

FOURTH QUARTER 2022

Residential Market Report

Manhattan

BHSID 22186362

BHS THE Craft OF Research

Message from Bess Freedman

CEO of **Brown Harris Stevens**

The Manhattan residential market in 2022 can best be described as a tale of two halves. The first half was a continuation of the red-hot 2021 market, with the largest number of closings reported since the first six months of 2007. Things slowed down dramatically in the second half of 2022, as runaway inflation caused mortgage rates to more than double in less than a year. The surge in inflation also hurt the stock market, which posted its worst first half in 52 years.

We all knew the Manhattan market couldn't repeat its 2021 performance, but the decline in activity over the past year has been steep. The number of closings in the fourth quarter of 2022 was down 35% from a year ago. While that certainly sounds concerning, remember that 2021's fourth quarter was a record number, so a decline was inevitable.

The key thing to remember is that closings in the fourth quarter of 2022 were very similar to 2018 and 2019's fourth quarters. So, while activity has come down dramatically from 2021's levels, this is by no means the slowest market we've ever seen.

While the Manhattan market faces many challenges next year—most notably a possible recession—there are reasons to be optimistic:

- Mortgage rates have been trending lower the past several weeks, and they will keep falling as inflation continues to decline in 2023.
- Apartment prices are coming down, as the median resale apartment price in 4Q22 was 5% lower than a year ago.
- Unlike many housing markets in the U.S., Manhattan continues to have a healthy level of homes for sale. This has kept prices from rising too quickly over the past two years, and it will keep the market active in 2023 as sellers remain open to negotiation.

My wishes for a happy and healthy 2023.



BHSID 22124694

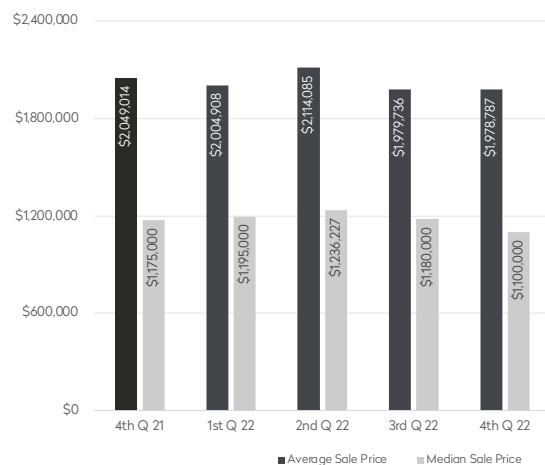
Manhattan

All Cooperatives and Condominiums*

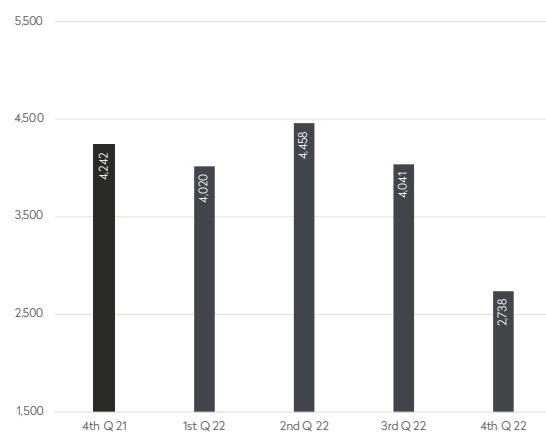
Average and Median Sales Price

The average Manhattan apartment price of \$1,978,787 was virtually unchanged from the prior quarter but was 3% lower than a year ago. The median price fell 6% over the past year to \$1,100,000. Closings declined sharply over the past year, and were 35% lower than the fourth quarter of 2021.

