

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

# TOWNHOUSE

## QUARTERLY REVIEW

### MARKET SNAPSHOT JAN-MAR 2018

2018 Q1 Sales

**\$816M**

Avg. Sales Price

**\$7.8M**

Avg. Price/Sq.ft

**\$1,315**

No Of Transactions

**105**

## Prices Up, Volume Down, Upper East Side Surges

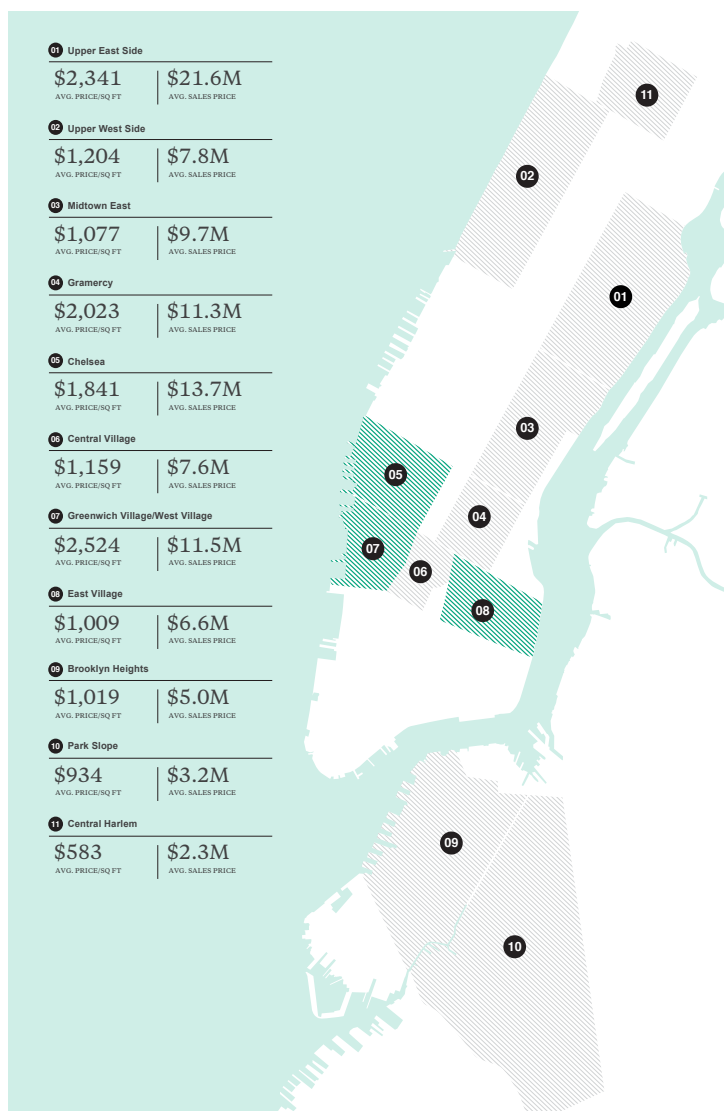
The first quarter of 2018 was characterized by an uptick in townhouse and small building sales in average pricing, as well as a slowdown in sales volume and number of transactions. Comparing the data from 1Q2017 to 1Q2018, the number of transactions decreased from 120 to 105, and total sales volume fell from \$833M to \$816M. However, the average sales price jumped from \$6.9M to \$7.8M, and the average price per square foot rose from \$1,304/ft to \$1,315/ft.

Notable transactions this quarter included the record setting Wildenstein mansion at 19 East 64th Street for \$90M and \$4,772/ft, 16 East 69th Street for \$39M and \$3,220/ft, 13 Bank Street for \$25.6M and \$4,577/ft, and Leslie J. Garfield's sale of 29 West 75th Street for \$15,749,500 and \$2,019/ft.

On a neighborhood level, the Upper East Side, which accounted for 37% of total total volume, saw a dramatic increase of 45% in average sales price while average price per square foot rose 17% compared to 1Q2017, with small decreases in sales volume and number of transactions. Midtown East and the West Village were also strong year over year performers.

Looking ahead, we'll be watching to see how the recent tax law changes impact the market. Transaction volume was down this quarter, as the sales process has slowed due to digestion of new tax code. However, the impending rise in interest rates could result in more urgency from buyers in the coming months.

