



REBNY Research

Residential Sales Report

Q2 2020

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Executive Summary

In the second quarter of 2020, the New York City average residential sales price, which covers condominiums, cooperatives and one-to three family homes, was \$975,806 - a 13% decline year-over-year. Broken out, the citywide averages were:

- Condominiums: \$1.6 million
- Cooperatives: \$724,983
- One-to-three family homes: \$860,631

From Q2 of last year, total consideration decreased by 50%, from \$12.8 billion to \$6.4 billion, reaching the lowest point since the fourth quarter of 2011. The Citywide residential transaction volume also decreased year-over-year, declining from 11,413 to 6,534 sales, representing a 43% drop and an all-time low since REBNY began collecting the data in the first quarter of 2006. All five boroughs experienced a decrease in the number of transactions year-over-year.

Borough Year-Over-Year Change in Total Consideration:

- Manhattan: -66%
- The Bronx: -31%
- Brooklyn: -36%
- Queens: -35%
- Staten Island: +4%

Borough Year-Over-Year Change in Number of Transactions:

- Manhattan: -62%
- The Bronx: -42%
- Brooklyn: -37%
- Queens: -43%
- Staten Island: -3%

Manhattan & Brooklyn Active Listings:

- 4,650 condos asking an average price of \$3.5 million.
- 3,495 co-ops asking an average price of \$1.8 million.
- 1,085 one-to-three family homes asking an average price of \$4.7 million.

Manhattan & Brooklyn In-Contract Listings:

- 1,882 condos with an average asking price of \$2.2 million.
- 1,112 co-ops with an average asking price of \$1.3 million.
- 237 one-to-three family homes with an average asking price of \$2.7 million.

Citywide: Condo Closings

Key Takeaways

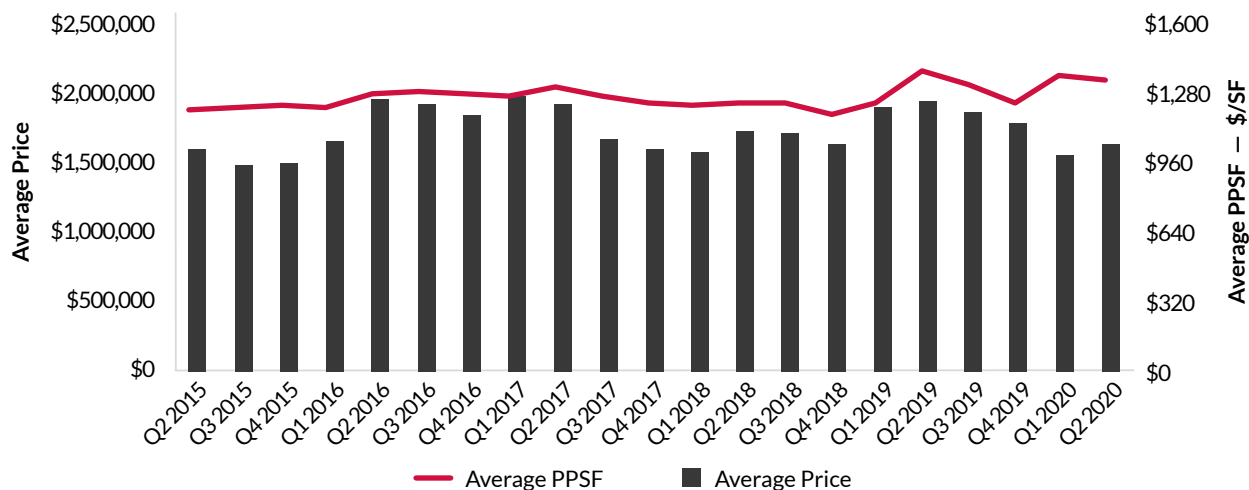
- Units sold citywide: 1,248 condos, a 57% decline year-over-year
- Total consideration: \$2 billion, a 64% decline year-over-year
- Citywide average condo sales price: \$1.6 million, a 17% decline year-over-year
- Greatest share of closings: Two bedroom units at 32%
- Greatest share of closings by dollar volume: Two bedroom units at 28%
- Largest price bracket: \$500,000 - \$1 million units at 37% share of closings
- Largest price bracket by dollar volume: \$1 million - \$2 million units at 22% of closings
- Borough with largest number of closings citywide: Manhattan with 46% of transactions
- Borough with largest consideration of closings citywide: Manhattan with 74% of total consideration

Citywide: Condo Closings

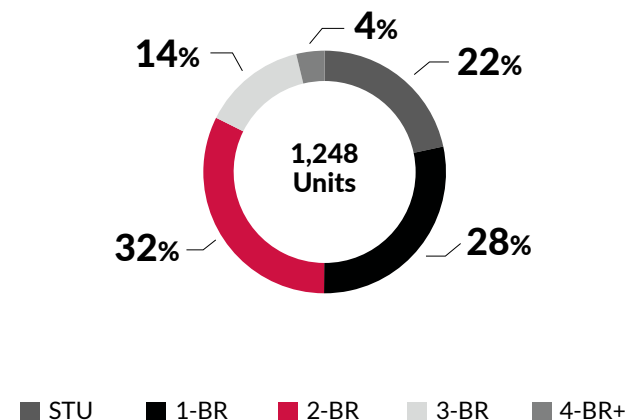
	Q2 2020	Q1 2020	Q2 2019	%Δ Q1 2020	%Δ Q2 2019
Transactions	1,248	1,799	2,871	-31%	-57%
Consideration	\$2,005,817,555	\$2,774,795,610	\$5,531,872,411	-28%	-64%
Average Price	\$1,607,226	\$1,542,410	\$1,926,810	4%	-17%
Median Price	\$877,391	\$880,000	\$1,075,000	0%	-18%
Average SF	1,205	1,144	1,208	5%	0%
Median SF	1,000	940	996	6%	0%
Average PPSF	\$1,334	\$1,348	\$1,595	-1%	-16%
Median PPSF	\$877	\$936	\$1,079	-6%	-19%

Citywide: Condo Closings

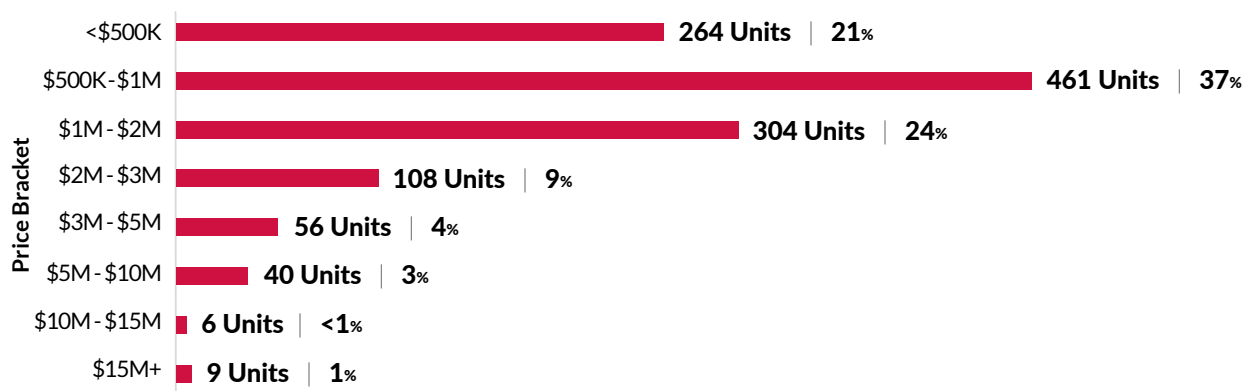
Citywide: Condo Closings
Historical Average Price/Average PPSF



Citywide: Condo Closings
% of Units | Bedroom Type



Citywide: Condo Closings
of Units | Price Bracket



Citywide: Condo Closings
Total Consideration | Bedroom Type

	Consideration	% of Consideration
STU	\$306,929,675	15%
1-BR	\$323,392,197	16%
2-BR	\$559,154,858	28%
3-BR	\$340,634,913	17%
4-BR+	\$475,705,911	24%
ALL	\$2,005,817,555	100%

Citywide: Co-op Closings

Key Takeaways

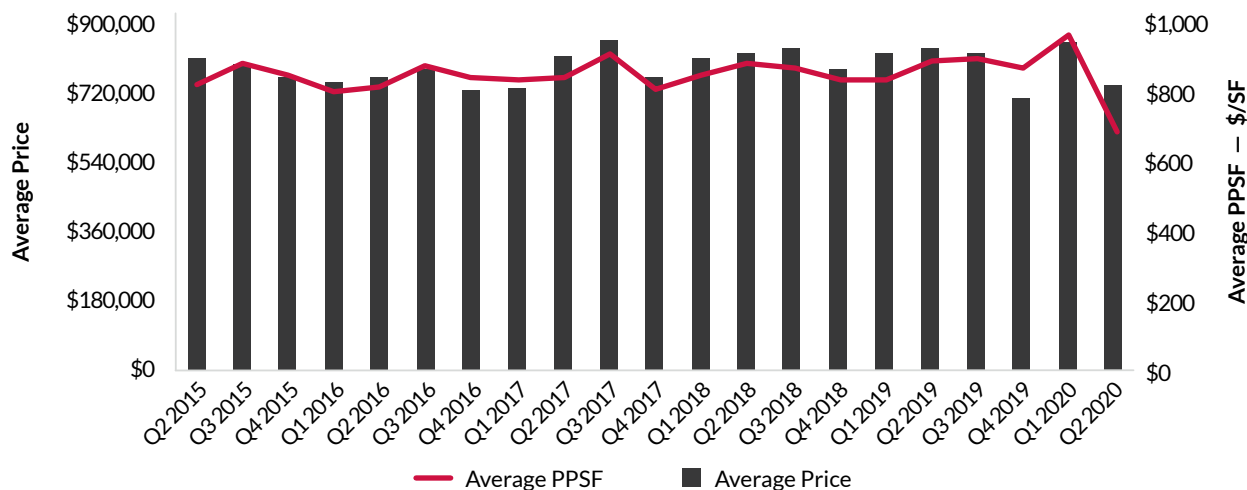
- Units sold citywide: 1,321 co-ops, a 60% decline year-over-year
- Total consideration: \$957.7 million, a 65% decline year-over-year
- Citywide average co-op sales price: \$724,983, a 12% decline year-over-year
- Greatest share of closings: One bedroom units at 40%
- Greatest share of closings by dollar volume: Two bedroom units at 35%
- Largest price bracket: \$250,000 - \$500,000 units at 39% of closings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 30% of closings
- Borough with largest number of closings citywide: Manhattan with 46% of transactions
- Borough with largest consideration of closings citywide: Manhattan with 67% of total consideration

Citywide: Co-op Closings

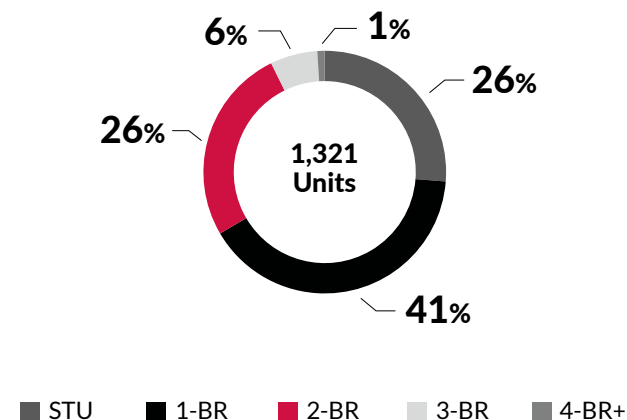
	Q2 2020	Q1 2020	Q2 2019	%Δ Q1 2020	%Δ Q2 2019
Transactions	1,321	1,908	3,326	-31%	-60%
Consideration	\$957,701,963	\$1,588,470,473	\$2,731,210,269	-40%	-65%
Average Price	\$724,983	\$832,532	\$821,170	-13%	-12%
Median Price	\$490,000	\$490,000	\$460,391	0%	6%
Average SF	1,085	881	849	23%	28%
Median SF	750	767	750	-2%	0%
Average PPSF	\$668	\$945	\$967	-29%	-31%
Median PPSF	\$653	\$639	\$614	2%	6%

Citywide: Co-op Closings

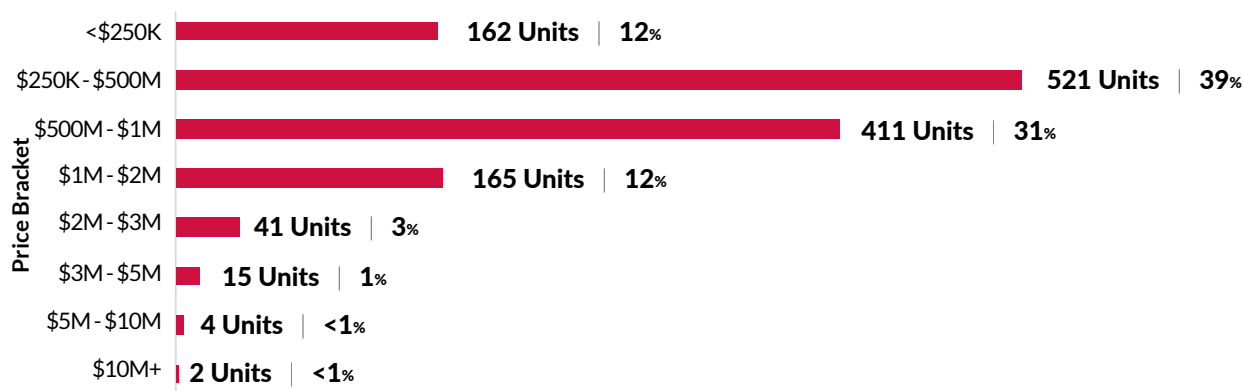
Citywide: Co-op Closings
Historical Average Price/Average PPSF



Citywide: Co-op Closings
% of Units | Bedroom Type



Citywide: Co-op Closings
of Units | Price Bracket



Citywide: Co-op Closings
Total Consideration | Bedroom Type

	Consideration	% of Consideration
STU	\$169,928,848	18%
1-BR	\$272,566,925	28%
2-BR	\$333,674,277	35%
3-BR	\$136,874,448	14%
4-BR+	\$43,600,621	5%
ALL	\$957,701,963	100%

Citywide: 1-3 Family Home Closings

Key Takeaways

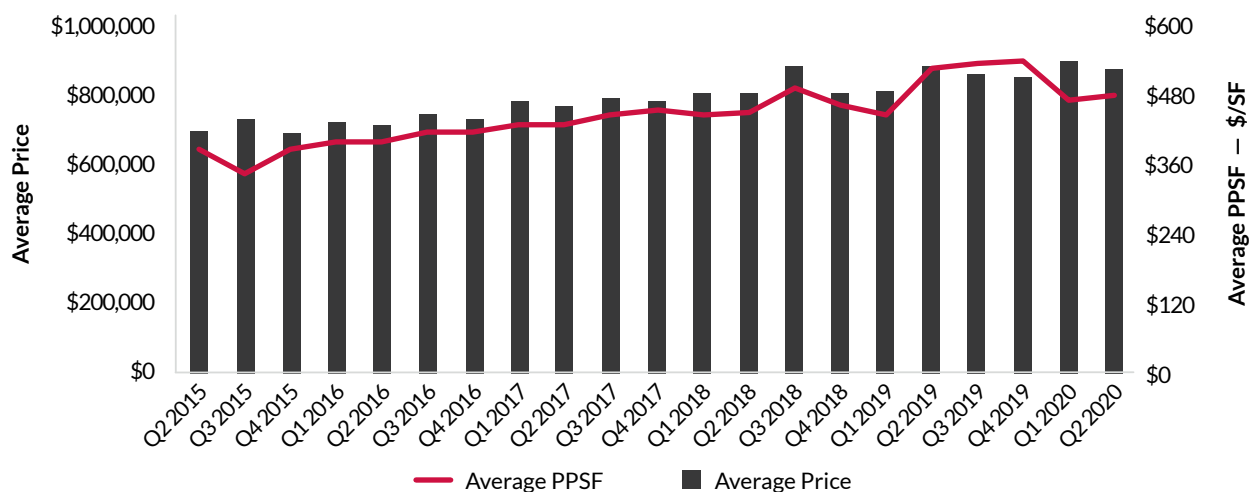
- Units sold citywide: 3,965 one-to-three family homes, a 24% decline year-over-year
- Total consideration: \$3.4 billion, a 25% decline year-over-year
- Citywide average one-to-three family home sales price: \$860,631, which remained flat year-over-year
- Largest price bracket: \$500,000 - \$1 million units at 60% of closings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 51% of closings
- Borough with largest number of closings citywide: Brooklyn with 34% of transactions
- Borough with largest consideration of closings citywide: Queens with 37% of total consideration

Citywide: 1-3 Family Home Closings

	Q2 2020	Q1 2020	Q2 2019	%Δ Q1 2020	%Δ Q2 2019
Transactions	3,965	4,995	5,216	-21%	-24%
Consideration	\$3,412,400,030	\$4,413,051,691	\$4,549,340,259	-23%	-25%
Average Price	\$860,631	\$883,494	\$872,189	-3%	-1%
Median Price	\$690,000	\$716,400	\$660,000	-4%	5%
Average SF	1,828	1,904	1,660	-4%	10%
Median SF	1,680	1,728	1,440	-3%	17%
Average PPSF	\$471	\$464	\$525	1%	-10%
Median PPSF	\$411	\$415	\$458	-1%	-10%

Citywide: 1-3 Family Home Closings

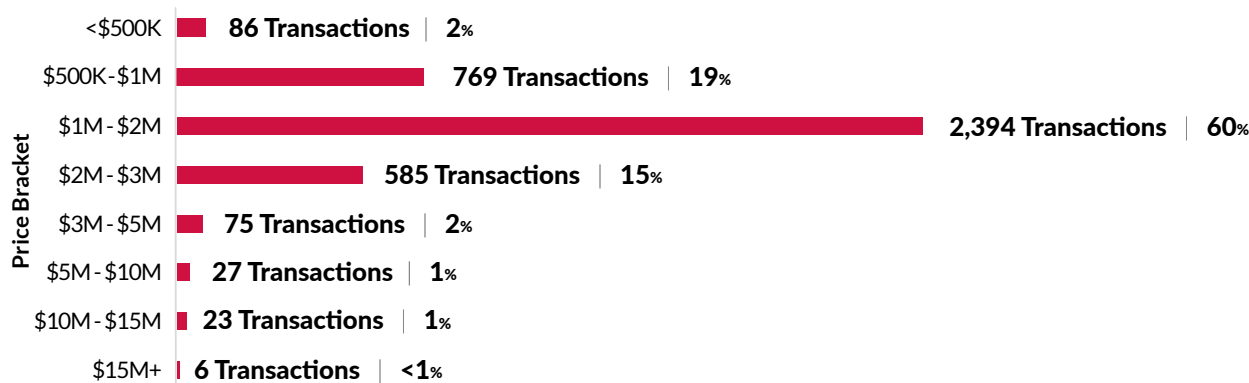
Citywide: 1-3 Family Home Closings
 Historical Average Price/Average PPSF



Citywide: 1-3 Family Home Closings
 Total Consideration | Price Bracket

	Consideration	% of Consideration
<\$250K	\$16,790,184	< 1%
\$250K-\$500K	\$315,983,934	9%
\$500K-\$1M	\$1,725,275,117	51%
\$1M-\$2M	\$808,954,377	24%
\$2M-\$3M	\$181,722,375	5%
\$3M-\$5M	\$107,569,250	3%
\$5M-\$10M	\$176,499,793	5%
\$10M+	\$79,605,000	2%
ALL	\$3,412,400,030	100%

Citywide: 1-3 Family Home Closings
 # of Units | Price Bracket



Manhattan: Active Condos

Key Takeaways

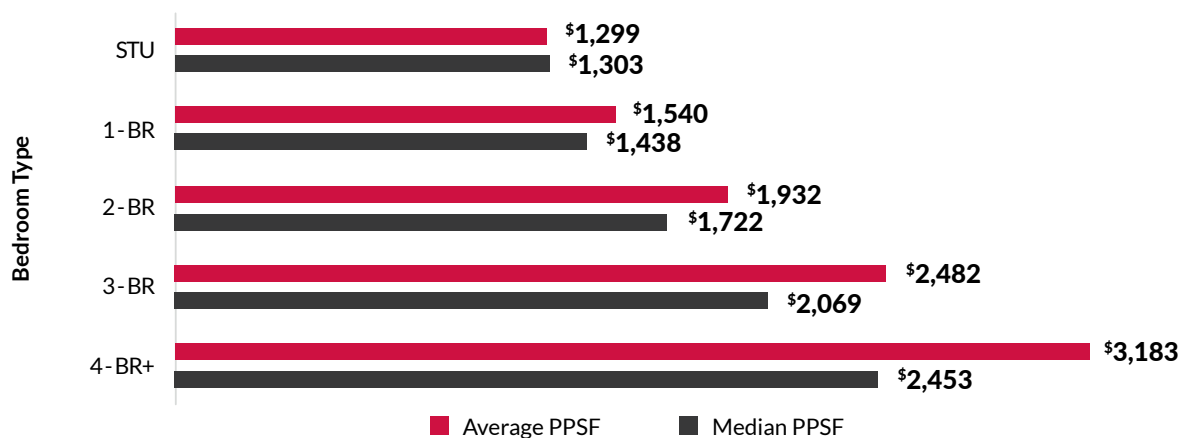
- Units active in Manhattan: 3,508 condos, a 5% increase from Q1 2020
- Total consideration: \$14.7 billion, which remained flat from Q1 2020
- Manhattan average condo asking price: \$4.2 million, a 5% decline from Q1 2020
- Greatest share of listings: Two bedroom units at 34%
- Greatest share of listings by dollar volume: Four and over bedroom units at 39%
- Largest price bracket: \$1 million - \$2 million units at 28% of listings
- Largest price bracket by dollar volume: \$15 million and over units at 27% of listings
- Neighborhood with the largest amount of active condo listings: The Upper East Side with 508 listings, or 14% of total listings
- Neighborhood with highest condo average asking price: Greenwich Village at \$6.1 million
- Neighborhood with highest condo average asking PPSF: Midtown West at \$3,354

Manhattan: Active Condos By Bedroom Type

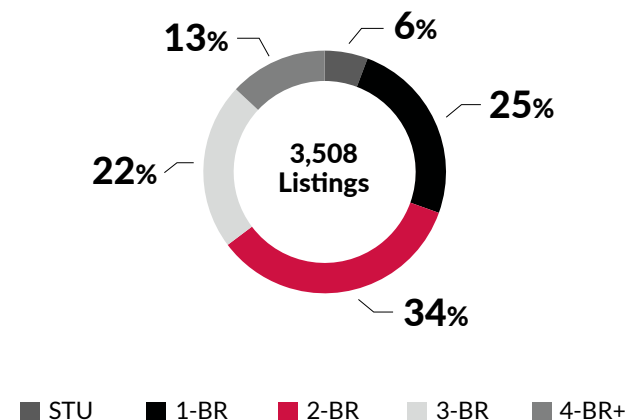
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Units	202	867	1,202	779	458	3,508
% of Units	6%	25%	34%	22%	13%	100%
Average Price	\$883,319	\$1,304,701	\$2,737,371	\$5,554,242	\$12,589,465	\$4,188,328
Median Price	\$698,250	\$1,150,000	\$2,325,000	\$4,250,000	\$8,500,000	\$2,395,000
Average SF	680	847	1,417	2,238	3,956	1,769
Median SF	536	800	1,350	2,054	3,465	1,419
Average PPSF	\$1,299	\$1,540	\$1,932	\$2,482	\$3,183	\$2,367
Median PPSF	\$1,303	\$1,438	\$1,722	\$2,069	\$2,453	\$1,688

Manhattan: Active Condos

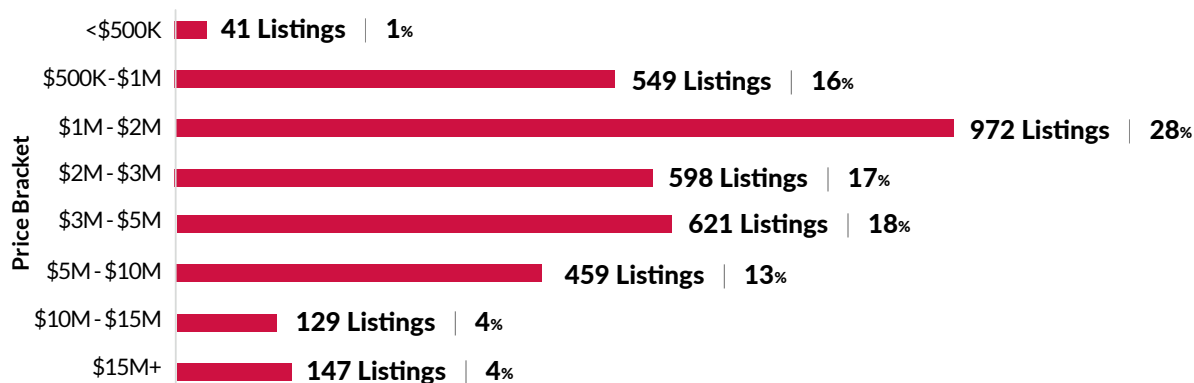
Manhattan: Active Condos
Average/Median PPSF | Bedroom Type



Manhattan: Active Condos
% of Listings | Bedroom Type



Manhattan: Active Condos
of Listings | Price Bracket



Manhattan: Active Condos
Total Consideration | Bedroom Type

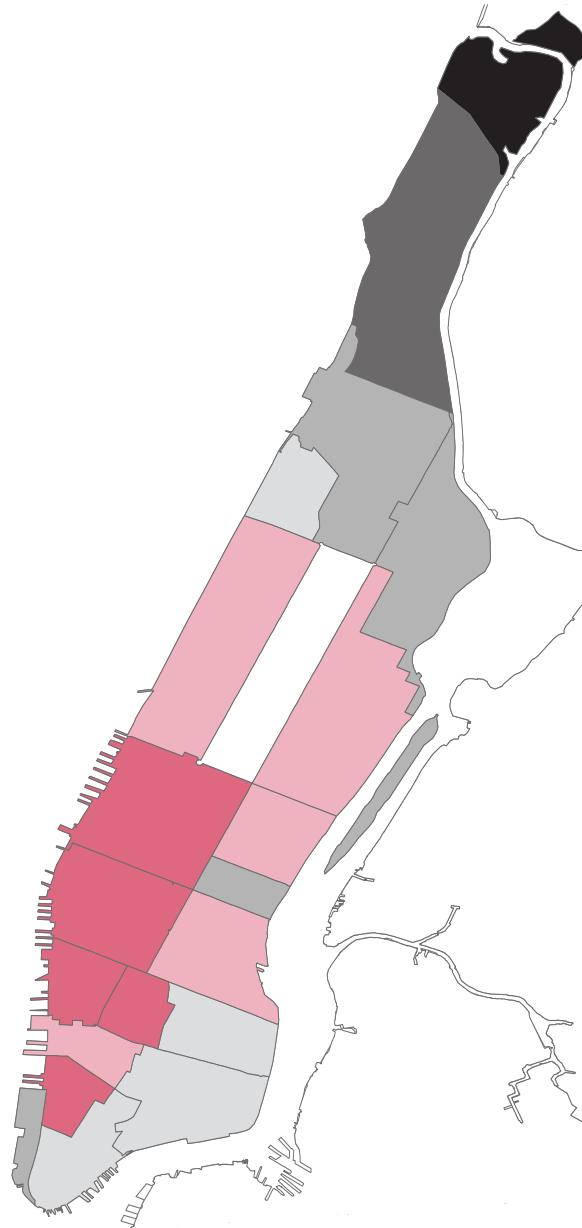
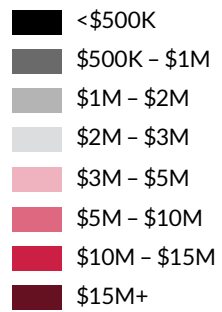
	Consideration	% of Consideration
STU	\$178,430,348	1%
1-BR	\$1,131,175,674	8%
2-BR	\$3,290,319,870	22%
3-BR	\$4,326,754,828	29%
4-BR+	\$5,765,975,009	39%
ALL	\$14,692,655,729	100%

Manhattan: Active Condos

LEGEND

Manhattan: Active Condos

Average Price by Price Bracket



Manhattan: In-Contract Condos

Key Takeaways

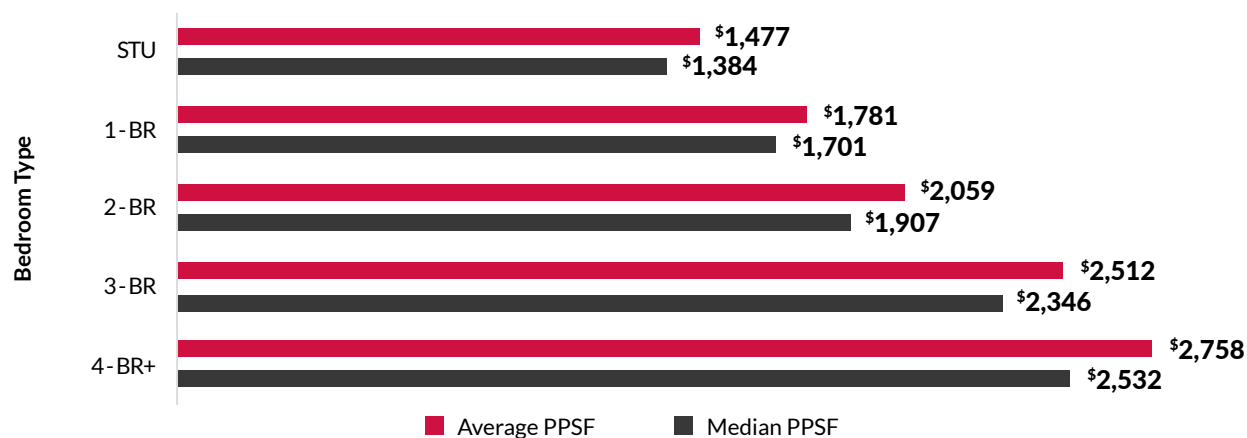
- Units in-contract in Manhattan: 986 condos, a 29% decline from Q1 2020
- Total consideration: \$3 billion, a 27% decline from Q1 2020
- Manhattan average condo contract price: \$3.1 million, a 3% increase from Q1 2020
- Greatest share of listings: One bedroom units at 37%
- Greatest share of listings by dollar volume: Two bedroom units at 32%
- Largest price bracket: \$1 million - \$2 million units at 33% of listings
- Largest price bracket by dollar volume: \$5 million - \$10 million units at 25% of listings
- Neighborhood with the largest amount of in-contract condo listings: The Upper West Side with 168 listings, or 17% of total listings
- Neighborhood with highest condo average in-contract asking price: The West Village at \$8.2 million
- Neighborhood with highest condo average in-contract PPSF: The West Village at \$3,429

Manhattan: In-Contract Condos By Bedroom Type

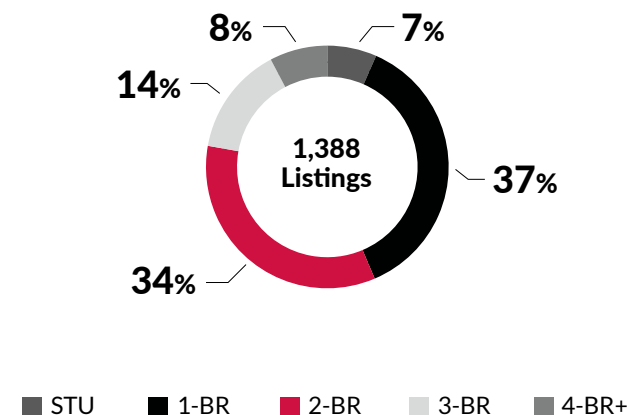
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	65	365	337	143	76	986
% of Listings	7%	37%	34%	15%	8%	100%
Average Price	\$883,656	\$1,468,644	\$2,857,201	\$5,574,332	\$9,042,993	\$3,083,942
Median Price	\$750,000	\$1,310,000	\$2,500,000	\$4,745,000	\$7,800,000	\$2,025,000
Average SF	598	825	1,387	2,219	3,279	1,402
Median SF	542	770	1,311	2,023	3,080	1,159
Average PPSF	\$1,477	\$1,781	\$2,059	\$2,512	\$2,758	\$2,200
Median PPSF	\$1,384	\$1,701	\$1,907	\$2,346	\$2,532	\$1,747

