

Elliman Report

September 2021

Manhattan, Brooklyn and Queens Rentals

Manhattan Rentals Dashboard

YEAR-OVER-YEAR

+ 2.3%
Prices
Median Rental Price

- 3.41%
Vacancy*
Vacancy Rate

+ 4.4%
New Leases
Excludes Renewals

- 25.0%
Market Share
OP + Concessions

+ 41 days
Marketing Time
Days on Market

- 3.4%
Negotiability
Listing Discount

- Net effective median rent rose year over year but fell short of the same period in 2019
- The number of new lease signings rose year over year for the twelfth straight month, but at a more modest rate
- The market share of new leases with landlord concessions fell to their lowest rate in nearly four years

*New Methodology Began Dec-20

Manhattan Rentals Matrix		SEP-21	%Δ (MO)	AUG-21	%Δ (YR)	SEP-20
Average Rental Price		\$4,322	5.6%	\$4,094	8.3%	\$3,990
Rental Price Per Sq Ft		\$70.31	3.2%	\$68.13	12.6%	\$62.47
Median Rental Price		\$3,325	2.2%	\$3,255	2.3%	\$3,250
Number of New Leases		5,241	-36.1%	8,201	4.4%	5,018
Days on Market (From Last List Date)		73	-13.1%	84	128.1%	32
Listing Discount (From Last List Price)		1.1%		0.6%		4.5%
Listing Inventory*		6,761	-19.2%	8,364	-57.5%	15,923
Vacancy Rate*		2.34%		3.23%		5.75%
Manhattan Rentals With Concessions		SEP-21	%Δ (MO)	AUG-21	%Δ (YR)	SEP-20
Median Rental Price		\$3,216	3.1%	\$3,118	5.9%	\$3,036
Market Share of New Leases (with OP + Concessions %)		30.4%		37.0%		55.4%
Free Rent/Owner Paid (Mos)		1.8	-5.3%	1.9	-10.0%	2.0
Manhattan Rentals Matrix By Size		SEP-21	%Δ (MO)	AUG-21	%Δ (YR)	SEP-20
Studio	Average Rental Price	\$2,668	3.3%	\$2,584	8.6%	\$2,456
	Rental Price Per Sq Ft	\$67.90	2.3%	\$66.36	8.2%	\$62.74
	Median Rental Price	\$2,450	2.1%	\$2,400	4.3%	\$2,350
	Number of New Leases	1,306	-36.2%	2,047	25.3%	1,042
1-Bedroom	Average Rental Price	\$3,530	-0.1%	\$3,535	6.7%	\$3,307
	Rental Price Per Sq Ft	\$66.56	3.3%	\$64.42	8.7%	\$61.22
	Median Rental Price	\$3,300	-1.5%	\$3,350	3.3%	\$3,195
	Number of New Leases	2,176	-34.7%	3,333	4.5%	2,083
2-Bedroom	Average Rental Price	\$5,346	6.4%	\$5,024	11.0%	\$4,817
	Rental Price Per Sq Ft	\$70.46	4.3%	\$67.56	15.3%	\$61.09
	Median Rental Price	\$4,632	7.8%	\$4,295	5.3%	\$4,400
	Number of New Leases	1,234	-36.4%	1,940	-2.7%	1,268
3-Bedroom	Average Rental Price	\$9,315	21.5%	\$7,669	30.3%	\$7,148
	Rental Price Per Sq Ft	\$74.97	0.8%	\$74.40	14.1%	\$65.73
	Median Rental Price	\$6,395	25.4%	\$5,100	16.4%	\$5,495
	Number of New Leases	525	-40.4%	881	-16.0%	625

The year over year increase in new lease signings continued to ease as concessions given by landlords slid.

