

THIRD QUARTER 2022

Residential Market Report

Valentian

BHSID 22049639

BHS THE Craft OF Research

Message from Bess Freedman

CEO of **Brown Harris Stevens**

Since the middle of May, our weekly Contracts Signed reports have shown a sharp decline in activity, especially compared to a year ago. That's not surprising, considering that mortgage rates have doubled this year, inflation remains near a 40-year high, 2021 was one of the strongest years ever for housing and a decline was inevitable, and the Dow is in a bear market. But this slowdown has yet to show in our quarterly reports, which focus on closings rather than contracts. There's always a lag from when a contract is signed and a sale closes, which can take months for co-ops, and even years for new developments.

It's logical to ask about the value of a report based on closings, considering they occurred during the prior three months, with contracts signed months before that. The answer is that until a sale closes and is recorded, the actual sale price is seldom known. Closing data is vital in pricing apartments and for appraisals, even though they can be a bit dated.

We do see evidence of the market's slowdown in our third quarter report, but the full impact on sales and prices won't be known for at least another quarter. That's because half of the closings in the third quarter of 2022 had their contract signed before May 18, which was when the market began to shift.

To best understand the status of Manhattan's housing market, it's best to look at all metrics, not just closings. That's why we also produce weekly Contracts Signed reports and monthly inventory reports. Together, these tools provide a thorough understanding of the current market, and an idea of what the future holds.

You can find all our market reports at the link below:

<https://www.bhsusa.com/market-reports>



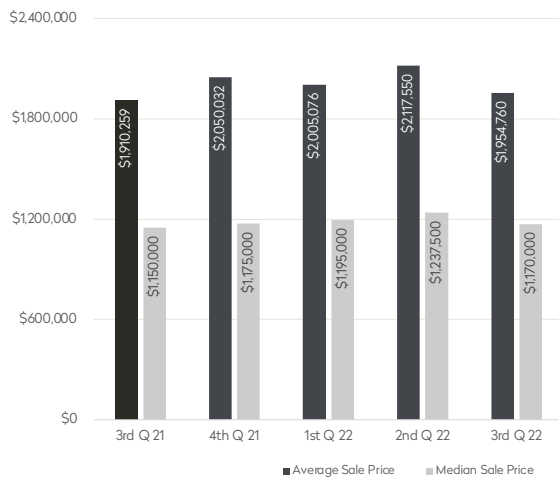
Manhattan

All Cooperatives and Condominiums*

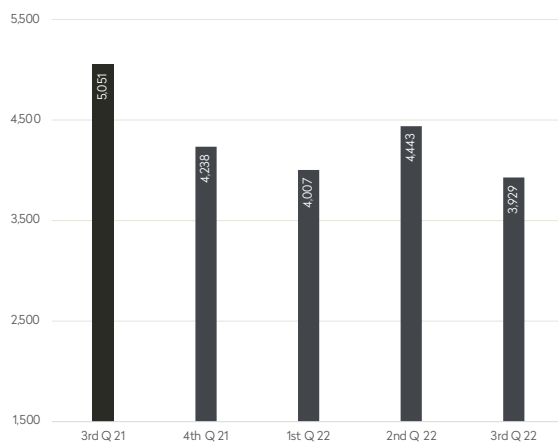
Average and Median Sales Price

The average Manhattan apartment sales price fell 8% from the second quarter of 2022, but remained 2% higher than a year ago. The increase over the prior year is due to a rise in luxury new development closings, as the average resale price fell compared to 2021's third quarter. Closings were 22% lower than a year ago, which was expected given that 3Q21 had the highest level of sales in 14 years. The average co-op price ticked up 1% from a year ago, while condos posted a 5% gain.

