

Q1 2023

# Manhattan Market Report

**SERHANT.**

## Letter From Coury



**COURY NAPIER**  
Director of Research

The first quarter of 2023 continued to bring disruption to the Manhattan housing market. Bank failures, uncertain economic sentiment, and fluctuating mortgage rates have dominated the headlines over the first three months. Real estate transactions appeared to ebb and flow with shifting mortgage rates. Sales were down 42.6% year-over-year, with negotiations rising to 7% from the 5% discount we saw in the prior quarter. This was not surprising given the decline in signed contracts in the previous quarter and the historically active first quarter of 2022. Despite the challenges, we witnessed month-over-month increases in contracts signed. In total, 2,235 contracts were signed in the first quarter, outdoing the fourth quarter of 2022 by 14.5%. The median price for contracts signed improved by 8.6%, coming in at \$1,195,000. The Upper East Side continues to be a hot neighborhood. It reported the greatest number of co-ops sold in any submarket at a median price of just over \$1m. Additionally, 27% of closed condo sales were recorded at \$5m or higher. Looking ahead to the rest of the year, we have to consider what will transpire with interest rates, inflation, and the stability of the banking industry. However, the month-over-month progress we've noted can be taken as a good start to 2023.

# Market Highlights:

Average Price

**\$2,000,955**

Year-Over-Year

**2.1%**

Median Price

**\$1,098,846**

Year-Over-Year

**-6.1%**

Average PPSF

**\$1,477**

Year-Over-Year

**0.2%**

**28.5%**

Share of Inventory  
Over \$3M

**7%**

Average Discount

**13.1%**

Of Properties Took  
Less Than 30 Days To  
Enter Contract

**15.7%**

Share of Closings  
Over \$3M

**159**

Average Days on  
Market






**32.0%**






Of Properties Took  
Over 180 Days To  
Enter Contract

# Closed Sales

## By Bed

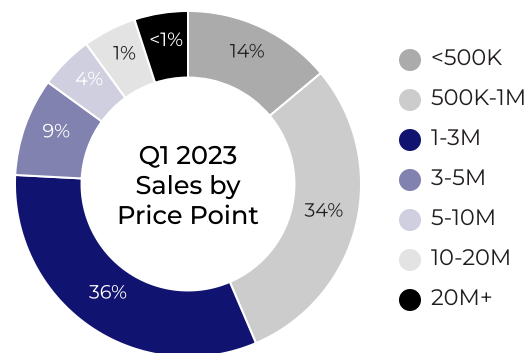
There were 1,996 sales in Manhattan, a decrease of 42.6% over this time last year. This decline was expected, given significantly fewer contracts were signed during Q4 2022. For condos, the largest share of closings was for 1-bedroom units with 38.1% of transactions, followed by 2-bedroom units with 28.6%. Condo prices were higher than last year, with notable increases in all unit types. Studios and 3-bedroom condos saw the most change, with price per square foot increases of 6.8% and 13.1% year-over-year, respectively. For co-ops, 1-bedroom units trailed by 2-bedroom units were also the most frequent transactions. Co-op prices generally declined this quarter, with 3-bedroom units experiencing the most significant decline of 16.2% on average.

	 Studio	 1 Bed	 2 Bed	 3 Bed	 4+ Bed
<b>Condo</b>					
% Units	8.6%	38.1%	28.6%	18.2%	6.4%
Average Discount	7%	6%	8%	8%	10%
Median Price	\$700,000	\$1,050,000	\$2,280,000	\$4,365,000	\$6,962,500
YoY	12.0%	5.5%	3.7%	19.2%	-7.9%
Average Price	\$696,336	\$1,156,164	\$2,463,659	\$5,136,933	\$10,970,894
YoY	5.6%	1.4%	-0.6%	14.0%	28.3%
Average PPSF	\$1,415	\$1,475	\$1,783	\$2,220	\$2,648
YoY	6.8%	0.5%	1.6%	13.1%	4.6%
Average SF	503	792	1,363	2,162	3,679
YoY	-0.2%	2.2%	-1.7%	0.4%	13.0%

