

Q3 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

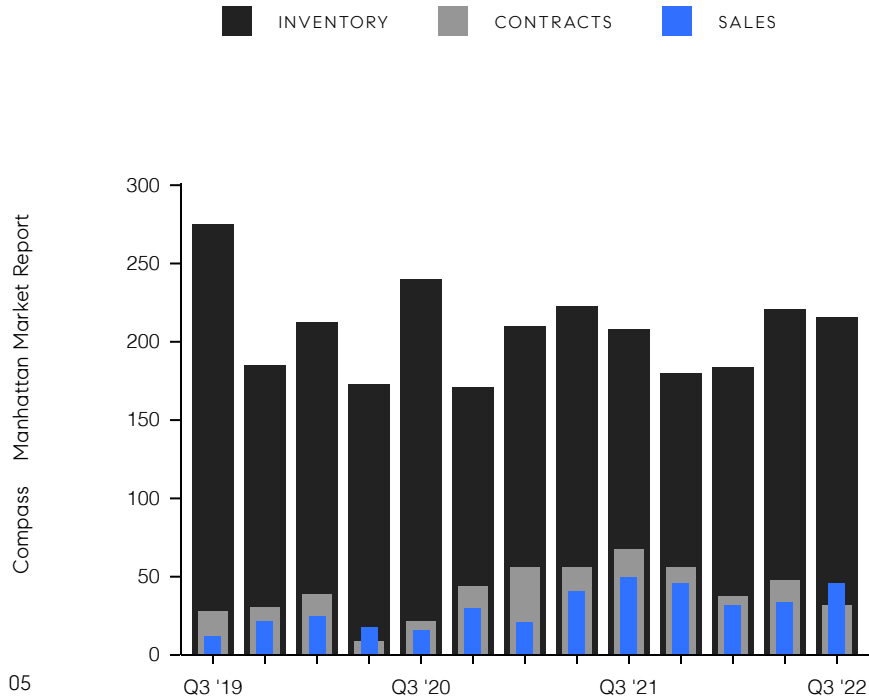
Q3: July 1 - September 30

Q4: October 1 - December 31

Townhouses

OVERVIEW

- Sales saw considerable quarter-over-quarter growth, but were down 8.2% compared to Q3 2021
- Prices had mixed behavior, suggesting homes in the lower half of the market are getting more affordable, while the upper half is increasing in price
- Townhouse contracts echoed the apartment market, reverting back to 2019 levels
- Inventory was relatively stable, showing typical fluctuations and no significant change compared to last year



Sales	Q3 '22	Q2 '22	%Δ	Q3 '21	%Δ
# SALES	45	33	36.4%	49	-8.2%
AVG. DISCOUNT	10%	9%	-	13%	-
MEDIAN PRICE	\$6,995,000	\$8,400,000	-16.7%	\$7,500,000	-6.7%
AVERAGE PRICE	\$10,867,931	\$10,532,996	3.2%	\$9,510,878	14.3%
AVERAGE PPSF	\$1,679	\$1,901	-11.7%	\$1,735	-3.2%
AVERAGE SF	5,869	5,394	8.8%	5,419	8.3%

