

Q1 2023

Manhattan Market Report

COMPASS



342 W 85th St #6D
Photographer: Rise Media

New York is set for a spring awakening. Contract activity jumped 14.5 percent quarter-over-quarter in Q1 as buyers and sellers increasingly decided to move on with their lives after largely waiting on the sidelines during the second half of 2022, accepting the reality of higher interest rates, sustained economic uncertainty, and ongoing geopolitical challenges.

Two thousand two hundred sixty-two apartments closed during the year's first quarter, totaling \$4.49 billion. This transaction volume resembles the historical average more firmly than the frenzied buying that began in 2021. Moreover, most activity last year

occurred during the first half of the year when interest rates were significantly lower than what they are today and on the heels of a hyperactive 2021. The market today is more sustainable and balanced.

Contract data show a greater acceptance of current conditions as 2,235 condos and co-ops worth \$4.46 billion went into contract in Q1, with signings accelerating in February and holding steady since, pointing to a rosier spring ahead. Even the submarkets with the steepest declines, like the Financial District and Midtown West, are primed to show better in the spring, as the seasonality of sales impacts them more

significantly.

The persistent challenge in New York City, as in the rest of the country, is an inventory shortage. Still, homes that are accurately priced and turnkey are trading, as life circumstances do not pause for more favorable market conditions.

All signs indicate a continued market evolution, with consumers more willing to transact. While external factors may remain unsettling, Manhattan real estate remains a valued asset class. Working with a knowledgeable agent and the industry's leading technology platform makes navigating the changing tide much smoother.

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Introduction	02
Market Highlights	05
Methodology	06
Recorded Sales	07
Contracts Signed	08
Inventory	09
Submarkets	11

SOURCES

REBNY RLS,
ACRIS (Automated City Register Information System)

Manhattan Market Report

Neighborhood Map



An uptick in quarter-over-quarter contract activity suggests a positive spring season is ahead.

\$1,985,985

Average Sales Price
Q1 2023

\$2,978,715

Average Condo Price
Q1 2023

\$1,483

Average Price Per
Square Foot Q1 2023

7%

Average Discount
Q1 2023

\$1,085,000

Median Sales Price
Q1 2023

\$1,218,875

Average Co-op Price
Q1 2023

160

Average Days
on the Market
Q1 2023

32%

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.

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

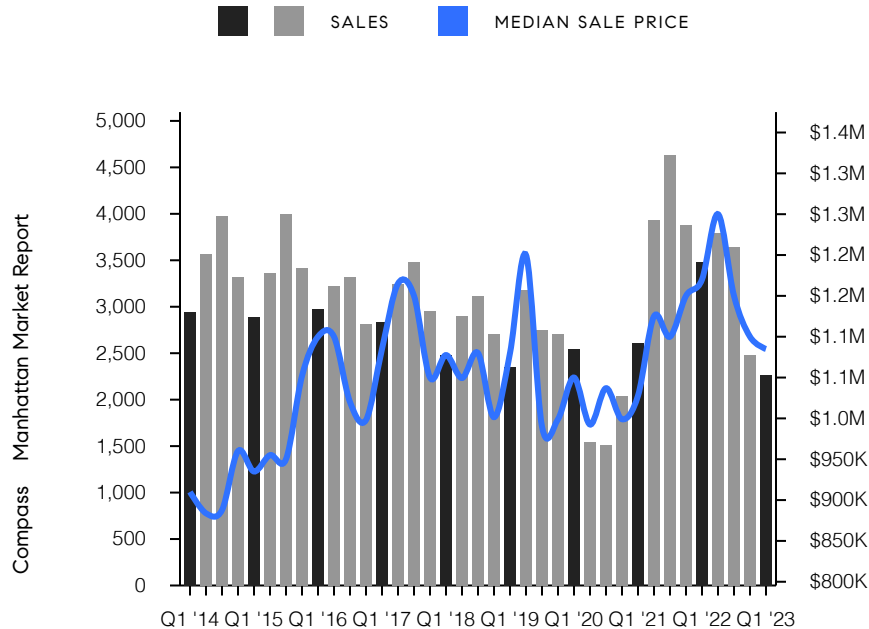
Q3: July 1 - September 30

Q4: October 1 - December 31

Recorded Sales

BY PROPERTY TYPE

- 35.0% fewer properties closed during Q1 2023 than last year, following a relatively slow fourth quarter of 2022
- Condos saw the greatest decline of 39.6%, while their prices jumped 10.9% year-over-year to nearly \$3M on average
- The Upper East Side fared the best, with a 20.6% decline in sales, but a 21.9% higher average price, year-over-year
- The ultra-luxury sector at \$20M and above had a steep increase in sales, soaring 200% year-over-year and 36.4% quarter-over-quarter



Summary	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	2,262	2,484	-8.9%	3,479	-35.0%
SALES VOLUME	\$4,492,297,396	\$4,876,368,041	-7.9%	\$6,815,417,819	-34.1%
AVG. DISCOUNT	7%	6%	-	5%	-
MEDIAN PRICE	\$1,085,000	\$1,100,000	-1.4%	\$1,170,000	-7.3%
AVERAGE PRICE	\$1,985,985	\$1,963,111	1.2%	\$1,959,016	1.4%
AVERAGE PPSF*	\$1,483	\$1,501	-1.2%	\$1,474	0.6%
AVERAGE SF*	1,261	1,216	3.7%	1,256	0.4%

Condos	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	986	1,128	-12.6%	1,633	-39.6%
SALES VOLUME	\$2,937,012,703	\$3,124,235,090	-6.0%	\$4,387,729,905	-33.1%
AVG. DISCOUNT	7%	7%	-	5%	-
MEDIAN PRICE	\$1,689,500	\$1,600,000	5.6%	\$1,688,000	0.1%
AVERAGE PRICE	\$2,978,715	\$2,769,712	7.5%	\$2,686,914	10.9%
AVERAGE PPSF	\$1,782	\$1,773	0.5%	\$1,702	4.7%
AVERAGE SF	1,382	1,312	5.3%	1,345	2.8%

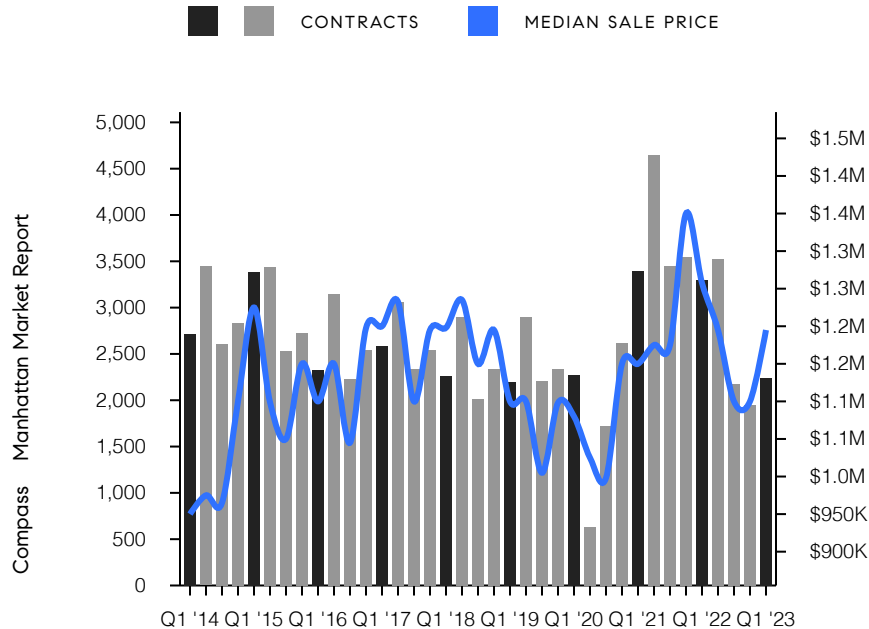
Co-ops	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	1,276	1,356	-5.9%	1,846	-30.9%
SALES VOLUME	\$1,555,284,693	\$1,752,132,951	-11.2%	\$2,427,687,914	-35.9%
AVG. DISCOUNT	7%	6%	-	5%	-
MEDIAN PRICE	\$802,500	\$792,500	1.3%	\$818,250	-1.9%
AVERAGE PRICE	\$1,218,875	\$1,292,133	-5.7%	\$1,315,107	-7.3%

* Includes reported co-op square footage data.

Contracts Signed

BY PROPERTY TYPE

- There were 32.1% fewer contracts signed in Q1 2023 than in the same period last year, but 14.5% more than last quarter
- Upper Manhattan and Downtown saw the least decline, falling 26.3% and 26.5%, respectively
- The \$5M-10M price bracket had 39.8% more contracts signed than last quarter
- Quarter-over-quarter co-op prices climbed 9.1% on average and 4.3% in median price
- The median price of a condo was down 9.6% year-over-year, and also down quarter-over-quarter



Summary	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# CONTRACTS	2,235	1,952	14.5%	3,294	-32.1%
AVG. DISCOUNT	5%	4%	-	3%	-
MEDIAN PRICE	\$1,195,000	\$1,100,000	8.6%	\$1,257,500	-5.0%
AVERAGE PRICE	\$1,993,680	\$1,905,991	4.6%	\$2,060,581	-3.2%
AVERAGE PPSF*	\$1,528	\$1,481	3.2%	\$1,545	-1.1%
AVERAGE SF*	1,282	1,283	-0.1%	1,333	-3.8%

Condos	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# CONTRACTS	1,033	829	24.6%	1,546	-33.2%
AVG. DISCOUNT	4%	4%	-	2%	-
MEDIAN PRICE	\$1,650,000	\$1,679,000	-1.7%	\$1,825,000	-9.6%
AVERAGE PRICE	\$2,696,870	\$2,762,968	-2.4%	\$2,795,412	-3.5%
AVERAGE PPSF	\$1,793	\$1,760	1.9%	\$1,810	-0.9%
AVERAGE SF	1,362	1,409	-3.3%	1,397	-2.5%

