

Q2 2020

# Manhattan Market Report

COMPASS



5 East 17th Street #PH  
Photographer: Marc Anthony, Real Arch Media



313 West 121st Street #4  
Photographer: Evan Joseph

The final two weeks of the first quarter brought never-before-seen conditions to the Manhattan real estate market. Nearly four months later, we're starting to see a glimpse of what the new reality will look like as technology plays a larger role in real estate and consumer preferences shift.

As a result of the global pandemic and a halt on physical showings, contract activity fell 73 percent lower than in Q2 2019. This number would undoubtedly be higher had it not been for digital tools including virtual open houses/showings, enhanced 3-D staging, and other innovations that kept real estate activity alive. The use of digital technologies will only accelerate in the future, as agents and

consumers continue to look for tech-solutions to make the home buy-and-selling process as efficient and safe as possible.

Unsurprisingly, sales were down 65 percent year-over-year to the lowest level on record. We have not seen the flood of inventory like in 2008-2010, but this deserves attention in the coming months as conditions may continue to change in the near future. Due to the restrictions on the industry, this quarter's real estate performance has limited long-term predictive value.

Per Governor Cuomo's statement on Friday, June 19th, the city met state requirements and residential showings resumed with

restrictions. This news comes at a time when contract activity has improved in recent weeks as the summer begins and consumer preferences shift towards homes with outdoor space, open layouts, and home offices. We can expect a surge in demand for single-family homes and units in boutique buildings as health and safety continue to be top of mind.

If the pandemic is controlled and conditions continue to improve in the city, we can also expect pent-up demand for real estate overall in Q3 as real estate is widely considered a safer investment than the stock market during uncertain times.

REGIONAL PRESIDENT, NY REGION

Rory Golod

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#### SOURCES

Proprietary database,  
ACRIS (Automated City Register Information System)



313 West 121st Street #4  
Photographer: Evan Joseph

# Methodology

**Geography** covered in this report is Manhattan.

**Inventory** is calculated based on all properties actively listed during the quarter at the time the report is prepared.

**Contract Signed** figures for the current quarter are based on publicly reported transactions at the time the report is prepared. The signed price reflects the latest available asking price.

**Recorded Sales** figures for the current quarter are based on known closings recorded at the time the report is prepared.

**Median Price** is the middle price of a given dataset.

**Average Price** is the sum of all prices divided by the total number of properties.

**Months of Supply** is an estimated time it would take to sell all current active listings based on the trailing 12-months sales rate.

**Time On Market** is calculated by how many properties entered contract during the quarter in the given period.

**Discount** is the percentage difference between the initial list and recorded sale price.

**Current Quarter** is reflective of the initial day of the quarter until the 20th day of the closing month of the quarter. These numbers will be updated in subsequent reports to reflect the dataset of the entire quarter.

## Quarters

Q1: January 1 - March 31

Q2: April 1 - June 30

Q3: July 1 - September 30

Q4: October 1 - December 31

The residential market paused with the pandemic, leading to significantly reduced activity.

**\$2,008,922**

Average  
Sales Price

**\$1,357**

Average Price  
Per Square Foot

**\$1,050,000**

Median  
Sales Price

**171**

Average Days  
on the Market

**\$2,843,620**

Average  
Condo Price

**11%**

Average  
Discount

**\$1,230,103**

Average  
Co-op Price

**45%**

of Properties Took  
More than 180 Days  
to Enter Contract





# Recorded Sales

## BY PROPERTY TYPE

- Co-ops sold 26% faster than condos
- Condos purchased were more affordable this quarter due to property variation, not discounts or undervaluation
- Co-ops were 12% smaller and their prices shrank accordingly
- 1- and 3-bedroom apartments saw their median price fall 13%, while those with four or more dropped 19%
- 1-bedroom co-ops moved the fastest, with 47% selling within 60 days



315 East 18th Street  
Photographer: Will Ellis, DD Reps

## Condo Recorded Sales

	Q2 2020	Q2 2019	%Δ (YoY)
# UNITS	553	1,679	-67%
AVERAGE DISCOUNT	12%	11%	
MEDIAN PRICE	\$1,675,000	\$1,695,000	-1%
AVERAGE PRICE	\$2,843,620	\$2,829,759	0%
AVERAGE PPSF	\$1,595	\$1,784	-11%
AVERAGE SF	1,324	1,374	-4%

