



MANHATTAN SALES

Quarterly Survey of Co-op & Condo Sales

1Q-2014

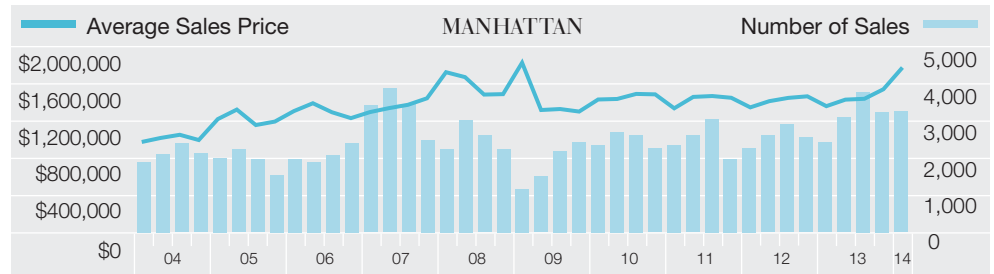
ELLIMAN REPORT

CO-OPS & CONDOS

- Most first quarter sales in seven years as listing inventory stabilized** There were 3,307 sales, 34.6% above the same period last year, marking the highest first quarter total in 7 years. Listing inventory was essentially unchanged at 4,968 after three years of declines.
- Average price per square foot set a 25-year record** The average price per square foot of a Manhattan apartment reached a record \$1,363, 23.6% above the prior year level. Median sales price increased 18.5% to \$972,428 from the prior year level, but remained 5.1% below the record set in the second quarter of 2008.
- Days on market and listing discount tightened** The time to market a property was 17 days faster than the same period last year, falling to 115 days. Listing discount decreased 2.6% from 4.3% in the same period last year.

Manhattan Market Matrix	1Q-2014	%Chg (QTR)	4Q-2013	%Chg (YR)	1Q-2013
Average Sales Price	\$1,773,523	15.3%	\$1,538,203	30.9%	\$1,354,766
Average Price per Sq Ft	\$1,363	15.7%	\$1,178	23.6%	\$1,103
Median Sales Price	\$972,428	13.7%	\$855,000	18.5%	\$820,555
New Development	\$1,731,025	0.3%	\$1,725,000	30.6%	\$1,325,000
Re-sale	\$900,000	9.6%	\$821,094	17.6%	\$765,000
Number of Sales	3,307	0.3%	3,297	34.6%	2,457
Days on Market (From Last List Date)	115	21.1%	95	-12.9%	132
Listing Discount (From Last List Price)	2.6%		3.6%		4.3%
Listing Inventory	4,968	19.3%	4,164	0.2%	4,960
Absorption Rate (mos)	4.5	18.4%	3.8	-26.2%	6.1
Pending Price Index (1Q 08 = 100)	104.32	-7.7%	113.05	9.1%	95.58
Pending Sales Index (1Q 08 = 100)	105.31	-3.8%	109.48	-34.7%	161.19
Year-to-Date	1Q-2014	%Chg (QTR)	4Q-2013	%Chg (YR)	1Q-2013
Average Sales Price (YTD)	\$1,773,523	N/A	N/A	30.9%	\$1,354,766
Average Price per Sq Ft (YTD)	\$1,363	N/A	N/A	23.6%	\$1,103
Median Sales Price (YTD)	\$972,428	N/A	N/A	18.5%	\$820,555
Number of Sales (YTD)	3,307	N/A	N/A	34.6%	2,457

*The pending sale and pending price indices are based on contract data collected during the normal course of business by Miller Samuel and Douglas Elliman.



First quarter Manhattan housing market conditions included double-digit price gains from prior year levels as the sales mix shifted to larger units and a growing new development market share targeted the luxury market. Sales momentum from a record setting 2013 carried into the new year and listing inventory stabilized after twelve consecutive quarterly year-over-year declines.