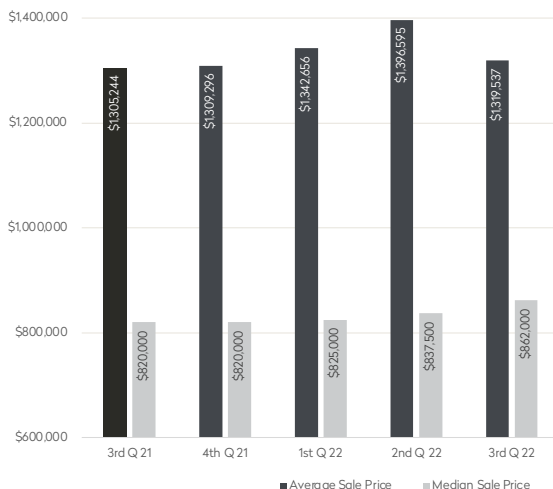
Average and Median Sales Price



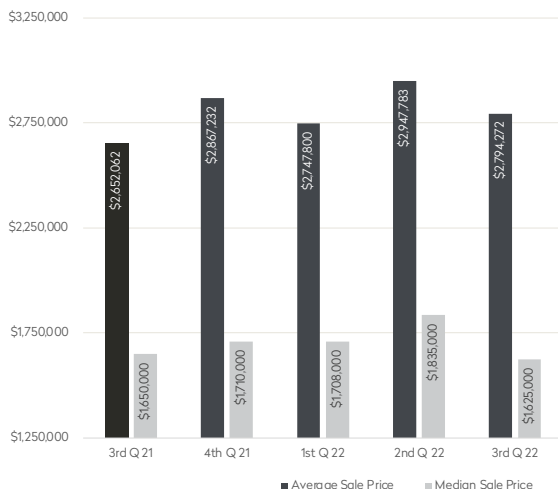
Number of Closings



Cooperative Average and Median Sales Price



Condominium Average and Median Sales Price



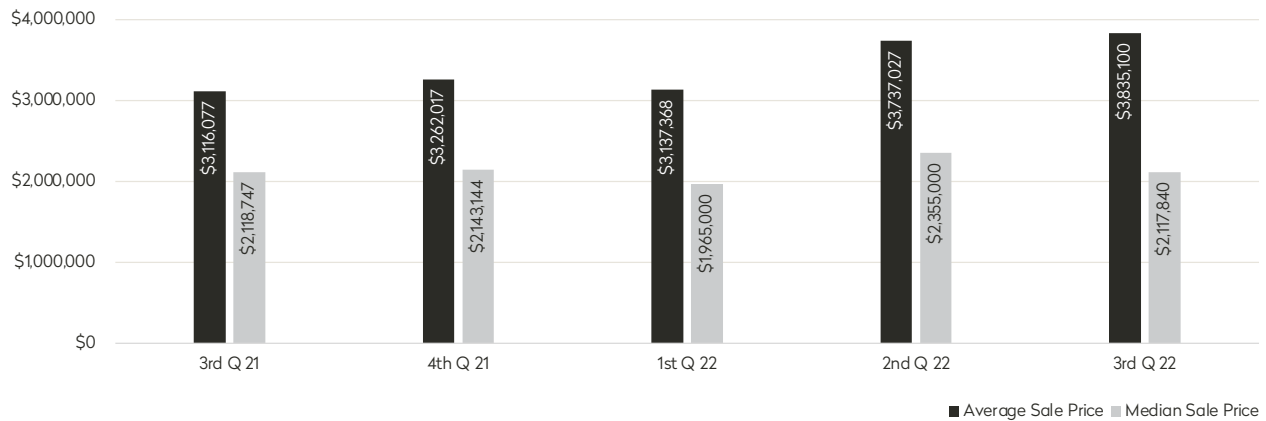
* Includes new development and resale apartments. 3Q22 data is preliminary and subject to revision in future reports. Data from the prior four quarters has been revised to include sales recorded after our initial reports were released.

Manhattan

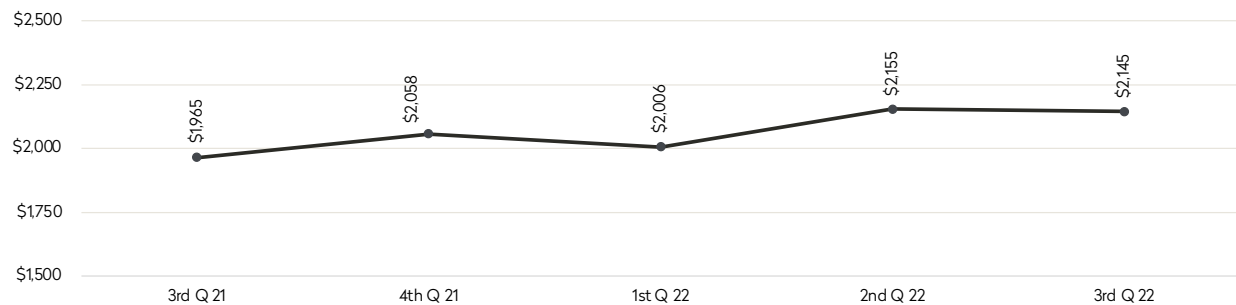
New Developments

Average and Median Sales Price

An uptick in luxury closings helped bring the average new development price up sharply from a year ago. On average, contracts for new developments closed in the third quarter were signed on March 14, 2022, so this data is more indicative of the prior market than current conditions.



