

INSIGHTS FROM NEW YORK'S PREMIER BROKER FOR TOWNHOUSES AND SMALL BUILDINGS

TOWNHOUSE

QUARTERLY REVIEW

2018 Q3 Sales

\$2.6B

Avg. Sales Price

\$6.9M

Avg. Price/Sq.ft

\$1,296

No Of Transactions

369

Third Quarter Leads to Increase in YTD Volume and Pricing

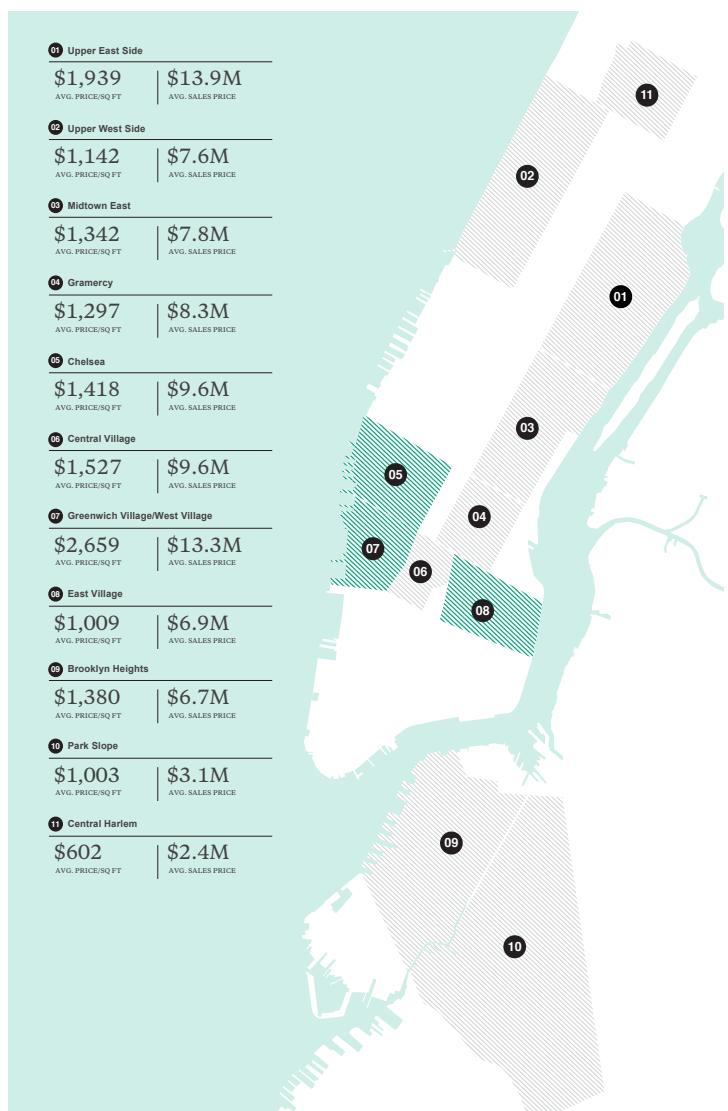
2018 total year-to-date sales were characterized by an uptick in townhouse and small building sales dollar volume, total number of transactions, average sales price and average PPSF. Comparing the first 3 quarters of 2017 to 2018, the number of transactions slightly increased from 366 to 369, total sales volume rose from \$2.4B to \$2.6B, the average sales price jumped from \$6.6M to \$6.9M, and the average price per square foot dropped slightly from \$1,312/ft to \$1,296/ft. Looking at 3Q2017 and 3Q2018 alone, there were 134 sales in 3Q2017 and 129 in 3Q2018, total sales volume increased from \$800M to \$889M, the average sales price rose from \$5.7M in 3Q2017 to \$6.9M in 3Q2018, and the average PPSF jumped from \$1,288 to \$1,335.

Notable transactions this quarter included 37 West 10th Street for \$37.2M and \$3,796/ft, 4 East 74th Street for \$31.95M and \$2,507/ft, and 26 Downing Street for \$19.7M and \$3,015/ft.