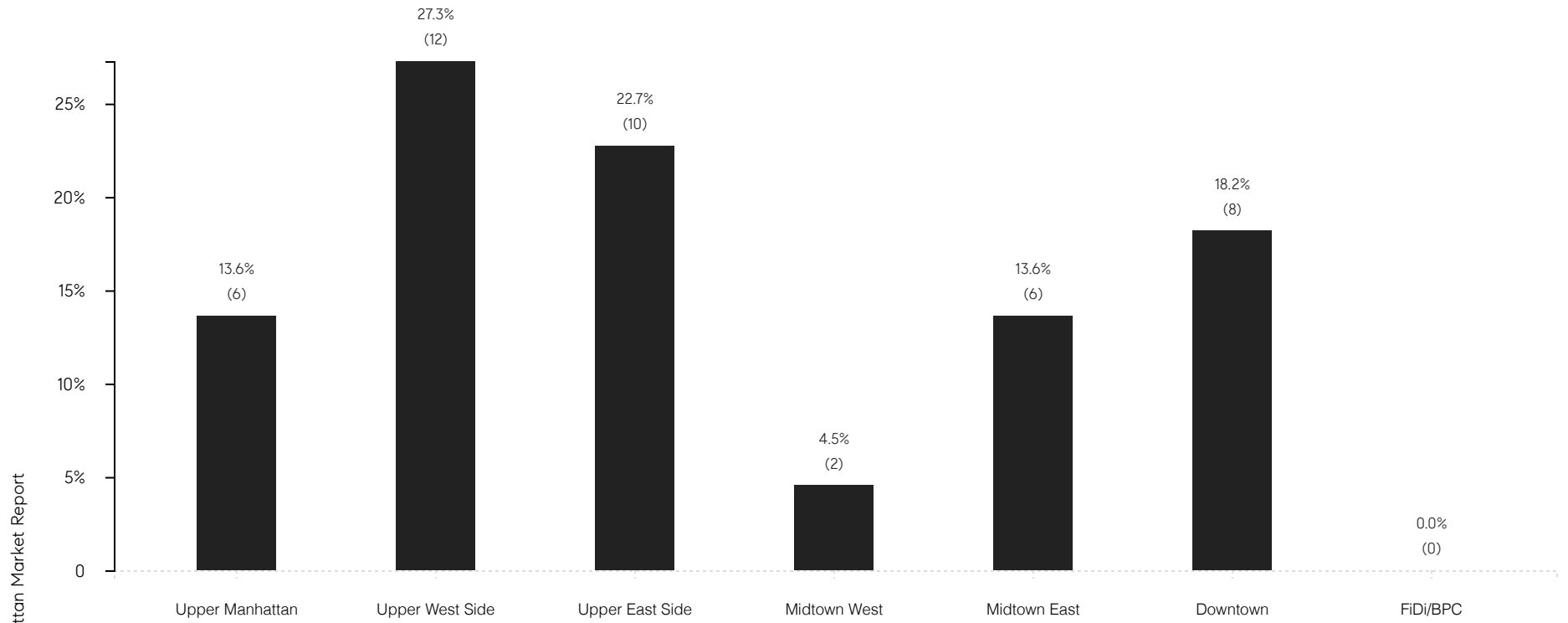
Contracts	Q3 '22	Q2 '22	%Δ	Q3 '21	%Δ
# CONTRACTS	31	47	-34.0%	67	-53.7%
AVG. DISCOUNT	7%	4%	-	5%	-
MEDIAN PRICE	\$6,995,000	\$7,500,000	-6.7%	\$7,850,000	-10.9%
AVERAGE PRICE	\$10,081,935	\$8,776,489	14.9%	\$9,806,403	2.8%
AVERAGE PPSF	\$1,757	\$1,642	7.0%	\$1,847	-4.9%
AVERAGE SF	5,567	5,403	3.0%	5,239	6.3%

Inventory	Q3 '22	Q2 '22	%Δ	Q3 '21	%Δ
# ACTIVES	215	220	-2.3%	207	3.9%
MEDIAN PRICE	\$8,950,000	\$9,350,000	-4.3%	\$9,995,000	-10.5%
AVERAGE PRICE	\$12,002,286	\$12,881,488	-6.8%	\$13,403,531	-10.5%
AVERAGE PPSF	\$1,937	\$1,939	-0.1%	\$1,933	0.2%
AVERAGE SF	6,092	6,443	-5.4%	6,832	-10.8%

