

# ELLI MAN REPORT

# APRIL 2015

## MANHATTAN, BROOKLYN & QUEENS RENTALS

Monthly Survey of Manhattan,  
Brooklyn and Queens Rentals

### MANHATTAN RENTALS DASHBOARD

year-over-year

#### PRICES

Median Rental Price

3.5%

#### VACANCY

Vacancy Rate

0.33%

#### NEW RENTALS

Excludes Renewals

21.5%

#### CONCESSIONS

Market Share

4.6%

#### MARKETING TIME

Days on Market

1 day

#### NEGOTIABILITY

Listing Discount

1.7%

- Fourteen months of consecutive year-over-year median rent increases
- Despite rising rents, the vacancy rate continued to expand
- Use of landlord concessions and negotiability fell

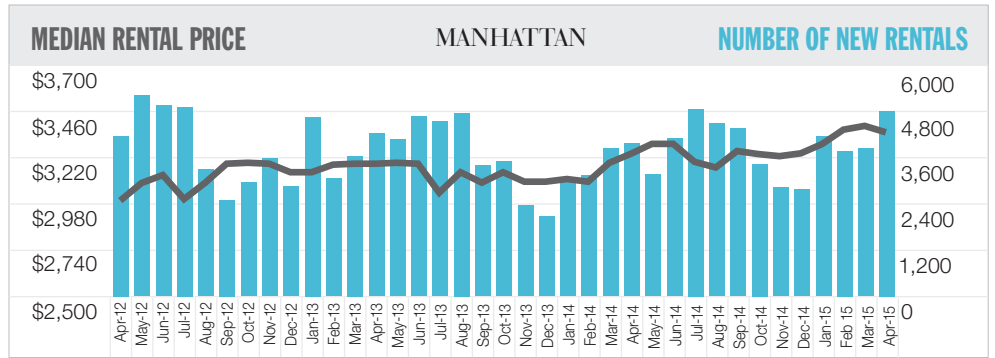
The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.

Manhattan Rental Market		APR-15	%Chg (mo)	MAR-15	%Chg(yr)	APR-14
Average Rental Price		\$4,054	-1.7%	\$4,126	1.1%	\$4,008
Rental Price per Sq Ft		\$57.00	2.9%	\$55.41	8.2%	\$52.66
Median Rental Price		\$3,361	-1.0%	\$3,395	3.5%	\$3,247
Number of New Rentals		4,885	25.3%	3,899	21.5%	4,021
Days on Market (From Original List Date)		46	-11.5%	52	-2.1%	47
Listing Discount (From Original List Price)		1.0%		0.8%		2.7%
Listing Inventory		5,485	7.2%	5,117	-0.3%	5,503
Vacancy Rate		1.78%		1.99%		1.45%
Manhattan Rental w/Concessions		APR-15	%Chg (mo)	MAR-15	%Chg(yr)	APR-14
Median Rental Price		\$3,355	-0.8%	\$3,382	3.9%	\$3,229
Number of New Rentals w/Concessions (%)		2.2%		4.6%		6.8%
Free Rent/Owner Paid (Mos)		1.0	0.0%	1.0	0.0%	1.0
Manhattan Rental Market by Size		APR-15	%Chg (mo)	MAR-15	%Chg(yr)	APR-14
Studio -	Average Rental Price	\$2,702	0.4%	\$2,691	3.0%	\$2,624
	Rental Price per Sq Ft	\$60.05	0.4%	\$59.83	8.0%	\$55.60
	Median Rental Price	\$2,563	0.2%	\$2,559	2.5%	\$2,500
	Number of New Rentals	1,154	22.0%	946	16.3%	992
1-Bedroom -	Average Rental Price	\$3,467	-1.9%	\$3,534	1.4%	\$3,420
	Rental Price per Sq Ft	\$56.38	0.5%	\$56.10	3.8%	\$54.32
	Median Rental Price	\$3,362	-1.9%	\$3,427	2.0%	\$3,295
	Number of New Rentals	2,215	29.2%	1,715	25.5%	1,765
2-Bedroom -	Average Rental Price	\$5,000	-4.7%	\$5,248	2.1%	\$4,898
	Rental Price per Sq Ft	\$53.59	-2.3%	\$54.86	5.1%	\$50.99
	Median Rental Price	\$4,472	-2.7%	\$4,595	1.5%	\$4,408
	Number of New Rentals	1,102	22.3%	901	18.5%	930
3+ Bedroom -	Average Rental Price	\$8,440	3.3%	\$8,170	-3.5%	\$8,747
	Rental Price per Sq Ft	\$57.25	5.7%	\$54.14	0.5%	\$56.97
	Median Rental Price	\$5,998	0.1%	\$5,995	3.5%	\$5,795
	Number of New Rentals	414	22.8%	337	24.0%	334