### PRIME TOWNHOUSE NEIGHBORHOODS



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

# Upper East Side

Total Sales Volume: \$302,050,581	↓	8%
Average Sales Price: \$21,575,042	↑	45%
Average Price / Sq.ft: \$2,341	↑	17%
Number of Transactions: 14	↓	36%

### For Sellers

Properties over \$10M are selling at a positive rate with 10 of the 14 sales in this range during the first quarter. As expected, properties that are priced well continue to sell at pace. A significant increase in sales price and PPSF values on the Upper East Side is largely due to a few larger commercial townhouse sales.

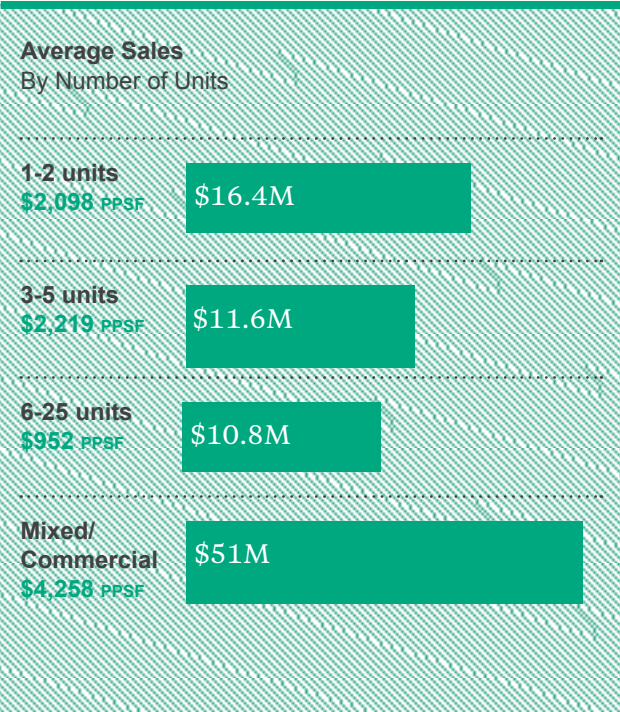
### For Buyers

The highest priced sale for the start of 2018 was the 41’ wide commercially zoned townhouse at 19 East 64th Street for \$90M (\$4,772 PPSF), a gain of \$10.5M for the sellers who bought the property back in the spring of 2017 for \$79.5M. Inventory is high with 70 active townhouse listings, 57 of which are asking \$10M or more.

### Looking Forward

There are currently 5 townhouse properties in contract, one being the \$29.5M listing at 1083 Fifth Avenue.

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



# Upper West Side

Total Sales Volume: \$78,349,500	↓	34%
Average Sales Price: \$7,834,950	↓	2%
Average Price / Sq.ft: \$1,204	↓	16%
Number of Transactions: 10	↓	33%

### For Sellers

Year-over-year, the average sales price, average PPSF, and sales volume are down from 1Q2017. This is skewed by 3 mixed-use sales. Considering only residential townhouses, the average sales price increased 10%, and average PPSF increased 18% this quarter.

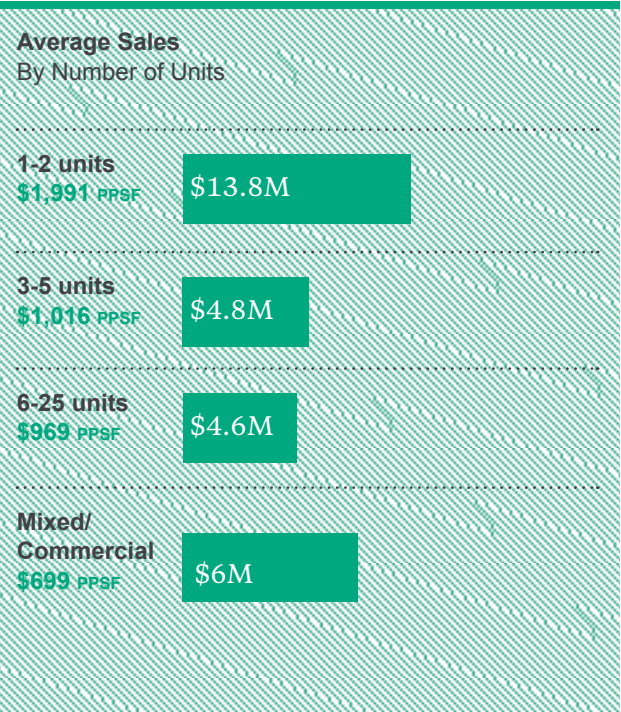
### For Buyers

The highest priced townhouse sale was our listing, 29 West 75th Street for \$15,749,500. Inventory is above average with 57 townhouses available.