The West Village saw a particularly active 3Q2018, with 6 out of 7 transactions trading for over \$10M, and 4 out of 7 sales having an average PPSF above \$3,000.

Throughout most of 2018, we have attributed a slower market to uncertainty stemming from changes to the tax code, an increase in inventory in both the townhouse and high-end condo market leading to more days-on-market, and an overall lack of urgency from buyers. However, towards the end of 3Q2018 we have started to sense that many buyers are looking more actively as asking prices adjust to the shifting market.

PRIME TOWNHOUSE NEIGHBORHOODS



RIGHT: Average prices and PPSF for New York City's Prime Townhouse Neighborhoods

Upper East Side

Upper East Side Brokers
Jed Garfield, Tom Wexler,
Lydia Rosengarten & Caylyn Sullivan

YTD Total Sales Volume: \$916,919,336	↑	22%
YTD Average Sales Price: \$13,892,717	↑	6%
YTD Average Price / Sq.ft: \$1,939	↑	1%
YTD Number of Transactions: 66	↑	14%

For Sellers

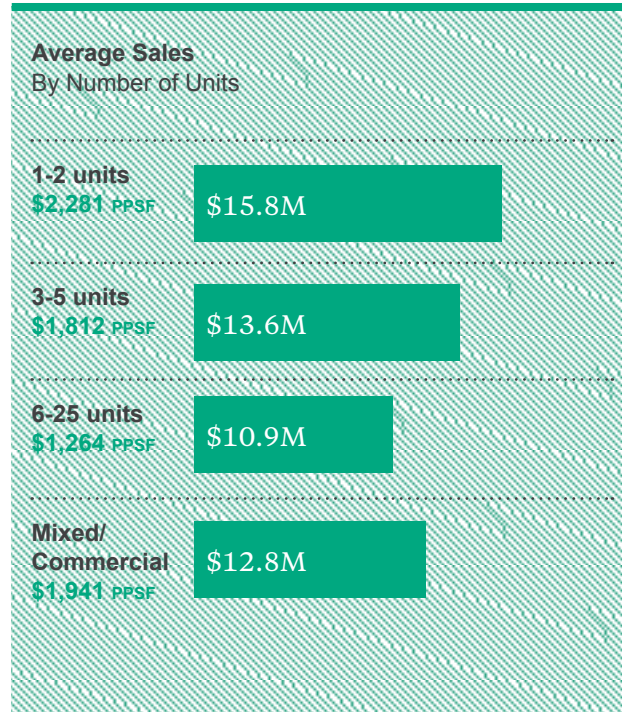
Sales volume has been consistent over the last two quarters with 23 sales in 3Q2018 compared to 24 sales in 2Q2018. As expected, properties that are priced well continue to sell at pace.

For Buyers

We saw the highest priced residential townhouse sale this year take place during the third quarter. 110 East 76th Street is a newly renovated 15,000 sqft mansion standing 36' wide and closed for \$40.25M (\$2,683 PPSF) on 8/16. Inventory is high with 77 active townhouse listings.

Looking Forward

With an active summer of sales we are hopeful the UES townhouse market will continue with this pace through the end of the year. There are currently 3 townhouse properties in contract, all of which are asking under \$15M.



Upper West Side

Upper West Side Broker
Richard Pretsfelder

YTD Total Sales Volume: \$251,750,656	↓	21%
YTD Average Sales Price: \$7,628,808	↓	1%
YTD Average Price / Sq.ft: \$1,142	↓	14%
YTD Number of Transactions: 33	↓	21%

