

Q2 2022

Manhattan Townhouse Market Report

COMPASS



137 West 13th St
Photographer: Evan Joseph

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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

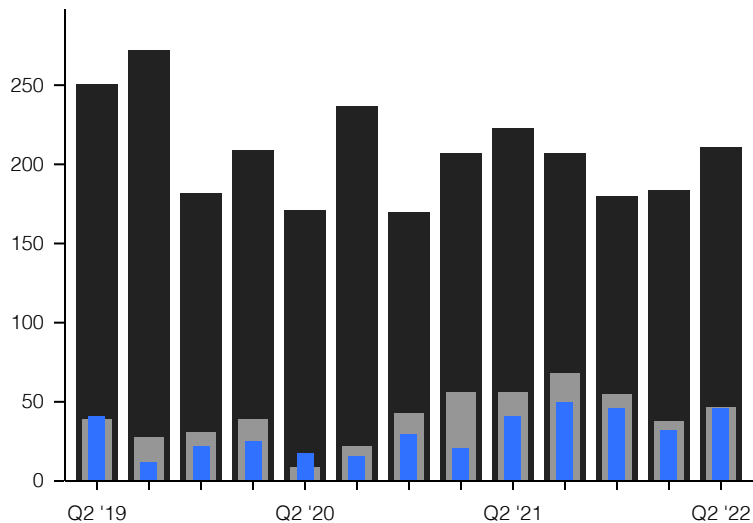
Q4: October 1 - December 31

Townhouses

OVERVIEW

- Sales increased notably both quarter-over-quarter and year-over-year, climbing 45.2% and 12.5%, respectively
- Discounts stayed significantly lower than both last quarter and Q2 2021, at just 8% on average
- Contracts were down 16.4% year-over-year following the surge seen throughout much of 2021
- Townhouse inventory increased 14.8% compared to last quarter, but was down 5.4% year-over-year

INVENTORY
 CONTRACTS
 SALES



Sales	Q2 '22	Q1 '22	%Δ	Q2 '21	%Δ
# SALES	45	31	45.2%	40	12.5%
AVG. DISCOUNT	8%	13%	-	14%	-
MEDIAN PRICE	\$8,400,000	\$7,995,000	5.1%	\$7,925,000	6.0%
AVERAGE PRICE	\$10,199,642	\$11,522,419	-11.5%	\$8,699,809	17.2%
AVERAGE PPSF	\$1,927	\$1,833	5.1%	\$1,619	19.0%
AVERAGE SF	5,162	5,902	-12.5%	5,538	-6.8%