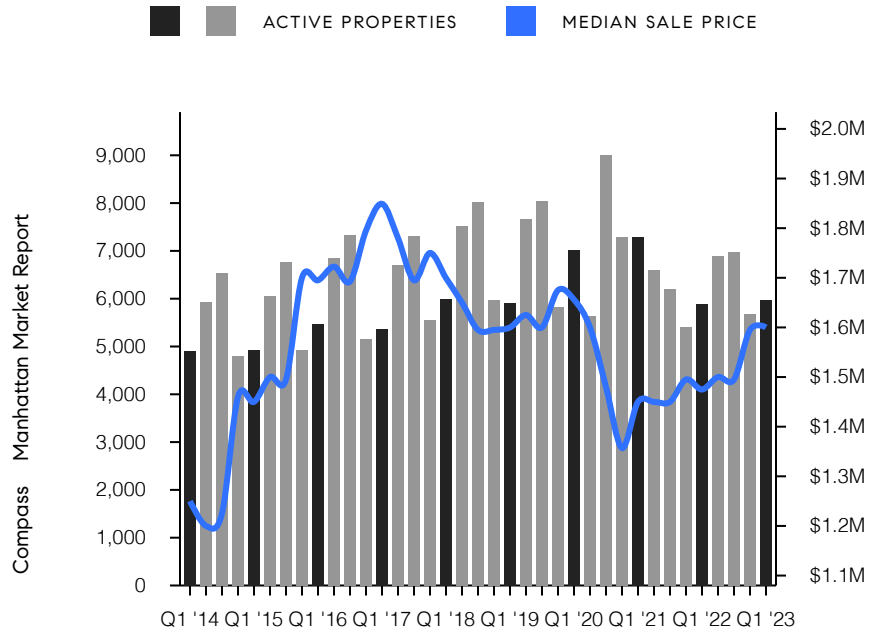
Co-ops	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# CONTRACTS	1,202	1,123	7.0%	1,748	-31.2%
AVG. DISCOUNT	5%	4%	-	3%	-
MEDIAN PRICE	\$850,000	\$815,000	4.3%	\$850,000	-
AVERAGE PRICE	\$1,389,357	\$1,273,370	9.1%	\$1,410,668	-1.5%

* Includes reported co-op square footage data.

Inventory

BY PROPERTY TYPE

- Inventory climbed slightly, up 1.4% year-over-year and 4.9% quarter-over-quarter, but continued to hover around the same level of 6,000 active properties
- There were 25.2% fewer new listings compared to last year
- Units priced \$1M-3M were 37.1% of active listings, a 6.7% increase from this time last year
- Downtown had the largest market share with 24.2% of inventory, and the highest average price at nearly \$3.7M

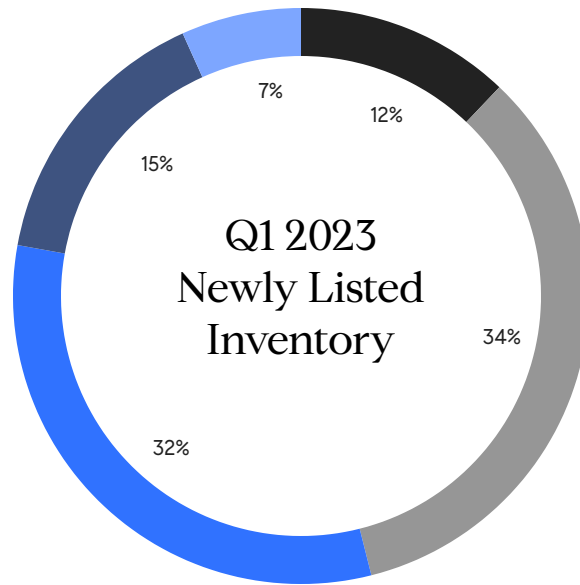
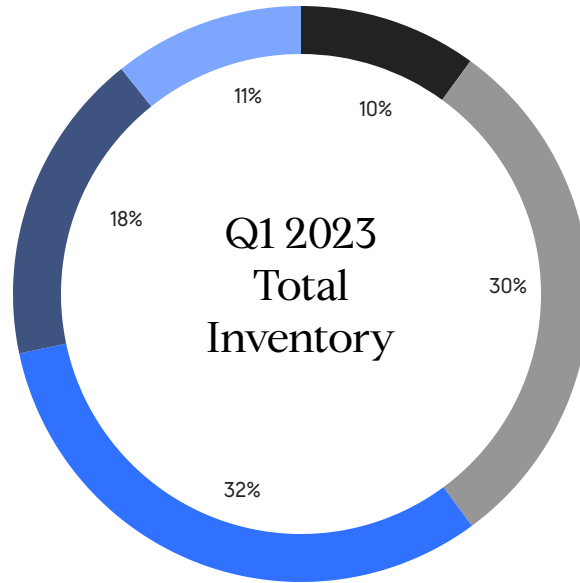


Summary	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# ACTIVES	5,966	5,689	4.9%	5,886	1.4%
MEDIAN PRICE	\$1,600,000	\$1,595,000	0.3%	\$1,475,000	8.5%
AVERAGE PRICE	\$3,183,737	\$3,150,174	1.1%	\$3,089,908	3.0%
AVERAGE PPSF*	\$1,803	\$1,801	0.1%	\$1,759	2.5%
AVERAGE SF*	1,621	1,595	1.6%	1,532	5.8%

Condos	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# ACTIVES	3,193	3,002	6.4%	3,091	3.3%
MEDIAN PRICE	\$2,290,000	\$2,325,000	-1.5%	\$2,250,000	1.8%
AVERAGE PRICE	\$4,120,024	\$4,137,427	-0.4%	\$4,146,527	-0.6%
AVERAGE PPSF	\$2,048	\$2,075	-1.3%	\$2,057	-0.4%
AVERAGE SF	1,711	1,701	0.6%	1,663	2.9%

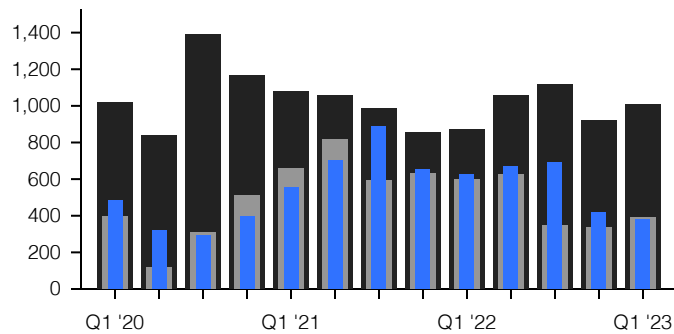
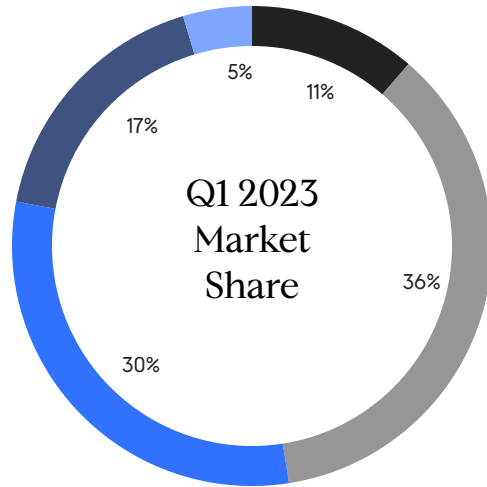
Co-ops	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# ACTIVES	2,773	2,687	3.2%	2,795	-0.8%
MEDIAN PRICE	\$995,000	\$985,000	1.0%	\$879,000	13.2%
AVERAGE PRICE	\$2,105,640	\$2,047,183	2.9%	\$1,921,389	9.6%

* Includes reported co-op square footage data.



Upper West Side

SUBMARKET OVERVIEW



Sales	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	380	416	-8.7%	623	-39.0%
SALES VOLUME	\$719,416,209	\$822,300,432	-12.5%	\$1,305,332,612	-44.9%
AVG. DISCOUNT	6%	6%	-	4%	-
MEDIAN PRICE	\$1,100,000	\$1,150,000	-4.3%	\$1,350,000	-18.5%
AVERAGE PRICE	\$1,893,201	\$1,976,684	-4.2%	\$2,095,237	-9.6%
AVERAGE PPSF*	\$1,538	\$1,563	-1.6%	\$1,583	-2.8%
AVERAGE SF*	1,317	1,301	1.2%	1,281	2.8%

Contracts	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# CONTRACTS	392	337	16.3%	598	-34.4%
AVG. DISCOUNT	4%	5%	-	3%	-
MEDIAN PRICE	\$1,325,000	\$1,295,000	2.3%	\$1,444,500	-8.3%
AVERAGE PRICE	\$2,081,977	\$2,062,370	1.0%	\$2,327,749	-10.6%
AVERAGE PPSF*	\$1,544	\$1,530	0.9%	\$1,718	-10.1%
AVERAGE SF*	1,347	1,355	-0.6%	1,401	-3.9%

Inventory	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# ACTIVES	1,005	919	9.4%	871	15.4%
MEDIAN PRICE	\$1,795,000	\$1,795,000	-	\$1,700,000	5.6%
AVERAGE PRICE	\$3,208,579	\$3,398,743	-5.6%	\$3,518,699	-8.8%
AVERAGE PPSF*	\$1,973	\$1,955	0.9%	\$2,005	-1.6%
AVERAGE SF*	1,693	1,709	-0.9%	1,670	1.4%

* Includes reported co-op square footage data.