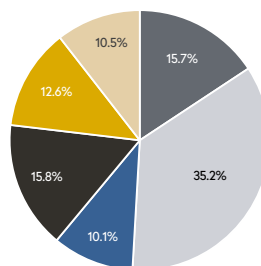
Average Price Per Square Foot



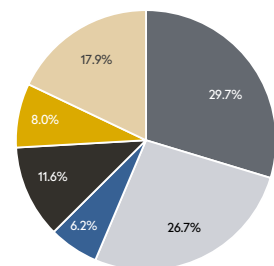
Sales by Area

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

3Q21



3Q22

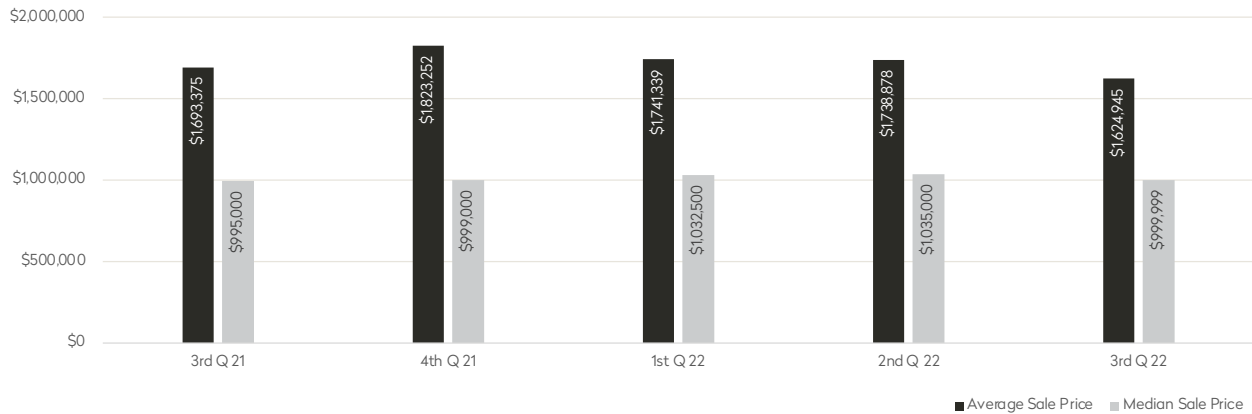


Manhattan

Resale Cooperatives and Condominiums

Average and Median Sales Price

Prices for resale apartments averaged \$1,624,945 in the third quarter, 4% less than a year ago. The median price fell to just under \$1 million, but was slightly above the third quarter of 2021.



Cooperative Average Sales Price

Three bedroom and larger resale co-ops posted an 8% decline in their average price from a year ago, the biggest decrease of any size category. The 5% increase in one bedroom prices was the largest gain reported from last year's comparable period.

	Studio	1-Bedroom	2-Bedroom	3+Bedroom	All
3rd Q 21	\$447,631	\$742,915	\$1,385,991	\$3,328,328	\$1,316,431
4th Q 21	\$460,987	\$728,336	\$1,441,654	\$3,264,667	\$1,321,098
1st Q 22	\$460,727	\$773,252	\$1,539,845	\$3,143,849	\$1,361,761
2nd Q 22	\$475,332	\$763,126	\$1,418,941	\$3,458,793	\$1,382,218
3rd Q 22	\$461,489	\$779,995	\$1,381,563	\$3,049,182	\$1,324,099

Condominium Average Sales Price

Resale condos with three bedrooms or more also posted a decline in their average price, falling 7% from a year ago. Studios saw a 6% increase in their average price, the most of any size category.

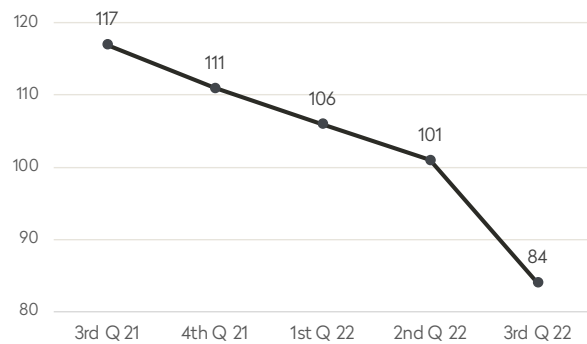
	Studio	1-Bedroom	2-Bedroom	3+Bedroom	All
3rd Q 21	\$632,407	\$1,053,930	\$1,960,236	\$5,279,270	\$2,343,610
4th Q 21	\$666,374	\$1,072,017	\$2,060,752	\$6,789,204	\$2,591,608
1st Q 22	\$657,852	\$1,072,318	\$2,296,300	\$4,943,692	\$2,384,671
2nd Q 22	\$650,369	\$1,135,121	\$2,117,260	\$5,467,513	\$2,367,890
3rd Q 22	\$670,458	\$1,095,236	\$1,985,189	\$4,927,720	\$2,154,400

Manhattan

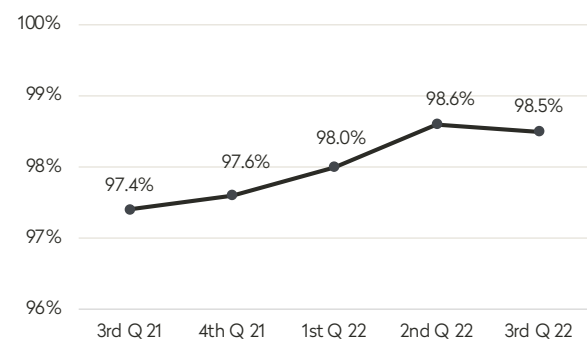
Resale Cooperatives and Condominiums

Resale apartments that closed in the third quarter spent an average of 84 days on the market, 28% less time than a year ago, and the lowest level since the third quarter of 2016. Sellers received an average of 98.5% of their last asking price, up from 97.4% one year ago.