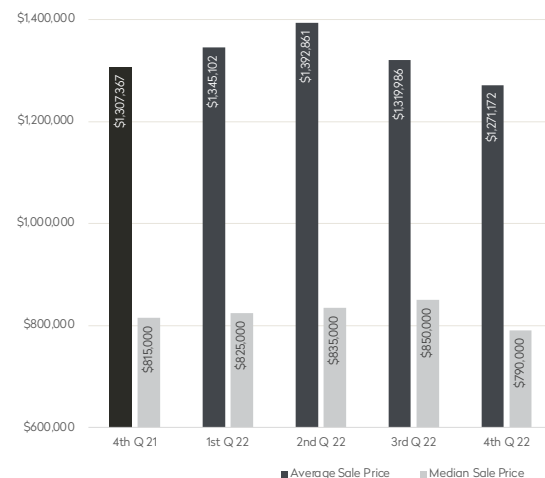
Average and Median Sales Price



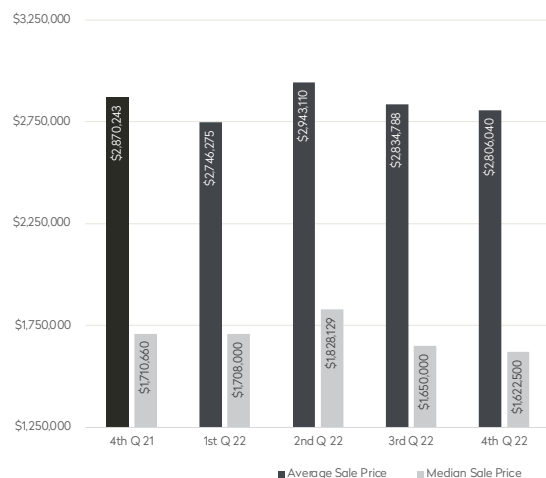
Number of Sales



Cooperative Average and Median Sales Price



Condominium Average and Median Sales Price



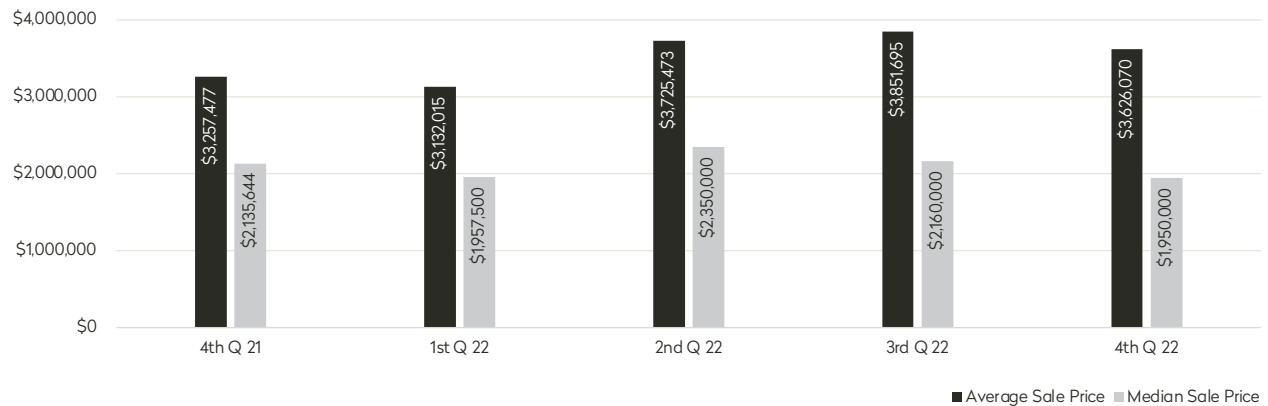
* Includes new development and resale apartments. 4Q22 data is preliminary and subject to revision in future reports. Data from the prior four quarters has been revised to include sales recorded after our initial reports were released.

Manhattan

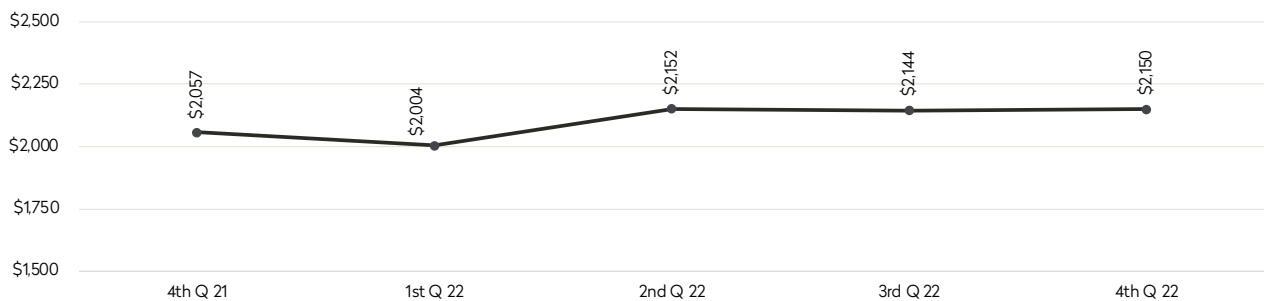
New Developments

Average and Median Sales Price

Helped by an uptick in high-end closings, the average new development price rose 11% from a year ago. The median price, which measures the middle of the market, declined 9% from 2021's fourth quarter to \$1,950,000. South of 14th Street remained the busiest area for new developments, comprising 29.2% of 4Q22 closings.



