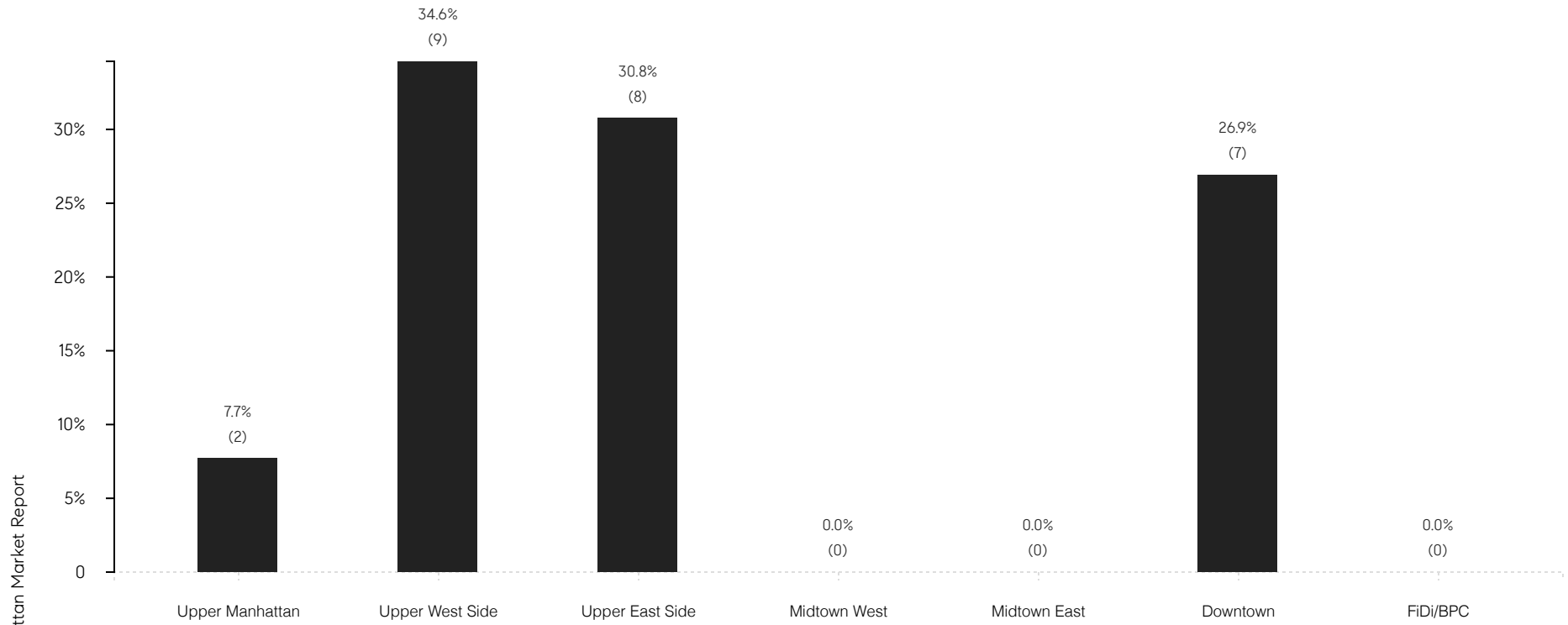
Contracts	Q4 '22	Q3 '22	%Δ	Q4 '21	%Δ
# CONTRACTS	29	32	-9.4%	55	-47.3%
AVG. DISCOUNT	7%	6%	-	6%	-
MEDIAN PRICE	\$8,500,000	\$7,245,000	17.3%	\$8,750,000	-2.9%
AVERAGE PRICE	\$11,712,586	\$10,513,750	11.4%	\$10,820,182	8.2%
AVERAGE PPSF	\$2,027	\$1,774	14.3%	\$1,783	13.7%
AVERAGE SF	5,444	5,717	-4.8%	6,412	-15.1%

Inventory	Q4 '22	Q3 '22	%Δ	Q4 '21	%Δ
# ACTIVES	184	222	-17.1%	181	1.7%
MEDIAN PRICE	\$8,150,000	\$8,625,000	-5.5%	\$9,995,000	-18.5%
AVERAGE PRICE	\$11,223,931	\$11,969,060	-6.2%	\$14,423,691	-22.2%
AVERAGE PPSF	\$1,894	\$1,895	-0.1%	\$1,952	-3.0%
AVERAGE SF	5,841	6,376	-8.4%	7,660	-23.7%