Manhattan: In-Contract Condos

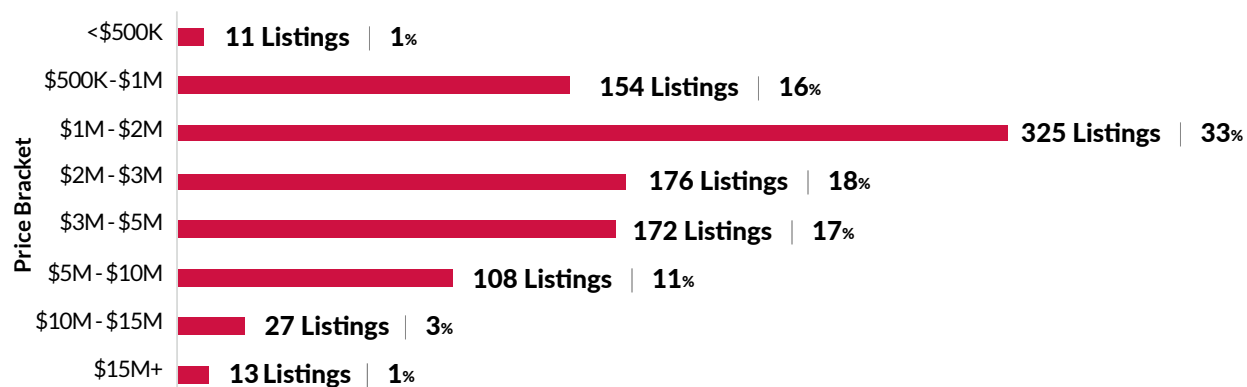
Manhattan: In-Contract Condos
Average/Median PPSF | Bedroom Type



Manhattan: In-Contract Condos
% of Listings | Bedroom Type



Manhattan: In-Contract Condos
of Listings | Price Bracket



Manhattan: In-Contract Condos
Total Consideration | Bedroom Type

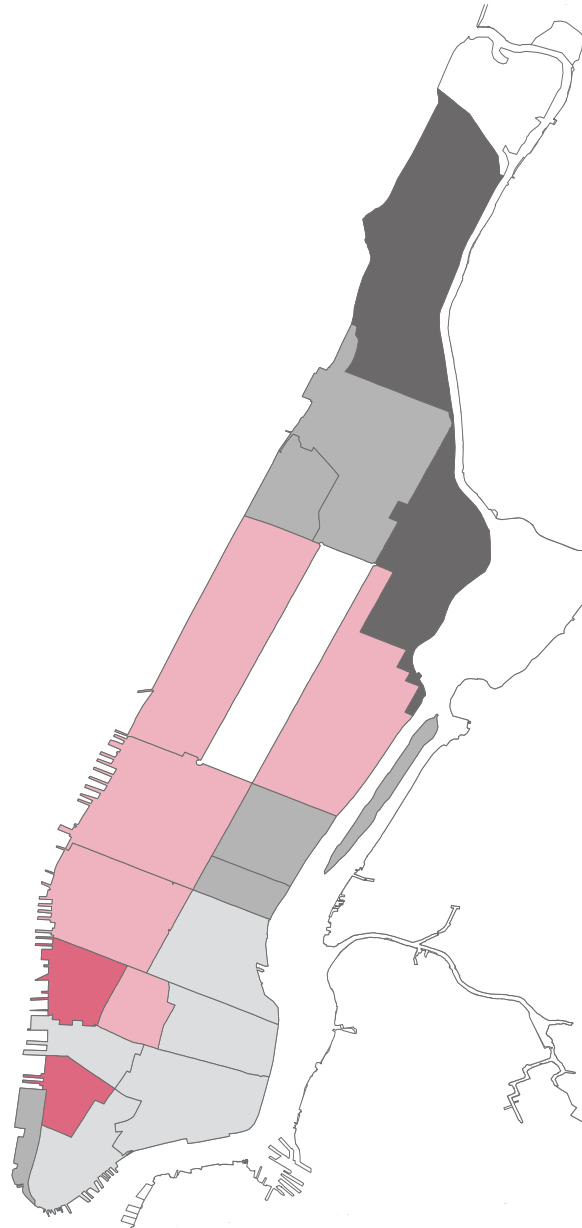
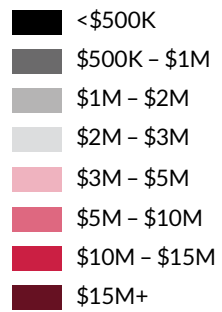
	Consideration	% of Consideration
STU	\$57,437,663	2%
1-BR	\$536,054,954	18%
2-BR	\$962,876,835	32%
3-BR	\$797,129,500	26%
4-BR+	\$687,267,500	23%
ALL	\$3,040,766,452	100%

Manhattan: In-Contract Condos

LEGEND

Manhattan: In-Contract Condos

Average Price by Price Bracket



Manhattan: Condo Closings

Key Takeaways

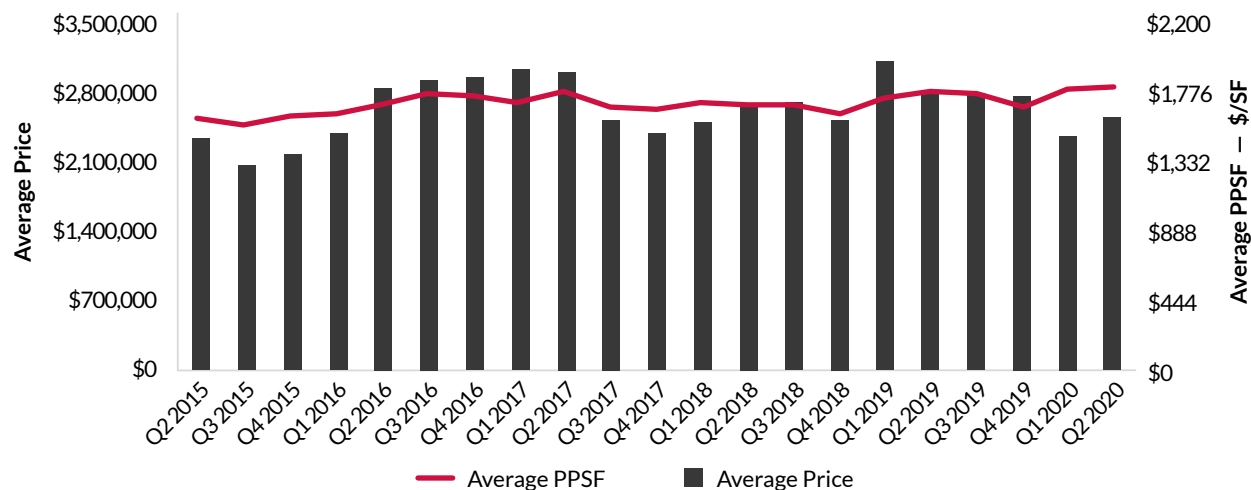
- Units sold in Manhattan: 577 condos, a 63% decline year-over-year
- Total consideration: \$1.5 billion, a 67% decline year-over-year
- Manhattan average condo sales price: \$2.6 million, a 9% decline year-over-year
- Greatest share of listings: Two bedroom units at 33%
- Greatest share of listings by dollar volume: Two bedroom units at 25%
- Largest price bracket: \$1 million - \$2 million units at 31% of closings
- Largest price bracket by dollar volume: \$15 million and over units at 21% of listings
- Neighborhood with notable change in condo consideration: Gramercy/Kips Bay from \$384.2 million to \$77.1 million, an 80% decrease year-over-year
- Neighborhood with notable change in condo transactions: Chelsea/Flatiron from 137 to 38, a 72% decrease year-over-year
- Neighborhood with notable change in condo average sales price: Midtown East from \$3.4 million to \$1.4 million, a 60% decrease year-over-year

Manhattan: Condo Closings

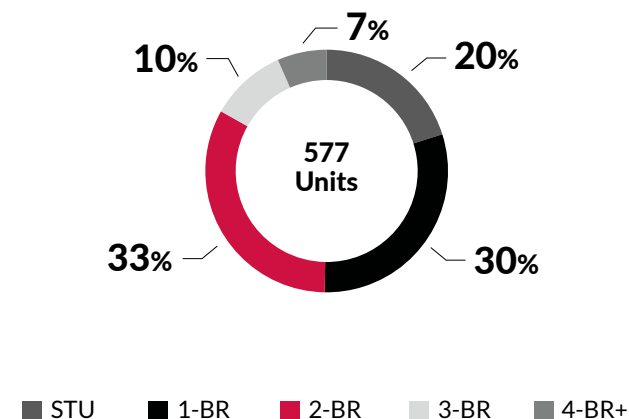
	Q2 2020	Q1 2020	Q2 2019	%Δ Q1 2020	%Δ Q2 2019
Transactions	577	849	1,565	-32%	-63%
Consideration	\$1,486,074,321	\$2,015,497,390	\$4,440,900,087	-26%	-67%
Average Price	\$2,575,519	\$2,373,966	\$2,837,636	8%	-9%
Median Price	\$1,480,000	\$1,431,829	\$1,675,000	3%	-12%
Average SF	1,411	1,306	1,346	8%	5%
Median SF	1,076	1,052	1,058	2%	2%
Average PPSF	\$1,825	\$1,818	\$2,109	0%	-13%
Median PPSF	\$1,375	\$1,361	\$1,583	1%	-13%

Manhattan: Condo Closings

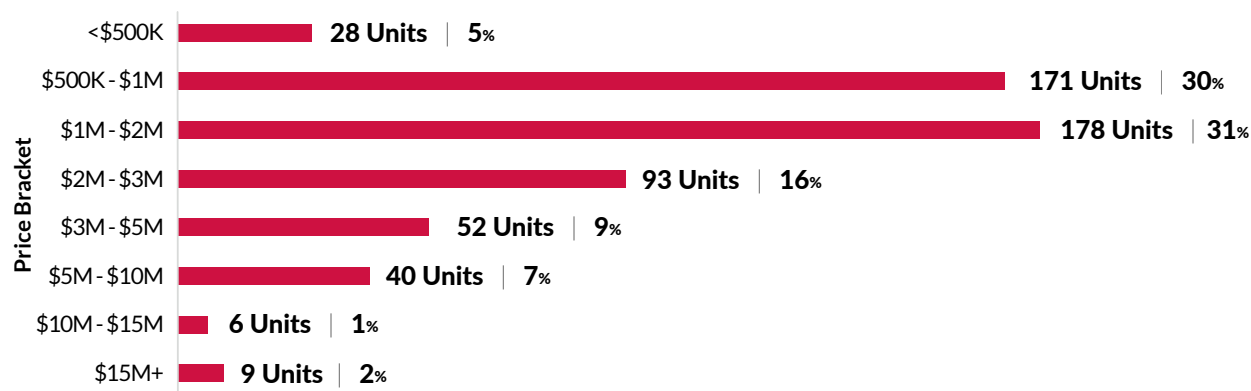
Manhattan: Condo Closings
Historical Average Price/Average PPSF



Manhattan: Condo Closings
% of Units | Bedroom Type



Manhattan: Condo Closings
of Units | Price Bracket



Manhattan: Condo Closings
Total Consideration | Bedroom Type

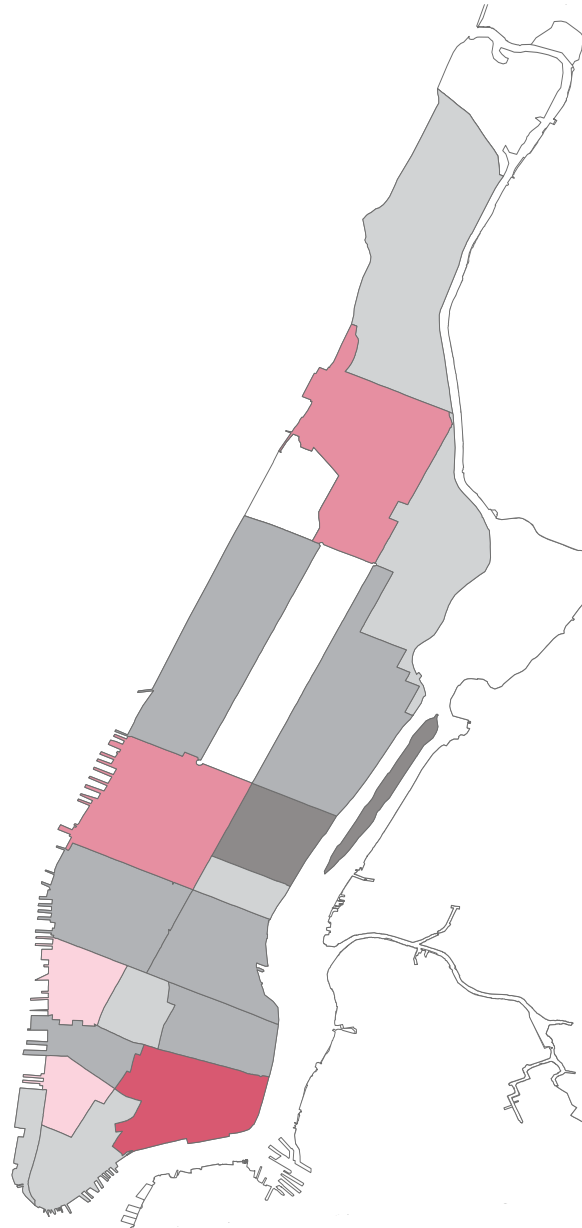
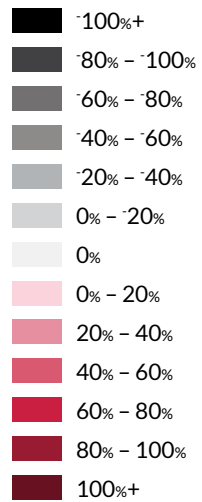
	Consideration	% of Consideration
STU	\$205,860,068	14%
1-BR	\$208,791,946	14%
2-BR	\$375,519,719	25%
3-BR	\$226,609,678	15%
4-BR+	\$469,292,911	32%
ALL	\$1,486,074,321	100%

Manhattan: Condo Closings

LEGEND

Manhattan: Condo Closings

By $\Delta\%$ in Average Price from Q1 2019



Manhattan: Active Co-ops

Key Takeaways

- Units active in Manhattan: 3,078 co-ops, a 7% increase from Q1 2020
- Total consideration: \$5.8 billion, a 4% increase from Q1 2020
- Manhattan average co-op asking price: \$1.9 million, a 10% decline from Q1 2020
- Greatest share of listings: One bedroom units at 35%
- Greatest share of listings by dollar volume: Four and over bedroom units at 30%
- Largest price bracket: \$500,000 - \$1 million units at 39% of listings
- Largest price bracket by dollar volume: \$10 million and over units at 23% of listings
- Neighborhood with largest amount of active co-op listings: The Upper East Side with 974 listings, or 32% of total listings
- Neighborhood with the highest co-op average asking price: Tribeca at \$4.1 million
- Neighborhood with highest co-op average asking PPSF: The Upper East Side at \$1,810

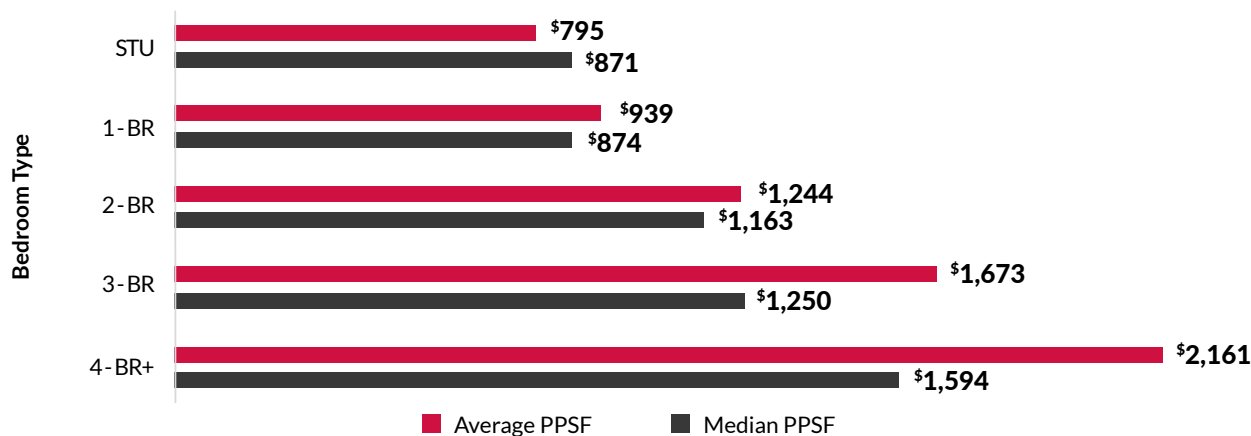
Manhattan: Active Co-ops

By Bedroom Type

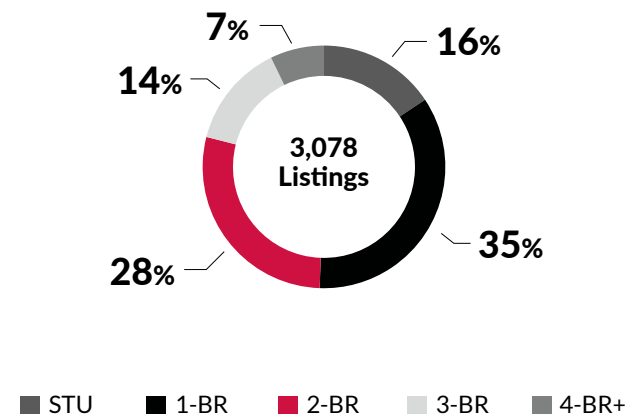
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	482	1,074	874	426	221	3,078
% of Listings	16%	35%	28%	14%	7%	100%
Average Price	\$608,636	\$775,414	\$1,645,979	\$3,540,091	\$7,947,972	\$1,894,028
Median Price	\$479,000	\$699,000	\$1,395,000	\$2,500,000	\$4,995,000	\$899,000
Average SF	765	825	1,323	2,116	3,677	1,419
Median SF	550	800	1,200	2,000	3,133	1,050
Average PPSF	\$795	\$939	\$1,244	\$1,673	\$2,161	\$1,335
Median PPSF	\$871	\$874	\$1,163	\$1,250	\$1,594	\$856

Manhattan: Active Co-ops

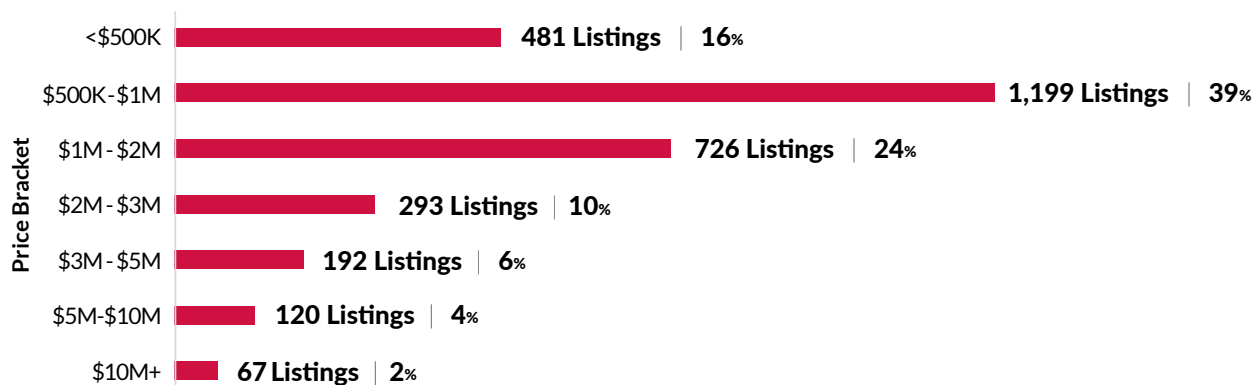
Manhattan: Active Co-ops
Average/Median PPSF | Bedroom Type



Manhattan: Active Co-ops
% of Listings | Bedroom Type



Manhattan: Active Co-ops
of Listings | Price Bracket



Manhattan: Active Co-ops
Total Consideration | Bedroom Type

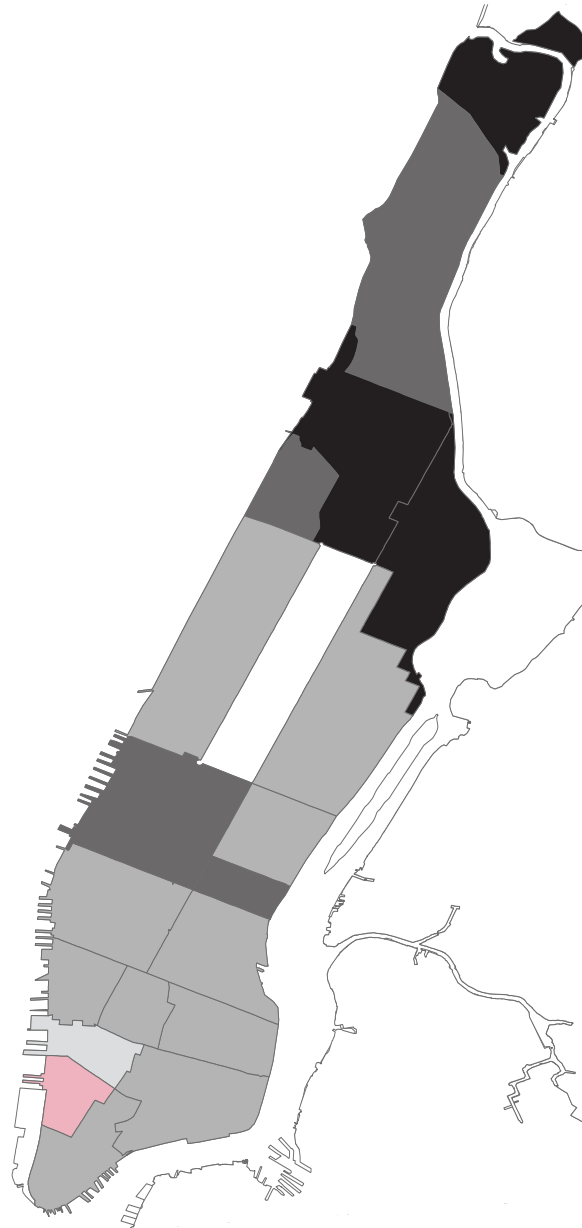
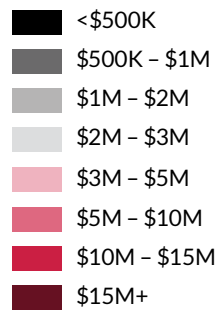
	Consideration	% of Consideration
STU	\$293,362,450	5%
1-BR	\$832,794,825	14%
2-BR	\$1,438,585,698	25%
3-BR	\$1,508,078,838	26%
4-BR+	\$1,756,501,732	30%
ALL	\$5,829,818,543	100%

Manhattan: Active Co-ops

LEGEND

Manhattan: Active Co-ops

Average Price by Price Bracket



Manhattan: In-Contract Co-ops

Key Takeaways

- Units in-contract in Manhattan: 933 co-ops, a 39% decline from Q1 2020
- Total consideration: \$1.3 billion, a 38% decline from Q1 2020
- Manhattan average co-op contract price: \$1.4 million, a 2% increase from Q1 2020
- Greatest share of listings: One bedroom units at 35%
- Greatest share of listings by dollar volume: Two bedroom units at 32%
- Largest price bracket: \$500,000 - \$1 million units at 39% of listings
- Largest price bracket by dollar volume: \$1 million - \$2 million at 25% of listings
- Neighborhood with largest amount of in-contract co-op listings: The Upper East Side with 301 listings, or 32% of total listings
- Neighborhood with the highest co-op average contract price: Tribeca at \$3.3 million
- Neighborhood with highest co-op average contract PPSF: The East Village at \$1,762

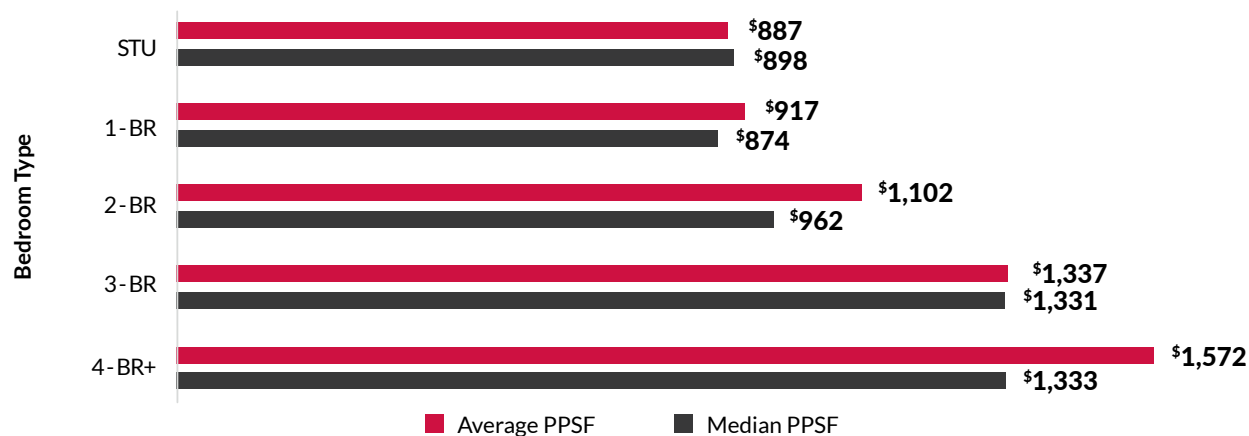
Manhattan: In-Contract Co-ops

By Bedroom Type

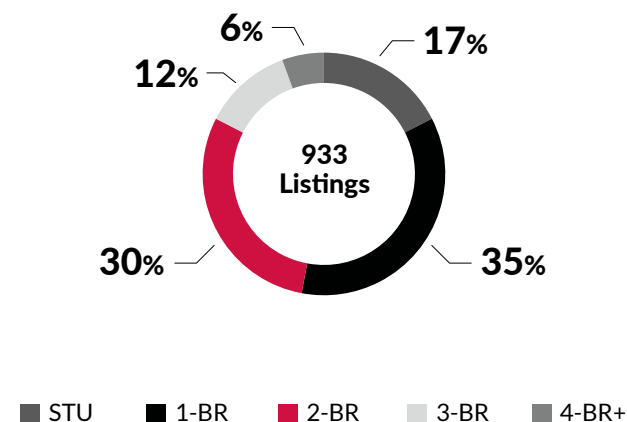
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	163	331	276	111	52	933
% of Listings	17%	35%	30%	12%	6%	100%
Average Price	\$494,380	\$759,677	\$1,524,651	\$2,588,991	\$5,119,596	\$1,400,255
Median Price	\$449,000	\$699,000	\$1,299,000	\$2,350,000	\$3,997,500	\$850,000
Average SF	557	829	1,383	1,936	3,256	1,271
Median SF	500	800	1,350	1,765	3,000	975
Average PPSF	\$887	\$917	\$1,102	\$1,337	\$1,572	\$1,102
Median PPSF	\$898	\$874	\$962	\$1,331	\$1,333	\$872

Manhattan: In-Contract Co-ops

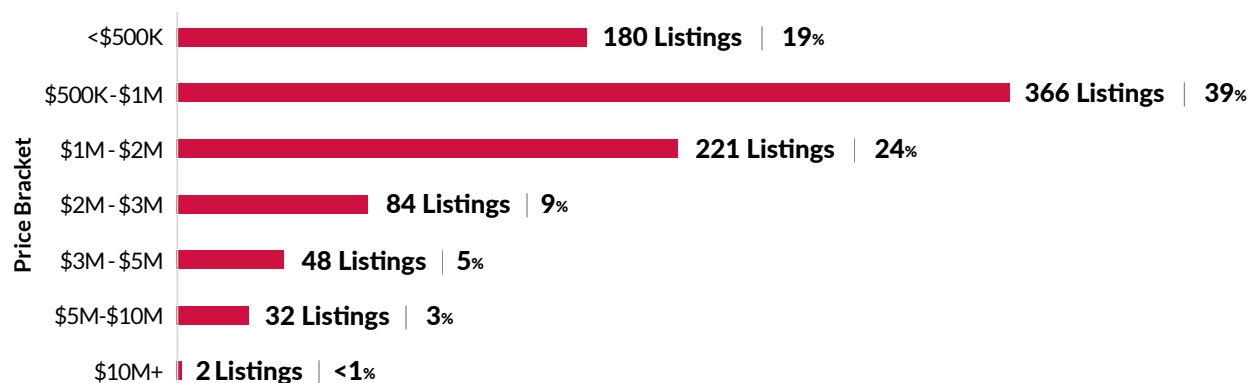
Manhattan: In-Contract Co-ops
Average/Median PPSF | Bedroom Type



Manhattan: In-Contract Co-ops
% of Listings | Bedroom Type



Manhattan: In-Contract Co-ops
of Listings | Price Bracket



Manhattan: In-Contract Co-ops
Total Consideration | Bedroom Type

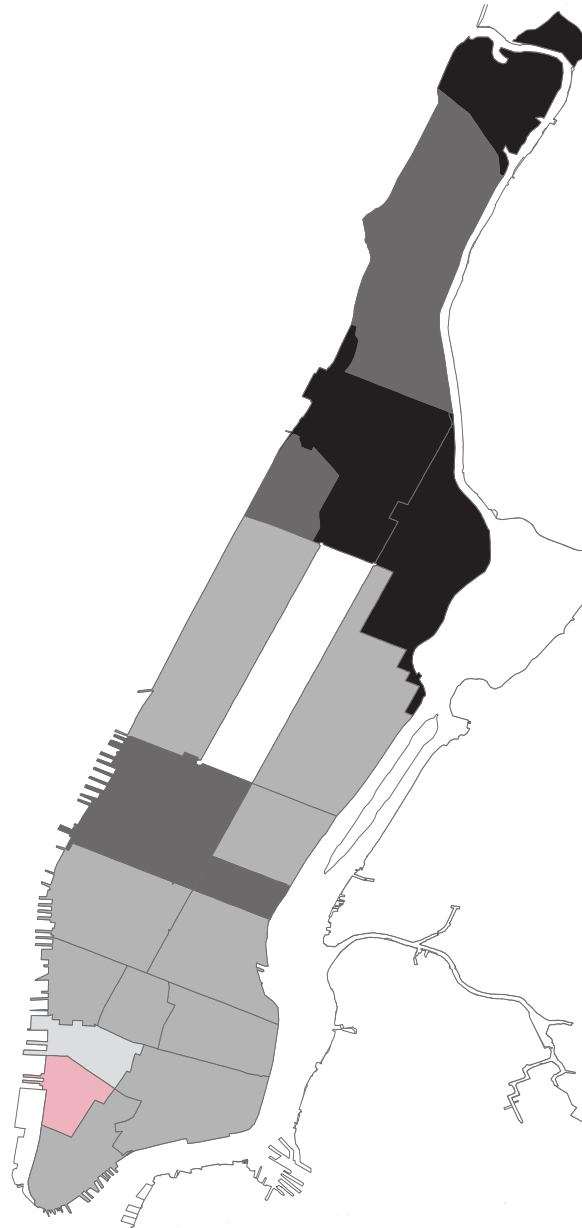
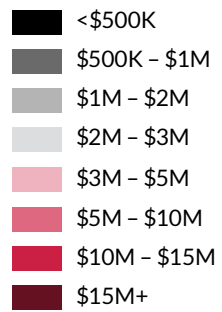
	Consideration	% of Consideration
STU	\$80,583,995	6%
1-BR	\$251,453,196	19%
2-BR	\$420,803,800	32%
3-BR	\$287,378,000	22%
4-BR+	\$266,219,000	20%
ALL	\$1,306,437,991	100%