### Looking Forward

With 7 properties in contract entering 2Q2018, sales volume is expected to increase, particularly in the mid-level market.

Upper West Side Broker  
Richard Pretsfelder



# Midtown East

Total Sales Volume: \$48,588,000	↑	225%
Average Sales Price: \$9,717,600	↑	95%
Average Price / Sq.ft: \$1,077	↓	16%
Number of Transactions: 5	↑	67%

### For Sellers

The market showed a significant uptick in Midtown East compared with 1Q2017 in total sales volume, average sales price and number of transactions.

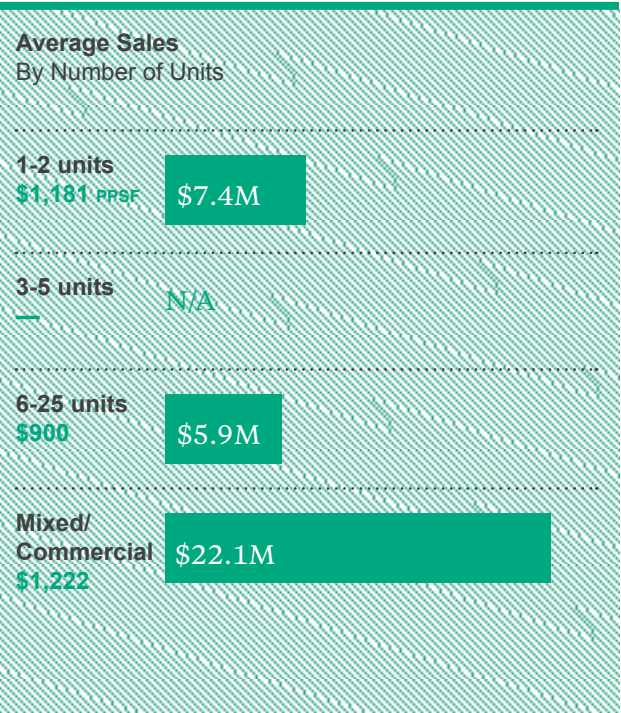
### For Buyers

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

The midtown market is expected to continue its upward trend. There are currently three properties in contract, one of which had an 8-figure asking price at 14 Sutton Square.

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



# London

International Affiliate



### For Sellers

Activity across prime central London during 2017 closely mirrored that of 2016, as uncertainty with regard to Brexit and the continued absorption of heightened taxation continued to affect market dynamics. However, the start of 2018 has suggested that the bottom of the market has been reached.

### For Buyers

The traditional favourites of Knightsbridge and Mayfair, along with the newer prime locations of Marylebone and Paddington saw sales volumes rise in 2017 while prices remained stable, or edged upwards. In comparison, sales and average prices fell across Notting Hill and Holland Park.

### 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 Q1 2017

↓ Percentage decrease from Q1 2017



## Gramercy

Gramercy Broker  
Matthew Lesser

Total Sales Volume: \$33,782,000	↑	288%
Average Sales Price: \$11,260,667	↑	29%
Average Price / Sq.ft: \$2,023	↑	73%
Number of Transactions: 3	↑	200%

### For Sellers

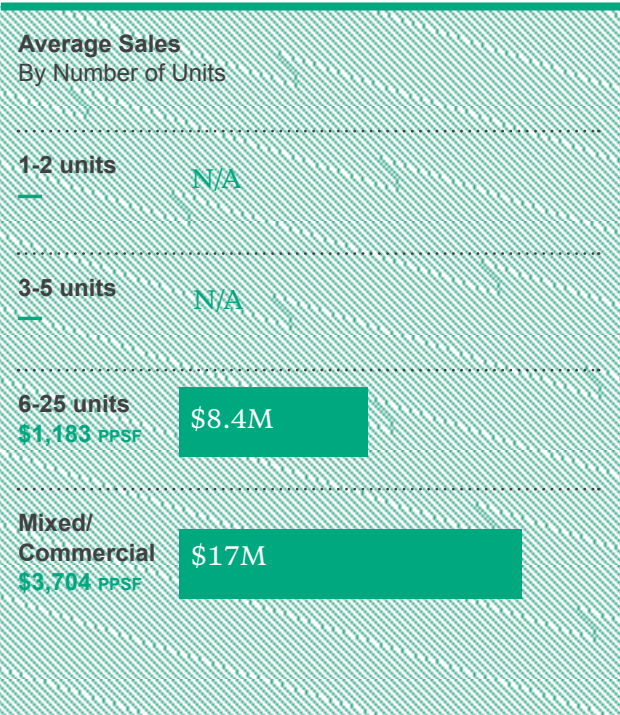
With 3 sales and 2 properties under contract in 1Q2018, the market is showing signs of improvement. However, there are 6 townhouses sitting on the market with an average of 235 days on market and multiple price drops.