Townhouses

SINGLE-FAMILY SALES BY SUBMARKET

■ TOWNHOUSES

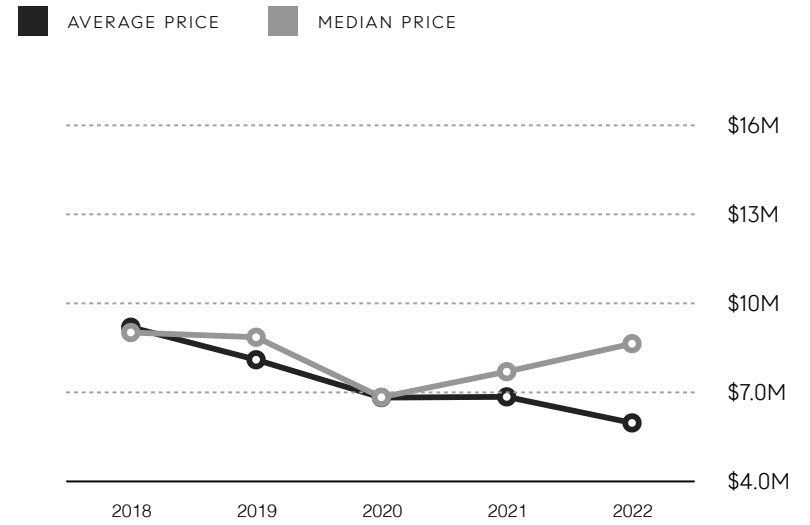


Upper West Side

SINGLE-FAMILY TOWNHOUSES

Sales	YTD 2022	YTD 2021	%Δ
# SALES	34	35	-2.9%
AVG. DISCOUNT	8%	14%	-
MEDIAN PRICE	\$5,972,500	\$6,850,000	-12.8%
AVERAGE PRICE	\$8,642,012	\$7,698,893	12.3%
AVERAGE PPSF	\$1,477	\$1,265	16.8%
AVERAGE SF	5,565	6,028	-7.7%

