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Q4  
2018

# Manhattan Quarterly Market Insights Report

# Introducing the Compass

## Q4 2018 Manhattan

### Market Insights Report

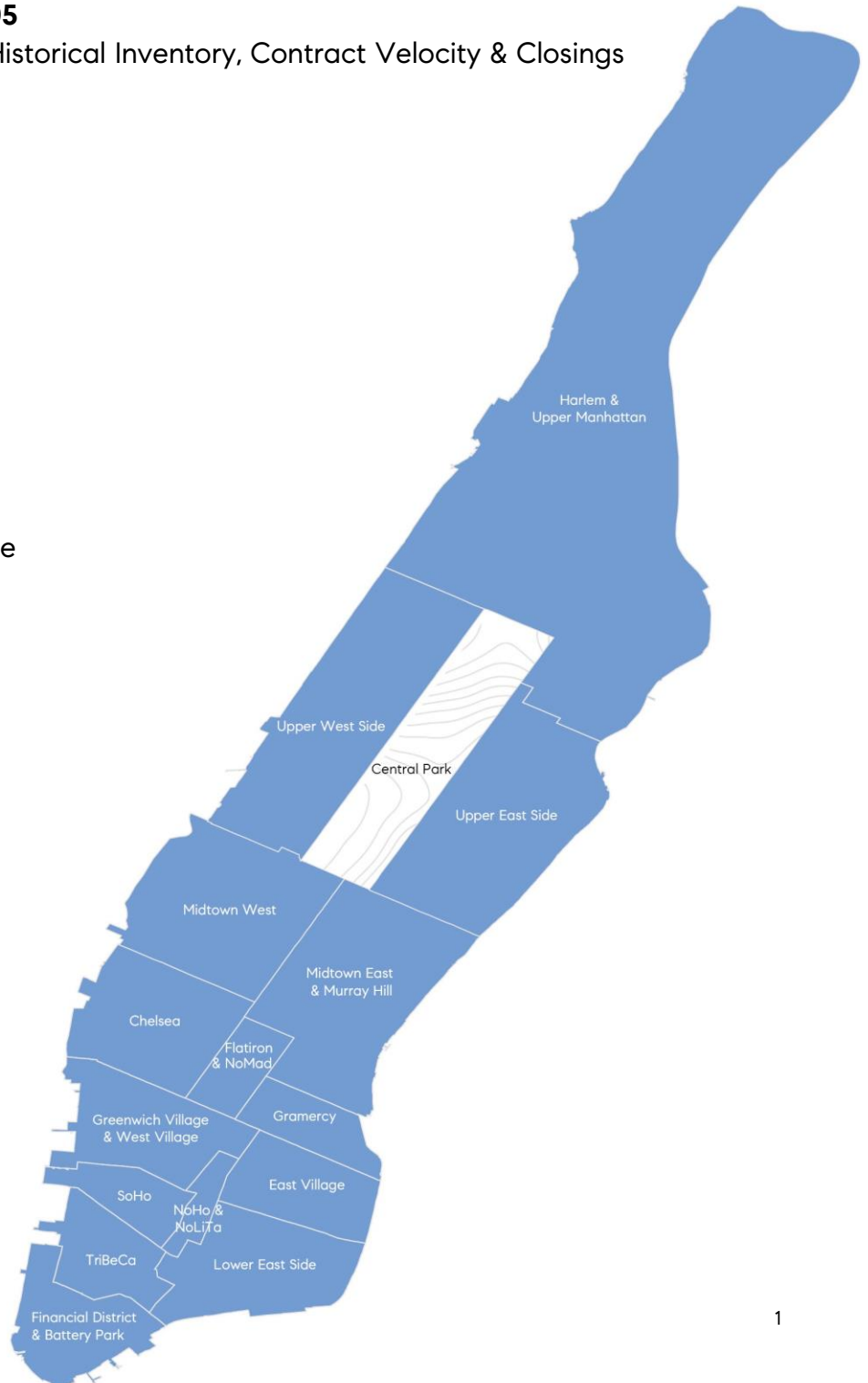
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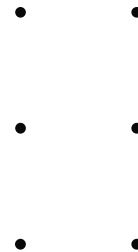
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# Executive Summary

## Manhattan Market

Highlighted throughout the next few pages are several key trends observed during the fourth quarter.



## Inventory

There were 6,597 active listings at the end of Q4 2018<sup>1</sup> in Manhattan, comprised of 3,517 condos (53%) and 3,080 co-ops (47%). Compared to 4,951 available units in Q4 2017, this quarter saw a 33% Y-o-Y increase primarily attributable to more condo resale listings in large buildings such as Atelier (58 units), 15 William (34 units) and Greenwich Club (23 units), as well as a few new development projects like the XI (21 units - launched in fall 2018) and One West End (21 units - up from 11 units in Q4 2017). Additionally, the total number of available co-ops rose 39% Y-o-Y (3,080 units) as 17 buildings listed 10 or more active units on market versus only 7 buildings in Q4 2017. All price segments exhibited double-digit increases with the below \$1M category showing the largest Y-o-Y rise at 55% compared to the same quarter last year. Although Q4 2018 inventory level was slightly lower than Q3 2018, this represented a moderate 5% seasonal adjustment.

Q4 2018 evolved into a pronounced buyer's market with noticeably increased available inventory coupled with a decreased median asking price of \$1.6M, down 11% Y-o-Y from \$1.8M in Q4 2017. Condo median asking price decreased 7% Y-o-Y to \$2.3M and co-op median asking price declined 15% Y-o-Y to \$975K, registering the lowest co-op median asking price since 2Q 2015. It is apparent that sellers became realistic regarding price expectations and accepted further discounts to seal the deal; we see these factors as positive signs for prospective buyers.

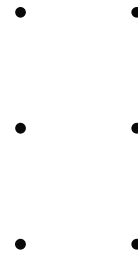
Among the 15 neighborhoods we analyzed, SoHo experienced the largest Y-o-Y percentage increase in the number of active listings at 83%, mainly due to a surge of new developments such as 565 Broome, 77 Charlton and Greenwich West. Contrastingly, the East Village was the only neighborhood showing a decrease in available units, a drop of 13% Y-o-Y compared to Q4 2017. Several new development projects were active on market at the end of last year, which also accounts for the largest Y-o-Y decline in the median asking price (-26% in 4Q 2018) to \$970K from \$1.3M in the same quarter last year. NoHo & Nolita experienced the largest Y-o-Y increase in median asking price (+33% to \$4.0M in Q4 2018), mainly attributable to inventory at the newly developed 40 Bleecker. Otherwise, only Harlem & Upper Manhattan and Upper West Side exhibited median asking price increases in Q4 2018, at +9% and +1% Y-o-Y, respectively.

<sup>1</sup>Q4 2018 inventory as of December 15, 2018

# Executive Summary

## Manhattan Market

Highlighted throughout the next few pages are several key trends observed during the fourth quarter.



## Contracts Signed

The overall number of contracts signed totaled 2,125 in Manhattan this quarter<sup>1</sup>, representing a 4% Y-o-Y decline compared to Q4 2017. The decline can be attributed to the 19% Y-o-Y decrease in the condo market and is moderately offset by the 9% Y-o-Y increase in the number of co-op contracts signed. The \$5M and below co-op market experienced healthy increases in Q4 2018 ranging from 7% to 13% Y-o-Y, where \$1M-\$3M category led the upswing by rising from 370 contracts in Q4 2017 to 419 in Q4 2018. The increase of lower-price-point co-op contracts indicated solid fundamental demand in this softening market as some buyers perceived condos to be unattainable in the current market and consequently turned to relatively cost-efficient co-ops for primary use. However, both condo and co-op contract performances at the high-end were weakened in Q4 2018 compared to the same quarter prior year, especially the \$10M+ price segment. Additionally, median days-on-market rose dramatically from 169 in Q4 2017 to 263 days this quarter. As of Q4 2018, there were 7.5 Months of Supply<sup>2</sup> to be absorbed in Manhattan, indicating a relatively balanced market.

In terms of median contract price<sup>3</sup>, the overall Manhattan market experienced a slight 2% decrease from \$1.2M to \$1.18M in Q4 2018. However, as we observed deep negotiability in the current market, we expect the final median closing price for these contracts may have a larger discount compared to the median last asking price tracked. Additionally, the overall median days-on-market increased from 72 days in Q4 2017 to 86 days this quarter, which could be interpreted as buyers exhibiting more caution while considering rising interest rates and a softening market.

Among the 15 neighborhoods we analyzed, Gramercy experienced a notable 85% Y-o-Y increase in its number of contracts signed as well as its median contract price, primarily attributable to bulk new development contracts including 200 E 21<sup>st</sup> (30 units last asking an average of \$2.7M) and The Tower at Gramercy Square (11 units last asking an average of \$3.1M). Contrastingly, TriBeCa exhibited a 44% Y-o-Y decrease to 55 contracts this quarter, mainly caused by a strong fourth quarter in the prior year as 91 Leonard reported 34 units in contract.

<sup>1</sup> Q4 2018 contracts signed as of December 15, 2018

<sup>2</sup> Months of Supply represents the number of active units divided by the number of contracts signed during the trailing 12 months, excluding shadow inventory. 6-9 months of supply indicates equilibrium, under 6 months indicates an under-supplied market, and over 9 months indicates an over-supplied market.

<sup>3</sup> Median contract price represents the last asking price of contracts signed and doesn't reflect taking price.

# Executive Summary

## Manhattan Market

Highlighted throughout the next few pages are several key trends observed during the fourth quarter.



## Closings

Total closings for Manhattan in Q4 2018<sup>1</sup> decreased 18% Y-o-Y from 2,579 in Q4 2017 to 2,115 units, consisting of 42% condos and 58% co-ops. The closing count of both property types underwent double-digit declines compared to the same quarter last year, -26% and -11% Y-o-Y, respectively. It is notable that all price segments experienced Y-o-Y decreases in the number of closings except for the \$10M+ category (+13% Y-o-Y to 45 transactions), primarily driven by clustered new development closings at long-awaited noteworthy projects such as 520 Park (12 units) and 220 Central Park South (8 units).

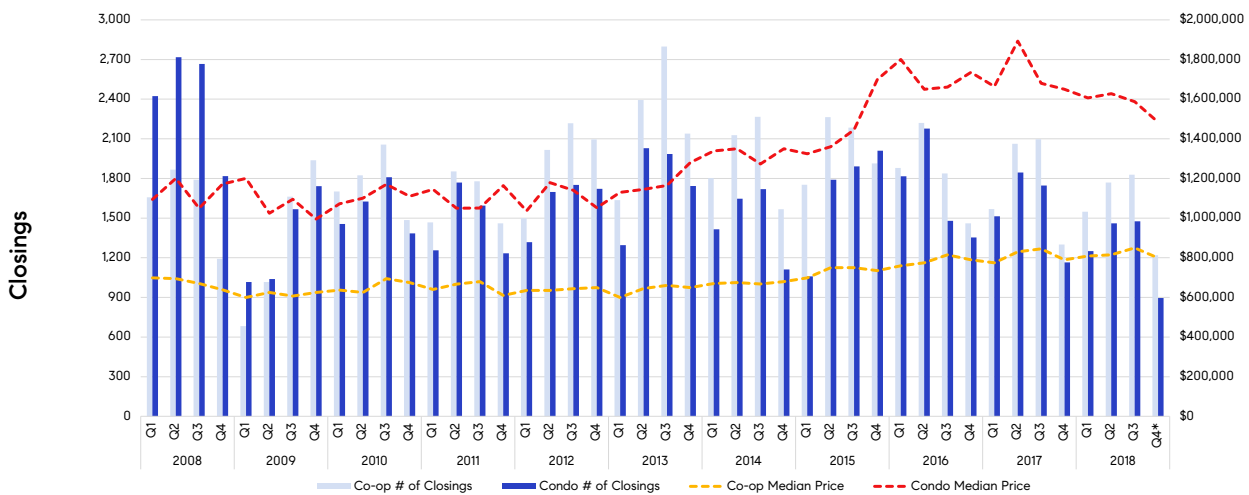
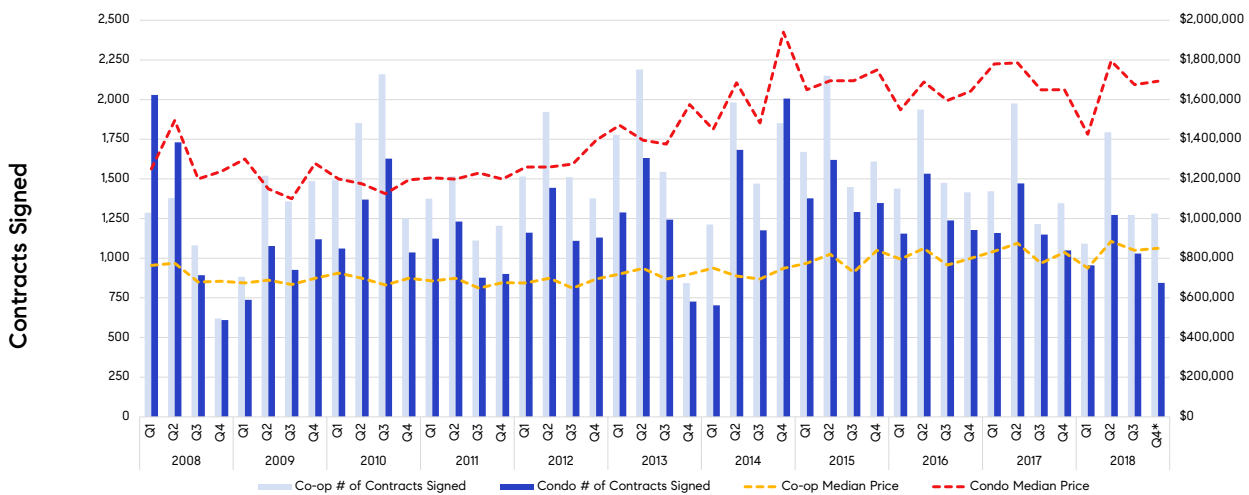
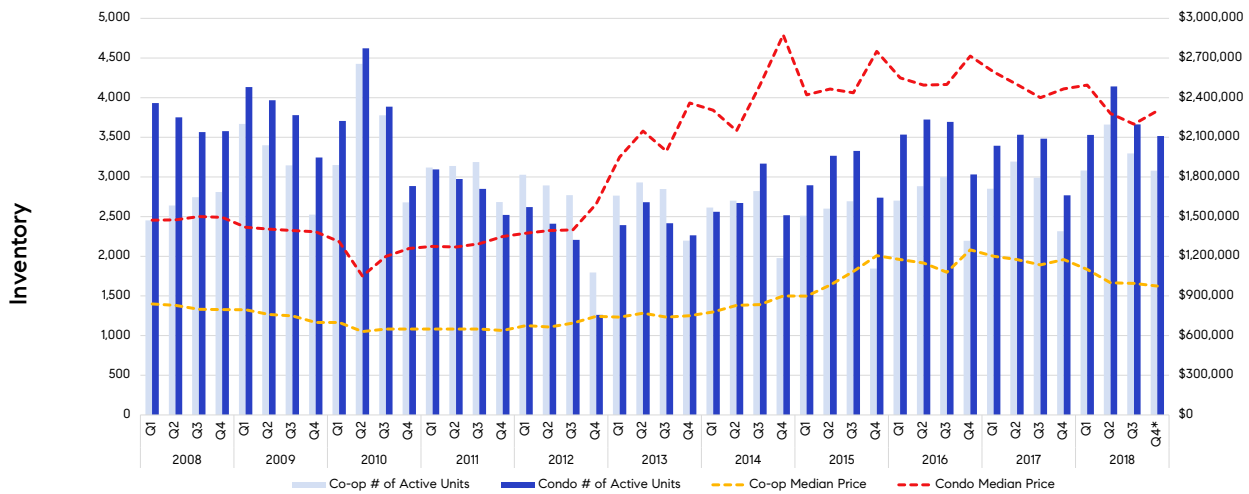
Despite the 20 ultra-luxury sales attracting headline news aforementioned, the median closing price still decreased 4% Y-o-Y to \$1.03M this quarter. Condo median closing price declined 9% Y-o-Y to \$1.48M, the first time dropping below \$1.5M since Q4 2015. The decline may be attributable to fewer clustered closings within aggressively-priced new developments and more efficient units being delivered at new projects with attainable price points. Overall median negotiability decreased from -3% in Q4 2017 to -5% this quarter as all price segments experienced deeper negotiability than Q4 2017. The below \$1M segment obtained the smallest median discount rate at -4% and the above \$10M segment reached 11% off the asking price. Pairing with increased negotiability, median days-on-market for closings increased from 81 days a year ago to 94 days this quarter, primarily driven by the \$5M+ price segments.

Among the 15 neighborhoods we analyzed, only TriBeCa exhibited noticeable increases in both the number of closings (+15% Y-o-Y) and median closing price (+26% Y-o-Y), primarily skewed up by the 12 closings at 111 Murray averaging \$6.2M and 5 closings at 70 Vestry averaging \$21.9M. However, Financial District & Battery Park saw a 42% Y-o-Y decrease in the number of closings to 77 transactions, mainly due to a strong fourth quarter in 2017 with 12 closings at 5 Beekman and 9 closings at 50 West.