Average Days on the Market



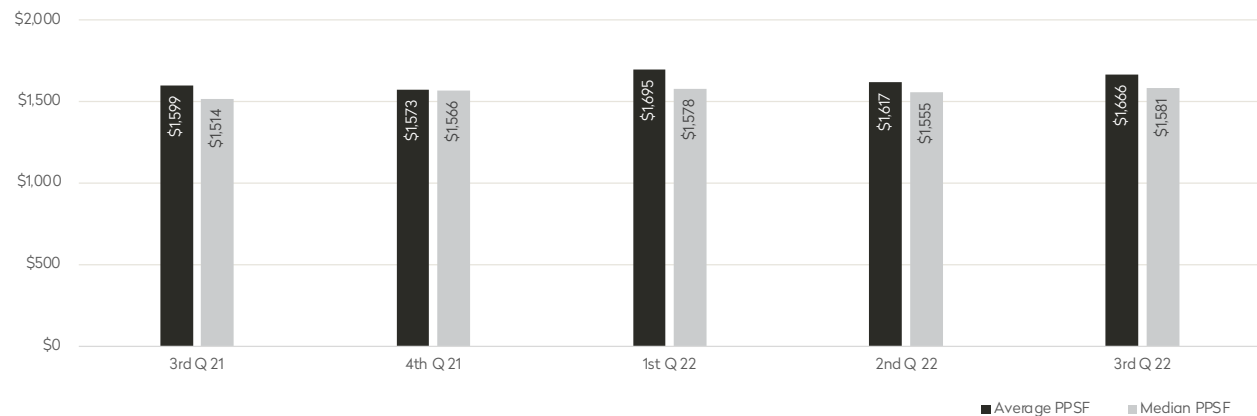
Selling vs. Last Asking Price



Lofts

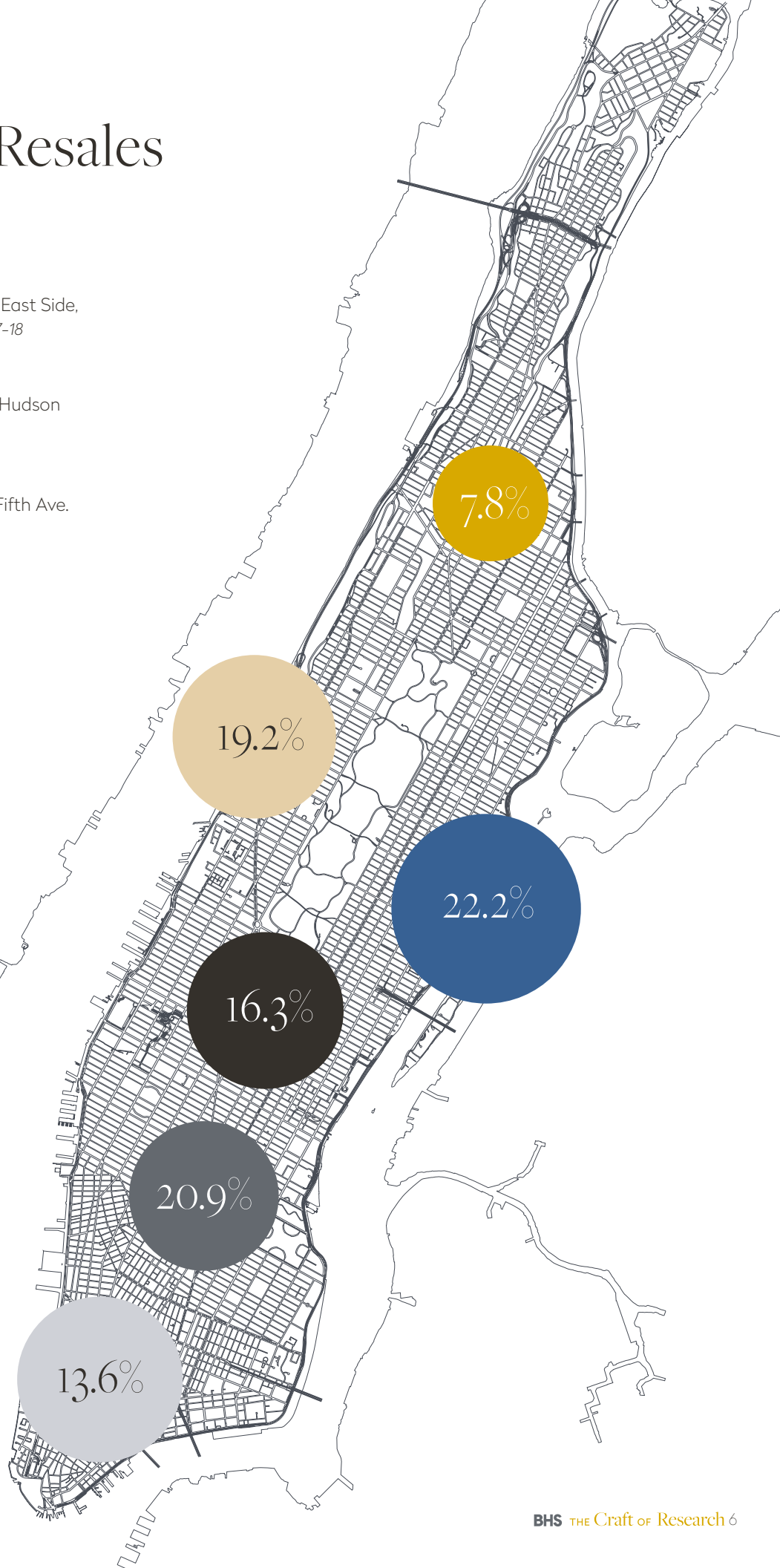
Loft apartments saw both their average and median prices per square foot rise 4% over the past year.