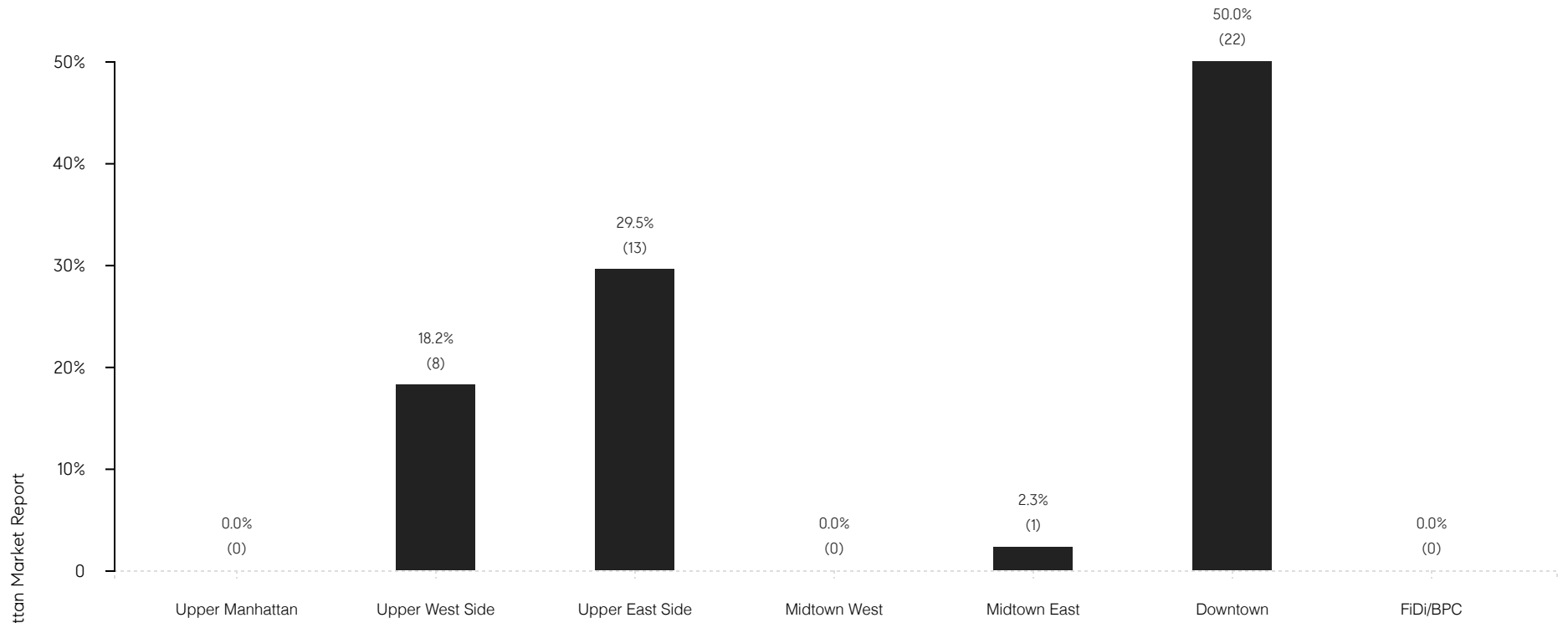
Contracts	Q2 '22	Q1 '22	%Δ	Q2 '21	%Δ
# CONTRACTS	46	37	24.3%	55	-16.4%
AVG. DISCOUNT	4%	2%	-	12%	-
MEDIAN PRICE	\$7,700,000	\$7,000,000	10.0%	\$9,950,000	-22.6%
AVERAGE PRICE	\$8,875,978	\$10,867,649	-18.3%	\$11,202,891	-20.8%
AVERAGE PPSF	\$1,648	\$2,013	-18.1%	\$1,764	-6.6%
AVERAGE SF	5,454	4,932	10.6%	6,441	-15.3%

Inventory	Q2 '22	Q1 '22	%Δ	Q2 '21	%Δ
# ACTIVES	210	183	14.8%	222	-5.4%
MEDIAN PRICE	\$9,122,500	\$9,950,000	-8.3%	\$9,500,000	-4.0%
AVERAGE PRICE	\$12,712,859	\$13,952,620	-8.9%	\$12,809,279	-0.8%
AVERAGE PPSF	\$1,897	\$1,928	-1.6%	\$1,925	-1.5%
AVERAGE SF	6,481	6,991	-7.3%	6,446	0.5%