Manhattan: In-Contract Co-ops

LEGEND

Manhattan: In-Contract Co-ops

Average Price by Price Bracket



Manhattan: Co-op Closings

Key Takeaways

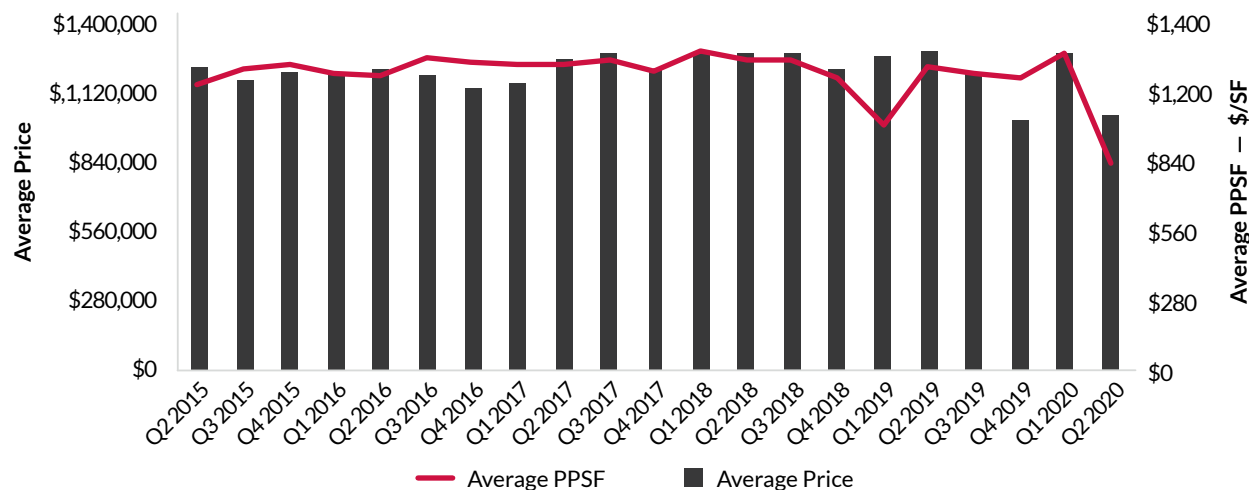
- Units sold in Manhattan: 612 co-ops, a 61% decline year-over-year
- Total consideration: \$645 million, a 69% decline year-over-year
- Manhattan average co-op sales price: \$1.1 million, a 20% decline year-over-year
- Greatest share of listings: One bedroom units at 42%
- Greatest share of listings by dollar volume: Two bedroom units at 36%
- Largest price bracket: \$500,000 - \$1 million units at 44% of listings
- Largest price bracket by dollar volume: \$500,000 - \$1 million at 30% of listings
- Neighborhood with notable change in co-op consideration: The Upper West Side from \$400.5 million to \$188.7 million, a 54% decline year-over-year
- Neighborhood with notable change in co-op transactions: The Upper East Side from 426 to 156, a 63% decline year-over-year
- Neighborhood with notable change in co-op average sales price: The Upper East Side from \$1.9 million to \$1.1 million, a 44% decline year-over-year

Manhattan: Co-op Closings

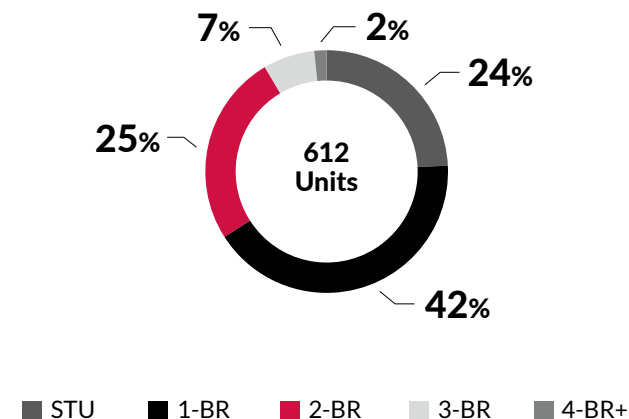
	Q2 2020	Q1 2020	Q2 2019	%Δ Q1 2020	%Δ Q2 2019
Transactions	612	921	1,570	-34%	-61%
Consideration	\$644,990,895	\$1,200,262,457	\$2,069,705,254	-46%	-69%
Average Price	\$1,053,907	\$1,303,217	\$1,318,284	-19%	-20%
Median Price	\$725,000	\$800,000	\$800,000	-9%	-9%
Average SF	1,238	996	942	24%	31%
Median SF	750	800	750	-6%	0%
Average PPSF	\$851	\$1,309	\$1,400	-35%	-39%
Median PPSF	\$967	\$1,000	\$1,067	-3%	-9%

Manhattan: Co-op Closings

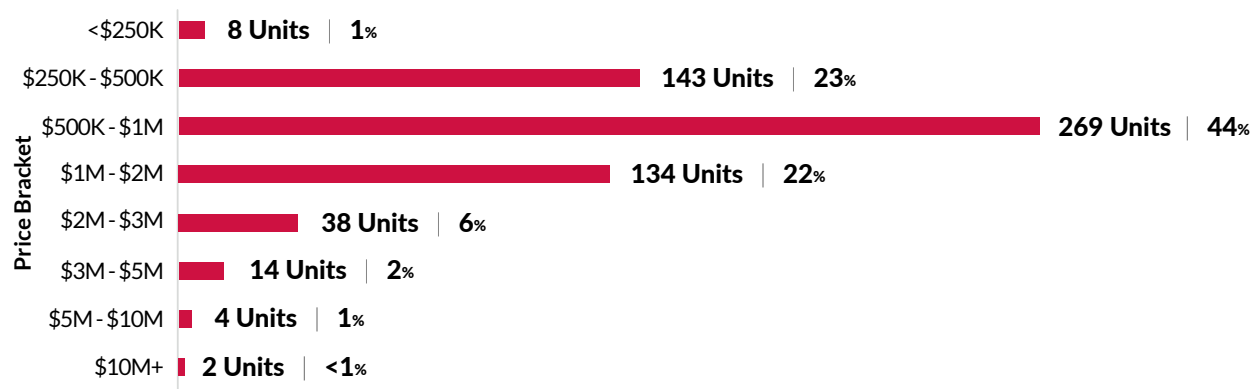
Manhattan: Co-op Closings
Historical Average Price/Average PPSF



Manhattan: Co-op Closings
% of Units | Bedroom Type



Manhattan: Co-op Closings
of Units | Price Bracket



Manhattan: Co-op Closings
Total Consideration | Bedroom Type

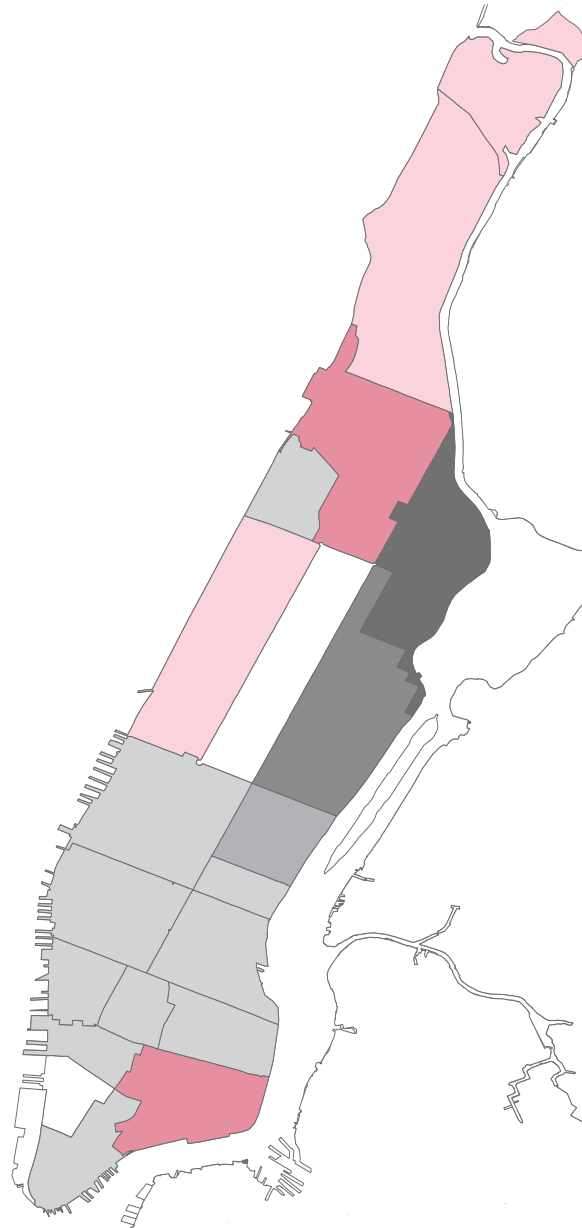
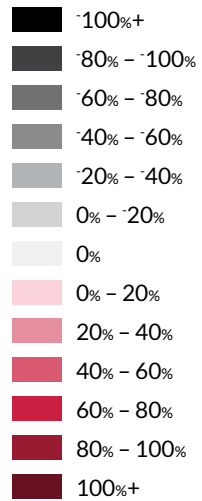
	Consideration	% of Consideration
STU	\$96,740,916	15%
1-BR	\$170,004,672	26%
2-BR	\$232,423,647	36%
3-BR	\$105,321,038	16%
4-BR+	\$39,730,621	6%
ALL	\$644,990,895	100%

Manhattan: Co-op Closings

LEGEND

Manhattan: Co-op Closings

By $\Delta\%$ in Average Price from Q1 2019



Manhattan: Active 1-3 Family Homes

Key Takeaways

- Units active in Manhattan: 330 one-to-three family homes, which remained flat from Q1 2020
- Total consideration: \$3.2 billion, a 9% decline from Q1 2020
- Manhattan average one-to-three family home asking price: \$9.8 million, a 8% decline from Q1 2020
- Largest price bracket: \$5 million - \$10 million units at 34% of listings
- Largest price bracket by dollar volume: \$15 million and over at 47% of listings
- Neighborhood with largest amount of one-to-three family home listings: The Upper East Side with 79 listings, or 24% of total listings
- Neighborhood with highest one-to-three family home average asking price: Greenwich Village at \$23.1 million
- Neighborhood with highest one-to-three family home average asking PPSF: Greenwich Village at \$2,629

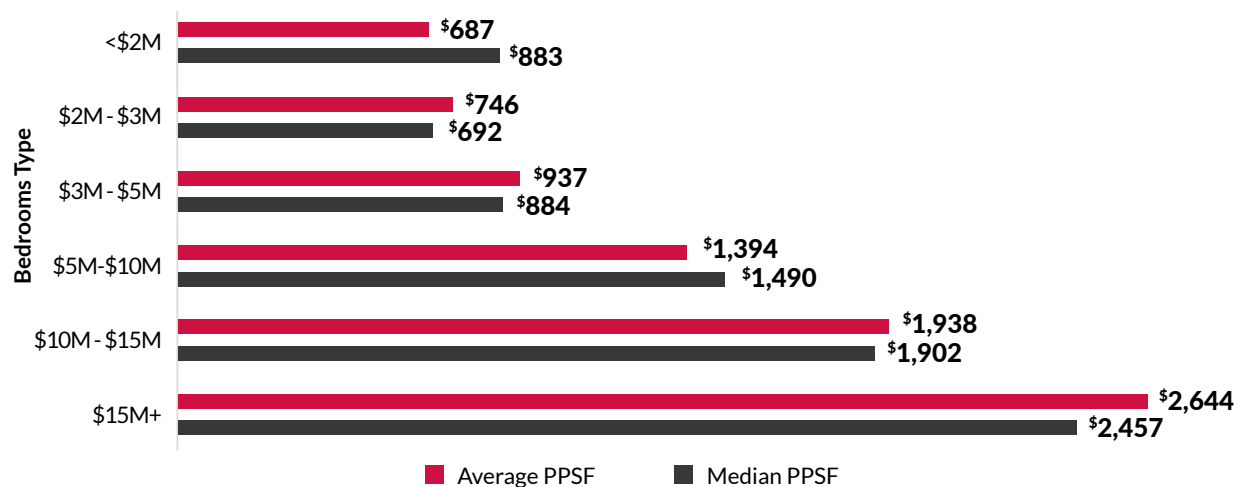
Manhattan: Active 1-3 Family Homes By Price Bracket

	<\$2M	\$2M - \$3M	\$3M - \$5M	\$5M - \$10M	\$10M - \$15M	\$15M+	ALL
# of Listings	35	31	54	111	40	59	330
% of Listings	11%	9%	16%	34%	12%	18%	100%
Average Price	\$1,552,414	\$2,693,129	\$3,981,426	\$7,637,233	\$12,516,325	\$25,792,542	\$9,766,559
Median Price	\$1,595,000	\$2,750,000	\$3,887,500	\$7,500,000	\$12,267,500	\$20,500,000	\$7,000,000
Average SF	2,259	3,608	4,247	5,480	6,457	9,756	5,585
Median SF	1,806	3,976	4,400	5,033	6,451	8,343	4,935
Average PPSF	\$687	\$746	\$937	\$1,394	\$1,938	\$2,644	\$1,749
Median PPSF	\$883	\$692	\$884	\$1,490	\$1,902	\$2,457	\$1,418

Manhattan: Active 1-3 Family Homes

Manhattan: Active 1-3 Family Homes

Average/Median PPSF | Price Bracket



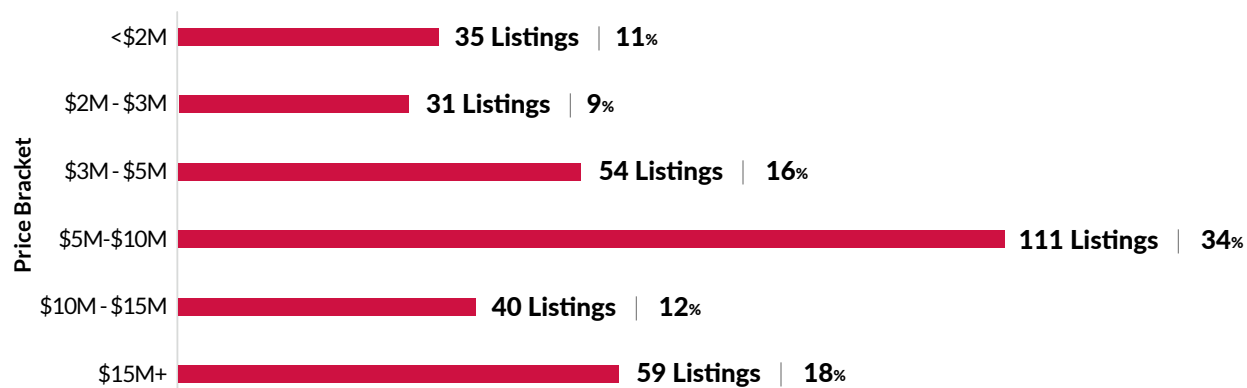
Manhattan: Active 1-3 Family Homes

Total Consideration | Price Bracket

	Consideration	% of Consideration
<\$2M	\$54,334,500	2%
\$2M-\$3M	\$83,486,999	3%
\$3M-\$5M	\$214,997,000	7%
\$5M-\$10M	\$847,732,877	26%
\$10M-\$15M	\$500,653,000	16%
\$15M+	\$1,521,760,000	47%
ALL	\$3,222,964,376	100%

Manhattan: Active 1-3 Family Homes

of Listings | Price Bracket

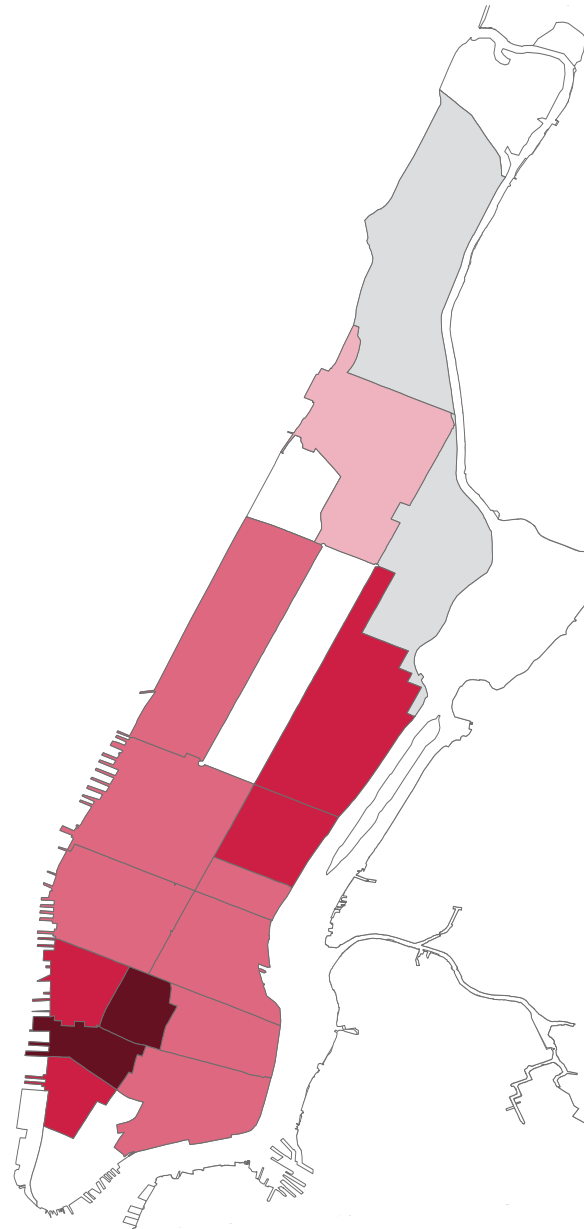
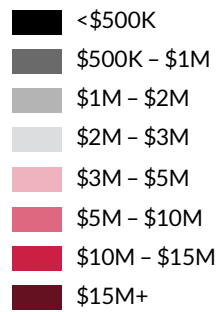


Manhattan: Active 1-3 Family Homes

LEGEND

Manhattan: Active 1-3 Family Homes

Average Price by Price Bracket



Manhattan: In-Contract 1-3 Family Homes

Key Takeaways

- Units in-contract in Manhattan: 35 one-to-three family homes, a 44% decline from Q1 2020
- Total consideration: \$256.2 million, a 47% decline from Q1 2020
- Manhattan one-to-three family home average asking price: \$7.3 million, a 4% decline from Q1 2020
- Largest price bracket: \$5 million - \$10 million units at 40% of listings
- Largest price bracket by dollar volume: \$5 million - \$10 million and over at 41% of listings
- Neighborhood with largest amount of in-contract one-to-three family home listings: West Harlem with 7 listings, or 20% of total listings
- Neighborhood with highest one-to-three family home average asking price: The Upper East Side at \$16.5 million
- Neighborhood with highest one-to-three family home average PPSF: The Upper East Side at \$1,872

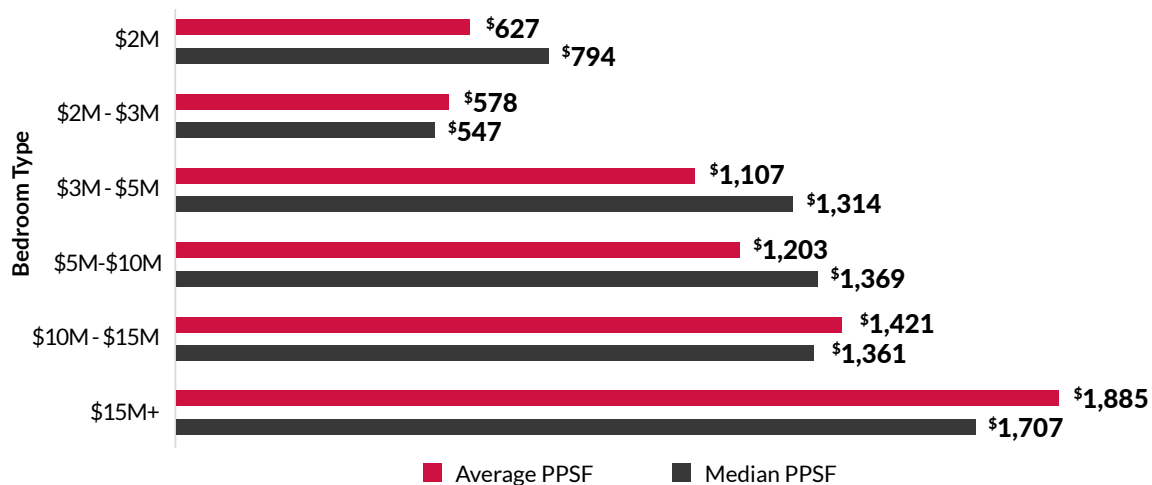
Manhattan: In-Contract 1-3 Family Homes By Price Bracket

	<\$2M	\$2M - \$3M	\$3M - \$5M	\$5M - \$10M	\$10M - \$15M	\$15M+	ALL
# of Listings	6	3	5	14	4	3	35
% of Listings	17%	9%	14%	40%	11%	9%	100%
Average Price	\$1,627,333	\$2,466,333	\$4,467,000	\$7,572,143	\$12,700,000	\$19,966,667	\$7,320,229
Median Price	\$1,787,000	\$2,299,000	\$4,995,000	\$7,500,000	\$12,925,000	\$18,500,000	\$5,995,000
Average SF	2,594	4,268	4,035	6,294	8,935	10,591	5,893
Median SF	2,250	4,200	3,800	5,480	9,500	10,839	4,800
Average PPSF	\$627	\$578	\$1,107	\$1,203	\$1,421	\$1,885	\$1,242
Median PPSF	\$794	\$547	\$1,314	\$1,369	\$1,361	\$1,707	\$1,249

Manhattan: In-Contract 1-3 Family Homes

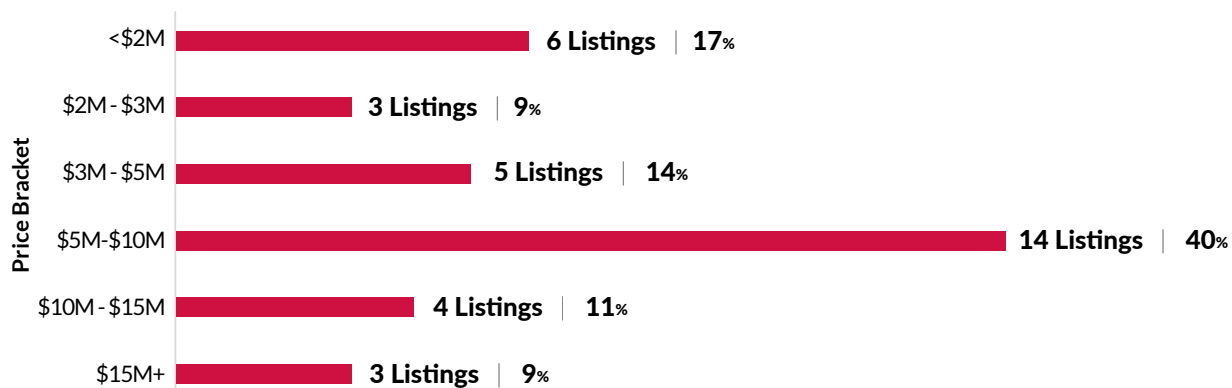
Manhattan: In-Contract 1-3 Family Homes

Average/Median PPSF | Price Bracket



Manhattan: In-Contract 1-3 Family Homes

of Listings | Price Bracket



Manhattan: In-Contract 1-3 Family Homes

Total Consideration | Price Bracket

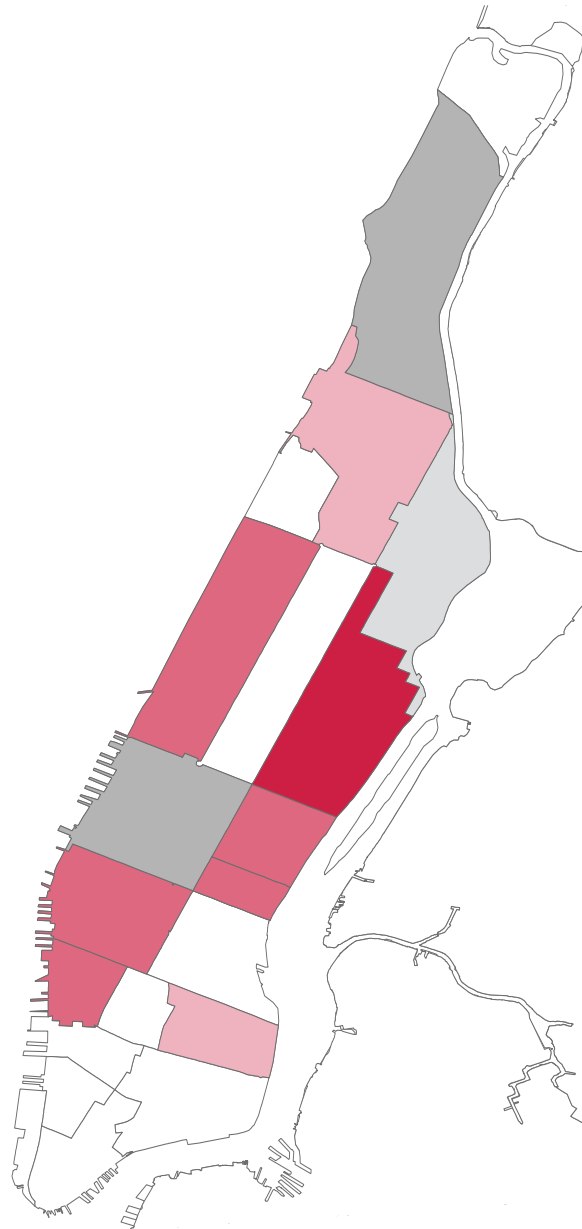
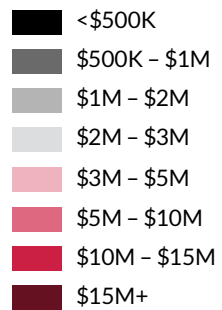
	Consideration	% of Consideration
<\$2M	\$9,764,000	4%
\$2M-\$3M	\$7,399,000	3%
\$3M-\$5M	\$22,335,000	9%
\$5M-\$10M	\$106,010,000	41%
\$10M-\$15M	\$50,800,000	20%
\$15M+	\$59,900,000	23%
ALL	\$256,208,000	100%

Manhattan: In-Contract 1-3 Family Homes

LEGEND

Manhattan: In-Contract 1-3 Family Homes

Average Price by Price Bracket



Manhattan: 1-3 Family Home Closings

Key Takeaways

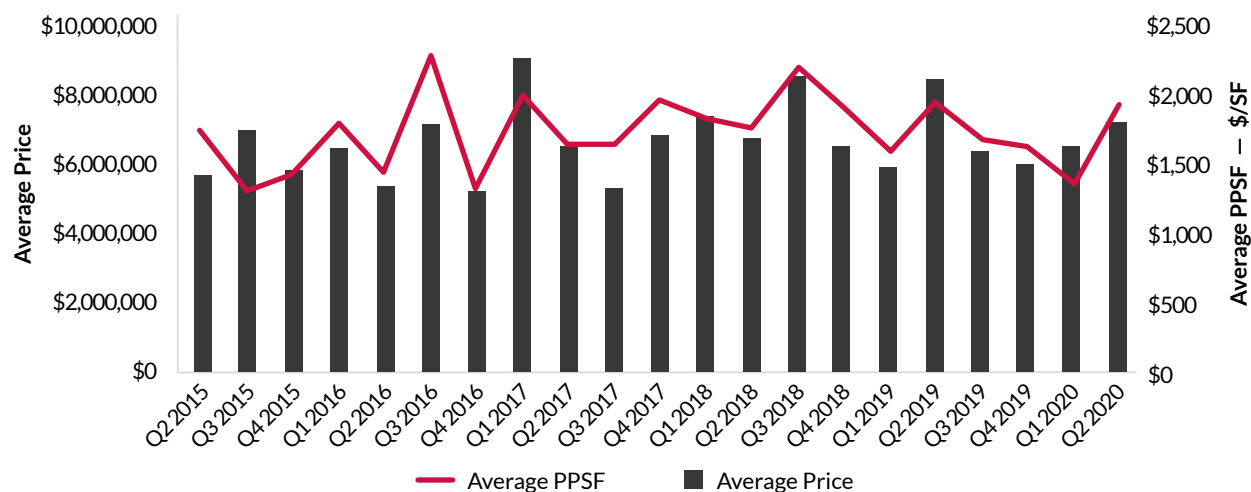
- Units sold in Manhattan: 37 one-to-three family homes, a 41% decline year-over-year
- Total consideration: \$263.8 million, a 51% decline year-over-year
- Manhattan one-to-three family average sales price: \$7.1 million, a 16% decline year-over-year
- Largest price bracket: \$5 million - \$10 million units at 46% of closings
- Largest price bracket by dollar volume: \$5 million - \$10 million at 51% of closings
- Neighborhood with notable change in one-to-three family home consideration: The Upper East Side from \$282.7 million to \$122.5 million, a 57% decline year-over-year
- Neighborhood with notable change in one-to-three family home transactions: The Upper East Side from 18 to 12, a 33% decline year-over-year
- Neighborhood with notable change in one-to-three family home average sales price: The Upper East Side from \$15.7 million to \$10.2 million, a 35% decline year-over-year

Manhattan: 1-3 Family Home Closings

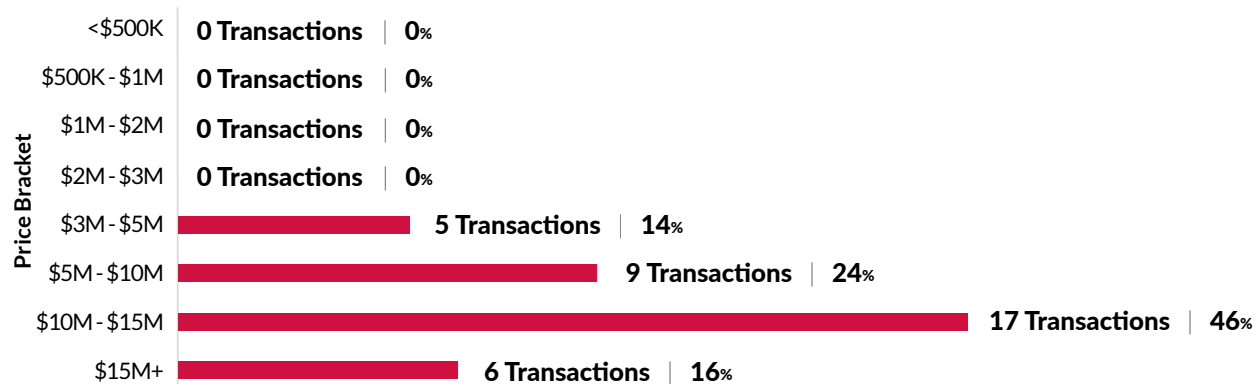
	Q2 2020	Q1 2020	Q2 2019	%Δ Q1 2020	%Δ Q2 2019
Transactions	37	39	63	-5%	-41%
Consideration	\$263,849,000	\$251,857,060	\$533,757,865	5%	-51%
Average Price	\$7,131,054	\$6,457,873	\$8,472,347	10%	-16%
Median Price	\$7,011,000	\$6,240,000	\$6,000,000	12%	17%
Average SF	3,715	4,800	3,971	-23%	-6%
Median SF	3,000	4,500	3,060	-33%	-2%
Average PPSF	\$1,920	\$1,345	\$2,134	43%	-10%
Median PPSF	\$2,337	\$1,387	\$1,961	69%	19%