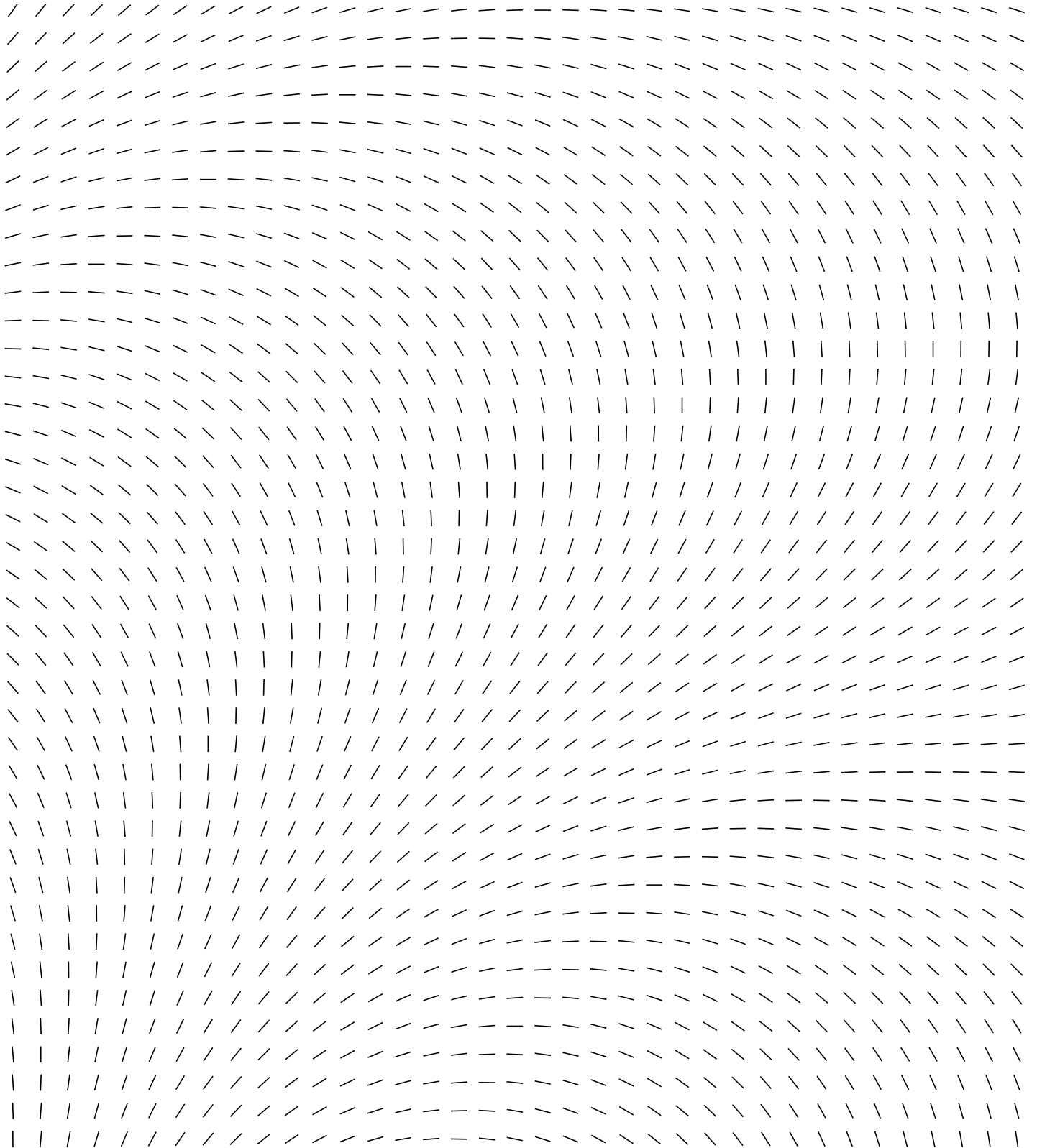
<sup>1</sup>Q4 2018 closings as of December 15, 2018

# Manhattan Condominium & Co-Op Overview

The charts below highlight 10 years of historical performance of inventory, contracts signed, and closings by quarter. *\*Please note all data below is as of 12/15/2018.*



# Neighborhood Snapshots

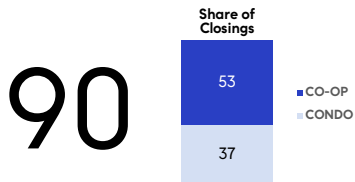


# Chelsea

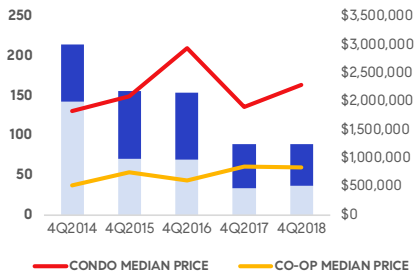
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

## Closings

Number of Total Closings



Closings - Last Five Years



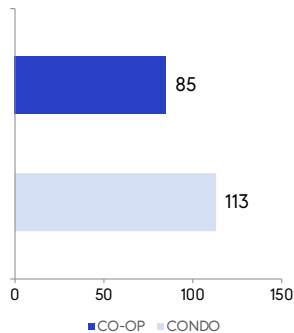
4Q2018 Price Metrics

**\$2,300,000**  
Median Condo Sales Price

**\$840,000**  
Median Co-Op Sales Price

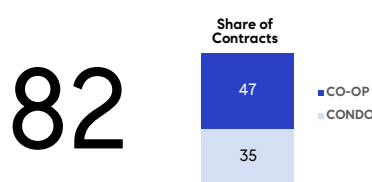
**\$1,669**  
Median Condo Sales PPSF

Median Days on Market

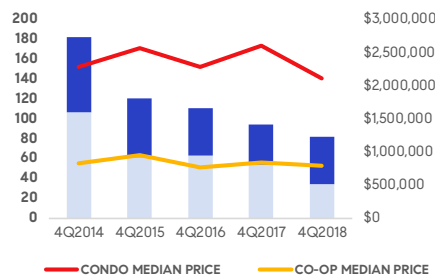


## Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years\*



\*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

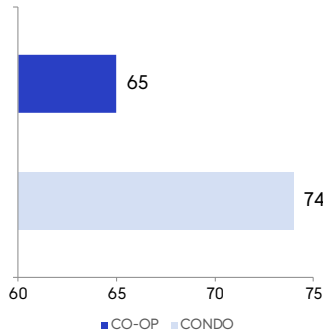
4Q2018 Price Metrics\*

**\$2,118,000**  
Median Condo Contract Price

**\$799,000**  
Median Co-Op Contract Price

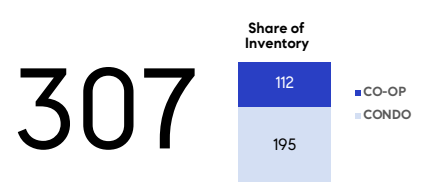
**\$1,643**  
Median Condo Contract PPSF

Median Days on Market

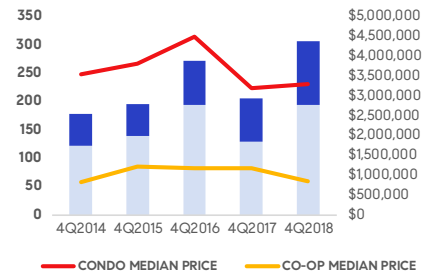


## Inventory

Number of Active Listings



Inventory - Last Five Years



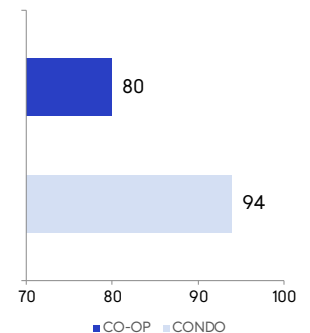
4Q2018 Price Metrics

**\$3,300,000**  
Median Condo Asking Price

**\$863,000**  
Median Co-Op Asking Price

**\$2,000**  
Median Condo Asking PPSF

Median Days on Market





# Chelsea Condominium & Co-Op Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Closings	37	34	8.8%	89	-58.4%
Median Price	\$2,300,000	\$1,915,000	20.1%	\$2,200,000	4.5%
Median PPSF	\$1,669	\$1,687	-1.1%	\$1,970	-15.3%
Median Days on Market	113	111	2.3%	99	14.1%
Median Negotiability	-7.3%	-6.2%	-	-4.2%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$810,000	\$650,000	24.6%	\$738,000	9.8%
1 BR	\$1,260,000	\$1,450,000	-13.1%	\$1,435,000	-12.2%
2 BR	\$2,302,000	\$2,235,000	3.0%	\$2,645,000	-13.0%
3 BR	\$4,125,000	\$4,300,000	-4.1%	\$3,525,000	17.0%
4 BR+	\$7,150,000	\$17,000,000	-57.9%	\$5,000,000	43.0%
<b>CO-OP</b>					
Number of Closings	53	56	-5.4%	60	-11.7%
Median Price	\$840,000	\$855,000	-1.8%	\$990,000	-15.2%
Median Days on Market	85	67	26.9%	67	27.8%
Median Negotiability	-5.0%	-1.6%	-	-2.5%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$608,000	\$599,000	1.5%	\$579,000	5.0%
1 BR	\$763,000	\$785,000	-2.8%	\$900,000	-15.2%
2 BR	\$1,470,000	\$1,288,000	14.1%	\$1,625,000	-9.5%
3 BR	\$3,475,000	\$3,365,000	3.3%	\$2,750,000	26.4%
4 BR+	-	\$5,744,000	-	\$7,075,000	-

# Chelsea Condominium & Co-Op Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
<b>Number of Contracts Signed*</b>	35	54	-35.2%	42	-16.7%
<b>Median Price (1)</b>	\$2,118,000	\$2,615,000	-19.0%	\$2,720,000	-22.1%
<b>Median PPSF (1)</b>	\$1,643	\$1,856	-11.5%	\$1,813	-9.4%
<b>Median Days on Market</b>	74	114	-35.1%	108	-31.5%
<b>Median Pricing Analysis by Bedroom Type (1):</b>					
Studio	\$788,000	\$735,000	7.2%	\$1,150,000	-31.5%
1 BR	\$1,315,000	\$1,600,000	-17.8%	\$1,338,000	-1.7%
2 BR	\$2,305,000	\$2,695,000	-14.5%	\$2,799,000	-17.6%
3 BR	\$3,850,000	\$3,999,000	-3.7%	\$4,700,000	-18.1%
4 BR+	\$4,498,000	\$5,873,000	-23.4%	\$9,000,000	-50.0%
<b>CO-OP</b>					
<b>Number of Contracts Signed</b>	47	41	14.6%	39	20.5%
<b>Median Price (1)</b>	\$799,000	\$850,000	-6.0%	\$825,000	-3.2%
<b>Median Days on Market</b>	65	81	-19.8%	76	-14.5%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$510,000	\$625,000	-18.4%	\$675,000	-24.4%
1 BR	\$875,000	\$840,000	4.2%	\$785,000	11.5%
2 BR	\$1,623,000	\$1,195,000	35.8%	\$1,500,000	8.2%
3 BR	-	-	-	\$3,243,000	-
4 BR+	-	-	-	-	-

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

\* 4Q2017 numbers have been adjusted to match the time period of the present quarter (data through December 15, 2017)

\* 3Q2018 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2018)

# Chelsea Condominium & Co-Op Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Active Listings	195	129	51.2%	204	-4.4%
Median Price	\$3,300,000	\$3,199,000	3.2%	\$2,873,000	14.9%
Median PPSF	\$2,000	\$2,006	-0.3%	\$2,023	-1.1%
Median Days on Market	94	115	-18.3%	105	-10.5%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$1,030,000	\$1,300,000	-20.8%	\$799,000	28.9%
1 BR	\$1,358,000	\$1,520,000	-10.7%	\$1,549,000	-12.3%
2 BR	\$2,650,000	\$2,985,000	-11.2%	\$2,738,000	-3.2%
3 BR	\$5,495,000	\$5,200,000	5.7%	\$5,295,000	3.8%
4 BR+	\$14,250,000	\$9,750,000	46.2%	\$12,475,000	14.2%
<b>CO-OP</b>					
Number of Active Listings	112	77	45.5%	114	-1.8%
Median Price	\$863,000	\$1,175,000	-26.6%	\$932,000	-7.4%
Median Days on Market	80	87	-8.0%	98	-18.4%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$540,000	\$550,000	-1.8%	\$537,000	0.6%
1 BR	\$855,000	\$985,000	-13.2%	\$915,000	-6.6%
2 BR	\$1,995,000	\$1,623,000	22.9%	\$1,595,000	25.1%
3 BR	\$2,995,000	\$4,750,000	-36.9%	\$4,295,000	-30.3%
4 BR+	\$6,150,000	\$7,000,000	-12.1%	\$5,900,000	4.2%

\* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	8.3	4.9

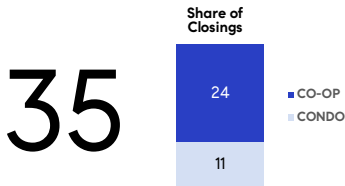
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

# East Village

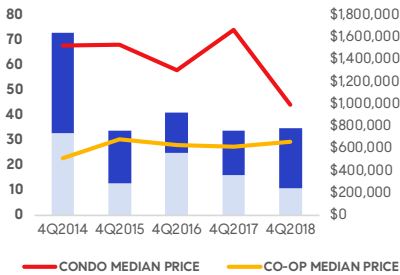
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

## Closings

Number of Total Closings



Closings - Last Five Years



### 4Q2018 Price Metrics

**\$999,000**

Median Condo Sales Price

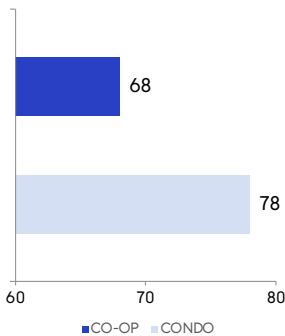
**\$660,000**

Median Co-Op Sales Price

**\$1,415**

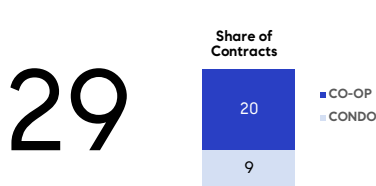
Median Condo Sales PPSF

### Median Days on Market

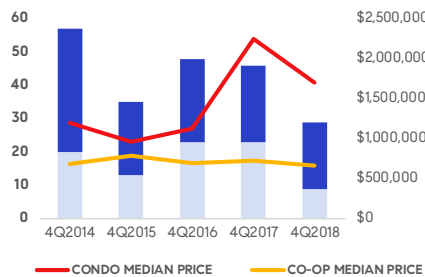


## Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years\*



\*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

### 4Q2018 Price Metrics\*

**\$1,700,000**

Median Condo Contract Price

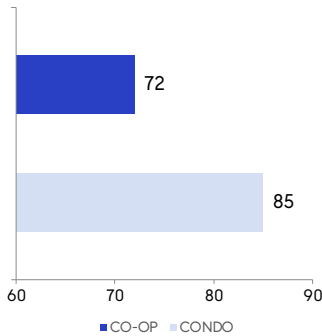
**\$659,000**

Median Co-Op Contract Price

**\$1,659**

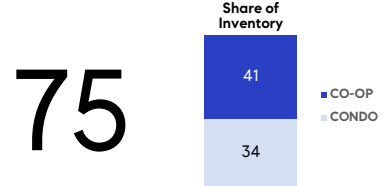
Median Condo Contract PPSF

### Median Days on Market

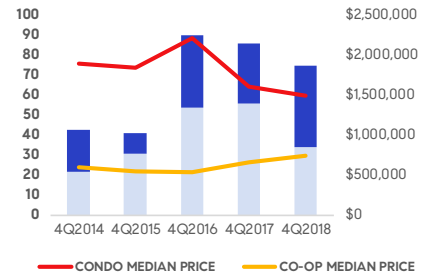


## Inventory

Number of Active Listings



Inventory - Last Five Years



### 4Q2018 Price Metrics

**\$1,497,000**

Median Condo Asking Price

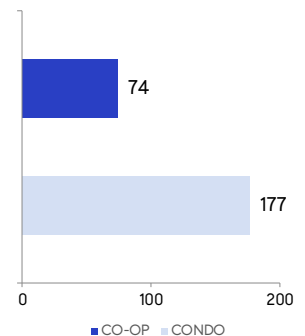
**\$750,000**

Median Co-Op Asking Price

**\$1,570**

Median Condo Asking PPSF

### Median Days on Market



# East Village Condominium & Co-Op Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Closings	11	16	-31.3%	28	-60.7%
Median Price	\$999,000	\$1,669,000	-40.1%	\$1,436,000	-30.4%
Median PPSF	\$1,415	\$1,633	-13.4%	\$1,892	-25.2%
Median Days on Market	78	163	-52.1%	49	59.2%
Median Negotiability	-1.9%	-6.7%	-	-1.2%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$685,000	\$749,000	-8.5%	\$1,080,000	-36.6%
1 BR	\$999,000	\$1,300,000	-23.2%	\$1,027,000	-2.7%
2 BR	\$1,265,000	\$1,878,000	-32.6%	\$2,228,000	-43.2%
3 BR	-	\$2,100,000	-	\$5,346,000	-
4 BR+	-	\$3,500,000	-	-	-
<b>CO-OP</b>					
Number of Closings	24	18	33.3%	30	-20.0%
Median Price	\$660,000	\$622,000	6.1%	\$790,000	-16.5%
Median Days on Market	68	88	-22.3%	35	94.3%
Median Negotiability	-4.1%	-5.1%	-	0.0%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$457,000	\$362,000	26.2%	\$447,000	2.2%
1 BR	\$615,000	\$523,000	17.6%	\$690,000	-10.9%
2 BR	\$756,000	\$849,000	-11.0%	\$1,320,000	-42.7%
3 BR	\$1,446,000	-	-	\$1,901,000	-23.9%
4 BR+	-	-	-	-	-

# East Village Condominium & Co-Op Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
<b>Number of Contracts Signed*</b>	9	23	-60.9%	12	-25.0%
<b>Median Price (1)</b>	\$1,700,000	\$2,250,000	-24.4%	\$1,288,000	32.0%
<b>Median PPSF (1)</b>	\$1,659	\$1,998	-17.0%	\$1,489	11.4%
<b>Median Days on Market</b>	85	96	-11.5%	252	-66.2%
<b>Median Pricing Analysis by Bedroom Type (1):</b>					
Studio	-	-	-	\$649,000	-
1 BR	\$1,098,000	\$1,151,000	-4.6%	\$1,046,000	5.0%
2 BR	\$1,775,000	\$2,425,000	-26.8%	\$1,785,000	-0.6%
3 BR	\$3,495,000	\$3,450,000	1.3%	\$2,750,000	27.1%
4 BR+	-	-	-	-	-
<b>CO-OP</b>					
<b>Number of Contracts Signed</b>	20	23	-13.0%	26	-23.1%
<b>Median Price (1)</b>	\$659,000	\$727,000	-9.4%	\$700,000	-5.9%
<b>Median Days on Market</b>	72	88	-17.7%	76	-5.3%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$427,000	\$425,000	0.5%	\$459,000	-7.0%
1 BR	\$550,000	\$539,000	2.0%	\$650,000	-15.4%
2 BR	\$895,000	\$839,000	6.7%	\$895,000	0.0%
3 BR	\$1,599,000	-	-	\$1,500,000	6.6%
4 BR+	-	-	-	-	-

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

\* 4Q2017 numbers have been adjusted to match the time period of the present quarter (data through December 15, 2017)

\* 3Q2018 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2018)

# East Village Condominium & Co-Op Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Active Listings	34	56	-39.3%	49	-30.6%
Median Price	\$1,497,000	\$1,608,000	-6.9%	\$1,629,000	-8.1%
Median PPSF	\$1,570	\$1,736	-9.5%	\$1,692	-7.2%
Median Days on Market	177	64	178.7%	103	71.8%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$649,000	\$780,000	-16.8%	\$824,000	-21.2%
1 BR	\$970,000	\$1,200,000	-19.2%	\$1,080,000	-10.2%
2 BR	\$1,795,000	\$2,095,000	-14.3%	\$2,038,000	-11.9%
3 BR	\$3,000,000	\$4,250,000	-29.4%	\$3,145,000	-4.6%
4 BR+	-	\$10,500,000	-	\$6,995,000	-
<b>CO-OP</b>					
Number of Active Listings	41	30	36.7%	38	7.9%
Median Price	\$750,000	\$659,000	13.8%	\$729,000	2.9%
Median Days on Market	74	128	-42.0%	88	-15.4%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$430,000	\$450,000	-4.4%	\$452,000	-4.9%
1 BR	\$675,000	\$659,000	2.4%	\$625,000	8.0%
2 BR	\$1,150,000	\$1,300,000	-11.5%	\$965,000	19.2%
3 BR	\$999,000	\$1,875,000	-46.7%	\$1,299,000	-23.1%
4 BR+	-	-	-	-	-

\* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	4.7	4.4

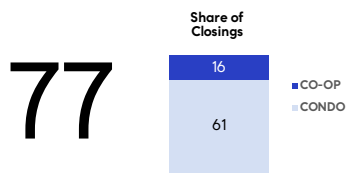
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