Townhouses

SINGLE-FAMILY SALES BY SUBMARKET

■ TOWNHOUSES

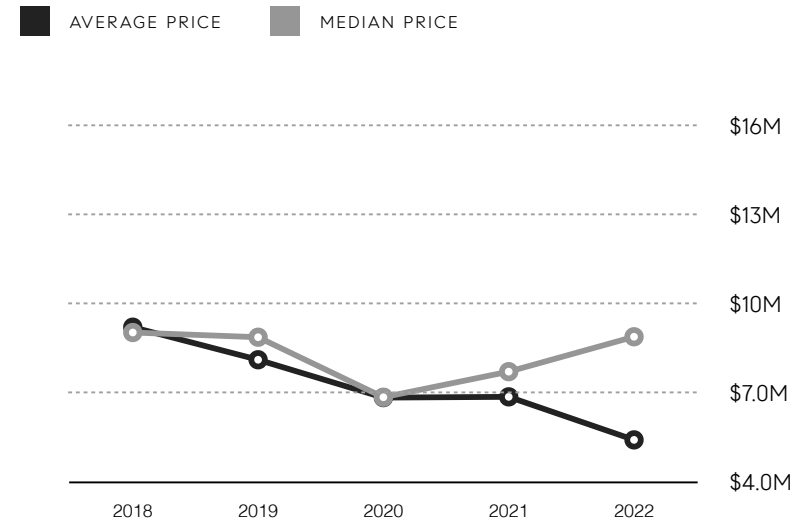


Upper West Side

SINGLE-FAMILY TOWNHOUSES

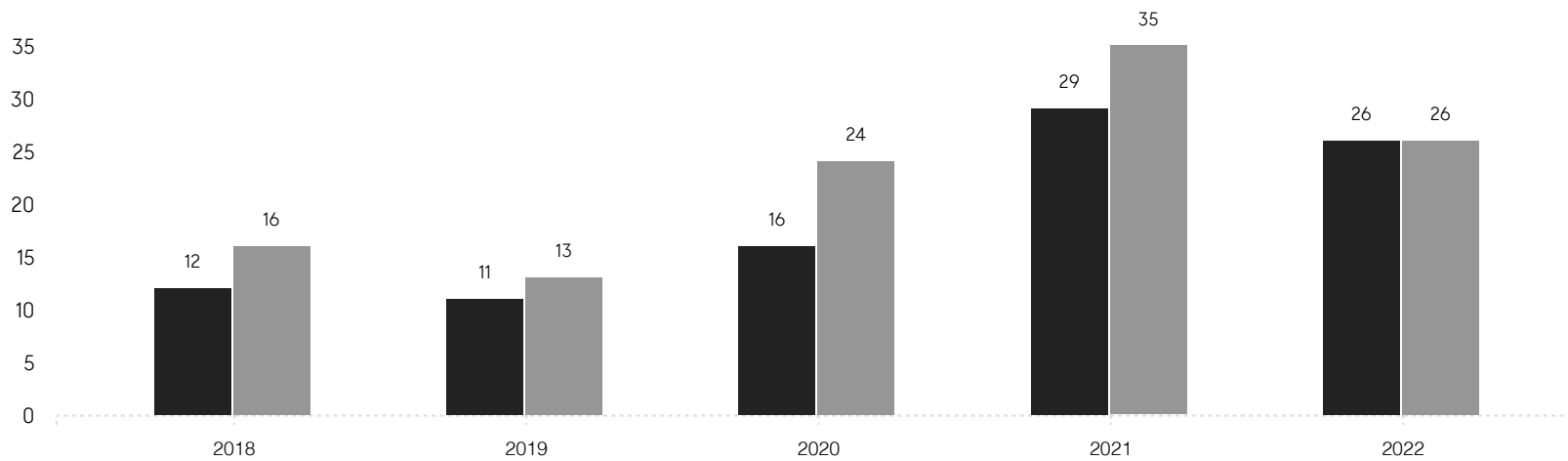
Sales	YTD 2022	YTD 2021	%Δ
# SALES	26	29	-10.3%
AVG. DISCOUNT	8%	15%	-
MEDIAN PRICE	\$5,400,000	\$6,700,000	-19.4%
AVERAGE PRICE	\$8,875,047	\$7,701,422	15.2%
AVERAGE PPSF	\$1,459	\$1,247	17.0%
AVERAGE SF	5,643	6,144	-8.2%

