

Q4 2021

Manhattan Market Report

COMPASS



334 W 20th St
Courtesy of: Jim St. Andre
Photographer: Dean Kaufman

The resurgent Manhattan residential real estate market continued its upward trajectory at record levels in Q4.

At nearly \$7 billion, condo and co-op sales volume was the highest of any Q4 on record. Overall, 3,445 apartments were sold in the quarter, up a staggering 79 percent compared to the previous year. This number was the highest total for a Q4 since 2013. Apartment contracts were also up, increasing 34.5 percent in Q4 year-over-year with large increases in average and median prices.

On the townhouse front, sales increased by a startling 58.6 percent, with the average sales price of \$9.23 million, an increase of 6.1 percent compared to Q3. These high figures point to strong

consumer confidence in Manhattan residential real estate and come as no surprise.

New York property has traditionally been considered a sound investment, particularly lucrative today with supply chain disruptions, unpredictable markets, and continued health concerns worldwide. These factors, coupled with high vaccination rates in the area, low mortgage rates, and an easing of travel restrictions for foreign nationals, exacerbated the record figures and played a role in escalating prices.

The average price for a condo increased 7.2 percent year-over-year, while the price for a co-op was up 6.7 percent on average. These increases represent a

continued market correction from pandemic pricing. Discounts remained low, holding at 6 percent.

Regardless of the price category, demand was heavy, pushing up prices. Luxury apartments, priced at \$20 million and over, saw demand soar, sales increased an astonishing 233 percent compared to last year. Changing conditions were also evident in the lower end of the market. Condos and co-ops priced below 500,000 saw square footage shrink by 9.6 percent as larger units increased in value.

Strong contract activity in Q4, a new administration in the city, and New York's reputation as a desirable place to purchase real estate point to a favorable Q1 in 2022 and beyond.

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SOURCES

REBNY RLS,
ACRIS (Automated City Register Information System)

Manhattan Market Report

Neighborhood Map



Sales and contracts exceeded expectations, and as inventory fell, prices climbed.

\$1,913,604

Average
Sales Price

\$2,743,882

Average
Condo Price

\$1,440

Average Price
Per Square Foot

6%

Average
Discount

\$1,134,464

Median
Sales Price

\$1,224,456

Average
Co-op Price

175

Average Days
on the Market

22%

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.

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

- There were 3,445 sales, an increase of 79% over last year amid the COVID-19 pandemic, and the highest of any Q4 since 2013
- Nearly \$7B in sales volume was completed, the most of any Q4 on record
- Prices across the borough continued to climb steadily with the average price up 5.5% and the median price up 11.2%, year-over-year
- The mean price per square foot was up 7.5% compared to last year, partially due to smaller-than-usual property sizes
- Discounts were at 6%, continuing the trend seen throughout the year
- Condos saw notable price increases, the average rising 7.2% year-over-year
- The average size of condos was down only 1.8%, suggesting an actual increase in prices, and not variation across properties sold
- Co-op prices were generally up, but saw less exaggerated change, increasing 6.7% and 0.9% in average and median price, respectively

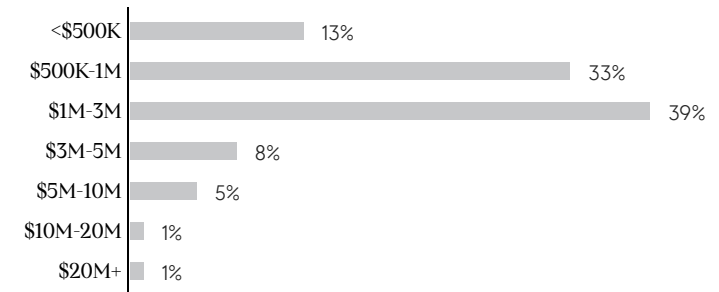
	SUMMARY	CONDO	CO-OP
Market Share	100%	45.4%	54.6%
Average Discount	6%	6%	5%
Median Price	\$1,134,464	\$1,710,097	\$775,000
Q3 2021	\$1,092,097	\$1,550,000	\$820,000
QoQ	3.9%	10.3%	-5.5%
Q4 2020	\$1,020,000	\$1,630,000	\$768,000
YoY	11.2%	4.9%	0.9%
Average Price	\$1,913,604	\$2,743,882	\$1,224,456
Q3 2021	\$1,832,842	\$2,478,411	\$1,279,271
QoQ	4.4%	10.7%	-4.3%
Q4 2020	\$1,813,171	\$2,558,643	\$1,147,519
YoY	5.5%	7.2%	6.7%
Average PPSF	\$1,440	\$1,699	\$1,043
Q3 2021	\$1,377	\$1,611	\$1,040
QoQ	4.6%	5.5%	0.3%
Q4 2020	\$1,339	\$1,583	\$964
YoY	7.5%	7.3%	8.2%
Average SF	1,245	1,363	1,065
Q3 2021	1,461	1,335	1,643
QoQ	-14.8%	2.1%	-35.2%
Q4 2020	1,354	1,388	1,302
YoY	-8.1%	-1.8%	-18.2%