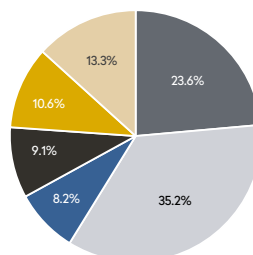
Average Price Per Square Foot



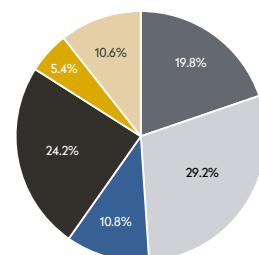
Sales by Area

- East Side
- West Side
- Midtown
- Downtown (34th -14th St)
- Downtown (South of 14th St)
- Upper Manhattan

4Q21



4Q22

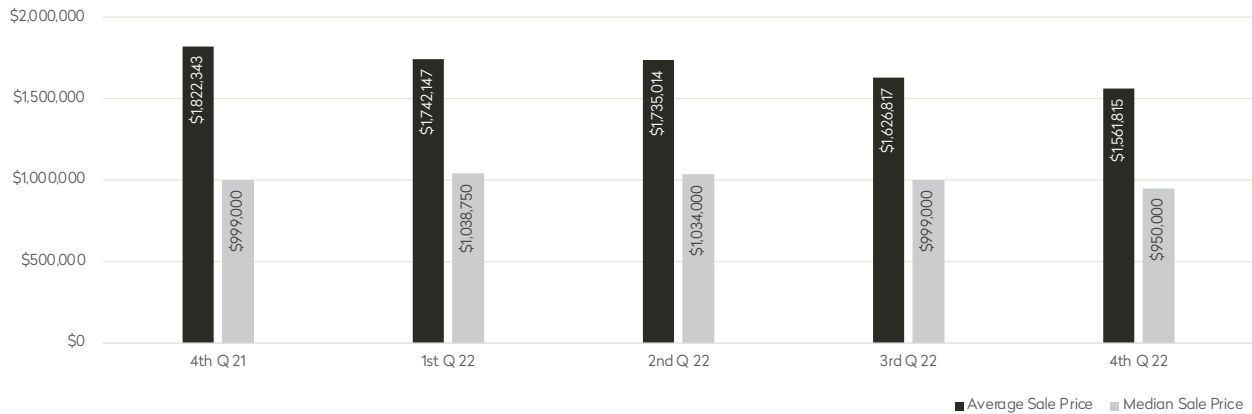


Manhattan

Resale Cooperatives and Condominiums

Average and Median Sales Price

A decline in luxury condo sales helped bring the average resale price for all apartments 14% lower than a year ago. The median resale price fell 5% from 2021's fourth quarter, to \$950,000.



Cooperative Average Sales Price

Resale co-op prices averaged \$1,256,244 in the fourth quarter—a 5% decline from a year ago. One-bedroom co-ops were the only size category without a decline in their average price compared to 4Q21.

	Studio	1-Bedroom	2-Bedroom	3+Bedroom	All
4th Q 21	\$459,509	\$728,246	\$1,438,533	\$3,256,423	\$1,319,080
1st Q 22	\$461,746	\$772,859	\$1,535,579	\$3,144,432	\$1,364,211
2nd Q 22	\$474,648	\$763,011	\$1,416,813	\$3,449,923	\$1,378,809
3rd Q 22	\$458,525	\$777,282	\$1,408,235	\$3,117,862	\$1,324,516
4th Q 22	\$456,448	\$743,547	\$1,386,093	\$3,231,270	\$1,256,244

Condominium Average Sales Price

The average price for three-bedroom and larger resale condos fell sharply from last year's abnormally high level. This helped bring the overall average condo resale price 19% lower than the fourth quarter of 2021.

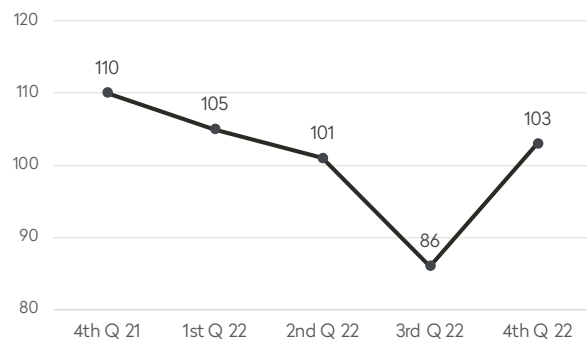
	Studio	1-Bedroom	2-Bedroom	3+Bedroom	All
4th Q 21	\$672,098	\$1,070,656	\$2,067,671	\$6,808,444	\$2,596,732
1st Q 22	\$657,852	\$1,072,318	\$2,300,572	\$4,935,022	\$2,384,981
2nd Q 22	\$650,369	\$1,134,250	\$2,117,907	\$5,442,933	\$2,363,145
3rd Q 22	\$686,154	\$1,087,496	\$2,020,359	\$4,886,338	\$2,146,775
4th Q 22	\$665,199	\$1,082,952	\$2,105,382	\$4,772,983	\$2,107,080