# Financial District & Battery Park

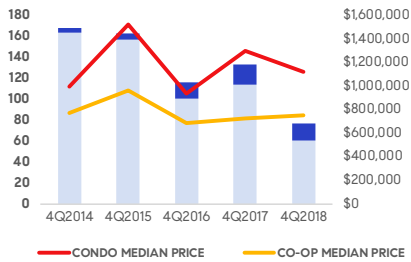
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

## Closings

### Number of Total Closings



### Closings - Last Five Years



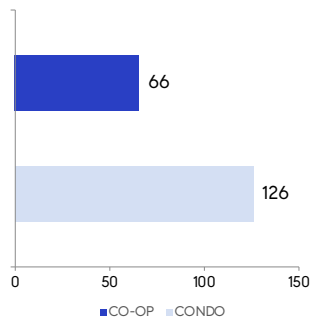
### 4Q2018 Price Metrics

**\$1,120,000**  
Median Condo Sales Price

**\$755,000**  
Median Co-Op Sales Price

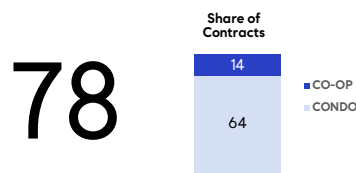
**\$1,328**  
Median Condo Sales PPSF

### Median Days on Market

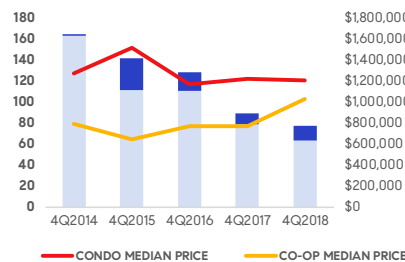


## Contracts

### Number of Contracts Signed



### Contracts Signed - Last Five Years\*



*\*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales*

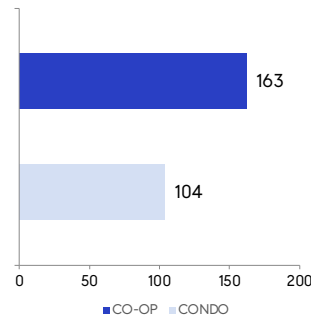
### 4Q2018 Price Metrics\*

**\$1,213,000**  
Median Condo Contract Price

**\$1,035,000**  
Median Co-Op Contract Price

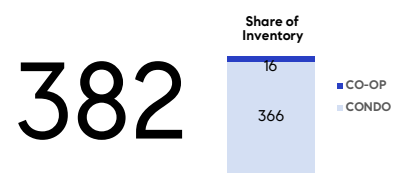
**\$1,248**  
Median Condo Contract PPSF

### Median Days on Market

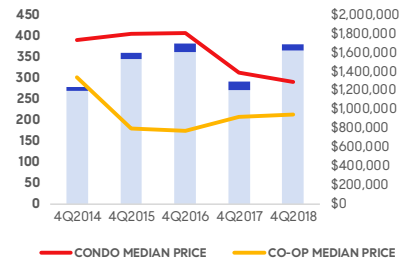


## Inventory

### Number of Active Listings



### Inventory - Last Five Years



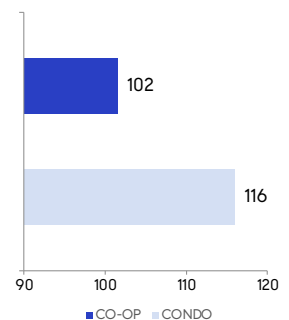
### 4Q2018 Price Metrics

**\$1,300,000**  
Median Condo Asking Price

**\$954,000**  
Median Co-Op Asking Price

**\$1,401**  
Median Condo Asking PPSF

### Median Days on Market





# Financial District & Battery Park Condominium & Co-Op Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Closings	61	114	-46.5%	85	-28.2%
Median Price	\$1,120,000	\$1,298,000	-13.7%	\$950,000	17.9%
Median PPSF	\$1,328	\$1,342	-1.1%	\$1,247	6.5%
Median Days on Market	126	97	29.9%	89	41.6%
Median Negotiability	-6.2%	-2.7%	-	-6.9%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$685,000	\$580,000	18.1%	\$714,000	-4.1%
1 BR	\$906,000	\$875,000	3.5%	\$895,000	1.2%
2 BR	\$1,610,000	\$1,953,000	-17.6%	\$1,948,000	-17.4%
3 BR	\$2,775,000	\$3,100,000	-10.5%	\$2,300,000	20.7%
4 BR+	\$5,423,000	\$5,625,000	-3.6%	\$3,820,000	42.0%
<b>CO-OP</b>					
Number of Closings	16	19	-15.8%	16	0.0%
Median Price	\$755,000	\$725,000	4.1%	\$739,000	2.2%
Median Days on Market	66	46	44.0%	39	70.1%
Median Negotiability	-6.9%	-0.3%	-	-0.8%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$625,000	\$500,000	25.0%	\$515,000	21.4%
1 BR	\$700,000	\$725,000	-3.4%	\$709,000	-1.3%
2 BR	\$1,100,000	\$1,895,000	-42.0%	\$1,150,000	-4.3%
3 BR	\$1,810,000	\$1,900,000	-4.7%	\$1,995,000	-9.3%
4 BR+	-	-	-	-	-

# Financial District & Battery Park Condominium & Co-Op Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
<b>Number of Contracts Signed*</b>	64	79	-19.0%	58	10.3%
<b>Median Price (1)</b>	\$1,213,000	\$1,225,000	-1.0%	\$1,182,000	2.6%
<b>Median PPSF (1)</b>	\$1,248	\$1,390	-10.2%	\$1,377	-9.4%
<b>Median Days on Market</b>	104	120	-13.3%	136	-23.2%
<b>Median Pricing Analysis by Bedroom Type (1):</b>					
Studio	\$599,000	\$725,000	-17.4%	\$774,000	-22.6%
1 BR	\$935,000	\$1,100,000	-15.0%	\$933,000	0.2%
2 BR	\$1,700,000	\$1,612,000	5.5%	\$1,700,000	0.0%
3 BR	\$2,495,000	\$3,275,000	-23.8%	\$2,775,000	-10.1%
4 BR+	\$8,850,000	\$5,370,000	64.8%	-	-
<b>CO-OP</b>					
<b>Number of Contracts Signed</b>	14	11	27.3%	11	27.3%
<b>Median Price (1)</b>	\$1,035,000	\$775,000	33.5%	\$799,000	29.5%
<b>Median Days on Market</b>	163	46	253.3%	67	142.5%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$549,000	\$549,000	0.0%	\$545,000	0.7%
1 BR	\$713,000	\$735,000	-3.0%	\$725,000	-1.7%
2 BR	\$1,150,000	\$1,125,000	2.2%	\$1,325,000	-13.2%
3 BR	\$2,563,000	-	-	\$1,750,000	46.5%
4 BR+	\$2,395,000	-	-	-	-

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

\* 4Q2017 numbers have been adjusted to match the time period of the present quarter (data through December 15, 2017)

\* 3Q2018 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2018)

# Financial District & Battery Park Condominium & Co-Op Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Active Listings	366	273	34.1%	402	-9.0%
Median Price	\$1,300,000	\$1,395,000	-6.8%	\$1,295,000	0.4%
Median PPSF	\$1,401	\$1,468	-4.6%	\$1,414	-0.9%
Median Days on Market	116	130	-10.8%	128	-9.0%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$737,000	\$825,000	-10.7%	\$750,000	-1.7%
1 BR	\$1,099,000	\$1,235,000	-11.0%	\$1,130,000	-2.7%
2 BR	\$1,995,000	\$2,000,000	-0.2%	\$1,950,000	2.3%
3 BR	\$3,300,000	\$3,400,000	-2.9%	\$3,547,000	-7.0%
4 BR+	\$6,370,000	\$5,995,000	6.3%	\$5,950,000	7.1%
<b>CO-OP</b>					
Number of Active Listings	16	19	-15.8%	32	-50.0%
Median Price	\$954,000	\$925,000	3.1%	\$1,099,000	-13.2%
Median Days on Market	102	101	0.5%	82	24.5%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	-	\$507,000	-	\$474,000	-
1 BR	\$775,000	\$845,000	-8.3%	\$792,000	-2.1%
2 BR	\$1,049,000	\$1,059,000	-0.9%	\$1,150,000	-8.8%
3 BR	\$2,395,000	\$1,695,000	41.3%	\$3,073,000	-22.1%
4 BR+	-	-	-	\$2,395,000	-

\* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	13.1	6.9

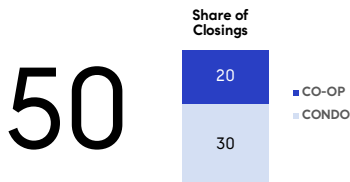
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

# Flatiron & NoMad

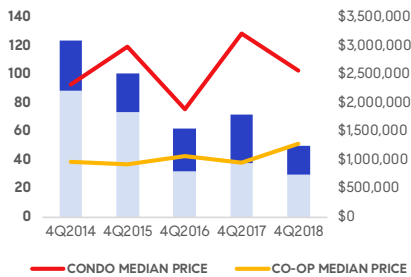
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

## Closings

### Number of Total Closings



### Closings - Last Five Years



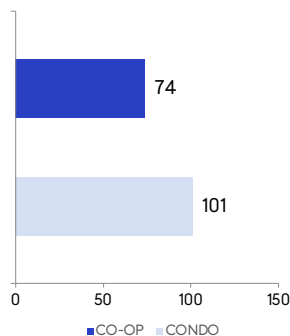
### 4Q2018 Price Metrics

**\$2,568,000**  
Median Condo Sales Price

**\$1,290,000**  
Median Co-Op Sales Price

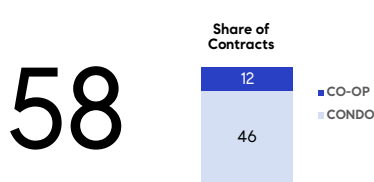
**\$1,925**  
Median Condo Sales PPSF

### Median Days on Market

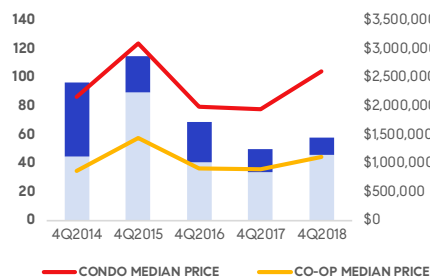


## Contracts

### Number of Contracts Signed



### Contracts Signed - Last Five Years\*



*\*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales*

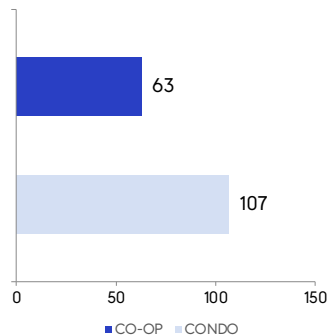
### 4Q2018 Price Metrics\*

**\$2,611,000**  
Median Condo Contract Price

**\$1,118,000**  
Median Co-Op Contract Price

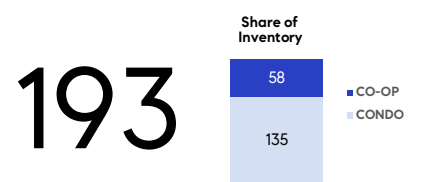
**\$1,874**  
Median Condo Contract PPSF

### Median Days on Market

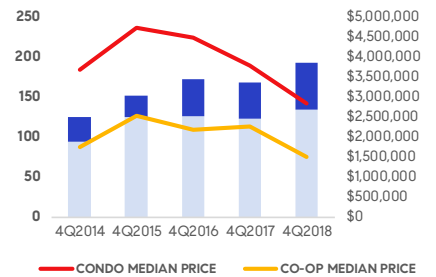


## Inventory

### Number of Active Listings



### Inventory - Last Five Years



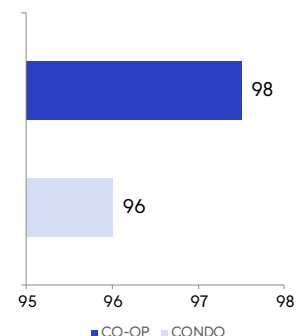
### 4Q2018 Price Metrics

**\$2,849,000**  
Median Condo Asking Price

**\$1,523,000**  
Median Co-Op Asking Price

**\$2,041**  
Median Condo Asking PPSF

### Median Days on Market



# Flatiron & NoMad Condominium & Co-Op Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Closings	30	38	-21.1%	33	-9.1%
Median Price	\$2,568,000	\$3,213,000	-20.1%	\$2,700,000	-4.9%
Median PPSF	\$1,925	\$2,003	-3.9%	\$1,888	2.0%
Median Days on Market	101	83	21.7%	66	54.2%
Median Negotiability	-5.0%	-4.3%	-	-5.7%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$1,025,000	-	-	\$1,100,000	-6.8%
1 BR	\$1,330,000	\$1,780,000	-25.3%	\$1,375,000	-3.3%
2 BR	\$2,719,000	\$3,050,000	-10.9%	\$2,825,000	-3.8%
3 BR	\$4,850,000	\$5,613,000	-13.6%	\$4,100,000	18.3%
4 BR+	\$13,250,000	\$15,281,000	-13.3%	\$5,800,000	128.4%
<b>CO-OP</b>					
Number of Closings	20	34	-41.2%	26	-23.1%
Median Price	\$1,290,000	\$953,000	35.4%	\$1,024,000	26.0%
Median Days on Market	74	69	7.2%	65	14.7%
Median Negotiability	-5.1%	-3.2%	-	-3.3%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$631,000	\$580,000	8.8%	\$586,000	7.7%
1 BR	\$728,000	\$925,000	-21.3%	\$923,000	-21.1%
2 BR	\$1,875,000	\$2,233,000	-16.0%	\$1,550,000	21.0%
3 BR	\$2,250,000	\$2,620,000	-14.1%	\$4,190,000	-46.3%
4 BR+	\$2,500,000	-	-	\$6,075,000	-58.8%

# Flatiron & NoMad Condominium & Co-Op Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
<b>Number of Contracts Signed*</b>	46	34	35.3%	35	31.4%
<b>Median Price (1)</b>	\$2,611,000	\$1,950,000	33.9%	\$2,250,000	16.0%
<b>Median PPSF (1)</b>	\$1,874	\$1,936	-3.2%	\$2,228	-15.9%
<b>Median Days on Market</b>	107	123	-13.0%	121	-11.2%
<b>Median Pricing Analysis by Bedroom Type (1):</b>					
Studio	\$1,195,000	\$589,000	102.9%	\$795,000	50.3%
1 BR	\$1,588,000	\$1,790,000	-11.3%	\$1,420,000	11.8%
2 BR	\$3,025,000	\$2,395,000	26.3%	\$3,600,000	-16.0%
3 BR	\$4,225,000	\$5,032,000	-16.0%	\$5,598,000	-24.5%
4 BR+	\$5,995,000	\$7,995,000	-25.0%	\$7,313,000	-18.0%
<b>CO-OP</b>					
<b>Number of Contracts Signed</b>	12	16	-25.0%	22	-45.5%
<b>Median Price (1)</b>	\$1,118,000	\$907,000	23.3%	\$1,425,000	-21.5%
<b>Median Days on Market</b>	63	64	-0.8%	89	-28.8%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$515,000	\$579,000	-11.1%	\$550,000	-6.4%
1 BR	\$949,000	\$902,000	5.2%	\$822,000	15.5%
2 BR	\$1,547,000	\$1,597,000	-3.1%	\$1,823,000	-15.1%
3 BR	\$2,723,000	\$5,123,000	-46.8%	\$2,425,000	12.3%
4 BR+	-	-	-	\$2,850,000	-

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

\* 4Q2017 numbers have been adjusted to match the time period of the present quarter (data through December 15, 2017)

\* 3Q2018 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2018)

# Flatiron & NoMad Condominium & Co-Op Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Active Listings	135	123	9.8%	148	-8.8%
Median Price	\$2,849,000	\$3,800,000	-25.0%	\$2,850,000	0.0%
Median PPSF	\$2,041	\$2,290	-10.9%	\$2,111	-3.3%
Median Days on Market	96	115	-16.5%	105	-8.1%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$999,000	\$930,000	7.4%	\$1,125,000	-11.2%
1 BR	\$1,625,000	\$1,815,000	-10.5%	\$1,750,000	-7.1%
2 BR	\$2,800,000	\$3,125,000	-10.4%	\$2,870,000	-2.4%
3 BR	\$5,347,000	\$6,125,000	-12.7%	\$6,950,000	-23.1%
4 BR+	\$15,498,000	\$18,600,000	-16.7%	\$14,675,000	5.6%
<b>CO-OP</b>					
Number of Active Listings	58	46	26.1%	56	3.6%
Median Price	\$1,523,000	\$2,275,000	-33.1%	\$1,713,000	-11.1%
Median Days on Market	98	94	4.3%	98	-0.5%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$599,000	\$611,000	-2.0%	\$589,000	1.7%
1 BR	\$880,000	\$963,000	-8.6%	\$924,000	-4.8%
2 BR	\$1,795,000	\$2,249,000	-20.2%	\$2,013,000	-10.8%
3 BR	\$3,723,000	\$3,500,000	6.4%	\$3,963,000	-6.1%
4 BR+	\$6,995,000	\$4,203,000	66.4%	\$6,048,000	15.7%

\* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	7.8	6.9

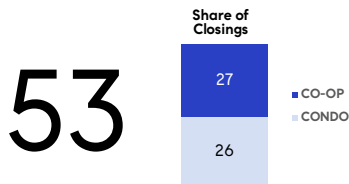
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# Gramercy

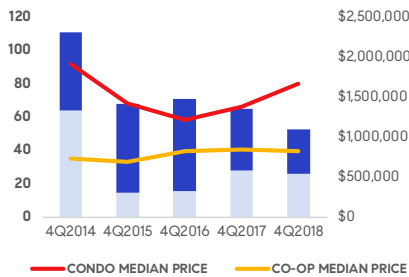
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

## Closings

Number of Total Closings



Closings - Last Five Years



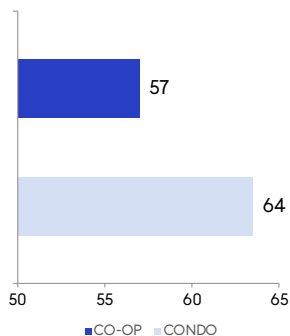
4Q2018 Price Metrics

**\$1,667,000**  
Median Condo Sales Price

**\$825,000**  
Median Co-Op Sales Price

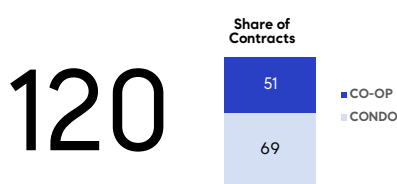
**\$1,929**  
Median Condo Sales PPSF

Median Days on Market

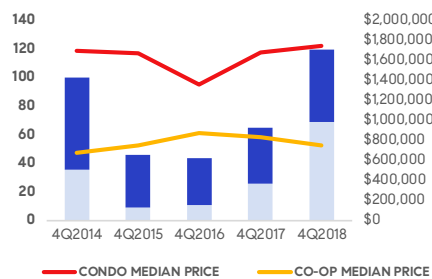


## Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years



*\*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales*

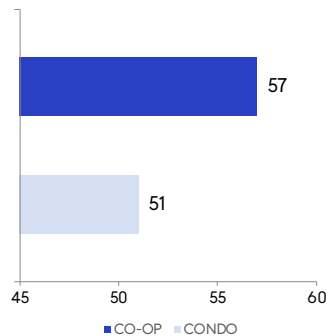
4Q2018 Price Metrics\*

**\$1,750,000**  
Median Condo Contract Price

**\$750,000**  
Median Co-Op Contract Price

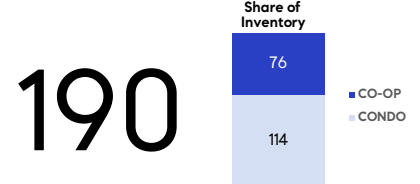
**\$2,027**  
Median Condo Contract PPSF