Historic Prices



Historic Sales

■ YEAR-TO-DATE ■ FULL-YEAR

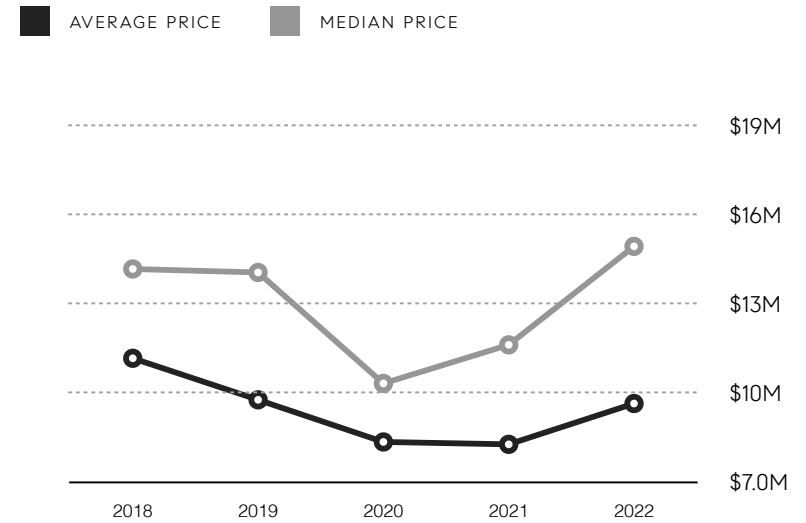


Upper East Side

SINGLE-FAMILY TOWNHOUSES

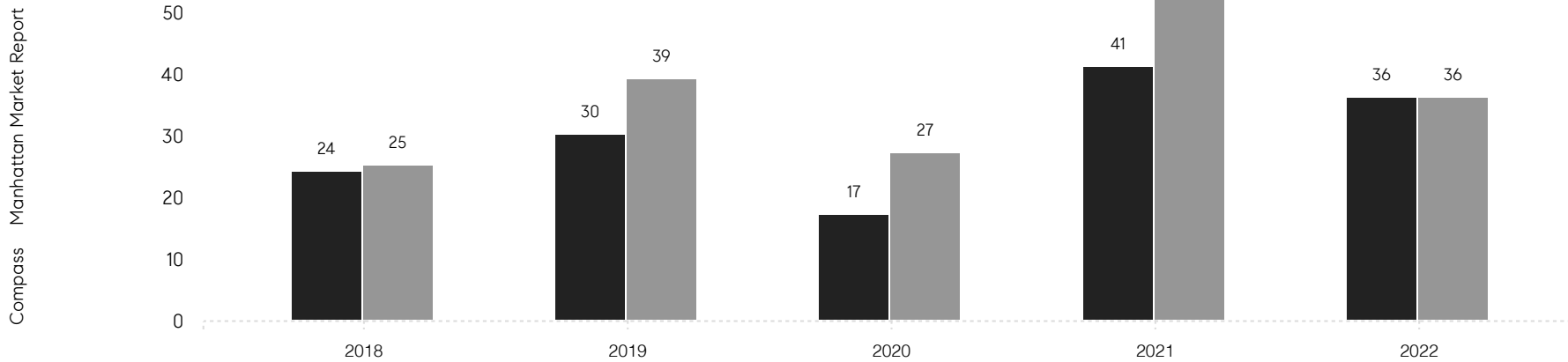
Sales	YTD 2022	YTD 2021	%Δ
# SALES	36	41	-12.2%
AVG. DISCOUNT	13%	17%	-
MEDIAN PRICE	\$9,625,000	\$7,850,000	22.6%
AVERAGE PRICE	\$14,920,997	\$11,653,438	28.0%
AVERAGE PPSF	\$1,987	\$1,749	13.6%
AVERAGE SF	6,883	6,411	7.4%