Manhattan

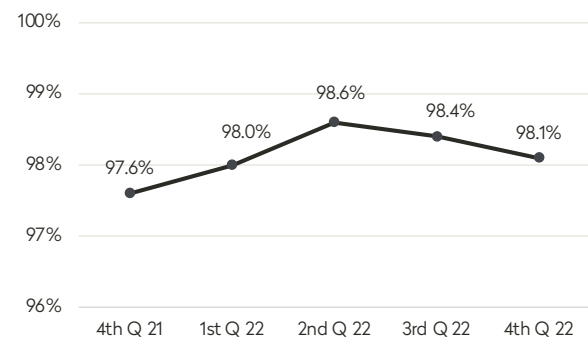
Resale Cooperatives and Condominiums

While it was 6% lower than a year ago, the average number of days on the market jumped 20% from the third quarter of 2022.

Average Days on the Market



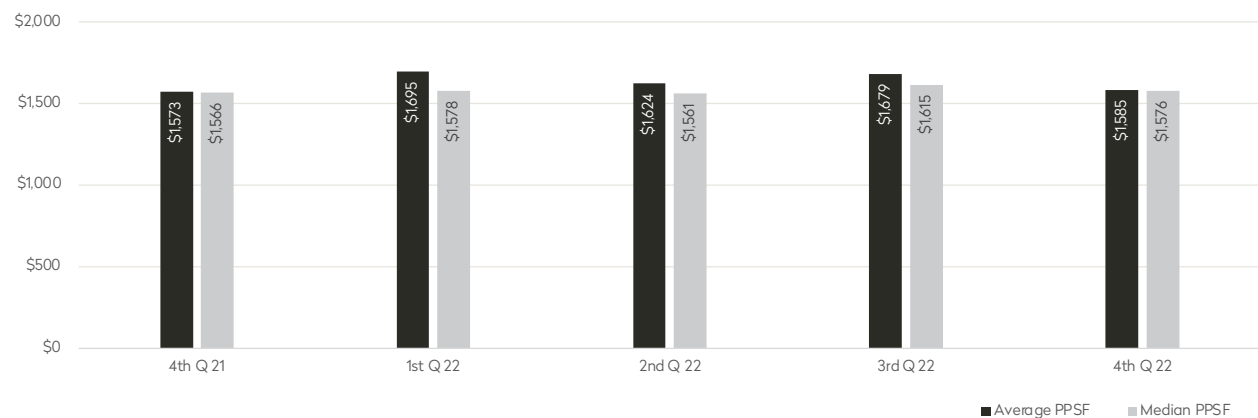
Selling vs. Last Asking Price



Lofts

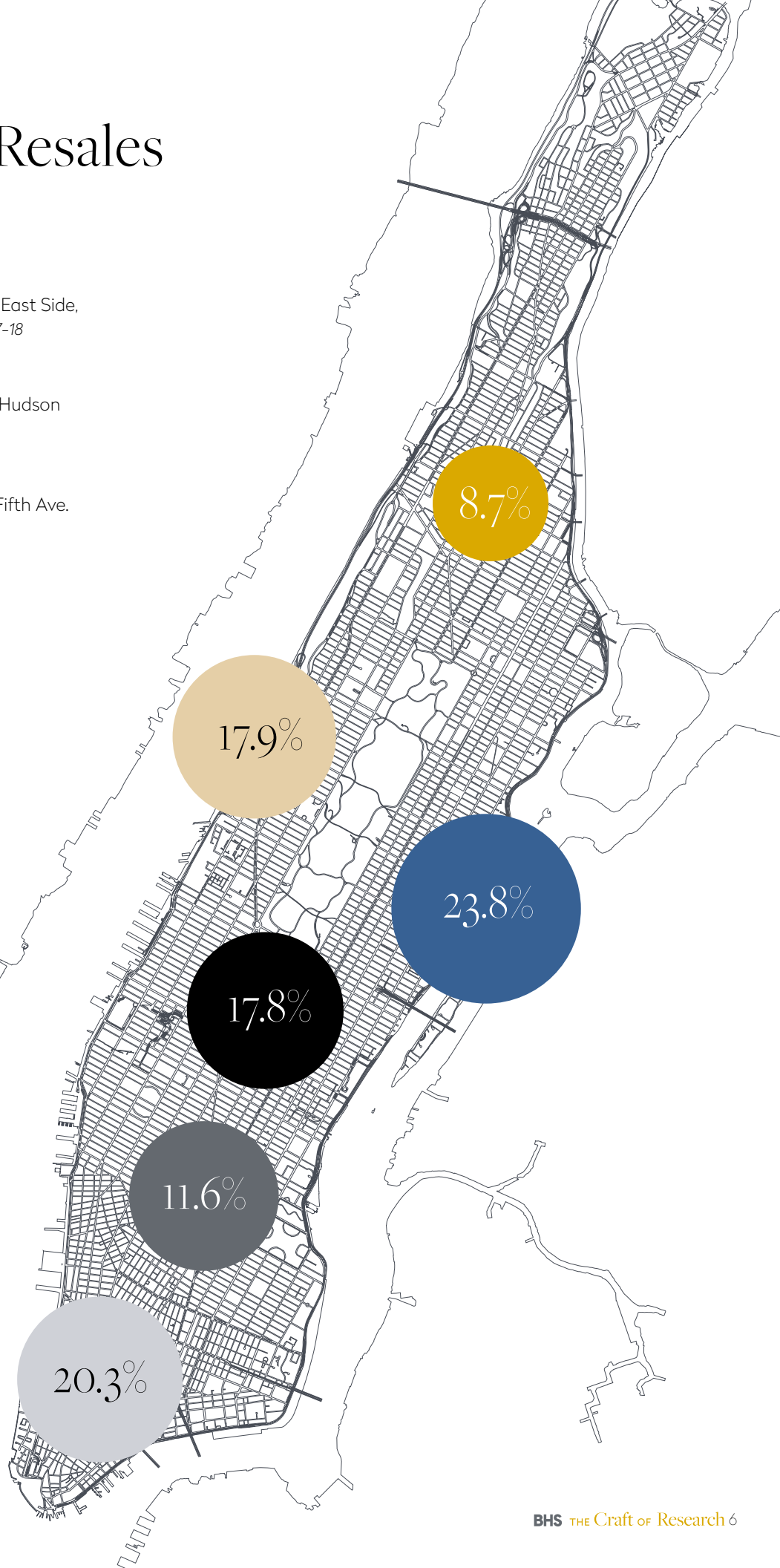
Both the average and median loft price per square foot were up slightly from last year.