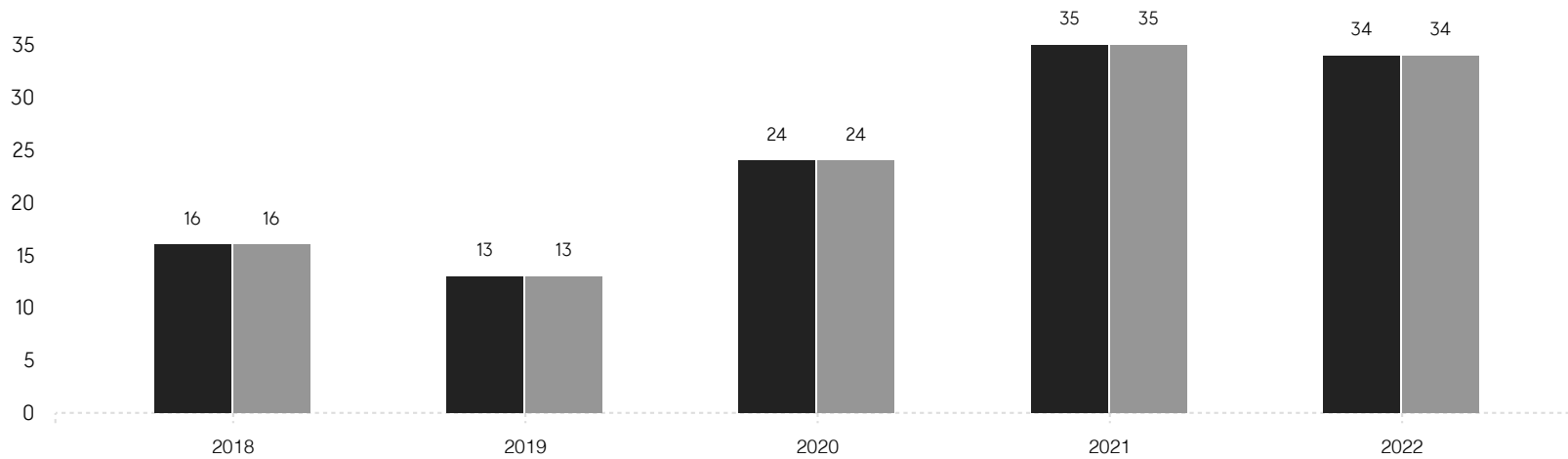
Historic Prices



Historic Sales

■ YEAR-TO-DATE ■ FULL-YEAR

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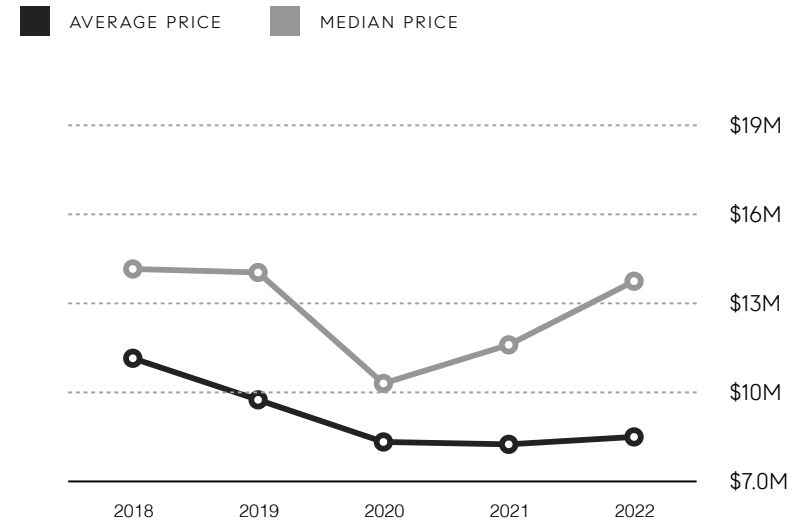


Upper East Side

SINGLE-FAMILY TOWNHOUSES

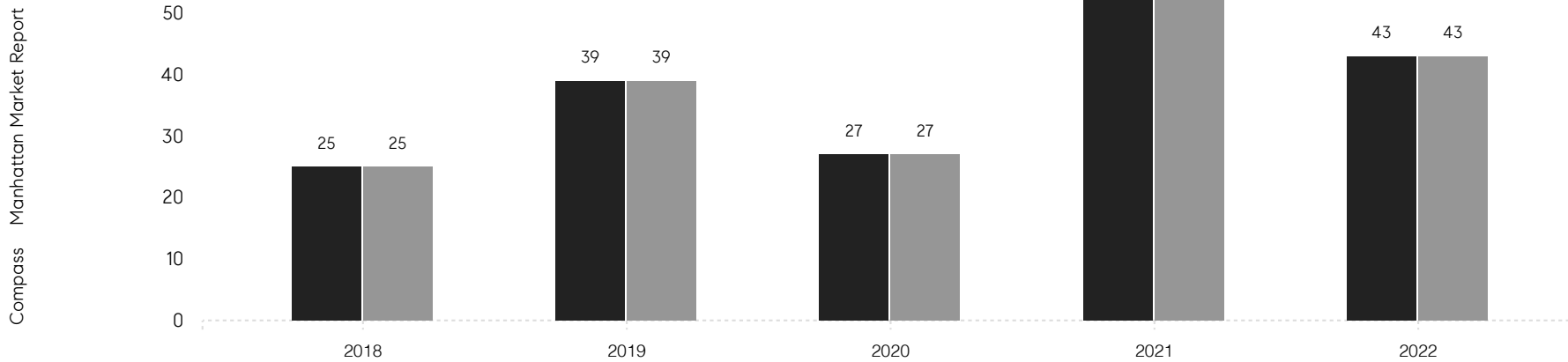
Sales	YTD 2022	YTD 2021	%Δ
# SALES	43	54	-20.4%
AVG. DISCOUNT	13%	17%	-
MEDIAN PRICE	\$8,500,000	\$8,250,000	3.0%
AVERAGE PRICE	\$13,746,648	\$11,602,240	18.5%
AVERAGE PPSF	\$1,964	\$1,776	10.6%
AVERAGE SF	6,502	6,377	2.0%