Median sales price increased 18.5% to \$972,428 from the last year, but remained 5.1% below the high water mark set in the second quarter

of 2008 before the Lehman tipping point in the subsequent quarter. Average sales price jumped 30.9% to \$1,773,523 from the same period last year due to a number of factors, including the rise in luxury new development market share, the increase in the average sales size and larger price gains at the upper end of the market. The average square footage of an apartment was 1,301, a 5.9% increase from the same period last year. The average price per square foot of a Manhattan apartment reached a record \$1,363,

23.6% above year the prior year level. Price comparisons against the prior year quarter may have been skewed higher by the market lull that occurred after the expiration of the "fiscal cliff" at the end of 2012.

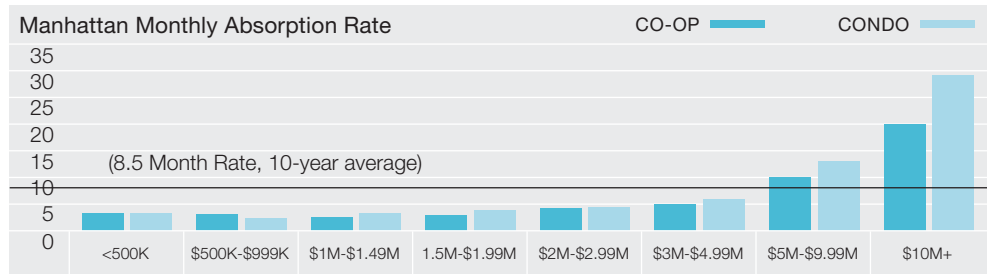
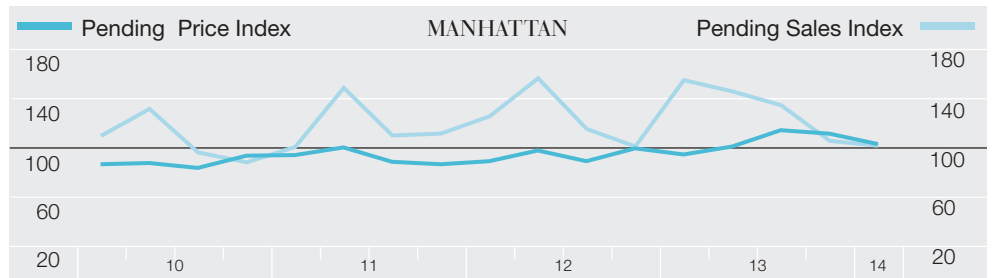
After several years of price stability, the rise in price indicators was consistent with the changing nature of the market: chronically low supply coupled with the introduction of high-end new development products that are beginning to

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close. There were 3,307 sales in the first quarter, 34.6% more than during the same period last year and the highest first quarter total in 7 years. Listing inventory remained low but was without a year-over-year decline for the first time in more than three years. The amount of listing inventory was essentially unchanged at 4,968 as compared to the prior year quarter total of 4,960.

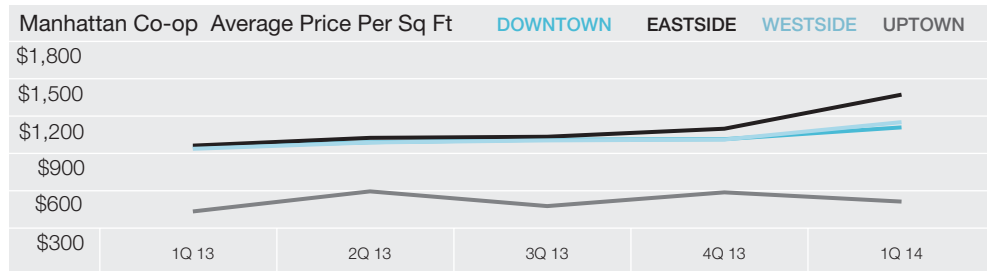
Days on market, the number of days from the last price change to the contract date, fell by 17 days to 115 from the prior year quarter. Listing discount, the percentage difference between the list price at the time of sale and the sales price, fell to 2.6% from 4.3% over the same period. The increase in monthly carrying charges for co-ops and condos rose 9% to \$1.82 from \$1.67 in the same period last year.