Recorded Sales

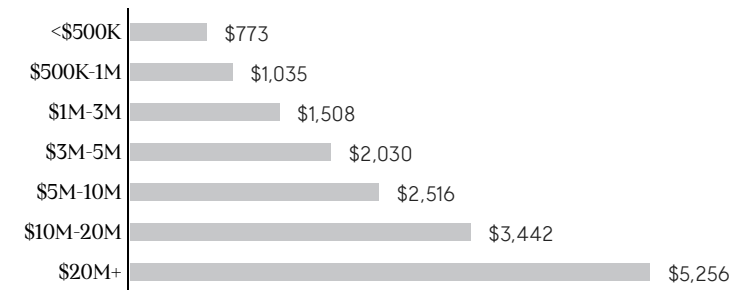
BY PRICE POINT

- Properties sold between \$1M and \$3M captured 38.6% of sales, the most of any group, followed closely by the \$500K-1M range as properties continue to increase in price
- The less than \$500,000 price bracket saw no significant price change, but the average square footage declined 9.6% year-over-year, suggesting larger properties have moved into the next price group
- The \$1M-3M bracket saw similar changes, with 22.9% smaller properties sold on average
- Luxury properties above \$20M were in demand and saw a nearly 233% increase in sales compared to this time last year
- The \$5M-10M price point saw the largest increase in median and average price, up 4.6% and 8.2%, respectively

