

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

TOWNHOUSE

MID YEAR REVIEW

MARKET SNAPSHOT JAN-JUN 2018

1H2018 Sales

\$1.6B

Avg. Sales Price

\$7M

Avg. Price/Sq.ft

\$1,313

No Of Transactions

224

2018 on pace with 2017, signs of a potential uptick in 3Q2018

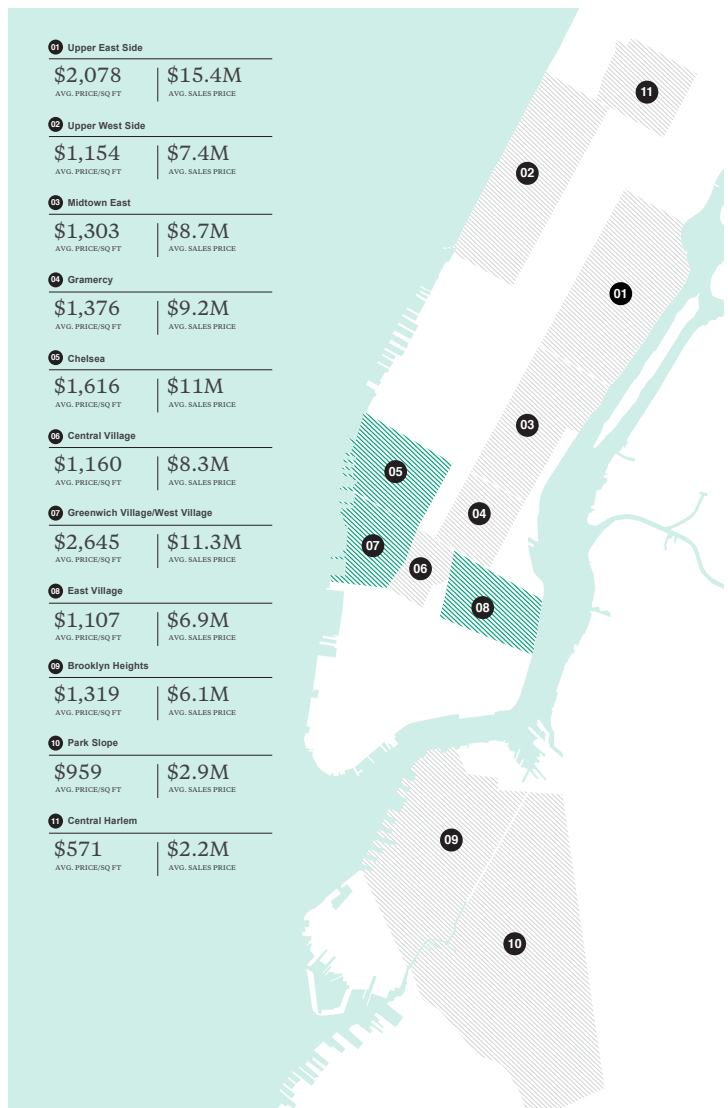
The townhouse market thus far in 2018 is performing at pace with 2017. Comparing the data from 1H2017 to 1H2018, the number of transactions rose from 211 to 224, total sales volume increased from about \$1.5B to about \$1.6B, average sales price decreased slightly from about \$7.1M to \$7M, and the average price per square foot dropped from \$1,345/ft to \$1,313/ft.

Notable transactions so far this year which helped move the market forward included the record setting Wildenstein mansion at 19 East 64th Street for \$90M and \$4,772/ft, and 13 Bank Street for \$25.6M and \$4,577/ft.

While overall numbers are similar to those from last year, the Upper East Side accounted for 40% of total sales volume 1H2018. Some other neighborhoods, such as the Upper West Side, Park Slope and Gramercy are down across all sales metrics from 1H2017. Midtown East, Chelsea and the West Village were also strong year-over-year performers.

Looking ahead, there are several properties in contract entering 2H2018, including 37 West 10th Street for \$37.2M, and two of Leslie J. Garfield's properties at 38 Prince Street with a last asking price of \$23.5M and 26 Downing Street with a last asking price of \$20.995M. This indicates a market uptick as buyers and sellers come to a meeting of minds on pricing.