### For Buyers

There are a plethora of options available with properties lingering for longer periods of time than years past.

### Looking Forward

The signed contracts for 353 East 19th Street, in need of a full renovation for \$4M and 150 East 22nd Street a mint condition house for \$14M are great signs for the local marketplace. Both properties reduced from initial asking prices to meet buyer's expectations.



## Greenwich/West Village

Greenwich/West Village Brokers  
Matthew Pravda & Christopher Riccio

Total Sales Volume: \$103,534,952	↑	49%
Average Sales Price: \$11,503,884	↓	1%
Average Price / Sq.ft: \$2,524	↑	33%
Number of Transactions: 9	↑	50%

### For Sellers

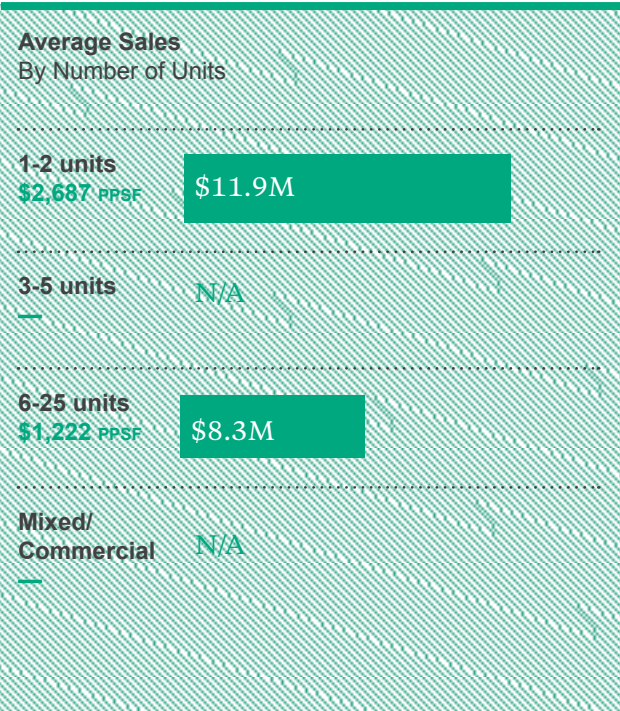
The beginning of 2018 has shown an escalation in activity relative to last year. Six townhouses are currently under contract and nine have sold in 1Q2018, the highest being a five-story, renovated, single-family home at 13 Bank Street for \$25,629,827.

### For Buyers

The increase in activity is driving inventory to hit the market, with eight new townhouses listed this quarter.

### Looking Forward

The uptick seen in 1Q2018 has paved the way for a more robust market throughout the remainder of 2018.



## Chelsea

Chelsea Broker  
Matthew Lesser

Total Sales Volume: \$27,350,000	↓	34%
Average Sales Price: \$13,675,000	↑	98%
Average Price / Sq.ft: \$1,841	↑	45%
Number of Transactions: 2	↓	67%