	 Studio	 1 Bed	 2 Bed	 3 Bed	 4+ Bed
<b>Co-op</b>					
% Units	15.2%	38.9%	28.9%	12.9%	4.1%
Average Discount	6%	7%	8%	9%	13%
Median Price	\$420,000	\$670,000	\$1,175,000	\$1,950,000	\$3,082,900
YoY	-1.2%	-4.3%	-11.2%	-7.1%	-16.0%
Average Price	\$444,134	\$720,066	\$1,395,614	\$2,150,555	\$4,070,781
YoY	-0.6%	-7.5%	-9.2%	-16.2%	-7.9%
Average PPSF	\$916	\$942	\$1,074	\$1,148	\$1,418
YoY	-2.9%	-5.2%	-7.7%	-8.8%	4.3%
Average SF	486	771	1,230	1,809	2,788
YoY	1.3%	-2.8%	-1.7%	-5.7%	-9.3%

## By Price

Units sold for \$1-3M accounted for the most closings for Q1 2023, with 36.5% of the market. Discounts for this price point have continued to creep upward, reaching 8% on average this quarter, though the average and median price of these properties only declined slightly. Closings in the \$500K-1M range were the second highest market share, with 33.9% of sales. Prices in this group also saw insignificant year-over-year change. Luxury units which sold for \$20M or more were just under 1% of closings, but there were significantly more sold this quarter, and their average price was 4.2% higher than first quarter of last year.



# Closed Sales

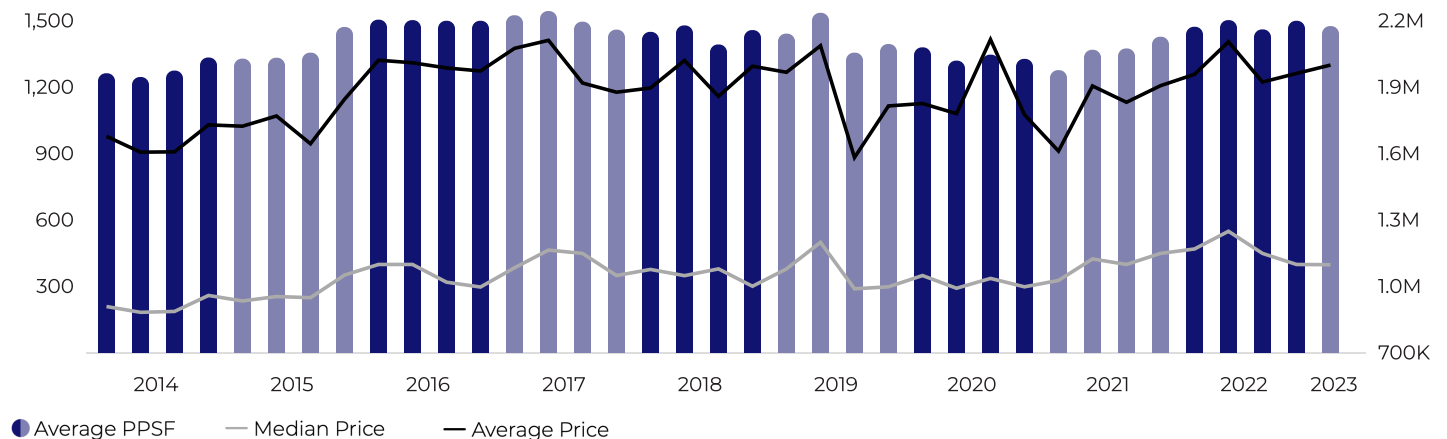
## By Location

31.5% of condo sales were Downtown, where the median price declined 9.5% year-over-year, though it continued to have the highest price per square foot of any submarket at \$2,049/SF. Condos sold on the Upper East Side were the most expensive, with significant price increases compared to Q1 of 2022, with nearly 27% of closings above \$5M. The Upper East Side also accounted for the most co-op sales and the highest co-op prices of any submarket, with a median price of just over \$1M, a 10.5% increase from Q1 2022. Co-op prices in Lower Manhattan climbed significantly due to several high-end closings this quarter and limited sales.

Condo	Upper Manhattan	Upper East Side	Upper West Side	Midtown East	Midtown West	Downtown	Lower Manhattan
% Units	8.9%	16.1%	14.7%	16.9%	4.8%	31.5%	7.1%
Average Discount	6%	10%	8%	6%	10%	7%	9%
Median Price	\$800,000	\$2,396,763	\$1,912,500	\$1,210,000	\$1,500,000	\$2,330,000	\$1,190,000
YoY	-9.1%	52.7%	-11.8%	-6.2%	-6.2%	-9.5%	5.8%
Average Price	\$974,393	\$4,094,944	\$3,061,210	\$2,988,757	\$2,122,802	\$3,520,377	\$1,537,736
YoY	-5.9%	46.3%	0.2%	22.5%	-11.2%	1.2%	-4.8%
Average PPSF	\$1,077	\$1,924	\$1,792	\$1,684	\$1,684	\$2,049	\$1,407
YoY	-6.9%	26.6%	-3.4%	5.2%	-7.0%	1.8%	4.8%
Average SF	927	1,822	1,417	1,135	1,127	1,538	1,049
YoY	3.0%	29.8%	-2.1%	-2.2%	-6.3%	-4.6%	-5.8%