PRIME TOWNHOUSE NEIGHBORHOODS



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

Upper East Side

Total Sales Volume: \$615,484,706	↑	15%
Average Sales Price: \$15,387,118	↑	3%
Average Price / Sq.ft: \$2,078	↑	6%
Number of Transactions: 40	↑	11%

For Sellers

We have noticed a significant pickup in the townhouse market on the UES. We saw 15 single-family townhouse sales in 2Q2018 compared to 10 in 1Q2018.

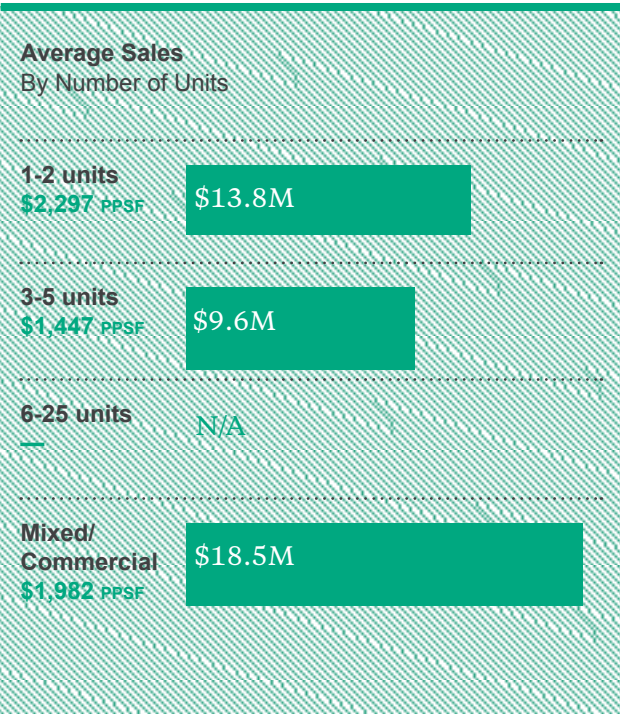
For Buyers

The highest priced sale in 2Q2018 was the 20’ wide townhouse at 113 East 79th Street for \$30M (\$7,054 PPSF). This property is part of Victor Sigoura’s assemblage on the UES for a ground-up residential condominium project giving the developer 72,000 buildable sqft. The unused FAR contributed to the large price tag and PPSF. Inventory is high with 73 active townhouse listings.

Looking Forward

There are currently 10 townhouse properties in contract in 2Q2018, compared to 5 in 1Q2018. A notable property in contract is the \$51M townhouse at 110 East 76th Street.

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



London

International Affiliate



For Sellers

The current period of price declines in prime central London has lasted for almost the same length of time as that recorded in the early 1990s. However, the current peak-to-trough decrease of -9% is considerably lower than then. Demand remains price-sensitive in Prime Central London and driven to an increasing extent by buyers with a need to move, such as schooling or downsizing.

For Buyers

Supply has risen as more landlords attempt to sell following tax changes and as sales pricing appears to bottom out. Some properties have gone back to the lettings market as asking prices are not met but the trend may still weigh on sales prices.

Looking Forward

More than any other housing market, the prime central London market is impacted by wider economic and political activity with signs here less volatile than in recent times. Economic growth across the UK was higher than anticipated in 2017. With positive tones emanating from Brexit discussions, the lay of the land appears to be more stable in 2018 than it has been.

↑ Percentage increase from 1H2017

↓ Percentage decrease from 1H2017

Upper West Side

Total Sales Volume: \$147,320,656	↓	45%
Average Sales Price: \$7,366,033	↓	10%
Average Price / Sq.ft: \$1,154	↓	15%
Number of Transactions: 20	↓	39%

For Sellers

Year-over-year, the average sales price, average PPSF, and sales volume are down. However, activity seems to be picking up as asking prices drop to more accurately reflect the market. There are currently 7 properties in contract.