For Sellers

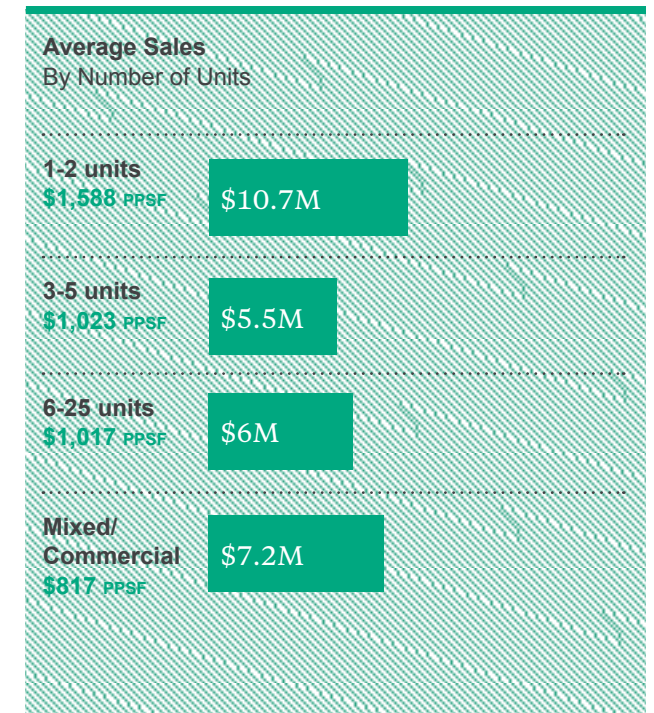
While volume is down year-over-year, there was virtually no change in the average sales price from this time last year. There continues to be a definite uptick in inquiries and showings over the last month, suggesting that previously uncertain buyers may feel more ready to take action, and are certainly more active in their searches.

For Buyers

The highest priced townhouse sale of 3Q2018 on the Upper West Side was a mint condition single-family in the West 80s which sold for \$13.3M and \$2,015/ft.

Looking Forward

With an influx of sales in 3Q2018 and 4 properties still in contract, buyers seem more motivated, which indicates a stronger ending to the 2018 year.



Midtown East

Midtown East Brokers
Caylyn Sullivan, Jed Garfield,
Richard Pretsfelder, Matthew Lesser

YTD Total Sales Volume: \$163,620,000	↓	3%
YTD Average Sales Price: \$7,791,429	↓	8%
YTD Average Price / Sq.ft: \$1,342	↓	1%
YTD Number of Transactions: 21	↑	5%

For Sellers

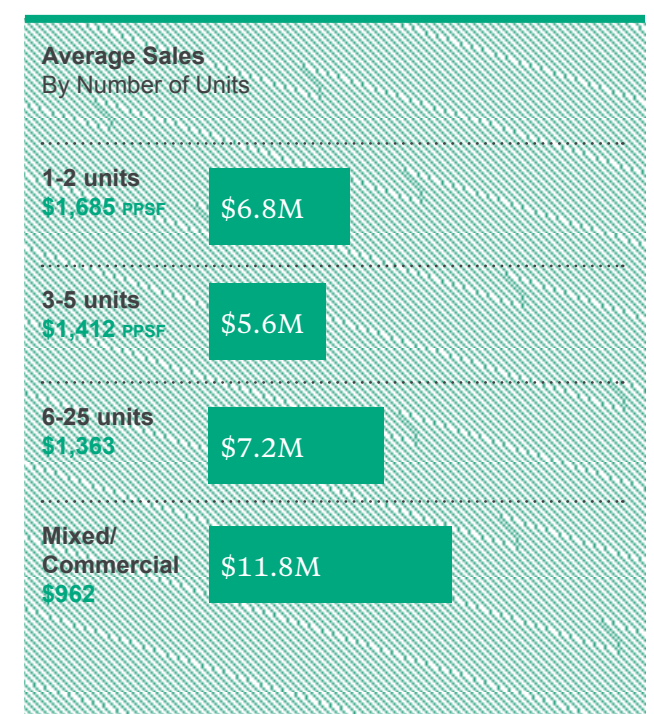
The Midtown East dollar volume and average sales price are down year-over-year, mainly due to only 2 sales over \$30M in 3Q2017. However, 3Q2018 performed strongly with 8 sales, including one 8-figure sale.

For Buyers

The highest priced single-family sale in 3Q2018 was 4 Sutton Square, a renovated single-family home for \$12M and \$3,137/ft.

Looking Forward

There are 4 properties currently in contract, including one with an 8-figure last asking price, which are both positive signs for 4Q2018.