CO-OPS

- Average sales price and average price per square foot set 25 year records** Average sales price increased 41.5% to \$1,488,226 from the prior year quarter, reflecting a shift in the mix to larger apartments.
- Listing inventory set a record low as sales reached a record high respectively for a first quarter** There were 2,499 listings, 9.8% below the prior year levels. The number of sales jumped 31.1% to 1,954 over the same period.
- The listing discount fell to lowest level in more than six years** Days on market fell by more than a month to 98 days from the prior year quarter. The listing discount fell to 1.7% from 3.9% in the prior year quarter.

Co-op Market Matrix	1Q-2014	%Chg (QTR)	4Q-2013	%Chg (YR)	1Q-2013
Average Sales Price	\$1,488,226	27.0%	\$1,171,552	41.5%	\$1,051,682
Average Price Per Sq Ft	\$1,205	17.1%	\$1,029	30.3%	\$925
Median Sales Price	\$760,000	11.8%	\$680,000	16.9%	\$650,000
Number of Sales	1,954	-3.1%	2,016	31.1%	1,491
Days on Market (From Last List Date)	98	8.9%	90	-26.9%	134
Listing Discount (From Last List Price)	1.7%		2.0%		3.9%
Listing Inventory (Active)	2,499	11.9%	2,234	-9.8%	2,770
Absorption Rate (Monthly, Active)	3.8	15.2%	3.3	-32.1%	5.6



Quintiles	Med. Sales Price	%Chg (YR)	Co-op Mix	Sales Share	Med. Sales Price
5/5	\$2,250,000	21.6%	Studio	16.5%	\$385,000
4/5	\$1,077,000	15.4%	1 bedroom	42.8%	\$640,000
3/5	\$685,000	9.8%	2 bedroom	26.9%	\$1,350,000
2/5	\$435,000	-3.1%	3 bedroom	10.2%	\$2,750,000
1/5	\$385,000	29.8%	4+ bedroom	3.5%	\$5,900,000

Average sales price and average price per square foot set 25-year record highs. Average sales price increased 41.5% to a record \$1,488,226 from the prior year quarter, reflecting a shift in the mix to larger apartments. The average size of a co-op apartment sale was 1,235 square feet, 8.6% higher than prior year quarter. Average price per square foot jumped 30.5% to a record \$1,205 over the same period. Median sales price rose 16.9% to \$760,000 from the same period last year. Median sales price by quintile generally reflected higher price growth at the upper end of the market. Listing inventory fell 9.8% to 2,499 from the same period last year, to a record first

quarter low. Over the same period, the number of sales jumped 31.1% to 1,954, the highest first quarter total recorded in 25 years. The rise in sales and decline of inventory produced a faster market pace. The monthly absorption rate fell to 3.8 months from 5.6 months in the prior year quarter. Days on market fell by more than a month to 98 days from the prior year

quarter. The listing discount fell to 1.7% from 3.9% in the prior year quarter, the lowest level of negotiability since the third quarter of 2007. Co-op maintenance charges for sales that closed in the first quarter increased 5.9% to \$1.79 per square foot per month from \$1.69 per square foot per month in the prior year quarter.

CONDOS

• **New record set for each price**

indicator Median sales price jumped 13.4% to a record \$1,355,000 from the prior year quarter. Average sales price rose 19.9% and average price per square foot increased 15.5% to new record highs.