Upper West Side

SUBMARKET OVERVIEW

Sales by Property Type

Condos	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	137	171	-19.9%	236	-41.9%
SALES VOLUME	\$408,543,638	\$496,731,030	-17.8%	\$720,950,213	-43.3%
AVG. DISCOUNT	7%	6%	-	5%	-
MEDIAN PRICE	\$1,930,000	\$1,747,500	10.4%	\$2,169,000	-11.0%
AVERAGE PRICE	\$2,982,070	\$2,904,860	2.7%	\$3,054,874	-2.4%
AVERAGE PPSF	\$1,777	\$1,832	-3.0%	\$1,855	-4.2%
AVERAGE SF	1,420	1,452	-2.2%	1,447	-1.9%

Co-ops	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	243	245	-0.8%	387	-37.2%
SALES VOLUME	\$310,872,571	\$325,569,402	-4.5%	\$584,382,399	-46.8%
AVG. DISCOUNT	6%	5%	-	4%	-
MEDIAN PRICE	\$910,000	\$900,000	1.1%	\$965,000	-5.7%
AVERAGE PRICE	\$1,279,311	\$1,328,855	-3.7%	\$1,510,032	-15.3%

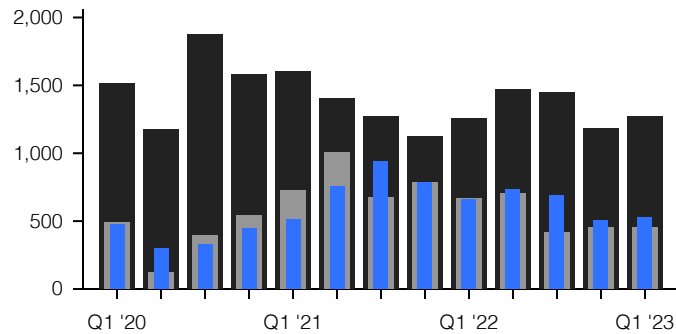
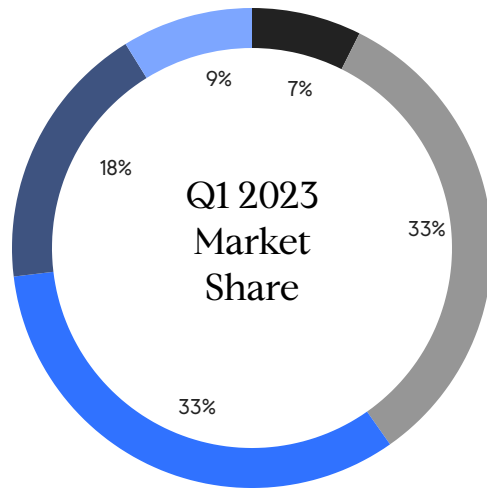
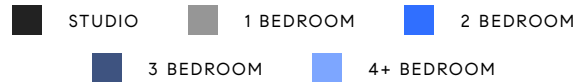
Median Price by Bedroom Count

Condos	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
STUDIO	\$777,500	\$691,000	12.5%	\$704,000	10.4%
1 BEDROOM	\$985,000	\$1,083,000	-9.0%	\$1,075,000	-8.4%
2 BEDROOM	\$2,193,125	\$2,042,500	7.4%	\$2,230,000	-1.7%
3 BEDROOM	\$3,450,000	\$4,925,159	-30.0%	\$3,850,000	-10.4%
4+ BEDROOM	\$5,127,500	\$6,760,138	-24.2%	\$7,559,000	-32.2%

Co-ops	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
STUDIO	\$450,000	\$470,000	-4.3%	\$409,000	10.0%
1 BEDROOM	\$767,500	\$725,000	5.9%	\$730,000	5.1%
2 BEDROOM	\$1,350,000	\$1,372,500	-1.6%	\$1,550,000	-12.9%
3 BEDROOM	\$2,100,000	\$2,150,000	-2.3%	\$2,385,000	-11.9%
4+ BEDROOM	\$5,397,499	\$3,995,000	35.1%	\$3,237,500	66.7%

Upper East Side

SUBMARKET OVERVIEW



Sales	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	523	507	3.2%	659	-20.6%
SALES VOLUME	\$1,256,547,814	\$1,120,741,303	12.1%	\$1,298,387,617	-3.2%
AVG. DISCOUNT	9%	7%	-	6%	-
MEDIAN PRICE	\$1,299,000	\$1,180,000	10.1%	\$1,100,000	18.1%
AVERAGE PRICE	\$2,402,577	\$2,210,535	8.7%	\$1,970,239	21.9%
AVERAGE PPSF*	\$1,471	\$1,440	2.2%	\$1,279	15.0%
AVERAGE SF*	1,499	1,336	12.2%	1,331	12.6%

Contracts	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# CONTRACTS	454	450	0.9%	666	-31.8%
AVG. DISCOUNT	6%	5%	-	3%	-
MEDIAN PRICE	\$1,250,000	\$1,249,500	0.0%	\$1,385,000	-9.7%
AVERAGE PRICE	\$2,104,058	\$1,975,047	6.5%	\$2,249,698	-6.5%
AVERAGE PPSF*	\$1,369	\$1,355	1.0%	\$1,462	-6.4%
AVERAGE SF*	1,393	1,411	-1.3%	1,464	-4.8%

Inventory	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# ACTIVES	1,267	1,180	7.4%	1,256	0.9%
MEDIAN PRICE	\$1,900,000	\$1,849,500	2.7%	\$1,595,000	19.1%
AVERAGE PRICE	\$3,572,445	\$3,494,258	2.2%	\$3,347,460	6.7%
AVERAGE PPSF*	\$1,666	\$1,668	-0.1%	\$1,620	2.8%
AVERAGE SF*	1,811	1,733	4.5%	1,646	10.0%

* Includes reported co-op square footage data.

Upper East Side

SUBMARKET OVERVIEW

Sales by Property Type

Condos	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	162	162	0.0%	202	-19.8%
SALES VOLUME	\$681,016,224	\$531,232,111	28.2%	\$565,399,038	20.4%
AVG. DISCOUNT	9%	6%	-	6%	-
MEDIAN PRICE	\$2,371,763	\$1,900,000	24.8%	\$1,570,000	51.1%
AVERAGE PRICE	\$4,203,804	\$3,279,211	28.2%	\$2,799,005	50.2%
AVERAGE PPSF	\$1,958	\$1,832	6.9%	\$1,520	28.8%
AVERAGE SF	1,839	1,513	21.5%	1,404	31.0%

Co-ops	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	361	345	4.6%	457	-21.0%
SALES VOLUME	\$575,531,590	\$589,509,192	-2.4%	\$732,988,579	-21.5%
AVG. DISCOUNT	9%	8%	-	7%	-
MEDIAN PRICE	\$985,000	\$945,000	4.2%	\$950,000	3.7%
AVERAGE PRICE	\$1,594,270	\$1,708,722	-6.7%	\$1,603,914	-0.6%

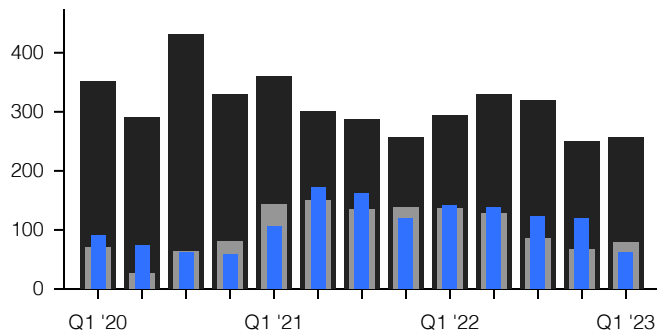
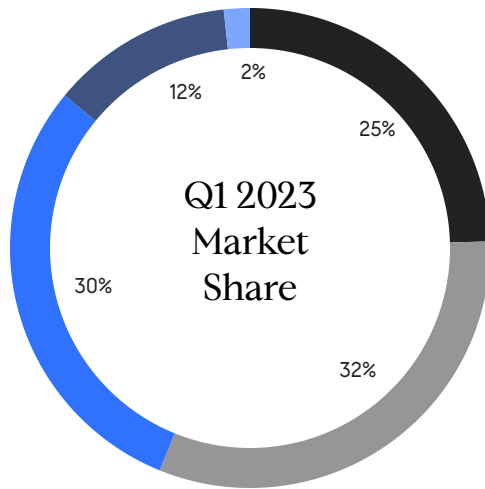
Median Price by Bedroom Count

Condos	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
STUDIO	\$487,500	\$515,000	-5.3%	\$595,000	-18.1%
1 BEDROOM	\$850,000	\$931,000	-8.7%	\$840,000	1.2%
2 BEDROOM	\$1,875,000	\$1,887,500	-0.7%	\$1,725,000	8.7%
3 BEDROOM	\$5,200,000	\$4,180,000	24.4%	\$3,200,000	62.5%
4+ BEDROOM	\$9,050,000	\$10,700,000	-15.4%	\$6,583,025	37.5%

Co-ops	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
STUDIO	\$402,500	\$399,000	0.9%	\$399,000	0.9%
1 BEDROOM	\$599,000	\$611,725	-2.1%	\$678,000	-11.7%
2 BEDROOM	\$1,382,500	\$1,375,000	0.5%	\$1,297,500	6.6%
3 BEDROOM	\$2,025,000	\$2,400,000	-15.6%	\$2,300,000	-12.0%
4+ BEDROOM	\$4,100,000	\$4,483,500	-8.6%	\$3,744,000	9.5%

Midtown West

SUBMARKET OVERVIEW



Sales	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	61	120	-49.2%	141	-56.7%
SALES VOLUME	\$120,697,006	\$173,914,398	-30.6%	\$277,133,916	-56.4%
AVG. DISCOUNT	8%	8%	-	8%	-
MEDIAN PRICE	\$1,100,000	\$1,037,500	6.0%	\$1,075,000	2.3%
AVERAGE PRICE	\$1,978,639	\$1,449,287	36.5%	\$1,965,489	0.7%
AVERAGE PPSF*	\$1,673	\$1,543	8.4%	\$1,691	-1.1%
AVERAGE SF*	1,127	923	22.1%	1,144	-1.5%

Contracts	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# CONTRACTS	78	67	16.4%	137	-43.1%
AVG. DISCOUNT	4%	3%	-	2%	-
MEDIAN PRICE	\$897,000	\$975,000	-8.0%	\$1,299,000	-30.9%
AVERAGE PRICE	\$1,566,911	\$1,674,477	-6.4%	\$2,206,263	-29.0%
AVERAGE PPSF*	\$1,548	\$1,551	-0.2%	\$1,780	-13.0%
AVERAGE SF*	1,056	1,053	0.3%	1,159	-8.9%

Inventory	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# ACTIVES	256	250	2.4%	293	-12.6%
MEDIAN PRICE	\$1,500,000	\$1,500,000	-	\$1,305,000	14.9%
AVERAGE PRICE	\$2,381,451	\$2,494,567	-4.5%	\$2,588,691	-8.0%
AVERAGE PPSF*	\$1,862	\$1,869	-0.4%	\$1,817	2.5%
AVERAGE SF*	1,225	1,294	-5.3%	1,212	1.1%

* Includes reported co-op square footage data.