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*



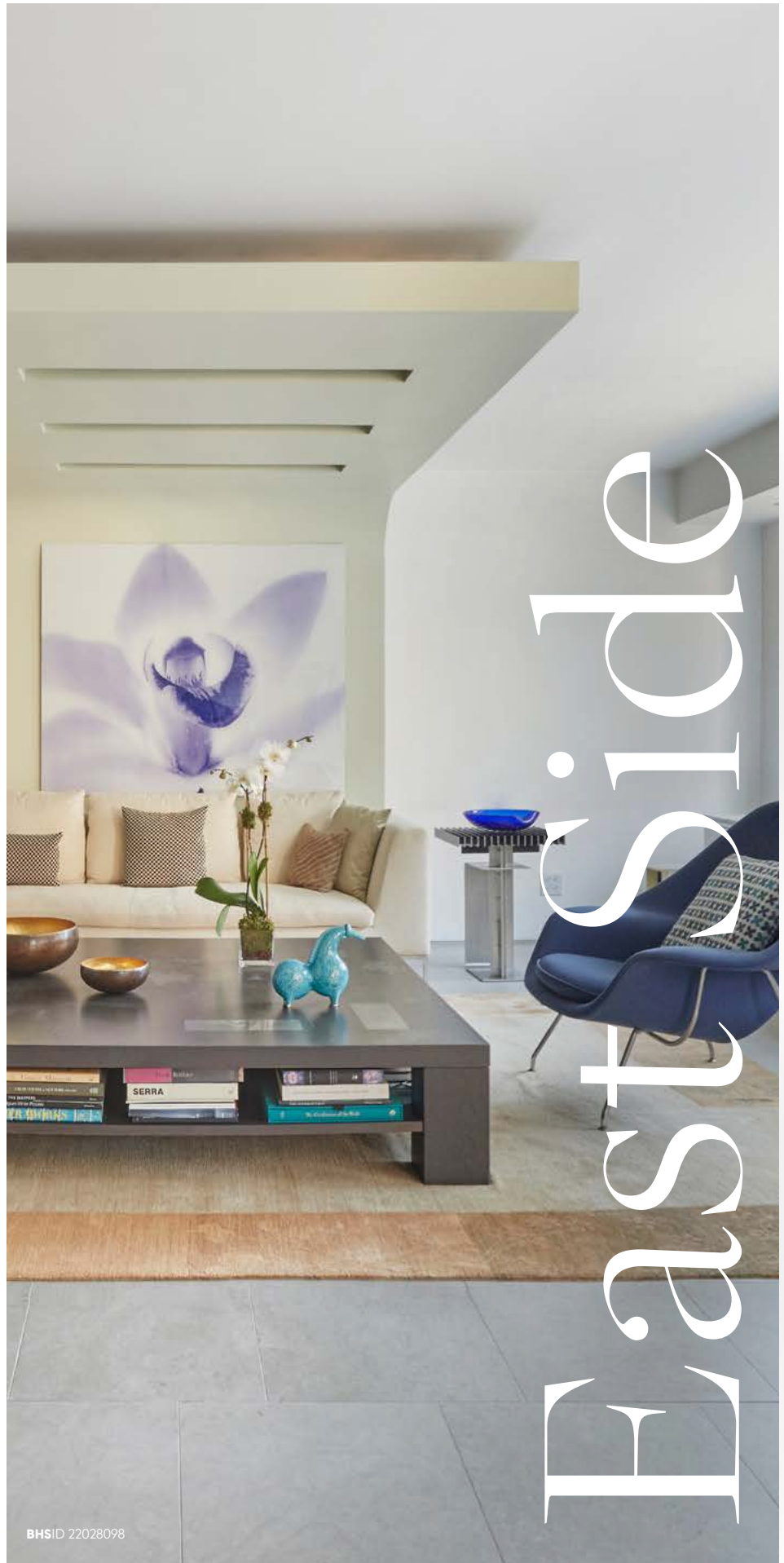
THIRD QUARTER 2022

Resale Apartments

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

All sizes of apartments had a **higher** median price compared to 2021's third quarter.

The average price per room for pre-war co-ops edged up 2% over the past year.



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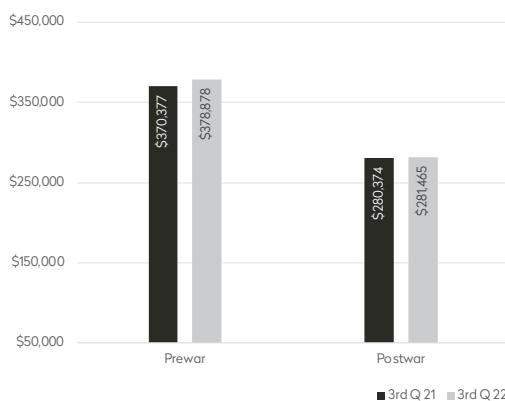
THIRD QUARTER 2022
East Side Resale Apartments