Manhattan: 1-3 Family Home Closings

Manhattan: 1-3 Family Home Closings
Historical Average Price/Average PPSF



Manhattan: 1-3 Family Home Closings
of Units | Price Bracket



Manhattan:
1-3 Family Home Closings
Total Consideration | Price Bracket

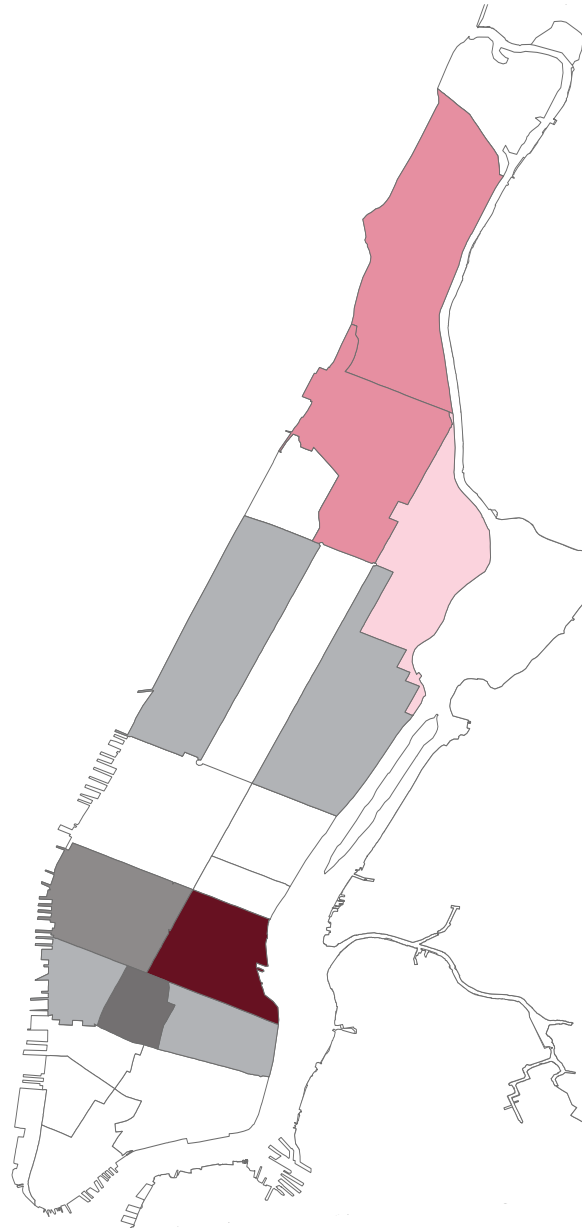
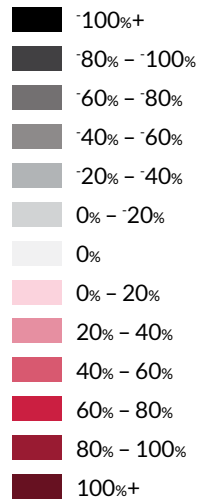
	Consideration	% of Consideration
<\$250K	\$0	0%
\$250K-\$500K	\$0	0%
\$500K-\$1M	\$0	0%
\$1M-\$2M	\$0	0%
\$2M-\$3M	\$12,055,000	5%
\$3M-\$5M	\$37,618,000	14%
\$5M-\$10M	\$134,571,000	51%
\$10M+	\$79,605,000	30%
ALL	\$263,849,000	100%

Manhattan: 1-3 Family Home Closings

LEGEND

Manhattan: 1-3 Family Home Closings

By $\Delta\%$ in Average Price from Q1 2019



Brooklyn: Active Condos

Key Takeaways

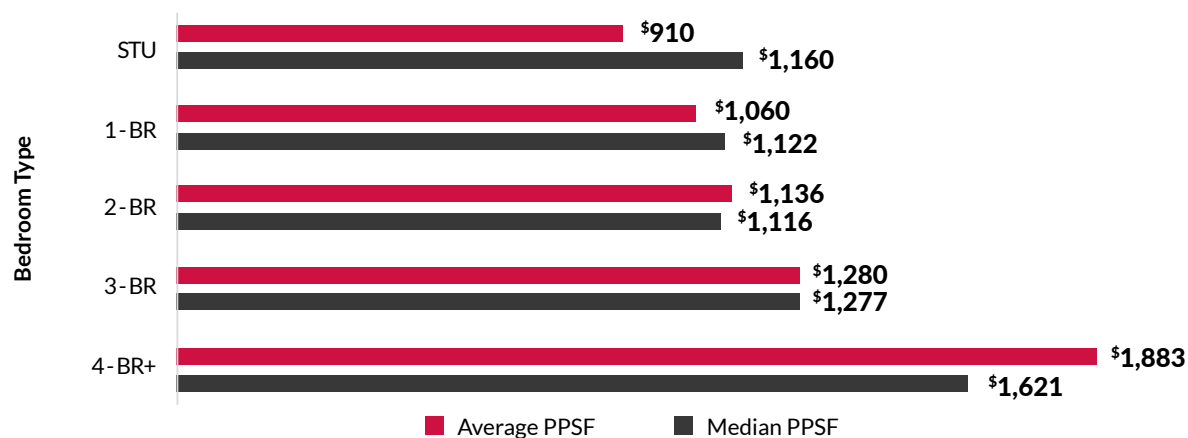
- Units active in Brooklyn: 1,142 condos, a 25% increase from Q1 2020
- Total consideration: \$1.6 billion, a 22% increase from Q1 2020
- Brooklyn condo average asking price: \$1.4 million, a 2% decline from Q1 2020
- Greatest share of listings: Two bedroom units at 44%
- Greatest share of listings by dollar volume: Two bedroom units at 40%
- Largest price bracket: \$500,000 - \$1 million units at 41% of listings
- Largest price bracket by dollar volume: \$1 million - \$2 million units at 38% of listings
- Neighborhood with the largest amount of active Brooklyn condo listings: Williamsburg with 164 listings, or 14% of total listings
- Neighborhood with the highest average asking price: Brooklyn Heights at \$3.4 million
- Neighborhood with the highest average asking PPSF: Brooklyn Heights at \$1,727

Brooklyn: Active Condos By Bedroom Type

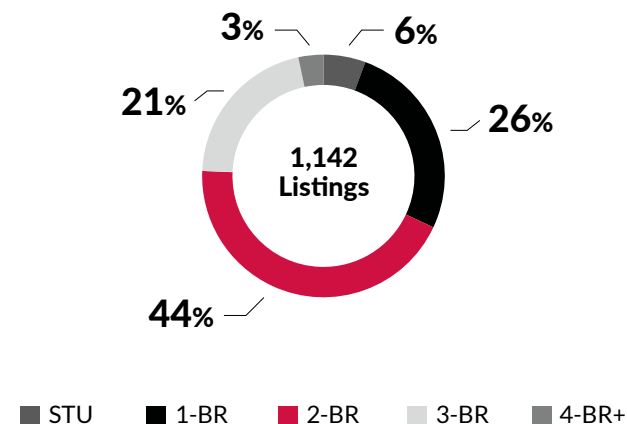
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	64	301	499	240	38	1,142
% of Listings	6%	26%	44%	21%	3%	100%
Average Price	\$620,477	\$855,451	\$1,299,989	\$2,139,744	\$4,413,658	\$1,424,828
Median Price	\$594,000	\$799,000	\$1,225,000	\$2,055,000	\$3,972,500	\$1,150,000
Average SF	682	807	1,145	1,672	2,344	1,200
Median SF	512	712	1,098	1,609	2,451	1,096
Average PPSF	\$910	\$1,060	\$1,136	\$1,280	\$1,883	\$1,187
Median PPSF	\$1,160	\$1,122	\$1,116	\$1,277	\$1,621	\$1,049

Brooklyn: Active Condos

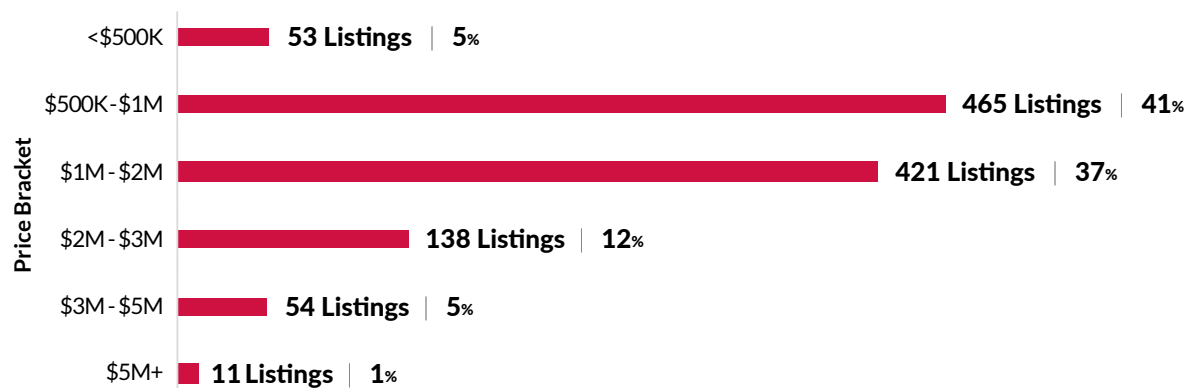
Brooklyn: Active Condos
Average/Median PPSF | Bedroom Type



Brooklyn: Active Condos
% of Listings | Bedroom Type



Brooklyn: Active Condos
of Listings | Price Bracket



Brooklyn: Active Condos
Total Consideration | Bedroom Type

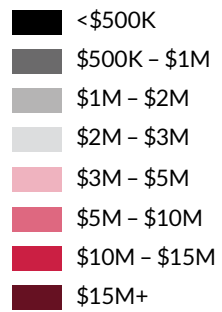
	Consideration	% of Consideration
STU	\$39,710,499	2%
1-BR	\$257,490,894	16%
2-BR	\$648,694,532	40%
3-BR	\$513,538,595	32%
4-BR+	\$167,719,000	10%
ALL	\$1,627,153,520	100%

Brooklyn: Active Condos

LEGEND

Brooklyn: Active Condos

Average Price by Price Bracket



Brooklyn: In-Contract Condos

Key Takeaways

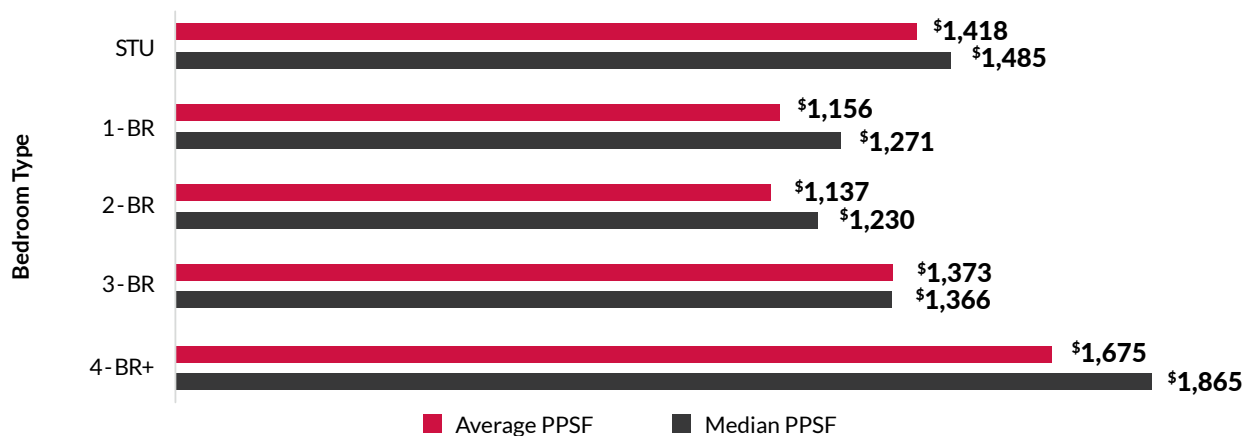
- Units in-contract in Brooklyn: 896 condos, a 21% decline from Q1 2020
- Total consideration: \$1.1 billion, a 21% decline from Q1 2020
- Brooklyn condo average contract price: \$1.2 million, which remained flat from Q1 2020
- Greatest share of listings: One bedroom units at 41%
- Greatest share of listings by dollar volume: Two bedroom units at 35%
- Largest price bracket: \$500,000 - \$1 million units at 44% of listings
- Largest price bracket by dollar volume: \$1 million - \$2 million at 41% of listings
- Neighborhood with largest amount of in-contract condo listings: Downtown Brooklyn with 220 listings, or 25% of total listings
- Neighborhood with the highest condo average contract price: Cobble Hill at \$3.2 million
- Neighborhood with the highest condo average contract PPSF: Cobble Hill at \$1,970

Brooklyn: In-Contract Condos By Bedroom Type

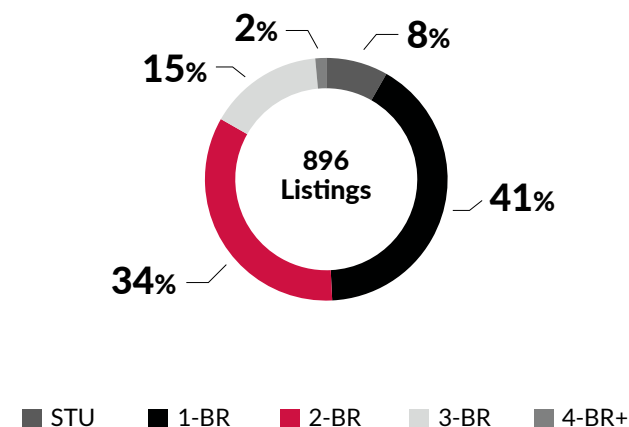
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	74	367	305	137	13	896
% of Listings	8%	41%	34%	15%	1%	100%
Average Price	\$667,196	\$871,980	\$1,294,532	\$2,219,455	\$4,210,000	\$1,253,367
Median Price	\$672,500	\$890,000	\$1,300,000	\$2,080,000	\$4,125,000	\$998,700
Average SF	471	754	1,138	1,616	2,513	1,019
Median SF	453	700	1,057	1,523	2,212	918
Average PPSF	\$1,418	\$1,156	\$1,137	\$1,373	\$1,675	\$1,231
Median PPSF	\$1,485	\$1,271	\$1,230	\$1,366	\$1,865	\$1,088

Brooklyn: In-Contract Condos

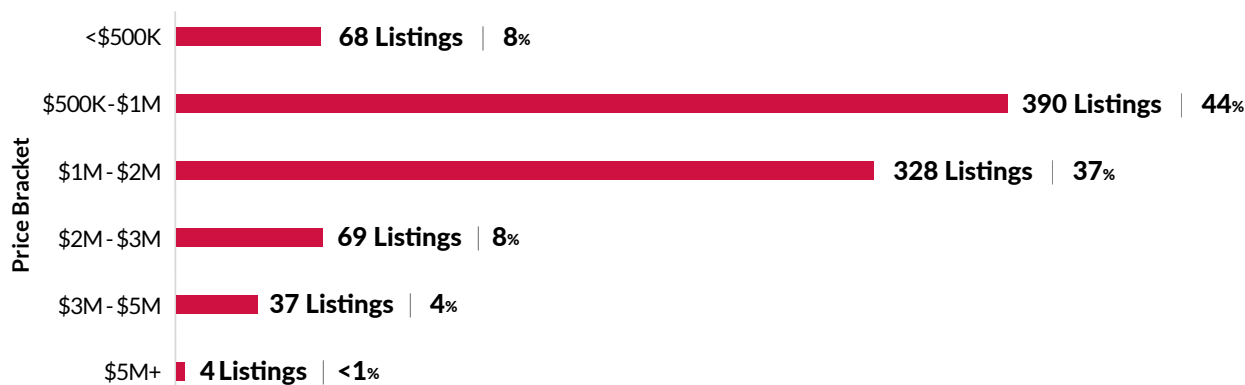
Brooklyn: In-Contract Condos
Average/Median PPSF | Bedroom Type



Brooklyn: In-Contract Condos
% of Listings | Bedroom Type



Brooklyn: In-Contract Condos
of Listings | Price Bracket



Brooklyn: In-Contract Condos
Total Consideration | Bedroom Type

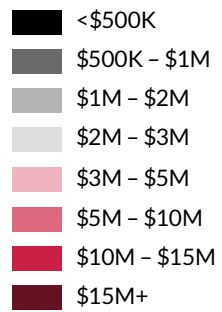
	Consideration	% of Consideration
STU	\$49,372,485	4%
1-BR	\$320,016,563	28%
2-BR	\$394,832,399	35%
3-BR	\$304,065,280	27%
4-BR+	\$54,730,000	5%
ALL	\$1,123,016,727	100%

Brooklyn: In-Contract Condos

LEGEND

Brooklyn: In-Contract Condos

Average Price by Price Bracket



Brooklyn: Condo Closings

Key Takeaways

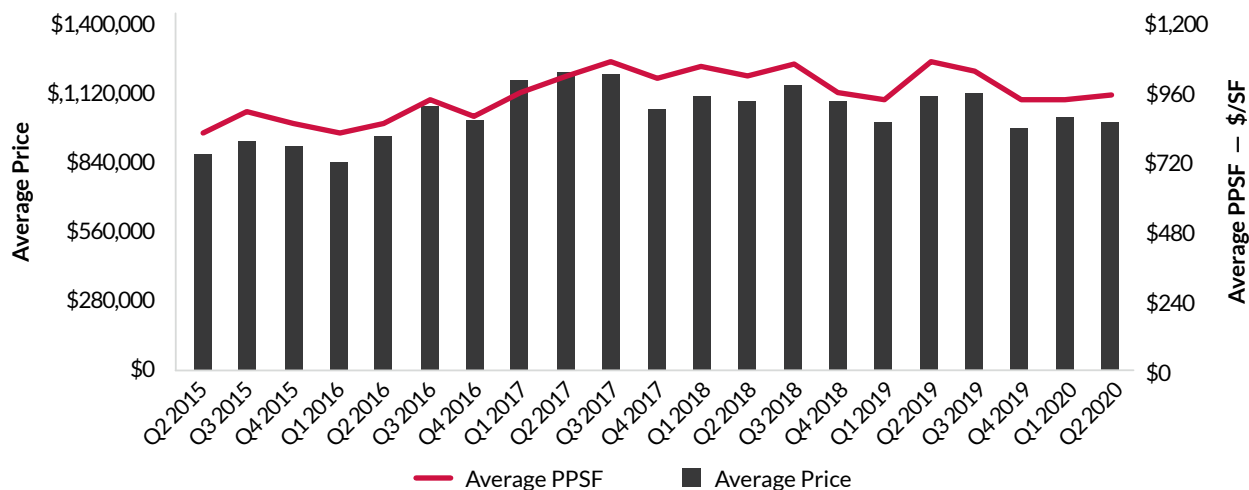
- Units sold in Brooklyn: 375 condos, a 51% decline year-over-year
- Total consideration: \$365.2 million, a 56% decline year-over-year
- Brooklyn condo average sales price: \$973,759 million, a 10% decline year-over-year
- Greatest share of listings: Two bedroom units at 32%
- Greatest share of listings by dollar volume: Two bedroom units at 37%
- Largest price bracket: \$500,000 - \$1 million units at 49% of closings
- Largest price bracket by dollar volume: \$1 million - \$2 million units at 43% of closings
- Neighborhood with notable change in condo consideration: Williamsburg from \$159.8 million to \$69.8 million, a 56% decline year-over-year
- Neighborhood with notable change in condo transactions: Greenpoint from 86 to 9, a 90% decline year-over-year
- Neighborhood with notable change in condo average sales price: Prospect Heights from \$2 million to \$1.4 million, a 28% decline year-over-year

Brooklyn: Condo Closings

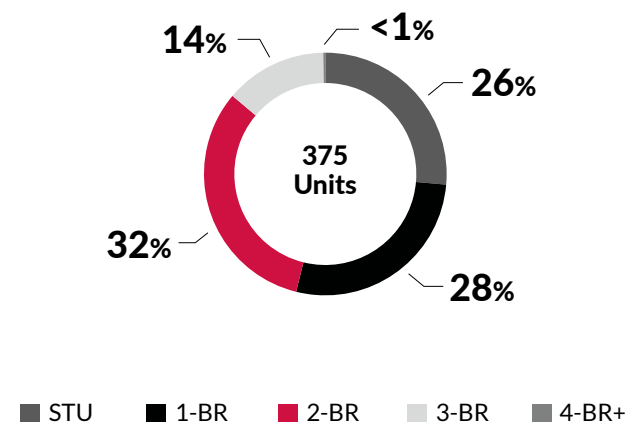
	Q2 2020	Q1 2020	Q2 2019	%Δ Q1 2020	%Δ Q2 2019
Transactions	375	523	766	-28%	-51%
Consideration	\$365,159,728	\$520,020,396	\$830,481,869	-30%	-56%
Average Price	\$973,759	\$994,303	\$1,084,180	-2%	-10%
Median Price	\$820,000	\$782,000	\$884,750	5%	-7%
Average SF	1,052	1,091	1,072	-4%	-2%
Median SF	1,000	974	1,000	3%	0%
Average PPSF	\$926	\$912	\$1,011	2%	-8%
Median PPSF	\$820	\$803	\$885	2%	-7%

Brooklyn: Condo Closings

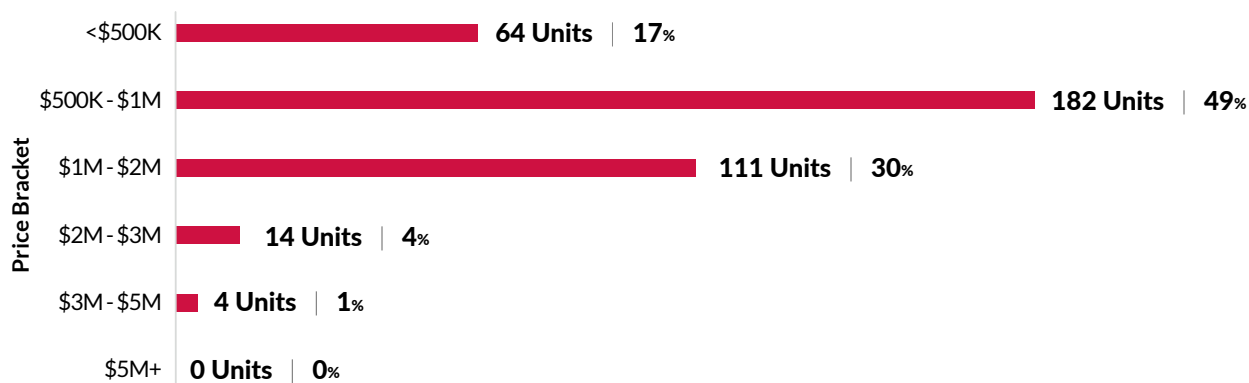
Brooklyn: Condo Closings
Historical Average Price/Average PPSF



Brooklyn: Condo Closings
% of Units | Bedroom Type



Brooklyn: Condo Closings
of Units | Price Bracket



Brooklyn: Condo Closings
Total Consideration | Bedroom Type

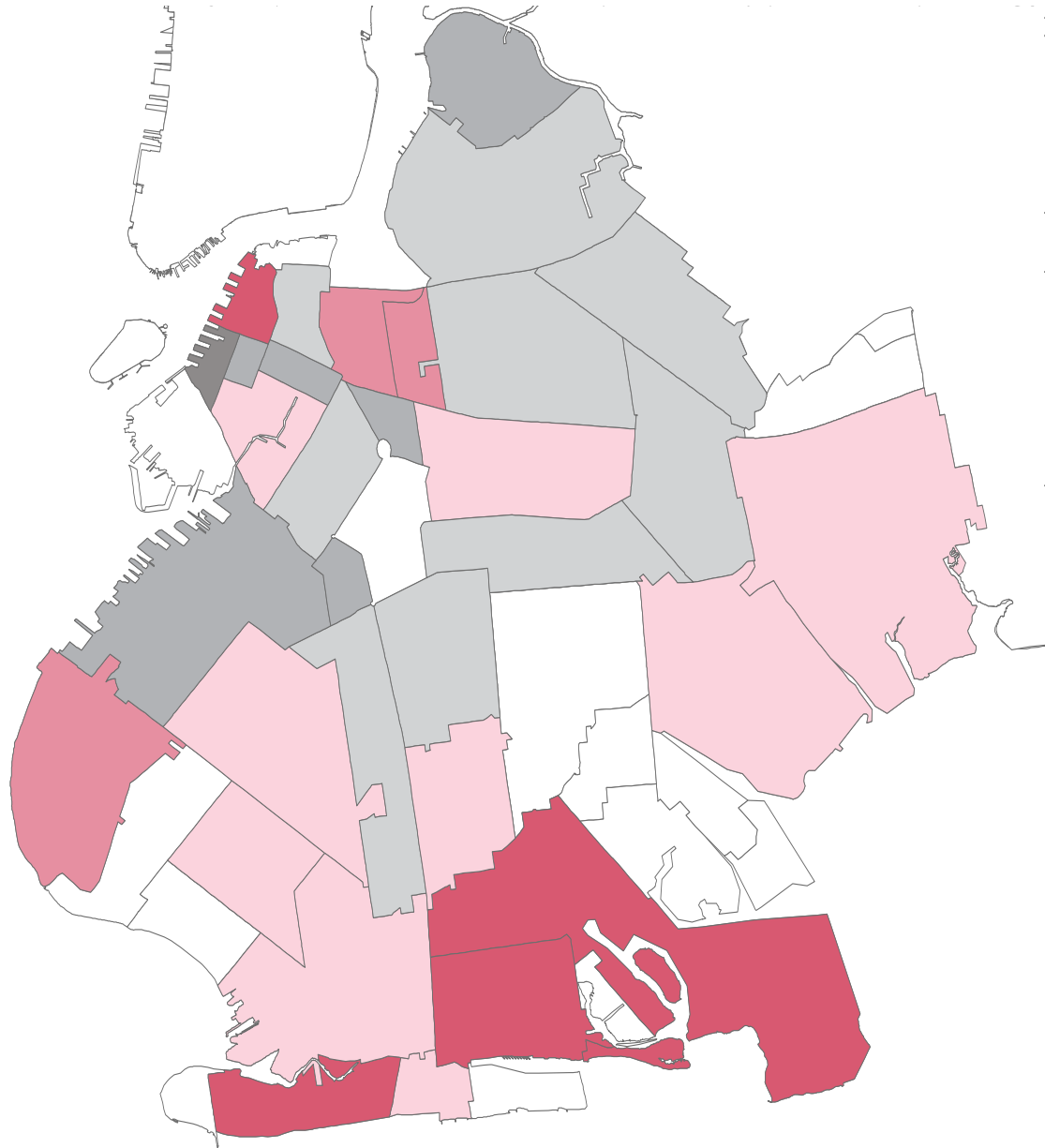
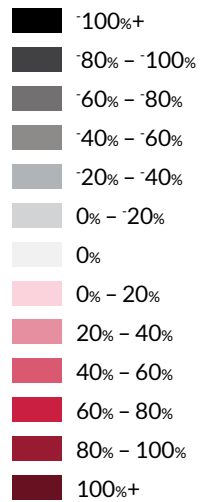
	Consideration	% of Consideration
STU	\$71,839,215	20%
1-BR	\$78,427,755	21%
2-BR	\$135,825,001	37%
3-BR	\$77,827,758	21%
4-BR+	\$1,240,000	< 1%
ALL	\$365,159,728	100%

Brooklyn: Condo Closings

LEGEND

Brooklyn: Condo Closings

By $\Delta\%$ in Average Price from Q1 2019



Brooklyn: Active Co-ops

Key Takeaways

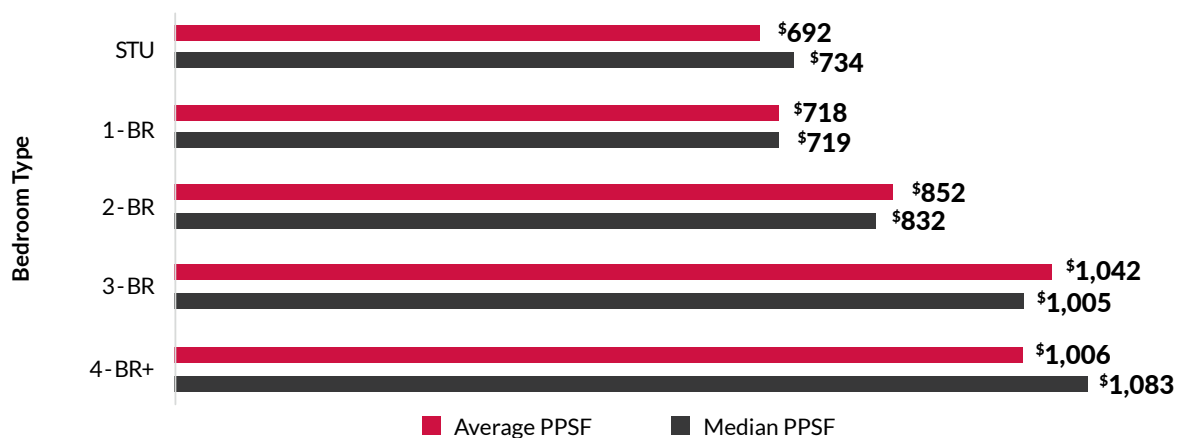
- Units active in Brooklyn: 417 co-ops, a 28% increase from Q1 2020
- Total consideration: \$304.2 million, a 30% increase from Q1 2020
- Brooklyn co-op average listing price: \$729,598, a 2% increase from Q1 2020
- Greatest share of listings: One bedroom units at 41%
- Greatest share of listings by dollar volume: Two bedroom units at 42%
- Largest price bracket: \$500,000 - \$1 million units at 44% of listings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 43% of listings
- Neighborhood with highest amount of active co-op listings: Park Slope with 67 listings, or 16% of total listings
- Neighborhood with highest co-op average asking price: Vinegar Hill/Dumbo at \$1.7 million
- Neighborhood with highest co-op average asking PPSF: Cobble Hill at \$1,450

Brooklyn: Active Co-ops By Bedroom Type

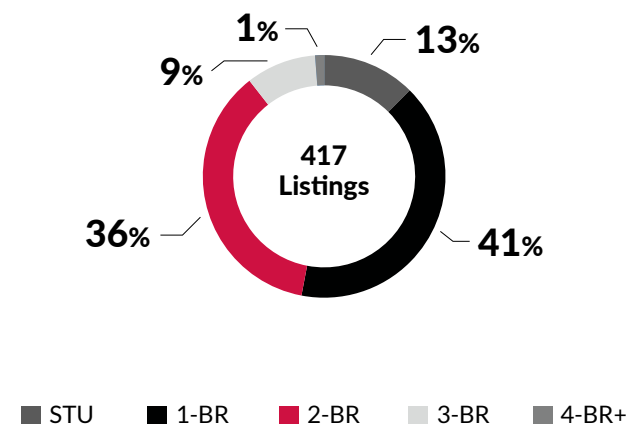
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	52	169	152	39	5	417
% of Listings	12%	41%	36%	9%	1%	100%
Average Price	\$369,375	\$540,946	\$848,466	\$1,433,410	\$1,749,000	\$729,598
Median Price	\$372,000	\$539,000	\$820,000	\$1,395,000	\$1,625,000	\$599,000
Average SF	534	753	996	1,376	1,738	885
Median SF	507	750	986	1,388	1,500	834
Average PPSF	\$692	\$718	\$852	\$1,042	\$1,006	\$824
Median PPSF	\$734	\$719	\$832	\$1,005	\$1,083	\$718