London

International Affiliate



For Sellers

For sellers the market remains somewhat subdued in terms of volume but there have been some interesting transactions at the top end showing that the “discretionary” market is still flowing. In addition, we’ve seen more activity in the market since autumn began.

For Buyers

Prices have remained broadly stable due to low sales volume, but we are seeing a few more buying opportunities of late and the autumn market does appear to be busier than this time last year, particularly in the traditionally prime locations such as Knightsbridge and Mayfair.

Looking Forward

The uncertainty surrounding Brexit is a little more prescient as of late. Cost to transact and threats from government of yet another tax on non-domiciled purchasers also presents a roadblock. Due to these factors it is likely the market will continue to slow, with some exceptions at the high end of the market and in certain locations.

↑ Percentage increase from Q1-Q3 2017

↓ Percentage decrease from Q1-Q3 2017

Gramercy

Gramercy Broker
Matthew Lesser

YTD Total Sales Volume: \$58,082,000	↓	49%
YTD Average Sales Price: \$8,297,429	↓	12%
YTD Average Price / Sq.ft: \$1,297	↓	9%
YTD Number of Transactions: 7	↓	42%

For Sellers

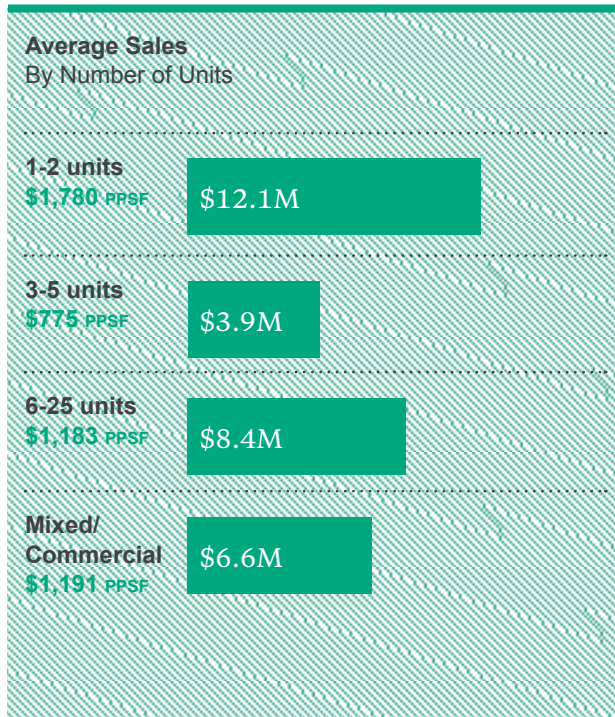
Transaction volume through 3Q2018 is down with 7 transactions thus far in 2018, compared to 12 in 2017 and 18 in 2016. 2 single-family transactions occurred with average prices of \$12M and \$1,780/ft, which is encouraging for the neighborhood.

For Buyers

5 townhouse properties are available for sale between \$3.9M-\$21M. Average time on market continues to rise, giving buyers more negotiating power.

Looking Forward

With only one townhouse currently under contract, and multiple price adjustments on properties currently available for sale, it appears there will be a market uptick to close out the year.



Greenwich/West Village

Greenwich/West Village Brokers
Matthew Pravda & Christopher Riccio

YTD Total Sales Volume: \$306,245,952	↓	6%
YTD Average Sales Price: \$13,315,041	↑	27%
YTD Average Price / Sq.ft: \$2,659	↑	15%
YTD Number of Transactions: 23	↓	26%