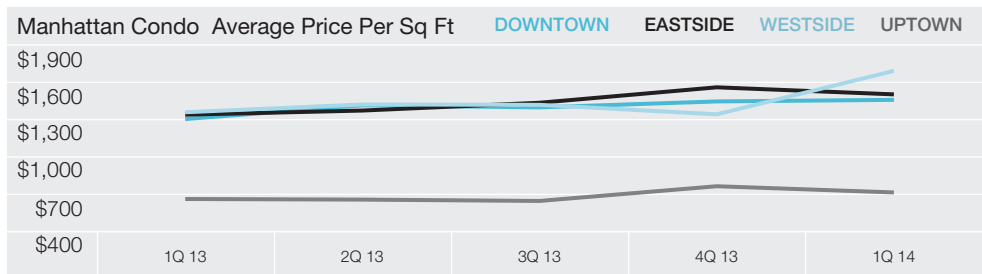
• **Listing inventory increased as sales momentum carried over from a record-setting 2013**

Listing inventory expanded 12.7% to 2,469 from the prior year quarter. The 40.1% jump in sales to 1,353 was skewed higher by a weaker prior year period and heightened market momentum at the end of 2013.

• **Marketing time edged higher as negotiability fell**

The average days on market expanded by 10 days to 140 in the prior year quarter. Listing discount fell to 4.0% from 4.8% over the same period.

Condo Market Matrix	1Q-2014	%Chg (QTR)	4Q-2013	%Chg (YR)	1Q-2013
Average Sales Price	\$2,185,548	3.3%	\$2,115,228	19.9%	\$1,822,570
Average Price Per Sq Ft	\$1,591	12.7%	\$1,412	15.5%	\$1,377
Median Sales Price	\$1,355,000	2.7%	\$1,320,000	13.4%	\$1,195,000
Number of Sales	1,353	5.6%	1,281	40.1%	966
Days on Market (From Last List Date)	140	35.9%	103	7.7%	130
Listing Discount (From Last List Price)	4.0%		6.0%		4.8%
Listing Inventory (Active)	2,469	27.9%	1,930	12.7%	2,190
Absorption Rate (Monthly, Active)	5.5	22.2%	4.5	-19.1%	6.8



Quintiles	Med. Sales Price	%Chg (YR)	Condo Mix	Sales Share	Med. Sales Price
5/5	\$4,900,000	28.1%	Studio	12.9%	\$620,550
4/5	\$2,325,000	15.9%	1 bedroom	36.1%	\$928,000
3/5	\$1,450,000	16.9%	2 bedroom	32.2%	\$1,850,000
2/5	\$920,000	14.2%	3 bedroom	13.8%	\$3,405,000
1/5	\$555,000	2.9%	4+ bedroom	5.0%	\$5,417,500

With more and larger sized new development sales, all price indicators set records. Median sales price expanded 13.4% to \$1,355,000 from the prior year quarter. The average square footage of a new development sale expanded 8.7% to 1,560 square feet while the average square footage of a re-sale fell 8.5% to 1,298. Average sales price rose 19.9% to a record \$2,185,548 and average price per square foot increased 15.5% to a record \$1,591 over the same period. By quintile, the largest gains in median sales price occurred at the top of the market. The fifth quintile rose 28.1% while the first quintile

increased 2.9% from the prior year quarter. There were 1,353 sales during the first quarter, 40.1% more than during the same period last year as the momentum from the record setting metrics of 2013 carried into the new year. In the same period last year, the market experienced a brief lull after the “fiscal cliff” deadline of December 31, 2012 passed skewing the year-over-year

comparison higher. Listing inventory rebounded 12.7% to 2,469 from the prior year quarter and increased 27.9% from the 1,930 record low total reached in the prior quarter. The average monthly common charge and real estate tax per square foot for units closed in the fourth quarter was \$1.86, 14.1% above the \$1.63 average of the same period last year.

LOFTS

• **Number of sales jumped as inventory slipped**

There were 239 sales in the quarter, 33.5% more than the same quarter last year. Listing inventory fell 5.4% to 298 over the same period.