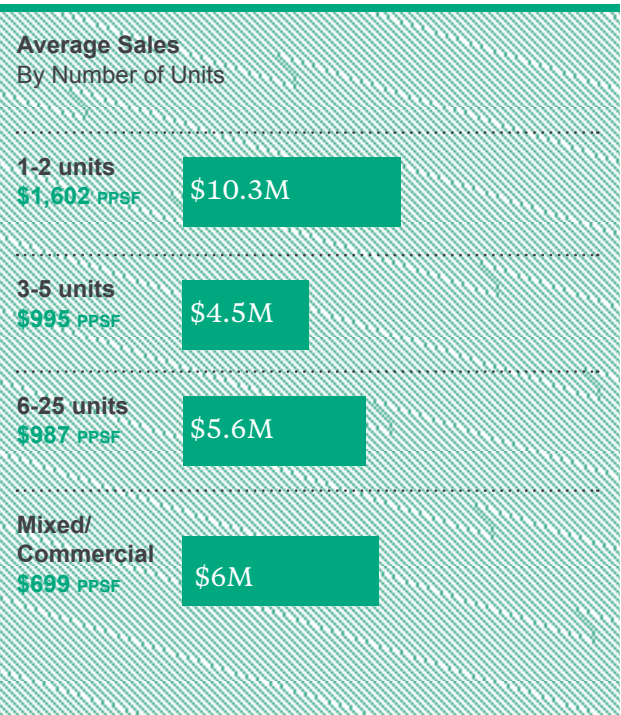
For Buyers

Buyers are in a good position in the current market with asking prices dropping and high inventory. The highest priced sale of 1H2018 was our listing, 29 West 75th Street for \$15,749,500 and \$2,019/ft.

Looking Forward

Prices continue to catch up with an adjusting market. This more accurate pricing is expected to increase sales activity in the coming months.

Upper West Side Broker
Richard Pretsfelder



Midtown East

Total Sales Volume: \$113,288,000	↑	97%
Average Sales Price: \$8,714,462	↑	52%
Average Price / Sq.ft: \$1,303	↑	4%
Number of Transactions: 13	↑	30%

For Sellers

The market showed a significant uptick in Midtown East compared with the first half of 2017 in all categories. This is due to four 8-figure sales so far in 2018, compared with none in the first half of 2017.

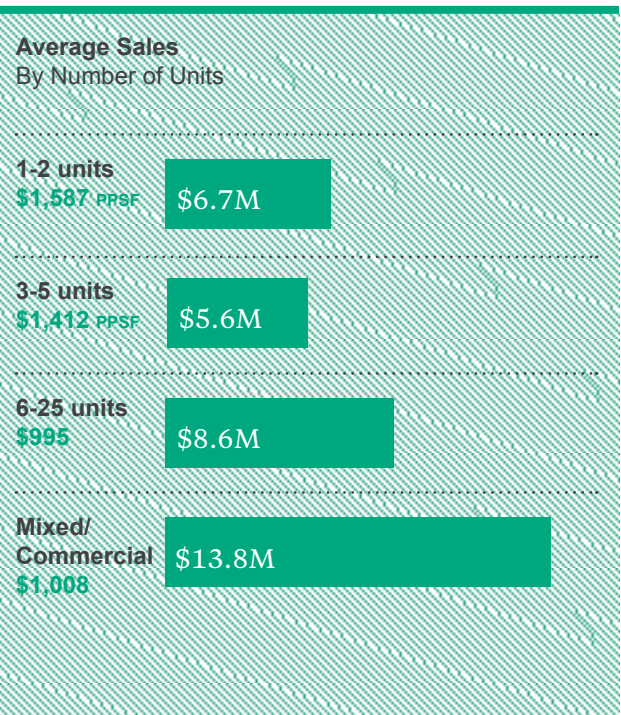
For Buyers

The highest priced sale was 231 East 51st Street for \$22,050,000. This 36'-wide property with 12 units was sold by the Republic of Singapore.

Looking Forward

There are currently 3 properties in contract in Midtown East, indicating that the neighborhood will continue its upward trend.

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



Gramercy

Gramercy Broker
Matthew Lesser

Total Sales Volume: \$45,927,000	↓	35%
Average Sales Price: \$9,185,400	↓	22%
Average Price / Sq.ft: \$1,376	↓	22%
Number of Transactions: 5	↓	17%