Co-op	Upper Manhattan	Upper East Side	Upper West Side	Midtown East	Midtown West	Downtown	Lower Manhattan
% Units	10.4%	28.6%	18.8%	15.2%	1.0%	22.8%	3.1%
Average Discount	7%	9%	6%	9%	4%	6%	8%
Median Price	\$512,500	\$1,050,000	\$910,000	\$647,500	\$577,500	\$912,500	\$925,000
YoY	-11.6%	10.5%	-5.7%	8.4%	-9.1%	-2.1%	30.5%
Average Price	\$608,241	\$1,606,044	\$1,264,113	\$783,339	\$590,647	\$1,324,659	\$1,199,523
YoY	-33.3%	0.1%	-16.3%	-11.8%	-6.2%	-2.3%	57.2%
Average PPSF	\$598	\$1,034	\$1,147	\$844	\$891	\$1,260	\$1,340
YoY	-14.0%	-3.3%	-6.8%	-4.0%	-6.9%	-3.2%	57.8%
Average SF	938	1,239	1,141	970	663	1,095	1,070
YoY	-9.4%	-2.2%	7.1%	-0.3%	-15.6%	-3.1%	5.0%






## Historic Price Trends








# Contracts Signed

## By Bed

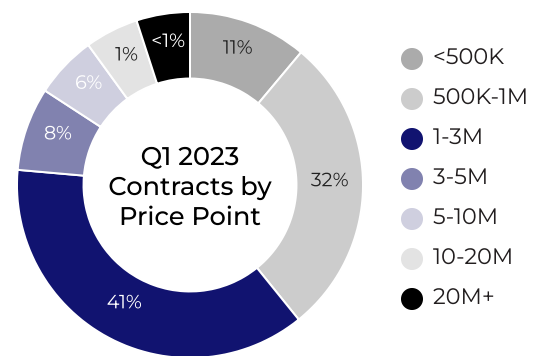
There were 2,235 contracts signed in the first quarter of 2023, a 32.1% year-over-year decline but a 14.5% quarter-over-quarter increase. Rising mortgage rates and wavering economic sentiment drove this slowdown, though the quarterly improvement suggests a seasonally-traditional year moving forward. 1-bedroom and 2-bedroom condos were 37.5% and 32.4% of transactions, respectively, both of which saw year-over-year price declines. Condos with three or more bedrooms were the only unit type with average price increases. Co-ops saw mixed behavior across the various unit sizes. 1-bedroom co-ops accounted for the most transactions, with 38.3%, and had a 4.1% higher average price year-over-year. On the other hand, studios were 7.4% more affordable on average, and co-ops with four or more bedrooms saw a 22.8% lower average price per square foot.

					
Condo	Studio	1 Bed	2 Bed	3 Bed	4+ Bed
% Units	8.0%	37.5%	32.4%	15.5%	6.6%
Median Price	\$675,000	\$1,095,000	\$2,150,000	\$4,200,000	\$7,647,500
YoY	3.8%	-4.8%	-4.4%	5.0%	-4.4%
Average Price	\$722,149	\$1,180,675	\$2,396,584	\$4,812,052	\$10,238,574
YoY	-0.5%	-5.5%	-1.4%	3.2%	5.2%
Average PPSF	\$1,450	\$1,565	\$1,781	\$2,158	\$2,553
YoY	6.7%	-	-0.1%	2.4%	-8.0%
Average SF	513	765	1,325	2,134	3,739
YoY	-10.2%	-5.2%	-0.9%	0.8%	10.9%

					
Co-op	Studio	1 Bed	2 Bed	3 Bed	4+ Bed
% Units	14.5%	38.3%	29.5%	13.1%	4.7%
Median Price	\$449,000	\$699,000	\$1,247,000	\$2,295,000	\$3,495,000
YoY	0.8%	0.6%	-0.2%	-0.2%	-12.6%
Average Price	\$446,339	\$793,304	\$1,504,082	\$2,706,342	\$4,774,589
YoY	-4.5%	4.1%	3.4%	-1.7%	-4.9%
Average PPSF	\$920	\$995	\$1,108	\$1,312	\$1,281
YoY	-7.4%	1.7%	-1.5%	5.2%	-22.8%
Average SF	504	810	1,245	1,992	3,255
YoY	0.4%	-3.2%	0.7%	2.2%	-0.5%