Midtown West

SUBMARKET OVERVIEW

Sales by Property Type

Condos	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	49	96	-49.0%	107	-54.2%
SALES VOLUME	\$113,799,887	\$160,724,528	-29.2%	\$255,728,916	-55.5%
AVG. DISCOUNT	9%	8%	-	8%	-
MEDIAN PRICE	\$1,620,000	\$1,207,500	34.2%	\$1,600,000	1.3%
AVERAGE PRICE	\$2,322,447	\$1,674,214	38.7%	\$2,389,990	-2.8%
AVERAGE PPSF	\$1,758	\$1,622	8.4%	\$1,810	-2.9%
AVERAGE SF	1,180	949	24.3%	1,203	-1.9%

Co-ops	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	12	24	-50.0%	34	-64.7%
SALES VOLUME	\$6,897,119	\$13,189,870	-47.7%	\$21,405,000	-67.8%
AVG. DISCOUNT	4%	7%	-	5%	-
MEDIAN PRICE	\$532,250	\$535,000	-0.5%	\$635,000	-16.2%
AVERAGE PRICE	\$574,760	\$549,578	4.6%	\$629,559	-8.7%

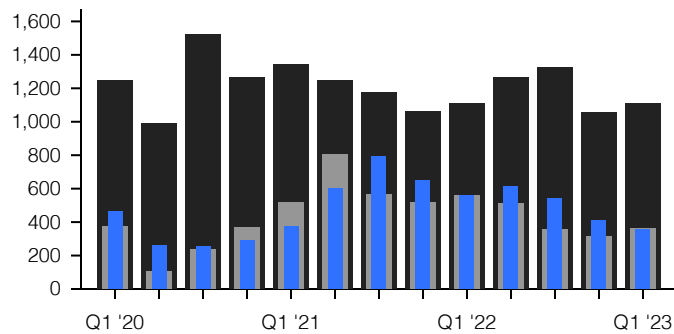
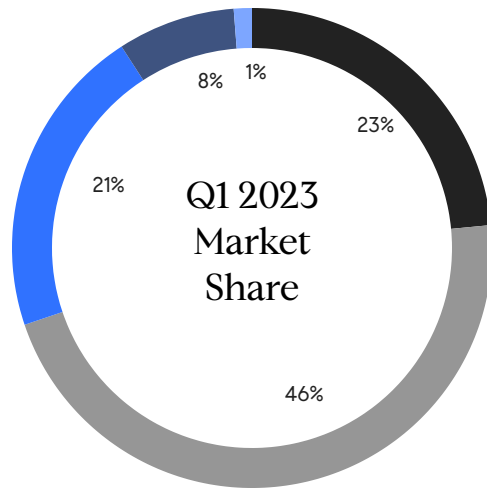
Median Price by Bedroom Count

Condos	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
STUDIO	\$769,750	\$815,000	-5.6%	\$645,000	19.3%
1 BEDROOM	\$995,000	\$1,045,500	-4.8%	\$1,041,250	-4.4%
2 BEDROOM	\$2,150,000	\$1,929,838	11.4%	\$2,140,000	0.5%
3 BEDROOM	\$5,704,250	\$5,354,588	6.5%	\$3,450,000	65.3%
4+ BEDROOM	\$10,950,000	\$13,104,750	-16.4%	\$12,003,750	-8.8%

Co-ops	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
STUDIO	\$427,500	\$360,000	18.8%	\$375,000	14.0%
1 BEDROOM	\$825,000	\$597,500	38.1%	\$750,000	10.0%
2 BEDROOM	\$860,000	\$952,500	-9.7%	\$845,000	1.8%
3 BEDROOM	-	-	-	-	-
4+ BEDROOM	-	-	-	-	-

Midtown East

SUBMARKET OVERVIEW



Sales	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	355	410	-13.4%	562	-36.8%
SALES VOLUME	\$625,859,124	\$822,654,339	-23.9%	\$857,610,838	-27.0%
AVG. DISCOUNT	7%	7%	-	7%	-
MEDIAN PRICE	\$809,000	\$800,000	1.1%	\$835,000	-3.1%
AVERAGE PRICE	\$1,762,983	\$2,006,474	-12.1%	\$1,525,998	15.5%
AVERAGE PPSF*	\$1,315	\$1,320	-0.4%	\$1,273	3.3%
AVERAGE SF*	1,047	1,189	-11.9%	1,075	-2.6%

Contracts	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# CONTRACTS	362	315	14.9%	557	-35.0%
AVG. DISCOUNT	5%	4%	-	4%	-
MEDIAN PRICE	\$950,000	\$845,000	12.4%	\$899,000	5.7%
AVERAGE PRICE	\$1,761,345	\$1,381,212	27.5%	\$1,438,541	22.4%
AVERAGE PPSF*	\$1,361	\$1,246	9.2%	\$1,273	6.9%
AVERAGE SF*	1,235	1,077	14.7%	1,150	7.4%

Inventory	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# ACTIVES	1,111	1,054	5.4%	1,109	0.2%
MEDIAN PRICE	\$1,290,000	\$1,275,000	1.2%	\$1,229,000	5.0%
AVERAGE PRICE	\$3,541,286	\$3,232,966	9.5%	\$3,621,373	-2.2%
AVERAGE PPSF*	\$1,865	\$1,835	1.6%	\$1,854	0.6%
AVERAGE SF*	1,531	1,511	1.3%	1,495	2.4%

* Includes reported co-op square footage data.

Midtown East

SUBMARKET OVERVIEW

Sales by Property Type

Condos	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	165	185	-10.8%	231	-28.6%
SALES VOLUME	\$481,367,834	\$646,040,020	-25.5%	\$563,610,287	-14.6%
AVG. DISCOUNT	5%	8%	-	6%	-
MEDIAN PRICE	\$1,199,000	\$1,389,911	-13.7%	\$1,290,000	-7.1%
AVERAGE PRICE	\$2,917,381	\$3,492,108	-16.5%	\$2,439,871	19.6%
AVERAGE PPSF	\$1,671	\$1,688	-1.0%	\$1,601	4.4%
AVERAGE SF	1,129	1,338	-15.6%	1,160	-2.7%

Co-ops	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	190	225	-15.6%	331	-42.6%
SALES VOLUME	\$144,491,290	\$176,614,319	-18.2%	\$294,000,551	-50.9%
AVG. DISCOUNT	9%	6%	-	7%	-
MEDIAN PRICE	\$605,000	\$575,000	5.2%	\$597,393	1.3%
AVERAGE PRICE	\$760,480	\$784,953	-3.1%	\$888,219	-14.4%

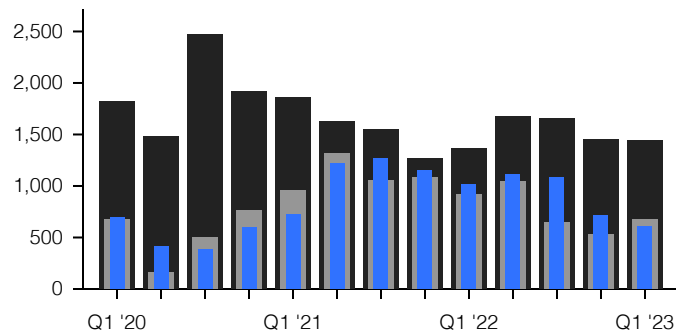
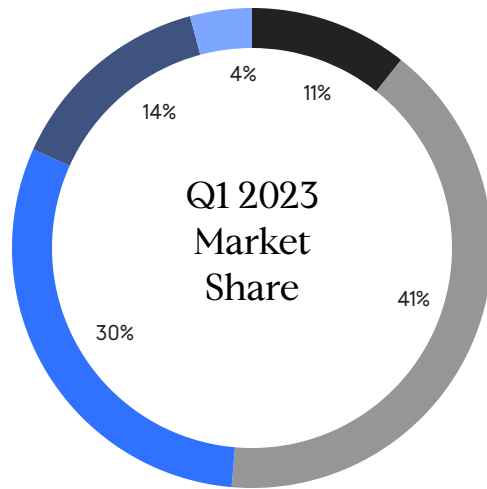
Median Price by Bedroom Count

Condos	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
STUDIO	\$700,000	\$570,000	22.8%	\$625,000	12.0%
1 BEDROOM	\$991,950	\$976,250	1.6%	\$980,000	1.2%
2 BEDROOM	\$2,200,000	\$1,807,500	21.7%	\$1,817,500	21.0%
3 BEDROOM	\$7,200,000	\$4,029,000	78.7%	\$3,662,500	96.6%
4+ BEDROOM	\$5,635,613	\$44,917,250	-87.5%	\$9,464,416	-40.5%

Co-ops	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
STUDIO	\$357,500	\$360,000	-0.7%	\$357,500	-
1 BEDROOM	\$650,000	\$608,000	6.9%	\$622,500	4.4%
2 BEDROOM	\$962,500	\$1,100,000	-12.5%	\$1,175,000	-18.1%
3 BEDROOM	\$2,025,000	\$1,861,017	8.8%	\$1,647,980	22.9%
4+ BEDROOM	\$1,920,000	\$2,557,500	-24.9%	\$4,374,950	-56.1%

Downtown

SUBMARKET OVERVIEW



Sales	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	609	711	-14.3%	1,013	-39.9%
SALES VOLUME	\$1,439,799,677	\$1,578,360,715	-8.8%	\$2,509,803,417	-42.6%
AVG. DISCOUNT	6%	5%	-	4%	-
MEDIAN PRICE	\$1,530,000	\$1,444,823	5.9%	\$1,700,000	-10.0%
AVERAGE PRICE	\$2,364,203	\$2,219,917	6.5%	\$2,477,595	-4.6%
AVERAGE PPSF*	\$1,790	\$1,814	-1.3%	\$1,794	-0.2%
AVERAGE SF*	1,369	1,241	10.3%	1,463	-6.4%

Contracts	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# CONTRACTS	675	525	28.6%	918	-26.5%
AVG. DISCOUNT	4%	4%	-	2%	-
MEDIAN PRICE	\$1,595,000	\$1,550,000	2.9%	\$1,695,000	-5.9%
AVERAGE PRICE	\$2,436,289	\$2,518,329	-3.3%	\$2,482,964	-1.9%
AVERAGE PPSF*	\$1,885	\$1,854	1.7%	\$1,799	4.8%
AVERAGE SF*	1,382	1,453	-4.9%	1,492	-7.4%

Inventory	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# ACTIVES	1,439	1,454	-1.0%	1,366	5.3%
MEDIAN PRICE	\$2,380,000	\$2,362,500	0.7%	\$2,250,000	5.8%
AVERAGE PRICE	\$3,666,265	\$3,743,429	-2.1%	\$3,361,194	9.1%
AVERAGE PPSF*	\$2,080	\$2,117	-1.7%	\$1,997	4.2%
AVERAGE SF*	1,866	1,813	2.9%	1,748	6.8%

* Includes reported co-op square footage data.