## Co-op Recorded Sales

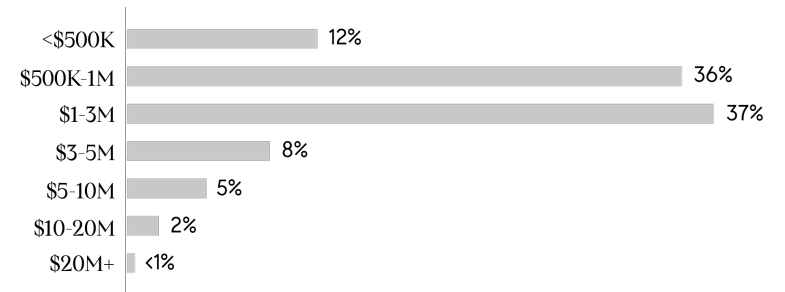
	Q2 2020	Q2 2019	%Δ (YoY)
# UNITS	594	1,623	-63%
AVERAGE DISCOUNT	11%	11%	
MEDIAN PRICE	\$760,000	\$821,423	-7%
AVERAGE PRICE	\$1,230,103	\$1,337,155	-8%
AVERAGE PPSF	\$985	\$1,062	-7%
AVERAGE SF	985	1,113	-12%

# Recorded Sales

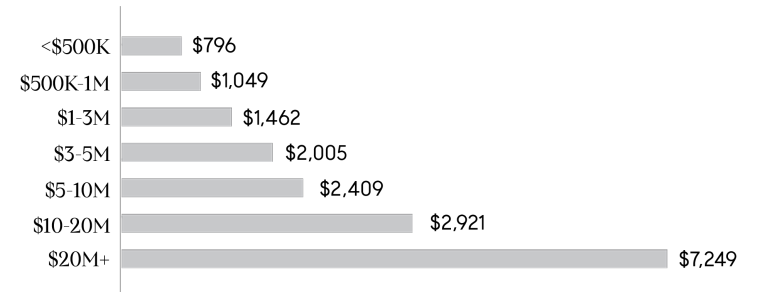
## BY PRICE POINT

- Condos and co-ops priced \$1-3M accounted for 37% of sales and only experienced minor price changes
- Condos under \$500,000 saw a 32% higher average price and 38% higher median, due to price distribution changes
- The \$500,000 to \$1M price point saw 4% more market share compared to this time last year
- Co-ops and condos in the \$3-5M range were discounted the most, at 15% and 17%, respectively
- Upper West Side apartments were the only submarket to see increased median and average prices, while the rest declined
- Downtown captured 28% of sales, the highest of any submarket, but saw decreased prices despite an increased average apartment size
- Properties in the \$5-10M bracket were 8% larger this year, but prices followed with a 7% higher average, causing a 2% decrease in average price per square foot