## By Price

41.4% of contracts signed this quarter were for units priced at \$1M to \$3M. Prices in this bracket were slightly lower than last year, declining 2.7% on average. The \$500K-1M range followed with 32.3% of transactions and saw a 3.3% higher median price, year-over-year. High-end units in the \$5M-10M and \$10M-20M price brackets saw 39.8% and 22.2% more contracts signed compared to Q4 2022, respectively.



# Contracts Signed

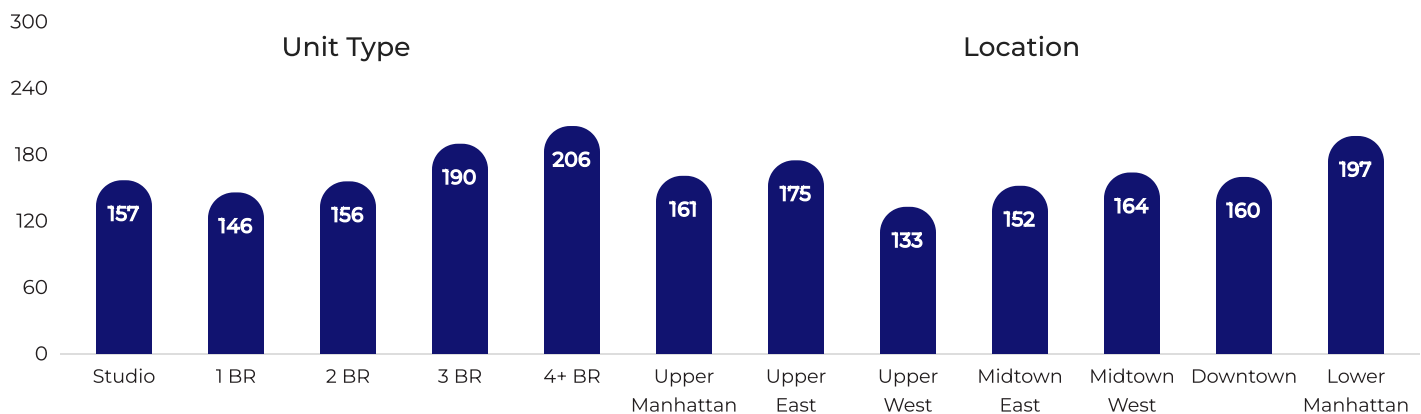
## By Location

Downtown condos were 37.1% of contracts signed in Q1 2023, and despite average and median price declines, were still the most expensive at \$3.2M on average. Condos in Midtown East had a significant 28.2% increase in average price and were 14.4% of contracts this quarter. The Upper East Side saw the most co-ops signed at 26.6% of transactions and the highest prices of any submarket, though prices were down year-over-year. Co-ops on the Upper West Side were the second most expensive at just over \$1.6M on average and were 19.2% of contracts signed.

Condo	Upper Manhattan	Upper East Side	Upper West Side	Midtown East	Midtown West	Downtown	Lower Manhattan
% Units	8.0%	13.1%	15.7%	14.4%	4.8%	37.1%	6.8%
Median Price	\$829,000	\$1,700,000	\$1,587,500	\$1,399,000	\$1,244,500	\$2,190,000	\$1,067,500
YoY	-10.3%	-13.0%	-24.4%	1.7%	-19.7%	-13.2%	-23.6%
Average Price	\$1,172,777	\$2,927,484	\$2,721,204	\$2,827,734	\$2,057,641	\$3,200,555	\$1,448,642
YoY	3.4%	-6.3%	-15.4%	28.2%	-23.5%	-4.7%	-19.8%
Average PPSF	\$1,121	\$1,718	\$1,761	\$1,708	\$1,702	\$2,112	\$1,354
YoY	4.9%	-3.0%	-11.4%	3.2%	-10.7%	4.2%	-11.3%
Average SF	967	1,564	1,451	1,339	1,081	1,460	1,018
YoY	-6.4%	1.8%	-2.4%	14.6%	-11.1%	-8.5%	-8.5%