Downtown

SUBMARKET OVERVIEW

Sales by Property Type

Condos	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	313	354	-11.6%	535	-41.5%
SALES VOLUME	\$1,057,323,653	\$1,057,054,597	0.0%	\$1,861,751,154	-43.2%
AVG. DISCOUNT	6%	6%	-	5%	-
MEDIAN PRICE	\$2,300,000	\$2,226,545	3.3%	\$2,575,000	-10.7%
AVERAGE PRICE	\$3,378,031	\$2,986,030	13.1%	\$3,479,909	-2.9%
AVERAGE PPSF	\$2,040	\$2,051	-0.5%	\$2,013	1.3%
AVERAGE SF	1,509	1,309	15.3%	1,612	-6.4%

Co-ops	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	296	357	-17.1%	478	-38.1%
SALES VOLUME	\$382,476,024	\$521,306,118	-26.6%	\$648,052,263	-41.0%
AVG. DISCOUNT	6%	5%	-	4%	-
MEDIAN PRICE	\$917,500	\$925,000	-0.8%	\$932,500	-1.6%
AVERAGE PRICE	\$1,292,149	\$1,460,241	-11.5%	\$1,355,758	-4.7%

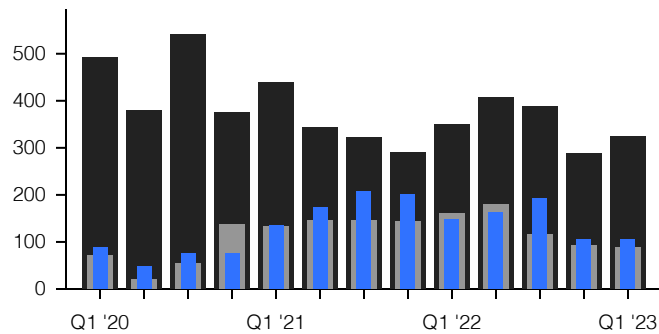
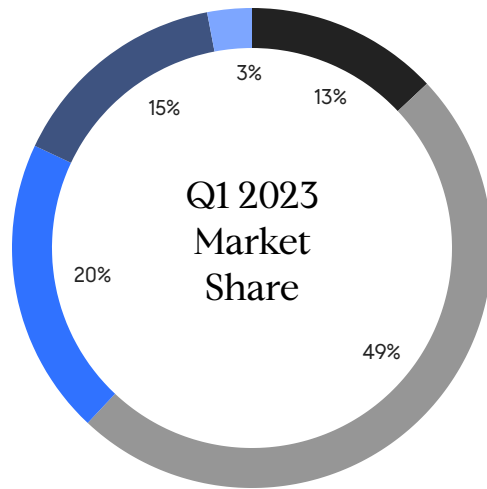
Median Price by Bedroom Count

Condos	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
STUDIO	\$800,000	\$799,500	0.1%	\$780,000	2.6%
1 BEDROOM	\$1,399,000	\$1,382,319	1.2%	\$1,450,000	-3.5%
2 BEDROOM	\$2,680,000	\$2,710,000	-1.1%	\$2,670,000	0.4%
3 BEDROOM	\$4,743,000	\$4,225,000	12.3%	\$4,533,750	4.6%
4+ BEDROOM	\$6,495,000	\$9,972,500	-34.9%	\$8,372,500	-22.4%

Co-ops	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
STUDIO	\$490,000	\$560,000	-12.5%	\$557,500	-12.1%
1 BEDROOM	\$820,000	\$880,000	-6.8%	\$849,000	-3.4%
2 BEDROOM	\$1,460,000	\$1,597,500	-8.6%	\$1,651,000	-11.6%
3 BEDROOM	\$2,550,000	\$3,400,000	-25.0%	\$2,387,500	6.8%
4+ BEDROOM	\$2,930,000	\$4,325,000	-32.3%	\$4,900,000	-40.2%

FiDi/BPC

SUBMARKET OVERVIEW



Sales	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	106	106	0.0%	147	-27.9%
SALES VOLUME	\$145,568,036	\$193,073,203	-24.6%	\$222,144,674	-34.5%
AVG. DISCOUNT	8%	5%	-	6%	-
MEDIAN PRICE	\$1,078,750	\$1,280,000	-15.7%	\$1,040,000	3.7%
AVERAGE PRICE	\$1,373,283	\$1,821,445	-24.6%	\$1,511,188	-9.1%
AVERAGE PPSF*	\$1,388	\$1,444	-3.9%	\$1,305	6.4%
AVERAGE SF*	1,024	1,226	-16.5%	1,107	-7.5%

Contracts	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# CONTRACTS	89	92	-3.3%	161	-44.7%
AVG. DISCOUNT	3%	4%	-	2%	-
MEDIAN PRICE	\$998,000	\$1,075,000	-7.2%	\$1,350,000	-26.1%
AVERAGE PRICE	\$1,328,988	\$1,494,592	-11.1%	\$1,744,483	-23.8%
AVERAGE PPSF*	\$1,337	\$1,404	-4.8%	\$1,508	-11.3%
AVERAGE SF*	982	1,055	-6.9%	1,117	-12.1%

Inventory	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# ACTIVES	324	287	12.9%	350	-7.4%
MEDIAN PRICE	\$1,347,500	\$1,200,000	12.3%	\$1,450,000	-7.1%
AVERAGE PRICE	\$2,094,758	\$1,835,553	14.1%	\$2,383,470	-12.1%
AVERAGE PPSF*	\$1,484	\$1,435	3.4%	\$1,571	-5.5%
AVERAGE SF*	1,294	1,247	3.8%	1,385	-6.6%

* Includes reported co-op square footage data.

FiDi/BPC

SUBMARKET OVERVIEW

Sales by Property Type

Condos	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	70	75	-6.7%	129	-45.7%
SALES VOLUME	\$103,185,736	\$144,281,333	-28.5%	\$208,406,674	-50.5%
AVG. DISCOUNT	7%	7%	-	6%	-
MEDIAN PRICE	\$1,214,000	\$1,260,000	-3.7%	\$1,125,000	7.9%
AVERAGE PRICE	\$1,474,082	\$1,923,751	-23.4%	\$1,615,556	-8.8%
AVERAGE PPSF	\$1,403	\$1,436	-2.3%	\$1,343	4.5%
AVERAGE SF	1,011	1,274	-20.6%	1,114	-9.2%

Co-ops	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	36	31	16.1%	18	100.0%
SALES VOLUME	\$42,382,300	\$48,791,870	-13.1%	\$13,738,000	208.5%
AVG. DISCOUNT	8%	2%	-	6%	-
MEDIAN PRICE	\$920,000	\$1,325,000	-30.6%	\$708,750	29.8%
AVERAGE PRICE	\$1,177,286	\$1,573,931	-25.2%	\$763,222	54.3%

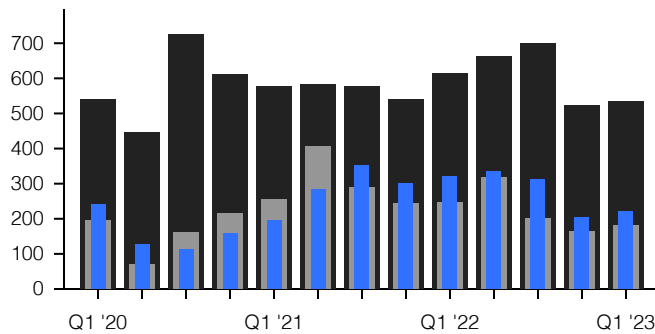
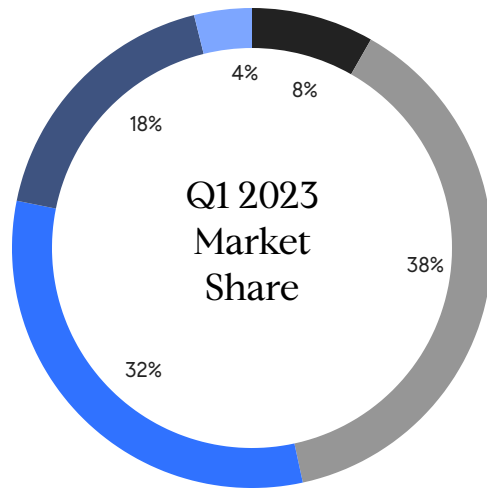
Median Price by Bedroom Count

Condos	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
STUDIO	\$645,000	\$625,000	3.2%	\$616,041	4.7%
1 BEDROOM	\$782,500	\$895,000	-12.6%	\$841,827	-7.0%
2 BEDROOM	\$1,463,800	\$1,995,000	-26.6%	\$1,850,000	-20.9%
3 BEDROOM	\$2,950,000	\$3,612,988	-18.4%	\$2,968,729	-0.6%
4+ BEDROOM	\$4,525,000	\$9,175,000	-50.7%	\$3,450,000	31.2%

Co-ops	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
STUDIO	\$400,000	\$695,000	-42.4%	\$470,000	-14.9%
1 BEDROOM	\$775,000	\$1,175,000	-34.0%	\$700,000	10.7%
2 BEDROOM	\$925,000	\$1,812,500	-49.0%	\$910,000	1.6%
3 BEDROOM	\$1,312,500	\$3,000,000	-56.2%	-	-
4+ BEDROOM	\$3,065,800	\$2,940,900	4.2%	-	-

Upper Manhattan

SUBMARKET OVERVIEW



Sales	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	220	204	7.8%	320	-31.2%
SALES VOLUME	\$166,444,526	\$150,849,379	10.3%	\$314,708,495	-47.1%
AVG. DISCOUNT	6%	6%	-	4%	-
MEDIAN PRICE	\$650,000	\$580,000	12.1%	\$750,000	-13.3%
AVERAGE PRICE	\$756,566	\$739,458	2.3%	\$983,464	-23.1%
AVERAGE PPSF*	\$849	\$805	5.5%	\$1,016	-16.4%
AVERAGE SF*	937	981	-4.5%	941	-0.4%

Contracts	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# CONTRACTS	182	163	11.7%	247	-26.3%
AVG. DISCOUNT	4%	4%	-	2%	-
MEDIAN PRICE	\$657,000	\$599,999	9.5%	\$695,000	-5.5%
AVERAGE PRICE	\$875,557	\$740,604	18.2%	\$894,115	-2.1%
AVERAGE PPSF*	\$926	\$842	10.0%	\$904	2.4%
AVERAGE SF*	956	936	2.1%	1,013	-5.6%

Inventory	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# ACTIVES	535	524	2.1%	615	-13.0%
MEDIAN PRICE	\$699,999	\$722,500	-3.1%	\$680,000	2.9%
AVERAGE PRICE	\$1,119,877	\$1,115,701	0.4%	\$1,008,747	11.0%
AVERAGE PPSF*	\$1,032	\$1,022	1.0%	\$992	4.0%
AVERAGE SF*	1,064	1,081	-1.6%	1,001	6.3%

* Includes reported co-op square footage data.