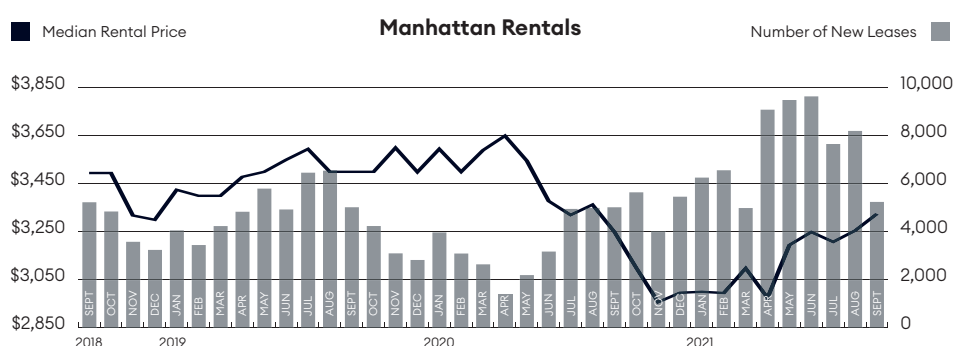
Despite rising year over year for the twelfth straight month, the number of new leases signed during the month did not set a record. There were 5,241 new leases signed in September, 4.4% higher than the same period last year and the lowest increase of the past year. The market share of two-year leases was 50.8%, up sharply from the

January low of 16.3% as tenants continued to lock in longer-term leases to preserve rental price savings. Listing inventory fell 57.5% to 6,761 from its January peak of 25,883. Net effective median rent, the face rent less landlord concessions, rose 5.9% to \$3,216 from year-ago levels, yet was 5.7% below the same period two years ago before the



Prepared by Miller Samuel Real Estate Appraisers & Consultants

pandemic for proper context on rent levels. The market share of rentals with concessions fell to 30.4% from then record 55.4% in the prior year and the lowest share in nearly four years. The market continued to tighten, as evidenced by the decline of the vacancy rate to 2.34% from 10.85% in January. **Note: Our research efforts pivoted to a new and more robust listing system this year that enabled us to pull more rental inventory into all three rental markets reported in this series. Listing inventory and the vacancy rate was restated beginning in December 2020.*



Property Type

- Doorman median rent has been rising sharply in recent months as non-doorman median rent continued to decline
- New development median rent continued to expand year over year as existing median rent remained flat

Price Tier

- New leases at or above \$10,000 per month saw its largest market share on record
- Average luxury rent rose to its highest level on record
- Luxury listing inventory fell by more than half over the past year to its lowest level since 2015

Downtown

- Median rent rose as new leases slipped year over year
- Vacancy fell from the prior month

Eastside

- Median rent slipped as new leases rose year over year
- Vacancy fell from the prior month

Westside

- Median rent edged higher as new leases rose year over year
- Vacancy fell from the prior month

Northern Manhattan

- Median rent edged higher as new leases rose year over year
- Vacancy fell from the prior month

Manhattan Rentals Matrix By Property Type	SEP-21	%Δ (MO)	AUG-21	%Δ (YR)	SEP-20
Doorman Median Rental Price	\$4,195	0.8%	\$4,160	10.5%	\$3,795
Non-Doorman Median Rental Price	\$2,600	0.2%	\$2,595	-5.5%	\$2,750
Loft Median Rental Price	\$7,900	2.9%	\$7,675	27.4%	\$6,200
New Development Median Rental Price	\$5,170	-2.4%	\$5,298	12.4%	\$4,600
Existing Median Rental Price	\$3,200	0.2%	\$3,195	0.0%	\$3,200

Manhattan Rentals Matrix By Price	SEP-21	%Δ (MO)	AUG-21	%Δ (YR)	SEP-20
Luxury (Top 10%) Average Rental Price	\$12,498	14.4%	\$10,922	22.8%	\$10,179
Luxury (Top 10%) Rental Price Per Sq Ft	\$82.60	1.4%	\$81.48	18.4%	\$69.79
Luxury (Top 10%) Median Rental Price	\$9,575	8.9%	\$8,795	16.5%	\$8,216
Luxury (Top 10%) Number of New Leases	525	-36.1%	821	4.6%	502
Luxury (Top 10%) Entry Price Threshold	\$7,295	6.8%	\$6,830	13.1%	\$6,450
Upper Tier (30% below Luxury) - Med. Rental Price	\$4,725	0.6%	\$4,695	5.0%	\$4,500
Mid Tier (2 nd 30%) - Median Rental Price	\$3,100	1.6%	\$3,050	1.5%	\$3,053
Entry Tier (1 st 30%) - Median Rental Price	\$2,115	1.0%	\$2,095	-1.6%	\$2,150