Co-op	Upper Manhattan	Upper East Side	Upper West Side	Midtown East	Midtown West	Downtown	Lower Manhattan
% Units	8.3%	26.6%	19.2%	17.8%	2.3%	24.3%	1.6%
Median Price	\$529,000	\$1,050,000	\$1,025,000	\$750,000	\$562,000	\$987,500	\$705,000
YoY	-3.8%	-8.7%	5.1%	7.1%	-0.5%	9.8%	-23.4%
Average Price	\$626,373	\$1,755,586	\$1,631,739	\$1,015,374	\$690,607	\$1,433,844	\$888,158
YoY	-12.2%	-4.8%	0.2%	5.4%	1.7%	-0.1%	-27.5%
Average PPSF	\$630	\$1,071	\$1,194	\$972	\$919	\$1,259	\$1,221
YoY	-11.0%	-7.2%	-3.6%	9.2%	-10.1%	-4.2%	-1.4%
Average SF	939	1,248	1,179	1,117	952	1,166	735
YoY	-5.0%	-10.3%	-5.4%	-1.3%	16.2%	-8.3%	-37.8%






## Average Days on Market








# Active Listings

## By Bed

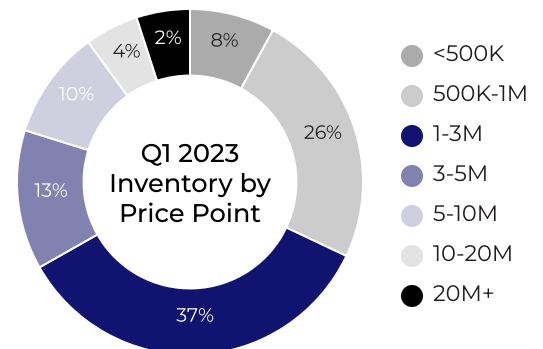
There were 6,463 active listings on the market at the end of the first quarter, up 1.3% year-over-year and 4.8% quarter-over-quarter. For condos, 2-bedroom units had the largest share of inventory, with 33.8%, followed by 1-bedroom and 3-bedroom units, respectively. Overall, condo price changes were mixed this quarter, though 3-bedroom units were up slightly at 3.3% higher than the first quarter of last year. For co-ops, 1-bedroom units were the bulk of active listings, with a 32.6% market share. Co-op inventory prices were generally higher year-over-year, with 2-bedroom units increasing by 8.1% in median price and 5.6% on average.

					
Condo	Studio	1 Bed	2 Bed	3 Bed	4+ Bed
% Units	7.3%	27.5%	33.8%	19.4%	12.0%
Median Price	\$720,000	\$1,175,000	\$2,399,000	\$4,495,000	\$8,575,000
YoY	-1.4%	0.9%	-2.1%	-	-0.9%
Average Price	\$839,015	\$1,362,150	\$2,819,065	\$6,057,678	\$13,018,560
YoY	-3.2%	0.8%	-0.1%	3.3%	-4.1%
Average PPSF	\$1,464	\$1,628	\$1,944	\$2,418	\$2,963
YoY	-2.5%	1.4%	-0.9%	-0.1%	-4.4%
Average SF	573	854	1,410	2,302	3,942
YoY	-4.2%	-0.4%	1.3%	1.4%	2.8%

					
Co-op	Studio	1 Bed	2 Bed	3 Bed	4+ Bed
% Units	13.2%	32.6%	29.5%	15.4%	9.3%
Median Price	\$475,000	\$729,000	\$1,400,000	\$2,650,000	\$5,800,000
YoY	5.6%	4.9%	8.1%	6.0%	5.5%
Average Price	\$522,072	\$818,685	\$1,748,230	\$3,308,253	\$7,990,286
YoY	1.8%	2.2%	5.6%	-3.3%	-3.1%
Average PPSF	\$1,012	\$1,030	\$1,224	\$1,417	\$1,992
YoY	2.0%	0.7%	3.1%	2.0%	-2.2%
Average SF	509	798	1,324	2,146	3,674
YoY	-4.7%	0.6%	4.7%	2.6%	4.0%

## By Price

The \$1M-3M price range accounted for 37.1% of active listings this quarter, and had slightly higher average and median prices than this time last year. Properties listed for \$500K-1M were 26.4% of inventory and saw limited change in price year-over-year. Inventory priced less than \$1M was significantly lower than last year, with 8.6% fewer properties, while all other price brackets increased.