For Sellers

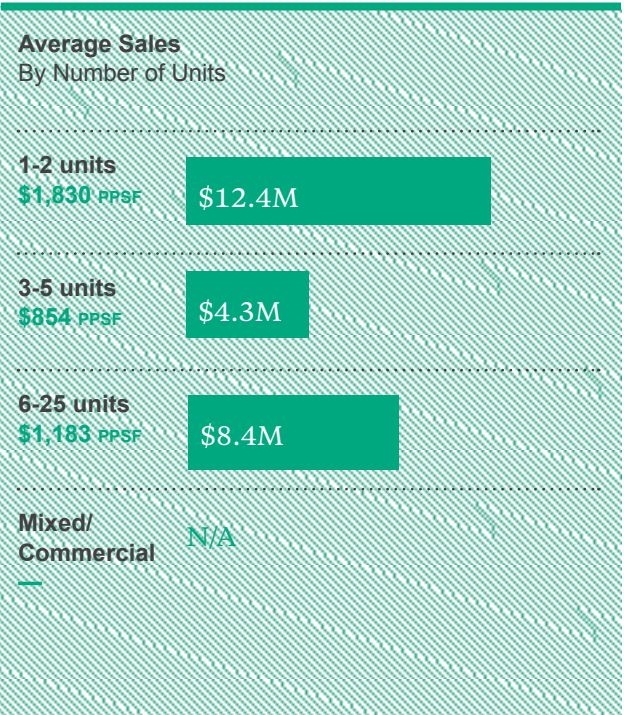
Gramercy is back to equilibrium after a short period of outliers. Last year, two transactions with high average price points induced high confidence in sellers. However, activity remains solid with single-family sales.

For Buyers

Now is a good time to purchase in Gramercy. However, inventory remains low. As sellers begin to price their properties closer to market value, it is important to begin the bargaining process with a good offer.

Looking Forward

With two high priced single-family townhouse transactions (\$14.5M & \$9.9M), and a handful of new development condominiums going to contract, pricing is slowly catching up to its neighboring districts.



Greenwich/West Village

Greenwich/West Village Brokers
Matthew Pravda & Christopher Riccio

Total Sales Volume: \$170,134,330	↑	46%
Average Sales Price: \$11,342,330	↓	3%
Average Price / Sq.ft: \$2,645	↑	21%
Number of Transactions: 15	↑	50%

For Sellers

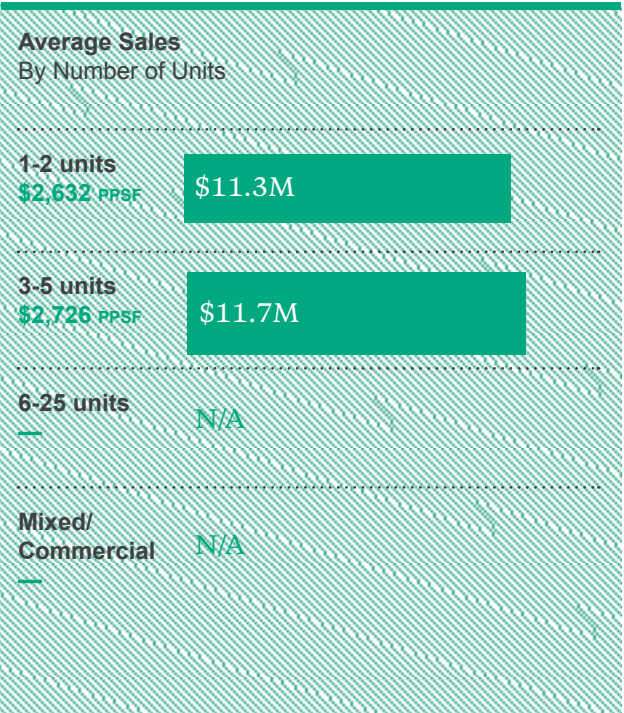
With 15 sales so far this year and an additional 6 in contract, as compared to 10 sales at the mid-year point of 2017, the market has certainly seen an uptick in activity.

For Buyers

Two notable sales were 224 West 10th Street, a renovated home for \$3,450/ft and 265 West 11th Street, unrenovated for \$3,100/ft Additionally 37 West 10th Street and 26 Downing Street are currently in contract for \$3,796/ft and \$3,015/ft, respectively.

Looking Forward

Although there are 53 houses currently available, we expect activity for the remainder of the year to continue at the same pace we have seen to date.