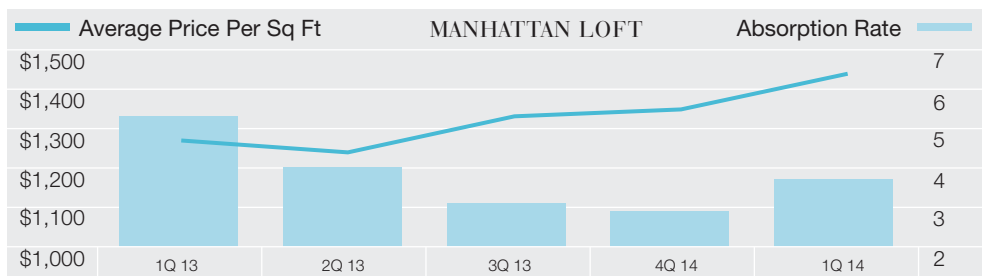
• **All price indicators posted double-digit gains**

Median sales price surged 23.1% to \$1,969,015 from the prior year quarter. Average sales price and average price per square foot rose 11.3% and 13.7% respectively.

• **Faster marketing times and lower negotiability characterized the market**

Days on market fell 25.3% to 112 days while listing discount fell to 2.5% from 4.1%.

Loft Market Matrix	1Q-2014	%Chg (QTR)	4Q-2013	%Chg (YR)	1Q-2013
Average Sales Price	\$2,509,619	10.6%	\$2,269,387	11.3%	\$2,253,990
Average Price Per Sq Ft	\$1,447	6.9%	\$1,354	13.7%	\$1,273
Median Sales Price	\$1,969,015	6.4%	\$1,850,000	23.1%	\$1,600,000
Number of Sales	239	-16.4%	286	33.5%	179
Days on Market (From Last List Date)	112	-35.3%	173	-25.3%	150
Listing Discount (From Last List Price)	2.5%		2.3%		4.1%
Listing Inventory (Active)	298	9.6%	272	-5.4%	315
Absorption Rate (Monthly, Active)	3.7	27.6%	2.9	-30.2%	5.3



Note: This sub-category analyzes all co-op & condo loft sales available. The data is also contained within the co-op & condo markets presented.

LUXURY

- Listing inventory jumped, led by new development** There were 1,380 listings in the first quarter, up 34.6% from the prior year period. Within that rise, new development listings nearly doubled, rising 94.1%.
- Record sales volume above \$10,000,000 shifted price indicators higher** Median sales price jumped 43.3% to \$5,753,112 as sales above ten million dollars rose 2.3 times above prior year levels.
- Listing discount fell sharply** Negotiability fell to 0.9% from 4.9% in the same quarter last year.

Note: This sub-category analyzes the top 10% of all co-op & condo sales. Data is also contained within the co-op and condo markets presented.

NEW DEVELOPMENT

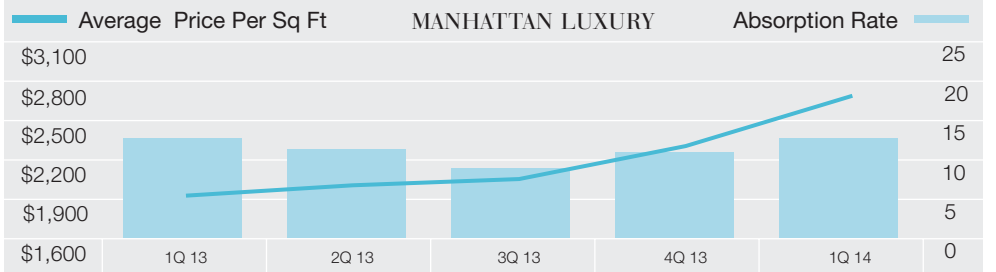
- Price per square foot surged with new super luxury product in mix** The average price per square foot of a new development sale that closed in the first quarter surged \$37.7% to a record \$1,834.
- Market share expands for second month after bottoming last fall** After falling to 6.2% in the third quarter, the share of new development closings was 16.1% in the first quarter, above the 15% prior year level.
- Average size of a new development sale increased** The shift in the new development market mix shifted towards larger units. The average square footage was 1,545, up 7.3% from the prior year quarter.

Note: This sub-category analyzes new development co-op & condo sales. Data is also contained within the co-op and condo markets presented.