Brooklyn: Active Co-ops

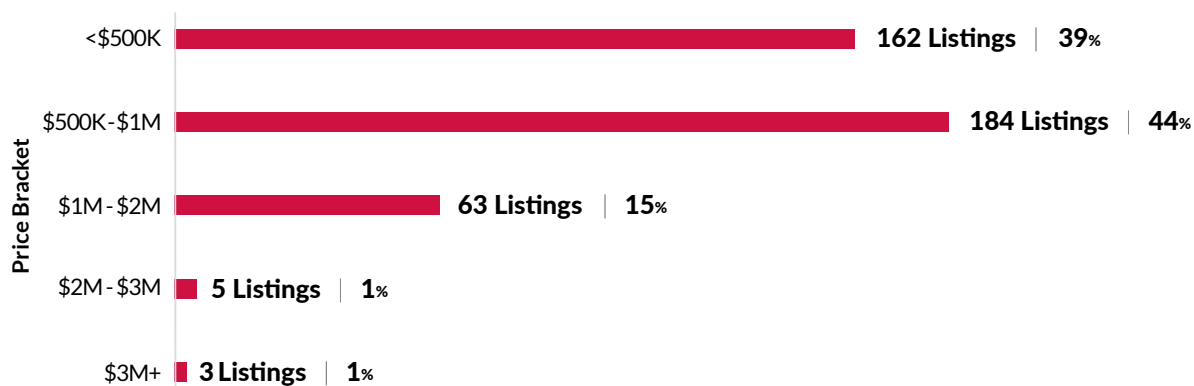
Brooklyn: Active Co-ops
Average/Median PPSF | Bedroom Type



Brooklyn: Active Co-ops
% of Listings | Bedroom Type



Brooklyn: Active Co-ops
of Listings | Price Bracket



Brooklyn: Active Co-ops
Total Consideration | Bedroom Type

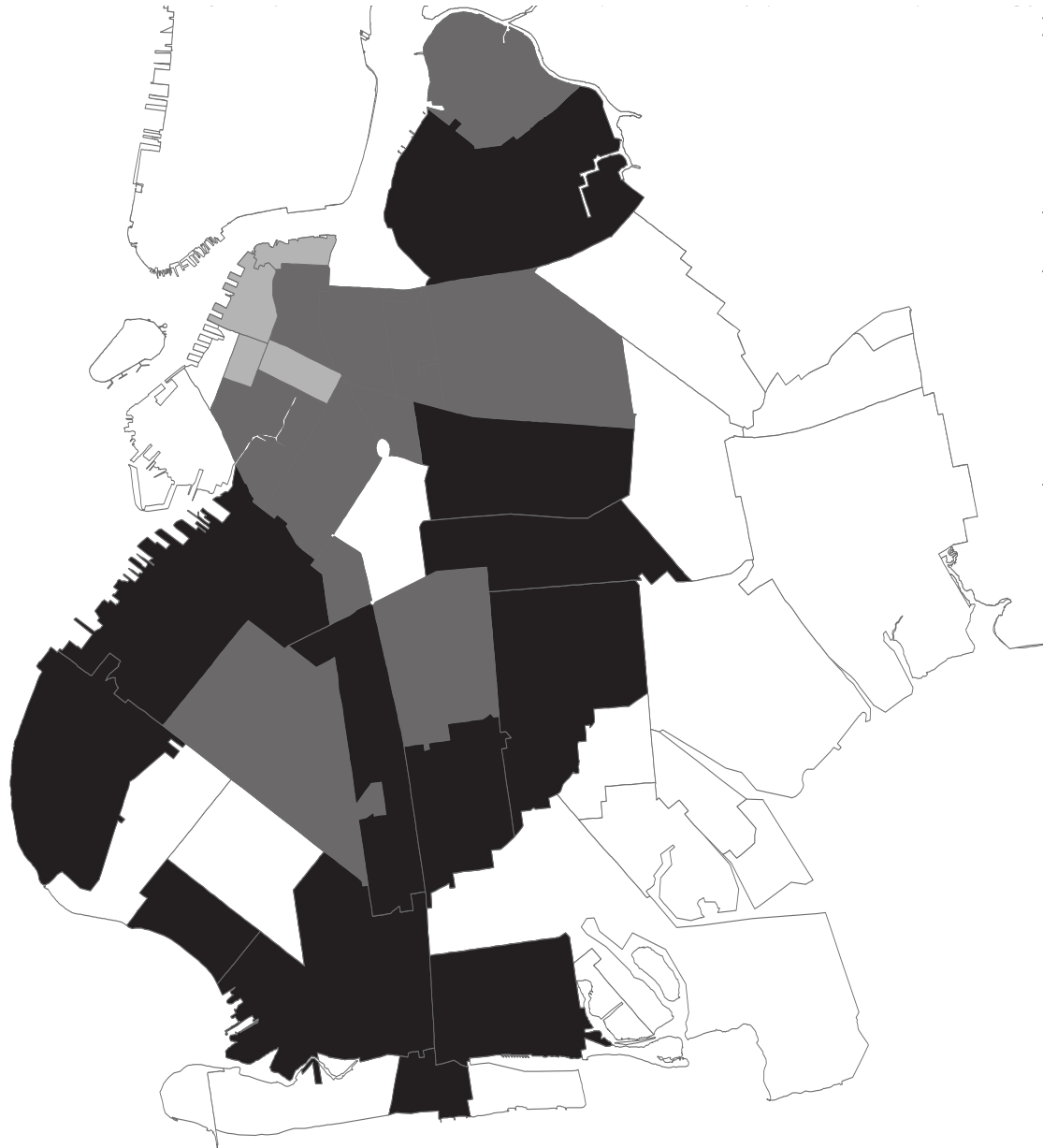
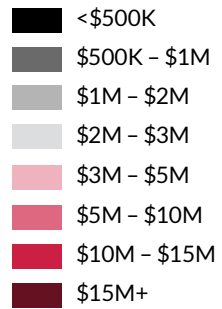
	Consideration	% of Consideration
STU	\$19,207,500	6%
1-BR	\$91,419,798	30%
2-BR	\$128,966,894	42%
3-BR	\$55,902,999	18%
4-BR+	\$8,745,000	3%
ALL	\$304,242,191	100%

Brooklyn: Active Co-ops

LEGEND

Brooklyn: Active Co-ops

Average Price by Price Bracket



Brooklyn: In-Contract Co-ops

Key Takeaways

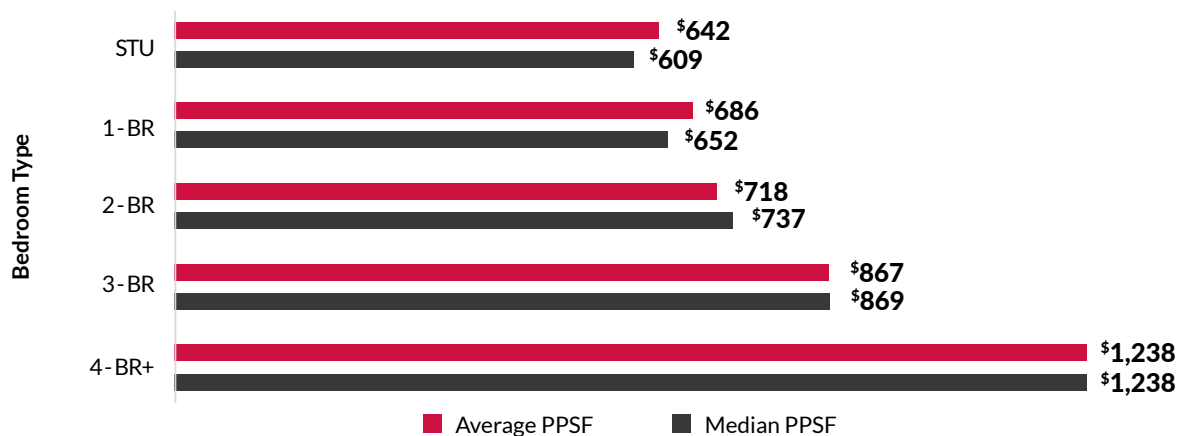
- Units in-contract in Brooklyn: 179 co-ops, a 42% decline from Q1 2020
- Total consideration: \$123 million, a 39% decline from Q1 2020
- Brooklyn co-op average contract price: \$687,413, a 6% increase from Q1 2020
- Greatest share of listings: One bedroom units at 45%
- Greatest share of listings by dollar volume: Two bedroom units at 37%
- Largest price bracket: \$500,000 and less units at 45% of listings
- Largest price bracket by dollar volume: \$500,000 - \$1 million at 44% of listings
- Neighborhoods with largest amount of in-contract condo listings: Brooklyn Heights and Park Slope at 19 listings each, or 21% of total listings
- Neighborhood with the highest condo average contract price: Vinegar Hill/Dumbo at \$1.8 million
- Neighborhood with highest condo contract PPSF: Vinegar Hill/Dumbo at \$1,071

Brooklyn: In-Contract Co-ops By Bedroom Type

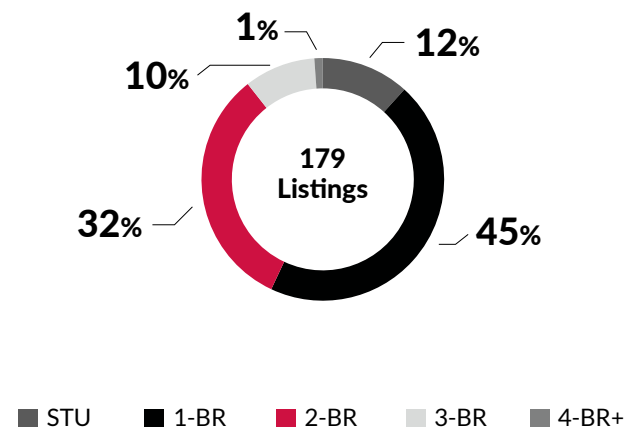
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	21	81	58	17	2	179
% of Listings	12%	45%	32%	9%	1%	100%
Average Price	\$324,857	\$529,012	\$780,655	\$1,298,941	\$3,007,500	\$687,413
Median Price	\$335,000	\$499,000	\$742,500	\$1,195,000	\$3,007,500	\$549,000
Average SF	506	771	1,088	1,498	2,430	962
Median SF	550	765	1,008	1,375	2,430	850
Average PPSF	\$642	\$686	\$718	\$867	\$1,238	\$714
Median PPSF	\$609	\$652	\$737	\$869	\$1,238	\$646

Brooklyn: In-Contract Co-ops

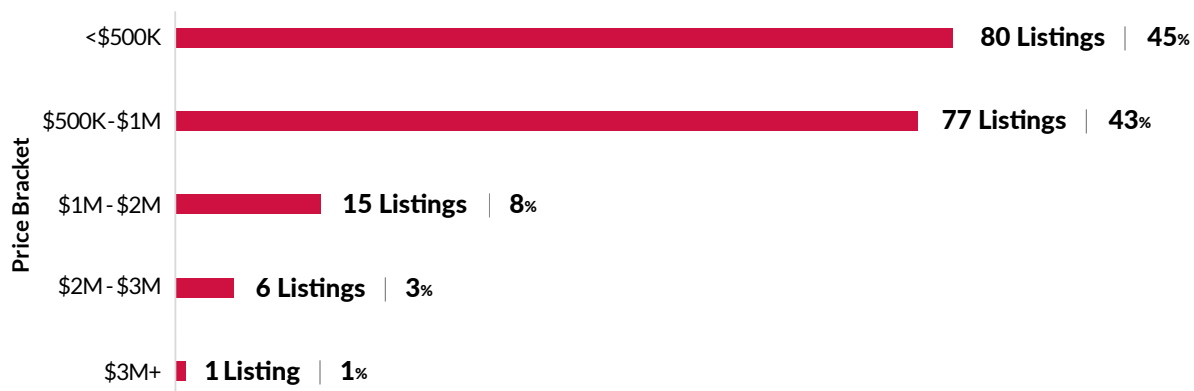
Brooklyn: In-Contract Co-ops
Average/Median PPSF | Bedroom Type



Brooklyn: In-Contract Co-ops
% of Listings | Bedroom Type



Brooklyn: In-Contract Co-ops
of Listings | Price Bracket



Brooklyn: In-Contract Co-ops
Total Consideration | Bedroom Type

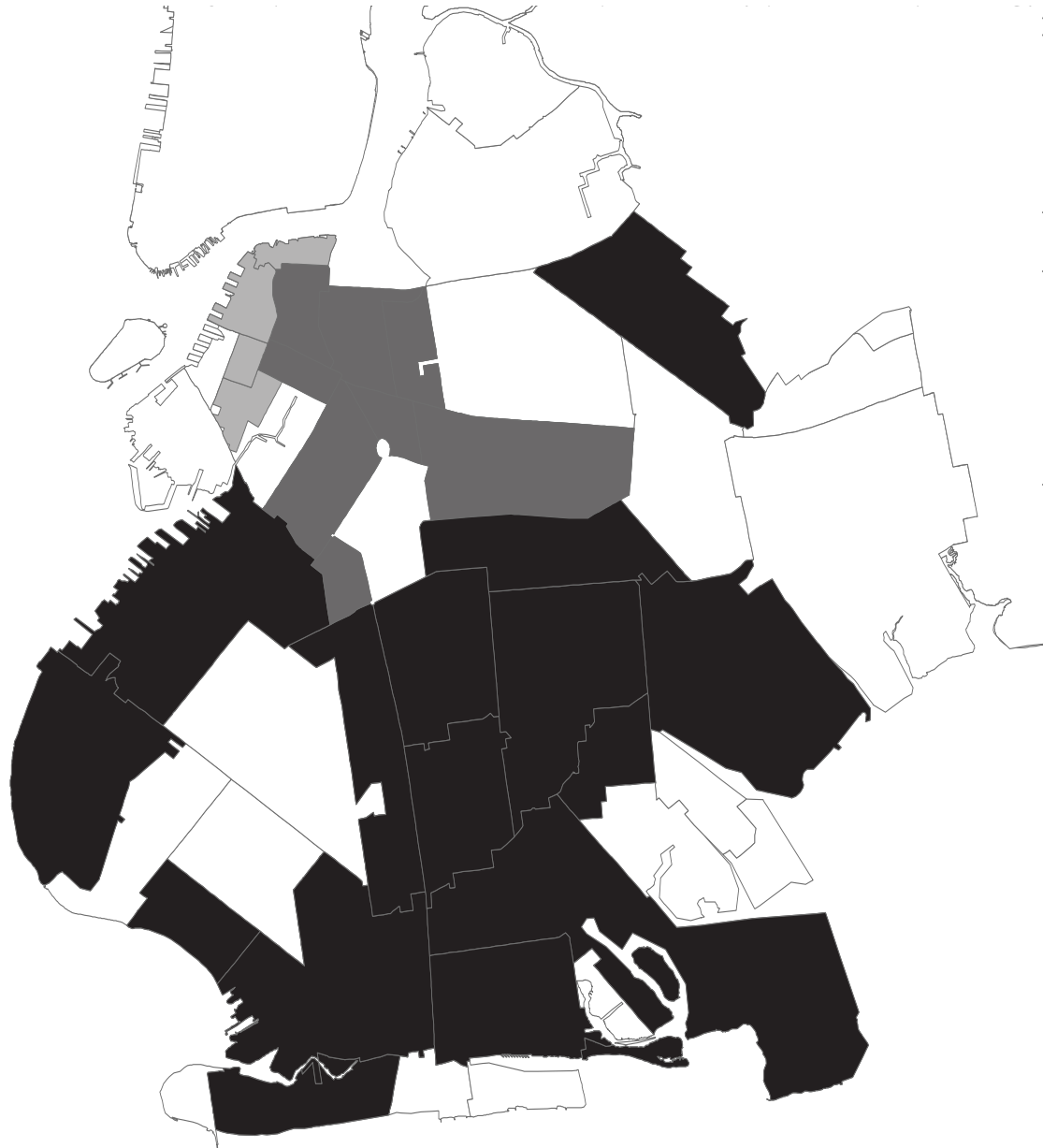
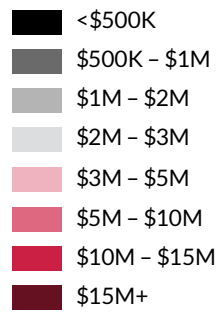
	Consideration	% of Consideration
STU	\$6,822,000	6%
1-BR	\$42,849,999	35%
2-BR	\$45,278,000	37%
3-BR	\$22,082,000	18%
4-BR+	\$6,015,000	5%
ALL	\$123,046,999	100%

Brooklyn: In-Contract Co-ops

LEGEND

Brooklyn: In-Contract Co-ops

Average Price by Price Bracket



Brooklyn: Co-op Closings

Key Takeaways

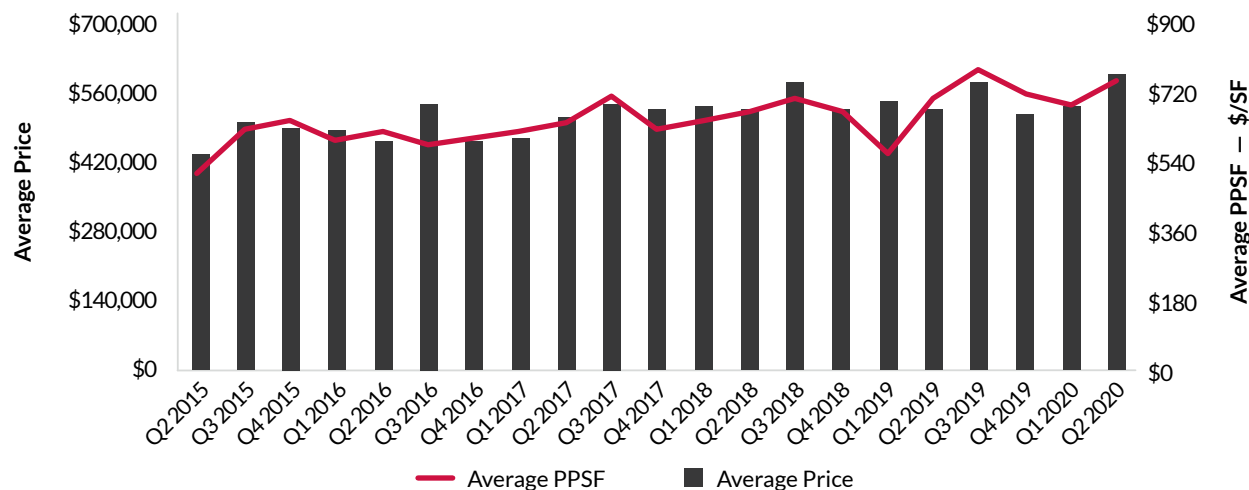
- Units sold in Brooklyn: 290 co-ops, a 43% decline year-over-year
- Total consideration: \$172.8 million, a 35% decline year-over-year
- Brooklyn co-op average sales price: \$595,909, a 13% increase year-over-year
- Greatest share of listings: One bedroom units at 34%
- Greatest share of listings by dollar volume: Two bedroom units at 33%
- Largest price bracket: \$250,000 - \$500,000 units at 44% of listings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 40% of listings
- Neighborhood with notable change in co-op consideration: Prospect Heights from \$25.5 million to \$13 million, a 49% decline year-over-year
- Neighborhood with notable change in co-op transactions: Bay Ridge/Fort Hamilton from 56 to 38, a 32% decline year-over-year
- Neighborhood with notable change in co-op average sales price: Brooklyn Heights from \$880,980 to \$755,082, a 14% decline year-over-year

Brooklyn: Co-op Closings

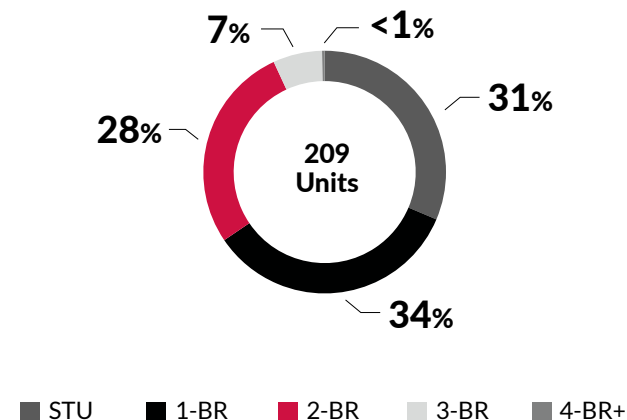
	Q2 2020	Q1 2020	Q2 2019	%Δ Q1 2020	%Δ Q2 2019
Transactions	290	344	507	-16%	-43%
Consideration	\$172,813,519	\$182,593,414	\$266,933,692	-5%	-35%
Average Price	\$595,909	\$530,795	\$526,496	12%	13%
Median Price	\$477,500	\$419,000	\$409,500	14%	17%
Average SF	794	774	759	3%	5%
Median SF	761	750	719	1%	6%
Average PPSF	\$750	\$685	\$693	9%	8%
Median PPSF	\$628	\$559	\$570	12%	10%

Brooklyn: Co-op Closings

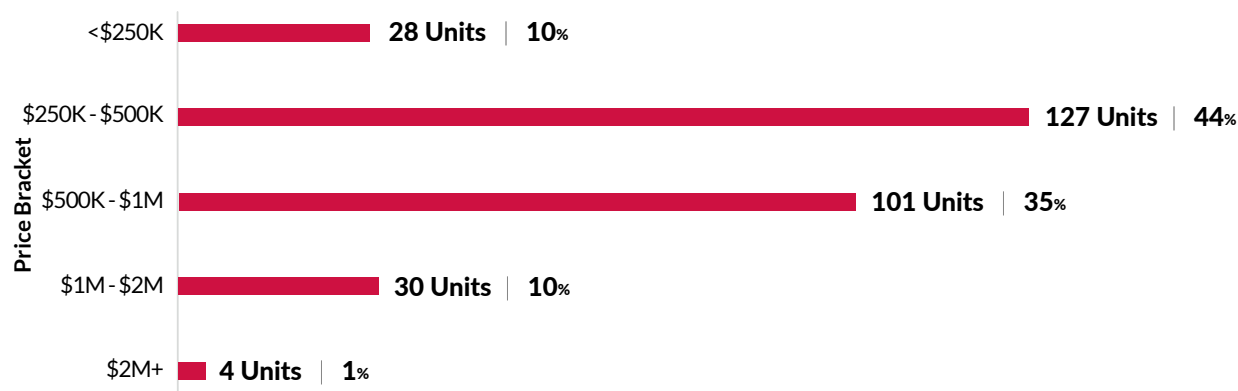
Brooklyn: Co-op Closings
Historical Average Price/Average PPSF



Brooklyn: Co-op Closings
% of Units | Bedroom Type



Brooklyn: Co-op Closings
of Units | Price Bracket



Brooklyn: Co-op Closings
Total Consideration | Bedroom Type

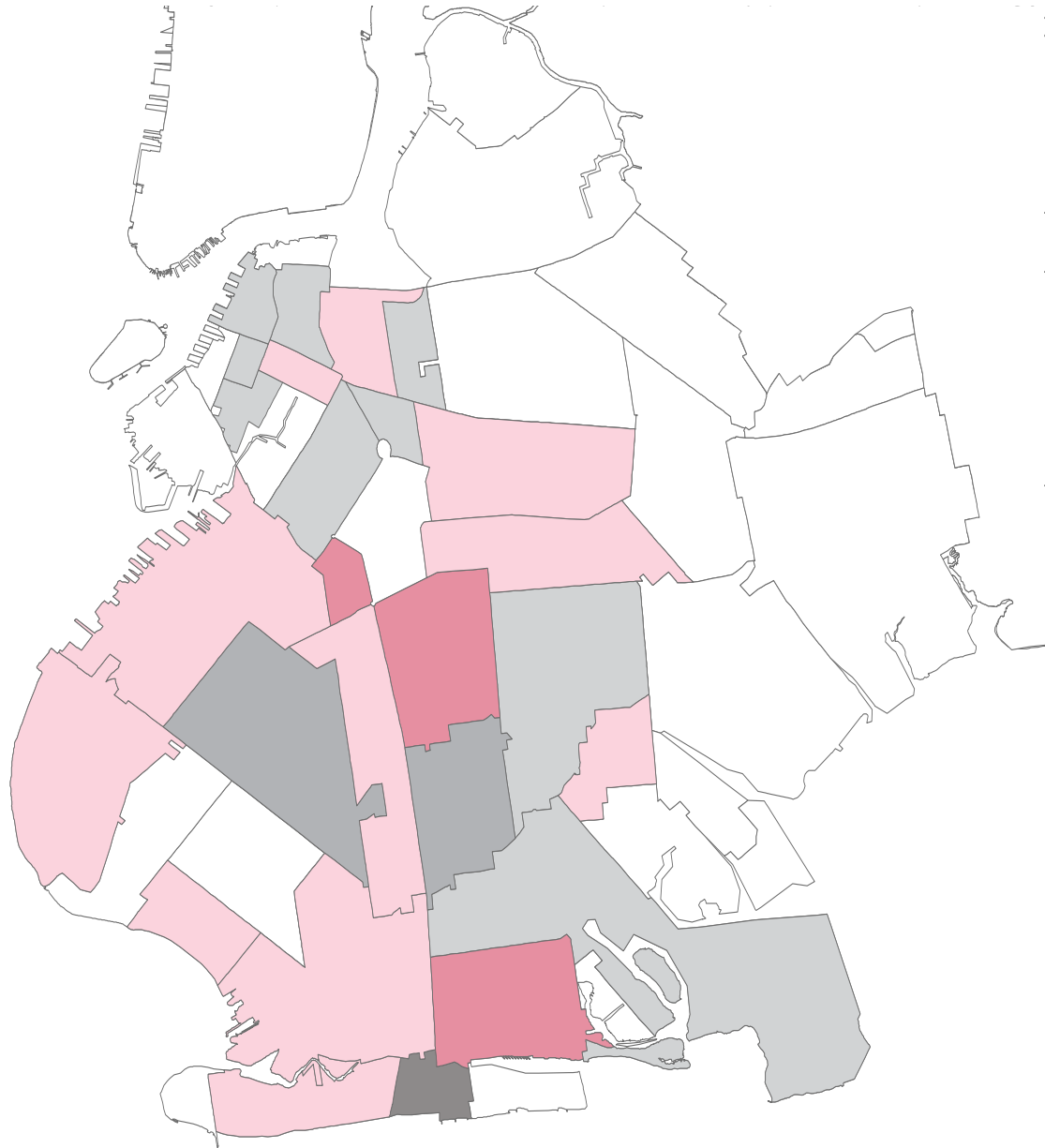
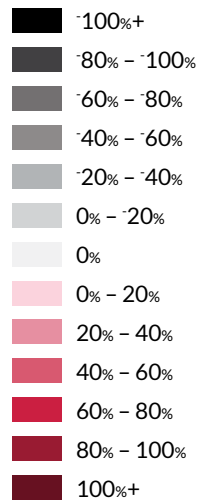
	Consideration	% of Consideration
STU	\$39,317,332	23%
1-BR	\$51,743,057	30%
2-BR	\$57,192,450	33%
3-BR	\$22,210,680	13%
4-BR+	\$2,350,000	1%
ALL	\$172,813,519	100%

Brooklyn: Co-op Closings

LEGEND

Brooklyn: Co-op Closings

By $\Delta\%$ in Average Price from Q1 2019



Brooklyn: Active 1-3 Family Homes

Key Takeaways

- Units active in Brooklyn: 755 one-to-three family homes, a 19% increase from Q1 2020
- Total consideration: \$1.9 billion, a 13% increase from Q1 2020
- Brooklyn co-op average asking price: \$2.5 million, a 4% decline from Q1 2020
- Largest price bracket: \$1 million - \$2 million units at 39% of listings
- Largest price bracket by dollar volume: \$1 million - \$2 million units at 24% of listings
- Neighborhood with largest amount of active one-to-three family home listings: Bedford Stuyvesant with 113 listings, or 15% of total listings
- Neighborhood with highest one-to-three family home average asking price: Cobble Hill at \$4.3 million
- Neighborhood with highest one-to-three family home average asking PPSF: Brooklyn Heights at \$1,327

Brooklyn: Active 1-3 Family Homes

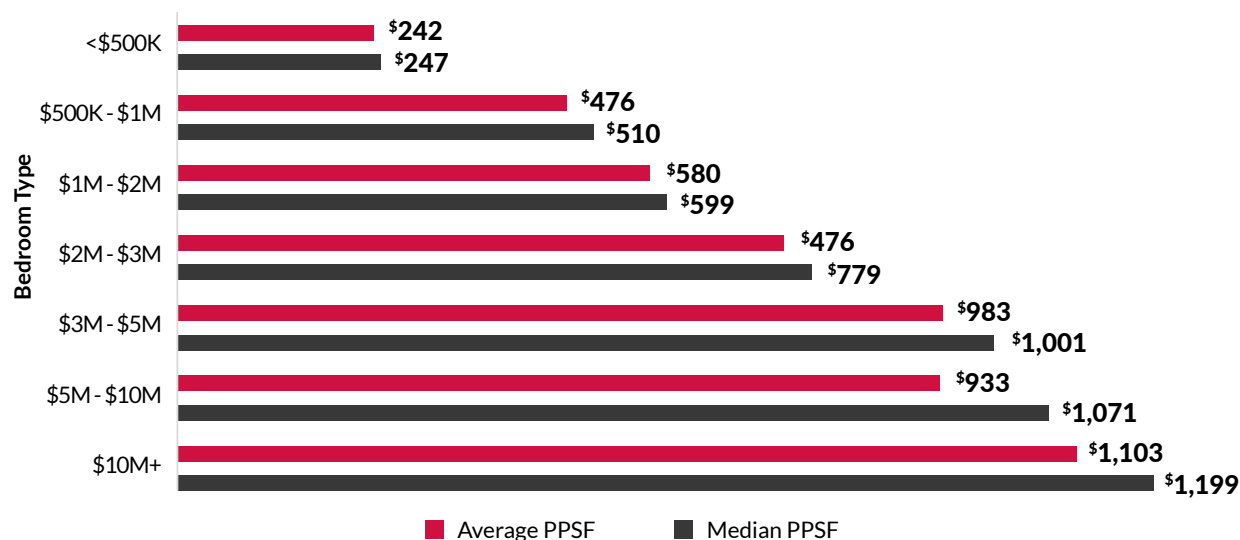
By Price Bracket

	<\$500K	\$500K - \$1M	\$1M - \$2M	\$2M - \$3M	\$3M - \$5M	\$5M - \$10M	\$10M+	ALL
# of Listings	7	114	298	162	111	48	15	755
% of Listings	1%	15%	39%	21%	15%	6%	2%	100%
Average Price	\$401,500	\$823,268	\$1,552,422	\$2,532,231	\$3,862,459	\$6,511,965	\$13,170,667	\$2,527,647
Median Price	\$400,000	\$849,000	\$1,550,000	\$2,499,000	\$3,795,000	\$6,200,000	\$12,000,000	\$1,900,000
Average SF	1,661	1,730	2,678	3,396	4,118	6,980	11,941	3,391
Median SF	1,620	1,665	2,588	3,210	3,790	5,789	10,010	2,902
Average PPSF	\$242	\$476	\$580	\$746	\$938	\$933	\$1,103	\$745
Median PPSF	\$247	\$510	\$599	\$779	\$1,001	\$1,071	\$1,199	\$655