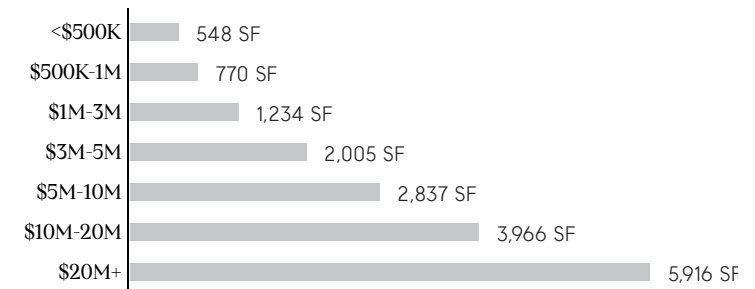
Q4 2021 Percentage of Units



Q4 2021 Average PPSF



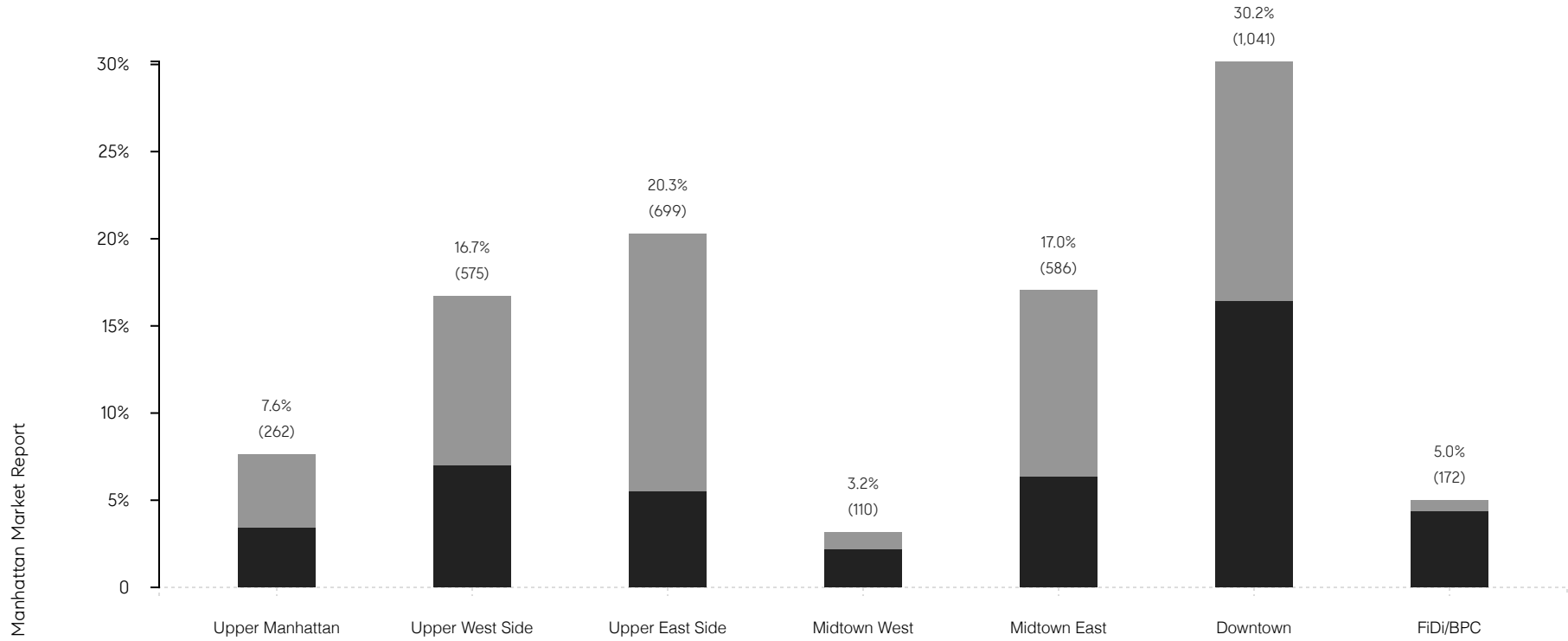
Q4 2021 Average Size

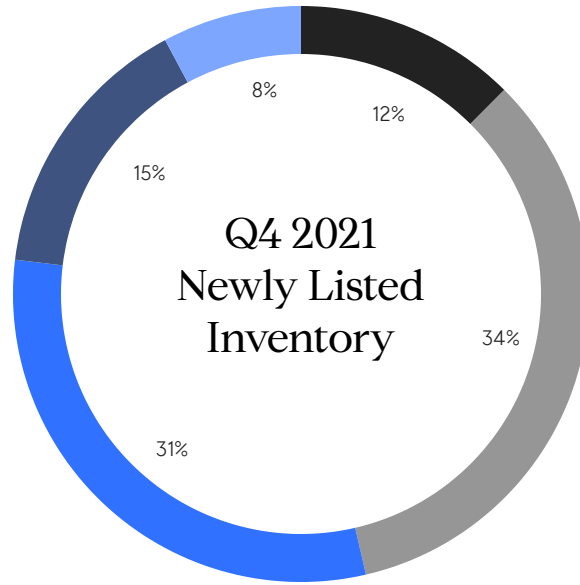
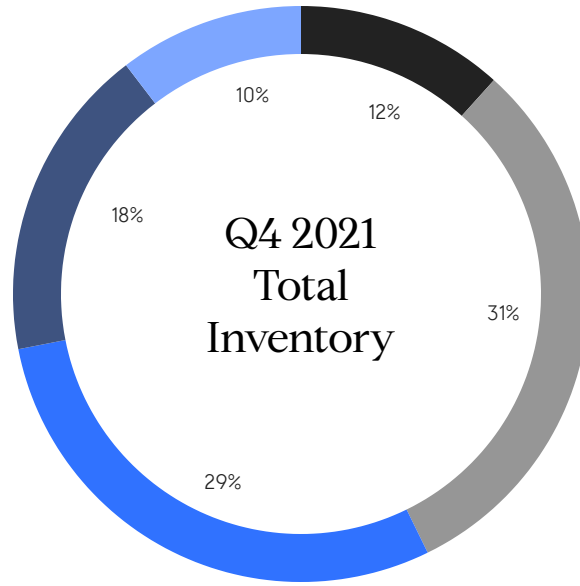