Downtown Rentals Matrix	SEP-21	%Δ (MO)	AUG-21	%Δ (YR)	SEP-20
Median Rental Price	\$3,925	2.6%	\$3,825	9.2%	\$3,595
Number of New Leases	1,953	-41.4%	3,335	-15.1%	2,301
Vacancy Rate*	2.12%		2.89%		7.09%

*New Methodology Began Dec-20

Eastside Rentals Matrix	SEP-21	%Δ (MO)	AUG-21	%Δ (YR)	SEP-20
Median Rental Price	\$3,000	0.2%	\$2,995	-2.6%	\$3,079
Number of New Leases	1,401	-28.7%	1,965	31.3%	1,067
Vacancy Rate*	2.30%		3.40%		4.71%

*New Methodology Began Dec-20

Westside Rentals Matrix	SEP-21	%Δ (MO)	AUG-21	%Δ (YR)	SEP-20
Median Rental Price	\$3,470	2.4%	\$3,388	5.2%	\$3,300
Number of New Leases	1,228	-37.7%	1,972	8.1%	1,136
Vacancy Rate*	2.22%		3.33%		6.73%

*New Methodology Began Dec-20

Northern Manhattan Rentals Matrix	SEP-21	%Δ (MO)	AUG-21	%Δ (YR)	SEP-20
Median Rental Price	\$2,250	-3.8%	\$2,338	1.9%	\$2,208
Number of New Leases	659	-29.1%	929	28.2%	514
Vacancy Rate*	3.19%		3.81%		2.22%

*New Methodology Began Dec-20

Brooklyn Rentals Dashboard

YEAR-OVER-YEAR

- **3.4%**
Prices
Median Rental Price

- **20.4%**
Inventory*
Total Inventory

+ **4.5%**
New Leases
Excludes Renewals

- **19.8%**
Market Share
OP + Concessions

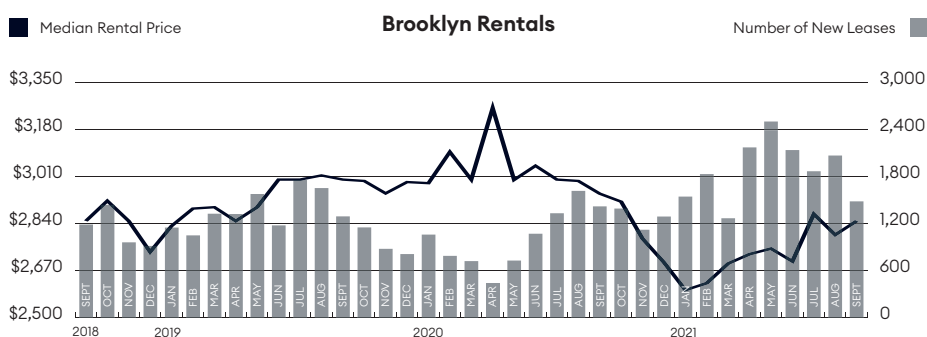
+ **22 days**
Marketing Time
Days on Market

- **2.9%**
Negotiability
Listing Discount

- New lease signings rose to their highest level for a September since at least 2008
- Net effective median rent rose month over month for two of the past three months
- The market share studios and 1-bedrooms rose year over year

*New Methodology Began Dec-20

The year over year increase in new lease signings was the most for September since 2008.