### For Sellers

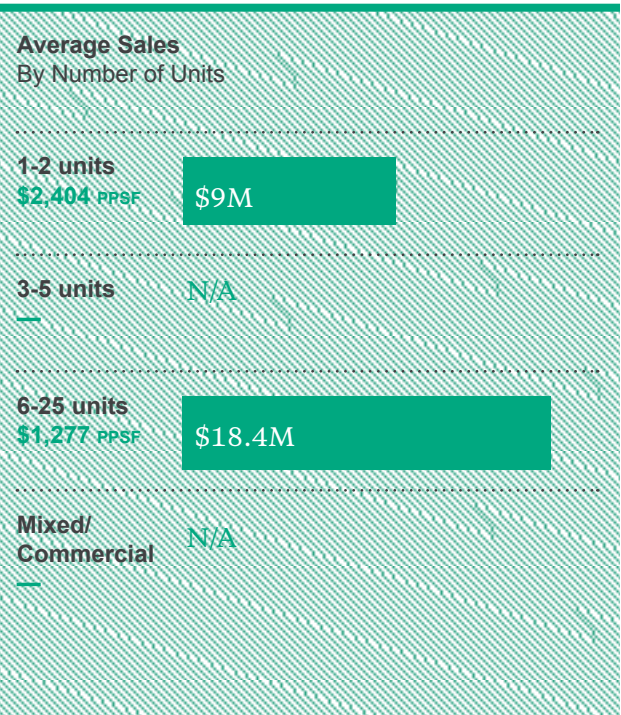
With only 2 transactions in 1Q2018, and properties sitting on the market for an above average time, pricing an asset accurately is more important than ever before.

### For Buyers

Inventory is high in the Chelsea market with 16 properties properties for sale with an average of 179 days on market, allowing buyers to negotiate prices closer to market value.

### Looking Forward

As overpriced listings continue to reduce, we will see an increase in sales volume.



## Central Village

Central Village Broker  
Matthew Lesser

Total Sales Volume: \$15,200,000	↓	11%
Average Sales Price: \$7,600,000	↓	11%
Average Price / Sq.ft: \$1,159	↓	34%
Number of Transactions: 2	No change	

### For Sellers

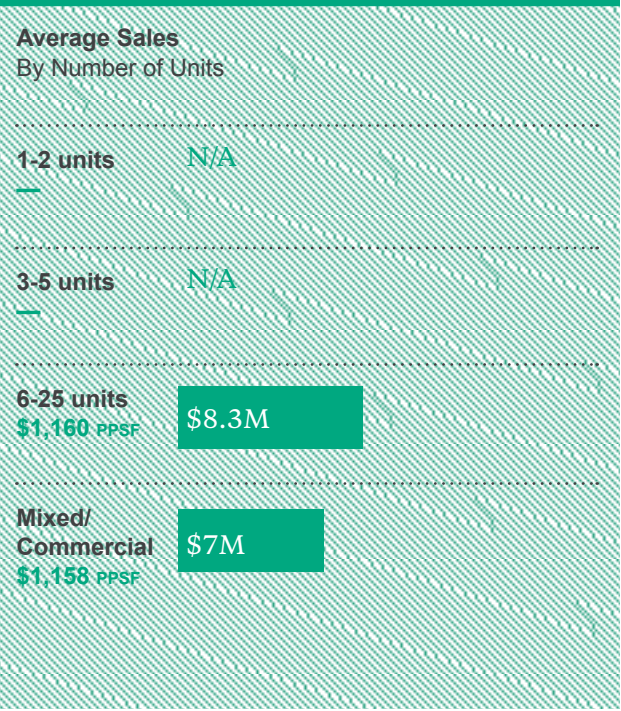
With 2 sales in 1Q2018 and 5 townhouses available for sale between 1st Avenue and 5th Avenue with an average time on market of 507 days, we are seeing an increase in price drops as deals are taking longer to happen.

### For Buyers

The most recent sale was 17 East 9th Street, a 25'-wide multi-family townhouse with 7 units and a large garden at \$8.25M and \$1,160/ft.

### Looking Forward

With an average PPSF of \$1,159, rarely available Central Village townhouses are in high demand. With 2 recent contracts signed at 215 East 12th Street and 120 East 10th Street, the market is showing signs of improvement.





## East Village

East Village Broker  
Ravi Kantha

Total Sales Volume: \$39,800,000	↑	4%
Average Sales Price: \$6,633,333	↓	13%
Average Price / Sq.ft: \$1,009	↓	1%
Number of Transactions: 6	↑	20%