Townhouses

SINGLE-FAMILY SALES BY SUBMARKET

■ TOWNHOUSES

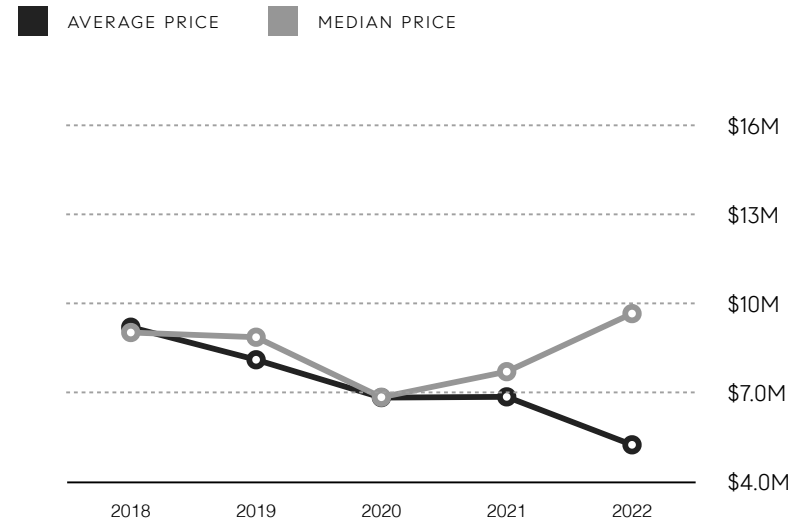


Upper West Side

SINGLE-FAMILY TOWNHOUSES

Sales	YTD 2022	YTD 2021	%Δ
# SALES	14	18	-22.2%
AVG. DISCOUNT	10%	17%	-
MEDIAN PRICE	\$5,233,750	\$5,887,500	-11.1%
AVERAGE PRICE	\$9,655,643	\$7,396,736	30.5%
AVERAGE PPSF	\$1,482	\$1,192	24.3%
AVERAGE SF	5,921	6,095	-2.9%