Historic Prices



Historic Sales

■ YEAR-TO-DATE ■ FULL-YEAR

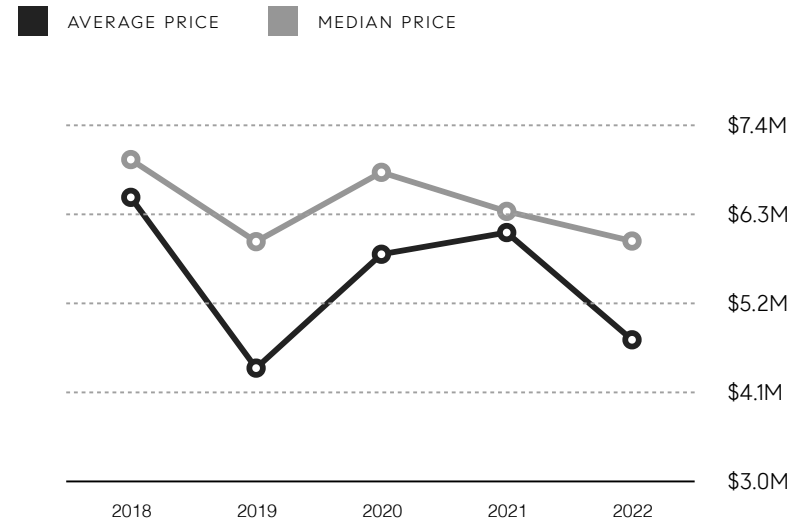


Midtown East

SINGLE-FAMILY TOWNHOUSES

Sales	YTD 2022	YTD 2021	%Δ
# SALES	11	10	10.0%
AVG. DISCOUNT	11%	5%	-
MEDIAN PRICE	\$4,750,000	\$6,075,000	-21.8%
AVERAGE PRICE	\$5,970,014	\$6,336,810	-5.8%
AVERAGE PPSF	\$1,292	\$1,453	-11.1%
AVERAGE SF	4,720	4,485	5.2%