Average and Median Sales Price Per Square Foot



Percentage of Resales in Manhattan

- Upper Manhattan**
Generally north of 96th Street on the East Side,
110th Street on the West Side *pages 17-18*
- West Side**
Generally 59th Street to 110th Street, Hudson
River to west of Fifth Ave. *pages 9-10*
- East Side**
Generally 59th Street to 96th Street, Fifth Ave.
to the East River *pages 7-8*
- Midtown**
34th Street to 59th Street, East River
to the Hudson River *pages 11-12*
- Downtown**
34th Street to 14th Street *pages 13-14*
- Downtown**
South of 14th Street *pages 15-16*



FOURTH QUARTER 2022

Resale Apartments

Generally 59th St. to 96th St.,
Fifth Ave. to the East River

Compared to last year,
the average co-op price per
room fell 4% for prewar and
3% for postwar apartments.

Condo prices averaged \$1,456
per square foot; little changed
from the fourth quarter of 2021.



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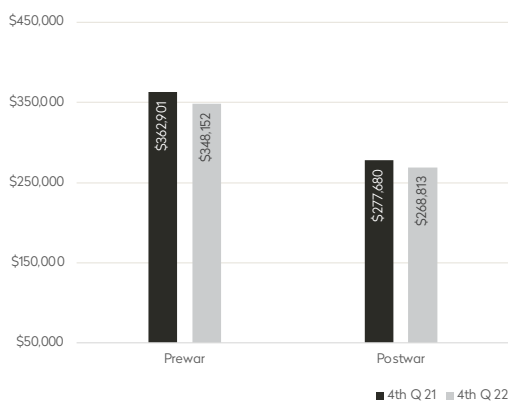
FOURTH QUARTER 2022
East Side Resale Apartments



		Studio	1-Bedroom	2-Bedroom	3+Bedroom
Percent of Sales	4th Q 21	12%	32%	33%	23%
	4th Q 22	11%	38%	29%	23%
Median Price	4th Q 21	\$392,500	\$700,000	\$1,482,500	\$2,999,000
	4th Q 22	\$420,000	\$687,000	\$1,442,500	\$3,200,000
	% Change	7%	-2%	-3%	7%

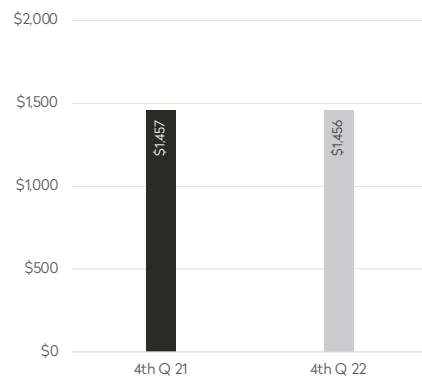
Cooperative

Average price per room



Condominium

Average price per square foot



Resale Apartments

Generally 59th St. to 110th St.,
Hudson River to West of Fifth Ave.

Three-bedroom and larger apartments were the only size category with a median price that declined over the past year.

