## NORTHERN MANHATTAN 
### DASHBOARD

#### CO-OP & CONDO

**Prices**
- Median Sales Price: 7.1%

**Sales**
- Closed Sales: 1.0%

**Inventory**
- Total Inventory: 6.8%

**Pace**
- Absorption Rate: 0.3 MOS

#### TOWNHOUSE

**Prices**
- Median Sales Price: 4.1%

**Sales**
- Closed Sales: 15.4%

**Inventory**
- Total Inventory: 8.2%

**Pace**
- Absorption Rate: 1.5 MOS

- Sales edged higher after four consecutive quarters of year over year double-digit declines
- Surge in market share of 2-bedroom sales was highest in at least three years, skewing prices higher

### HARLEM

- Condo sales continued to decline while price trend indicators remained mixed
- Co-op price trend indicators moved higher as sales fell sharply

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### Northern Manhattan Co-op/Condo Market Matrix

<table>
<thead>
<tr>
<th></th>
<th>Q4–2018</th>
<th>%Δ (qtr)</th>
<th>Q3–2018</th>
<th>%Δ (yr)</th>
<th>Q4–2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Sales Price</td>
<td>$691,401</td>
<td>-13.2%</td>
<td>$796,325</td>
<td>2.6%</td>
<td>$673,725</td>
</tr>
<tr>
<td>Average Price Per Sq Ft</td>
<td>$811</td>
<td>-12.8%</td>
<td>$930</td>
<td>1.0%</td>
<td>$830</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td>$620,000</td>
<td>-9.1%</td>
<td>$682,338</td>
<td>7.1%</td>
<td>$579,000</td>
</tr>
<tr>
<td>New Development</td>
<td>$675,000</td>
<td>-9.9%</td>
<td>$749,177</td>
<td>31.2%</td>
<td>$514,608</td>
</tr>
<tr>
<td>Re-Sale</td>
<td>$605,000</td>
<td>-5.6%</td>
<td>$641,000</td>
<td>0.8%</td>
<td>$600,000</td>
</tr>
<tr>
<td>Number of Sales (Closed)</td>
<td>201</td>
<td>-19.6%</td>
<td>250</td>
<td>1.0%</td>
<td>199</td>
</tr>
<tr>
<td>Days on Market (From Last List Date)</td>
<td>114</td>
<td>39.0%</td>
<td>82</td>
<td>62.9%</td>
<td>199</td>
</tr>
<tr>
<td>Listing Discount (From Last List Price)</td>
<td>5.6%</td>
<td>2.5%</td>
<td>3.9%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Listing Inventory (Active)</td>
<td>299</td>
<td>-24.1%</td>
<td>394</td>
<td>6.8%</td>
<td>280</td>
</tr>
<tr>
<td>Months to Sell</td>
<td>4.5</td>
<td>-4.3%</td>
<td>4.7</td>
<td>7.1%</td>
<td>4.2</td>
</tr>
</tbody>
</table>

### Harlem Condo Market Matrix

<table>
<thead>
<tr>
<th></th>
<th>Q4–2018</th>
<th>%Δ (qtr)</th>
<th>Q3–2018</th>
<th>%Δ (yr)</th>
<th>Q4–2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Sales Price</td>
<td>$897,078</td>
<td>-11.3%</td>
<td>$1,011,191</td>
<td>-5.4%</td>
<td>$948,005</td>
</tr>
<tr>
<td>Average Price Per Sq Ft</td>
<td>$929</td>
<td>-10.7%</td>
<td>$1,040</td>
<td>-13.7%</td>
<td>$1,076</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td>$895,000</td>
<td>-2.2%</td>
<td>$915,000</td>
<td>20.9%</td>
<td>$740,000</td>
</tr>
<tr>
<td>Number of Sales (Closed)</td>
<td>55</td>
<td>-3.5%</td>
<td>57</td>
<td>15.4%</td>
<td>65</td>
</tr>
<tr>
<td>Days on Market (From Last List Date)</td>
<td>102</td>
<td>22.9%</td>
<td>83</td>
<td>14.6%</td>
<td>89</td>
</tr>
<tr>
<td>Listing Discount (From Last List Price)</td>
<td>4.3%</td>
<td>5.1%</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Harlem Co-op Market Matrix