Upper Manhattan

SUBMARKET OVERVIEW

Sales by Property Type

Condos	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	87	80	8.8%	186	-53.2%
SALES VOLUME	\$85,085,102	\$78,581,471	8.3%	\$192,518,373	-55.8%
AVG. DISCOUNT	5%	7%	-	3%	-
MEDIAN PRICE	\$840,000	\$832,500	0.9%	\$880,000	-4.5%
AVERAGE PRICE	\$977,990	\$982,268	-0.4%	\$1,035,045	-5.5%
AVERAGE PPSF	\$1,072	\$975	9.9%	\$1,157	-7.3%
AVERAGE SF	935	1,052	-11.1%	900	3.9%

Co-ops	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	133	124	7.3%	134	-0.7%
SALES VOLUME	\$81,359,424	\$72,267,908	12.6%	\$122,190,122	-33.4%
AVG. DISCOUNT	7%	5%	-	6%	-
MEDIAN PRICE	\$505,000	\$492,000	2.6%	\$580,000	-12.9%
AVERAGE PRICE	\$611,725	\$582,806	5.0%	\$911,867	-32.9%

Median Price by Bedroom Count

Condos	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
STUDIO	\$593,052	\$517,500	14.6%	\$549,855	7.9%
1 BEDROOM	\$784,052	\$617,500	27.0%	\$781,776	0.3%
2 BEDROOM	\$999,000	\$870,000	14.8%	\$1,205,000	-17.1%
3 BEDROOM	\$1,218,500	\$1,262,630	-3.5%	\$1,650,000	-26.2%
4+ BEDROOM	\$4,412,500	\$3,604,000	22.4%	\$1,502,500	193.7%

Co-ops	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
STUDIO	\$330,000	\$235,000	40.4%	\$275,000	20.0%
1 BEDROOM	\$382,000	\$399,950	-4.5%	\$425,000	-10.1%
2 BEDROOM	\$623,875	\$580,000	7.6%	\$575,000	8.5%
3 BEDROOM	\$650,000	\$863,500	-24.7%	\$950,000	-31.6%
4+ BEDROOM	\$565,000	\$1,457,500	-61.2%	\$3,280,000	-82.8%

COMPASS

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Q1 2023

Manhattan Townhouse Market Report

COMPASS



422 E 84th Street
Photographer: Vistabee

Neighborhood Map	03
Methodology	04
Overview	05
Submarkets	06

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

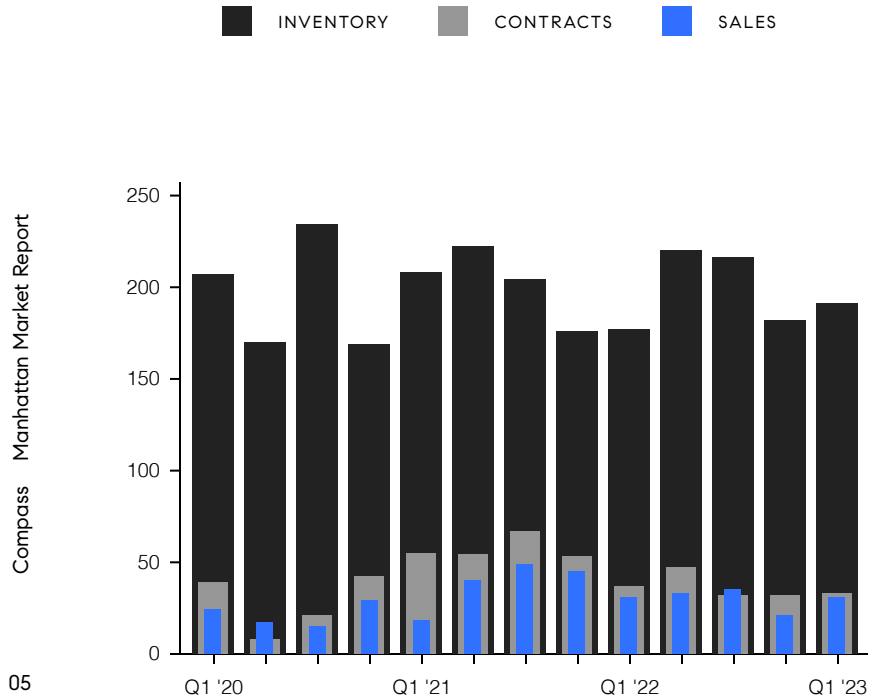
Q3: July 1 - September 30

Q4: October 1 - December 31

Townhouses

OVERVIEW

- The number of sales was equivalent to this time last year, but up 47.6% from last quarter
- Discounts fell from last quarter to 13% on average, returning to levels seen in Q1 2022
- Prices were down slightly, falling 9.0% year-over-year on average, a result of slightly smaller townhouses sold this quarter
- The Upper East Side and Downtown saw the most activity, with 11 and 10 sales, respectively



Sales	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# SALES	31	21	47.6%	31	0.0%
AVG. DISCOUNT	13%	17%	-	13%	-
MEDIAN PRICE	\$7,450,000	\$7,000,000	6.4%	\$7,995,000	-6.8%
AVERAGE PRICE	\$10,483,932	\$8,965,077	16.9%	\$11,522,419	-9.0%
AVERAGE PPSF	\$1,761	\$1,612	9.2%	\$1,833	-3.9%
AVERAGE SF	5,640	5,213	8.2%	5,902	-4.4%

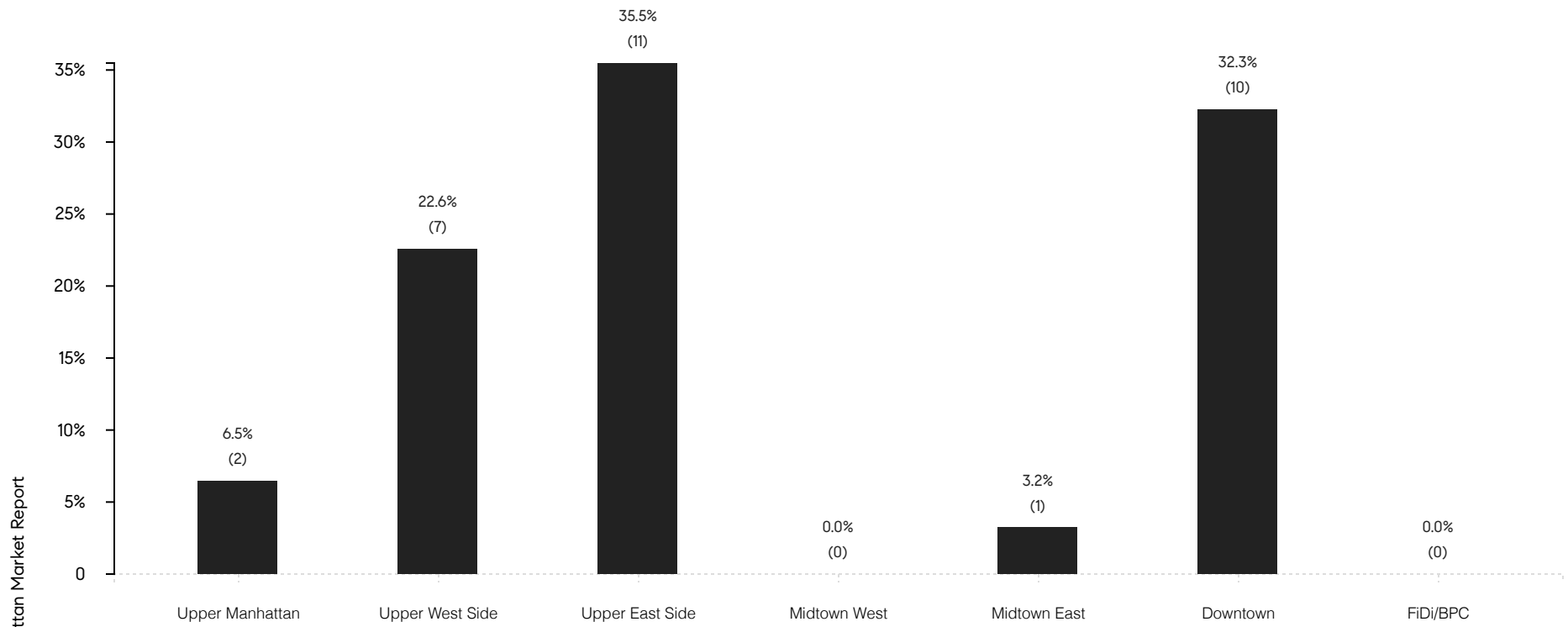
Contracts	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# CONTRACTS	33	32	3.1%	37	-10.8%
AVG. DISCOUNT	9%	8%	-	2%	-
MEDIAN PRICE	\$6,100,000	\$8,997,500	-32.2%	\$7,000,000	-12.9%
AVERAGE PRICE	\$7,827,875	\$12,344,219	-36.6%	\$10,867,649	-28.0%
AVERAGE PPSF	\$1,585	\$2,025	-21.7%	\$2,013	-21.3%
AVERAGE SF	5,008	5,765	-13.1%	4,932	1.5%