Historic Prices



Historic Sales

■ YEAR-TO-DATE ■ FULL-YEAR

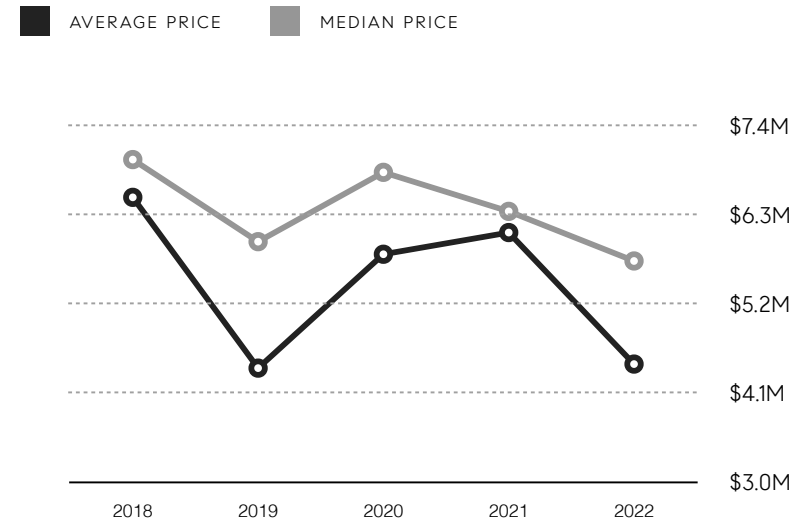


Midtown East

SINGLE-FAMILY TOWNHOUSES

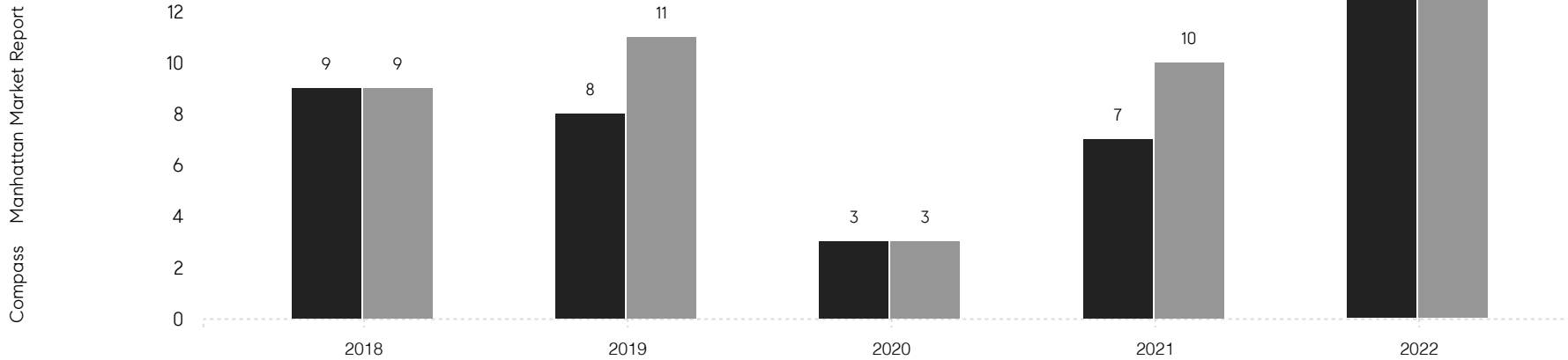
Sales	YTD 2022	YTD 2021	%Δ
# SALES	13	7	85.7%
AVG. DISCOUNT	8%	8%	-
MEDIAN PRICE	\$4,450,000	\$6,000,000	-25.8%
AVERAGE PRICE	\$5,723,858	\$6,259,714	-8.6%
AVERAGE PPSF	\$1,307	\$1,426	-8.3%
AVERAGE SF	4,471	4,526	-1.2%