# Active Listings

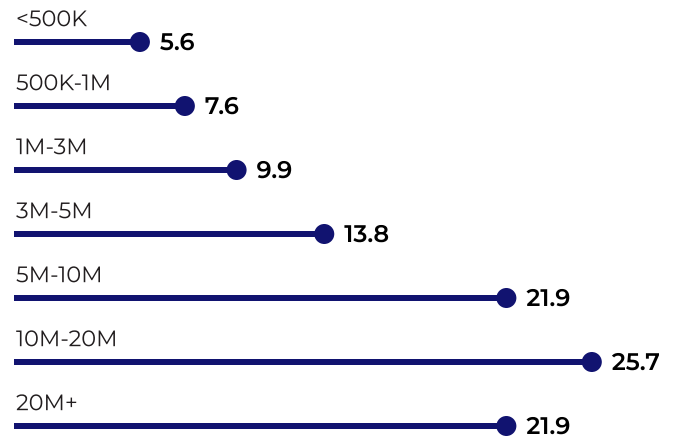
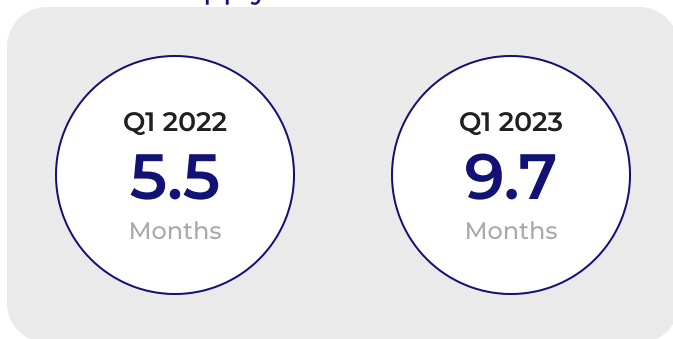
## By Location

Downtown had the largest share of condo listings, with 27.7%. Midtown East was second with 19.0%, followed by the Upper West Side, with 15.7%. Condo prices varied, with notable increases Downtown and decreases seen in Lower Manhattan and the Upper West Side. The Upper East Side had the largest share of co-op listings, with 29.6%. Downtown followed with 20.2% and Midtown East with 18.4%. Co-op prices generally increased this quarter, with higher average prices in all submarkets except the Upper West Side.

Condo	Upper Manhattan	Upper East Side	Upper West Side	Midtown East	Midtown West	Downtown	Lower Manhattan
% Units	7.8%	14.1%	15.7%	19.0%	6.5%	27.7%	9.2%
Median Price	\$990,000	\$2,495,000	\$2,650,000	\$1,925,000	\$1,750,000	\$3,322,500	\$1,375,000
YoY	4.2%	-	-8.0%	-3.2%	8.9%	8.0%	-11.3%
Average Price	\$1,562,016	\$4,072,479	\$4,305,199	\$5,395,049	\$2,786,797	\$4,807,760	\$2,189,624
YoY	5.3%	-7.4%	-9.7%	-6.7%	-8.2%	10.9%	-14.4%
Average PPSF	\$1,256	\$1,918	\$2,196	\$2,278	\$1,973	\$2,281	\$1,512
YoY	1.7%	-5.4%	-3.9%	-2.4%	1.3%	3.5%	-6.0%
Average SF	1,134	1,900	1,775	1,703	1,255	1,984	1,292
YoY	3.1%	1.3%	-1.6%	-0.1%	-1.3%	6.0%	-5.9%

Co-op	Upper Manhattan	Upper East Side	Upper West Side	Midtown East	Midtown West	Downtown	Lower Manhattan
% Units	10.4%	29.6%	18.3%	18.4%	1.8%	20.2%	1.2%
Median Price	\$525,000	\$1,650,000	\$1,250,000	\$799,000	\$569,000	\$1,097,500	\$890,000
YoY	-4.4%	27.4%	18.8%	6.5%	9.6%	12.6%	-2.5%
Average Price	\$737,821	\$3,294,703	\$2,134,996	\$1,348,820	\$752,116	\$1,880,433	\$1,285,604
YoY	20.2%	14.2%	-4.1%	10.1%	1.8%	4.7%	5.3%
Average PPSF	\$696	\$1,368	\$1,447	\$1,016	\$978	\$1,455	\$1,139
YoY	2.8%	5.1%	3.8%	-	-2.9%	2.8%	-7.8%
Average SF	958	1,711	1,501	1,179	988	1,504	1,316
YoY	9.5%	16.6%	9.0%	4.5%	16.4%	7.5%	-11.8%

## Months of Supply





## Research

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