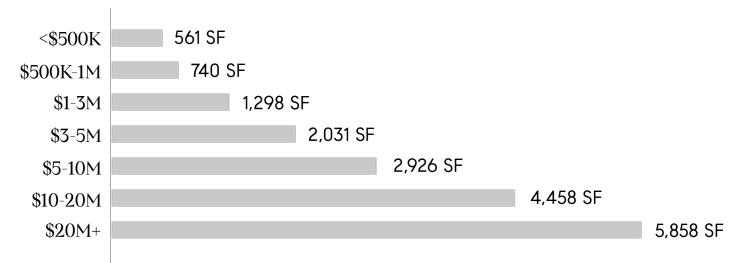
## Q2 2020 Percentage of Units



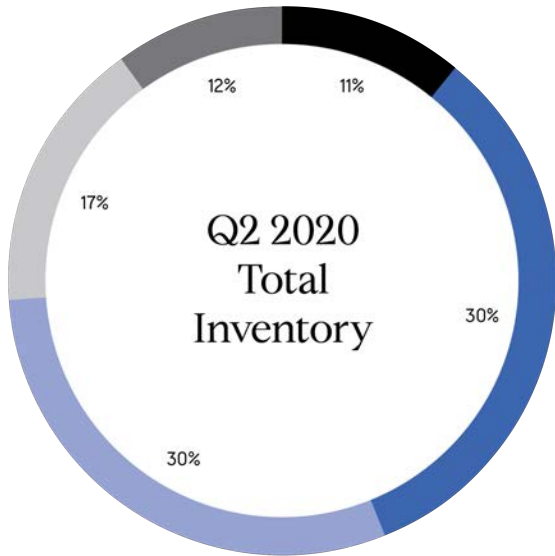
## Q2 2020 Average PPSF



## Q2 2020 Average Size







- 1-BR
- 2-BR
- 3-BR
- 4+BR
- Studio



744 Greenwich Street #PH  
Photographer: Evan Joseph

## Condo Inventory

	<\$500K	\$500K-1M	\$1-3M	\$3-5M	\$5-10M	\$10-20M	\$20M+
<b># Units</b>							
Q2 2020	26 (<1%)	527 (17%)	1,379 (44%)	553 (18%)	431 (14%)	147 (5%)	75 (2%)
Q2 2019	38 (1%)	695 (19%)	1,607 (43%)	639 (17%)	493 (13%)	160 (4%)	83 (2%)
%Δ (YoY)	-32%	-24%	-14%	-13%	-13%	-8%	-10%
<b>Median Price</b>							
Q2 2020	\$450,000	\$799,000	\$1,790,000	\$3,950,000	\$6,750,000	\$13,950,000	\$29,995,000
Q2 2019	\$438,880	\$820,000	\$1,799,000	\$3,755,000	\$6,650,000	\$13,500,000	\$28,500,000
%Δ (YoY)	3%	-3%	-1%	5%	2%	3%	5%
<b>Average Price</b>							
Q2 2020	\$408,420	\$793,232	\$1,883,498	\$3,954,775	\$6,943,581	\$14,123,714	\$34,243,120
Q2 2019	\$407,747	\$805,967	\$1,898,002	\$3,858,541	\$6,979,737	\$13,908,864	\$33,271,446
%Δ (YoY)	0%	-2%	-1%	2%	-1%	2%	3%
<b>Average PPSF</b>							
Q2 2020	\$839	\$1,247	\$1,680	\$2,180	\$2,685	\$3,732	\$6,141
Q2 2019	\$863	\$1,280	\$1,697	\$2,164	\$2,769	\$3,661	\$5,620
%Δ (YoY)	-3%	-3%	-1%	1%	-3%	2%	9%
<b>Average SF</b>							
Q2 2020	820	668	1,163	1,896	2,720	4,129	5,637
Q2 2019	769	663	1,157	1,854	2,650	4,129	5,734
%Δ (YoY)	7%	1%	1%	2%	3%	0%	-2%

## Co-op Inventory

	<\$500K	\$500K-1M	\$1-3M	\$3-5M	\$5-10M	\$10-20M	\$20M+
<b># Units</b>							
Q2 2020	396 (15%)	1,073 (39%)	882 (32%)	175 (6%)	124 (5%)	49 (2%)	21 (<1%)
Q2 2019	484 (14%)	1,310 (38%)	1,217 (35%)	265 (8%)	147 (4%)	51 (1%)	19 (<1%)
%Δ (YoY)	-18%	-18%	-28%	-34%	-16%	-4%	11%
<b>Median Price</b>							
Q2 2020	\$415,000	\$710,000	\$1,650,000	\$3,765,000	\$6,750,000	\$12,750,000	\$25,000,000
Q2 2019	\$415,000	\$725,000	\$1,690,000	\$3,650,000	\$6,350,000	\$12,500,000	\$32,500,000
%Δ (YoY)	0%	-2%	-2%	3%	6%	2%	-23%
<b>Average Price</b>							
Q2 2020	\$409,444	\$723,903	\$1,800,359	\$3,868,537	\$6,945,387	\$12,994,184	\$34,494,048
Q2 2019	\$408,165	\$735,909	\$1,790,455	\$3,803,551	\$6,801,823	\$13,042,451	\$40,597,368
%Δ (YoY)	0%	-2%	1%	2%	2%	0%	-15%
<b>Average PPSF</b>							
Q2 2020	\$794	\$959	\$1,303	\$1,755	\$2,068	\$3,526	\$4,769
Q2 2019	\$802	\$980	\$1,326	\$1,710	\$2,094	\$3,785	\$5,561
%Δ (YoY)	-1%	-2%	-2%	3%	-1%	-7%	-14%
<b>Average SF</b>							
Q2 2020	574	790	1,419	2,392	3,510	3,807	5,816
Q2 2019	566	792	1,426	2,460	3,417	3,899	6,323
%Δ (YoY)	1%	0%	0%	-3%	3%	-2%	-8%



53 Downing Street  
Photographer: Evan Joseph

# COMPASS

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