For the fourteenth consecutive month, median Manhattan rental price moved higher than the same period last year. Price gains were observed in all size categories with the largest increases found in the entry and mid tier segments of the market. Median rental price increased 3.5% to \$3,361 as compared to April 2014. Upward price pressure continues

to be driven by tight credit conditions and an improving New York City economy. If interest rates edge slightly higher over the coming year, there may be additional pressure on rental prices. Average rent price increased 1.1% to \$4,054 from the prior year period and for the first time, remained above the \$4,000 per month threshold for three consecutive months.

Despite the modest expansion of the vacancy rate, days on market, listing discount, inventory and landlord concessions all fell from prior year levels. These indicators remained consistent with the increased rental prices across the market, although the largest gains continue to be seen in the entry tier. The median rental price for the first thirty percent of the market rose 3.3% year-over-year, the largest gain of any price segment.



## PROPERTY TYPE

- Loft and new development rents posted sharp gains
- Doorman rents rose faster than non-doorman rents

Manhattan Rental Market By Property Type	APR-15	%Chg (mo)	MAR-15	%Chg (yr)	APR-14
Doorman Median Rental Price	\$3,800	-0.2%	\$3,808	4.8%	\$3,625
Non-Doorman Median Rental Price	\$2,768	-0.4%	\$2,780	1.1%	\$2,738
Loft Median Rental Price	\$5,932	-26.1%	\$8,023	14.7%	\$5,171
New Development Median Rental Price	\$4,522	4.4%	\$4,333	5.8%	\$4,275

## BY PRICE

- Lower priced market rents grew faster than higher end rents
- Luxury rents moved higher, the third increase in four months of 2015

Manhattan Rental Market By Price	APR-15	%Chg (mo)	MAR-15	%Chg (yr)	APR-14
Luxury (Top 10%) - Average Rental Price	\$10,298	-4.3%	\$10,766	1.2%	\$10,178
Luxury (Top 10%) - Rental Price per Sq Ft	\$80.23	2.0%	\$78.65	7.3%	\$74.80
Luxury (Top 10%) - Median Rental Price	\$8,248	-3.3%	\$8,530	3.1%	\$8,000
Luxury (Top 10%) - Number of New Rentals	492	26.5%	389	22.4%	402
Luxury (Top 10%) - Entry Threshold	\$6,427	-1.3%	\$6,510	7.1%	\$6,000
Upper Tier (30% below Luxury) - Med. Rental Price	\$4,444	-1.6%	\$4,516	1.0%	\$4,400
Mid Tier (2nd 30%) - Median Rental Price	\$3,195	-1.8%	\$3,253	1.4%	\$3,150
Entry Tier (1st 30%) - Median Rental Price	\$2,299	-0.4%	\$2,308	3.3%	\$2,225

## BY LOCATION

### DOWNTOWN

- New rentals jumped
- Vacancy rate fell

Downtown Market Matrix	APR-15	%Chg (mo)	MAR-15	%Chg (yr)	APR-14
Median Rental Price	\$3,609	-0.1%	\$3,613	3.3%	\$3,495
Number of New Rentals	2,171	26.7%	1,714	18.5%	1,832
Vacancy Rate	1.63%		2.12%		1.84%

### EAST SIDE

- Median rent edged higher
- Number of new rentals increased

East Side Market Matrix	APR-15	%Chg (mo)	MAR-15	%Chg (yr)	APR-14
Median Rental Price	\$3,150	-0.3%	\$3,161	5.2%	\$2,995
Number of New Rentals	1,129	23.9%	911	4.2%	1,084
Vacancy Rate	1.59%		1.42%		1.20%

### WEST SIDE

- Median rent showed stability
- Vacancy rate increased

West Side Market Matrix	APR-15	%Chg (mo)	MAR-15	%Chg (yr)	APR-14
Median Rental Price	\$3,425	-0.7%	\$3,450	0.6%	\$3,405
Number of New Rentals	1,195	29.8%	921	47.3%	811
Vacancy Rate	1.50%		1.96%		1.37%