Median Days on Market

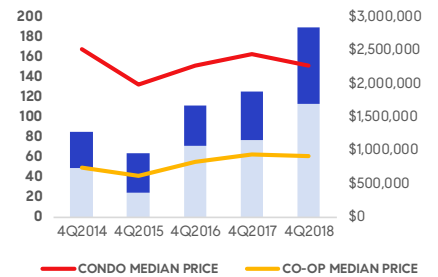


## Inventory

Number of Active Listings



Inventory - Last Five Years



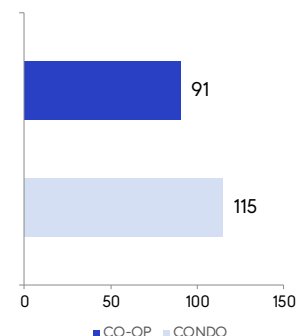
4Q2018 Price Metrics

**\$2,275,000**  
Median Condo Asking Price

**\$925,000**  
Median Co-Op Asking Price

**\$1,998**  
Median Condo Asking PPSF

Median Days on Market





# Gramercy Condominium & Co-Op Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Closings	26	28	-7.1%	43	-39.5%
Median Price	\$1,667,000	\$1,383,000	20.5%	\$1,680,000	-0.8%
Median PPSF	\$1,929	\$1,719	12.2%	\$2,035	-5.2%
Median Days on Market	64	68	-6.6%	104	-38.9%
Median Negotiability	-0.8%	0.0%	-	0.0%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$1,028,000	\$781,000	31.6%	\$1,082,000	-5.0%
1 BR	\$1,490,000	\$1,210,000	23.1%	\$1,573,000	-5.3%
2 BR	\$2,430,000	\$2,123,000	14.5%	\$2,493,000	-2.5%
3 BR	\$2,798,000	\$2,525,000	10.8%	\$1,620,000	72.7%
4 BR+	\$6,420,000	\$4,200,000	52.9%	-	-
<b>CO-OP</b>					
Number of Closings	27	37	-27.0%	52	-48.1%
Median Price	\$825,000	\$854,000	-3.4%	\$780,000	5.8%
Median Days on Market	57	39	46.2%	52	10.7%
Median Negotiability	-2.9%	0.0%	-	-2.1%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$485,000	\$525,000	-7.6%	\$475,000	2.1%
1 BR	\$845,000	\$857,000	-1.4%	\$781,000	8.2%
2 BR	\$1,375,000	\$1,463,000	-6.0%	\$1,365,000	0.7%
3 BR	\$2,185,000	\$2,473,000	-11.6%	\$2,395,000	-8.8%
4 BR+	\$7,600,000	-	-	-	-

# Gramercy Condominium & Co-Op Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
<b>Number of Contracts Signed*</b>	69	26	165.4%	64	7.8%
<b>Median Price (1)</b>	\$1,750,000	\$1,685,000	3.9%	\$1,783,000	-1.9%
<b>Median PPSF (1)</b>	\$2,027	\$2,047	-1.0%	\$2,119	-4.4%
<b>Median Days on Market</b>	51	47	8.5%	342	-85.1%
<b>Median Pricing Analysis by Bedroom Type (1):</b>					
Studio	\$1,298,000	\$1,047,000	24.0%	\$1,295,000	0.2%
1 BR	\$1,558,000	\$1,400,000	11.3%	\$1,750,000	-11.0%
2 BR	\$2,895,000	\$2,325,000	24.5%	\$3,040,000	-4.8%
3 BR	\$3,985,000	\$3,600,000	10.7%	\$5,655,000	-29.5%
4 BR+	\$6,060,000	\$5,893,000	2.8%	\$6,795,000	-10.8%
<b>CO-OP</b>					
<b>Number of Contracts Signed</b>	51	39	30.8%	32	59.4%
<b>Median Price (1)</b>	\$750,000	\$835,000	-10.2%	\$677,000	10.8%
<b>Median Days on Market</b>	57	38	50.0%	65	-12.3%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$495,000	\$523,000	-5.4%	\$479,000	3.3%
1 BR	\$825,000	\$795,000	3.8%	\$680,000	21.3%
2 BR	\$1,248,000	\$1,375,000	-9.2%	\$1,495,000	-16.5%
3 BR	\$3,123,000	\$2,400,000	30.1%	\$2,395,000	30.4%
4 BR+	\$5,575,000	-	-	-	-

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

\* 4Q2017 numbers have been adjusted to match the time period of the present quarter (data through December 15, 2017)

\* 3Q2018 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2018)

# Gramercy Condominium & Co-Op Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Active Listings	114	77	48.1%	98	16.3%
Median Price	\$2,275,000	\$2,450,000	-7.1%	\$2,110,000	7.8%
Median PPSF	\$1,998	\$2,077	-3.8%	\$2,042	-2.2%
Median Days on Market	115	100	15.0%	151	-23.6%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$1,025,000	\$1,245,000	-17.7%	\$1,040,000	-1.4%
1 BR	\$1,435,000	\$1,475,000	-2.7%	\$1,413,000	1.6%
2 BR	\$2,580,000	\$2,905,000	-11.2%	\$2,663,000	-3.1%
3 BR	\$4,380,000	\$4,430,000	-1.1%	\$4,600,000	-4.8%
4 BR+	\$7,320,000	\$9,120,000	-19.7%	\$7,245,000	1.0%
<b>CO-OP</b>					
Number of Active Listings	76	49	55.1%	101	-24.8%
Median Price	\$925,000	\$949,000	-2.5%	\$847,000	9.2%
Median Days on Market	91	87	4.0%	79	14.6%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$519,000	\$540,000	-3.9%	\$535,000	-3.0%
1 BR	\$795,000	\$835,000	-4.8%	\$832,000	-4.4%
2 BR	\$1,799,000	\$2,698,000	-33.3%	\$1,685,000	6.8%
3 BR	\$2,599,000	\$2,860,000	-9.1%	\$2,695,000	-3.6%
4 BR+	\$8,900,000	\$9,000,000	-1.1%	\$4,995,000	78.2%

\* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	5.9	4.3

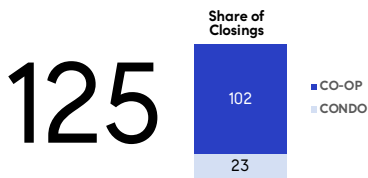
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

# Greenwich Village & West Village

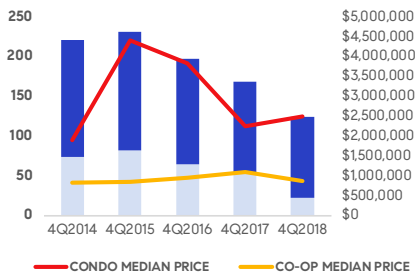
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

## Closings

### Number of Total Closings



### Closings - Last Five Years



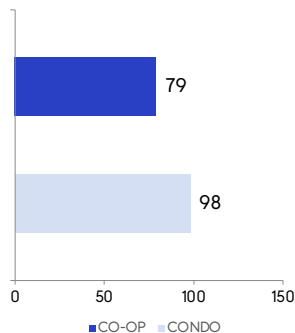
### 4Q2018 Price Metrics

**\$2,500,000**  
Median Condo Sales Price

**\$866,000**  
Median Co-Op Sales Price

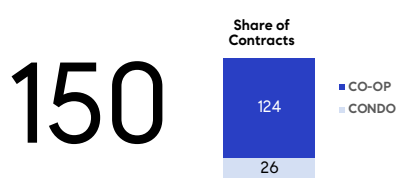
**\$1,815**  
Median Condo Sales PPSF

### Median Days on Market

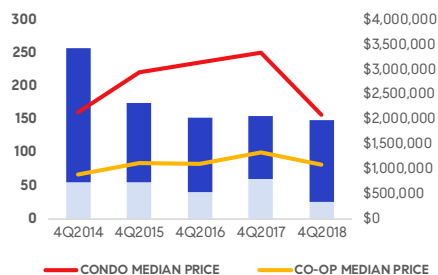


## Contracts

### Number of Contracts Signed



### Contracts Signed - Last Five Years



*\*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales*

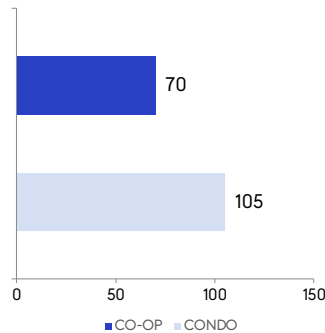
### 4Q2018 Price Metrics\*

**\$2,100,000**  
Median Condo Contract Price

**\$1,092,000**  
Median Co-Op Contract Price

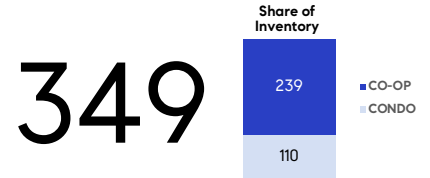
**\$1,839**  
Median Condo Contract PPSF

### Median Days on Market

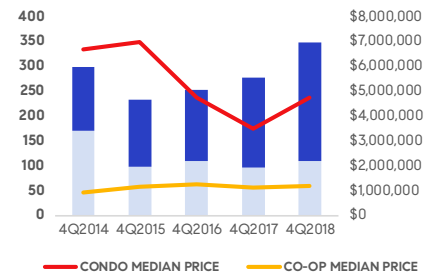


## Inventory

### Number of Active Listings



### Inventory - Last Five Years



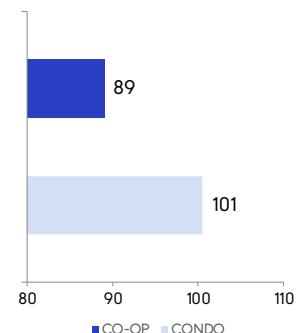
### 4Q2018 Price Metrics

**\$4,763,000**  
Median Condo Asking Price

**\$1,200,000**  
Median Co-Op Asking Price

**\$2,577**  
Median Condo Asking PPSF

### Median Days on Market



# Greenwich Village & West Village Condominium & Co-Op Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Closings	23	55	-58.2%	56	-58.9%
Median Price	\$2,500,000	\$2,250,000	11.1%	\$3,403,000	-26.5%
Median PPSF	\$1,815	\$2,283	-20.5%	\$2,493	-27.2%
Median Days on Market	98	72	36.1%	65	50.8%
Median Negotiability	-5.7%	-3.1%	-	-0.8%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$913,000	\$990,000	-7.8%	\$1,050,000	-13.0%
1 BR	\$1,483,000	\$1,455,000	1.9%	\$1,491,000	-0.5%
2 BR	\$2,750,000	\$3,475,000	-20.9%	\$3,275,000	-16.0%
3 BR	\$7,229,000	\$7,695,000	-6.1%	\$6,734,000	7.4%
4 BR+	\$4,325,000	\$8,400,000	-48.5%	\$12,900,000	-66.5%
<b>CO-OP</b>					
Number of Closings	102	114	-10.5%	172	-40.7%
Median Price	\$866,000	\$1,100,000	-21.3%	\$999,000	-13.3%
Median Days on Market	79	61	30.6%	65	21.5%
Median Negotiability	-4.4%	-2.5%	-	-4.2%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$586,000	\$620,000	-5.5%	\$525,000	11.6%
1 BR	\$885,000	\$1,060,000	-16.5%	\$965,000	-8.3%
2 BR	\$2,025,000	\$2,313,000	-12.5%	\$1,867,000	8.5%
3 BR	\$2,200,000	\$2,705,000	-18.7%	\$3,125,000	-29.6%
4 BR+	\$7,190,000	\$5,240,000	37.2%	\$8,025,000	-10.4%

# Greenwich Village & West Village Condominium & Co-Op Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
<b>Number of Contracts Signed*</b>	26	61	-57.4%	22	18.2%
<b>Median Price (1)</b>	\$2,100,000	\$3,350,000	-37.3%	\$2,313,000	-9.2%
<b>Median PPSF (1)</b>	\$1,839	\$2,355	-21.9%	\$2,029	-9.3%
<b>Median Days on Market</b>	105	91	15.4%	98	7.1%
<b>Median Pricing Analysis by Bedroom Type (1):</b>					
Studio	\$940,000	\$1,093,000	-14.0%	\$969,000	-3.0%
1 BR	\$1,495,000	\$1,450,000	3.1%	\$1,895,000	-21.1%
2 BR	\$2,350,000	\$3,450,000	-31.9%	\$2,850,000	-17.5%
3 BR	\$5,942,000	\$4,553,000	30.5%	\$15,450,000	-61.5%
4 BR+	-	\$10,850,000	-	\$4,572,000	-
<b>CO-OP</b>					
<b>Number of Contracts Signed</b>	124	95	30.5%	94	31.9%
<b>Median Price (1)</b>	\$1,092,000	\$1,350,000	-19.1%	\$1,050,000	4.0%
<b>Median Days on Market</b>	70	64	9.4%	87	-19.5%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$545,000	\$618,000	-11.8%	\$575,000	-5.2%
1 BR	\$963,000	\$1,150,000	-16.3%	\$949,000	1.5%
2 BR	\$2,098,000	\$1,895,000	10.7%	\$1,825,000	15.0%
3 BR	\$3,995,000	\$3,848,000	3.8%	\$2,850,000	40.2%
4 BR+	\$4,698,000	\$5,223,000	-10.1%	\$8,353,000	-43.8%

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

\* 4Q2017 numbers have been adjusted to match the time period of the present quarter (data through December 15, 2017)

\* 3Q2018 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2018)

# Greenwich Village & West Village Condominium & Co-Op Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Active Listings	110	97	13.4%	122	-9.8%
Median Price	\$4,763,000	\$3,500,000	36.1%	\$4,395,000	8.4%
Median PPSF	\$2,577	\$2,381	8.2%	\$2,554	0.9%
Median Days on Market	101	179	-43.9%	118	-14.8%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$1,885,000	\$1,550,000	21.6%	\$999,000	88.7%
1 BR	\$1,583,000	\$1,795,000	-11.8%	\$1,495,000	5.9%
2 BR	\$3,250,000	\$3,400,000	-4.4%	\$3,500,000	-7.1%
3 BR	\$6,900,000	\$5,495,000	25.6%	\$6,900,000	0.0%
4 BR+	\$15,500,000	\$11,950,000	29.7%	\$15,375,000	0.8%
<b>CO-OP</b>					
Number of Active Listings	239	182	31.3%	264	-9.5%
Median Price	\$1,200,000	\$1,149,000	4.4%	\$1,100,000	9.1%
Median Days on Market	89	89	0.0%	92	-3.3%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$595,000	\$597,000	-0.3%	\$555,000	7.2%
1 BR	\$977,000	\$980,000	-0.3%	\$1,083,000	-9.8%
2 BR	\$2,225,000	\$2,350,000	-5.3%	\$2,263,000	-1.7%
3 BR	\$3,995,000	\$3,895,000	2.6%	\$4,075,000	-2.0%
4 BR+	\$7,473,000	\$7,475,000	0.0%	\$5,223,000	43.1%

\* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	6.0	4.7

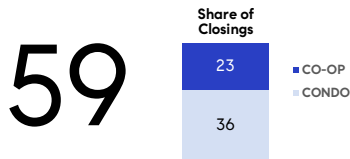
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

# Lower East Side

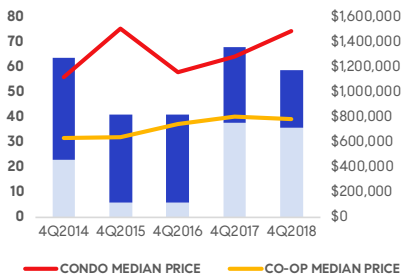
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

## Closings

Number of Total Closings



Closings - Last Five Years



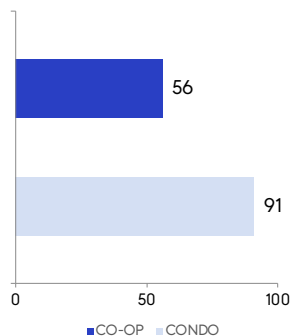
4Q2018 Price Metrics

**\$1,493,000**  
Median Condo Sales Price

**\$785,000**  
Median Co-Op Sales Price

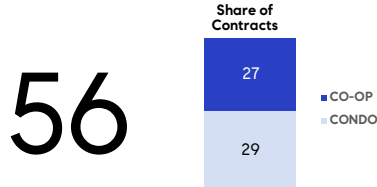
**\$1,638**  
Median Condo Sales PPSF

Median Days on Market

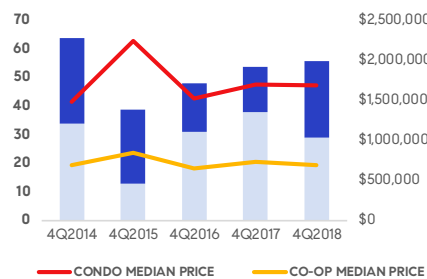


## Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years\*



*\*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales*

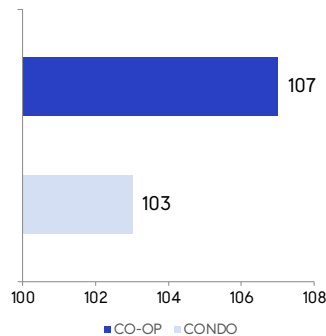
4Q2018 Price Metrics\*

**\$1,695,000**  
Median Condo Contract Price

**\$699,000**  
Median Co-Op Contract Price

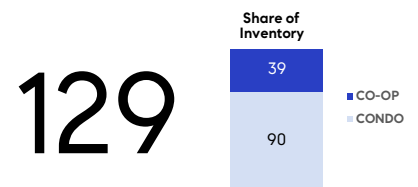
**\$2,016**  
Median Condo Contract PPSF