Historic Prices



Historic Sales

■ YEAR-TO-DATE ■ FULL-YEAR

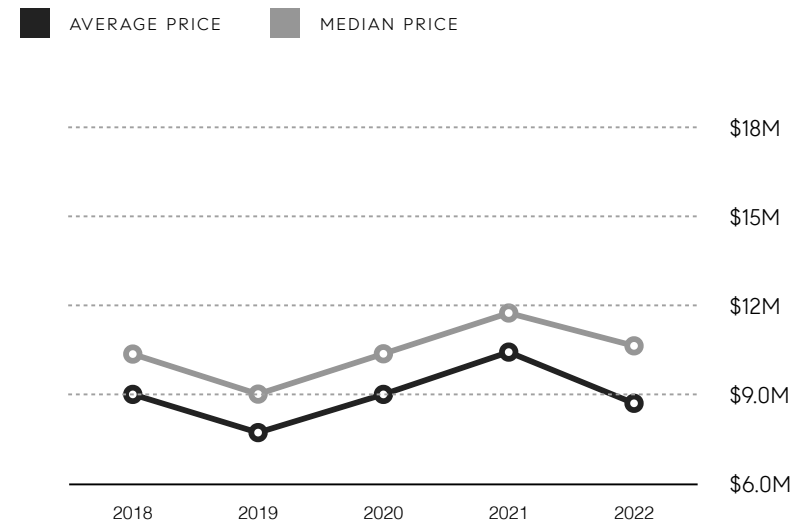


Downtown

SINGLE-FAMILY TOWNHOUSES

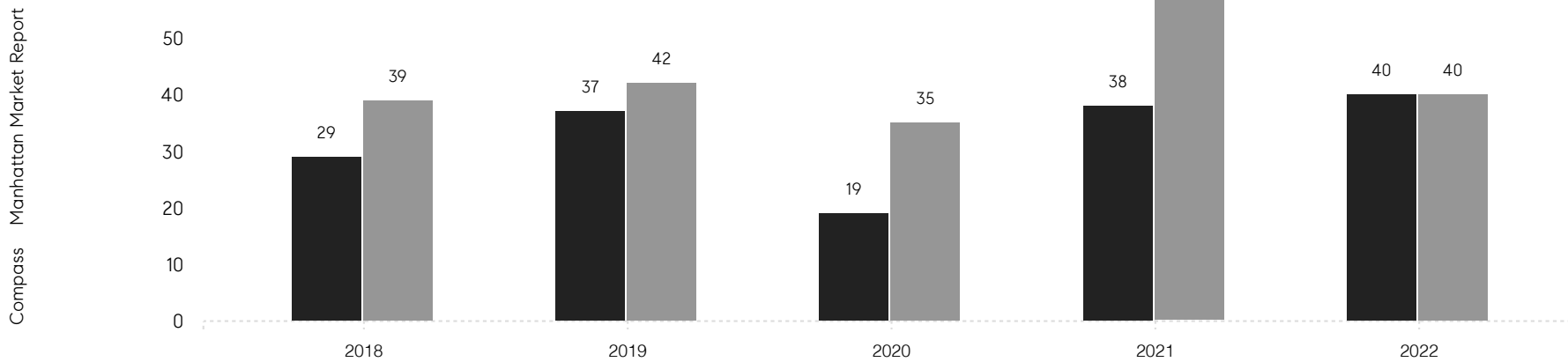
Sales	YTD 2022	YTD 2021	%Δ
# SALES	40	38	5.3%
AVG. DISCOUNT	7%	16%	-
MEDIAN PRICE	\$8,700,000	\$10,712,500	-18.8%
AVERAGE PRICE	\$10,636,250	\$11,348,554	-6.3%
AVERAGE PPSF	\$2,152	\$2,121	1.5%
AVERAGE SF	4,884	5,374	-9.1%

