

# Elliman Report

## Q4-2021

### Northern Manhattan, NY Sales

“Sales and price trend indicators closed out 2021 with annual gains.”

Northern Manhattan Co-Op & Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$771,002	-9.3%	\$849,662	15.9%	\$665,369
Average Price per Sq Ft	\$822	-9.2%	\$905	13.9%	\$722
Median Sales Price	\$607,000	-7.7%	\$657,500	3.3%	\$587,500
New Development	\$1,210,115	10.0%	\$1,100,000	74.1%	\$695,000
Re-sale	\$534,581	-4.5%	\$560,000	-7.0%	\$575,000
Number of Sales (Closed)	255	-14.4%	298	73.5%	147
Days on Market (From Last List Date)	185	8.8%	170	13.5%	163
Listing Discount (From Last List Price)	3.1%		3.5%		3.7%
Listing Inventory	556	-14.5%	650	1.6%	547
Months of Supply	6.5	0.0%	6.5	-42.0%	11.2
Northern Manhattan Townhouse Matrix (1, 2 & 3-5 Family)	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$2,322,100	4.4%	\$2,223,817	10.3%	\$2,105,597
Average Price per Sq Ft	\$624	-11.1%	\$702	4.7%	\$596
Median Sales Price	\$2,300,000	-2.9%	\$2,368,250	6.3%	\$2,162,800
1-Family	\$2,000,000	-18.4%	\$2,450,000	-45.9%	\$3,700,000
2-Family	\$2,106,250	-6.4%	\$2,250,000	-8.9%	\$2,312,500
3-5 Family	\$2,840,000	21.5%	\$2,336,500	47.2%	\$1,930,000
Number of Sales (Closed)	20	-28.6%	28	150.0%	8
Days on Market (From Last List Date)	140	-6.0%	149	-44.7%	253
Listing Discount (From Last List Price)	4.6%		4.0%		9.8%
Listing Inventory	43	-20.4%	54	290.9%	11
Months of Supply	6.5	12.1%	5.8	58.5%	4.1

In the co-op and condo market, all price trend indicators rose year over year and were above the same period in 2019. In addition, sales nearly doubled from the prior-year quarter and rose sharply from the same period two years ago.

In the townhouse market, all price trend indicators were above both prior-year levels and levels in 2019. In addition, listing inventory surged annually yet remained well below levels seen before the pandemic.