For Sellers

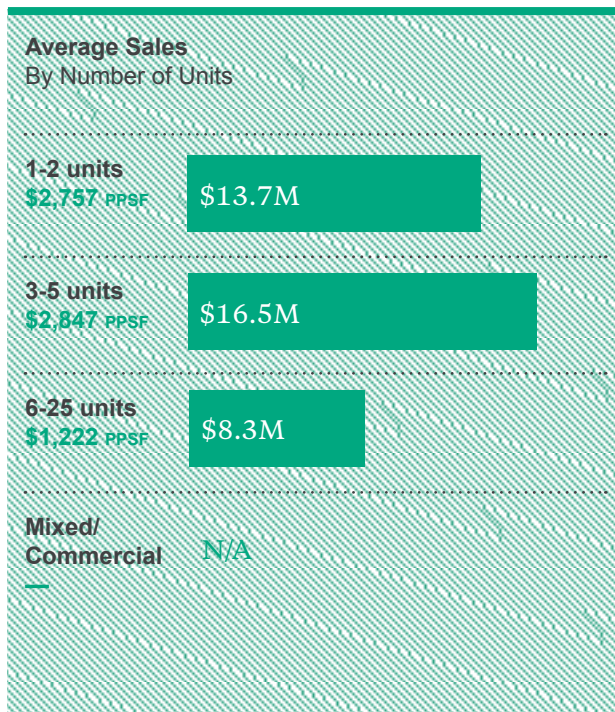
3Q2018 saw seven townhouse transactions totaling \$147.5M, an average sales price of \$21M, and an average PPSF of \$2,638.

For Buyers

With 58 houses on the market and prices of lingering inventory decreasing, we hope to see an uptick in buyers bidding and houses going to contract.

Looking Forward

Given the compressed pricing and the influx of buyers in the marketplace we expect a strong 4Q2018 in comparison to recent years.



Chelsea

Chelsea Broker
Matthew Lesser

YTD Total Sales Volume: \$95,550,000	↓	5%
YTD Average Sales Price: \$9,555,000	↑	52%
YTD Average Price / Sq.ft: \$1,418	↑	11%
YTD Number of Transactions: 10	↓	38%

For Sellers

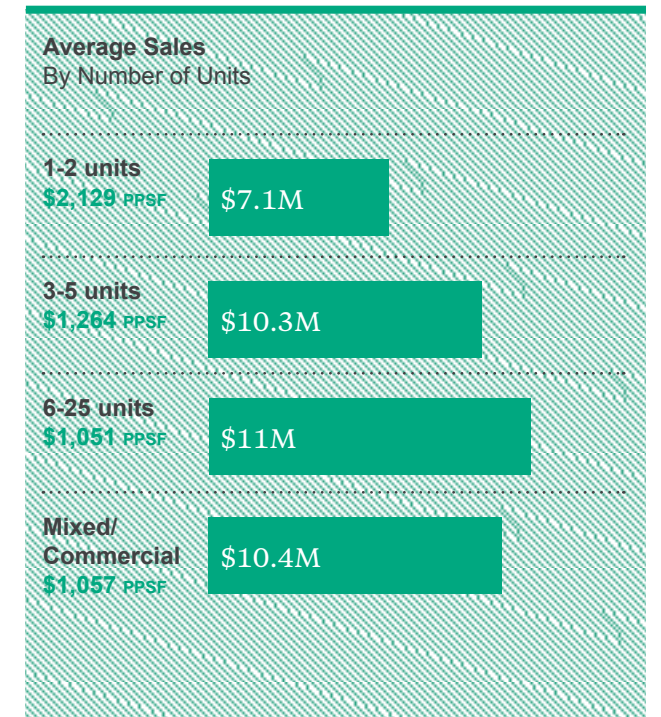
Transaction volume, average sales price, and average PPSF have slightly increased compared to 3Q2017.

For Buyers

Inventory continues to remain high Chelsea with 14 properties currently available for sale. With an average time on market rising to 222 days, buyers will likely be able to negotiate prices further down.

Looking Forward

There are 2 townhouses currently under contract. As on-market properties continue to reduce in price, we should see an increase in transaction and sales volume.