Chelsea

Chelsea Broker
Matthew Lesser

Total Sales Volume: \$66,000,000	↑	23%
Average Sales Price: \$11,000,000	↑	64%
Average Price / Sq.ft: \$1,616	↑	24%
Number of Transactions: 6	↓	25%

For Sellers

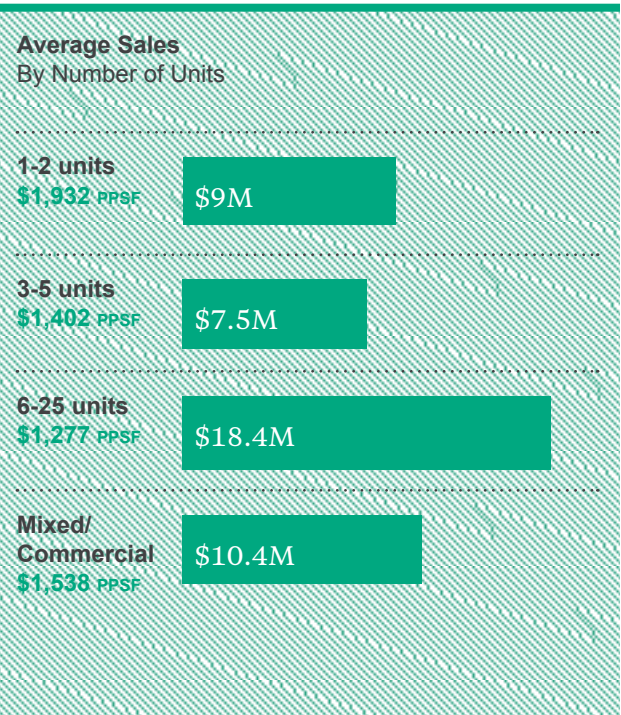
Activity in Chelsea has increased slightly. The highest priced sale occurred at 151-153 Eighth Avenue for \$18.35M (\$1,277/ft). Average sales price increased significantly.

For Buyers

There is a strong variety of available inventory. With many properties on market for much longer than the average time, price drops are occurring.

Looking Forward

With 16 available properties at varying price points, various types of opportunities abound. Time on market continues to grow which solidifies a buyers market.



Central Village

Central Village Broker
Matthew Lesser

Total Sales Volume: \$8,250,000	↓	79%
Average Sales Price: \$8,250,000	↓	36%
Average Price / Sq.ft: \$1,160	↓	46%
Number of Transactions: 1	↓	67%

For Sellers

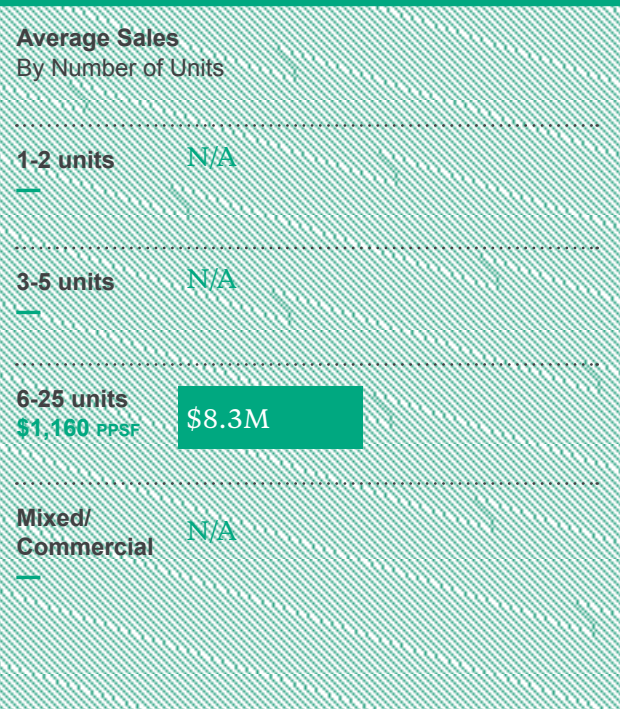
Single-family homes in Central Village, west of Third Avenue, continue to demand high prices. The only transaction in 1H2018 was a potential conversion opportunity, and the price reflected that.

For Buyers

Inventory in this highly coveted neighborhood remains low. So, despite the decline in transaction volume, prices for all properties will remain at a premium.

Looking Forward

There is currently one available property listed for sale, asking \$22.9M. A recent 25’-wide townhouse conversion opportunity signed contracts in under one month at approximately \$1,900/ft.