<table>
<thead>
<tr>
<th></th>
<th>Q4–2018</th>
<th>%Δ (qtr)</th>
<th>Q3–2018</th>
<th>%Δ (yr)</th>
<th>Q4–2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Sales Price</td>
<td>$470,714</td>
<td>-14.9%</td>
<td>$553,183</td>
<td>4.8%</td>
<td>$449,308</td>
</tr>
<tr>
<td>Average Price Per Sq Ft</td>
<td>$651</td>
<td>8.9%</td>
<td>$598</td>
<td>34.0%</td>
<td>$486</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td>$522,500</td>
<td>-5.4%</td>
<td>$552,500</td>
<td>22.2%</td>
<td>$427,500</td>
</tr>
<tr>
<td>Number of Sales (Closed)</td>
<td>20</td>
<td>-9.1%</td>
<td>22</td>
<td>-33.3%</td>
<td>30</td>
</tr>
<tr>
<td>Days on Market (From Last List Date)</td>
<td>79</td>
<td>12.9%</td>
<td>70</td>
<td>43.6%</td>
<td>55</td>
</tr>
<tr>
<td>Listing Discount (From Last List Price)</td>
<td>20.1%</td>
<td>3.3%</td>
<td>-1.2%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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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.
**EAST HARLEM**

- Condo price trend indicators were mixed as sales edged higher
- Condo marketing time and negotiability expanded
- Co-op sales and price trend indicators jumped
- Co-op marketing time increased with less negotiability

**WASHINGTON HEIGHTS**

- Price trend indicators were mixed as sales declined
- Marketing time and negotiability expanded

**FORT GEORGE**

- Price trend indicators rose as sales declined
- Longer marketing times with more negotiability

**INWOOD**

- Price trend indicators and sales declined
- Slower marketing time with less negotiability

**TOWNHOUSES**

- All price trend indicators declined as listing inventory rose annually for third consecutive quarter
- The number of sales declined year over year in eight of the last nine quarters

<table>
<thead>
<tr>
<th>SQ FT</th>
<th>BEDROOMS</th>
<th>WIDTH (FT)</th>
<th>BATHS</th>
<th>ELEVATOR %</th>
<th>STORIES</th>
<th>ROOMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>3,508</td>
<td>5.4</td>
<td>18.3</td>
<td>4.5</td>
<td>0.0%</td>
<td>3.4</td>
<td>12.4</td>
</tr>
</tbody>
</table>

Values are averages

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**East Harlem Condo Market Matrix**

- Q4–2018: Average Sales Price = $633,201, Average Price Per Sq Ft = $956, Median Sales Price = $541,551
- Q4–2018: Number of Sales (Closed) = 8, Days on Market (From Last List Date) = 120
- Q4–2018: Listing Discount (From Last List Price) = 3.8%

**Washington Heights Co-op + Condo Market Matrix**

- Q4–2018: Average Sales Price = $523,195, Average Price Per Sq Ft = $622
- Q4–2018: Median Sales Price = $520,000, Number of Sales (Closed) = 21
- Q4–2018: Days on Market (From Last List Date) = 113
- Q4–2018: Listing Discount (From Last List Price) = 5.1%

**Fort George Co-op + Condo Market Matrix**

- Q4–2018: Average Sales Price = $725,700, Average Price Per Sq Ft = $788
- Q4–2018: Median Sales Price = $695,000, Number of Sales (Closed) = 15
- Q4–2018: Days on Market (From Last List Date) = 233
- Q4–2018: Listing Discount (From Last List Price) = 6.8%

**Inwood Co-op + Condo Market Matrix**

- Q4–2018: Average Sales Price = $424,213, Average Price Per Sq Ft = $551
- Q4–2018: Median Sales Price = $404,500, Number of Sales (Closed) = 20
- Q4–2018: Days on Market (From Last List Date) = 125
- Q4–2018: Listing Discount (From Last List Price) = 1.1%

**Northern Manhattan Townhouse Market Matrix (1, 2 & 3-Family)**

- Q4–2018: Average Sales Price = $2,054,729, Average Price Per Sq Ft = $586
- Q4–2018: Median Sales Price = $2,037,500, Number of Sales (Closed) = 22
- Q4–2018: Days on Market (From Last List Date) = 47
- Q4–2018: Listing Discount (From Last List Price) = 53

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**Methodology:**

http://www.millersamuel.com/research-reports/methodology