Median Days on Market

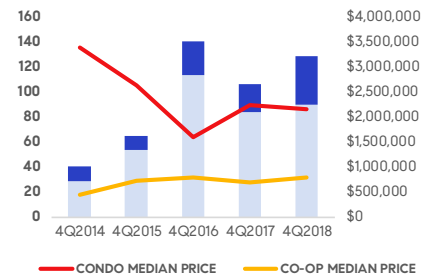


## Inventory

Number of Active Listings



Inventory - Last Five Years



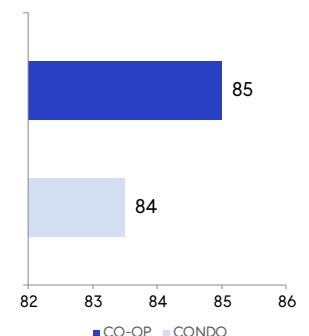
4Q2018 Price Metrics

**\$2,169,000**  
Median Condo Asking Price

**\$795,000**  
Median Co-Op Asking Price

**\$1,938**  
Median Condo Asking PPSF

Median Days on Market





# Lower East Side Condominium & Co-Op Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Closings	36	38	-5.3%	50	-28.0%
Median Price	\$1,493,000	\$1,284,000	16.3%	\$1,851,000	-19.3%
Median PPSF	\$1,638	\$2,021	-18.9%	\$1,820	-10.0%
Median Days on Market	91	98	-7.1%	116	-21.2%
Median Negotiability	-8.8%	-4.2%	-	-1.0%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$737,000	\$550,000	34.0%	\$600,000	22.8%
1 BR	\$966,000	\$781,000	23.7%	\$1,556,000	-37.9%
2 BR	\$2,350,000	\$2,243,000	4.8%	\$2,590,000	-9.3%
3 BR	\$2,963,000	\$7,750,000	-61.8%	\$3,267,000	-9.3%
4 BR+	\$3,810,000	\$16,000,000	-76.2%	-	-
<b>CO-OP</b>					
Number of Closings	23	30	-23.3%	28	-17.9%
Median Price	\$785,000	\$809,000	-3.0%	\$738,000	6.4%
Median Days on Market	56	123	-54.3%	69	-18.8%
Median Negotiability	-1.6%	-3.4%	-	-1.6%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$520,000	\$460,000	13.0%	-	-
1 BR	\$660,000	\$673,000	-1.9%	\$680,000	-2.9%
2 BR	\$788,000	\$815,000	-3.3%	\$850,000	-7.3%
3 BR	\$1,496,000	\$1,525,000	-1.9%	\$999,000	49.7%
4 BR+	-	-	-	-	-

# Lower East Side Condominium & Co-Op Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
<b>Number of Contracts Signed*</b>	29	38	-23.7%	21	38.1%
<b>Median Price (1)</b>	\$1,695,000	\$1,707,000	-0.7%	\$1,499,000	13.1%
<b>Median PPSF (1)</b>	\$2,016	\$2,059	-2.1%	\$1,940	3.9%
<b>Median Days on Market</b>	103	44	136.8%	45	128.9%
<b>Median Pricing Analysis by Bedroom Type (1):</b>					
Studio	\$1,250,000	-	-	\$775,000	61.3%
1 BR	\$1,465,000	\$1,466,000	-0.1%	\$1,197,000	22.4%
2 BR	\$2,325,000	\$2,498,000	-6.9%	\$2,743,000	-15.2%
3 BR	\$2,588,000	\$4,578,000	-43.5%	-	-
4 BR+	-	-	-	\$3,995,000	-
<b>CO-OP</b>					
<b>Number of Contracts Signed</b>	27	16	68.8%	18	50.0%
<b>Median Price (1)</b>	\$699,000	\$732,000	-4.5%	\$643,000	8.7%
<b>Median Days on Market</b>	107	40	167.5%	70	54.0%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	-	-	-	\$499,000	-
1 BR	\$635,000	\$649,000	-2.2%	\$635,000	0.0%
2 BR	\$799,000	\$799,000	0.0%	\$849,000	-5.9%
3 BR	\$1,500,000	\$1,579,000	-5.0%	-	-
4 BR+	-	-	-	-	-

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

\* 4Q2017 numbers have been adjusted to match the time period of the present quarter (data through December 15, 2017)

\* 3Q2018 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2018)

# Lower East Side Condominium & Co-Op Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Active Listings	90	84	7.1%	106	-15.1%
Median Price	\$2,169,000	\$2,245,000	-3.4%	\$2,013,000	7.7%
Median PPSF	\$1,938	\$2,045	-5.2%	\$1,938	0.0%
Median Days on Market	84	59	41.5%	136	-38.6%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$824,000	\$1,001,000	-17.7%	\$923,000	-10.7%
1 BR	\$1,300,000	\$1,395,000	-6.8%	\$1,393,000	-6.7%
2 BR	\$2,522,000	\$2,539,000	-0.7%	\$2,223,000	13.5%
3 BR	\$3,646,000	\$4,358,000	-16.3%	\$4,203,000	-13.3%
4 BR+	\$2,350,000	-	-	-	-
<b>CO-OP</b>					
Number of Active Listings	39	23	69.6%	54	-27.8%
Median Price	\$795,000	\$699,000	13.7%	\$745,000	6.7%
Median Days on Market	85	97	-12.4%	95	-10.1%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$499,000	\$499,000	0.0%	\$499,000	0.0%
1 BR	\$628,000	\$665,000	-5.6%	\$625,000	0.5%
2 BR	\$822,000	\$830,000	-1.0%	\$859,000	-4.3%
3 BR	\$1,225,000	\$1,300,000	-5.8%	\$1,440,000	-14.9%
4 BR+	\$2,100,000	-	-	\$2,500,000	-16.0%

\* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	6.0	4.4

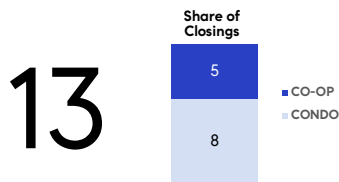
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

# NoHo & NoLiTa

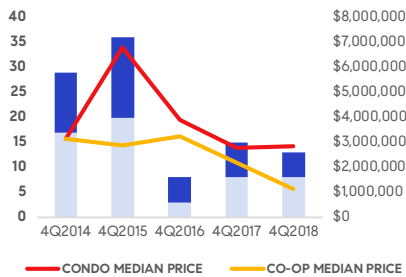
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

## Closings

Number of Total Closings



Closings - Last Five Years



### 4Q2018 Price Metrics

**\$2,840,000**

Median Condo Sales Price

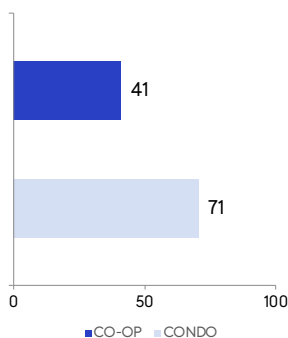
**\$1,125,000**

Median Co-Op Sales Price

**\$2,078**

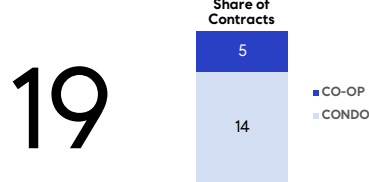
Median Condo Sales PPSF

### Median Days on Market

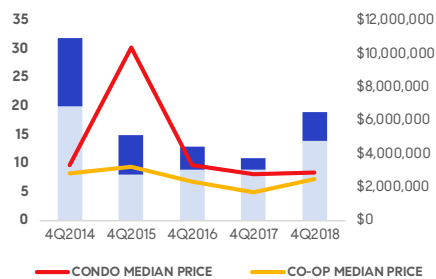


## Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years\*



\*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

### 4Q2018 Price Metrics\*

**\$2,875,000**

Median Condo Contract Price

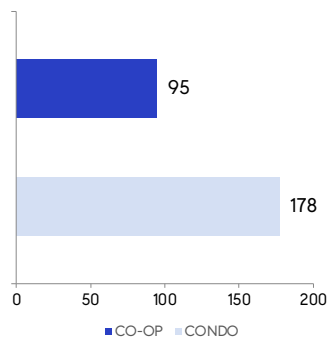
**\$2,500,000**

Median Co-Op Contract Price

**\$2,481**

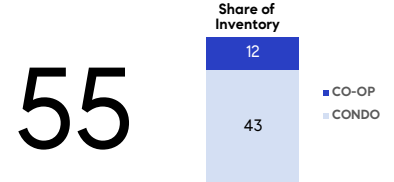
Median Condo Contract PPSF

### Median Days on Market

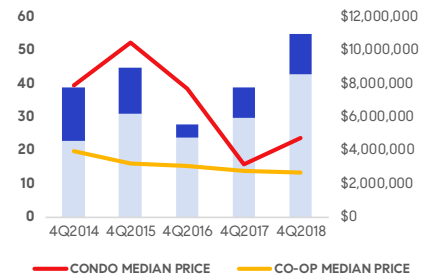


## Inventory

Number of Active Listings



Inventory - Last Five Years



### 4Q2018 Price Metrics

**\$4,750,000**

Median Condo Asking Price

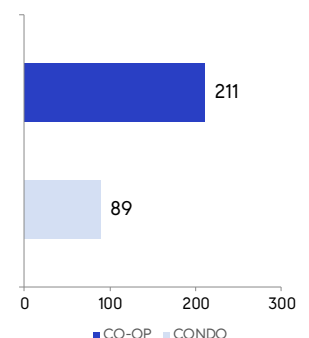
**\$2,700,000**

Median Co-Op Asking Price

**\$2,685**

Median Condo Asking PPSF

### Median Days on Market



# NoHo & NoLiTa Condominium & Co-Op Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Closings	8	8	0.0%	16	-50.0%
Median Price	\$2,840,000	\$2,770,000	2.5%	\$3,800,000	-25.3%
Median PPSF	\$2,078	\$1,929	7.7%	\$2,028	2.4%
Median Days on Market	71	62	13.7%	77	-8.4%
Median Negotiability	-6.3%	-2.1%	-	-7.0%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	-	-	-	-	-
1 BR	\$2,245,000	\$2,020,000	11.1%	\$589,000	281.2%
2 BR	\$3,400,000	\$2,790,000	21.9%	\$3,075,000	10.6%
3 BR	-	\$8,323,000	-	\$6,350,000	-
4 BR+	\$12,500,000	-	-	\$25,450,000	-50.9%
<b>CO-OP</b>					
Number of Closings	5	7	-28.6%	7	-28.6%
Median Price	\$1,125,000	\$2,200,000	-48.9%	\$3,100,000	-63.7%
Median Days on Market	41	94	-56.4%	83	-50.6%
Median Negotiability	0.0%	-6.5%	-	-4.8%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$675,000	\$662,000	2.0%	-	-
1 BR	\$1,125,000	\$681,000	65.2%	\$670,000	67.9%
2 BR	-	\$2,950,000	-	\$2,350,000	-
3 BR	-	\$3,875,000	-	\$3,100,000	-
4 BR+	\$7,500,000	-	-	-	-

# NoHo & NoLiTa Condominium & Co-Op Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
<b>Number of Contracts Signed*</b>	14	9	55.6%	11	27.3%
<b>Median Price (1)</b>	\$2,875,000	\$2,800,000	2.7%	\$1,915,000	50.1%
<b>Median PPSF (1)</b>	\$2,481	\$2,144	15.7%	\$2,369	4.7%
<b>Median Days on Market</b>	178	86	107.0%	189	-5.8%
<b>Median Pricing Analysis by Bedroom Type (1):</b>					
Studio	-	-	-	\$965,000	-
1 BR	\$1,375,000	\$2,800,000	-50.9%	\$1,675,000	-17.9%
2 BR	\$3,050,000	\$2,523,000	20.9%	\$2,273,000	34.2%
3 BR	\$6,225,000	\$4,000,000	55.6%	\$5,300,000	17.5%
4 BR+	\$9,446,000	-	-	\$13,500,000	-30.0%
<b>CO-OP</b>					
<b>Number of Contracts Signed</b>	5	2	150.0%	9	-44.4%
<b>Median Price (1)</b>	\$2,500,000	\$1,725,000	44.9%	\$2,695,000	-7.2%
<b>Median Days on Market</b>	95	71	33.8%	124	-23.4%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$675,000	\$699,000	-3.4%	\$2,695,000	-75.0%
1 BR	\$750,000	-	-	\$800,000	-6.3%
2 BR	-	-	-	-	-
3 BR	\$2,500,000	-	-	\$3,250,000	-23.1%
4 BR+	\$5,135,000	\$2,750,000	86.7%	-	-

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

\* 4Q2017 numbers have been adjusted to match the time period of the present quarter (data through December 15, 2017)

\* 3Q2018 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2018)

# NoHo & NoLiTa Condominium & Co-Op Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Active Listings	43	30	43.3%	40	7.5%
Median Price	\$4,750,000	\$3,198,000	48.5%	\$3,937,000	20.7%
Median PPSF	\$2,685	\$2,104	27.6%	\$2,421	10.9%
Median Days on Market	89	111	-19.8%	189	-52.9%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$1,200,000	-	-	-	-
1 BR	\$1,773,000	\$2,045,000	-13.3%	\$1,650,000	7.5%
2 BR	\$4,023,000	\$2,898,000	38.8%	\$3,695,000	8.9%
3 BR	\$5,680,000	\$6,248,000	-9.1%	\$7,250,000	-21.7%
4 BR+	\$12,173,000	\$16,000,000	-23.9%	\$11,355,000	7.2%
<b>CO-OP</b>					
Number of Active Listings	12	9	33.3%	13	-7.7%
Median Price	\$2,700,000	\$2,795,000	-3.4%	\$3,295,000	-18.1%
Median Days on Market	211	131	61.1%	131	61.1%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	-	-	-	\$1,513,000	-
1 BR	\$1,600,000	\$1,085,000	47.5%	\$1,895,000	-15.6%
2 BR	\$2,748,000	\$2,650,000	3.7%	\$3,273,000	-16.0%
3 BR	\$3,750,000	\$4,650,000	-19.4%	\$4,350,000	-13.8%
4 BR+	\$4,125,000	-	-	\$5,495,000	-24.9%

\* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	7.2	10.6

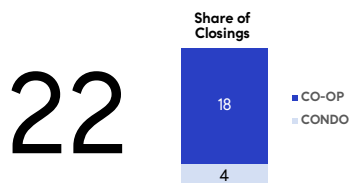
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

# SoHo

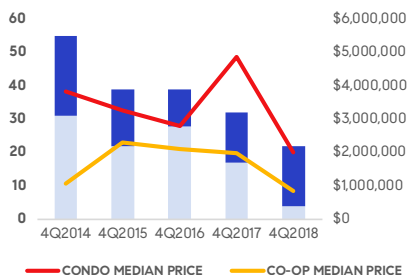
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

## Closings

Number of Total Closings



Closings - Last Five Years



### 4Q2018 Price Metrics

**\$2,009,000**

Median Condo Sales Price

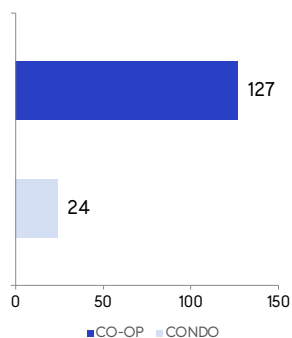
**\$853,000**

Median Co-Op Sales Price

**\$2,137**

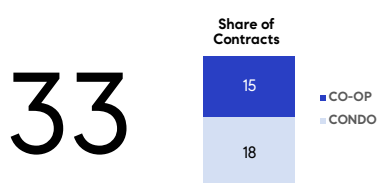
Median Condo Sales PPSF

### Median Days on Market

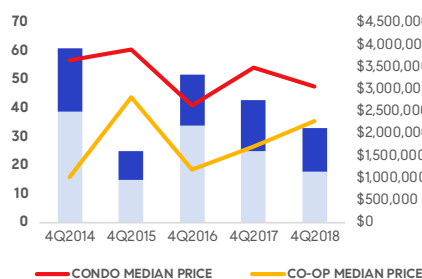


## Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years\*



\*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

### 4Q2018 Price Metrics\*

**\$3,068,000**

Median Condo Contract Price

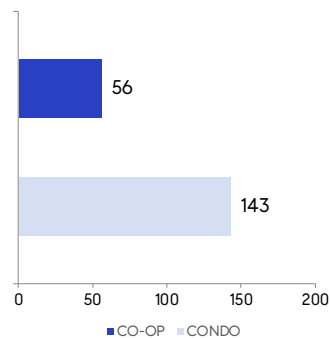
**\$2,295,000**

Median Co-Op Contract Price

**\$2,047**

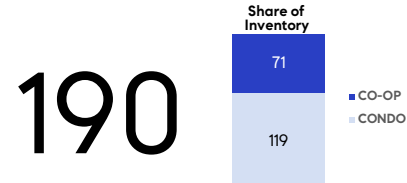
Median Condo Contract PPSF

### Median Days on Market

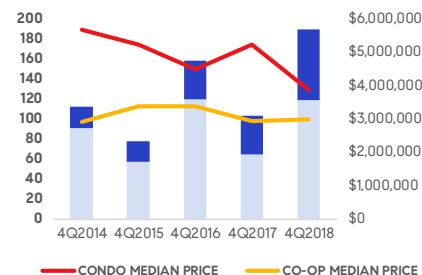


## Inventory

Number of Active Listings



Inventory - Last Five Years



### 4Q2018 Price Metrics

**\$3,900,000**

Median Condo Asking Price

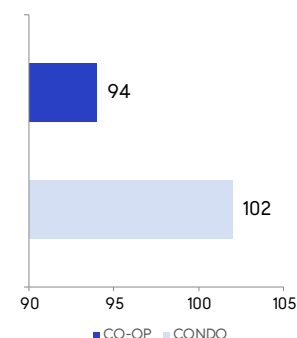
**\$2,990,000**

Median Co-Op Asking Price

**\$2,063**

Median Condo Asking PPSF

### Median Days on Market





# SoHo Condominium & Co-Op Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Closings	4	17	-76.5%	34	-88.2%
Median Price	\$2,009,000	\$4,875,000	-58.8%	\$3,943,000	-49.0%
Median PPSF	\$2,137	\$2,134	0.1%	\$1,868	14.4%
Median Days on Market	24	48	-50.0%	228	-89.5%
Median Negotiability	6.6%	0.0%	-	-14.9%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	-	\$1,000,000	-	\$550,000	-
1 BR	\$1,650,000	\$1,500,000	10.0%	\$1,170,000	41.0%
2 BR	-	\$2,995,000	-	\$2,638,000	-
3 BR	\$2,368,000	\$8,800,000	-73.1%	\$5,250,000	-54.9%
4 BR+	-	\$4,894,000	-	\$9,625,000	-
<b>CO-OP</b>					
Number of Closings	18	15	20.0%	24	-25.0%
Median Price	\$853,000	\$2,000,000	-57.4%	\$2,300,000	-62.9%
Median Days on Market	127	67	91.0%	84	52.1%
Median Negotiability	-6.9%	-1.7%	-	-4.3%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	-	\$585,000	-	\$539,000	-
1 BR	\$799,000	\$1,509,000	-47.1%	\$1,234,000	-35.3%
2 BR	\$1,400,000	\$2,000,000	-30.0%	\$2,790,000	-49.8%
3 BR	\$5,363,000	\$3,250,000	65.0%	\$2,000,000	168.2%
4 BR+	\$6,603,000	\$6,478,000	1.9%	\$4,888,000	35.1%