Inventory	Q1 '23	Q4 '22	%Δ	Q1 '22	%Δ
# ACTIVES	191	182	4.9%	177	7.9%
MEDIAN PRICE	\$8,850,000	\$8,150,000	8.6%	\$9,950,000	-11.1%
AVERAGE PRICE	\$11,809,787	\$11,200,463	5.4%	\$14,035,568	-15.9%
AVERAGE PPSF	\$2,007	\$1,886	6.4%	\$1,984	1.2%
AVERAGE SF	5,934	5,859	1.3%	6,610	-10.2%

Townhouses

SINGLE-FAMILY SALES BY SUBMARKET

■ TOWNHOUSES

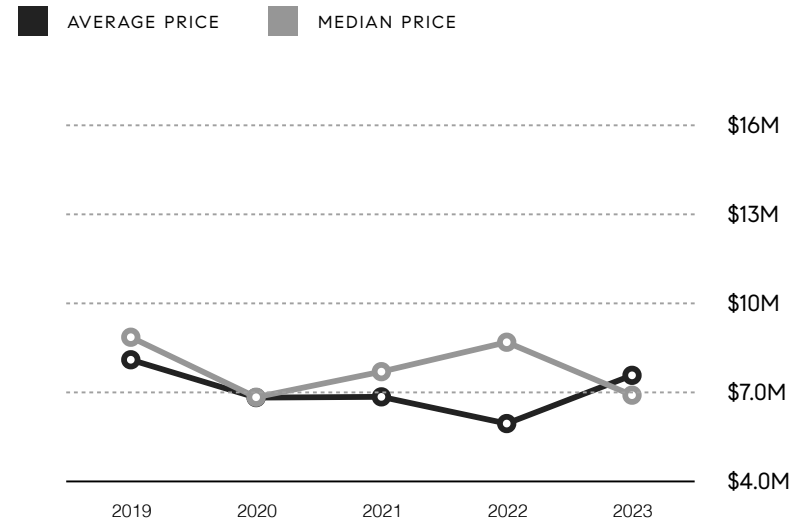


Upper West Side

SINGLE-FAMILY TOWNHOUSES

Sales	YTD 2023	YTD 2022	%Δ
# SALES	7	6	16.7%
AVG. DISCOUNT	12%	10%	-
MEDIAN PRICE	\$7,575,000	\$5,096,250	48.6%
AVERAGE PRICE	\$6,907,143	\$10,627,917	-35.0%
AVERAGE PPSF	\$1,235	\$1,470	-16.0%
AVERAGE SF	5,615	6,522	-13.9%

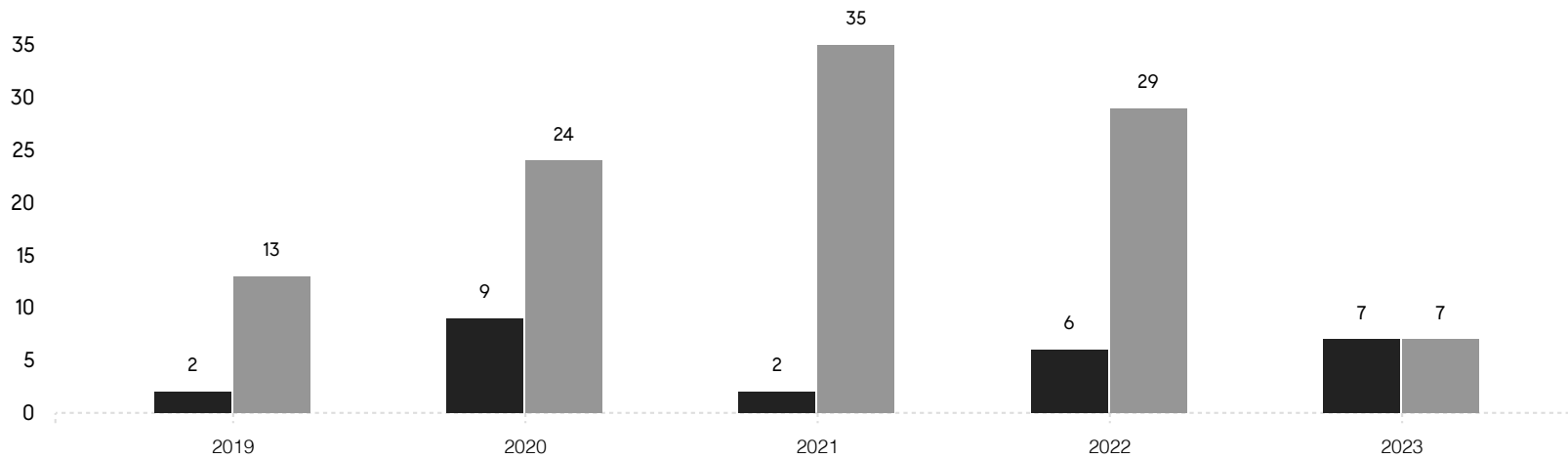
Historic Prices



Historic Sales

■ YEAR-TO-DATE ■ FULL-YEAR

Compass Manhattan Market Report

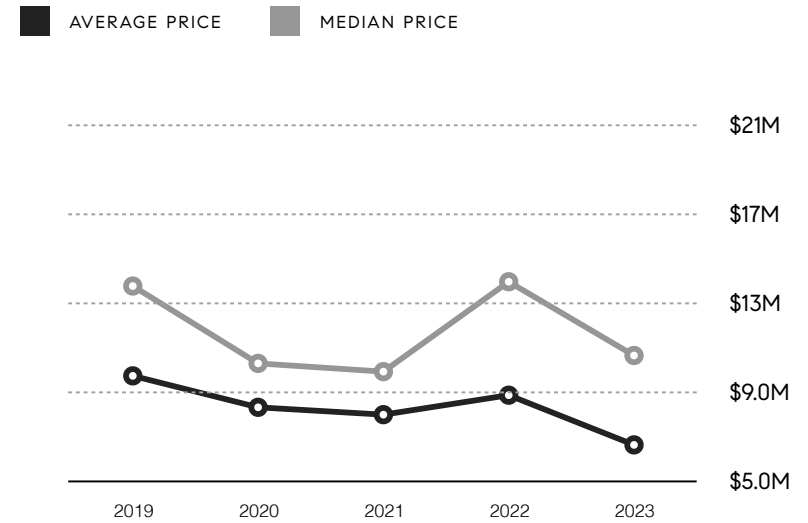


Upper East Side

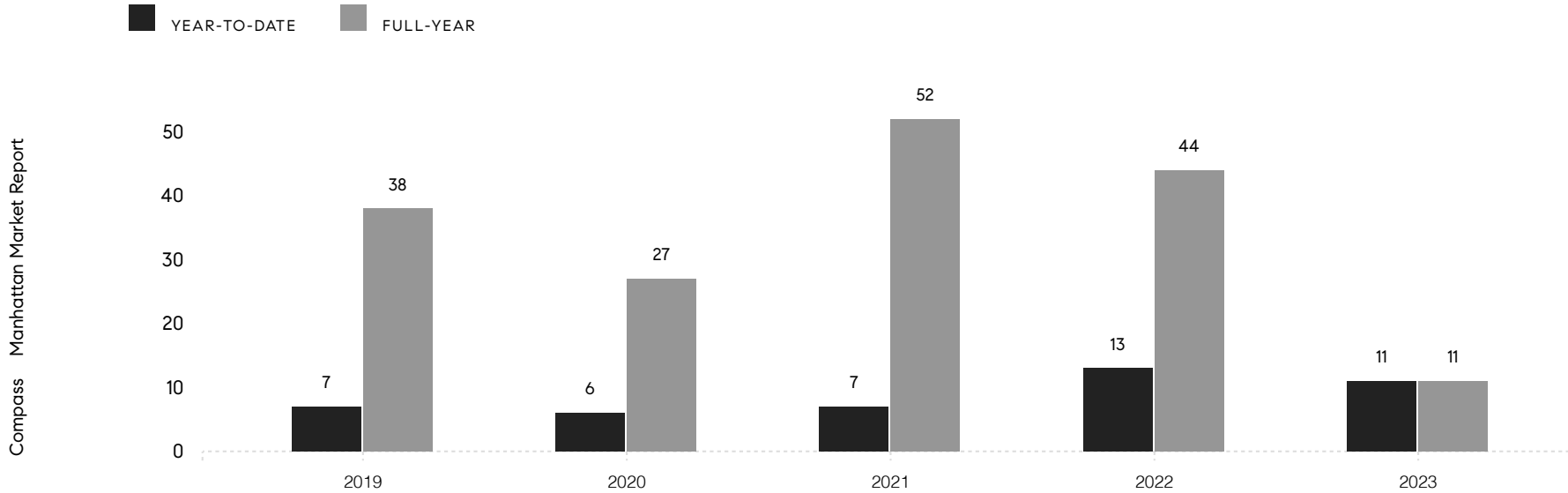
SINGLE-FAMILY TOWNHOUSES

Sales	YTD 2023	YTD 2022	%Δ
# SALES	11	13	-15.4%
AVG. DISCOUNT	14%	13%	-
MEDIAN PRICE	\$6,642,000	\$8,500,000	-21.9%
AVERAGE PRICE	\$10,658,364	\$14,241,346	-25.2%
AVERAGE PPSF	\$1,770	\$2,166	-18.3%
AVERAGE SF	5,462	6,000	-9.0%

