Investment in tools to help readers objectively identify 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.

Townhouse sales accounted for 2.2% of all Manhattan residential sales, similar to the 2% share in 2009. The townhouse market behaved much like the apartment market. There were 232 sales for the year, down 7.2% from the prior year. Sales have been trending lower since the post-financial crisis high of 326 in 2013, down 28.8% since then. The record year for sales activity occurred in 2007 with 343 sales. With 374 listings at the end of the year, supply rose 5.6% year over year. It was notable that the average size of a sale jumped 13.6% year over year to 4,863, helping press some price trend indicators higher. The average sales size was second only to the 2008 total of 5,029 square feet in the 22 years this metric has been tracked. As a result of the surge in sales size, median sales price rose 12.3% to $5,206,250 from the prior year.
**DOWNTOWN**

- Average square footage surged from year-ago levels
- The number of sales rose sharply, the only region to see an annual gain
- Marketing time saw a small decline as negotiability tightened considerably
- Median sales price edged higher as average sales price slipped
- Downtown market share expanded 1.7% to 34.1%

**EAST SIDE**

- Median sales price and the number of sales declined
- Average sales price expanded while the average price per square foot fell
- Faster marketing time with less negotiability
- Average square footage continued to rise
- The market share of East Side slipped by 0.9% to 20.3%
WEST SIDE

- Price trend indicators showed mixed results as sales declined
- Marketing time and negotiability between buyers and sellers expanded
- Average square footage of a sale rose sharply
- Market share of West Side sales decreased 1.1% to 12.1% from the prior year
- The smallest townhouse region in Manhattan continued to be the West Side

### Amenities Average
- Square Feet 6,603
- Width (Ft) 20.1
- Elevator % 21.4%
- Rooms 15.1
- Bedrooms 6.5
- Bathrooms 6.5
- Stories 4.9

NORTHERN MANHATTAN

- All price trend indicators declined from prior year records
- The number of sales fell from the year-ago level
- Marketing time rose sharply and with more negotiability
- Average square footage edged higher
- Northern Manhattan remained the most significant region with a 33.6% sales share, down 6.8% year over year

### Amenities Average
- Square Feet 3,476
- Width (Ft) 17.4
- Elevator % 0.0%
- Rooms 11.1
- Bedrooms 5.0
- Bathrooms 3.7
- Stories 3.6

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**LUXURY**

- Price trend indicators declined from year-to-year levels
- Average sales size surged as average width rose to a new record
- Marketing time and negotiability tightened

<table>
<thead>
<tr>
<th>Amenities</th>
<th>Average</th>
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<tbody>
<tr>
<td>Square Feet</td>
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<td>Width (Ft)</td>
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<td>Elevator %</td>
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<td>Rooms</td>
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<tr>
<td>Stories</td>
<td>5.4</td>
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</tbody>
</table>

**MULTIFAMILY**

- Average sales size rose for one and three to five families
- Number of sales rose for three-five families but declined for one and two families
- Overall average square footage slipped in all but two families
- Single family sales accounted for more than half of all townhouse gross dollar volume in nine of the past ten years
- Three to five family median sales gains continued to outpace those of one and two families

Market Share by Number of Sales

<table>
<thead>
<tr>
<th></th>
<th>1-Family</th>
<th>2-Family</th>
<th>3-5 Family</th>
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<tbody>
<tr>
<td>Average</td>
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<tr>
<td>Days on Market</td>
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<tr>
<td>Listing Discount</td>
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<tr>
<td>Avg Price Per Sq. Ft.</td>
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<td>Median Sales Price</td>
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<tr>
<td>Number of Sales</td>
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<tr>
<td>Average Square Feet (Closed)</td>
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</tbody>
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