		Studio	1-Bedroom	2-Bedroom	3+Bedroom
Percent of Sales	3rd Q 21	12%	33%	31%	25%
	3rd Q 22	12%	27%	31%	29%
Median Price	3rd Q 21	\$412,000	\$705,000	\$1,360,000	\$2,730,058
	3rd Q 22	\$414,500	\$730,000	\$1,375,000	\$3,095,000
	% Change	1%	4%	1%	13%

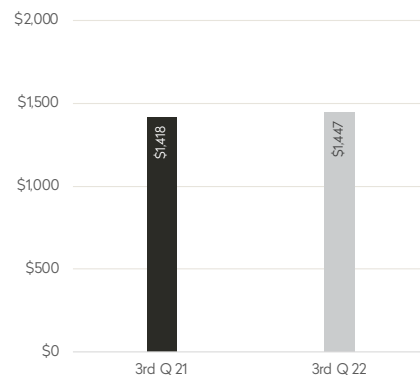
Cooperative

Average price per room



Condominium

Average price per square foot



THIRD QUARTER 2022

Resale Apartments

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

One-bedrooms led pricing gains on the West Side over the past year, with a **9%** gain in median price.

The average condo price per square foot was 3% **higher** than the third quarter of 2021.



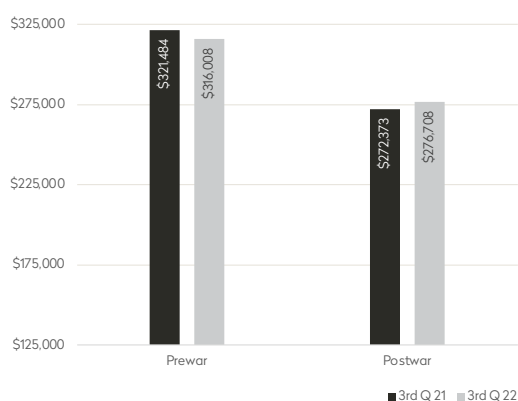
THIRD QUARTER 2022
West Side Resale Apartments



		Studio	1-Bedroom	2-Bedroom	3+Bedroom
Percent of Sales	3rd Q 21	10%	35%	31%	24%
	3rd Q 22	13%	35%	32%	21%
Median Price	3rd Q 21	\$475,000	\$752,500	\$1,430,500	\$2,750,000
	3rd Q 22	\$459,100	\$819,000	\$1,500,000	\$2,678,750
	% Change	-3%	9%	5%	-3%

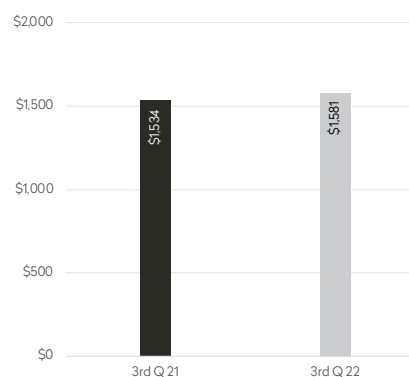
Cooperative

Average price per room



Condominium

Average price per square foot



THIRD QUARTER 2022

Resale Apartments

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

The median price was **higher**
than a year ago for all sizes of
resale apartments in Midtown.

Condo prices averaged
\$1,477 per square foot, just
below last year's level.



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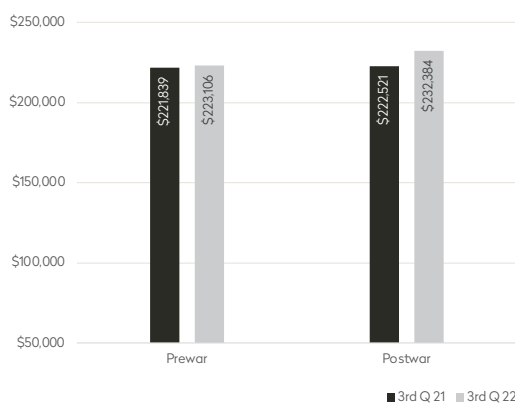
THIRD QUARTER 2022
Midtown Resale Apartments



		Studio	1-Bedroom	2-Bedroom	3+Bedroom
Percent of Sales	3rd Q 21	22%	42%	26%	11%
	3rd Q 22	19%	47%	27%	7%
Median Price	3rd Q 21	\$410,000	\$730,000	\$1,200,000	\$2,200,000
	3rd Q 22	\$460,000	\$775,000	\$1,440,000	\$2,360,000
	% Change	12%	6%	20%	7%

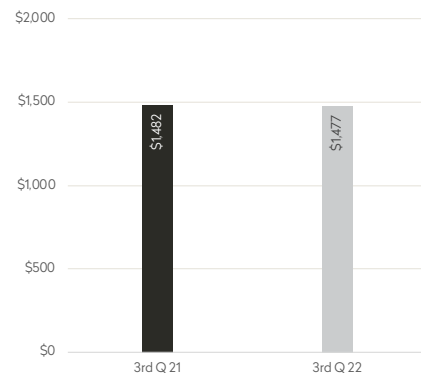
Cooperative

Average price per room



Condominium

Average price per square foot



THIRD QUARTER 2022

Resale Apartments

34th St. to 14th St.

Median prices for studio and one-bedroom apartments were **higher** than a year ago, while larger apartments saw declines.