Historic Prices



Historic Sales



Midtown East

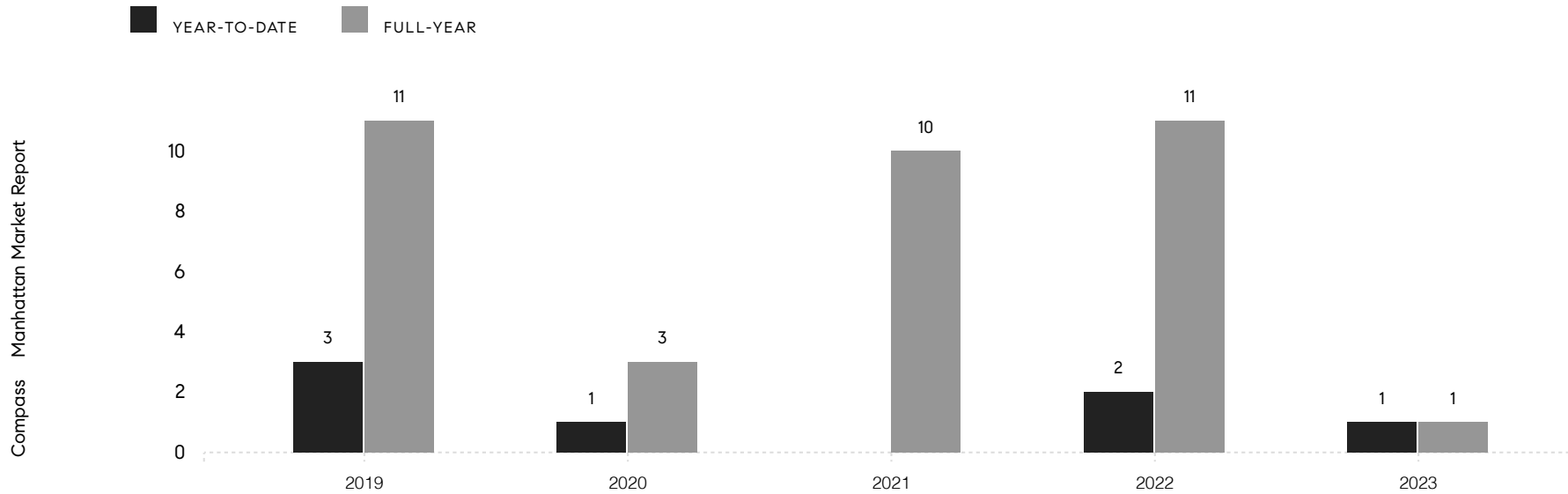
SINGLE-FAMILY TOWNHOUSES

Sales	YTD 2023	YTD 2022	%Δ
# SALES	1	2	-50.0%
AVG. DISCOUNT	12%	12%	-
MEDIAN PRICE	\$4,600,000	\$5,700,000	-19.3%
AVERAGE PRICE	\$4,600,000	\$5,700,000	-19.3%
AVERAGE PPSF	\$1,438	\$1,278	12.5%
AVERAGE SF	3,200	4,405	-27.4%

Historic Prices



Historic Sales

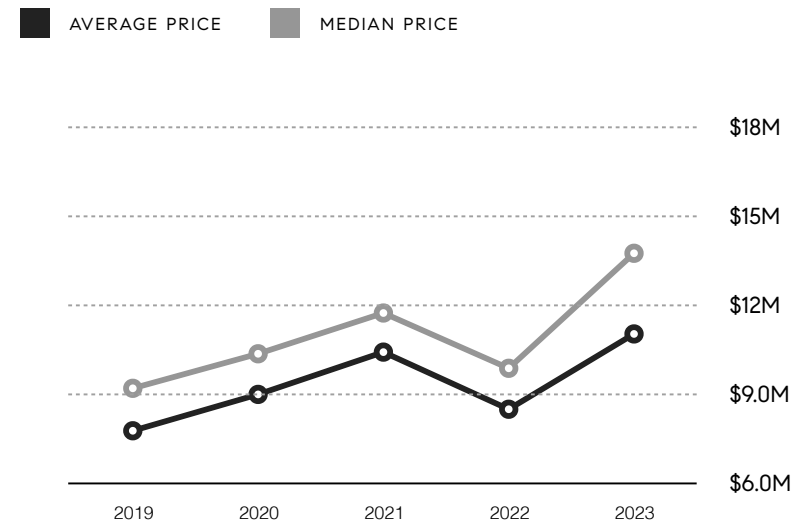


Downtown

SINGLE-FAMILY TOWNHOUSES

Sales	YTD 2023	YTD 2022	%Δ
# SALES	12	13	-7.7%
AVG. DISCOUNT	13%	10%	-
MEDIAN PRICE	\$11,037,500	\$9,650,000	14.4%
AVERAGE PRICE	\$13,755,417	\$9,755,000	41.0%
AVERAGE PPSF	\$2,175	\$1,979	9.9%
AVERAGE SF	6,291	5,066	24.2%

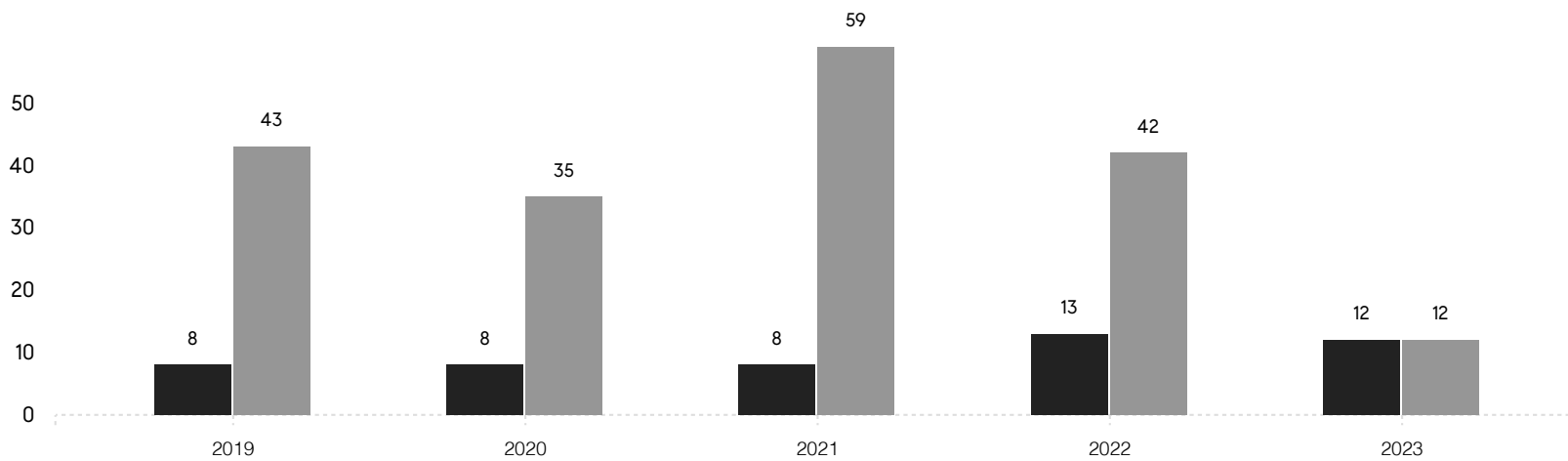
Historic Prices



Historic Sales

■ YEAR-TO-DATE ■ FULL-YEAR

Compass Manhattan Market Report

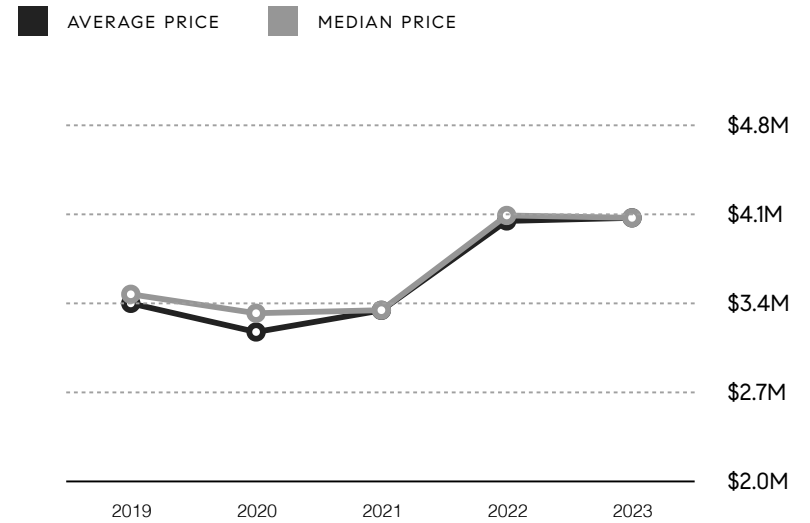


Upper Manhattan

SINGLE-FAMILY TOWNHOUSES

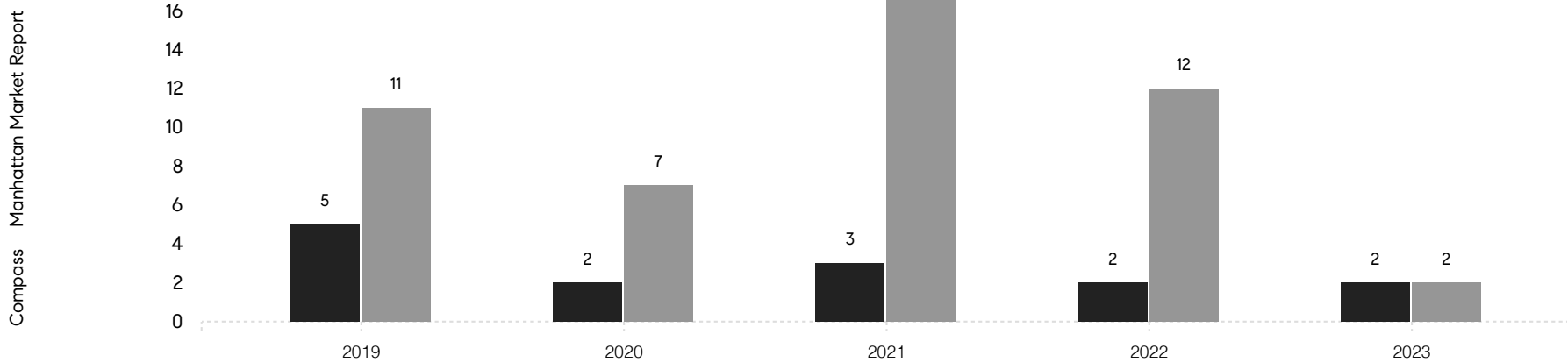
Sales	YTD 2023	YTD 2022	%Δ
# SALES	2	2	0.0%
AVG. DISCOUNT	6%	25%	-
MEDIAN PRICE	\$4,072,444	\$4,387,500	-7.2%
AVERAGE PRICE	\$4,072,444	\$4,387,500	-7.2%
AVERAGE PPSF	\$784	\$872	-10.1%
AVERAGE SF	5,195	5,150	0.9%

Historic Prices



Historic Sales

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



COMPASS

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