Brooklyn: Active 1-3 Family Homes

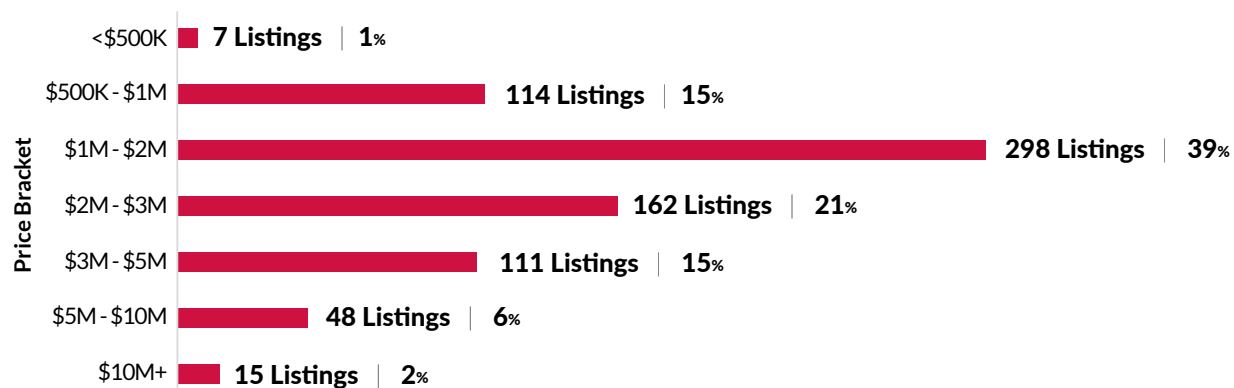
Brooklyn: Active 1-3 Family Homes

Average/Median PPSF | Price Bracket



Brooklyn: Active 1-3 Family Homes

of Listings | Price Bracket



Brooklyn: Active 1-3 Family Homes

Total Consideration | Price Bracket

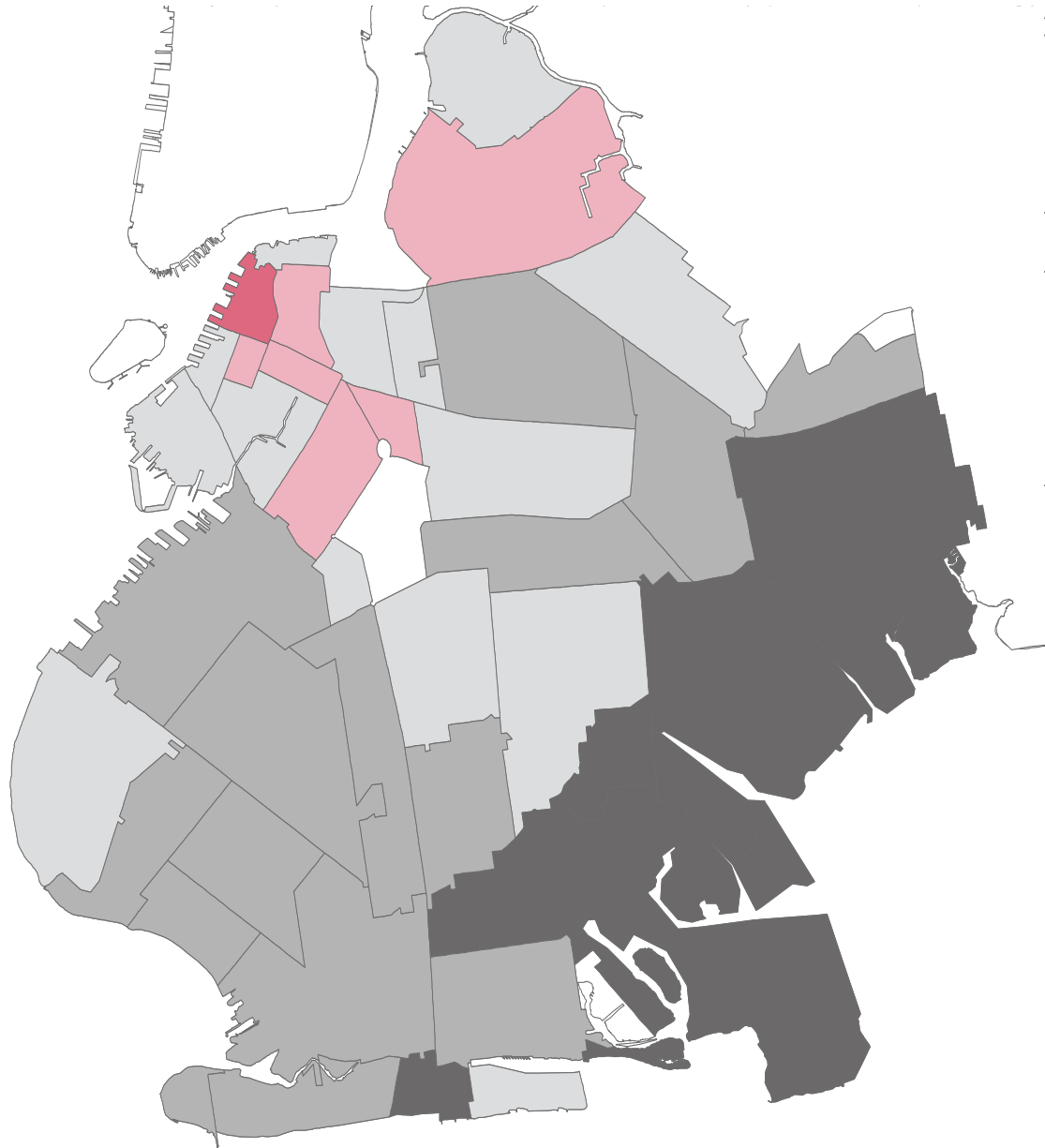
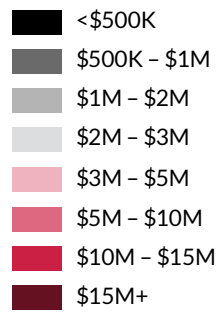
	Consideration	% of Consideration
<\$500K	\$2,810,500	< 1%
\$500K - \$1M	\$93,852,495	5%
\$1M - \$2M	\$462,621,890	24%
\$2M - \$3M	\$410,221,400	21%
\$3M - \$5M	\$428,733,000	22%
\$5M - \$10M	\$312,574,310	16%
\$10M+	\$197,560,000	10%
ALL	\$1,908,373,595	100%

Brooklyn: Active 1-3 Family Homes

LEGEND

Brooklyn: Active 1-3 Family Homes

Average Price by Price Bracket



Brooklyn: In-Contract 1-3 Family Homes

Key Takeaways

- Units in-contract in Brooklyn: 202 one-to-three family homes, a 35% decline from Q1 2020
- Total consideration: \$347.1 million, a 37% decline from Q1 2020
- Brooklyn one-to-three family home average asking price: \$1.9 million, a 3% decline from Q1 2020
- Largest price bracket: \$1 million - \$2 million units at 44% of listings
- Largest price bracket by dollar volume: \$1 million - \$2 million at 37% of listings
- Neighborhoods with largest amount of in-contract condo listings: Bedford Stuyvesant with 39 listings, or 19% of total listings
- Neighborhood with the highest condo average contract price: Brooklyn Heights at \$5.5 million
- Neighborhood with highest condo average contract PPSF: Windsor Terrace at \$1,193

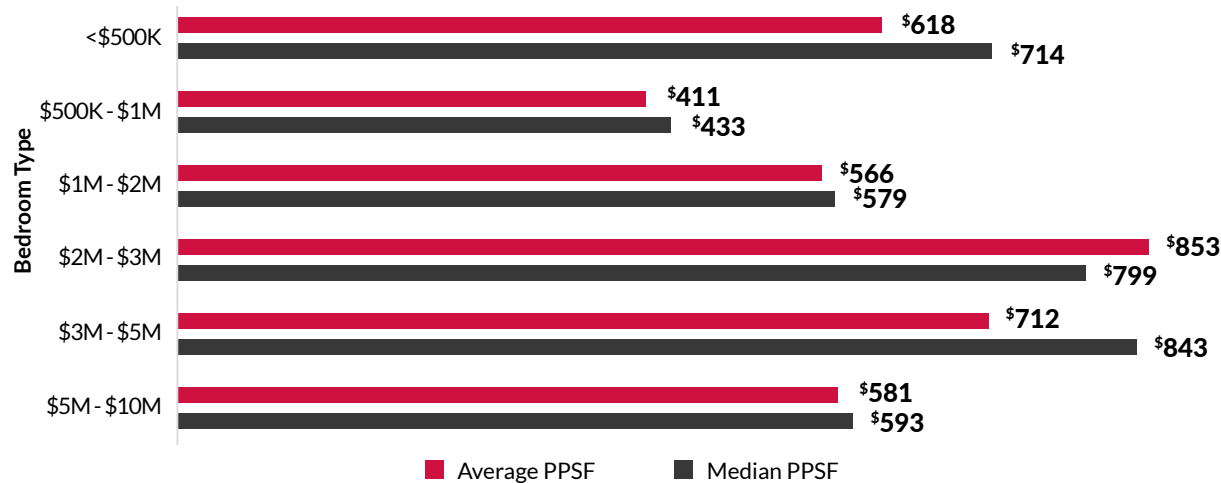
Brooklyn: In-Contract 1-3 Family Homes By Price Bracket

	<\$500K	\$500K - \$1M	\$1M - \$2M	\$2M - \$3M	\$3M - \$5M	\$5M - \$10M	\$10M+	ALL
# of Listings	6	44	89	40	18	5	0	202
% of Listings	1%	5%	10%	4%	2%	1%	0%	22%
Average Price	\$367,167	\$771,023	\$1,553,899	\$2,508,997	\$3,886,717	\$5,867,800	–	\$1,851,905
Median Price	\$390,000	\$764,500	\$1,500,000	\$2,400,000	\$3,794,450	\$5,995,000	–	\$1,600,000
Average SF	594	1,875	2,747	2,940	5,458	10,102	–	2,782
Median SF	546	1,765	2,591	3,005	4,500	10,102	–	2,507
Average PPSF	\$618	\$411	\$566	\$853	\$712	\$581	–	\$666
Median PPSF	\$714	\$433	\$579	\$799	\$843	\$593	–	\$638

Brooklyn: In-Contract 1-3 Family Homes

Brooklyn: In-Contract 1-3 Family Homes

Average/Median PPSF | Price Bracket



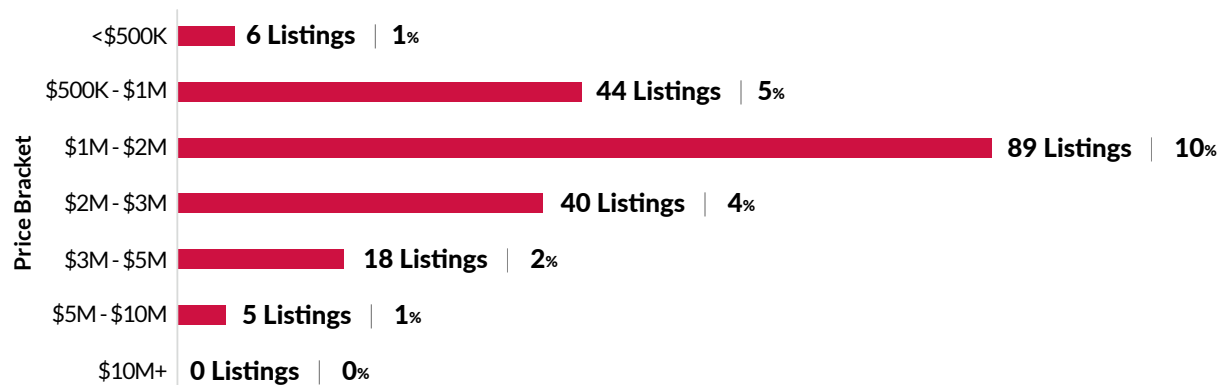
Brooklyn: In-Contract Family Homes

Total Consideration | Price Bracket

	Consideration	% of Consideration
<\$500K	\$2,202,999	1%
\$500K - \$1M	\$33,924,996	9%
\$1M - \$2M	\$138,296,999	37%
\$2M - \$3M	\$100,359,890	27%
\$3M - \$5M	\$69,960,900	19%
\$5M - \$10M	\$29,339,000	8%
\$10M+	\$0	0%
ALL	\$374,084,784	100%

Brooklyn: In-Contract Family Homes

of Listings | Price Bracket

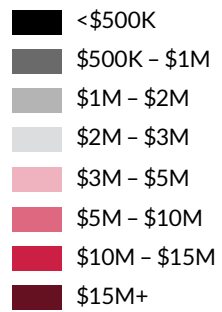


Brooklyn: In-Contract 1-3 Family Homes

LEGEND

Brooklyn: In-Contract 1-3 Family Homes

Average Price by Price Bracket



Brooklyn: 1-3 Family Home Closings

Key Takeaways

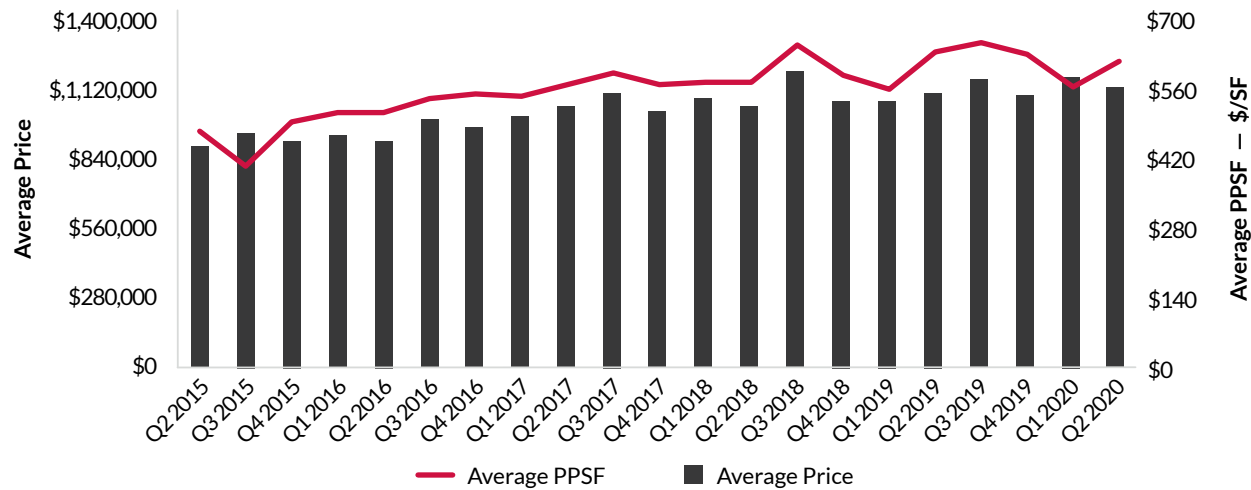
- Units sold in Brooklyn: 1,038 one-to-three family homes, a 27% decline year-over-year
- Total consideration: \$1.2 billion, a 25% decline year-over-year
- Brooklyn one-to-three family home average sales price: \$1.1 million, a 3% increase year-over-year
- Largest price bracket: \$500,000 - \$1 million units at 51% of closings
- Largest price bracket by dollar volume: \$1 million - \$2 million units at 40% of closings
- Neighborhood with notable change in one-to-three family home consideration: Bedford Stuyvesant from \$110 million to \$94.7 million, a 14% decline year-over-year
- Neighborhood with notable change in one-to-three family home transactions: East Flatbush from 92 to 59, a 36% decline year-over-year
- Neighborhood with notable change in one-to-three family home average sales price: Canarsie from \$577,139 to \$647,340, a 12% increase year-over-year

Brooklyn: 1-3 Family Home Closings

	Q2 2020	Q1 2020	Q2 2019	%Δ Q1 2020	%Δ Q2 2019
Transactions	1,038	1,498	1,416	-31%	-27%
Consideration	\$1,153,768,164	\$1,711,459,092	\$1,531,211,736	-33%	-25%
Average Price	\$1,111,530	\$1,142,496	\$1,081,364	-3%	3%
Median Price	\$922,500	\$930,000	\$877,500	-1%	5%
Average SF	1,836	2,062	1,799	-11%	2%
Median SF	1,710	1,920	1,630	-11%	5%
Average PPSF	\$606	\$554	\$601	9%	1%
Median PPSF	\$539	\$484	\$538	11%	0%

Brooklyn: 1-3 Family Home Closings

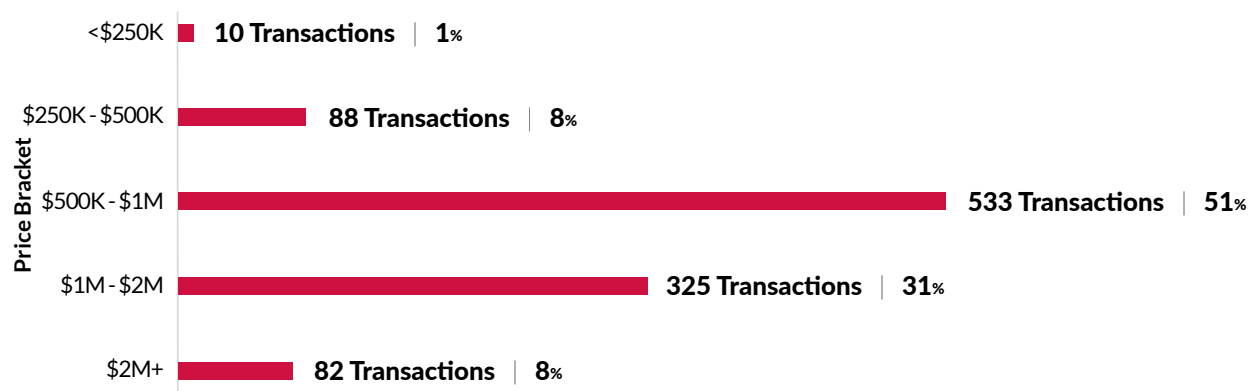
Brooklyn: 1-3 Family Home Closings
Historical Average Price/Average PPSF



Brooklyn: 1-3 Family Home Closing
Total Consideration | Price Bracket

	Consideration	% of Consideration
<\$250K	\$1,875,259	< 1%
\$250K-\$500K	\$35,438,515	3%
\$500K-\$1M	\$404,918,547	35%
\$1M-\$2M	\$457,976,426	40%
\$2M+	\$253,559,418	22%
ALL	\$1,153,768,164	100%

Brooklyn: 1-3 Family Home Closings
of Units | Price Bracket

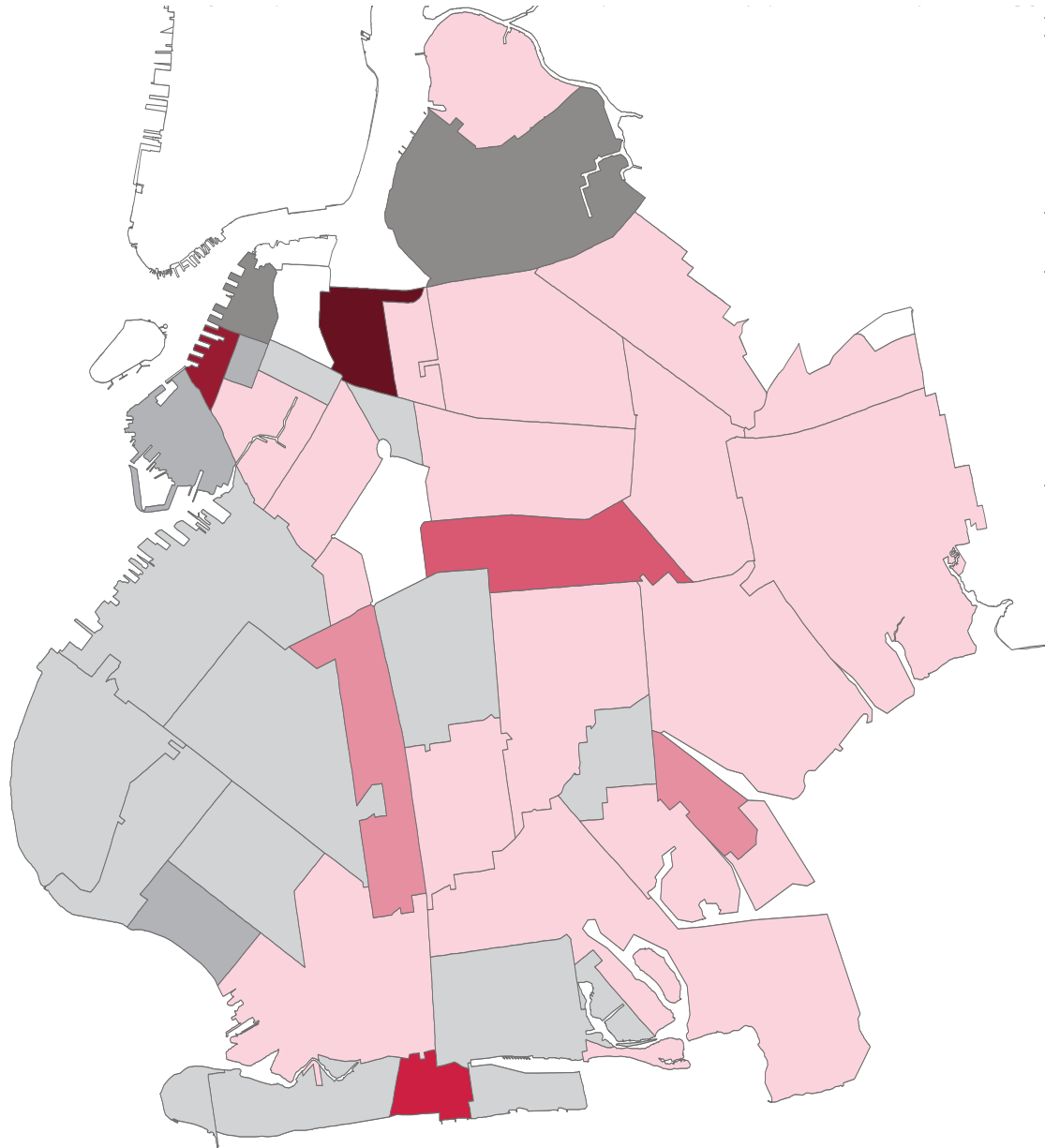
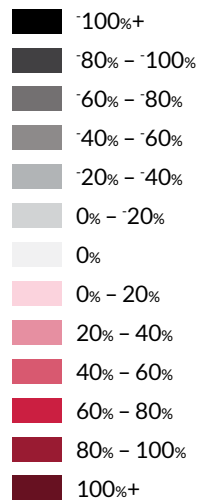


Brooklyn: 1-3 Family Home Closings

LEGEND

Brooklyn: 1-3 Family Home Closings

By Δ% in Average Price from Q1 2019



Bronx: Condo Closings

Key Takeaways

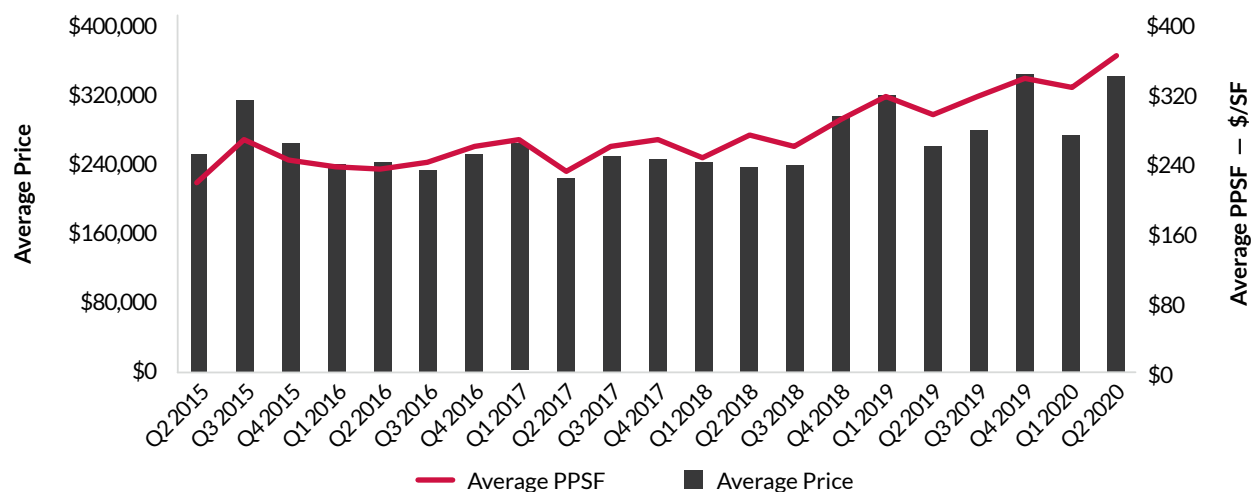
- Units sold in Bronx: 47 condos, a 67% decline year-over-year
- Total consideration: \$15.9 million, a 56% decline year-over-year
- Bronx condo average sales price: \$337,728, a 32% increase year-over-year
- Greatest share of listings: One bedroom units at 43%
- Greatest share of listings by dollar volume: Three bedroom units at 52%
- Largest price bracket: \$500,000 and below units at 85% of closings
- Largest price bracket by dollar volume: \$500,000 and below units at 63% of closings
- Neighborhood with notable change in condo consideration: The City Island/ Pelham Bay/ Pelham Strip/ Country Club/ Throgs Neck/ Schuylerville area from \$8.6 million to \$2.7 million, a 69% decline year-over-year
- Neighborhood with notable change in condo transactions: The Parkchester/ Westchester Square/ Castle Hill/ Soundview area from 97 to 29, a 70% decline year-over-year
- Neighborhood with notable change in condo average sales price: The City Island/ Pelham Bay/ Pelham Strip/ Country Club/ Throgs Neck/ Schuylerville area from \$409,660 to \$537,800, a 31% increase year-over-year

Bronx: Condo Closings

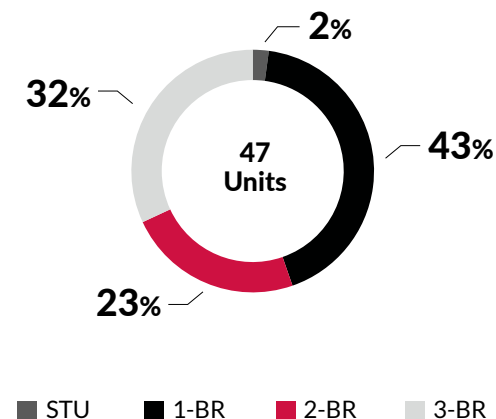
	Q2 2020	Q1 2020	Q2 2019	%Δ Q1 2020	%Δ Q2 2019
Transactions	47	87	141	-46%	-67%
Consideration	\$15,873,216	\$23,498,863	\$36,103,443	-32%	-56%
Average Price	\$337,728	\$270,102	\$256,053	25%	32%
Median Price	\$255,000	\$242,000	\$200,000	5%	28%
Average SF	937	833	845	12%	11%
Median SF	829	808	825	3%	0%
Average PPSF	\$360	\$324	\$303	11%	19%
Median PPSF	\$308	\$300	\$242	3%	27%

Bronx: Condo Closings

Bronx: Condo Closings
Historical Average Price/Average PPSF



Bronx: Condo Closings
% of Units | Bedroom Type



Bronx: Condo Closings
of Units | Price Bracket



Bronx: Condo Closings
Total Consideration | Bedroom Type

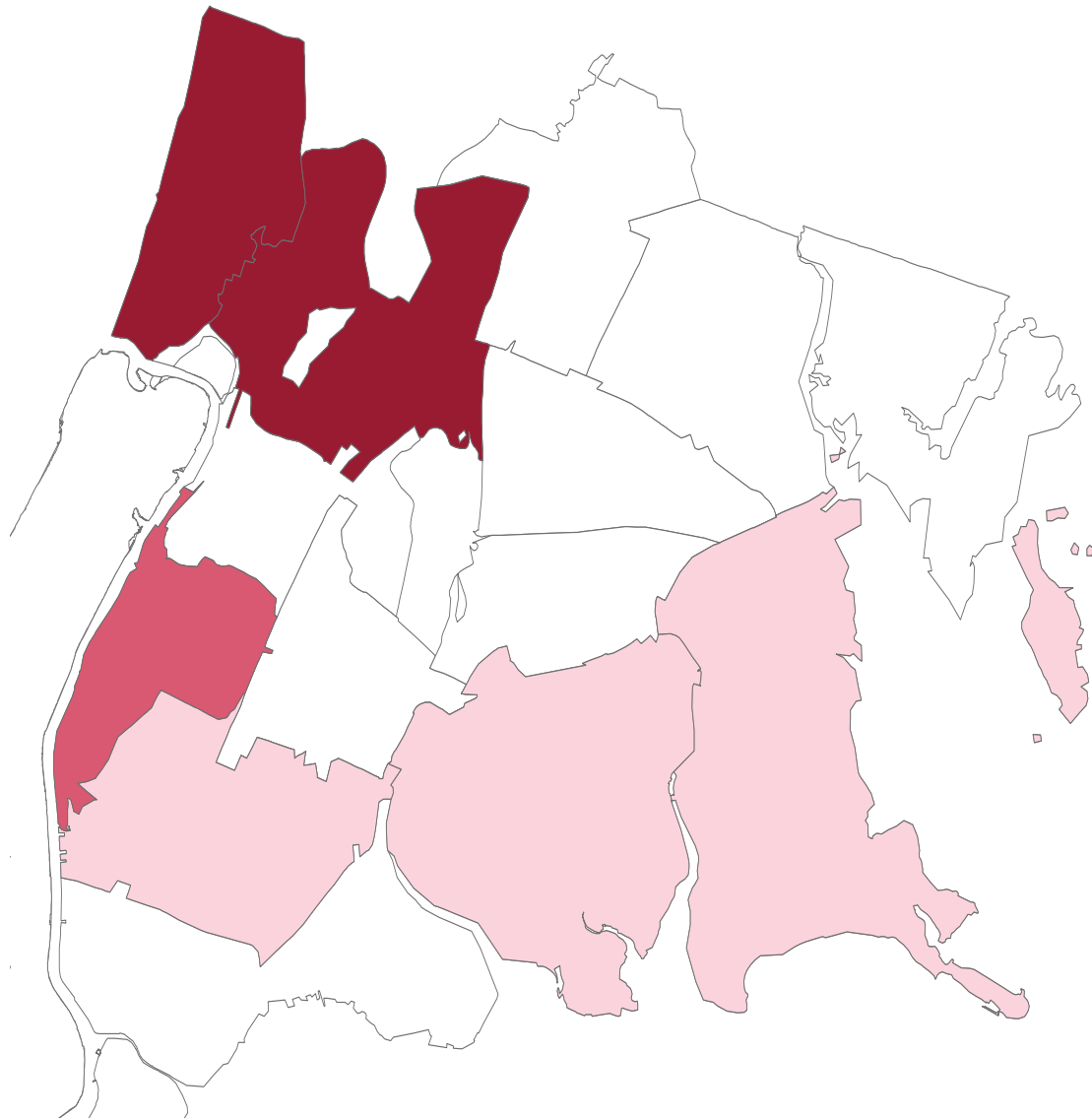
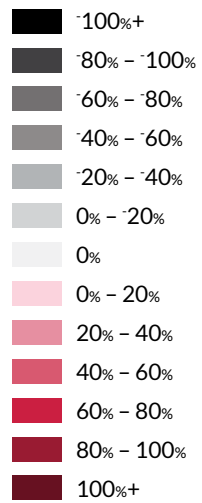
	Consideration	% of Consideration
STU	\$190,000	1%
1-BR	\$3,853,846	24%
2-BR	\$3,504,000	22%
3-BR	\$8,325,370	52%
4-BR+	\$0	0%
ALL	\$15,873,216	100%