Brooklyn Rentals Matrix		SEP-21	%Δ (MO)	AUG-21	%Δ (YR)	SEP-20
Average Rental Price		\$3,215	-0.1%	\$3,218	-5.8%	\$3,414
Rental Price Per Sq Ft		\$49.04	2.9%	\$47.65	6.1%	\$46.22
Median Rental Price		\$2,850	1.8%	\$2,800	-3.4%	\$2,949
Number of New Leases		1,485	-28.3%	2,071	4.5%	1,421
Days on Market (From Last List Date)		52	-7.1%	56	73.3%	30
Listing Discount (From Last List Price)		-0.2%		0.1%		2.7%
Listing Inventory*		3,371	-39.9%	5,608	-20.4%	4,235
Brooklyn Rentals With Concessions		SEP-21	%Δ (MO)	AUG-21	%Δ (YR)	SEP-20
Median Rental Price		\$2,781	2.2%	\$2,722	-1.2%	\$2,815
Market Share of New Leases (with OP + Concessions %)		28.2%		31.8%		48.0%
Free Rent/Owner Paid (Mos)		1.4	-6.7%	1.5	-12.5%	1.6
Brooklyn Rentals Matrix By Size		SEP-21	%Δ (MO)	AUG-21	%Δ (YR)	SEP-20
Studio	Average Rental Price	\$2,548	-0.1%	\$2,550	4.6%	\$2,437
	Rental Price Per Sq Ft	\$59.36	6.9%	\$55.51	16.9%	\$50.76
	Median Rental Price	\$2,575	3.2%	\$2,495	10.2%	\$2,337
	Number of New Leases	205	-41.9%	353	13.3%	181
1-Bedroom	Average Rental Price	\$2,805	-1.2%	\$2,839	-1.9%	\$2,859
	Rental Price Per Sq Ft	\$47.30	-3.6%	\$49.08	-3.4%	\$48.94
	Median Rental Price	\$2,650	0.1%	\$2,648	-1.9%	\$2,700
	Number of New Leases	574	-27.9%	796	11.7%	514
2-Bedroom	Average Rental Price	\$3,513	0.8%	\$3,486	-2.4%	\$3,601
	Rental Price Per Sq Ft	\$49.13	4.2%	\$47.14	7.3%	\$45.80
	Median Rental Price	\$3,100	3.3%	\$3,000	-7.5%	\$3,350
	Number of New Leases	494	-19.7%	615	-0.8%	498
3-Bedroom	Average Rental Price	\$4,275	-3.5%	\$4,430	-15.0%	\$5,032
	Rental Price Per Sq Ft	\$48.01	6.9%	\$44.91	9.9%	\$43.68
	Median Rental Price	\$3,300	-8.3%	\$3,598	-17.5%	\$4,000
	Number of New Leases	212	-30.9%	307	-7.0%	228
Brooklyn Rentals Matrix By Type		SEP-21	%Δ (MO)	AUG-21	%Δ (YR)	SEP-20
Luxury (Top 10%) Median Rental Price		\$5,810	-6.2%	\$6,195	-10.6%	\$6,500
Luxury (Top 10%) Entry Price Threshold		\$4,800	-3.9%	\$4,995	-7.7%	\$5,200
New Development Median Rental Price		\$3,363	0.0%	\$3,363	0.2%	\$3,356

The number of new leases signed represented the highest tally for September since tracking began in 2008. There were 1,485 new leases signed, 4.5% higher than the same period last year and the lowest annual increase of the past year. While net effective median rent continued to slide on a year-over-year basis, it rose month over month for two of the past three months. Net effective median rent, the face rent less landlord concessions, slid 1.2% to \$2,781

from year-ago levels and remained 4.6% below the same period two years ago, but was 2.2% above the prior month. The market share of rentals with landlord concessions fell to 28.2% from 48% in the prior year. The monthly rental equivalent of concessions provided by landlords fell to 1.4 months from the record set in January of 2.1 months and slightly above the 1.3 month September average of the past decade.

Northwest Queens Rentals Dashboard

YEAR-OVER-YEAR

+ 3.0%
Prices
Median Rental Price

+ 29.8%
Inventory*
Total Inventory

+ 114.5%
New Leases
Excludes Renewals

- 23.0%
Market Share
OP + Concessions

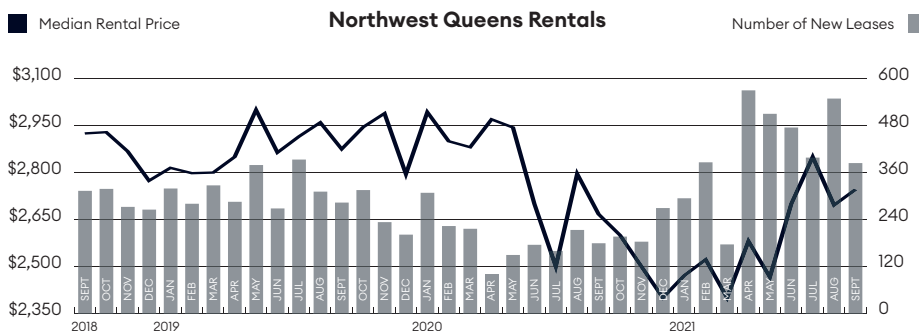
+ 13 days
Marketing Time
Days on Market

- 1.7%
Negotiability
Listing Discount

- Net effective median rent rose month over month for two of the past three months
- The number of new leases more than doubled year over year and rose by a third from the same period two years ago
- The market share of landlord concessions remained higher with smaller apartments

*New Methodology Began Dec-20

The year over year increase in new lease signings more than doubled but fell short of setting a record for the first time in six months.