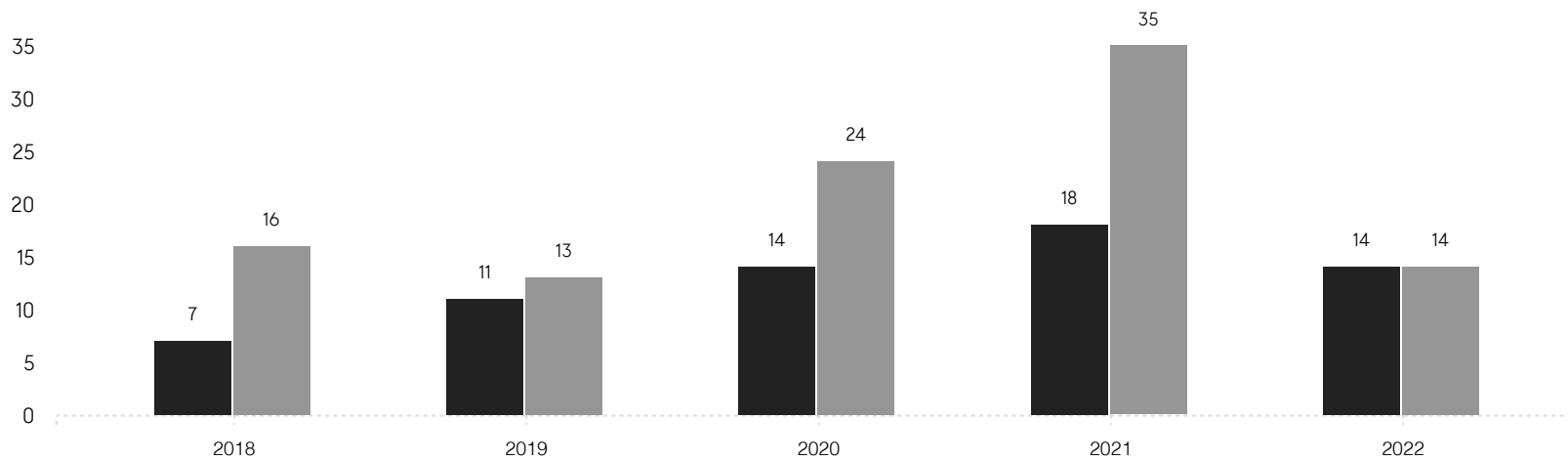
Historic Prices



Historic Sales

■ YEAR-TO-DATE ■ FULL-YEAR

Compass Manhattan Market Report

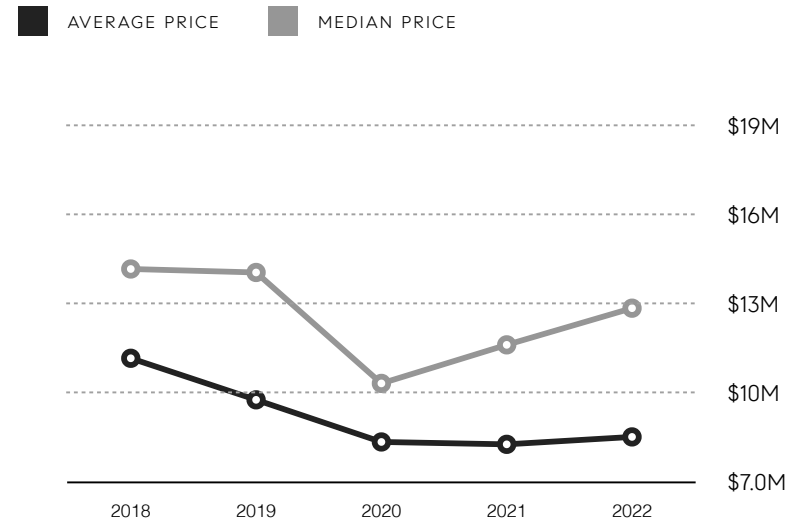


Upper East Side

SINGLE-FAMILY TOWNHOUSES

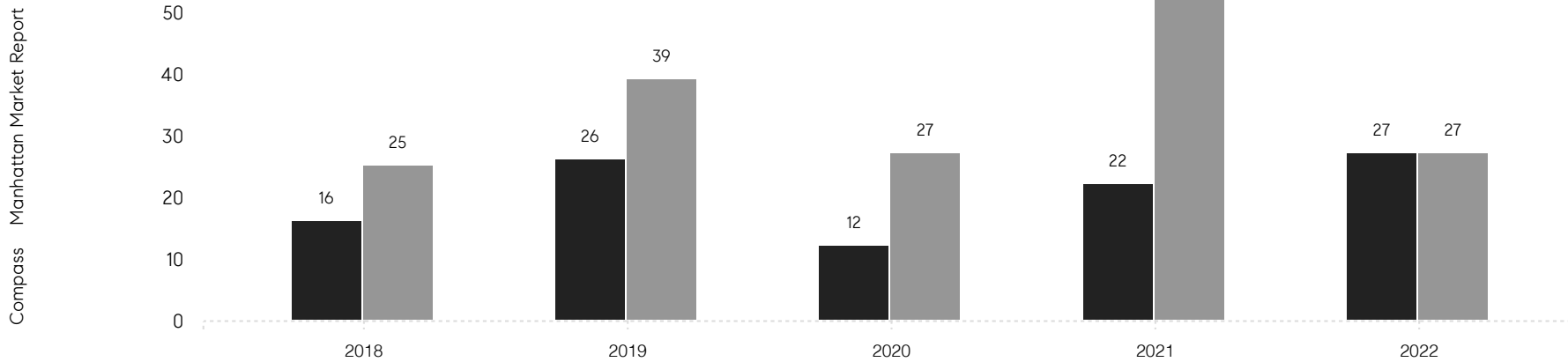
Sales	YTD 2022	YTD 2021	%Δ
# SALES	27	22	22.7%
AVG. DISCOUNT	10%	18%	-
MEDIAN PRICE	\$8,500,000	\$8,275,000	2.7%
AVERAGE PRICE	\$12,837,773	\$12,875,486	-0.3%
AVERAGE PPSF	\$2,001	\$1,792	11.7%
AVERAGE SF	5,991	6,909	-13.3%