The average condo price per square foot dipped 1% from a year ago, to \$1,601.



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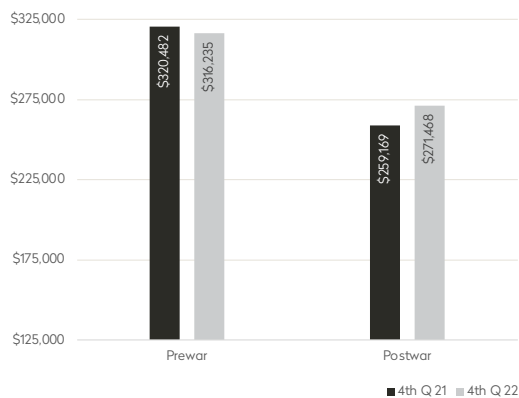
FOURTH QUARTER 2022
West Side Resale Apartments



		Studio	1-Bedroom	2-Bedroom	3+Bedroom
Percent of Sales	4th Q 21	12%	34%	32%	22%
	4th Q 22	12%	43%	28%	18%
Median Price	4th Q 21	\$471,000	\$762,500	\$1,497,000	\$2,982,500
	4th Q 22	\$497,500	\$795,500	\$1,500,000	\$2,750,000
	% Change	6%	4%	0%	-8%