Historic Prices



Historic Sales

■ YEAR-TO-DATE ■ FULL-YEAR

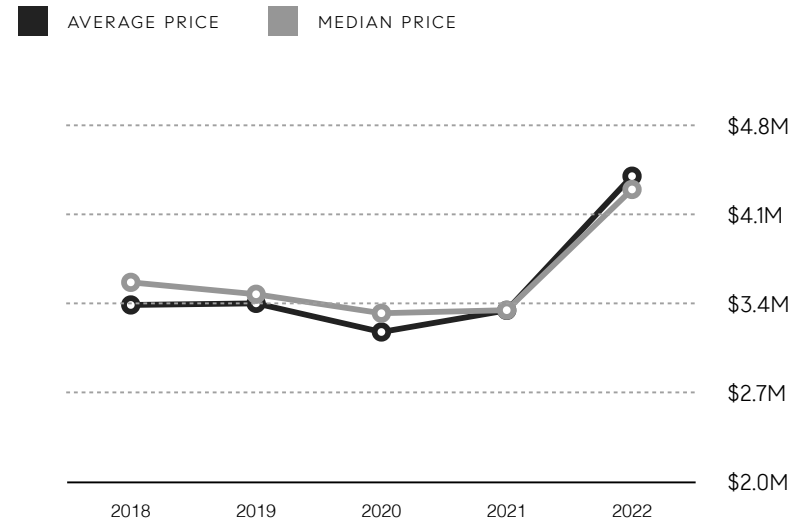


Upper Manhattan

SINGLE-FAMILY TOWNHOUSES

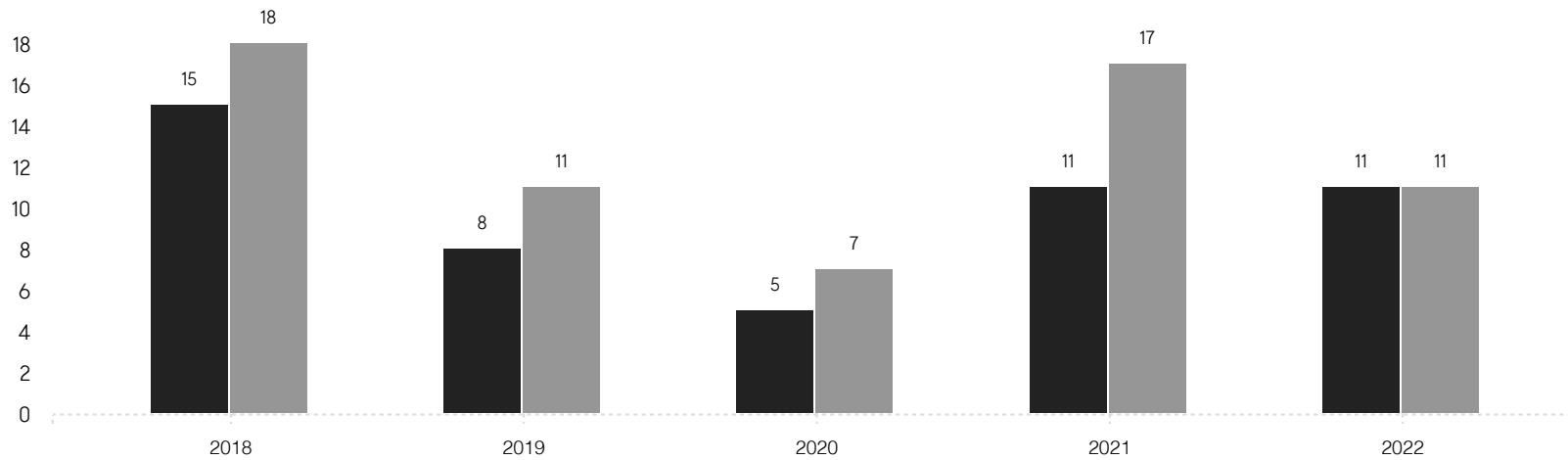
Sales	YTD 2022	YTD 2021	%Δ
# SALES	11	11	0.0%
AVG. DISCOUNT	12%	10%	-
MEDIAN PRICE	\$4,400,000	\$3,575,000	23.1%
AVERAGE PRICE	\$4,295,627	\$3,484,806	23.3%
AVERAGE PPSF	\$888	\$782	13.6%
AVERAGE SF	4,933	4,694	5.1%

Historic Prices



Historic Sales

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



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