Historic Prices



Historic Sales

■ YEAR-TO-DATE ■ FULL-YEAR

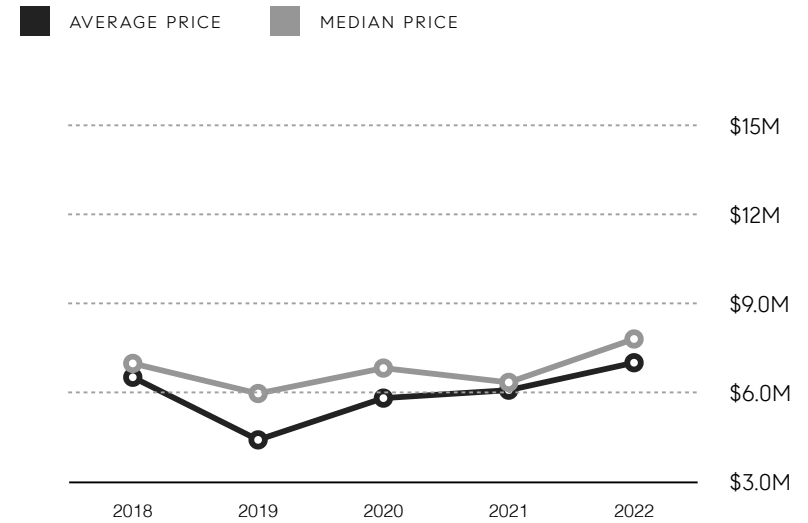


Midtown East

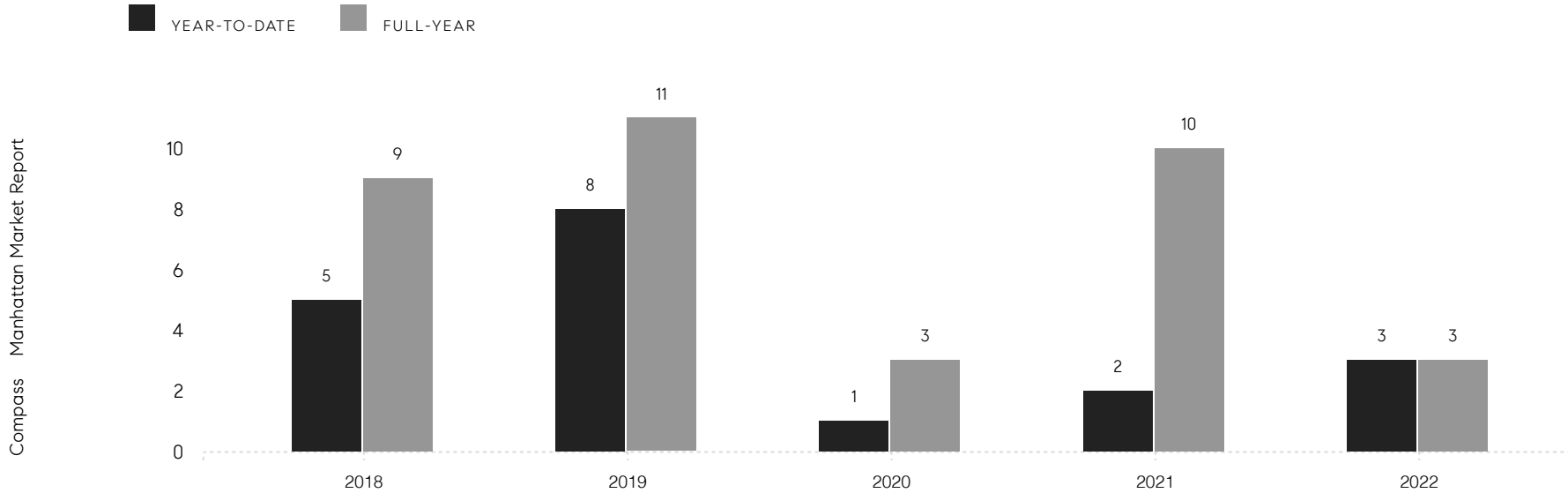
SINGLE-FAMILY TOWNHOUSES

Sales	YTD 2022	YTD 2021	%Δ
# SALES	3	2	50.0%
AVG. DISCOUNT	12%	3%	-
MEDIAN PRICE	\$7,000,000	\$6,400,000	9.4%
AVERAGE PRICE	\$7,800,000	\$6,400,000	21.9%
AVERAGE PPSF	\$1,650	\$1,170	41.0%
AVERAGE SF	4,607	5,392	-14.6%