The average condo price of \$1,707 per square foot was a **3%** improvement from 2021's third quarter.



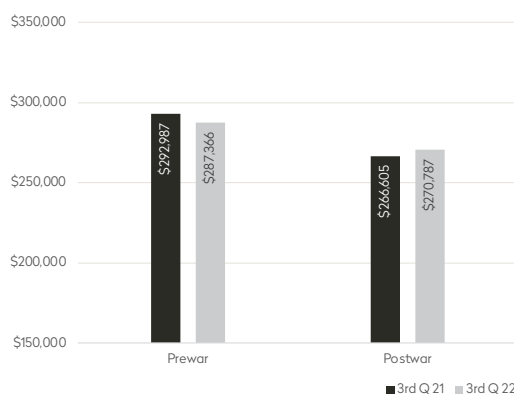
THIRD QUARTER 2022
Downtown Resale Apartments
34TH ST. TO 14TH ST.



		Studio	1-Bedroom	2-Bedroom	3+Bedroom
Percent of Sales	3rd Q 21	21%	45%	22%	12%
	3rd Q 22	20%	47%	24%	9%
Median Price	3rd Q 21	\$492,500	\$895,000	\$1,900,000	\$3,175,000
	3rd Q 22	\$535,000	\$925,000	\$1,848,500	\$2,949,500
	% Change	9%	3%	-3%	-7%

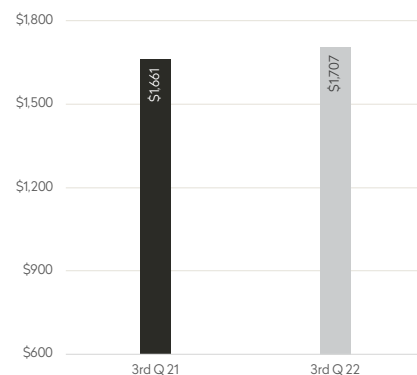
Cooperative

Average price per room



Condominium

Average price per square foot



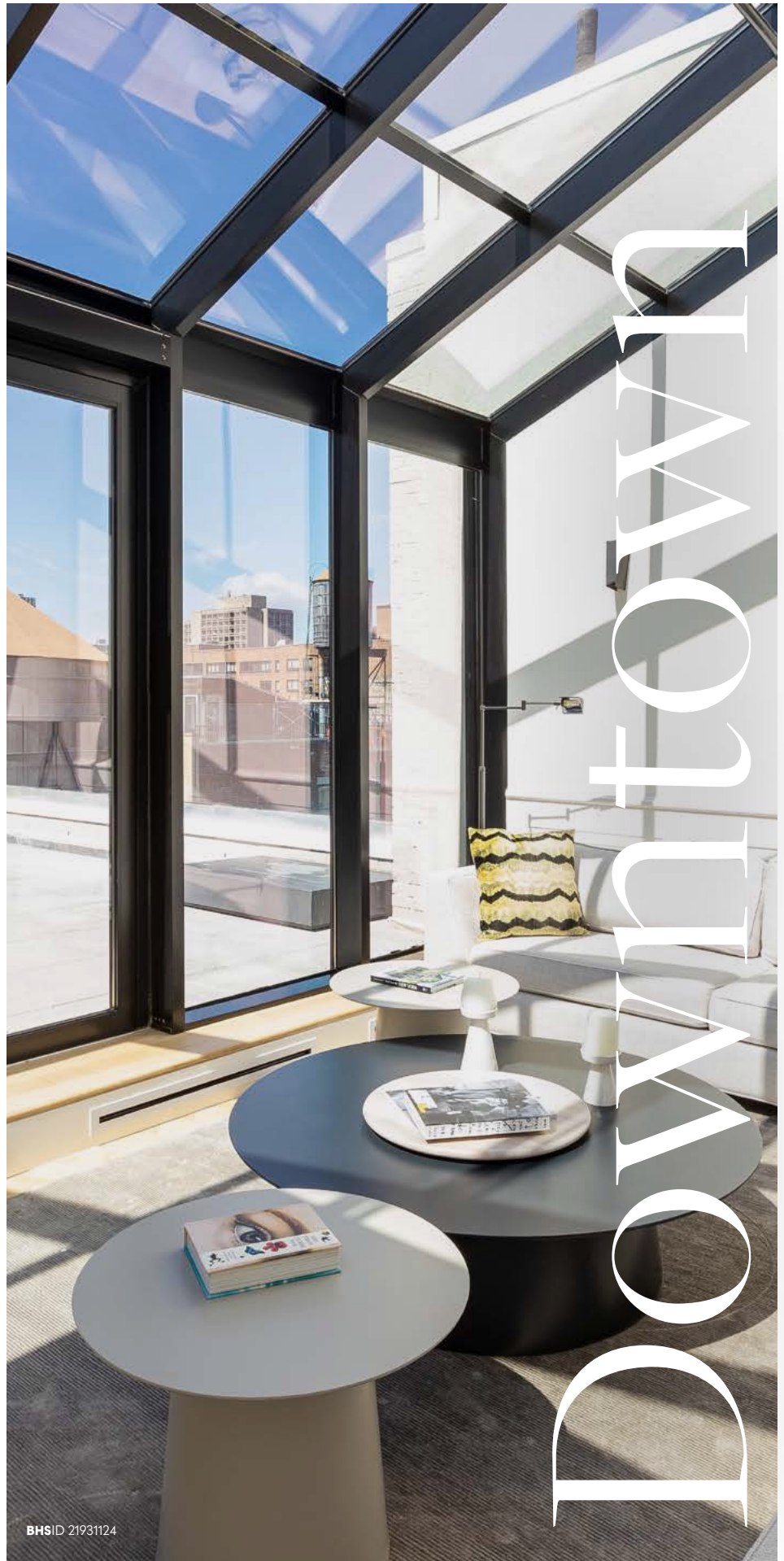
THIRD QUARTER 2022

Resale Apartments

South of 14th St.

