



REBNY Research

Residential Sales Report

Q3 2020

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Executive Summary

In the third quarter of 2020, the New York City average residential sales price, which covers condominiums, cooperatives, and one-to-three family homes, was \$1 million - a 4% decline year-over-year. Broken out, the citywide averages were:

- Condominiums: \$1.9 million
- Cooperatives: \$717,981
- One-to-three family homes: \$824,892

From Q3 of 2019, total residential sales volume, or consideration, decreased from \$12.2 billion to \$6.5 billion, representing a 47% drop. The decline in the total consideration occurred in all five boroughs.

Borough Year-Over-Year Change in Total Consideration:

- Manhattan: -48%
- The Bronx: -40%
- Brooklyn: -53%
- Queens: -44%
- Staten Island: -32%

The Citywide residential transaction volume also decreased year-over-year, declining from 11,475 to 6,305 sales, representing a 45% drop and a second consecutive quarterly historic low. All five boroughs experienced a decrease in the number of transactions year-over-year.

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

- Manhattan: -49%
- The Bronx: -43%
- Brooklyn: -49%
- Queens: -44%
- Staten Island: -32%

Manhattan & Brooklyn Active Listings:

- 5,519 condos with an average asking price of \$3.3 million.
- 4,609 co-ops with an average asking price of \$1.7 million.
- 1,025 one-to-three family homes with an average asking price of \$5.1 million.

Manhattan & Brooklyn In-Contract Listings:

- 2,545 condos with an average asking price of \$2 million.
- 1,917 co-ops with an average asking price of \$1.1 million.
- 437 one-to-three family homes with an average asking price of \$2.3 million.

Citywide: Condo Closings

Key Takeaways

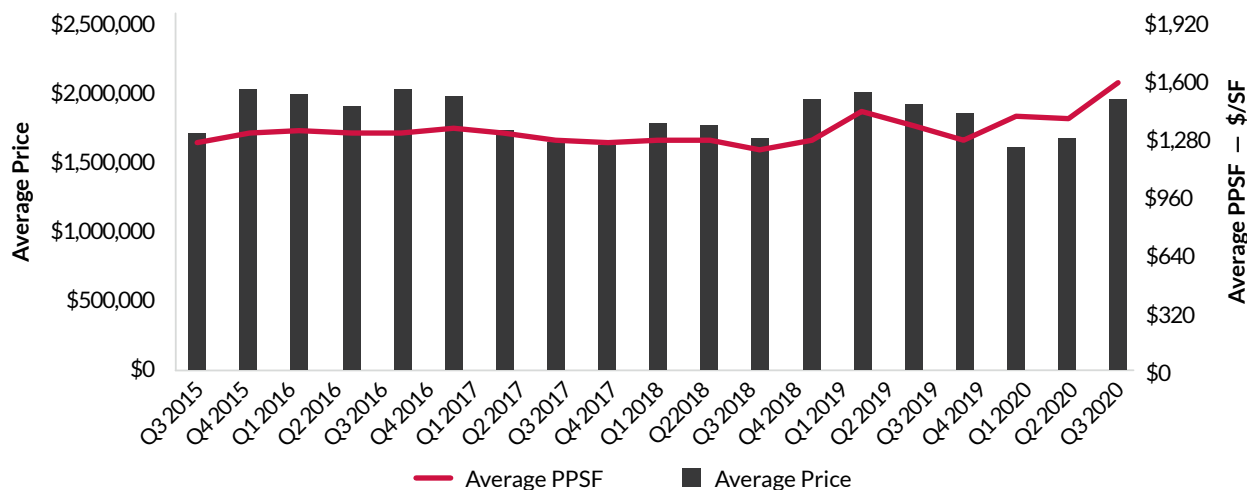
- Units sold citywide: 1,381 condos, a 48% decline year-over-year
- Total consideration: \$2.6 billion, a 47% decline year-over-year
- Citywide average condo sales price: \$1.9 million, a 2% increase year-over-year
- Greatest share of closings: Two bedroom units at 35%
- Greatest share of closings by dollar volume: Four bedroom and over at 31%
- Largest price bracket: \$500,000 - \$1 million units at 38% share of closings
- Largest price bracket by dollar volume: \$1 million - \$2 million units at 17% share of closings
- Borough with largest number of closings citywide: Manhattan with 46% of transactions
- Borough with largest consideration of closings citywide: Manhattan with 79% of total consideration