Recorded Sales

BY SUBMARKET

CONDO CO-OP





Q4 2021 Condo Inventory

	<\$500K	\$500K-1M	\$1M-3M	\$3M-5M	\$5M-10M	\$10-20M	\$20M+
% Units	1.3%	20.1%	41.1%	16.1%	13.8%	5.3%	2.2%
Median Price	\$450,000	\$795,000	\$1,760,000	\$3,800,000	\$6,950,000	\$12,997,500	\$29,500,000
Q3 2021	\$450,000	\$799,000	\$1,760,000	\$3,850,000	\$6,850,000	\$12,972,500	\$29,850,000
QoQ	-	-0.5%	-	-1.3%	1.5%	0.2%	-1.2%
Q4 2020	\$465,000	\$799,000	\$1,795,000	\$3,916,500	\$6,825,000	\$13,250,000	\$29,999,000
YoY	-3.2%	-0.5%	-1.9%	-3.0%	1.8%	-1.9%	-1.7%
Average Price	\$420,405	\$784,448	\$1,870,495	\$3,889,021	\$7,112,430	\$13,660,636	\$39,134,154
Q3 2021	\$420,812	\$788,139	\$1,872,779	\$3,899,867	\$7,073,136	\$13,818,889	\$39,270,422
QoQ	-0.1%	-0.5%	-0.1%	-0.3%	0.6%	-1.1%	-0.3%
Q4 2020	\$436,685	\$792,578	\$1,872,435	\$3,952,358	\$7,002,165	\$14,048,313	\$35,192,175
YoY	-3.7%	-1.0%	-0.1%	-1.6%	1.6%	-2.8%	11.2%
Average PPSF	\$829	\$1,226	\$1,681	\$2,197	\$2,667	\$3,767	\$6,322
Q3 2021	\$811	\$1,215	\$1,677	\$2,180	\$2,661	\$3,757	\$6,326
QoQ	2.2%	0.9%	0.2%	0.8%	0.2%	0.3%	-0.1%
Q4 2020	\$800	\$1,211	\$1,626	\$2,148	\$2,651	\$3,663	\$6,411
YoY	3.6%	1.2%	3.4%	2.3%	0.6%	2.8%	-1.4%
Average SF	625	677	1,155	1,861	2,849	3,853	6,139
Q3 2021	613	686	1,157	1,875	2,831	3,903	6,284
QoQ	2.0%	-1.3%	-0.2%	-0.7%	0.6%	-1.3%	-2.3%
Q4 2020	630	688	1,196	1,933	2,786	4,134	5,755
YoY	-0.8%	-1.6%	-3.4%	-3.7%	2.3%	-6.8%	6.7%

Q4 2021 Co-op Inventory

	<\$500K	\$500K-1M	\$1M-3M	\$3M-5M	\$5M-10M	\$10-20M	\$20M+
% Units	19.5%	37.5%	27.5%	8.3%	4.4%	1.9%	0.8%
Median Price	\$399,900	\$695,000	\$1,695,000	\$3,850,000	\$6,500,000	\$12,000,000	\$24,000,000
Q3 2021	\$410,000	\$710,000	\$1,652,500	\$3,850,000	\$6,500,000	\$12,000,000	\$24,687,500
QoQ	-2.5%	-2.1%	2.6%	-	-	-	-2.8%
Q4 2020	\$419,000	\$699,000	\$1,600,000	\$3,750,000	\$6,500,000	\$12,950,000	\$25,000,000
YoY	-4.6%	-0.6%	5.9%	2.7%	-	-7.3%	-4.0%
Average Price	\$400,455	\$713,443	\$1,793,196	\$3,918,991	\$6,825,983	\$12,865,824	\$26,365,227
Q3 2021	\$403,352	\$723,986	\$1,783,646	\$3,880,614	\$6,847,267	\$12,758,961	\$28,534,808
QoQ	-0.7%	-1.5%	0.5%	1.0%	-0.3%	0.8%	-7.6%
Q4 2020	\$409,127	\$719,047	\$1,757,687	\$3,844,593	\$6,900,962	\$13,655,298	\$29,591,667
YoY	-2.1%	-0.8%	2.0%	1.9%	-1.1%	-5.8%	-10.9%
Average PPSF	\$778	\$933	\$1,280	\$1,690	\$2,096	\$2,970	\$3,811
Q3 2021	\$795	\$932	\$1,278	\$1,720	\$2,095	\$3,300	\$4,117
QoQ	-2.1%	0.1%	0.2%	-1.7%	0.0%	-10.0%	-7.4%
Q4 2020	\$827	\$952	\$1,254	\$1,712	\$1,999	\$3,518	\$4,137
YoY	-5.9%	-2.0%	2.1%	-1.3%	4.9%	-15.6%	-7.9%
Average SF	578	811	1,458	2,532	3,417	4,433	7,205
Q3 2021	569	812	1,441	2,488	3,409	4,087	6,797
QoQ	1.6%	-0.1%	1.2%	1.8%	0.2%	8.5%	6.0%
Q4 2020	546	788	1,430	2,391	3,666	4,139	6,308
YoY	5.9%	2.9%	2.0%	5.9%	-6.8%	7.1%	14.2%