Bronx: Condo Closings

LEGEND

Bronx: Condo Closings

By $\Delta\%$ in Average Price from Q1 2019



Bronx: Co-op Closings

Key Takeaways

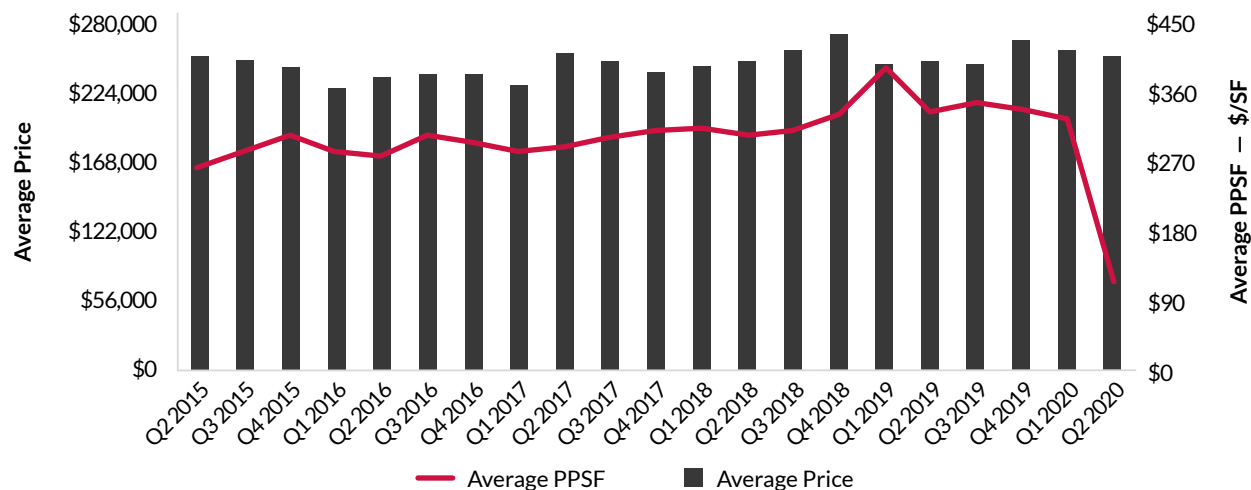
- Units sold in Bronx: 78 co-ops, a 63% decline year-over-year
- Total consideration: \$19.8 million, a 62% decline year-over-year
- Bronx co-op average sales price: \$254,189, a 2% increase year-over-year
- Greatest share of listings: One bedroom units at 50%
- Greatest share of listings by dollar volume: Two bedroom units at 43%
- Largest price bracket: \$250,000 and below units at 60% of closings
- Largest price bracket by dollar volume: \$250,000 - \$500,000 units at 51% of closings
- Neighborhood with notable change in co-op consideration: Riverdale/Fieldston from \$26.6 million to \$9.7 million, a 63% decline year-over-year
- Neighborhood with notable change in co-op transactions: Melrose/Morrisania from 21 to 8, a 81% decline year-over-year
- Neighborhood with notable change in co-op average sales price: The Kingsbridge/ Jerome Park/ Bedford Park/ Norwood area from \$188,024 to \$193,700, a 3% increase year-over-year

Bronx: Co-op Closings

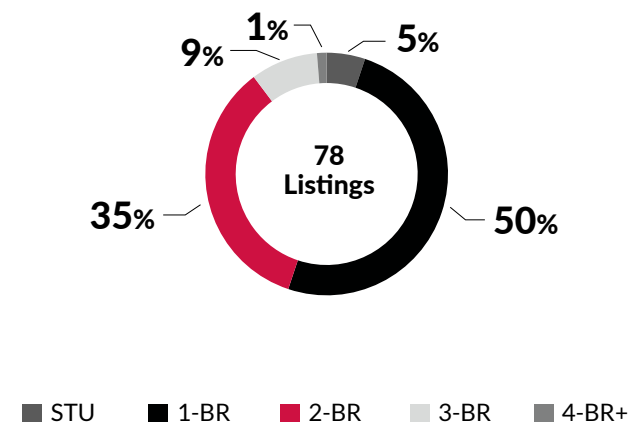
	Q2 2020	Q1 2020	Q2 2019	%Δ Q1 2020	%Δ Q2 2019
Transactions	78	110	209	-29%	-63%
Consideration	\$19,826,774	\$28,275,018	\$52,053,233	-30%	-62%
Average Price	\$254,189	\$257,046	\$249,059	-1%	2%
Median Price	\$228,500	\$230,000	\$220,000	-1%	4%
Average SF	2,221	788	780	182%	185%
Median SF	800	765	749	5%	7%
Average PPSF	\$114	\$326	\$319	-65%	-64%
Median PPSF	\$286	\$301	\$294	-5%	-3%

Bronx: Co-op Closings

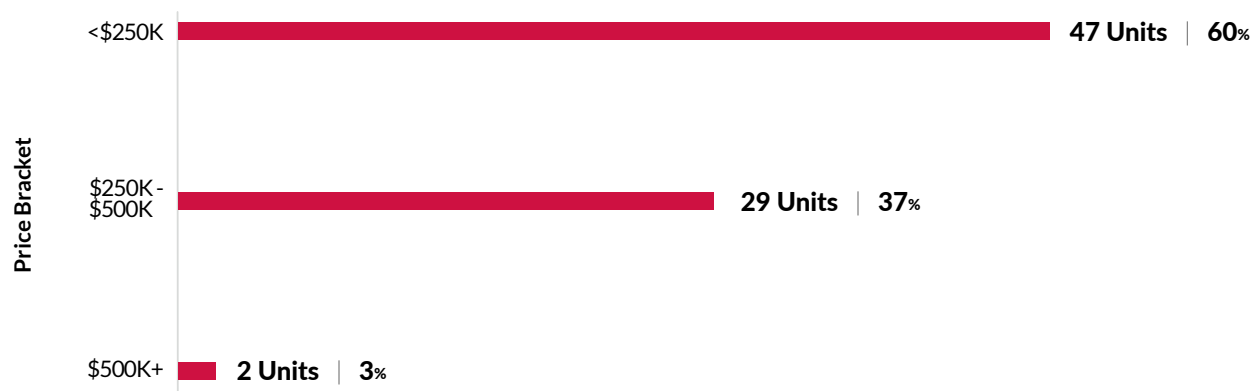
Bronx: Co-op Closings
Historical Average Price/Average PPSF



Bronx: Co-op Closings
% of Units | Bedroom Type



Bronx: Co-op Closings
of Units | Price Bracket



Bronx: Co-op Closings
Total Consideration | Bedroom Type

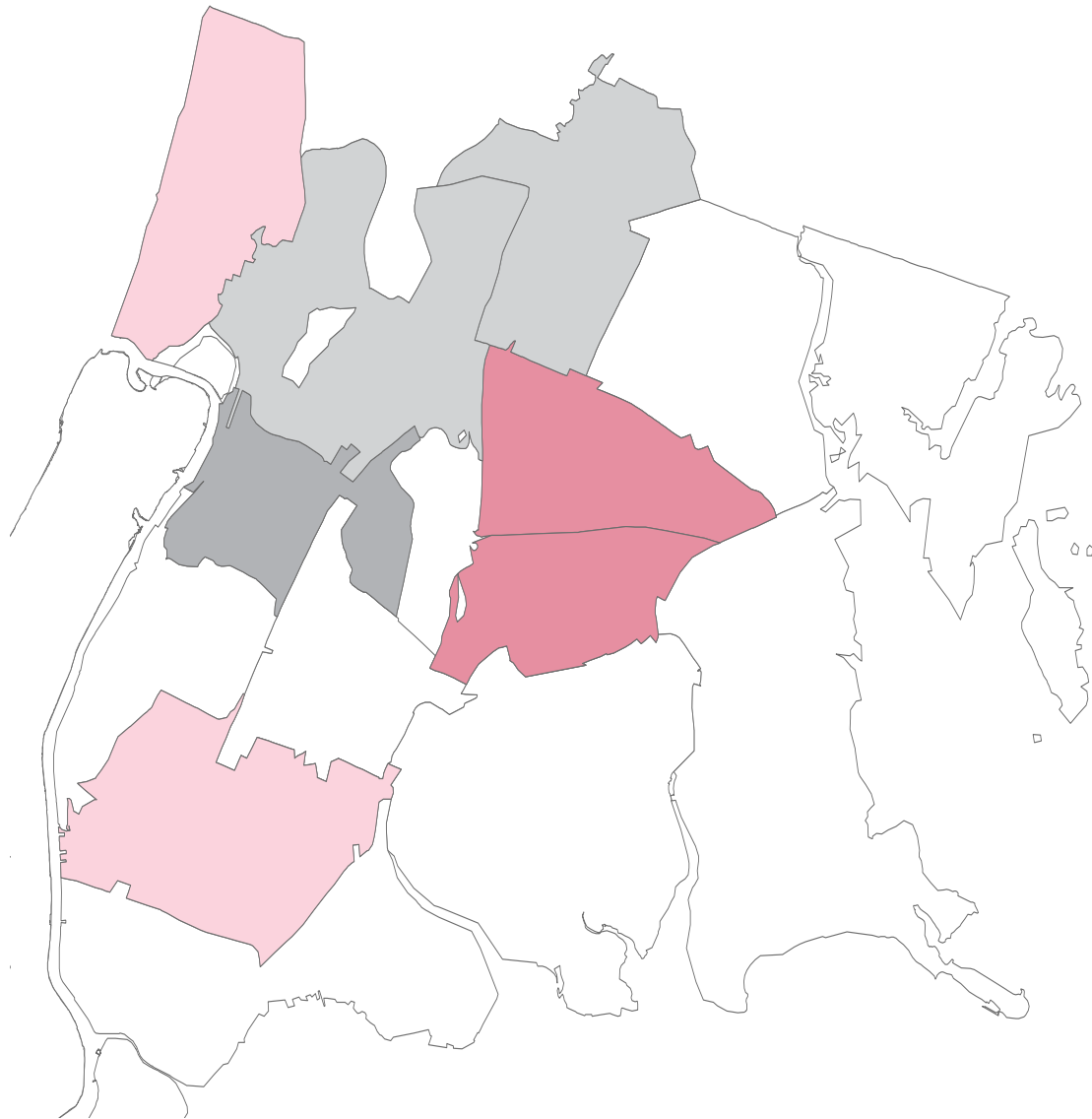
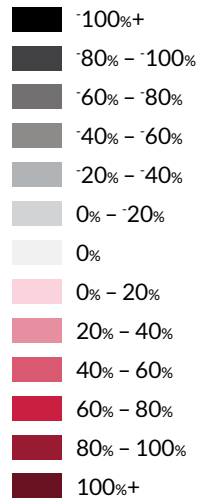
	Consideration	% of Consideration
STU	\$650,000	3%
1-BR	\$7,648,932	39%
2-BR	\$8,545,612	43%
3-BR	\$2,392,229	12%
4-BR+	\$590,000	3%
ALL	\$19,826,774	100%

Bronx: Co-op Closings

LEGEND

Bronx: Co-op Closings

By Δ% in Average Price from Q1 2019



Bronx: 1-3 Family Home Closings

Key Takeaways

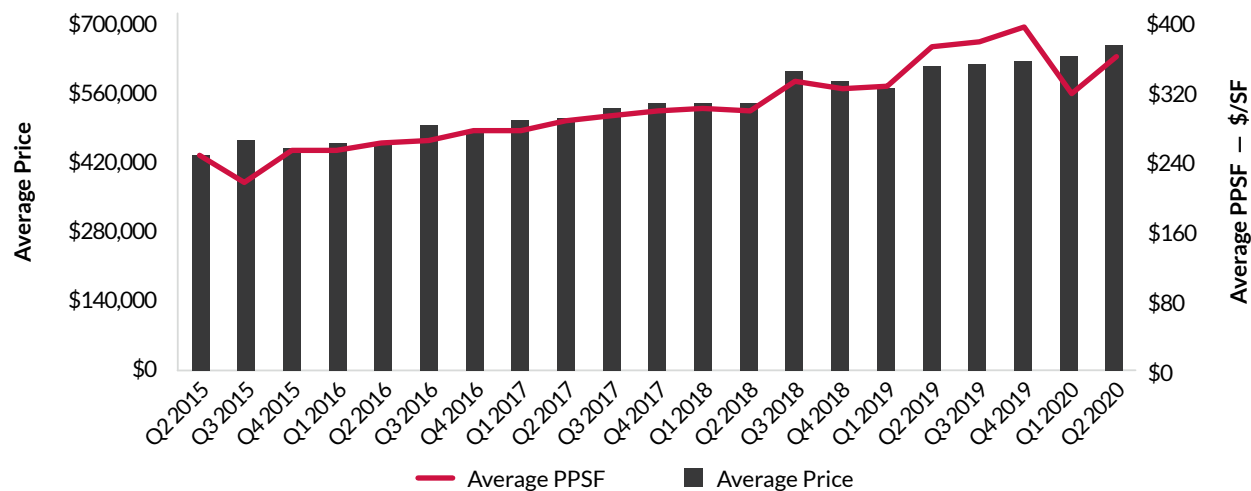
- Units sold in Bronx: 474 one-to-three family homes, a 30% decline year-over-year
- Total consideration: \$297 million, a 25% decline year-over-year
- Bronx one-to-three family home average sales price: \$626,681, a 7% increase year-over-year
- Largest price bracket: \$500,000 - \$1 million and over units at 71% of closings
- Largest price bracket by dollar volume: \$500,000 - \$1 million and over units at 77% of closings
- Neighborhood with notable change in one-to-three family home consideration: Woodlawn/Williamsbridge from \$60 million to \$46.3 million, a 23% decline year-over-year
- Neighborhood with notable change in one-to-three family home transactions: The Parkchester/Westchester Square/Castle Hill/Soundview area from 122 to 49, a 60% decline year-over-year
- Neighborhood with notable change in one-to-three family home average sales price: The Bathgate/Crotona Park/East Tremont area from \$509,261 to \$787,905, a 55% increase year-over-year

Bronx: 1-3 Family Home Closings

	Q2 2020	Q1 2020	Q2 2019	%Δ Q1 2020	%Δ Q2 2019
Transactions	474	676	676	-30%	-30%
Consideration	\$297,046,613	\$408,070,909	\$394,917,228	-27%	-25%
Average Price	\$626,681	\$603,655	\$584,197	4%	7%
Median Price	\$600,000	\$590,000	\$555,000	2%	8%
Average SF	1,813	1,984	1,809	-9%	0%
Median SF	1,731	1,866	1,610	-7%	8%
Average PPSF	\$346	\$304	\$323	14%	7%
Median PPSF	\$347	\$316	\$345	10%	1%

Bronx: 1-3 Family Home Closings

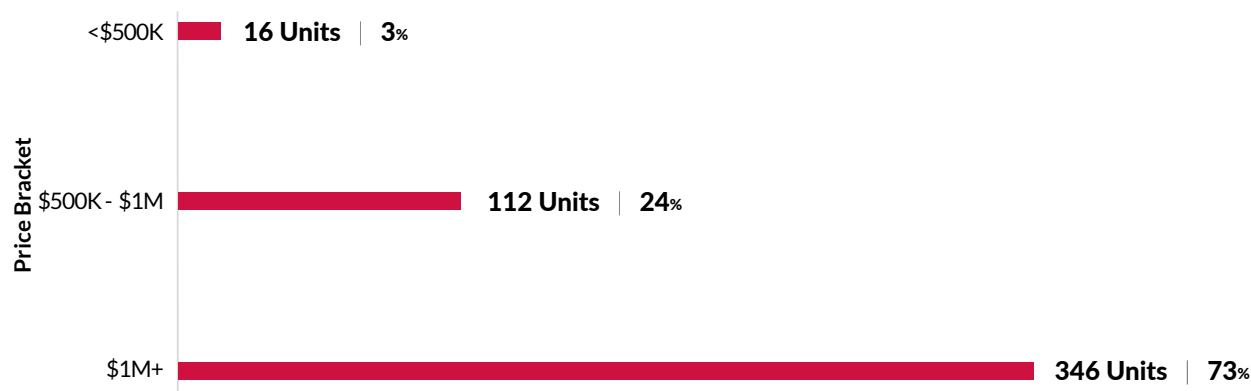
Bronx: 1-3 Family Home Closings
 Historical Average Price/Average PPSF



Bronx: 1-3 Family Home Closings
 Total Consideration | Price Bracket

	Consideration	% of Consideration
<\$250K	\$3,000,000	1%
\$250K-\$500K	\$48,223,395	16%
\$500K-\$1M	\$245,823,218	83%
ALL	\$297,046,613	100%

Bronx: 1-3 Family Home Closings
 # of Units | Price Bracket

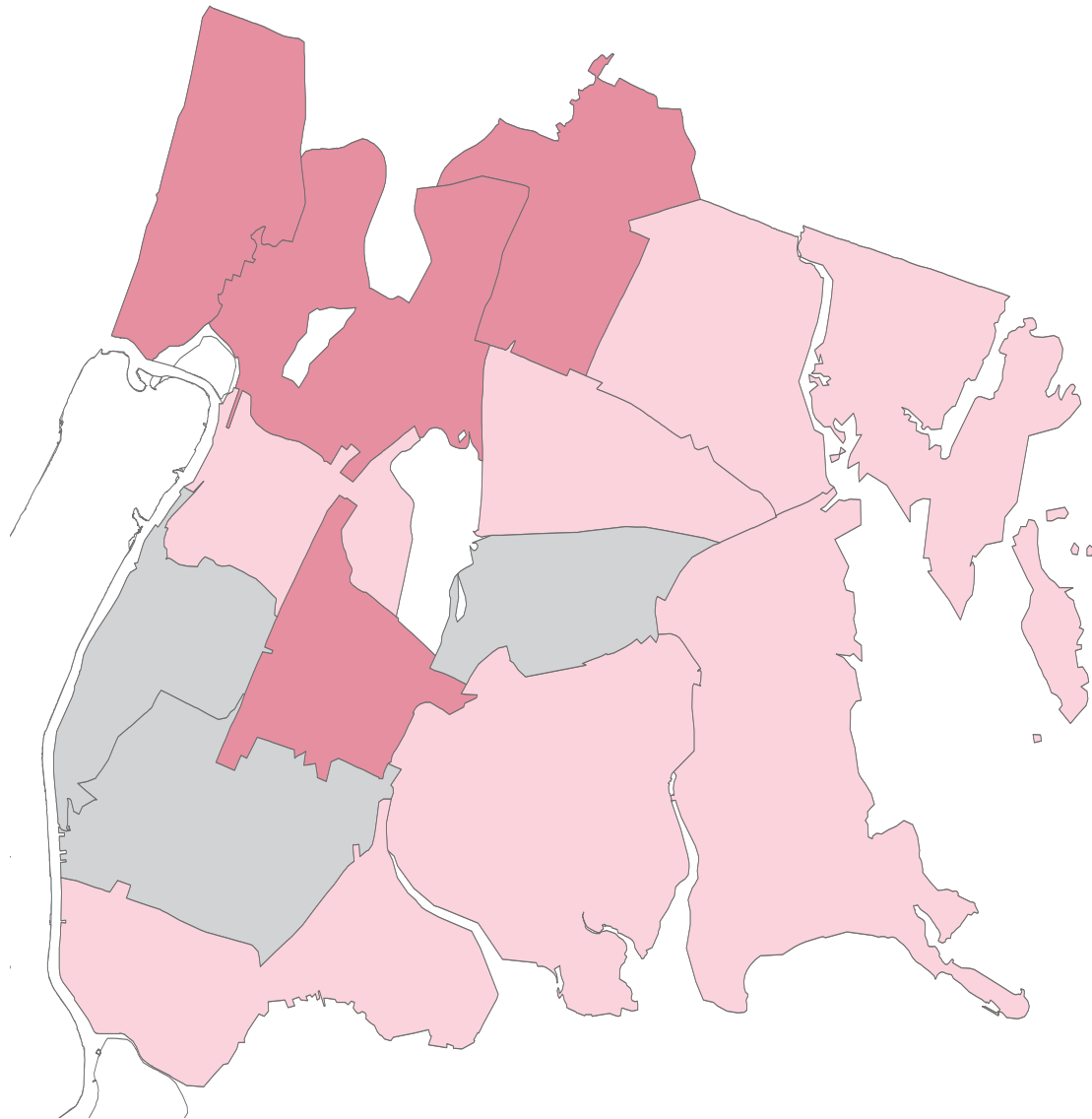
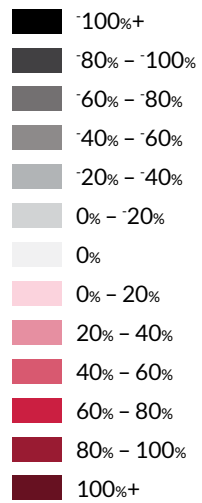


Bronx: 1-3 Family Home Closings

LEGEND

Bronx: 1-3 Family Home Closings

By Δ% in Average Price from Q1 2019



Queens: Condo Closings

Key Takeaways

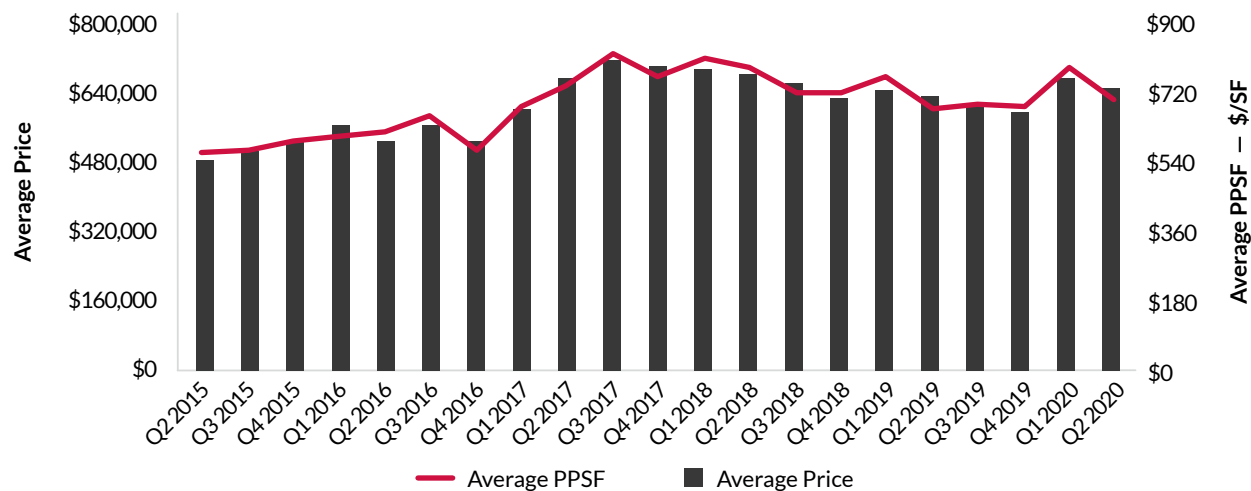
- Units sold in Queens: 166 condos, a 44% decline year-over-year
- Total consideration: \$108.7 million, a 43% decline year-over-year
- Queens average unit sales price: \$654,915, a 3% increase year-over-year
- Greatest share of listings: Studio units at 31%
- Greatest share of listings by dollar volume: Two bedroom units at 31%
- Largest price bracket: \$500,000 - \$1 million units at 59% of closings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 62% of closings
- Neighborhood with notable change in condo consideration: Long Island City from \$38.9 million to \$18.4 million, a 53% decline year-over-year
- Neighborhood with notable change in condo transactions: Flushing from 56 to 43, a 23% decline year-over-year
- Neighborhood with notable change in condo average sales price: Jackson Heights/Elmhurst from \$500,682 to \$545,720, a 9% increase year-over-year

Queens: Condo Closings

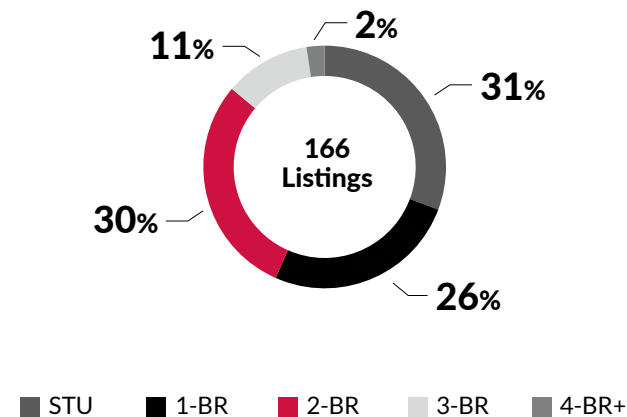
	Q2 2020	Q1 2020	Q2 2019	%Δ Q1 2020	%Δ Q2 2019
Transactions	166	293	298	-43%	-44%
Consideration	\$108,715,874	\$199,275,641	\$189,407,626	-45%	-43%
Average Price	\$654,915	\$680,122	\$635,596	-4%	3%
Median Price	\$597,944	\$630,000	\$569,202	-5%	5%
Average SF	922	855	942	8%	-2%
Median SF	817	750	862	9%	-5%
Average PPSF	\$710	\$795	\$675	-11%	5%
Median PPSF	\$732	\$840	\$660	-13%	11%

Queens: Condo Closings

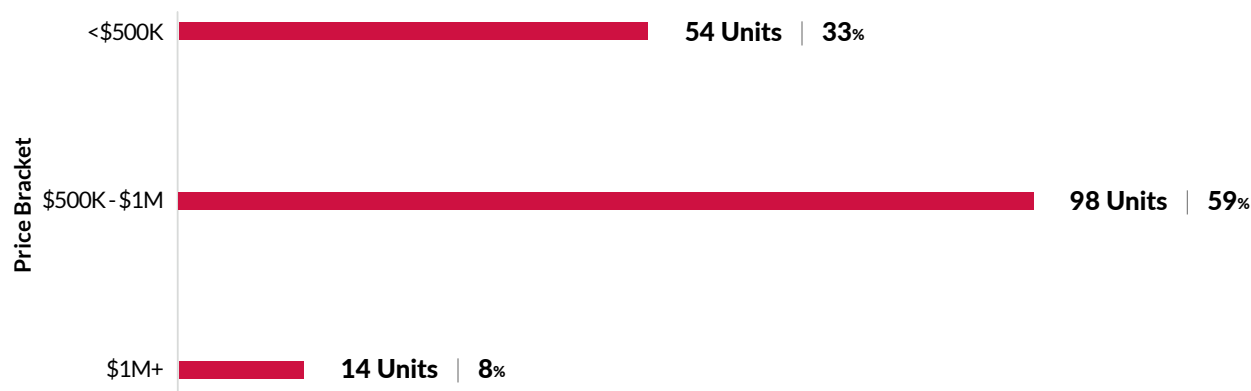
Queens: Condo Closings
Historical Average Price/Average PPSF



Queens: Condo Closings
% of Units | Bedroom Type



Queens: Condo Closings
of Units | Price Bracket



Queens: Condo Closings
Total Consideration | Bedroom Type

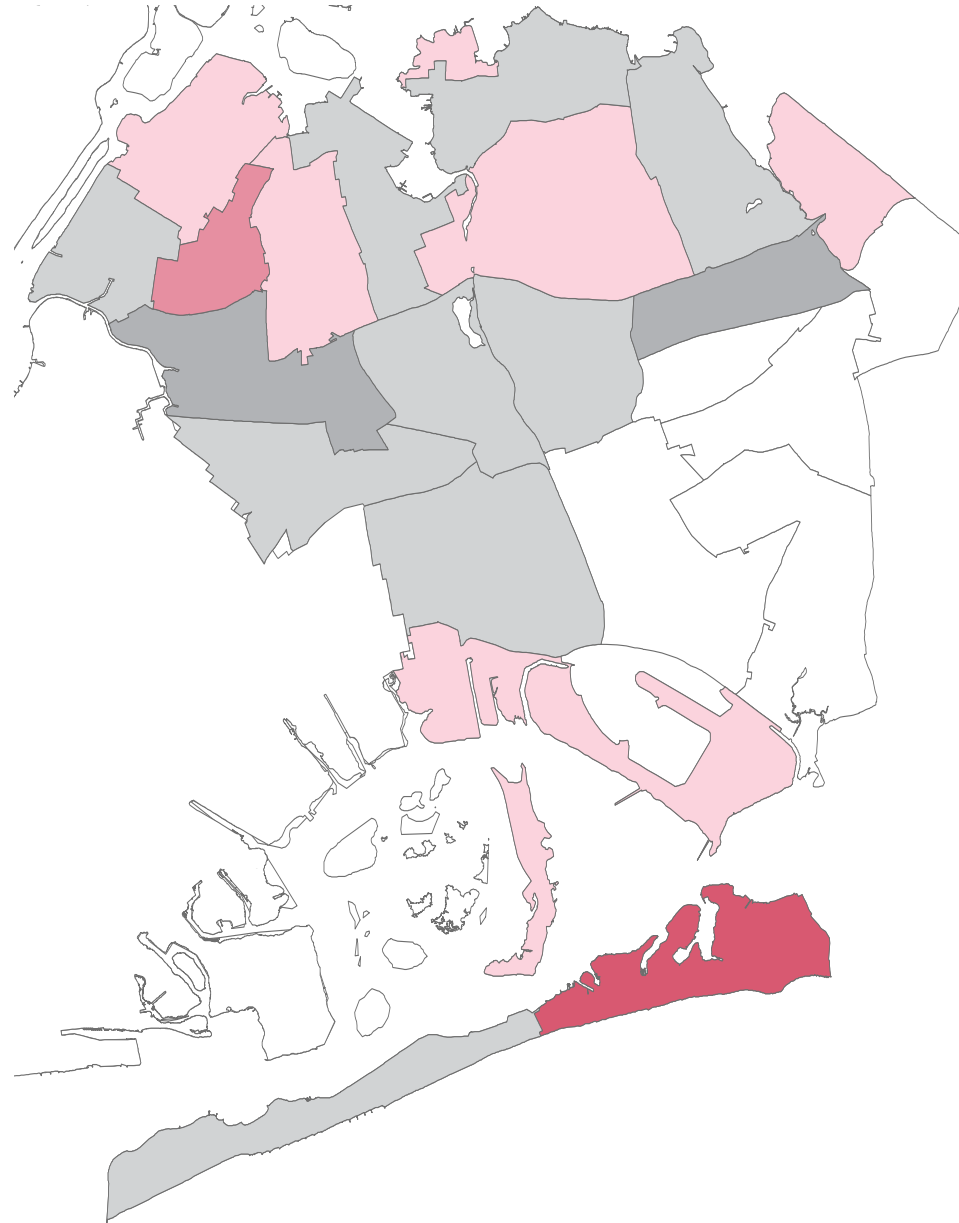
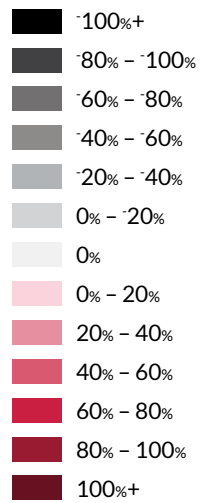
	Consideration	% of Consideration
STU	\$28,495,393	26%
1-BR	\$28,233,565	26%
2-BR	\$33,181,380	31%
3-BR	\$15,470,536	14%
4-BR+	\$3,335,000	3%
ALL	\$108,715,874	100%