Historic Prices



Historic Sales

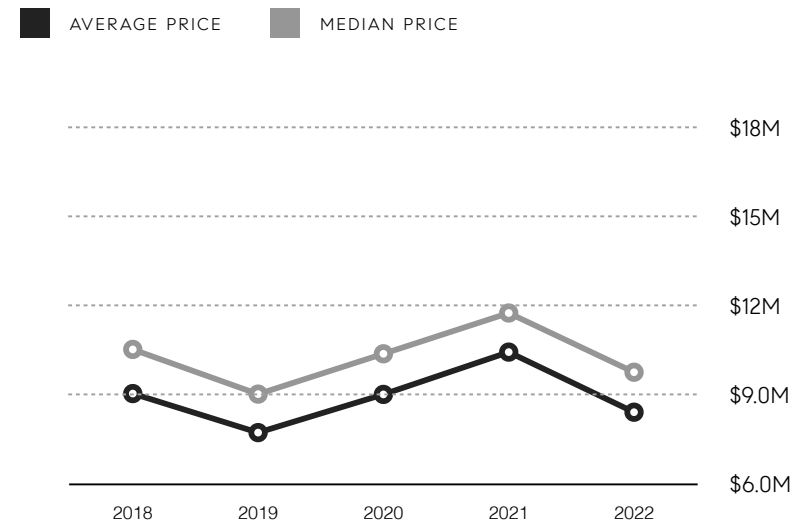


Downtown

SINGLE-FAMILY TOWNHOUSES

Sales	YTD 2022	YTD 2021	%Δ
# SALES	35	23	52.2%
AVG. DISCOUNT	9%	17%	-
MEDIAN PRICE	\$8,400,000	\$11,000,000	-23.6%
AVERAGE PRICE	\$9,747,286	\$10,799,774	-9.7%
AVERAGE PPSF	\$2,086	\$1,971	5.8%
AVERAGE SF	4,645	5,464	-15.0%