Apartments with two or more bedrooms had strong pricing **gains** from the third quarter of 2021.

An **8%** increase was posted in the average condo price per square foot from a year ago.



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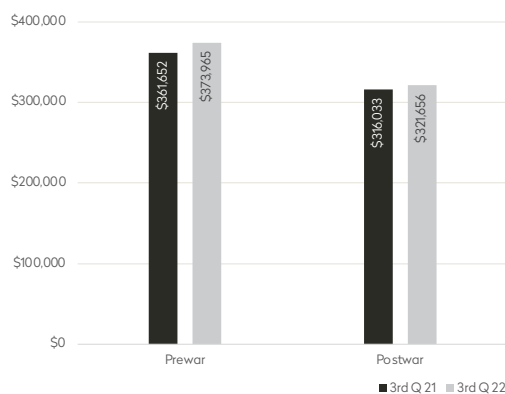
THIRD QUARTER 2022
Downtown Resale Apartments
SOUTH OF 14TH ST.



		Studio	1-Bedroom	2-Bedroom	3+Bedroom
Percent of Sales	3rd Q 21	12%	40%	32%	16%
	3rd Q 22	14%	41%	31%	14%
Median Price	3rd Q 21	\$589,000	\$890,000	\$1,767,500	\$4,000,000
	3rd Q 22	\$556,000	\$955,000	\$1,950,000	\$4,767,500
	% Change	-6%	7%	10%	19%

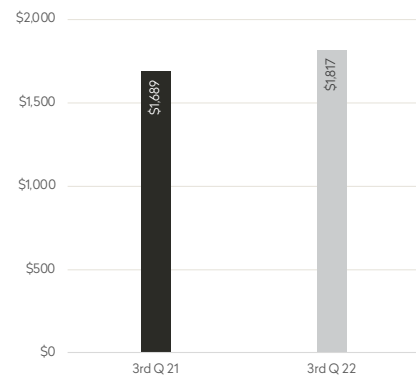
Cooperative

Average price per room



Condominium

Average price per square foot



THIRD QUARTER 2022

Resale Apartments

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

One-bedrooms were the only size category with an **increase** in median price over the past year.

At \$918 per square foot, the average condo price was slightly lower than 2021's third quarter.



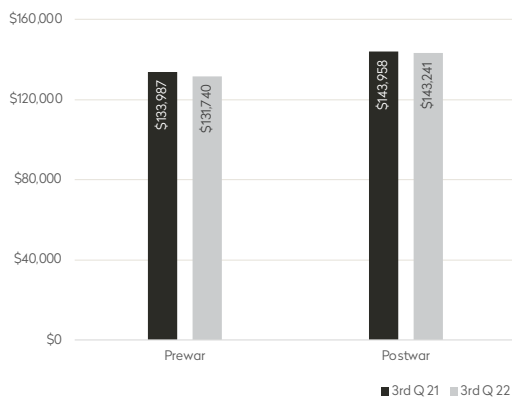
THIRD QUARTER 2022
Upper Manhattan Resale Apartments



		Studio	1-Bedroom	2-Bedroom	3+Bedroom
Percent of Sales	3rd Q 21	5%	32%	41%	21%
	3rd Q 22	4%	26%	50%	21%
Median Price	3rd Q 21	\$290,000	\$431,000	\$672,500	\$995,000
	3rd Q 22	\$278,000	\$440,000	\$654,500	\$917,500
	% Change	-4%	2%	-3%	-8%

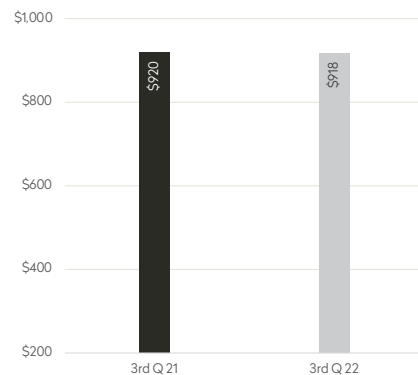
Cooperative

Average price per room



Condominium

Average price per square foot



Contact Us

THIRD QUARTER 2022

Residential Market Report

East Side

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212-906-9200

West Side

1926 Broadway
New York, NY 10023
212-588-5600

West Side/Columbus

408 Columbus Avenue
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
New York, NY 10065
212-508-7200

SoHo

451 West Broadway
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212-381-4200

Tribeca

43 North Moore Street
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2169 Frederick Douglass Boulevard
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