### UPTOWN

- New rentals surged
- Median rent rose sharply

Uptown Market Matrix	APR-15	%Chg (mo)	MAR-15	%Chg (yr)	APR-14
Median Rental Price	\$2,250	-6.3%	\$2,400	12.5%	\$2,000
Number of New Rentals	390	10.5%	353	32.7%	294
Vacancy Rate	2.93%		2.57%		0.80%

# BROOKLYN RENTALS DASHBOARD

year-over-year

## PRICES

Median Rental Price

5.6%

## INVENTORY

Total Inventory

27.5%

## NEW RENTALS

Excludes Renewals

45.3%

## CONCESSIONS

Market Share

1%

## MARKETING TIME

Days on Market

3 days

## NEGOTIABILITY

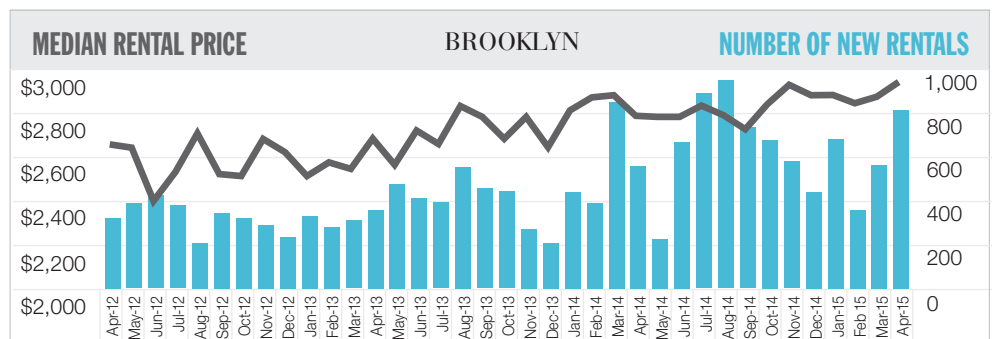
Listing Discount

2.3%

- After a few months of weaker rents, prices increased
- Median rental price set new record
- Median Brooklyn rent was \$400 below median Manhattan rent

Brooklyn Rental Market		APR-15	%Chg (MO)	MAR-15	%Chg (YR)	APR-14	
Average Rental Price		\$3,220	-0.3%	\$3,231	0.3%	\$3,209	
Rental Price per Sq Ft		\$41.65	-0.3%	\$41.78	3.3%	\$40.30	
Median Rental Price		\$2,961	2.4%	\$2,893	5.6%	\$2,805	
Number of New Rentals		815	44.5%	564	45.3%	561	
Days on Market (From Original List Date)		51	-8.9%	56	6.3%	48	
Listing Discount (From Original List Price)		1.3%		1.7%		3.6%	
Listing Inventory		1,038	-44.0%	1,852	-27.5%	1,431	
Brooklyn Rental w/Concessions		APR-15	%Chg (MO)	MAR-15	%Chg (YR)	APR-14	
Median Rental Price		\$2,953	2.5%	\$2,881	5.5%	\$2,800	
Share of New Rentals w/Concessions (%)		3.1%		4.8%		2.1%	
Free Rent/Owner Paid (Mos)		1.0	-9.1%	1.1	-9.1%	1.1	
Brooklyn Rental Market by Size		APR-15	%Chg (MO)	MAR-15	%Chg (YR)	APR-14	
Studio -	Average Rental Price	\$2,299	0.3%	\$2,291	-0.4%	\$2,309	
	Rental Price per Sq Ft	\$54.45	4.6%	\$52.07	20.2%	\$45.30	
	Median Rental Price	\$2,294	-4.7%	\$2,406	4.3%	\$2,200	
1-Bedroom -	Average Rental Price	\$2,792	1.2%	\$2,759	0.5%	\$2,778	
	Rental Price per Sq Ft	\$43.93	1.4%	\$43.33	8.4%	\$40.54	
	Median Rental Price	\$2,809	6.0%	\$2,650	5.8%	\$2,654	
2-Bedroom -	Average Rental Price	\$3,491	-4.7%	\$3,662	-3.7%	\$3,625	
	Rental Price per Sq Ft	\$39.87	-7.0%	\$42.88	6.7%	\$37.36	
	Median Rental Price	\$3,461	0.9%	\$3,430	5.9%	\$3,267	
3+ Bedroom -	Average Rental Price	\$4,339	-10.1%	\$4,825	-16.1%	\$5,170	
	Rental Price per Sq Ft	\$35.62	0.5%	\$35.45	-22.9%	\$46.17	
	Median Rental Price	\$3,856	-10.1%	\$4,287	-5.0%	\$4,057	
Number of New Rentals		135	141.1%	56	150.0%	54	
	Brooklyn Rental Market by Type		APR-15	%Chg (MO)	MAR-15	%Chg (YR)	APR-14
	Luxury (Top 10%) - Median Rental Price		\$5,438	-9.4%	\$6,000	-3.9%	\$5,661
Luxury (Top 10%) - Entry Threshold		\$4,598	-5.2%	\$4,851	1.5%	\$4,532	
New Development - Median Rental Price		\$3,255	1.7%	\$3,200	0.2%	\$3,247	