Northwest Queens Rentals Matrix	SEP-21	%Δ (MO)	AUG-21	%Δ (YR)	SEP-20
Average Rental Price	\$2,940	-0.7%	\$2,960	1.7%	\$2,890
Rental Price Per Sq Ft	\$49.37	0.2%	\$49.26	7.2%	\$46.05
Median Rental Price	\$2,746	1.9%	\$2,696	3.0%	\$2,667
Number of New Leases	384	-30.1%	549	114.5%	179
Days on Market (From Last List Date)	44	-17.0%	53	41.9%	31
Listing Discount (From Last List Price)	0.4%		0.0%		2.1%
Listing Inventory*	797	-21.1%	1,010	29.8%	614

Northwest Queens Rentals with Concessions	SEP-21	%Δ (MO)	AUG-21	%Δ (YR)	SEP-20
Median Rental Price	\$2,618	1.8%	\$2,571	7.2%	\$2,442
Market Share of New Leases (with OP + Concessions %)	39.6%		38.6%		62.6%
Free Rent/Owner Paid (Mos)	2.0	0.0%	2.0	-13.0%	2.3

Northwest Queens Rentals Matrix By Size		SEP-21	%Δ (MO)	AUG-21	%Δ (YR)	SEP-20
Studio	Average Rental Price	\$2,416	-0.5%	\$2,429	-2.6%	\$2,480
	Rental Price Per Sq Ft	\$49.24	-24.1%	\$64.91	-13.5%	\$56.91
	Median Rental Price	\$2,399	-4.0%	\$2,500	-3.8%	\$2,495
	Number of New Leases	69	-31.7%	101	109.1%	33
1-Bedroom	Average Rental Price	\$2,629	0.4%	\$2,618	-1.7%	\$2,674
	Rental Price Per Sq Ft	\$50.50	8.9%	\$46.37	2.0%	\$49.50
	Median Rental Price	\$2,683	3.2%	\$2,600	3.8%	\$2,584
	Number of New Leases	180	-29.1%	254	130.8%	78
2-Bedroom	Average Rental Price	\$3,495	-4.2%	\$3,648	4.7%	\$3,339
	Rental Price Per Sq Ft	\$49.66	-2.1%	\$50.75	19.0%	\$41.73
	Median Rental Price	\$3,250	-7.1%	\$3,500	4.0%	\$3,125
	Number of New Leases	110	-30.8%	159	93.0%	57
3-Bedroom	Average Rental Price	\$4,192	9.0%	\$3,847	26.1%	\$3,325
	Rental Price Per Sq Ft	\$44.22	-4.2%	\$46.14	26.7%	\$34.89
	Median Rental Price	\$3,050	-4.7%	\$3,200	8.9%	\$2,800
	Number of New Leases	25	-28.6%	35	127.3%	11

Northwest Queens Rentals Matrix By Type	SEP-21	%Δ (MO)	AUG-21	%Δ (YR)	SEP-20
Luxury (Top 10%) Median Rental Price	\$5,234	-4.7%	\$5,495	13.8%	\$4,600
Luxury (Top 10%) Entry Price Threshold	\$4,500	-7.3%	\$4,855	7.1%	\$4,200
New Development Median Rental Price	\$3,095	-3.0%	\$3,190	8.6%	\$2,850
New Development Market Share	29.9%		28.1%		28.5%

There were 384 new leases signed, 114.5% higher than the same last year but the lowest year-over-year increase since March. Net effective median rent rose by 7.2% to \$2,618 year over year and by 1.8% month over month but was 6.1% below the same month two years ago. On a year-over-year basis, net effective median rent rose more for larger apartments than smaller

apartments. The market share of rentals with landlord concessions fell to 39.6% from 62.6% in the prior year. The monthly rental equivalent of concessions provided by landlords fell to 2 months from the record set in January of 3.4 months but well above the 1.3 month September average of the past decade.