Central Village

Central Village Broker
Matthew Lesser

YTD Total Sales Volume: \$47,775,000	↑	23%
YTD Average Sales Price: \$9,555,000	↓	26%
YTD Average Price / Sq.ft: \$1,527	↓	29%
YTD Number of Transactions: 5	↑	67%

For Sellers

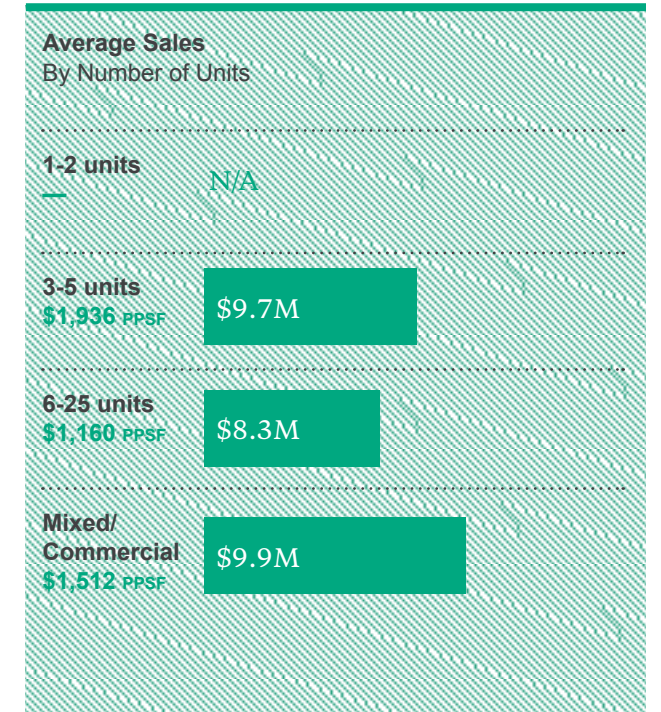
The Central Village market saw a large increase in activity with 4 sales in 3Q2018 compared to no sales in 3Q2017, and only 3 sales in all of 2017.

For Buyers

The highest priced sale of 3Q2018 was 62-64 Third Avenue, 2 mixed-use buildings which sold for a total of \$23M and \$1,533/ft.

Looking Forward

Inventory continues to remain low with two available properties listed for sale at 20 East 10th Street for \$20.9M (\$2,069/ft) and 25 East 11th Street for \$19.25M (\$2,094/ft).



East Village

East Village Broker
Ravi Kantha

YTD Total Sales Volume: \$152,444,809	↑	74%
YTD Average Sales Price: \$6,929,310	↑	11%
YTD Average Price / Sq.ft: \$1,009	↓	5%
YTD Number of Transactions: 22	↑	57%

For Sellers

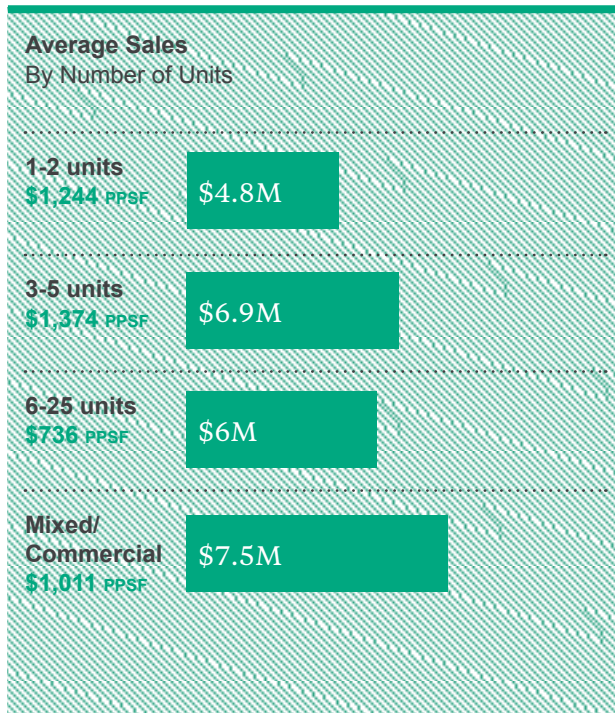
Overall sales volume and transaction volume is up as 3Q2018 performed stronger than 3Q2017 - there were 5 sales in 3Q2018 and only 2 sales in 3Q2017.

For Buyers

The highest priced sale of 3Q2018 occurred at 21 Avenue B for \$10.35M (\$978/ft), a mixed-use building with 12 residential units and 1 commercial unit.