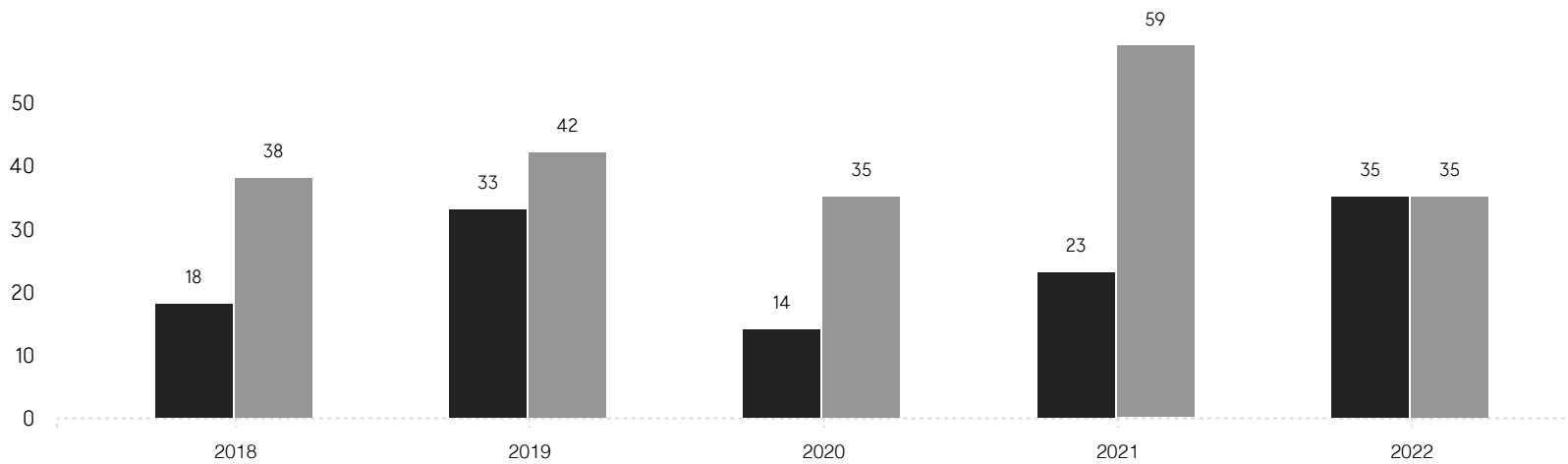
Historic Prices



Historic Sales

■ YEAR-TO-DATE ■ FULL-YEAR

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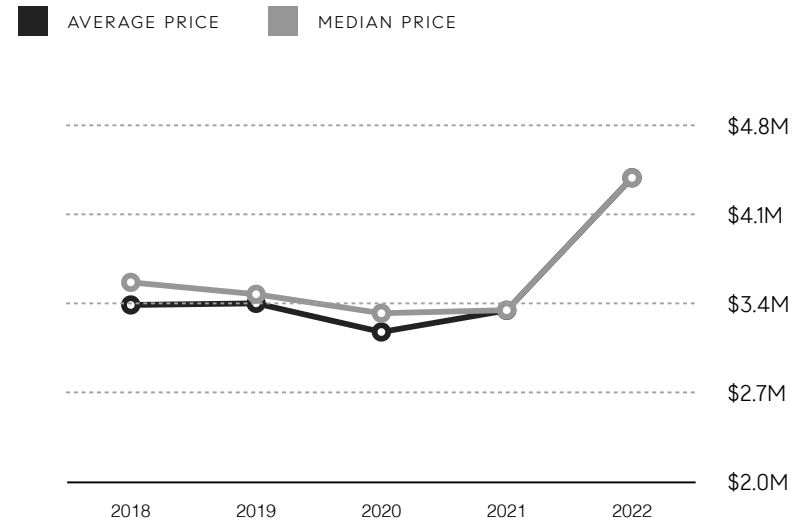


Upper Manhattan

SINGLE-FAMILY TOWNHOUSES

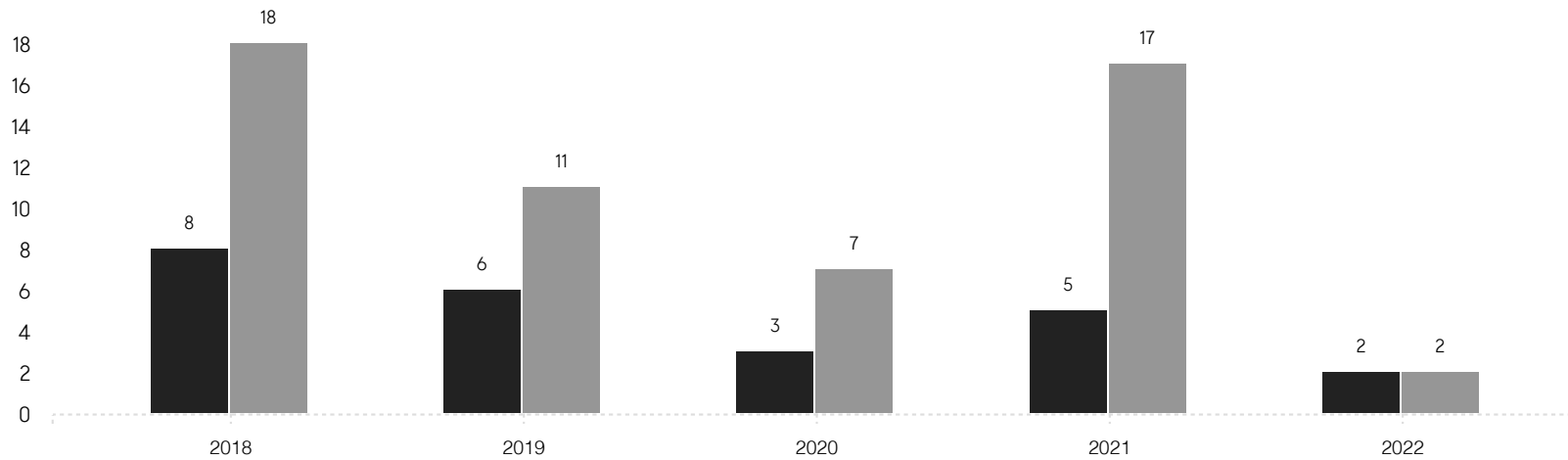
Sales	YTD 2022	YTD 2021	%Δ
# SALES	2	5	-60.0%
AVG. DISCOUNT	25%	12%	-
MEDIAN PRICE	\$4,387,500	\$3,575,000	22.7%
AVERAGE PRICE	\$4,387,500	\$3,491,574	25.7%
AVERAGE PPSF	\$872	\$707	23.3%
AVERAGE SF	5,150	5,203	-1.0%

Historic Prices



Historic Sales

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



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