Queens: Condo Closings

LEGEND

Queens: Condo Closings

By $\Delta\%$ in Average Price from Q1 2019



Queens: Co-op Closings

Key Takeaways

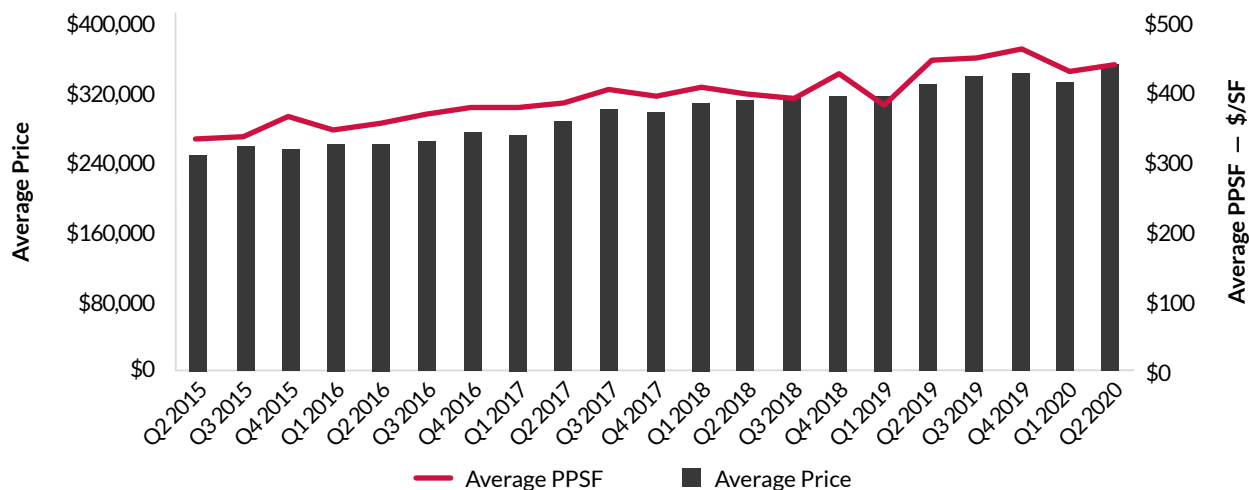
- Units sold in Queens: 333 co-ops, a 67% decline year-over-year
- Total consideration: \$118.1 million, a 65% decline year-over-year
- Queens co-op average sales price: \$354,621, a 7% increase year-over-year
- Greatest share of listings: One bedroom units at 40%
- Greatest share of listings by dollar volume: One bedroom units at 35%
- Largest price bracket: \$250,000 - \$500,000 units at 76% of listings
- Largest price bracket by dollar volume: \$250,000 - \$500,000 units at 44% of listings
- Neighborhood with notable change in co-op consideration: Jackson Heights/Elmhurst from \$49.1 million to \$18.1 million, a 63% decline year-over-year
- Neighborhood with notable change in co-op transactions: Rego Park/Forest Hills/Kew Gardens from 262 to 99, a 62% decline year-over-year
- Neighborhood with notable change in co-op average sales price: The Floral Park/Bellerose/Glen Oaks area from \$382,315 to \$445,897, a 17% increase year-over-year

Queens: Co-op Closings

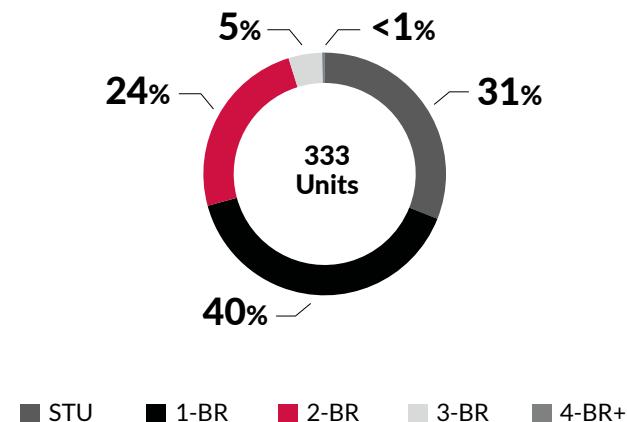
	Q2 2020	Q1 2020	Q2 2019	%Δ Q1 2020	%Δ Q2 2019
Transactions	333	525	1,023	-37%	-67%
Consideration	\$118,088,775	\$175,470,583	\$338,908,690	-33%	-65%
Average Price	\$354,621	\$334,230	\$331,289	6%	7%
Median Price	\$325,000	\$305,000	\$298,852	7%	9%
Average SF	802	769	763	4%	5%
Median SF	787	750	735	5%	7%
Average PPSF	\$442	\$434	\$434	2%	2%
Median PPSF	\$413	\$407	\$407	2%	2%

Queens: Co-op Closings

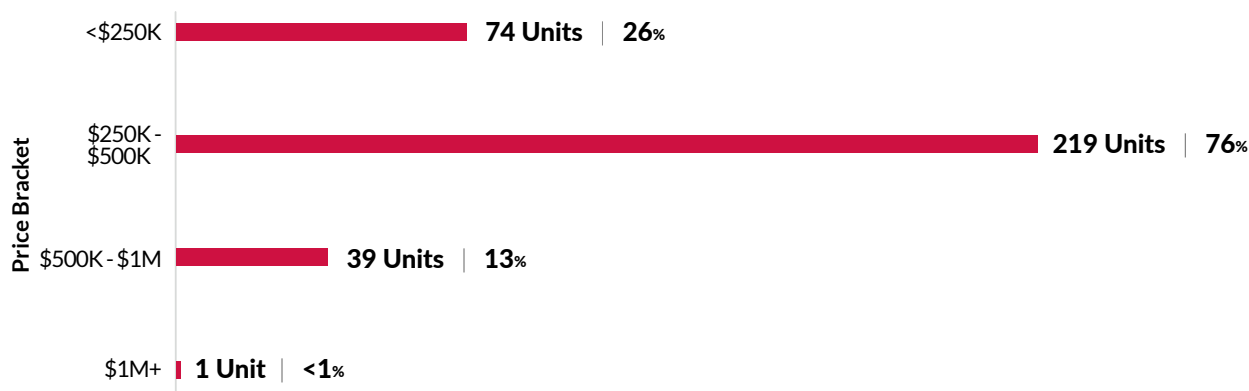
Queens: Co-op Closings
Historical Average Price/Average PPSF



Queens: Co-op Closings
% of Units | Bedroom Type



Queens: Co-op Closings
of Units | Price Bracket



Queens: Co-op Closings
Total Consideration | Bedroom Type

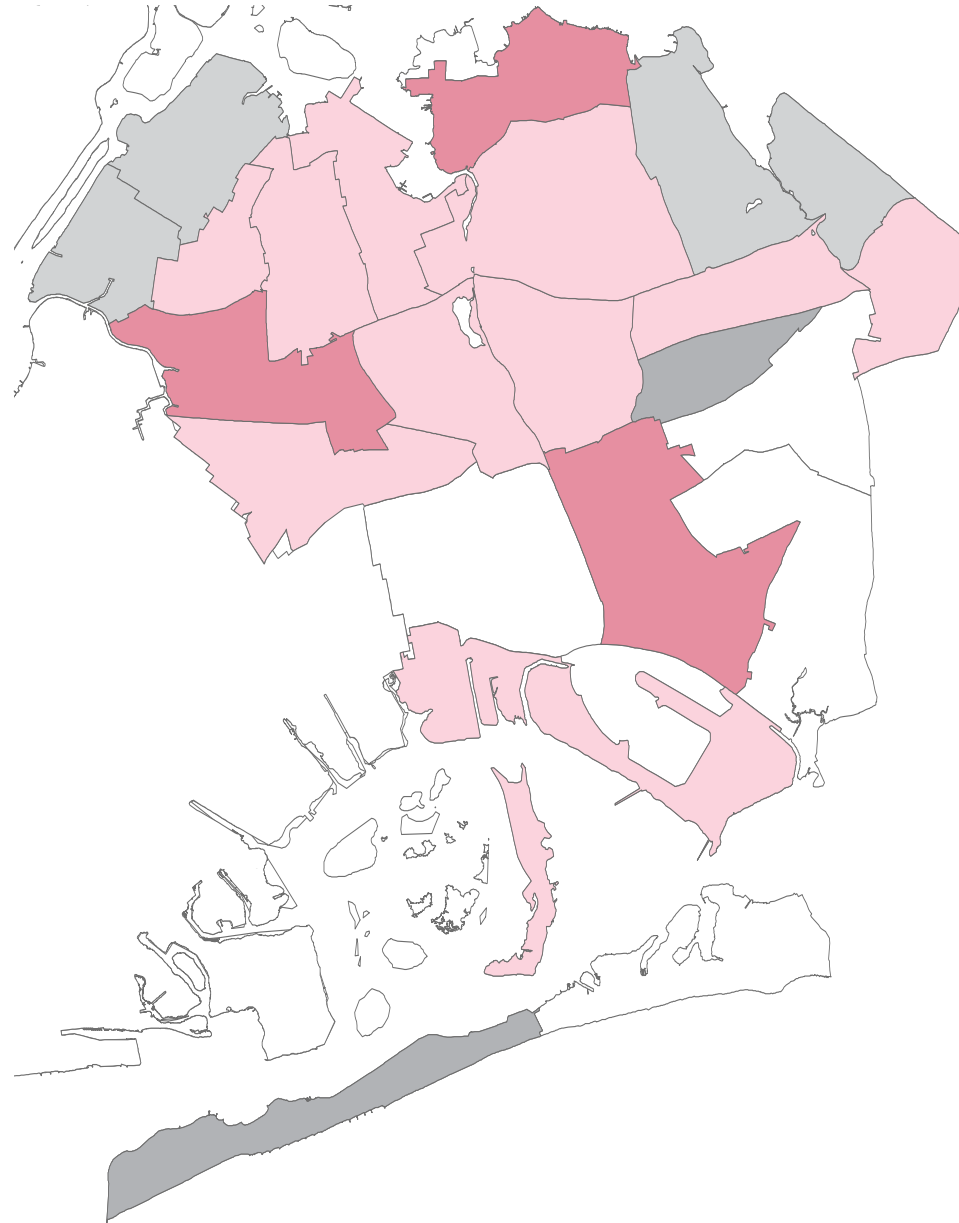
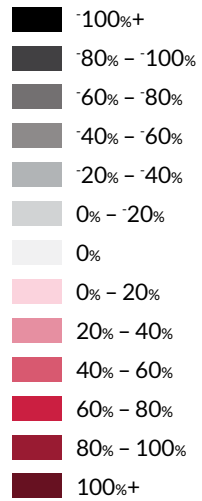
	Consideration	% of Consideration
STU	\$33,220,599	28%
1-BR	\$41,383,264	35%
2-BR	\$35,317,568	30%
3-BR	\$6,950,500	6%
4-BR+	\$930,000	1%
ALL	\$118,088,775	100%

Queens: Co-op Closings

LEGEND

Queens: Co-op Closings

By $\Delta\%$ in Average Price from Q1 2019



Queens: 1-3 Family Home Closings

Key Takeaways

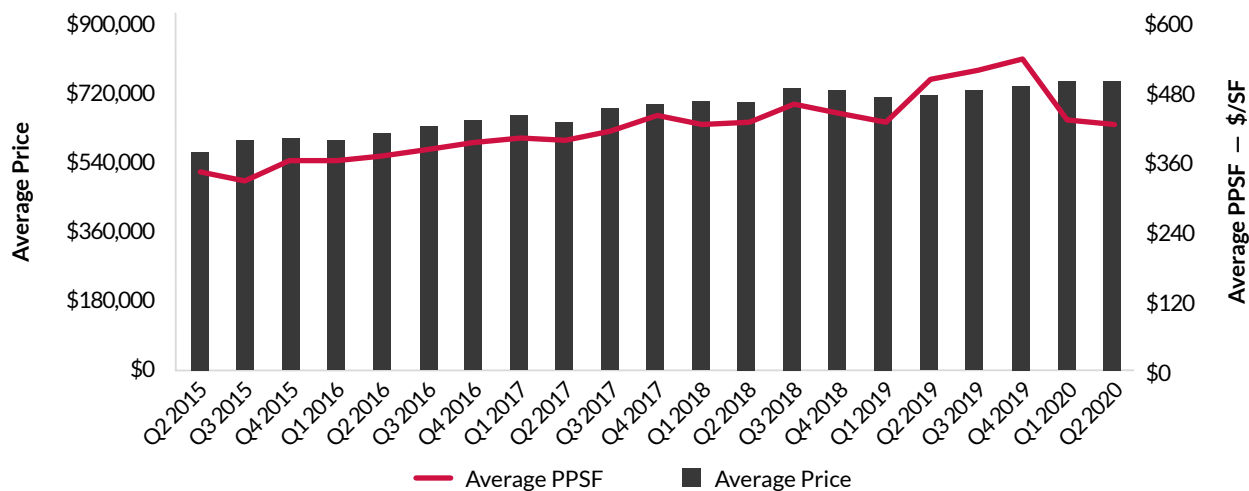
- Units sold in Queens: 1,443 one-to-three family homes, a 31% decline year-over-year
- Total consideration: \$1.1 billion, a 28% decline year-over-year
- Queens one-to-three family home average sales price: \$767,105, a 5% increase year-over-year
- Largest price bracket: \$500,000 - \$1 million units at 66% of closings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 64% of closings
- Neighborhood with notable change in one-to-three family home consideration: The Laurelton/Cambria Heights/St. Albans/Rosedale area from \$147 million to \$103.5 million, a 30% decline year-over-year
- Neighborhood with notable change in one-to-three family home transactions: The Springfield Gardens/Jamaica/South Jamaica-Baisley Park area from 326 to 204, a 37% decline year-over-year
- Neighborhood with notable change in one-to-three family home average sales price: Fresh Meadows/Oakland Gardens from \$908,269 to \$1.1 million, a 23% increase year-over-year

Queens: 1-3 Family Home Closings

	Q2 2020	Q1 2020	Q2 2019	%Δ Q1 2020	%Δ Q2 2019
Transactions	1,443	2,215	2,086	-35%	-31%
Consideration	\$1,106,932,475	\$1,707,524,197	\$1,527,358,450	-35%	-28%
Average Price	\$767,105	\$770,891	\$732,195	0%	5%
Median Price	\$709,500	\$720,000	\$673,500	-1%	5%
Average SF	1,768	1,734	1,500	2%	18%
Median SF	1,680	1,608	1,280	4%	31%
Average PPSF	\$434	\$445	\$488	-2%	-11%
Median PPSF	\$422	\$448	\$526	-6%	-20%

Queens: 1-3 Family Home Closings

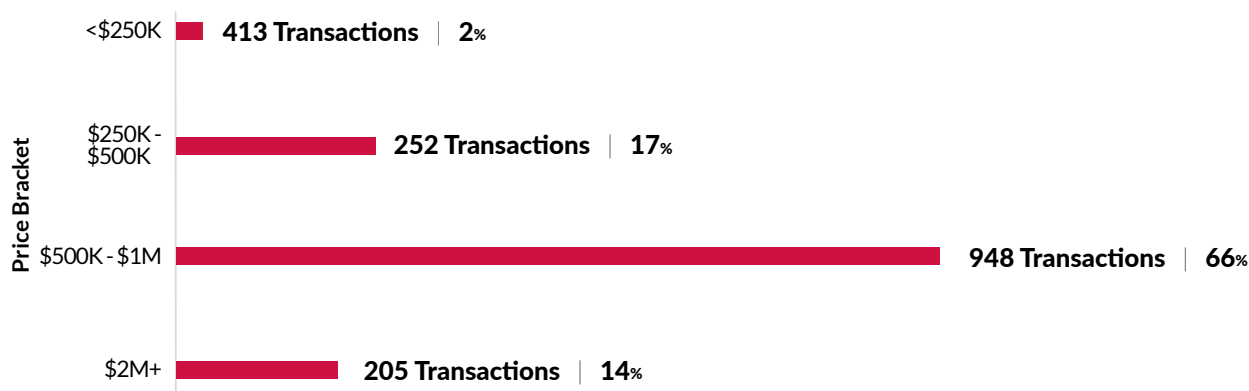
Queens: 1-3 Family Home Closings
Historical Average Price/Average PPSF



Queens: 1-3 Family Home Closings
Total Consideration | Price Bracket

	Consideration	% of Consideration
<\$250K	\$6,745,992	1%
\$250K-\$500K	\$103,998,369	9%
\$500K-\$1M	\$704,106,087	64%
\$2M+	\$292,082,027	14%
ALL	\$1,153,768,164	100%

Queens: 1-3 Family Home Closings
of Units | Price Bracket

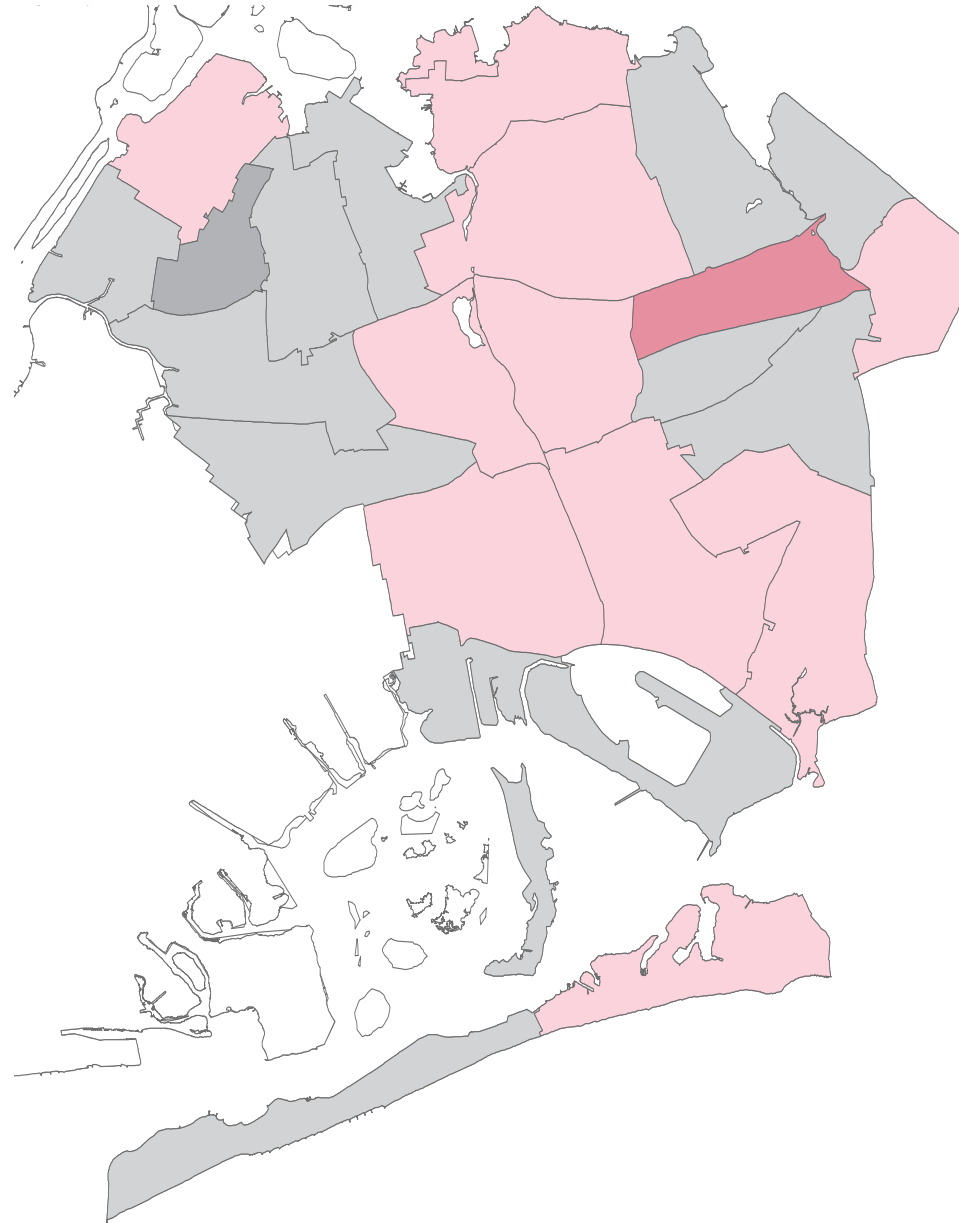
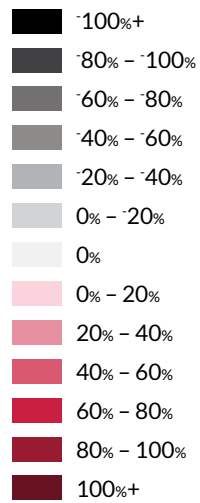


Queens: 1-3 Family Home Closings

LEGEND

Queens: 1-3 Family Home Closings

By $\Delta\%$ in Average Price from Q1 2019



Staten Island: 1-3 Family Home Closings

Key Takeaways

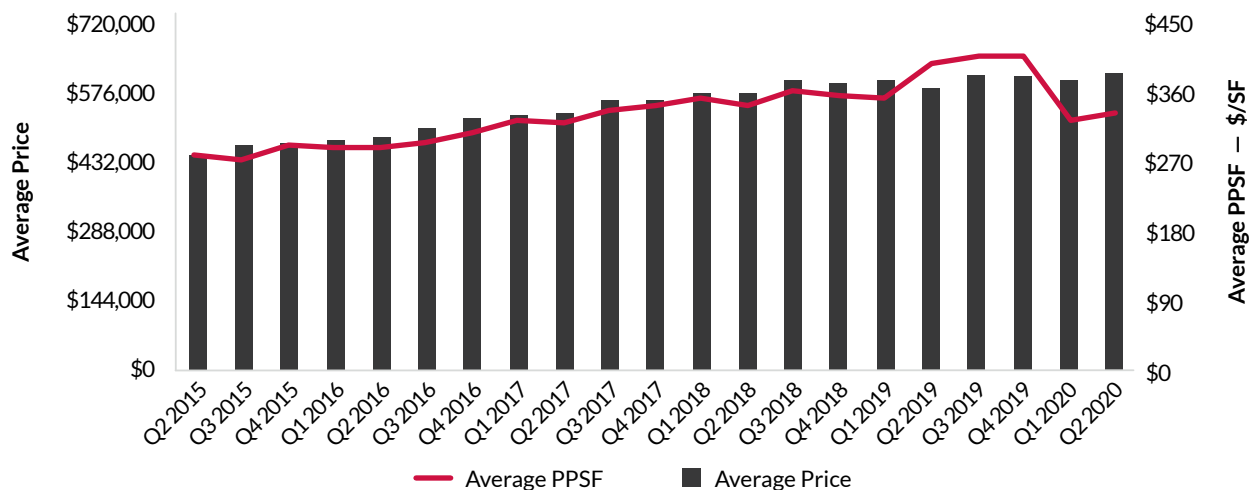
- Units sold citywide: 973 one-to-three family homes, which remained flat year-over-year
- Total consideration: \$509.8 million, a 5% increase year-over-year
- Staten Island one-to-three family homes average sales price: \$607,198, a 5% increase year-over-year
- Largest price bracket: \$500,000 - \$1 million at 59%
- Largest price bracket by dollar volume: \$500,000 - \$1 million at 65%
- Neighborhood with notable change in one-to-three family home consideration: Great Kills from \$50.1 million to \$52.7 million, a 4% increase year-over-year
- Neighborhood with notable change in one-to-three family home transactions: Eltingville from 48 to 71, a 48% increase year-over-year
- Neighborhood with notable change in one-to-three family home average sales price: Todt Hill from \$1.6 million to \$2 million, a 29% increase year-over-year

Staten Island: 1-3 Family Home Closings

	Q2 2020	Q1 2020	Q2 2019	%Δ Q1 2020	%Δ Q2 2019
Transactions	973	567	975	72%	0%
Consideration	\$590,803,777	\$334,140,433	\$562,094,980	77%	5%
Average Price	\$607,198	\$589,313	\$576,508	3%	5%
Median Price	\$568,000	\$565,500	\$545,000	0%	4%
Average SF	1,846	1,851	1,550	0%	19%
Median SF	1,600	1,638	1,360	-2%	18%
Average PPSF	\$329	\$318	\$372	3%	-12%
Median PPSF	\$355	\$345	\$401	3%	-11%

Staten Island: 1-3 Family Home Closings

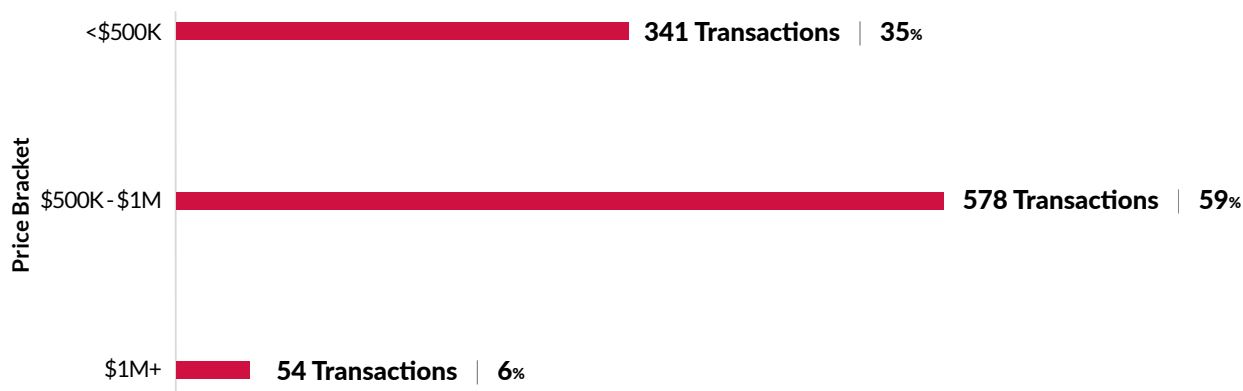
Staten Island: 1-3 Family Home Closings
Historical Average Price/Average PPSF



Staten Island: 1-3 Family Home Closings
Total Consideration | Price Bracket

	Consideration	% of Consideration
<\$500K	\$133,492,588	23%
\$500K-\$1M	\$386,713,166	65%
\$1M+	\$70,598,024	12%
ALL	\$590,803,777	100%

Staten Island: 1-3 Family Home Closings
of Units | Price Bracket

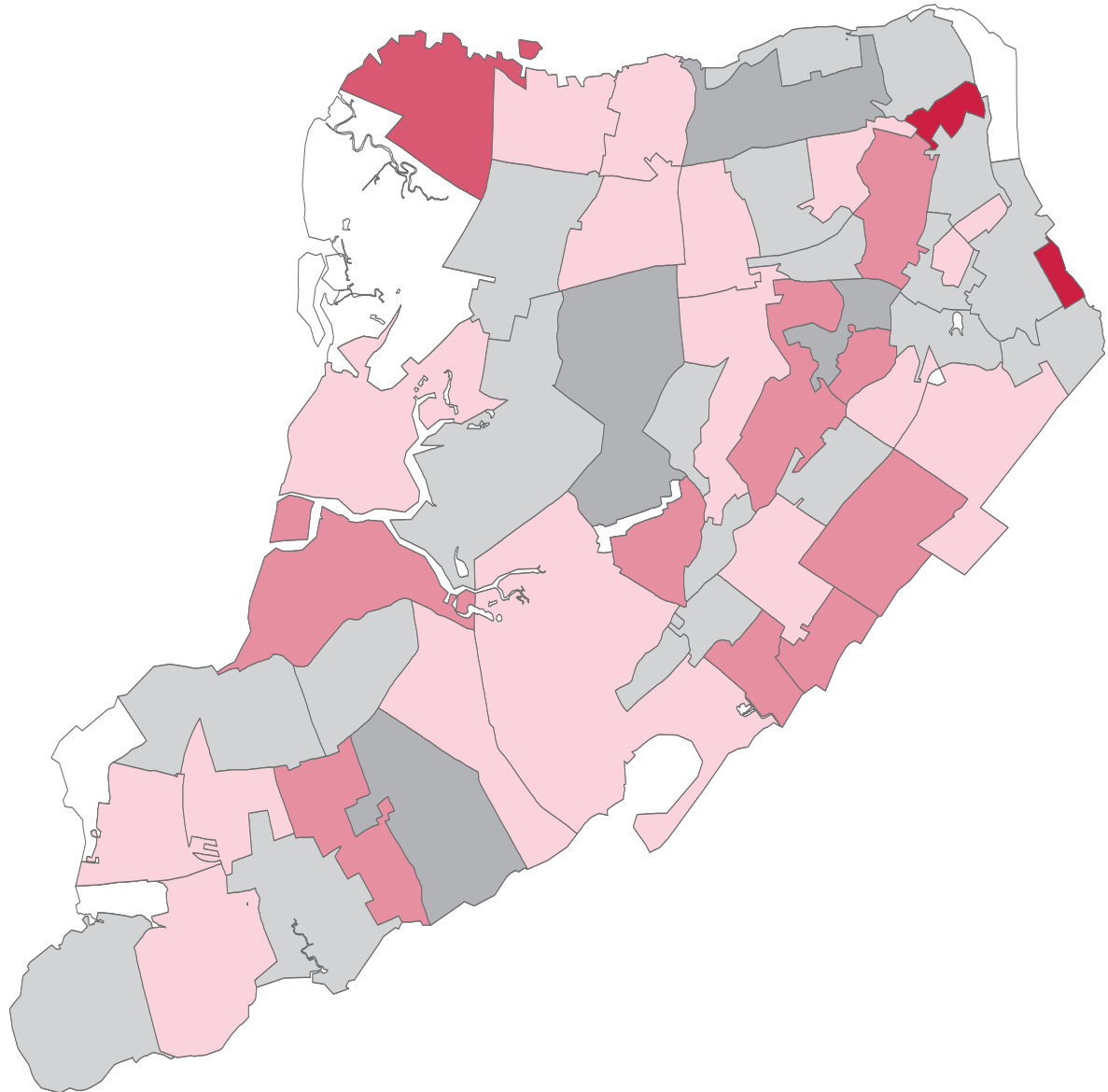
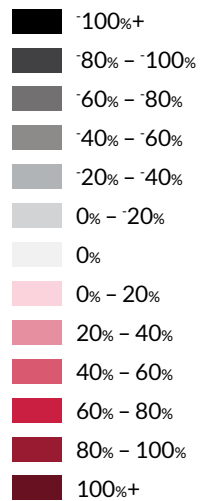


Staten Island: 1-3 Family Home Closings

LEGEND

Staten Island: 1-3 Family Home Closings

By $\Delta\%$ in Average Price from Q1 2019



Methodology

The Real Estate Board of New York's (REBNY) Quarterly Residential Sales Report is New York City's most comprehensive compilation of residential sales data. The report captures the citywide and by borough breakdowns of closing data for condominiums, cooperatives and one-to-three family dwellings by analyzing official data from NYC Department of Finance's Automated City Register Information System (ACRIS) and Perchwell — a company providing comprehensive, standardized real estate information.

REBNY's Quarterly Residential Sales Reports track recorded residential sales closings, active residential listings and signed residential sales contracts, as well as average price and price per square foot of residential listings, and media price and median price per square foot of residential listings. The report also includes borough maps indicating real estate trends by NYC neighborhoods. All REBNY research reports can be found at go.rebny.com/Reports.

KEY TERMS

Recorded Sales/Closings

Recorded sales are all units that have closed throughout the quarter, including condominiums (condos), co-operatives (co-ops), and 1-3 family dwellings. As classified by the NYC Department of Finance, building classes considered include –

- Condos: R1, R2, R3, R4, and R6
- Co-ops: C6, C8, D0, D4, and R9
- 1-3 Family Dwellings A1, A2, A3, A4, A5, A7, A9, B1, B2, B3, B9, and C0

Active Listings

Active listings reflect every unit that is currently marketed on the Perchwell database. Active listings do not include shadow inventory, which are units that have not yet come to market.

Contracts Signed

Contract signed data includes all units that are currently under contract, publicly marketed on the Perchwell database. This data does not include units that are not publicly listed. The price points in the contract signed data does not necessarily reflect final sale price.

Sources:

Data on all recorded sales closings is provided by the NYC Department of Finance's Automated City Register Information System (ACRIS). Active and in-contract residential listing data, as well as bedroom type data for sales closings is provided by Perchwell.

Active and In Contract Listings: [Perchwell](#) provided all data for active listings and units in contract.

Average Price and Average Price Per Square Foot (PPSF)

The average price per square foot is calculated by all average prices divided by average square footage.

Median Price and Median PPSF

The median price per square foot is calculated by all median prices divided by median square footage. Median Price and Median PPSF represent the midpoint price, where half of the prices fall either above or below this value.

Neighborhoods

All neighborhood regions and boundaries are defined by REBNY. Data on each neighborhood can be downloaded here: go.rebny.com/Q22020AppendixData.

Total Consideration

Total consideration refers to the total monetary sales volume for a given asset class or geographic area.

Time Periods

Data for each quarter represent sales and prices for the full quarter period.

- Q1: January 1 - March 31
- Q2: April 1 - June 30
- Q3: July 1 - September 30
- Q4: October 1 - December 31