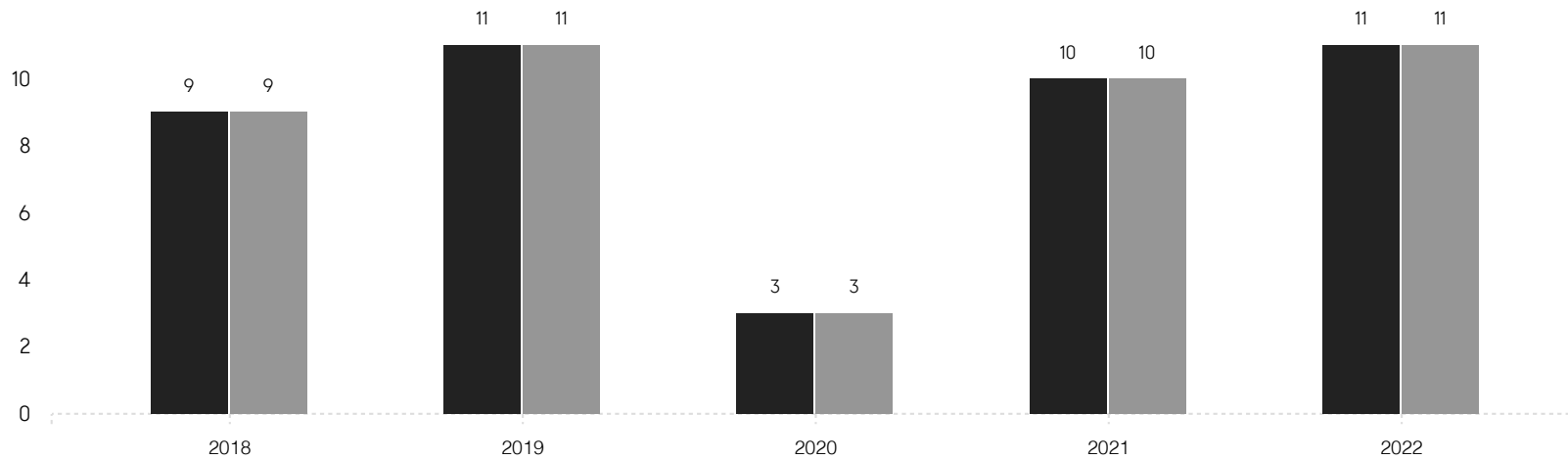
Historic Prices



Historic Sales

■ YEAR-TO-DATE ■ FULL-YEAR

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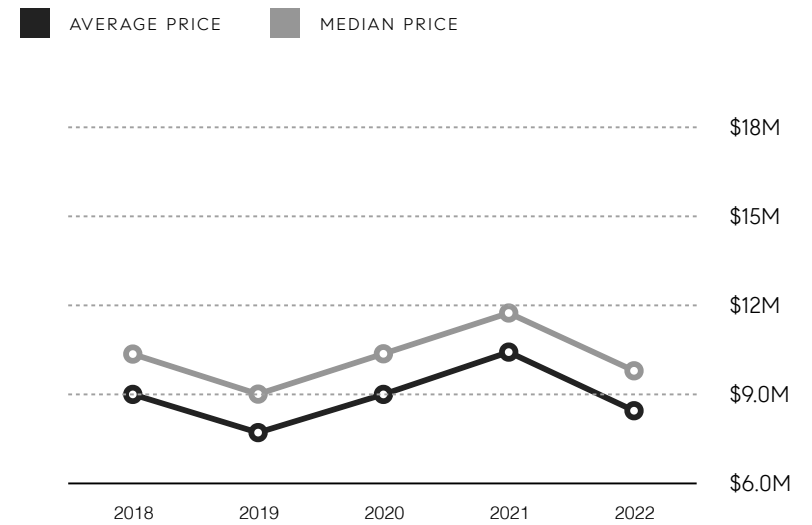


Downtown

SINGLE-FAMILY TOWNHOUSES

Sales	YTD 2022	YTD 2021	%Δ
# SALES	44	59	-25.4%
AVG. DISCOUNT	10%	14%	-
MEDIAN PRICE	\$8,450,000	\$10,425,000	-18.9%
AVERAGE PRICE	\$9,795,636	\$11,742,633	-16.6%
AVERAGE PPSF	\$2,044	\$2,203	-7.2%
AVERAGE SF	4,732	5,298	-10.7%