### For Sellers

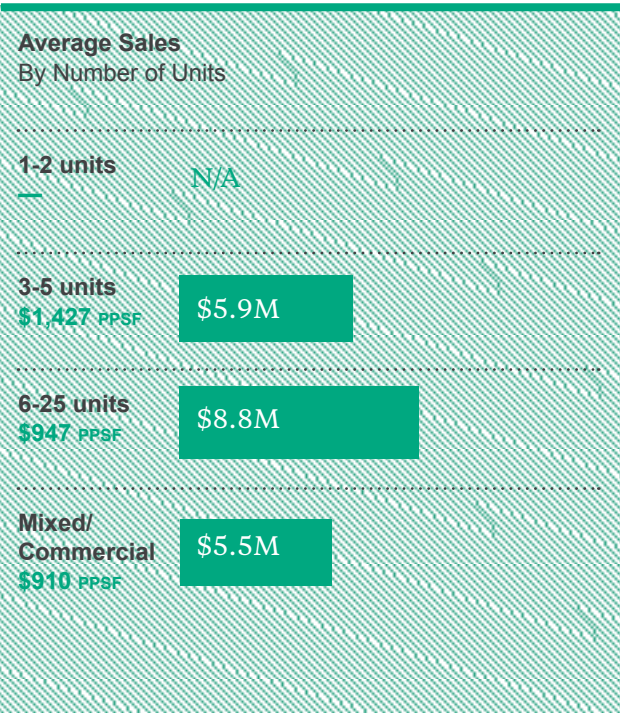
In the1Q2018, we saw an increase in sales volume and number of transactions, and a decrease in average sales price and PPSF. We continue to see an increase in market capitalization rates.

### For Buyers

The highest priced sale for 1Q2018 was 332 East 9th Street, a 25'-wide multi-family townhouse, which sold for \$9.6M and \$1,007/ft.

### Looking Forward

Buyers looking to purchase homes at great value will seek properties in the East Village, as it continues to offer the best PPSF value in the downtown market.



## Park Slope

Park Slope Broker  
Ravi Kantha

Total Sales Volume: \$115,158,400	↓	21%
Average Sales Price: \$3,198,844	↓	1%
Average Price / Sq.ft: \$934	↓	9%
Number of Transactions: 36	↓	39%

### For Sellers

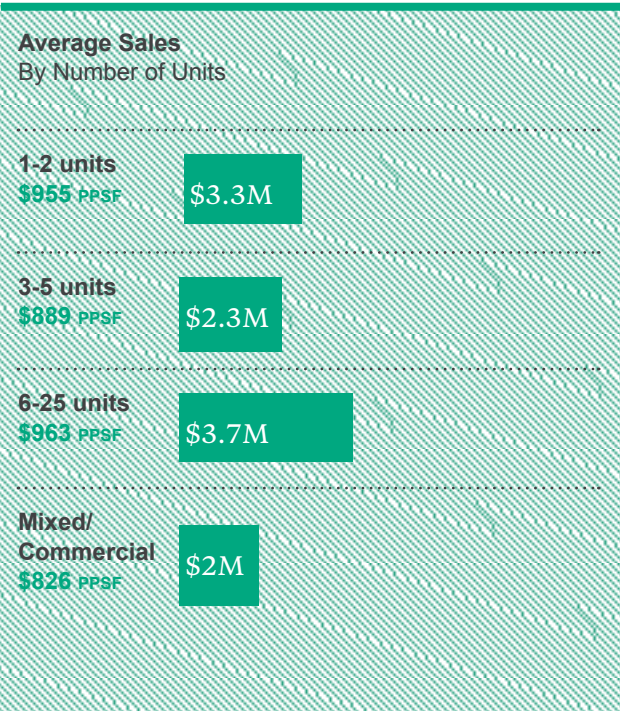
In the first quarter, we saw an decrease in sales volume by 21%, sales price by 1%, and price per square foot by 9%.

### For Buyers

Inventory has remained high, with 50 houses available for sale and 26 houses currently in contract with an average listing price of \$3.8M and \$3.1M, respectively.

### Looking Forward

As Park Slope’s popularity continues to rise, we expect to see an increase in transaction volume, as long as houses are properly priced.