Note: The Brooklyn rental market analysis is comprised of transactions in the north, northwest and east regions of the borough.



After slipping over the past two months, the median rent for Brooklyn increased 5.6% above the prior year level to a record \$2,961, the highest point tracked in this report series beginning in 2008. Average rental price edged up 0.3% to \$3,220 and average rental price per square foot rose 3.3% to \$41.65 respectively from the same period last year. Median rental price for studio, 1-bedroom and 2-bedroom apartments over the same period. Luxury and 3-bedroom median rental price fell short of prior year levels. Price growth continued to remain stronger in the entry and mid tier sections of the rental market. The use of landlord concessions remained nominal even as they expanded to 3.1% from 2.1% of all rental activity. Listing discount, the percentage

difference between the original list price and the rental price, tightened to 1.3% from 3.6% in the prior year. However, the average days on

market, the number of days from the original list date to closing date, was 51 days, 3 days longer than during the same month last year.

## QUEENS RENTALS DASHBOARD

year-over-year

### PRICES

Median Rental Price

5%

### INVENTORY

Total Inventory

0.3%

### NEW RENTALS

Excludes Renewals

30.3%

### NEW DEVELOPMENT

Market Share

4.7%

### MARKETING TIME

Days on Market

3 days

### NEGOTIABILITY

Listing Discount

1.2%

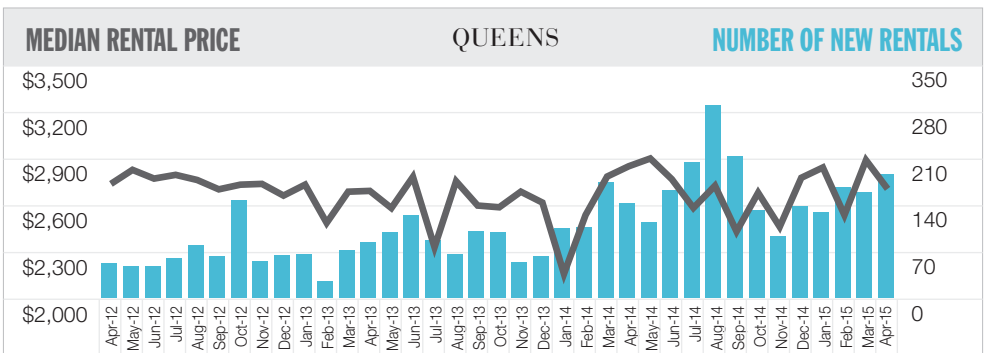
- Although overall rents moved lower, average rental size fell sharply
- Rents within each size category moved higher
- Luxury market fell short of prior year levels

Queens Rental Market		APR-15	%Chg (MO)	MAR-15	%Chg (YR)	APR-14
Average Rental Price		\$2,873	-3.9%	\$2,989	-4.8%	\$3,019
Rental Price per Sq Ft		\$42.95	-7.8%	\$46.57	10.2%	\$38.96
Median Rental Price		\$2,768	-6.2%	\$2,952	-5.0%	\$2,913
Number of New Rentals		185	17.1%	158	30.3%	142
Days on Market (From Original List Date)		36	12.5%	32	9.1%	33
Listing Discount (From Original List Price)		1.3%		-0.8%		0.1%
Listing Inventory		334	8.1%	309	-0.3%	335