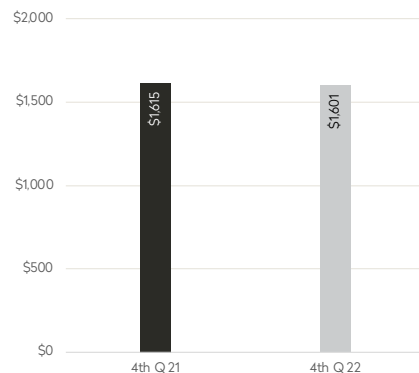
Cooperative

Average price per room



Condominium

Average price per square foot



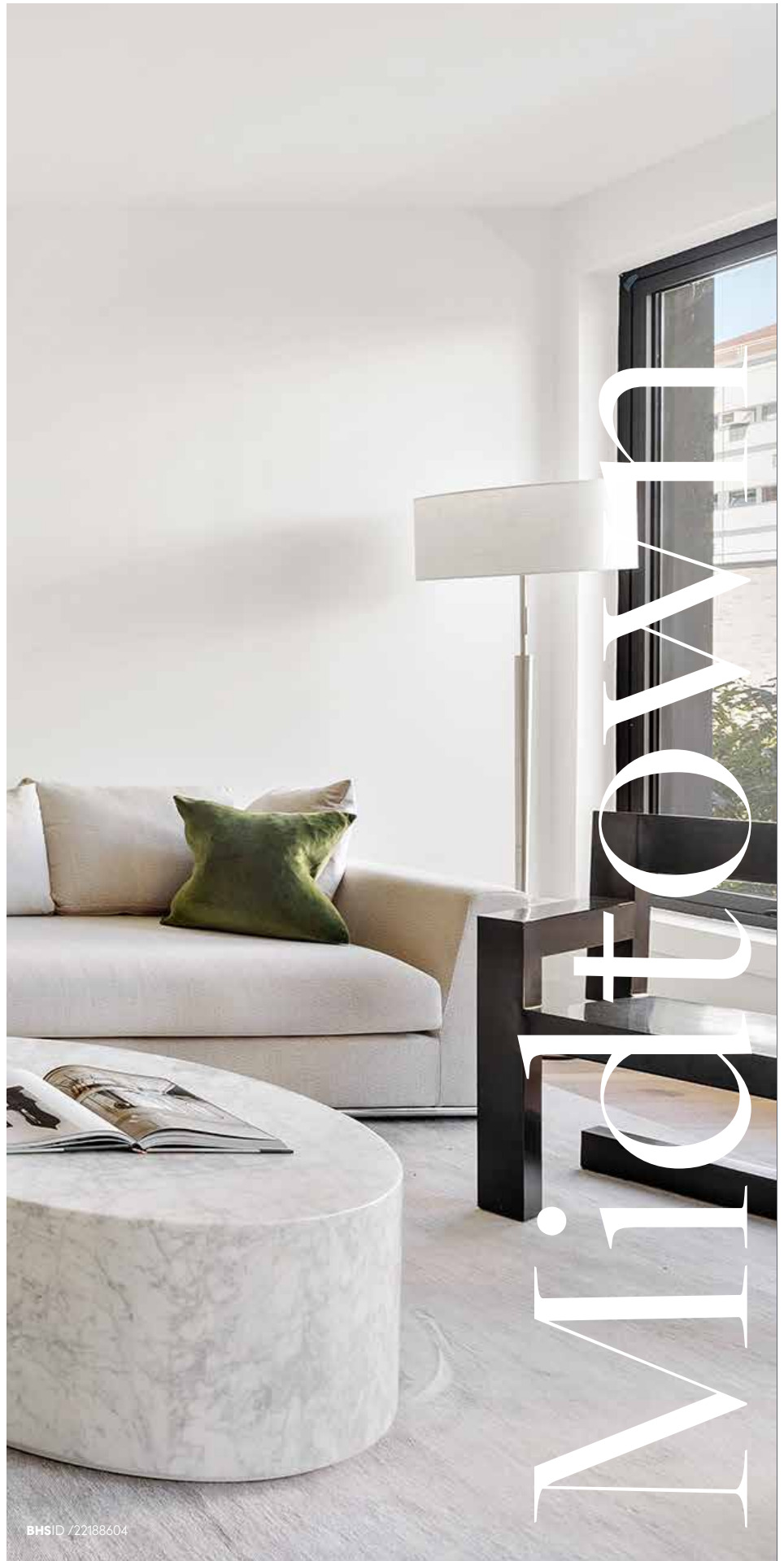
FOURTH QUARTER 2022

Resale Apartments

34th St to 59th St, East River
to the Hudson River

Condo prices averaged
\$1,395 per square foot in the
fourth quarter — 9% less than
a year ago.

Prices fell for both prewar and
postwar co-ops compared to
the fourth quarter of 2021.



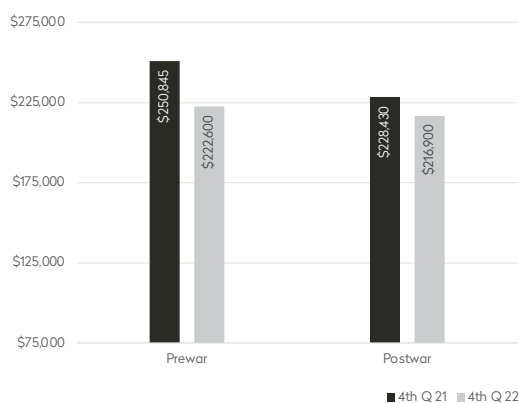
BHSID / 22188604



		Studio	1-Bedroom	2-Bedroom	3+Bedroom
Percent of Sales	4th Q 21	21%	40%	29%	10%
	4th Q 22	28%	40%	24%	8%
Median Price	4th Q 21	\$420,000	\$758,750	\$1,400,000	\$2,500,000
	4th Q 22	\$403,000	\$755,000	\$1,443,750	\$2,520,000
	% Change	-4%	0%	3%	1%

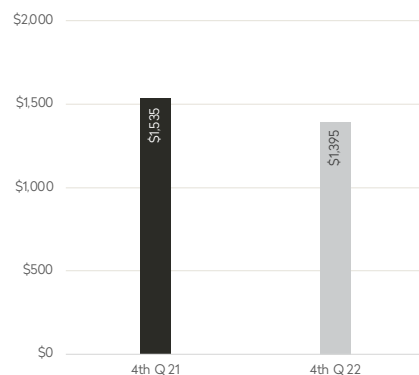
Cooperative

Average price per room



Condominium

Average price per square foot



FOURTH QUARTER 2022

Resale Apartments

34th St. to 14th St.

The median price for resale apartments of all sizes **rose** over the past year.

The average condo price of \$1,706 was up **3%** from a year ago.

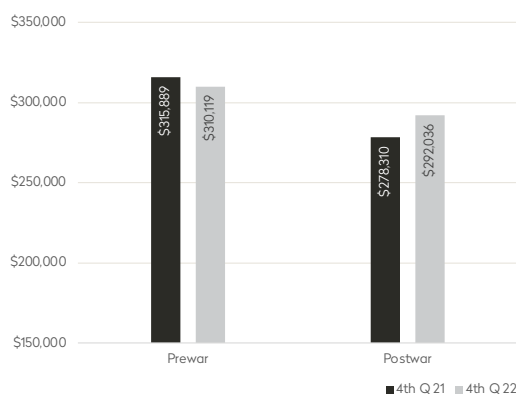




		Studio	1-Bedroom	2-Bedroom	3+Bedroom
Percent of Sales	4th Q 21	20%	44%	25%	11%
	4th Q 22	17%	47%	27%	9%
Median Price	4th Q 21	\$525,000	\$855,000	\$1,850,000	\$3,500,000
	4th Q 22	\$550,000	\$870,000	\$2,000,000	\$3,775,000
	% Change	5%	2%	8%	8%

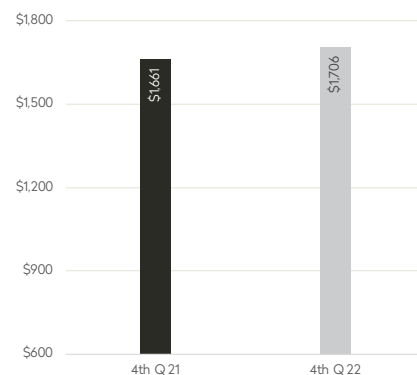
Cooperative

Average price per room



Condominium

Average price per square foot



FOURTH QUARTER 2022

Resale Apartments

South of 14th St.