Townhouses

RECORDED SALES

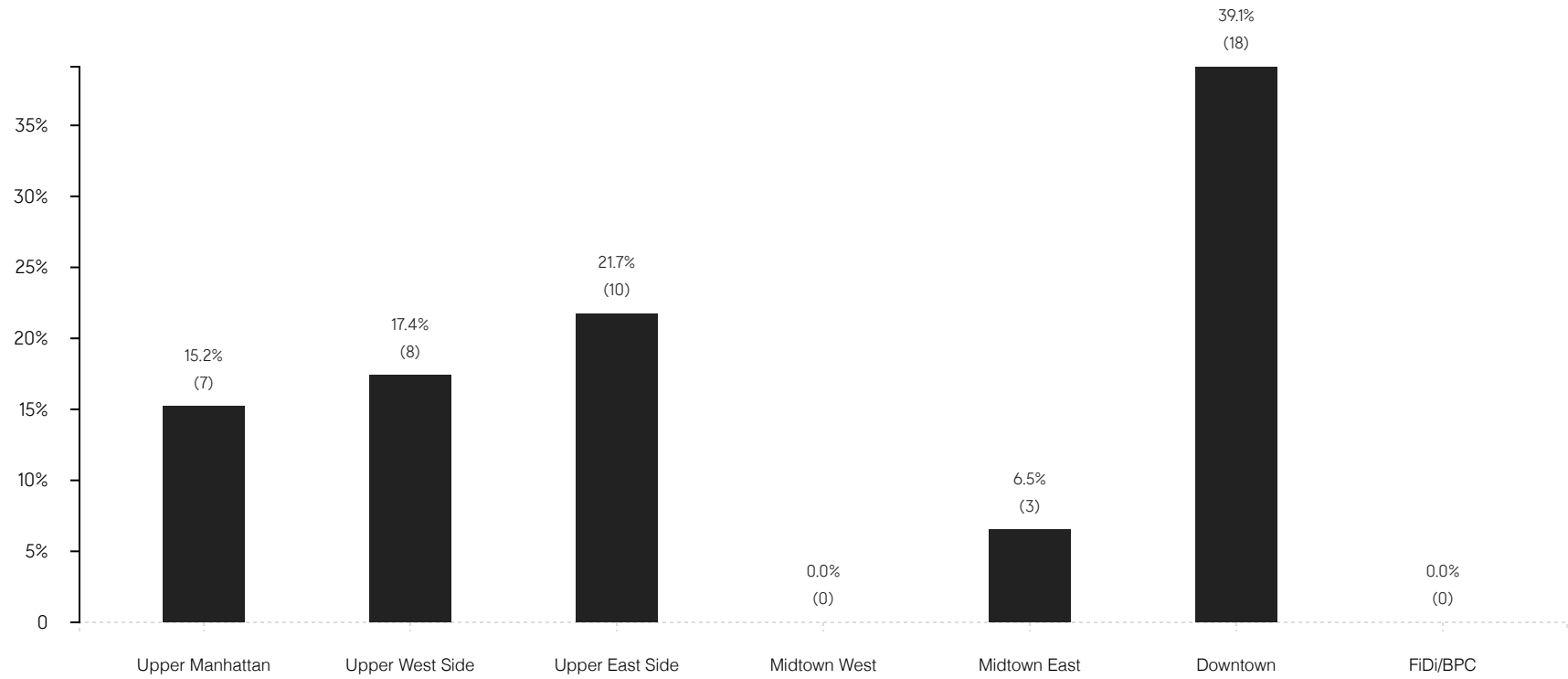
- Sales were up 58.6% year-over-year, though down 6.1% compared to last quarter
- Prices were down just slightly to \$9.23M on average, a 6.1% increase compared to Q4 2020
- The average discount was 10%, down from last year and quarter
- Downtown saw the most sales, followed by townhouses on the Upper East Side
- Townhouses in Upper Manhattan saw more activity than usual, with a 40% increase in sales quarter-over-quarter

TOWNHOUSES	
Average Discount	10%
Median Price	\$7,860,000
Q3 2021	\$7,500,000
QoQ	4.8%
Q4 2020	\$7,850,000
YoY	0.1%
Average Price	\$9,228,107
Q3 2021	\$9,510,878
QoQ	-3.0%
Q4 2020	\$8,700,937
YoY	6.1%
Average PPSF	\$1,733
Q3 2021	\$1,735
QoQ	-0.1%
Q4 2020	\$1,552
YoY	11.7%
Average SF	5,227
Q3 2021	5,419
QoQ	-3.5%
Q4 2020	5,539
YoY	-5.6%

Townhouses

SALES BY SUBMARKET

■ TOWNHOUSES



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