Queens Rental Market by Size		APR-15	%Chg (MO)	MAR-15	%Chg (YR)	APR-14
Studio -	Average Rental Price	\$2,284	0.1%	\$2,281	2.7%	\$2,225
	Rental Price per Sq Ft	\$53.14	-3.4%	\$55.00	1.3%	\$52.44
	Median Rental Price	\$2,447	-0.9%	\$2,468	7.6%	\$2,275
	Number of New Rentals	29	0.0%	29	3.6%	28
1-Bedroom -	Average Rental Price	\$2,695	-4.1%	\$2,809	4.7%	\$2,573
	Rental Price per Sq Ft	\$44.41	-7.2%	\$47.84	14.9%	\$38.65
	Median Rental Price	\$2,850	-3.6%	\$2,957	3.8%	\$2,745
	Number of New Rentals	109	28.2%	85	73.0%	63
2-Bedroom -	Average Rental Price	\$3,366	-8.4%	\$3,673	-10.4%	\$3,757
	Rental Price per Sq Ft	\$39.02	-3.8%	\$40.55	0.8%	\$38.71
	Median Rental Price	\$3,900	2.9%	\$3,790	2.5%	\$3,806
	Number of New Rentals	41	0.0%	41	13.9%	36
3+ Bedroom -	Average Rental Price	\$5,581	0.3%	\$5,566	21.2%	\$4,604
	Rental Price per Sq Ft	\$46.20	-9.8%	\$51.20	20.9%	\$38.22
	Median Rental Price	\$5,618	2.1%	\$5,500	18.6%	\$4,735
	Number of New Rentals	6	100.0%	3	-60.0%	15

Queens Rental Market By Type		APR-15	%Chg (MO)	MAR-15	%Chg (YR)	APR-14
Luxury (Top 10%) - Median Rental Price		\$4,499	-7.9%	\$4,886	-10.7%	\$5,040
Luxury (Top 10%) - Entry Threshold		\$4,150	-6.2%	\$4,426	-7.6%	\$4,493
New Development - Median Rental Price		\$3,100	-7.0%	\$3,166	-7.5%	\$3,350

Note: The Queens rental market analysis is comprised of transactions in the northwest region of the borough.



Despite the 5% decline in median rent for the overall Northwest Queens market, all size categories showed year-over-year increases. A 14.5% surge in market share of 1-bedroom rentals during the month skewed the overall price indicators lower. The year-over-year rise in median rental price for each category: studios jumped 7.6% to \$2,447, 1-bedrooms increased 3.8% to \$2,850, 2-bedrooms rose 2.5% to \$3,900, 3-bedrooms surged 18.6% to \$5,618. The market share for new development apartments expanded 4.7% to 42.7% of the

market. As a result of tenant resistance to the price at time of lease renewal and growth in the market share of new development, the number of new rentals expanded 30.3% to 185 units

from the same period last year. Queens median rental price was \$193 less than Brooklyn median rent and \$593 less than Manhattan median rent.

For more information or electronic copies of this report please visit [elliman.com/marketreports](http://elliman.com/marketreports). Email report author Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com) with questions or comments.

**Report Methodology:**  
<http://www.millersamuel.com/research-reports/methodology>

RENTAL DIVISION 212.891.7711 • [elliman.com](http://elliman.com)

DOUGLAS ELLIMAN REAL ESTATE 575 Madison Avenue, New York, NY 10022 • 212.891.7000

MILLER SAMUEL REAL ESTATE APPRAISERS 21 West 38th Street, New York, NY 10018 • 212.768.8100 • [millersamuel.com](http://millersamuel.com)

© 2015 DOUGLAS ELLIMAN REAL ESTATE. ALL MATERIAL PRESENTED HEREIN IS INTENDED FOR INFORMATION PURPOSES ONLY. WHILE THIS INFORMATION IS BELIEVED TO BE CORRECT, IT IS REPRESENTED SUBJECT TO ERRORS, OMISSIONS, CHANGES OR WITHDRAWAL WITHOUT NOTICE. ALL PROPERTY INFORMATION, INCLUDING, BUT NOT LIMITED TO SQUARE FOOTAGE, ROOM COUNT, NUMBER OF BEDROOMS AND THE SCHOOL DISTRICT IN PROPERTY LISTINGS ARE DEEMED RELIABLE, BUT SHOULD BE VERIFIED BY YOUR OWN ATTORNEY, ARCHITECT OR ZONING EXPERT. IF YOUR PROPERTY IS CURRENTLY LISTED WITH ANOTHER REAL ESTATE BROKER, PLEASE DISREGARD THIS OFFER. IT IS NOT OUR INTENTION TO SOLICIT THE OFFERINGS OF OTHER REAL ESTATE BROKERS. WE COOPERATE WITH THEM FULLY. ♻️ EQUAL HOUSING OPPORTUNITY.