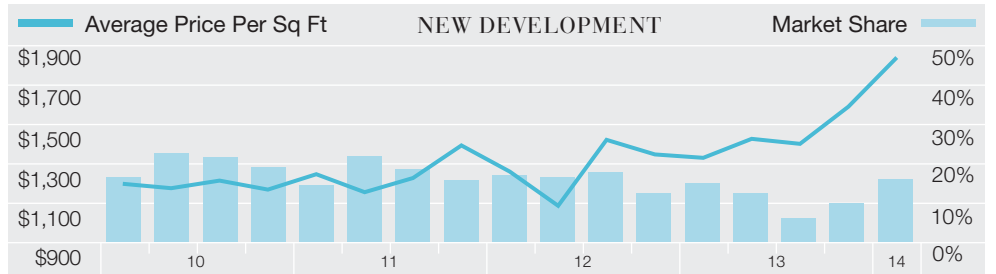
IN-FOCUS

- The long, slow decline of new development inventory may be ending** The supply of new development jumped 55.4% from the prior quarter, after averaging 0.8% since the Lehman tipping point in 2008.
- Re-sale inventory remained below prior year levels** The inventory of existing apartments rose 13.2%, edging out the 11.9% 5-year seasonal average. However, re-sale inventory was down 5.4% from prior year levels.

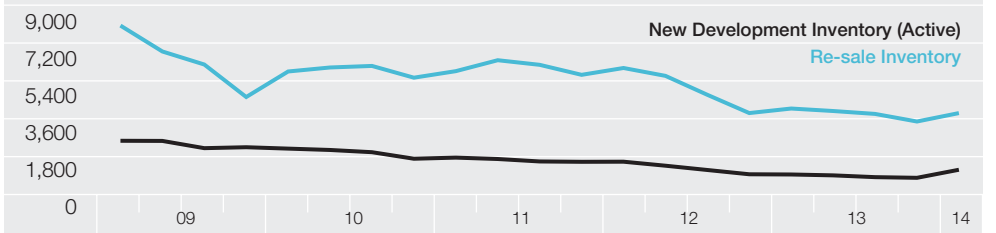
Luxury Market Matrix	1Q-2014	%Chg (QTR)	4Q-2013	%Chg (YR)	1Q-2013
Average Sales Price	\$7,390,037	19.1%	\$6,206,155	45.6%	\$5,076,228
Average Price Per Sq Ft	\$2,706	17.0%	\$2,313	40.6%	\$1,925
Median Sales Price	\$5,753,112	17.4%	\$4,900,000	43.3%	\$4,015,000
Number of Sales	331	0.3%	330	34.6%	246
Days on Market (From Last List Date)	131	19.1%	110	0.8%	130
Listing Discount (From Last List Price)	0.9%		3.2%		4.9%
Listing Inventory (Active)	1,380	16.0%	1,190	34.6%	1,025
Absorption Rate (Monthly, Active)	12.5	15.7%	10.8	0.0%	12.5
Entry Threshold	\$3,715,000	14.9%	\$3,232,944	26.6%	\$2,935,000



New Development Market Matrix	1Q-2014	%Chg (QTR)	4Q-2013	%Chg (YR)	1Q-2013
Average Sales Price	\$2,832,812	5.1%	\$2,694,436	47.7%	\$1,918,384
Average Price per Sq Ft	\$1,834	15.5%	\$1,588	37.7%	\$1,332
Median Sales Price	\$1,731,025	0.3%	\$1,725,000	30.6%	\$1,325,000
Number of Sales	367	12.2%	327	-0.3%	368
Days on Market (From Last List Date)	114	11.8%	102	-13.0%	131
Listing Discount (From Last List Price)	13.4%		3.6%		4.8%
Listing Inventory (Active)	1,102	55.4%	709	26.4%	872
Absorption Rate (mos, active)	9.0	38.5%	6.5	26.8%	7.1
Sales Share of Overall Market	16.1%		9.9%		15.0%



IN-FOCUS: Co-op/Condo Monthly Absorption by Number of Bedrooms



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Report Methodology:

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