Looking Forward

There are currently 6 properties available for sale with an average price of \$8.7M and an average PPSF of \$1,702. We will likely continue to see an increase in sales and transaction volume as the East Village offers the best PPSF value in the downtown market.



Park Slope

Park Slope Broker
Ravi Kantha

YTD Total Sales Volume: \$405,957,217	↓	31%
YTD Average Sales Price: \$3,075,433	↓	.2%
YTD Average Price / Sq.ft: \$1,003	↓	1%
YTD Number of Transactions: 132	↓	31%

For Sellers

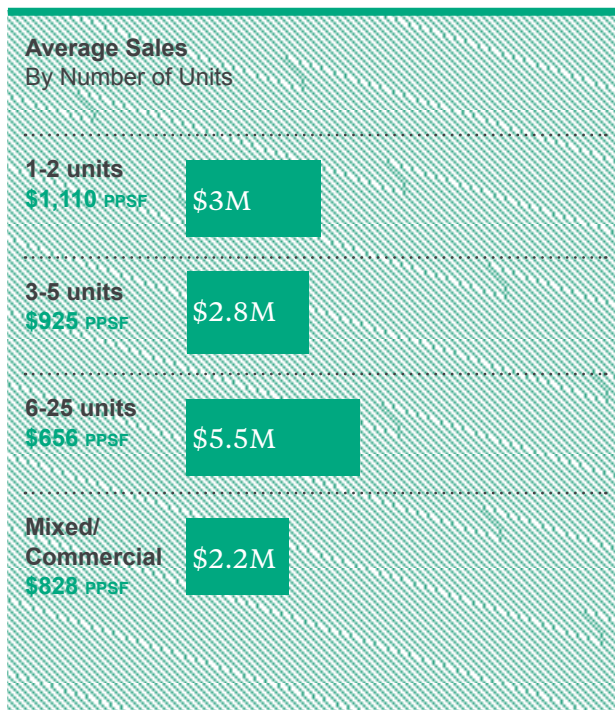
Park Slope continues to remain steady in the \$2M-\$5M range and has seen a 14% increase between 3Q2017 and 3Q2018.

For Buyers

Transactions continue to remain consistent and inventory remains healthy with 59 properties currently available for sale.

Looking Forward

The outlook for the remainder of this year is positive as there are 24 properties currently under contract in the \$2M-\$5M price range.



Brooklyn Heights

Brooklyn Heights Broker
Ravi Kantha

YTD Total Sales Volume: \$113,605,000	↓	55%
YTD Average Sales Price: \$6,682,647	↑	5%
YTD Average Price / Sq.ft: \$1,380	↑	3%
YTD Number of Transactions: 17	↓	43%

For Sellers

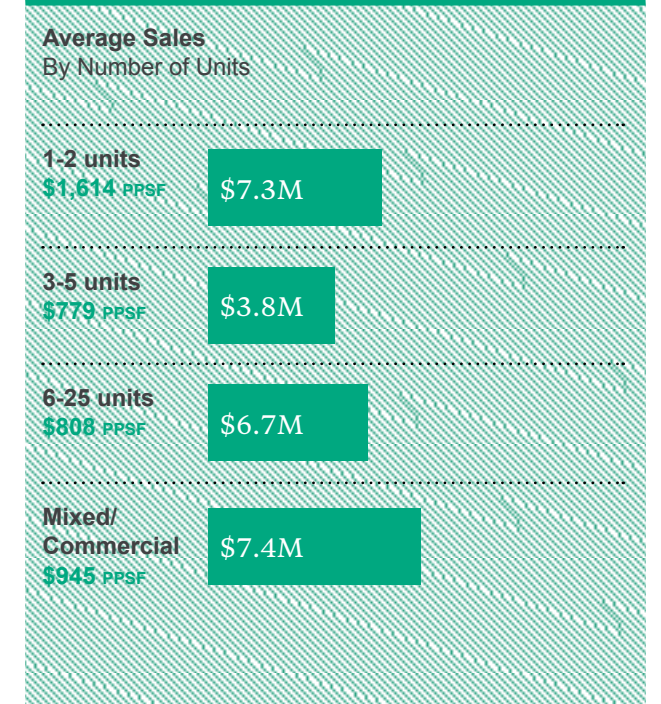
After a slow 2Q2018, sales and transaction volume have picked up with 9 transactions in 3Q2018 as opposed to 3 in the 2Q2018, indicating that properties priced accurately will sell at a steady pace.