## Brooklyn Heights

Brooklyn Heights Broker  
Ravi Kantha

Total Sales Volume: \$25,155,000	↑	55%
Average Sales Price: \$5,031,000	↓	7%
Average Price / Sq.ft.: \$1,019	↓	17%
Number of Transactions: 5	↑	67%

### For Sellers

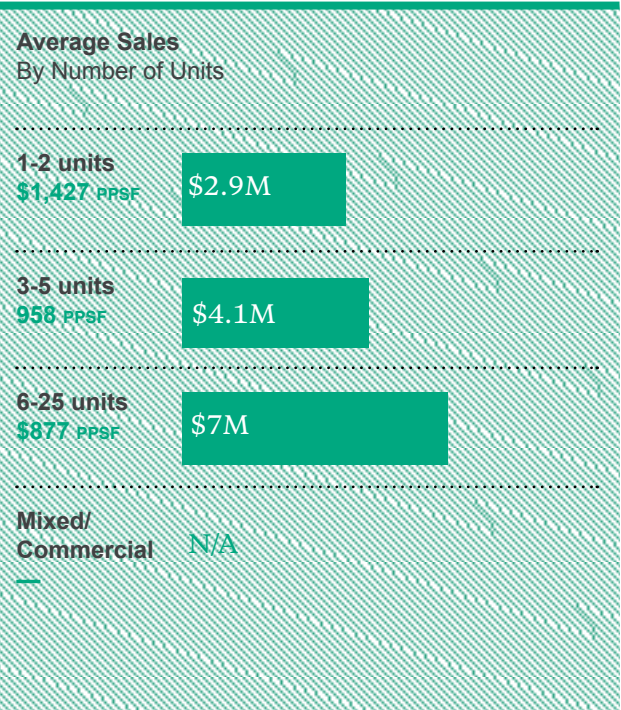
In the first quarter, sales volume is up by 55%, and sales price and price per square foot averages are down 7% and 17%, respectively. Townhouses at the high-end of the market are sitting on the market longer, showing the importance of accurate pricing.

### For Buyers

The highest priced sale was 143 Montague Street, a 25'-wide 6-unit townhouse a \$7.41M and \$945/ft.

### Looking Forward

There are 23 townhouses currently on the market with an average time on market of 138 days. Serious sellers must accept a shift in market pricing to attract willing buyers.



## Central Harlem

Central Harlem Broker  
Stanley Montfort

Total Sales Volume: \$27,312,278	↑	6%
Average Sales Price: \$2,276,023	↓	3%
Average Price / Sq.ft: \$583	↓	14%
Number of Transactions: 12	↑	9%

### For Sellers

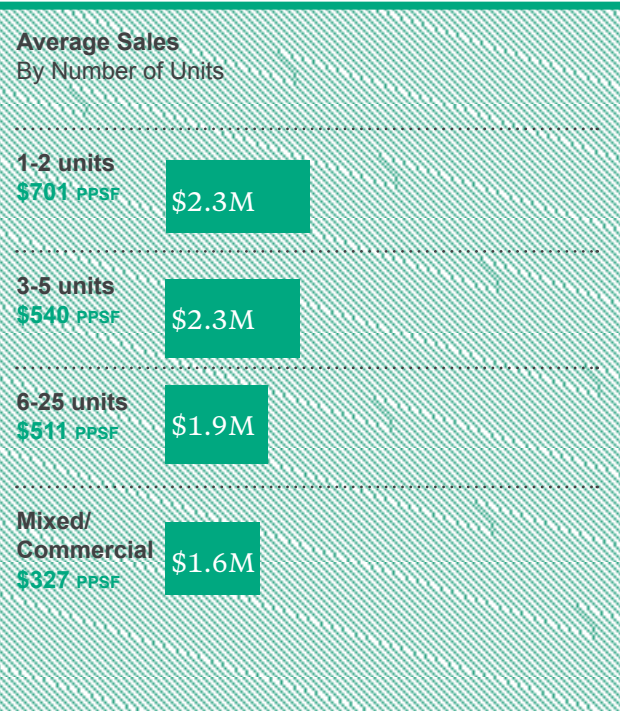
There are currently 18 listings in-contract in Central Harlem. The average sales price and average PPSF increased this quarter. Overall, prices in Central Harlem have continuously risen, providing homeowners a great return.

### For Buyers

There are currently 64 townhouses available for sale with an average sale price of \$2.3M, perfect for anyone looking for a premium real estate at reasonable prices.

### Looking Forward

Central Harlem has been growing steadily for the last several years, and this should continue to be the trend.





505 Park Avenue, Suite 303,  
New York, NY 10022

info@lesliegarfield.com  
lesliegarfield.com

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 & West

**Ravi Kantha**  
Brooklyn Heights  
Park Slope & East Village

**Stanley Montfort**  
Central Harlem

## Get in Touch

If you would like a complimentary property valuation or any further market information, please contact us at:

 212.371.8200

 info@lesliegarfield.com

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