East Village

East Village Broker
Ravi Kantha

Total Sales Volume: \$48,300,000	↓	38%
Average Sales Price: \$6,900,000	↑	6%
Average Price / Sq.ft: \$1,107	↑	2%
Number of Transactions: 7	↓	42%

For Sellers

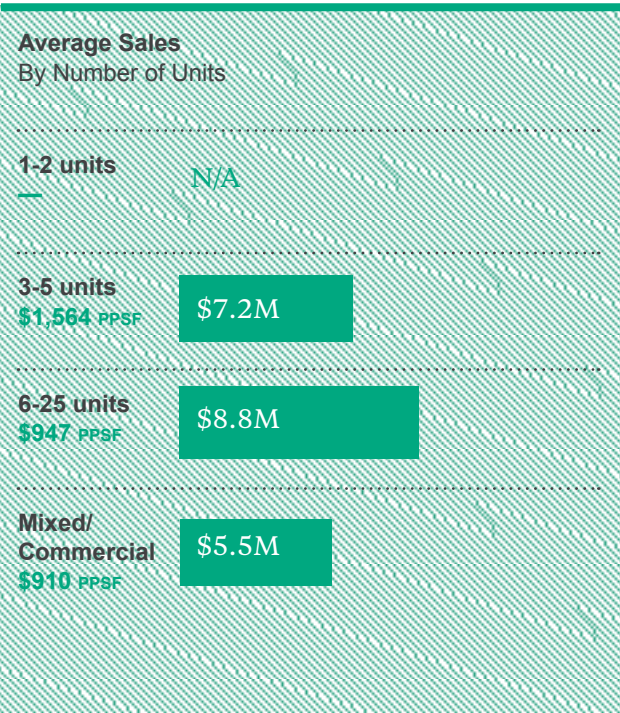
While volume is down, prices have slightly risen. 1Q2018 performed stronger than 2Q2018, with only one sale in 2Q2018 and six sales in 1Q2018.

For Buyers

The slowing market leaves opportunity for East Village buyers to negotiate. The highest priced sale was 215 East 12th Street, a multi-family townhouse which sold for \$8.5M and \$1,700/ft.

Looking Forward

Inventory is high quality, but slim. There are six available properties, three of which recently reduced prices.



Park Slope

Park Slope Broker
Ravi Kantha

Total Sales Volume: \$191,407,545	↓	27%
Average Sales Price: \$2,944,731	↓	5%
Average Price / Sq.ft: \$959	↓	8%
Number of Transactions: 77	↓	9%

For Sellers

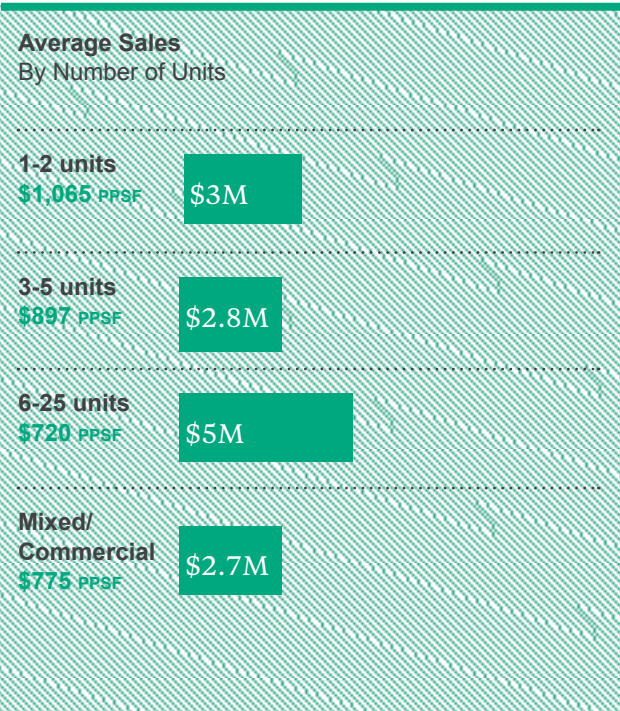
While year-over-year prices and volume are down slightly, Park Slope sales remain steady and reliable.

For Buyers

The high priced sale of 1H2018 was 838 Carroll Street for \$8.85M and \$1,134/ft. Inventory is healthy and transactions are consistent.

Looking Forward

While the townhouse market has softened some, Park Slope delivers high quality product and excellent ROI. There are 60 properties currently available.