For Buyers

The highest priced sale of 3Q2018 took place at 218 Columbia Heights, a 25'-wide, 7,100 sq. ft. townhouse which sold for \$12M (\$1,690/ft) in an off-market deal.

Looking Forward

There are currently 25 townhouses available in Brooklyn Heights, averaging 172 days on the market. 16 of these properties have had numerous price drops, indicating that properties coming to market should match buyers' pricing expectations to avoid longer sale time frames.



Central Harlem

Central Harlem Broker
Stanley Montfort

YTD Total Sales Volume: \$104,258,000	↑	6%
YTD Average Sales Price: \$2,369,500	↓	3%
YTD Average Price / Sq.ft: \$602	↓	14%
YTD Number of Transactions: 44	↑	9%

For Sellers

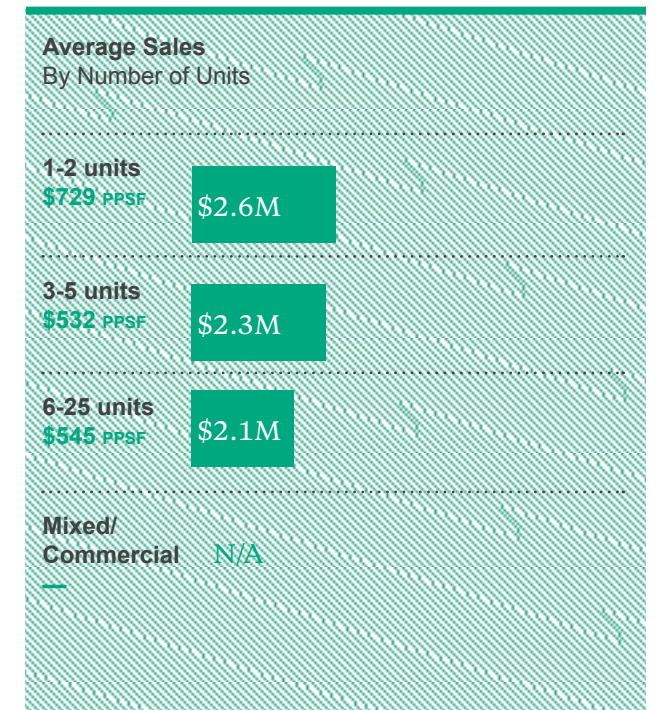
Sales volume, average sales price, and PPSF are up from 2Q2018. The average time on market has increased driving sellers to reduce their prices.

For Buyers

Average time on market has increased to 145 days as a result of the increased inventory on the market, giving buyers more bargaining power. 1-2 unit townhouses are performing above market average in both sales price and PPSF.

Looking Forward

Prices must be lowered to reduce time on market, but Harlem continues to offer the best PPSF value in the uptown market.





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About Leslie J. Garfield

At Garfield, we believe that every townhouse and small building is unique. Selling such a substantial asset requires a team that truly understands real estate in New York City, knows your neighborhood, and has even sold property on your block.

Jed Garfield
Lydia Rosengarten
Caylyn Sullivan
Tom Wexler
Upper East Side

Matthew Lesser
Chelsea, Gramercy
& Central Village

Matthew Pravda
Christopher Riccio
Greenwich / West Village

Christopher Riccio
SoHo & Tribeca

Richard Pretsfelder
Upper West Side


Caylyn Sullivan
Jed Garfield
Richard Pretsfelder
Matthew Lesser
Midtown East

Ravi Kantha
Brooklyn Heights,
East Village & Park Slope

Stanley Montfort
Central Harlem

Get in Touch

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