# SoHo

## Condominium & Co-Op

### Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
<b>Number of Contracts Signed*</b>	18	25	-28.0%	28	-35.7%
<b>Median Price (1)</b>	\$3,068,000	\$3,500,000	-12.3%	\$2,548,000	20.4%
<b>Median PPSF (1)</b>	\$2,047	\$2,511	-18.5%	\$2,168	-5.6%
<b>Median Days on Market</b>	143	67	113.4%	212	-32.4%
<b>Median Pricing Analysis by Bedroom Type (1):</b>					
Studio	-	-	-	-	-
1 BR	\$1,495,000	\$2,649,000	-43.6%	\$1,512,000	-1.1%
2 BR	\$3,385,000	\$2,885,000	17.3%	\$2,988,000	13.3%
3 BR	\$6,350,000	\$9,950,000	-36.2%	\$8,090,000	-21.5%
4 BR+	\$9,000,000	\$13,725,000	-34.4%	\$40,500,000	-77.8%
<b>CO-OP</b>					
<b>Number of Contracts Signed</b>	15	18	-16.7%	11	36.4%
<b>Median Price (1)</b>	\$2,295,000	\$1,713,000	34.0%	\$3,010,000	-23.8%
<b>Median Days on Market</b>	56	295	-81.0%	114	-50.9%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$594,000	\$570,000	4.2%	-	-
1 BR	\$1,395,000	\$2,248,000	-37.9%	\$1,785,000	-21.8%
2 BR	\$2,640,000	\$2,435,000	8.4%	\$2,410,000	9.5%
3 BR	\$3,850,000	\$1,150,000	234.8%	\$6,998,000	-45.0%
4 BR+	\$7,208,000	-	-	\$5,998,000	20.2%

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

\* 4Q2017 numbers have been adjusted to match the time period of the present quarter (data through December 15, 2017)

\* 3Q2018 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2018)

# SoHo Condominium & Co-Op Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Active Listings	119	65	83.1%	93	28.0%
Median Price	\$3,900,000	\$5,250,000	-25.7%	\$3,925,000	-0.6%
Median PPSF	\$2,063	\$2,290	-9.9%	\$2,242	-8.0%
Median Days on Market	102	96	6.3%	150	-32.0%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$1,048,000	-	-	\$1,497,000	-30.0%
1 BR	\$1,795,000	\$1,439,000	24.7%	\$1,607,000	11.7%
2 BR	\$2,973,000	\$3,750,000	-20.7%	\$3,250,000	-8.5%
3 BR	\$4,997,000	\$5,875,000	-14.9%	\$5,225,000	-4.4%
4 BR+	\$9,975,000	\$15,875,000	-37.2%	\$16,725,000	-40.4%
<b>CO-OP</b>					
Number of Active Listings	71	39	82.1%	69	2.9%
Median Price	\$2,990,000	\$2,950,000	1.4%	\$3,195,000	-6.4%
Median Days on Market	94	104	-9.6%	101	-6.9%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$535,000	\$510,000	4.9%	\$499,000	7.2%
1 BR	\$1,275,000	\$1,685,000	-24.3%	\$1,650,000	-22.7%
2 BR	\$2,950,000	\$2,850,000	3.5%	\$2,700,000	9.3%
3 BR	\$5,395,000	\$5,898,000	-8.5%	\$5,447,000	-1.0%
4 BR+	\$5,900,000	\$10,500,000	-43.8%	\$5,948,000	-0.8%

\* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	13.0	6.0

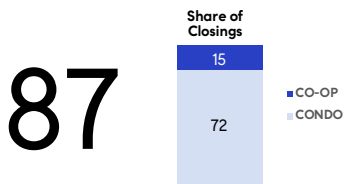
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

# TriBeCa

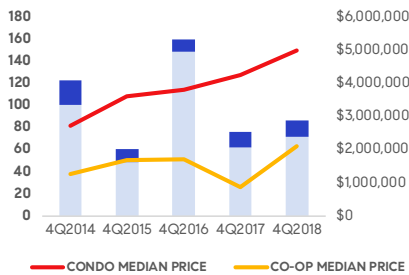
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

## Closings

### Number of Total Closings



### Closings - Last Five Years



### 4Q2018 Price Metrics

**\$5,000,000**

Median Condo Sales Price

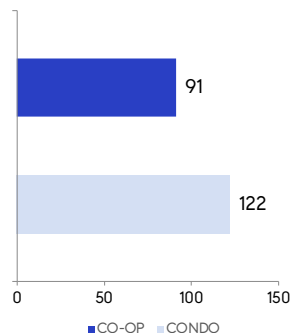
**\$2,100,000**

Median Co-Op Sales Price

**\$2,129**

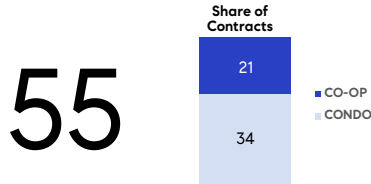
Median Condo Sales PPSF

### Median Days on Market

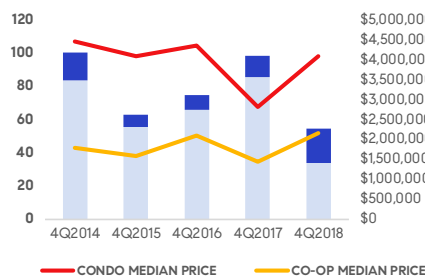


## Contracts

### Number of Contracts Signed



### Contracts Signed - Last Five Years\*



\*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

### 4Q2018 Price Metrics\*

**\$4,100,000**

Median Condo Contract Price

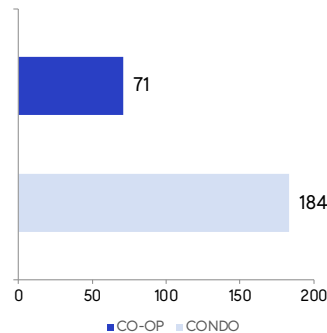
**\$2,180,000**

Median Co-Op Contract Price

**\$1,962**

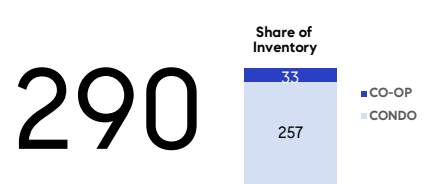
Median Condo Contract PPSF

### Median Days on Market

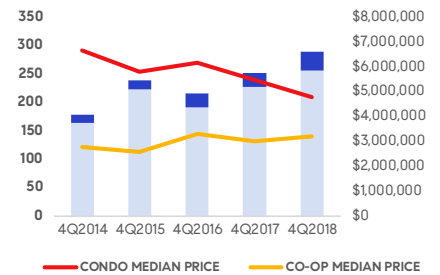


## Inventory

### Number of Active Listings



### Inventory - Last Five Years



### 4Q2018 Price Metrics

**\$4,800,000**

Median Condo Asking Price

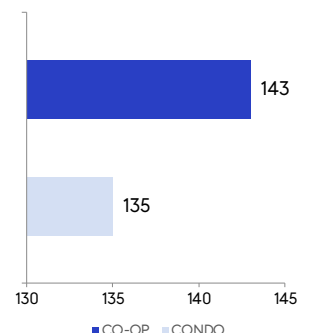
**\$3,200,000**

Median Co-Op Asking Price

**\$2,104**

Median Condo Asking PPSF

### Median Days on Market



# TriBeCa

## Condominium & Co-Op

### Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Closings	72	62	16.1%	103	-30.1%
Median Price	\$5,000,000	\$4,250,000	17.6%	\$3,625,000	37.9%
Median PPSF	\$2,129	\$1,966	8.2%	\$2,018	5.5%
Median Days on Market	122	145	-15.9%	111	10.4%
Median Negotiability	-8.5%	-8.1%	-	-6.4%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$781,000	\$700,000	11.6%	\$1,453,000	-46.2%
1 BR	\$1,782,000	\$1,713,000	4.0%	\$2,240,000	-20.4%
2 BR	\$3,268,000	\$3,730,000	-12.4%	\$3,518,000	-7.1%
3 BR	\$6,622,000	\$4,900,000	35.1%	\$3,859,000	71.6%
4 BR+	\$8,827,000	\$7,850,000	12.4%	\$9,207,000	-4.1%
<b>CO-OP</b>					
Number of Closings	15	14	7.1%	9	66.7%
Median Price	\$2,100,000	\$884,000	137.6%	\$2,225,000	-5.6%
Median Days on Market	91	154	-40.9%	35	163.8%
Median Negotiability	-7.8%	-6.6%	-	-5.6%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$880,000	\$510,000	72.5%	-	-
1 BR	\$950,000	\$1,513,000	-37.2%	\$645,000	47.3%
2 BR	\$2,299,000	\$1,862,000	23.5%	\$2,850,000	-19.3%
3 BR	\$4,854,000	\$2,660,000	82.5%	\$1,713,000	183.4%
4 BR+	-	\$4,300,000	-	\$4,047,000	-

# TriBeCa

## Condominium & Co-Op

### Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
<b>Number of Contracts Signed*</b>	34	86	-60.5%	120	-71.7%
<b>Median Price (1)</b>	\$4,100,000	\$2,835,000	44.6%	\$2,360,000	73.7%
<b>Median PPSF (1)</b>	\$1,962	\$1,950	0.6%	\$1,844	6.4%
<b>Median Days on Market</b>	184	62	196.0%	215	-14.7%
<b>Median Pricing Analysis by Bedroom Type (1):</b>					
Studio	\$1,199,000	\$905,000	32.5%	\$925,000	29.6%
1 BR	\$1,100,000	\$1,480,000	-25.7%	\$1,460,000	-24.7%
2 BR	\$3,090,000	\$2,995,000	3.2%	\$2,878,000	7.4%
3 BR	\$6,561,000	\$4,600,000	42.6%	\$4,363,000	50.4%
4 BR+	\$12,275,000	\$9,850,000	24.6%	\$10,995,000	11.6%
<b>CO-OP</b>					
<b>Number of Contracts Signed</b>	21	13	61.5%	9	133.3%
<b>Median Price (1)</b>	\$2,180,000	\$1,450,000	50.3%	\$2,500,000	-12.8%
<b>Median Days on Market</b>	71	154	-53.9%	130	-45.4%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	-	\$830,000	-	-	-
1 BR	\$1,655,000	-	-	\$995,000	66.3%
2 BR	\$2,347,000	\$1,595,000	47.1%	\$2,500,000	-6.1%
3 BR	\$5,295,000	\$3,300,000	60.5%	\$5,000,000	5.9%
4 BR+	\$7,715,000	\$4,500,000	71.4%	-	-

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

\* 4Q2017 numbers have been adjusted to match the time period of the present quarter (data through December 15, 2017)

\* 3Q2018 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2018)

# TriBeCa

## Condominium & Co-Op

### Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Active Listings	257	227	13.2%	271	-5.2%
Median Price	\$4,800,000	\$5,495,000	-12.6%	\$4,795,000	0.1%
Median PPSF	\$2,104	\$2,238	-6.0%	\$2,123	-0.9%
Median Days on Market	135	108	25.0%	143	-5.6%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$975,000	\$1,235,000	-21.1%	\$1,212,000	-19.6%
1 BR	\$1,743,000	\$1,727,000	0.9%	\$1,720,000	1.3%
2 BR	\$3,205,000	\$3,650,000	-12.2%	\$3,299,000	-2.8%
3 BR	\$5,600,000	\$6,400,000	-12.5%	\$5,825,000	-3.9%
4 BR+	\$9,500,000	\$10,620,000	-10.5%	\$9,995,000	-5.0%
<b>CO-OP</b>					
Number of Active Listings	33	25	32.0%	44	-25.0%
Median Price	\$3,200,000	\$3,000,000	6.7%	\$2,895,000	10.5%
Median Days on Market	143	117	22.2%	109	31.2%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	-	-	-	\$1,585,000	-
1 BR	\$1,313,000	\$3,248,000	-59.6%	\$1,395,000	-5.9%
2 BR	\$2,100,000	\$2,875,000	-27.0%	\$2,250,000	-6.7%
3 BR	\$3,997,000	\$5,900,000	-32.3%	\$4,125,000	-3.1%
4 BR+	\$7,995,000	\$7,750,000	3.2%	\$8,995,000	-11.1%

\* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	9.3	7.7

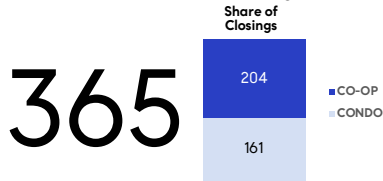
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

# Midtown East & Murray Hill

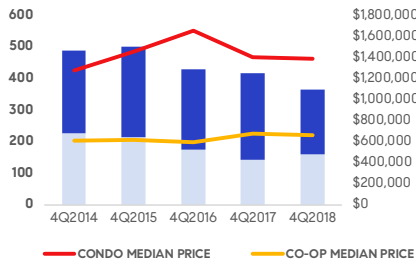
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

## Closings

Number of Total Closings



Closings - Last Five Years



### 4Q2018 Price Metrics

**\$1,388,000**

Median Condo Sales Price

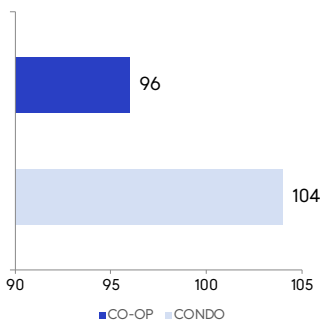
**\$660,000**

Median Co-Op Sales Price

**\$1,509**

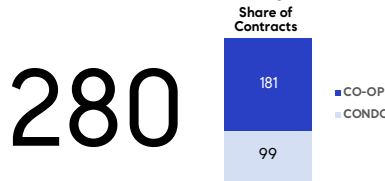
Median Condo Sales PPSF

### Median Days on Market

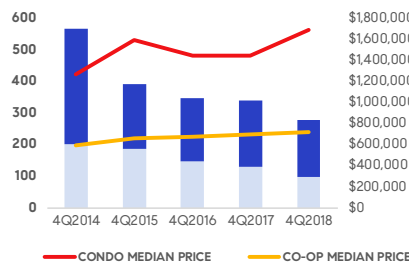


## Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years\*



\*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

### 4Q2018 Price Metrics\*

**\$1,690,000**

Median Condo Contract Price

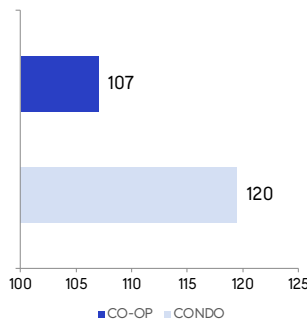
**\$725,000**

Median Co-Op Contract Price

**\$1,558**

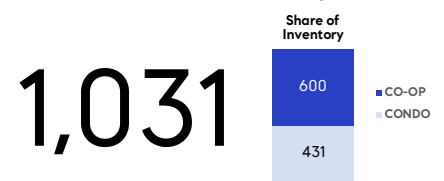
Median Condo Contract PPSF

### Median Days on Market

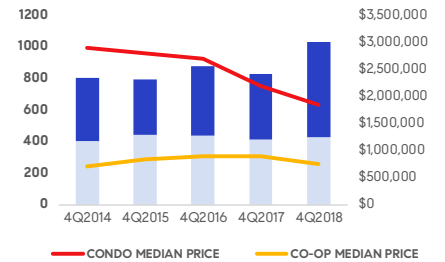


## Inventory

Number of Active Listings



Inventory - Last Five Years



### 4Q2018 Price Metrics

**\$1,850,000**

Median Condo Asking Price

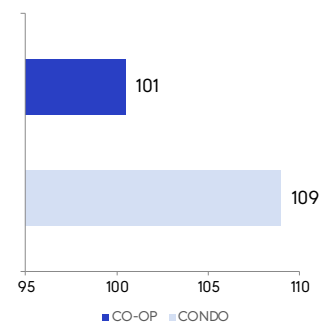
**\$750,000**

Median Co-Op Asking Price

**\$1,581**

Median Condo Asking PPSF

### Median Days on Market





# Midtown East & Murray Hill Condominium & Co-Op Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Closings	161	144	11.8%	183	-12.0%
Median Price	\$1,388,000	\$1,405,000	-1.2%	\$1,120,000	23.9%
Median PPSF	\$1,509	\$1,439	4.9%	\$1,367	10.4%
Median Days on Market	104	142	-26.8%	117	-11.1%
Median Negotiability	-3.4%	-5.0%	-	-4.8%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$608,000	\$530,000	14.7%	\$565,000	7.6%
1 BR	\$1,200,000	\$1,043,000	15.1%	\$952,000	26.1%
2 BR	\$1,773,000	\$1,845,000	-3.9%	\$1,710,000	3.7%
3 BR	\$3,250,000	\$4,250,000	-23.5%	\$3,163,000	2.8%
4 BR+	\$14,500,000	\$12,650,000	14.6%	\$3,995,000	263.0%
<b>CO-OP</b>					
Number of Closings	204	273	-25.3%	266	-23.3%
Median Price	\$660,000	\$675,000	-2.2%	\$709,000	-6.9%
Median Days on Market	96	86	11.6%	74	29.7%
Median Negotiability	-4.5%	-3.2%	-	-2.7%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$400,000	\$395,000	1.3%	\$418,000	-4.3%
1 BR	\$673,000	\$675,000	-0.3%	\$693,000	-2.9%
2 BR	\$1,250,000	\$1,201,000	4.1%	\$1,225,000	2.0%
3 BR	\$2,273,000	\$2,500,000	-9.1%	\$1,930,000	17.8%
4 BR+	\$2,799,000	\$2,700,000	3.7%	\$2,730,000	2.5%

# Midtown East & Murray Hill Condominium & Co-Op Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
<b>Number of Contracts Signed*</b>	99	132	-25.0%	101	-2.0%
<b>Median Price (1)</b>	\$1,690,000	\$1,450,000	16.6%	\$1,498,000	12.8%
<b>Median PPSF (1)</b>	\$1,558	\$1,440	8.2%	\$1,472	5.9%
<b>Median Days on Market</b>	120	89	34.3%	118	1.7%
<b>Median Pricing Analysis by Bedroom Type (1):</b>					
Studio	\$645,000	\$715,000	-9.8%	\$625,000	3.2%
1 BR	\$1,250,000	\$1,032,000	21.1%	\$1,000,000	25.0%
2 BR	\$1,900,000	\$1,725,000	10.1%	\$1,873,000	1.4%
3 BR	\$3,025,000	\$6,300,000	-52.0%	\$4,200,000	-28.0%
4 BR+	\$8,500,000	\$7,948,000	6.9%	\$5,350,000	58.9%
<b>CO-OP</b>					
<b>Number of Contracts Signed</b>	181	210	-13.8%	192	-5.7%
<b>Median Price (1)</b>	\$725,000	\$699,000	3.7%	\$690,000	5.1%
<b>Median Days on Market</b>	107	62	72.6%	100	7.5%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$410,000	\$440,000	-6.8%	\$420,000	-2.4%
1 BR	\$683,000	\$700,000	-2.4%	\$695,000	-1.7%
2 BR	\$1,250,000	\$1,298,000	-3.7%	\$1,247,000	0.2%
3 BR	\$2,000,000	\$2,195,000	-8.9%	\$2,450,000	-18.4%
4 BR+	\$3,173,000	-	-	\$3,000,000	5.8%

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

\* 4Q2017 numbers have been adjusted to match the time period of the present quarter (data through December 15, 2017)

\* 3Q2018 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2018)