The median price for three-bedroom and larger apartments was 11% lower than 2021's fourth quarter.

All other size categories saw their median price **rise** during this time.



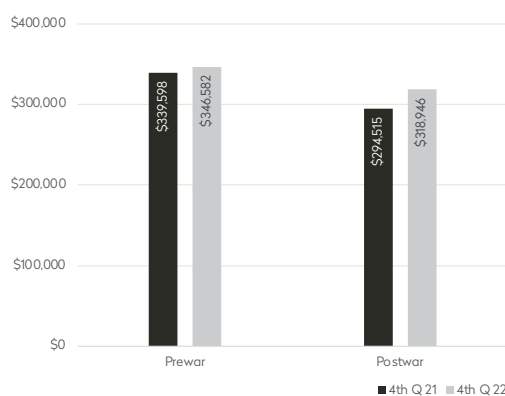


BHS ID 22135902

		Studio	1-Bedroom	2-Bedroom	3+Bedroom
Percent of Sales	4th Q 21	15%	36%	32%	17%
	4th Q 22	16%	41%	26%	17%
Median Price	4th Q 21	\$560,000	\$952,500	\$1,805,000	\$4,375,000
	4th Q 22	\$615,000	\$977,500	\$1,875,000	\$3,905,000
	% Change	10%	3%	4%	-11%

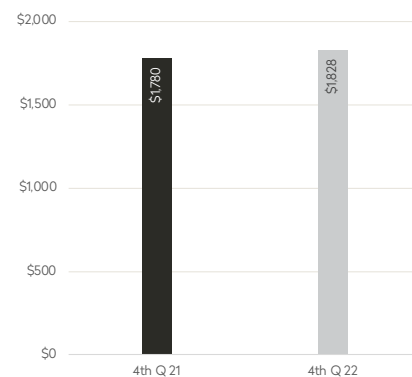
Cooperative

Average price per room



Condominium

Average price per square foot



FOURTH QUARTER 2022

Resale Apartments

Generally North of 96th Street on the East Side, and 110th St. on the West Side

Co-op prices were mixed compared to a year ago.

The average condo price per square foot fell 13% from 4Q21, to \$846.



Upper Manhattan Resale Apartments

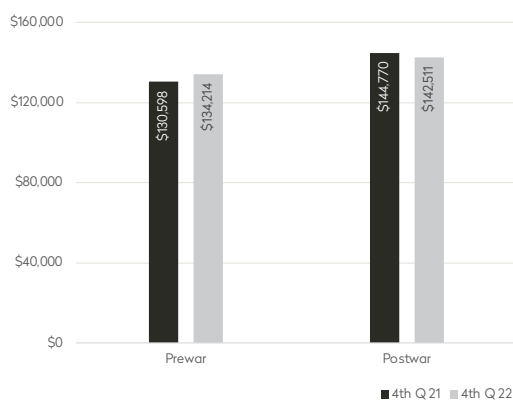


BHSID 22031394

		Studio	1-Bedroom	2-Bedroom	3+Bedroom
Percent of Sales	4th Q 21	5%	34%	42%	19%
	4th Q 22	5%	33%	44%	18%
Median Price	4th Q 21	\$310,000	\$450,000	\$699,000	\$950,000
	4th Q 22	\$290,000	\$405,000	\$620,000	\$1,049,500
	% Change	-6%	-10%	-11%	10%

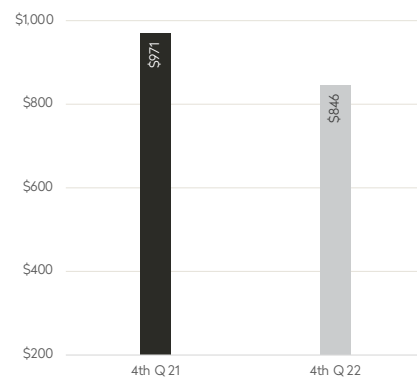
Cooperative

Average price per room



Condominium

Average price per square foot



Contact Us

FOURTH QUARTER 2022

Residential Market Report

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West Side/Columbus

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New York, NY 10024
212-769-3000

Flatiron

130 Fifth Avenue
New York, NY 10011
212-906-0500

Village

831 Broadway
New York, NY 10003
212-381-6500

Midtown

770 Lexington Avenue, 10th Floor
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212-508-7200

SoHo

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