



Snapshot

Total Dollar Volume billions \$

Year-End 2020	Year-End 2021
\$2.1	\$2.8
	35.8% increase

Total Building Volume

Year-End 2020	Year-End 2021
245	294
buildings	buildings
	20.0% increase

Total Dollar Volume

Northern	\$ 397,382,276
Upper West Side	\$ 438,725,150
Upper East Side	\$ 536,850,000
Midtown	\$ 544,840,454
Downtown	\$ 874,263,946

Total Building Volume

Northern	75
Upper West Side	51
Upper East Side	37
Midtown	52
Downtown	79

Elevator Buildings: Average Sale Price

	Per Building	Per Unit	Per Sq Ft
Northern	\$ 17,397,273	\$ 325,439	\$ 337
Upper West Side	\$ 20,425,400	\$ 358,004	\$ 486
Upper East Side	\$ 33,190,000	\$ 730,894	\$ 745
Midtown	\$ 23,553,152	\$ 402,172	\$ 562
Downtown	\$ 40,077,519	\$ 2,247,664	\$ 895

Walk-Up Buildings: Average Sale Price

	Per Building	Per Unit	Per Sq Ft
Northern	\$ 3,218,942	\$ 190,180	\$ 294
Upper West Side	\$ 5,718,808	\$ 490,426	\$ 686
Upper East Side	\$ 7,590,741	\$ 465,882	\$ 763
Midtown	\$ 6,969,653	\$ 823,964	\$ 871
Downtown	\$ 8,682,176	\$ 570,370	\$ 846

Manhattan Multifamily Insights Year-End 2021

Total Monthly Dollar and Building Volumes 2021 and 2020

2021	Northern			Upper West Side			Upper East Side			Midtown			Downtown			Total		
1Q	\$	51,506,000	16	\$	8,700,000	3	\$	97,950,000	9	\$	32,132,825	7	\$	9,400,000	2	\$	199,688,825	37
2Q	\$	49,395,000	6	\$	106,249,670	8	\$	253,000,000	5	\$	227,424,423	14	\$	457,419,399	33	\$	1,093,488,492	66
3Q	\$	103,437,982	28	\$	73,800,000	9	\$	41,750,000	4	\$	172,800,000	16	\$	164,671,112	16	\$	556,459,094	73
Oct	\$	39,708,294	13	\$	4,900,000	1	\$	45,700,000	6	\$	34,350,000	5	\$	65,183,435	13	\$	189,841,729	38
Nov	\$	101,175,000	5	\$	182,625,480	23	\$	98,450,000	13	\$	41,233,206	8	\$	28,700,000	3	\$	452,183,686	52
Dec	\$	52,160,000	7	\$	62,450,000	7	\$	0	0	\$	36,900,000	2	\$	148,890,000	12	\$	300,400,000	28
4Q	\$	193,043,294	25	\$	249,975,480	31	\$	144,150,000	19	\$	112,483,206	15	\$	242,773,435	28	\$	942,425,415	118
Total	\$	397,382,276	75	\$	438,725,150	51	\$	536,850,000	37	\$	544,840,454	52	\$	874,263,946	79	\$	2,792,061,826	294
2020																		
1Q	\$	192,471,251	36	\$	82,627,000	24	\$	224,677,457	13	\$	497,080,000	7	\$	144,944,168	16	\$	1,141,799,876	96
2Q	\$	18,755,000	11	\$	44,050,000	3	\$	11,500,000	1	\$	52,593,889	9	\$	69,125,000	6	\$	196,023,889	30
3Q	\$	67,123,671	18	\$	52,300,000	3	\$	62,275,000	7	\$	95,952,100	5	\$	24,150,000	6	\$	301,800,771	39
Oct	\$	5,302,380	3	\$	31,311,520	4	\$	15,125,000	5	\$	0	0	\$	27,400,000	4	\$	79,138,900	16
Nov	\$	49,226,773	15	\$	146,500,552	28	\$	12,900,000	3	\$	0	0	\$	0	0	\$	208,627,325	46
Dec	\$	39,360,826	6	\$	26,900,000	4	\$	44,572,812	5	\$	3,800,000	1	\$	14,672,530	2	\$	129,306,168	18
4Q	\$	93,889,979	24	\$	204,712,072	36	\$	72,597,812	13	\$	3,800,000	1	\$	42,072,530	6	\$	417,072,393	80
Total	\$	372,239,901	89	\$	383,689,072	66	\$	371,050,269	34	\$	649,425,989	22	\$	280,291,698	34	\$	2,056,696,929	245

"Multifamily deals at year-end continued the positive trajectory established in the second quarter of 2021.

- December 2021 vs. 2020 – dollar volume was 132.3% higher and building volume was 55.6% higher,
- 4Q 2021 vs. 2020 – dollar volume was 126.0% higher and building volume was 47.5% higher and
- Year-End 2021 vs. 2020 – dollar volume was 35.8% higher and building volume was 20.0% higher."

Signature Realty Associates Inc Signature Realty is a commercial real estate brokerage company located in New York City. The Company, a leader in Manhattan multifamily and mixed-use apartment building sales, provides unparalleled deal execution supported by exceptional market intelligence for a broad range of real estate investors, from single-property owners to institutional and private equity funds.

The Signature Realty team has closed hundreds of commercial real estate transactions and has accumulated multiple awards recognizing their achievements and contributions to the New York real estate industry.

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Definitions: Market and Sub-Market Manhattan: The most densely populated of the five

New York City boroughs, it consists of Manhattan Island, which is bounded by the Hudson, East and Harlem Rivers, along with some territory on the mainland and small islands. • **Northern Manhattan:** North of West 110th Street, North of East 96th Street, River to River • **Upper West Side:** 110th to 59th Street, the Hudson River to Central Park West • **Upper East Side:** 96th to 59th Street, Fifth Avenue to the East River • **Midtown:** 59th to 14th Street, River to River • **Downtown:** 14th Street to The Battery, River to River

Signature Realty Methodology The data used in this report includes buildings with a minimum sales price of \$1 million and a minimum of 10 units or six residential and one commercial unit. Transactions where a deed and transfer of ownership document were recorded as well as portfolios where some of the buildings did not meet the above criteria also were considered.

The underlying data and information contained in this report has either been provided to us by the owner of the property, collected from public records or obtained from other sources that we deem reliable. We have no reason to doubt its accuracy, but we do not guarantee the accuracy of any information provided herein.