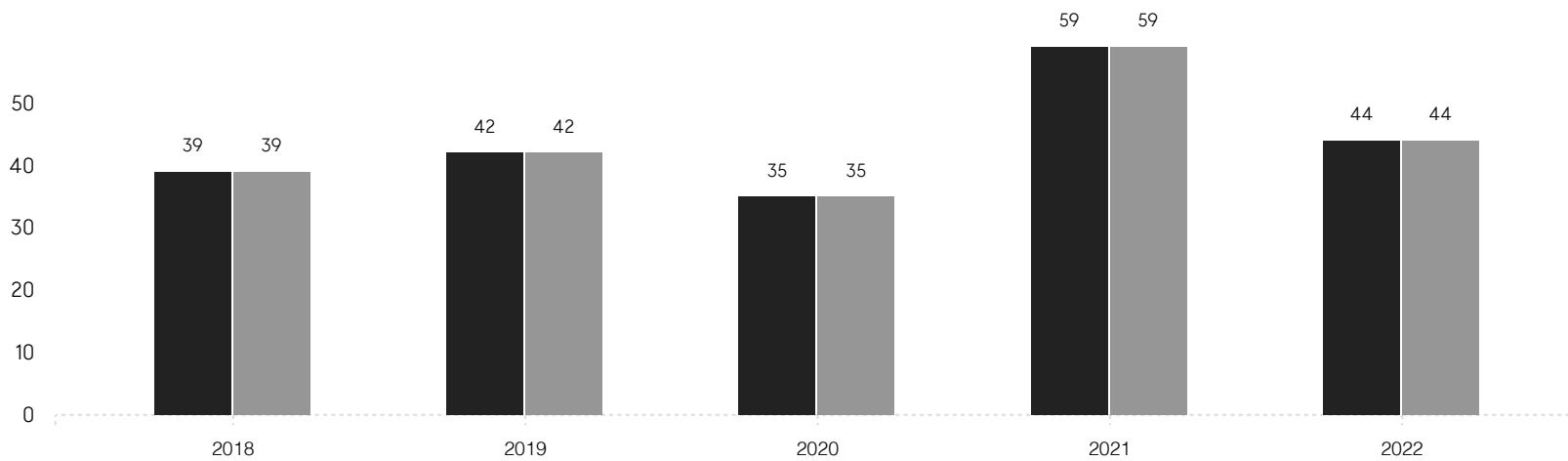
Historic Prices



Historic Sales

■ YEAR-TO-DATE ■ FULL-YEAR

Compass Manhattan Market Report

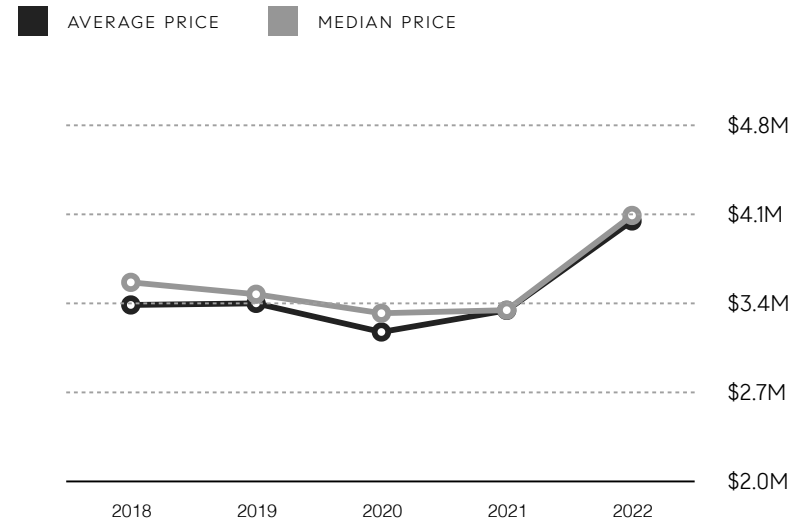


Upper Manhattan

SINGLE-FAMILY TOWNHOUSES

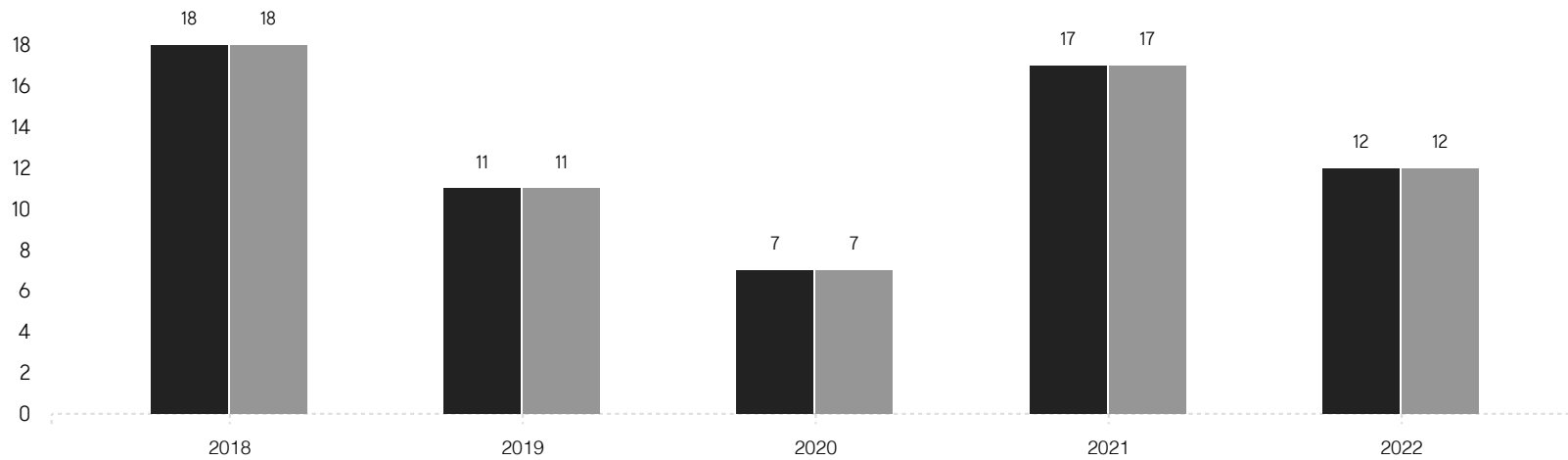
Sales	YTD 2022	YTD 2021	%Δ
# SALES	12	17	-29.4%
AVG. DISCOUNT	11%	10%	-
MEDIAN PRICE	\$4,048,000	\$3,345,000	21.0%
AVERAGE PRICE	\$4,091,283	\$3,346,492	22.3%
AVERAGE PPSF	\$851	\$774	9.9%
AVERAGE SF	4,911	4,494	9.3%

Historic Prices



Historic Sales

Legend: YEAR-TO-DATE (Black bar), FULL-YEAR (Grey bar)



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