Brooklyn Heights

Brooklyn Heights Broker
Ravi Kantha

Total Sales Volume: \$60,680,000	↓	36%
Average Sales Price: \$6,068,000	↑	2%
Average Price / Sq.ft.: \$1,319	↑	11%
Number of Transactions: 10	↓	38%

For Sellers

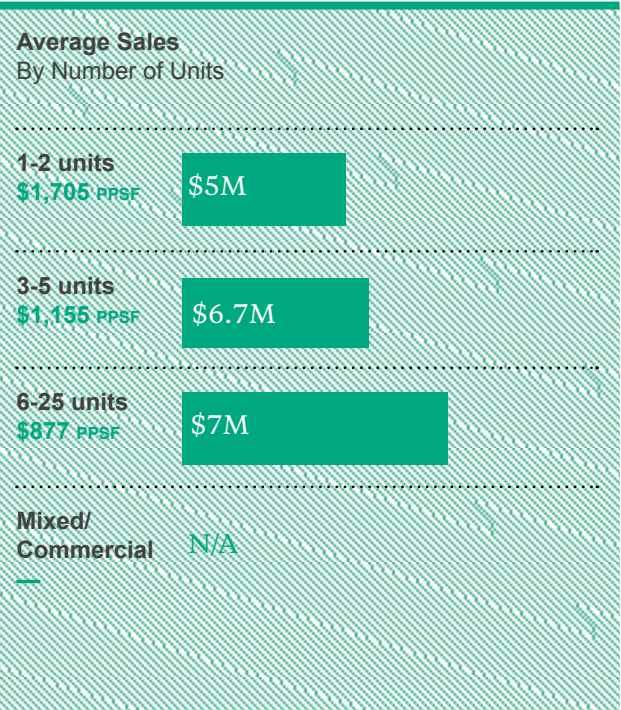
Sales volume is down and buyers are more discerning than ever before. Most are seeking "value" and a "deal." That said, premium product will sell for premium numbers. 140 Columbia Heights demanded the highest price at \$15.5M and \$2,191/ft.

For Buyers

Transaction volume is down, but there is plenty of inventory. As more listings sit on the market, serious sellers will continue to trim prices to meet buyers expectations.

Looking Forward

There are 22 available townhouses in Brooklyn Heights. A number of them reduced prices after being on the market for over 220 days.



Central Harlem

Central Harlem Broker
Stanley Montfort

Total Sales Volume: \$64,568,000	↑	130%
Average Sales Price: \$2,218,933	↓	5%
Average Price / Sq.ft: \$571	↓	24%
Number of Transactions: 30	↑	150%

For Sellers

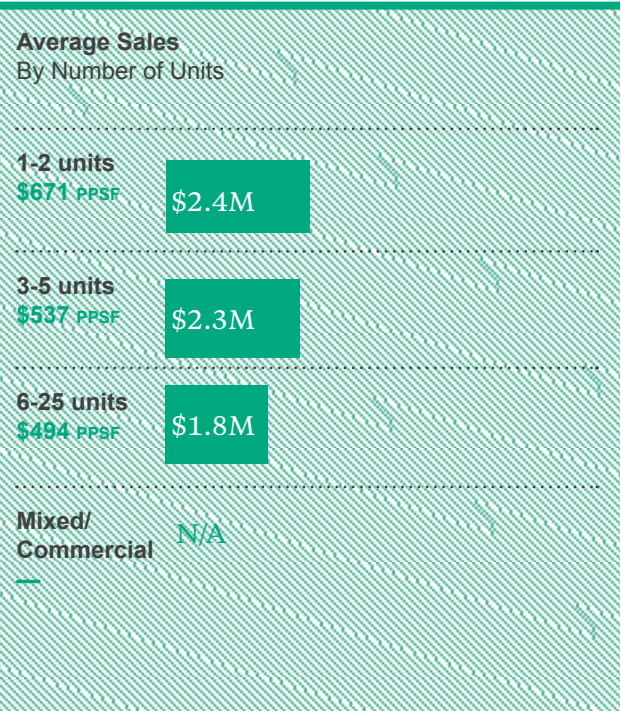
There are currently 13 listings in-contract in Central Harlem with 30 trades for the first half of the year. Both sales price and PPSF have decreased, showing signs of adjustment to the tax reform.

For Buyers

There are several townhouses available for sale with an average list price of \$3.1M and PPSF of \$797.

Looking Forward

There has been steady growth in Central Harlem in the last 5 years. We can expect this trend to continue as consumers invest in this neighborhood.





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International Affiliate



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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


Jed Garfield
Richard Pretsfelder
Matthew Lesser
Caylyn Sullivan
Midtown East

Ravi Kantha
Brooklyn Heights
Park Slope & East Village

Stanley Montfort
Central Harlem

Get in Touch

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