# Midtown East & Murray Hill Condominium & Co-Op Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Active Listings	431	413	4.4%	507	-15.0%
Median Price	\$1,850,000	\$2,200,000	-15.9%	\$1,875,000	-1.3%
Median PPSF	\$1,581	\$1,804	-12.3%	\$1,658	-4.6%
Median Days on Market	109	123	-11.4%	134	-18.7%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$640,000	\$750,000	-14.7%	\$710,000	-9.9%
1 BR	\$1,100,000	\$1,390,000	-20.9%	\$1,195,000	-7.9%
2 BR	\$2,293,000	\$2,470,000	-7.2%	\$2,175,000	5.4%
3 BR	\$4,075,000	\$4,502,000	-9.5%	\$4,353,000	-6.4%
4 BR+	\$7,550,000	\$14,888,000	-49.3%	\$8,180,000	-7.7%
<b>CO-OP</b>					
Number of Active Listings	600	415	44.6%	641	-6.4%
Median Price	\$750,000	\$895,000	-16.2%	\$795,000	-5.7%
Median Days on Market	101	115	-12.6%	121	-16.9%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$420,000	\$420,000	0.0%	\$450,000	-6.7%
1 BR	\$687,000	\$695,000	-1.2%	\$699,000	-1.7%
2 BR	\$1,275,000	\$1,413,000	-9.8%	\$1,325,000	-3.8%
3 BR	\$2,273,000	\$2,495,000	-8.9%	\$2,348,000	-3.2%
4 BR+	\$3,900,000	\$4,084,000	-4.5%	\$4,176,000	-6.6%

\* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	8.5	5.9

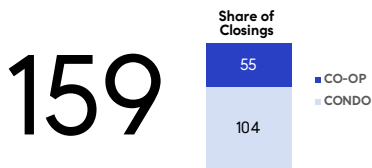
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

# Midtown West

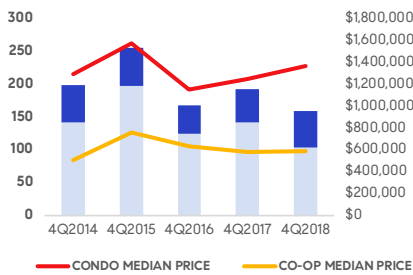
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

## Closings

Number of Total Closings



Closings - Last Five Years



### 4Q2018 Price Metrics

**\$1,370,000**

Median Condo Sales Price

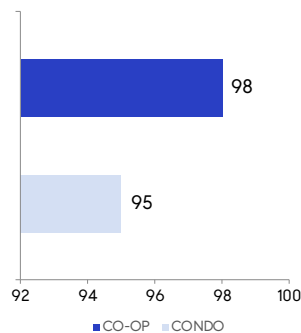
**\$590,000**

Median Co-Op Sales Price

**\$1,648**

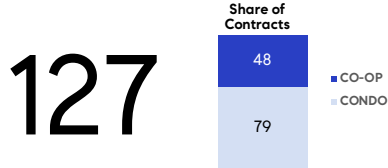
Median Condo Sales PPSF

### Median Days on Market

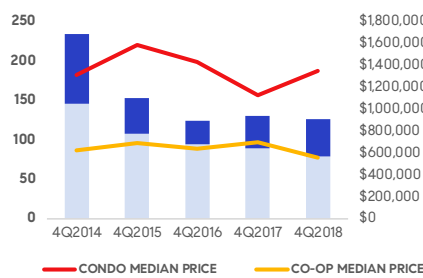


## Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years\*



*\*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales*

### 4Q2018 Price Metrics\*

**\$1,350,000**

Median Condo Contract Price

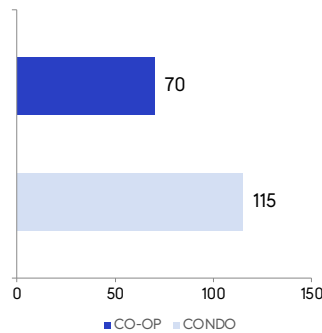
**\$560,000**

Median Co-Op Contract Price

**\$1,569**

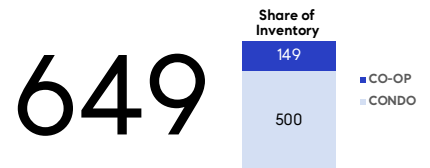
Median Condo Contract PPSF

### Median Days on Market

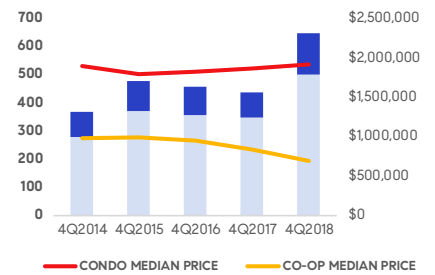


## Inventory

Number of Active Listings



Inventory - Last Five Years



### 4Q2018 Price Metrics

**\$1,915,000**

Median Condo Asking Price

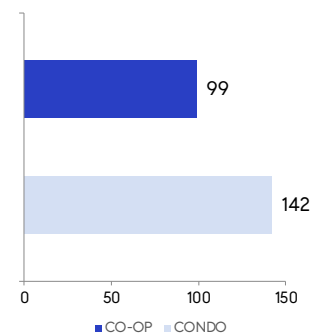
**\$695,000**

Median Co-Op Asking Price

**\$1,889**

Median Condo Asking PPSF

### Median Days on Market



# Midtown West Condominium & Co-Op Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Closings	104	142	-26.8%	111	-6.3%
Median Price	\$1,370,000	\$1,250,000	9.6%	\$1,300,000	5.4%
Median PPSF	\$1,648	\$1,613	2.2%	\$1,562	5.5%
Median Days on Market	95	85	12.4%	110	-13.6%
Median Negotiability	-5.7%	-4.0%	-	-5.2%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$660,000	\$608,000	8.6%	\$685,000	-3.6%
1 BR	\$1,183,000	\$1,095,000	8.0%	\$1,100,000	7.5%
2 BR	\$2,390,000	\$2,200,000	8.6%	\$2,000,000	19.5%
3 BR	\$3,698,000	\$2,700,000	37.0%	\$6,998,000	-47.2%
4 BR+	\$6,616,000	\$25,769,000	-74.3%	\$5,598,000	18.2%
<b>CO-OP</b>					
Number of Closings	55	51	7.8%	46	19.6%
Median Price	\$590,000	\$585,000	0.9%	\$692,000	-14.7%
Median Days on Market	98	60	63.3%	52	88.5%
Median Negotiability	-5.6%	-2.7%	-	-1.4%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$380,000	\$430,000	-11.6%	\$383,000	-0.8%
1 BR	\$713,000	\$693,000	2.9%	\$685,000	4.1%
2 BR	\$1,025,000	\$2,800,000	-63.4%	\$975,000	5.1%
3 BR	-	\$2,650,000	-	\$1,365,000	-
4 BR+	-	-	-	-	-

# Midtown West Condominium & Co-Op Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Contracts Signed*	79	90	-12.2%	77	2.6%
Median Price (1)	\$1,350,000	\$1,130,000	19.5%	\$1,249,000	8.1%
Median PPSF (1)	\$1,569	\$1,563	0.4%	\$1,583	-0.9%
Median Days on Market	115	89	29.2%	92	25.0%
<b>Median Pricing Analysis by Bedroom Type (1):</b>					
Studio	\$690,000	\$639,000	8.0%	\$765,000	-9.8%
1 BR	\$1,275,000	\$977,000	30.5%	\$1,185,000	7.6%
2 BR	\$1,865,000	\$2,050,000	-9.0%	\$1,788,000	4.3%
3 BR	\$3,450,000	\$4,147,000	-16.8%	\$4,450,000	-22.5%
4 BR+	\$19,900,000	-	-	\$23,950,000	-16.9%
<b>CO-OP</b>					
Number of Contracts Signed	48	41	17.1%	39	23.1%
Median Price (1)	\$560,000	\$698,000	-19.8%	\$695,000	-19.4%
Median Days on Market	70	64	9.4%	93	-24.7%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$414,000	\$407,000	1.7%	\$425,000	-2.6%
1 BR	\$600,000	\$609,000	-1.5%	\$649,000	-7.6%
2 BR	\$2,750,000	\$1,375,000	100.0%	\$1,399,000	96.6%
3 BR	\$1,544,000	\$2,000,000	-22.8%	\$2,510,000	-38.5%
4 BR+	-	-	-	-	-

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

\* 4Q2017 numbers have been adjusted to match the time period of the present quarter (data through December 15, 2017)

\* 3Q2018 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2018)

# Midtown West Condominium & Co-Op Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Active Listings	500	349	43.3%	479	4.4%
Median Price	\$1,915,000	\$1,865,000	2.7%	\$1,995,000	-4.0%
Median PPSF	\$1,889	\$1,855	1.8%	\$1,854	1.9%
Median Days on Market	142	109	30.3%	144	-1.4%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$750,000	\$849,000	-11.7%	\$790,000	-5.1%
1 BR	\$1,200,000	\$1,240,000	-3.2%	\$1,250,000	-4.0%
2 BR	\$2,250,000	\$2,163,000	4.0%	\$2,325,000	-3.2%
3 BR	\$6,100,000	\$5,340,000	14.2%	\$5,445,000	12.0%
4 BR+	\$12,953,000	\$11,995,000	8.0%	\$12,990,000	-0.3%
<b>CO-OP</b>					
Number of Active Listings	149	88	69.3%	136	9.6%
Median Price	\$695,000	\$835,000	-16.8%	\$699,000	-0.6%
Median Days on Market	99	118	-15.7%	103	-3.4%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$450,000	\$419,000	7.4%	\$435,000	3.4%
1 BR	\$620,000	\$830,000	-25.3%	\$617,000	0.5%
2 BR	\$1,262,000	\$1,295,000	-2.5%	\$1,200,000	5.2%
3 BR	\$2,087,000	\$3,675,000	-43.2%	\$2,195,000	-4.9%
4 BR+	\$14,973,000	\$12,700,000	17.9%	\$18,498,000	-19.1%

\* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	13.0	7.8

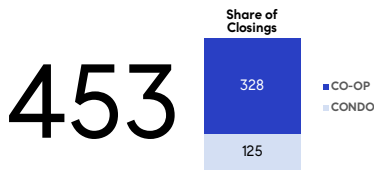
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

# Upper East Side

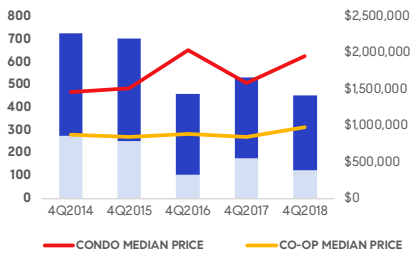
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

## Closings

Number of Total Closings



Closings - Last Five Years



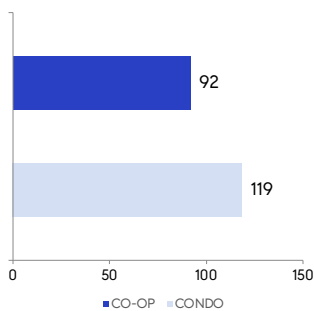
### 4Q2018 Price Metrics

**\$1,960,000**  
Median Condo Sales Price

**\$980,000**  
Median Co-Op Sales Price

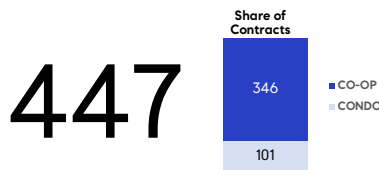
**\$1,547**  
Median Condo Sales PPSF

### Median Days on Market

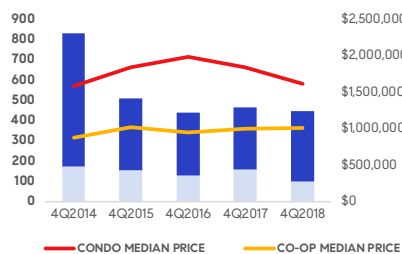


## Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years\*



\*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

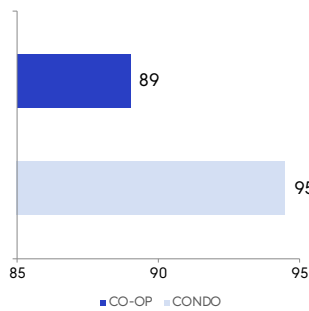
### 4Q2018 Price Metrics\*

**\$1,625,000**  
Median Condo Contract Price

**\$1,012,000**  
Median Co-Op Contract Price

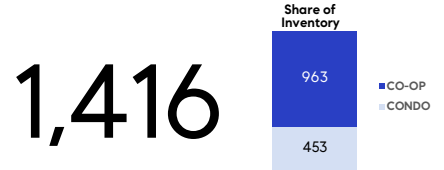
**\$1,426**  
Median Condo Contract PPSF

### Median Days on Market

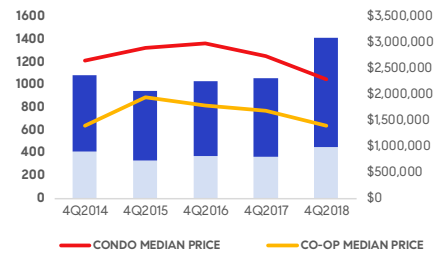


## Inventory

Number of Active Listings



Inventory - Last Five Years



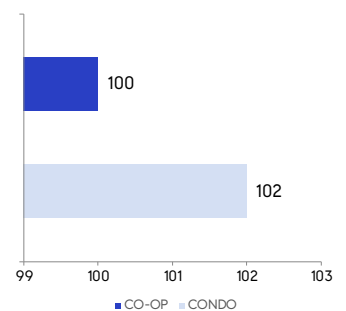
### 4Q2018 Price Metrics

**\$2,300,000**  
Median Condo Asking Price

**\$1,400,000**  
Median Co-Op Asking Price

**\$1,700**  
Median Condo Asking PPSF

### Median Days on Market





# Upper East Side Condominium & Co-Op Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Closings	125	177	-29.4%	180	-30.6%
Median Price	\$1,960,000	\$1,595,000	22.9%	\$1,683,000	16.5%
Median PPSF	\$1,547	\$1,530	1.1%	\$1,444	7.2%
Median Days on Market	119	108	9.7%	96	23.4%
Median Negotiability	-7.5%	-3.5%	-	-3.8%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$593,000	\$582,000	1.9%	\$592,000	0.2%
1 BR	\$950,000	\$982,000	-3.3%	\$921,000	3.1%
2 BR	\$1,960,000	\$2,100,000	-6.7%	\$1,975,000	-0.8%
3 BR	\$3,210,000	\$3,288,000	-2.4%	\$2,880,000	11.5%
4 BR+	\$15,896,000	\$4,525,000	251.3%	\$6,278,000	153.2%
<b>CO-OP</b>					
Number of Closings	328	355	-7.6%	419	-21.7%
Median Price	\$980,000	\$845,000	16.0%	\$978,000	0.2%
Median Days on Market	92	77	19.5%	69	33.3%
Median Negotiability	-5.4%	-3.0%	-	-3.7%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$405,000	\$423,000	-4.3%	\$426,000	-4.9%
1 BR	\$665,000	\$689,000	-3.5%	\$697,000	-4.6%
2 BR	\$1,275,000	\$1,343,000	-5.1%	\$1,360,000	-6.3%
3 BR	\$3,250,000	\$2,850,000	14.0%	\$2,395,000	35.7%
4 BR+	\$5,625,000	\$4,650,000	21.0%	\$5,100,000	10.3%

# Upper East Side Condominium & Co-Op Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
<b>Number of Contracts Signed*</b>	101	158	-36.1%	101	0.0%
<b>Median Price (1)</b>	\$1,625,000	\$1,852,000	-12.3%	\$1,750,000	-7.1%
<b>Median PPSF (1)</b>	\$1,426	\$1,598	-10.8%	\$1,529	-6.7%
<b>Median Days on Market</b>	95	97	-2.1%	127	-25.6%
<b>Median Pricing Analysis by Bedroom Type (1):</b>					
Studio	\$574,000	\$645,000	-11.0%	\$575,000	-0.2%
1 BR	\$870,000	\$977,000	-11.0%	\$1,100,000	-20.9%
2 BR	\$1,913,000	\$2,285,000	-16.3%	\$1,813,000	5.5%
3 BR	\$2,995,000	\$2,850,000	5.1%	\$2,995,000	0.0%
4 BR+	\$5,500,000	\$7,430,000	-26.0%	\$5,325,000	3.3%
<b>CO-OP</b>					
<b>Number of Contracts Signed</b>	346	307	12.7%	315	9.8%
<b>Median Price (1)</b>	\$1,012,000	\$999,000	1.3%	\$1,059,000	-4.4%
<b>Median Days on Market</b>	89	81	9.9%	103	-13.6%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$440,000	\$435,000	1.1%	\$425,000	3.5%
1 BR	\$682,000	\$675,000	1.0%	\$695,000	-1.9%
2 BR	\$1,485,000	\$1,595,000	-6.9%	\$1,273,000	16.7%
3 BR	\$2,495,000	\$2,923,000	-14.6%	\$2,773,000	-10.0%
4 BR+	\$3,898,000	\$4,473,000	-12.9%	\$4,995,000	-22.0%

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

\* 4Q2017 numbers have been adjusted to match the time period of the present quarter (data through December 15, 2017)

\* 3Q2018 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2018)

# Upper East Side Condominium & Co-Op Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Active Listings	453	369	22.8%	450	0.7%
Median Price	\$2,300,000	\$2,750,000	-16.4%	\$2,295,000	0.2%
Median PPSF	\$1,700	\$1,825	-6.9%	\$1,700	0.0%
Median Days on Market	102	111	-8.1%	127	-19.7%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$652,000	\$699,000	-6.7%	\$680,000	-4.1%
1 BR	\$998,000	\$1,273,000	-21.6%	\$1,027,000	-2.8%
2 BR	\$2,350,000	\$2,595,000	-9.4%	\$2,295,000	2.4%
3 BR	\$3,695,000	\$3,900,000	-5.3%	\$3,795,000	-2.6%
4 BR+	\$8,490,000	\$8,373,000	1.4%	\$7,200,000	17.9%
<b>CO-OP</b>					
Number of Active Listings	963	689	39.8%	986	-2.3%
Median Price	\$1,400,000	\$1,695,000	-17.4%	\$1,395,000	0.4%
Median Days on Market	100	122	-18.0%	126	-20.3%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$430,000	\$485,000	-11.3%	\$439,000	-2.1%
1 BR	\$705,000	\$742,000	-5.0%	\$699,000	0.9%
2 BR	\$1,695,000	\$1,750,000	-3.1%	\$1,695,000	0.0%
3 BR	\$2,950,000	\$3,500,000	-15.7%	\$2,885,000	2.3%
4 BR+	\$6,900,000	\$6,995,000	-1.4%	\$6,300,000	9.5%

\* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	8.0	5.4

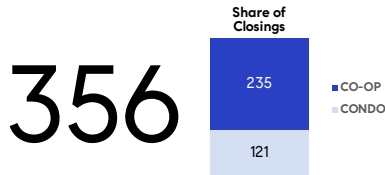
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

# Upper West Side

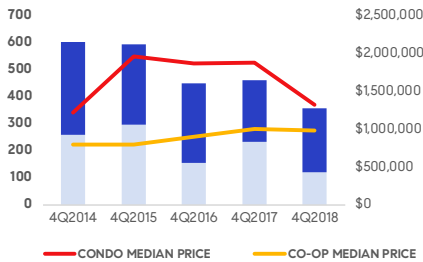
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

## Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

**\$1,325,000**

Median Condo Sales Price

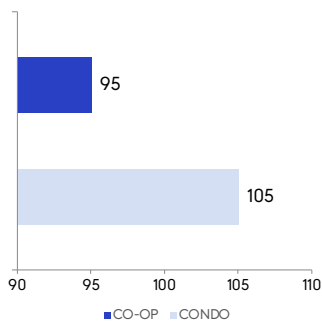
**\$980,000**

Median Co-Op Sales Price

**\$1,433**

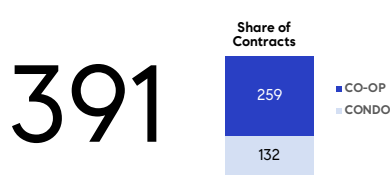
Median Condo Sales PPSF

Median Days on Market

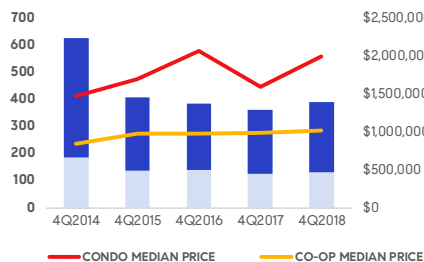


## Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years\*



*\*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales*

4Q2018 Price Metrics\*

**\$2,005,000**

Median Condo Contract Price

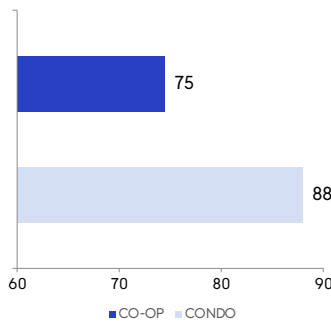
**\$1,025,000**

Median Co-Op Contract Price

**\$1,763**

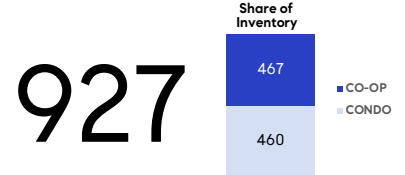
Median Condo Contract PPSF

Median Days on Market

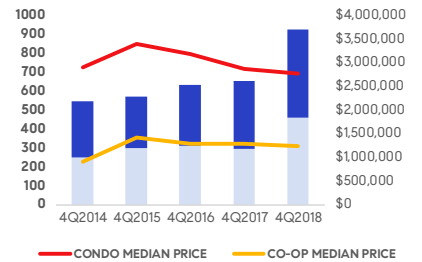


## Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

**\$2,773,000**

Median Condo Asking Price

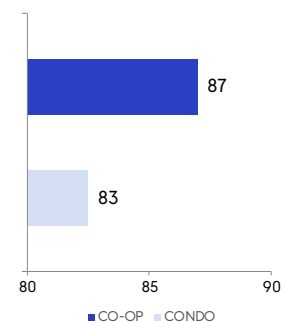
**\$1,245,000**

Median Co-Op Asking Price

**\$1,899**

Median Condo Asking PPSF

Median Days on Market



# Upper West Side Condominium & Co-Op Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Closings	121	232	-47.8%	158	-23.4%
Median Price	\$1,325,000	\$1,880,000	-29.5%	\$1,693,000	-21.7%
Median PPSF	\$1,433	\$1,726	-17.0%	\$1,496	-4.2%
Median Days on Market	105	73	43.8%	92	14.1%
Median Negotiability	-5.7%	-1.8%	-	-4.9%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$665,000	\$763,000	-12.8%	\$782,000	-15.0%
1 BR	\$972,000	\$1,201,000	-19.1%	\$1,050,000	-7.4%
2 BR	\$1,743,000	\$2,400,000	-27.4%	\$1,860,000	-6.3%
3 BR	\$2,600,000	\$3,885,000	-33.1%	\$2,795,000	-7.0%
4 BR+	\$6,500,000	\$6,950,000	-6.5%	\$5,452,000	19.2%
<b>CO-OP</b>					
Number of Closings	235	229	2.6%	289	-18.7%
Median Price	\$980,000	\$999,000	-1.9%	\$1,050,000	-6.7%
Median Days on Market	95	61	55.7%	51	86.3%
Median Negotiability	-5.4%	-2.3%	-	-2.0%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$478,000	\$456,000	4.8%	\$463,000	3.2%
1 BR	\$735,000	\$720,000	2.1%	\$722,000	1.8%
2 BR	\$1,425,000	\$1,505,000	-5.3%	\$1,450,000	-1.7%
3 BR	\$1,950,000	\$2,138,000	-8.8%	\$2,775,000	-29.7%
4 BR+	\$4,255,000	\$3,650,000	16.6%	\$3,150,000	35.1%

# Upper West Side Condominium & Co-Op Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
<b>Number of Contracts Signed*</b>	132	128	3.1%	139	-5.0%
<b>Median Price (1)</b>	\$2,005,000	\$1,598,000	25.5%	\$1,895,000	5.8%
<b>Median PPSF (1)</b>	\$1,763	\$1,640	7.5%	\$1,637	7.7%
<b>Median Days on Market</b>	88	80	10.0%	98	-9.7%
<b>Median Pricing Analysis by Bedroom Type (1):</b>					
Studio	\$650,000	\$750,000	-13.3%	\$729,000	-10.8%
1 BR	\$1,100,000	\$1,050,000	4.8%	\$1,150,000	-4.3%
2 BR	\$2,560,000	\$2,148,000	19.2%	\$2,000,000	28.0%
3 BR	\$5,150,000	\$3,873,000	33.0%	\$4,500,000	14.4%
4 BR+	\$6,468,000	\$8,283,000	-21.9%	\$8,250,000	-21.6%
<b>CO-OP</b>					
<b>Number of Contracts Signed</b>	259	235	10.2%	198	30.8%
<b>Median Price (1)</b>	\$1,025,000	\$995,000	3.0%	\$980,000	4.6%
<b>Median Days on Market</b>	75	56	33.0%	100	-25.1%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$495,000	\$459,000	7.8%	\$490,000	1.0%
1 BR	\$725,000	\$725,000	0.0%	\$735,000	-1.4%
2 BR	\$1,448,000	\$1,595,000	-9.2%	\$1,489,000	-2.8%
3 BR	\$2,180,000	\$2,434,000	-10.4%	\$2,250,000	-3.1%
4 BR+	\$4,250,000	\$3,625,000	17.2%	\$4,925,000	-13.7%

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

\* 4Q2017 numbers have been adjusted to match the time period of the present quarter (data through December 15, 2017)

\* 3Q2018 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2018)

# Upper West Side Condominium & Co-Op Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Active Listings	460	298	54.4%	429	7.2%
Median Price	\$2,773,000	\$2,873,000	-3.5%	\$2,695,000	2.9%
Median PPSF	\$1,899	\$1,951	-2.6%	\$1,910	-0.6%
Median Days on Market	83	108	-23.6%	106	-22.2%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$750,000	\$743,000	0.9%	\$750,000	0.0%
1 BR	\$1,175,000	\$1,240,000	-5.2%	\$1,185,000	-0.8%
2 BR	\$2,378,000	\$2,425,000	-1.9%	\$2,400,000	-0.9%
3 BR	\$4,495,000	\$4,635,000	-3.0%	\$3,875,000	16.0%
4 BR+	\$7,950,000	\$6,875,000	15.6%	\$7,953,000	0.0%
<b>CO-OP</b>					
Number of Active Listings	467	358	30.4%	502	-7.0%
Median Price	\$1,245,000	\$1,300,000	-4.2%	\$1,185,000	5.1%
Median Days on Market	87	110	-20.9%	107	-18.3%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$475,000	\$515,000	-7.8%	\$488,000	-2.7%
1 BR	\$725,000	\$725,000	0.0%	\$749,000	-3.2%
2 BR	\$1,463,000	\$1,595,000	-8.3%	\$1,450,000	0.9%
3 BR	\$2,773,000	\$3,000,000	-7.6%	\$2,700,000	2.7%
4 BR+	\$5,750,000	\$5,098,000	12.8%	\$4,448,000	29.3%

\* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	6.1	4.6

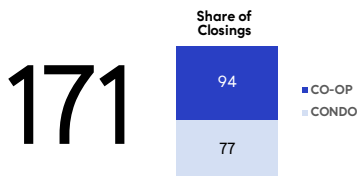
Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.

# Upper Manhattan

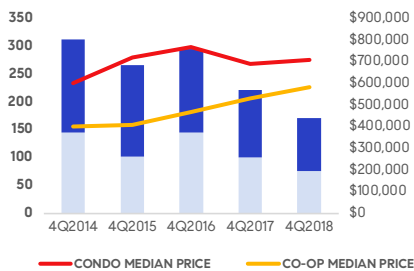
The page below highlights key trends in this neighborhood regarding inventory, contracts signed, and closings

## Closings

Number of Total Closings



Closings - Last Five Years



4Q2018 Price Metrics

**\$710,000**

Median Condo Sales Price

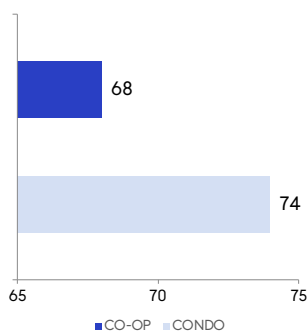
**\$585,000**

Median Co-Op Sales Price

**\$921**

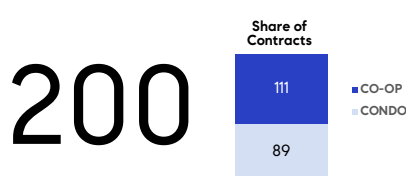
Median Condo Sales PPSF

Median Days on Market

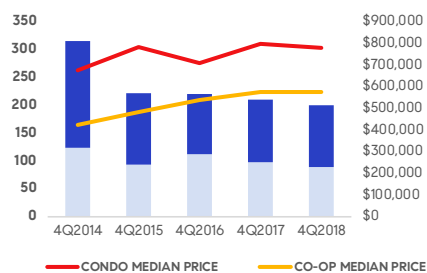


## Contracts

Number of Contracts Signed



Contracts Signed - Last Five Years\*



\*Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales

4Q2018 Price Metrics\*

**\$780,000**

Median Condo Contract Price

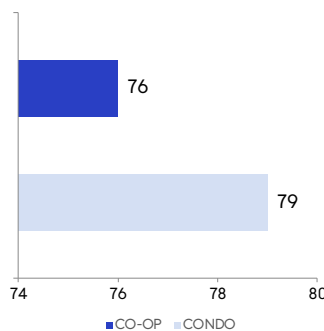
**\$576,000**

Median Co-Op Contract Price

**\$1,043**

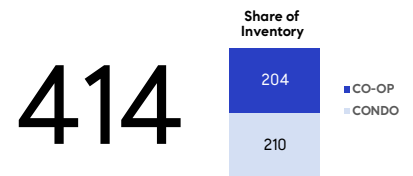
Median Condo Contract PPSF

Median Days on Market

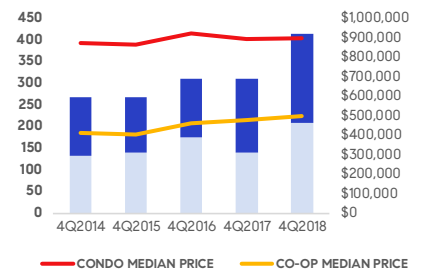


## Inventory

Number of Active Listings



Inventory - Last Five Years



4Q2018 Price Metrics

**\$899,000**

Median Condo Asking Price

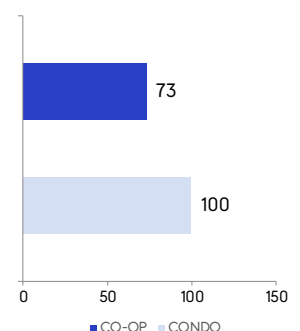
**\$500,000**

Median Co-Op Asking Price

**\$1,024**

Median Condo Asking PPSF

Median Days on Market





# Upper Manhattan Condominium & Co-Op Closings

CLOSINGS	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Closings	77	101	-23.8%	124	-37.9%
Median Price	\$710,000	\$690,000	2.9%	\$735,000	-3.4%
Median PPSF	\$921	\$893	3.1%	\$884	4.2%
Median Days on Market	74	69	7.2%	62	19.4%
Median Negotiability	-0.3%	0.0%	-	0.0%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$510,000	\$358,000	42.5%	\$500,000	2.0%
1 BR	\$625,000	\$530,000	17.9%	\$625,000	0.0%
2 BR	\$933,000	\$850,000	9.8%	\$869,000	7.4%
3 BR	\$1,595,000	\$1,204,000	32.5%	\$999,000	59.7%
4 BR+	\$6,325,000	-	-	\$1,580,000	300.3%
<b>CO-OP</b>					
Number of Closings	94	121	-22.3%	114	-17.5%
Median Price	\$585,000	\$530,000	10.4%	\$574,000	1.9%
Median Days on Market	68	74	-7.5%	45	51.1%
Median Negotiability	-2.2%	0.0%	-	0.0%	-
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$309,000	\$298,000	3.7%	\$275,000	12.4%
1 BR	\$404,000	\$390,000	3.6%	\$435,000	-7.1%
2 BR	\$599,000	\$629,000	-4.8%	\$631,000	-5.1%
3 BR	\$805,000	\$780,000	3.2%	\$1,010,000	-20.3%
4 BR+	-	\$999,000	-	\$925,000	-

# Upper Manhattan Condominium & Co-Op Contracts Signed

CONTRACTS SIGNED	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
<b>Number of Contracts Signed*</b>	89	98	-9.2%	61	45.9%
<b>Median Price (1)</b>	\$780,000	\$800,000	-2.5%	\$825,000	-5.5%
<b>Median PPSF (1)</b>	\$1,043	\$978	6.7%	\$969	7.6%
<b>Median Days on Market</b>	79	64	23.4%	72	10.5%
<b>Median Pricing Analysis by Bedroom Type (1):</b>					
Studio	\$437,000	\$515,000	-15.1%	\$557,000	-21.5%
1 BR	\$711,000	\$650,000	9.4%	\$684,000	3.9%
2 BR	\$950,000	\$1,195,000	-20.5%	\$960,000	-1.0%
3 BR	\$1,623,000	\$1,600,000	1.4%	\$1,545,000	5.0%
4 BR+	\$2,850,000	\$6,500,000	-56.2%	\$1,175,000	142.6%
<b>CO-OP</b>					
<b>Number of Contracts Signed</b>	111	112	-0.9%	97	14.4%
<b>Median Price (1)</b>	\$576,000	\$575,000	0.2%	\$599,000	-3.8%
<b>Median Days on Market</b>	76	64	18.8%	66	15.2%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$298,000	\$299,000	-0.3%	\$305,000	-2.3%
1 BR	\$399,000	\$445,000	-10.3%	\$413,000	-3.4%
2 BR	\$599,000	\$702,000	-14.7%	\$645,000	-7.1%
3 BR	\$755,000	\$950,000	-20.5%	\$1,162,000	-35.0%
4 BR+	\$849,000	\$1,475,000	-42.4%	\$912,000	-6.9%

(1) Please note that median prices of contracts signed represent last asking prices and do not take into consideration new development properties which decline to report sales.

\* 4Q2017 numbers have been adjusted to match the time period of the present quarter (data through December 15, 2017)

\* 3Q2018 numbers have been adjusted to match the time period of the present quarter (data through September 15, 2018)

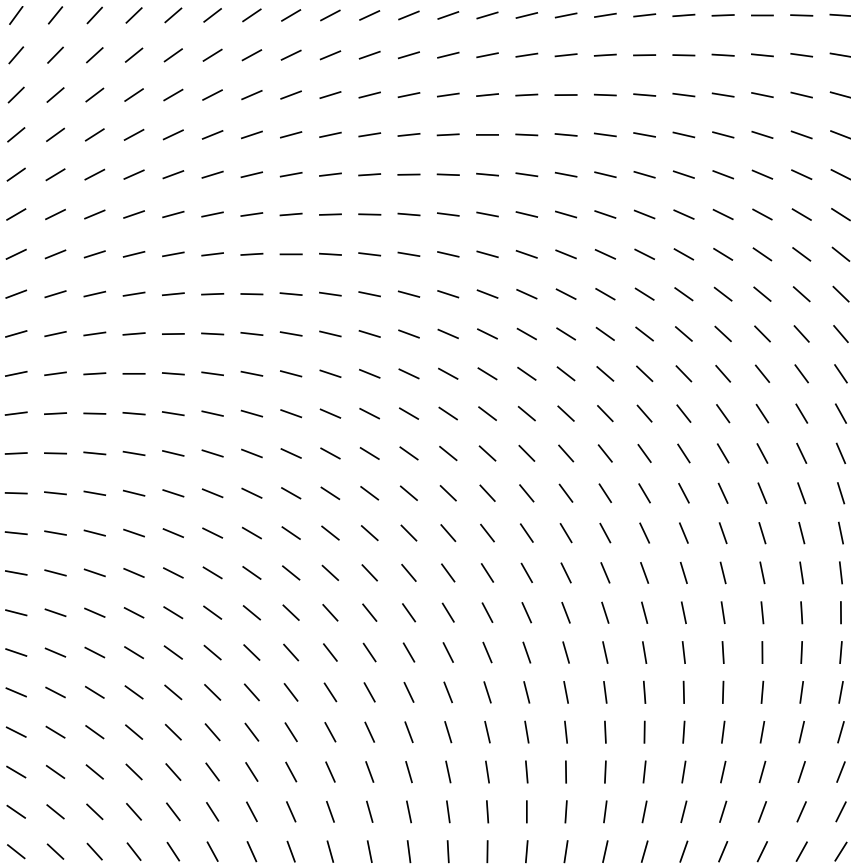
# Upper Manhattan Condominium & Co-Op Inventory

ACTIVE	4Q2018	4Q2017	Y-o-Y % Change	3Q2018	Q-o-Q % Change
<b>CONDO</b>					
Number of Active Listings	210	140	50.0%	265	-20.8%
Median Price	\$899,000	\$895,000	0.4%	\$930,000	-3.3%
Median PPSF	\$1,024	\$1,037	-1.3%	\$1,094	-6.4%
Median Days on Market	100	93	7.0%	82	21.3%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$589,000	\$590,000	-0.2%	\$595,000	-1.0%
1 BR	\$667,000	\$649,000	2.8%	\$669,000	-0.3%
2 BR	\$940,000	\$952,000	-1.3%	\$1,049,000	-10.4%
3 BR	\$1,678,000	\$1,750,000	-4.1%	\$1,650,000	1.7%
4 BR+	\$3,373,000	\$3,248,000	3.8%	\$2,925,000	15.3%
<b>CO-OP</b>					
Number of Active Listings	204	172	18.6%	246	-17.1%
Median Price	\$500,000	\$480,000	4.2%	\$525,000	-4.8%
Median Days on Market	73	96	-23.6%	93	-21.1%
<b>Median Pricing Analysis by Bedroom Type:</b>					
Studio	\$288,000	\$294,000	-2.0%	\$298,000	-3.4%
1 BR	\$410,000	\$409,000	0.2%	\$399,000	2.8%
2 BR	\$675,000	\$597,000	13.1%	\$608,000	11.0%
3 BR	\$655,000	\$774,000	-15.4%	\$749,000	-12.6%
4 BR+	\$475,000	\$597,000	-20.4%	\$499,000	-4.8%

\* 4Q2018 Inventory as of December 15, 2018

ACTIVE MONTHS OF SUPPLY	4Q2018	4Q2017
Overall	5.8	3.9

Months of supply represents the number of months it would take to absorb all active inventory based on the trailing 12 months average of contract activity. Typically 6 to 9 months of supply indicates market equilibrium. Please note this analysis does not include 'shadow inventory' of unsold, unlisted new development inventory.



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