Citywide: Condo Closings

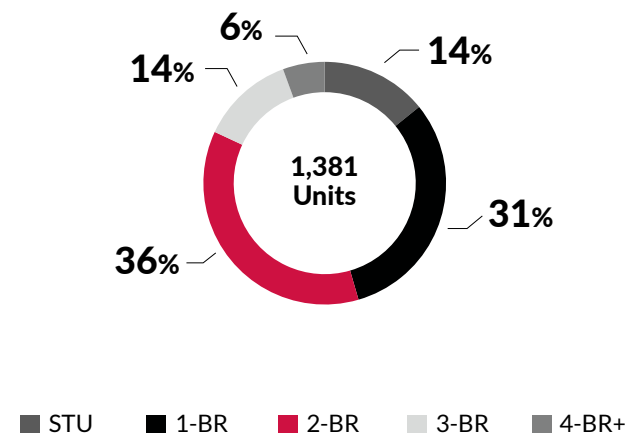
	Q3 2020	Q2 2020	Q3 2019	%Δ Q2 2020	%Δ Q3 2019
Transactions	1,381	1,248	2,672	11%	-48%
Consideration	\$2,589,844,589	\$2,005,817,555	\$4,910,018,319	29%	-47%
Average Price	\$1,875,340	\$1,607,226	\$1,837,582	17%	2%
Median Price	\$850,239	\$877,391	\$985,000	-3%	-14%
Average SF	1,227	1,205	1,183	2%	4%
Median SF	995	1,000	981	-1%	1%
Average PPSF	\$1,528	\$1,334	\$1,553	15%	-2%
Median PPSF	\$855	\$877	\$1,004	-3%	-15%

Citywide: Condo Closings

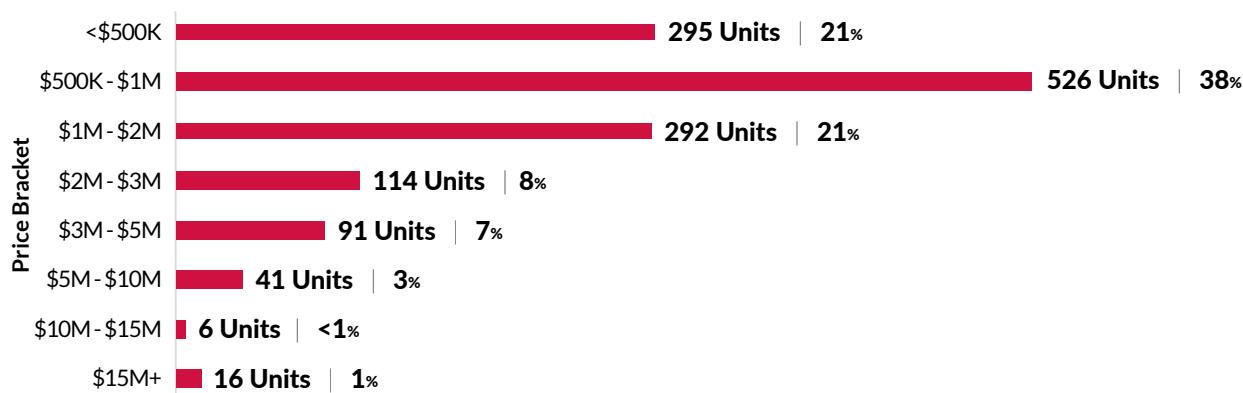
Citywide: Condo Closings
Historical Average Price/Average PPSF



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	\$157,529,869	6%
1-BR	\$359,305,131	14%
2-BR	\$724,940,632	28%
3-BR	\$524,955,440	21%
4-BR+	\$790,520,531	31%
ALL	\$2,589,844,589	100%

Citywide: Co-ops Closings

Key Takeaways

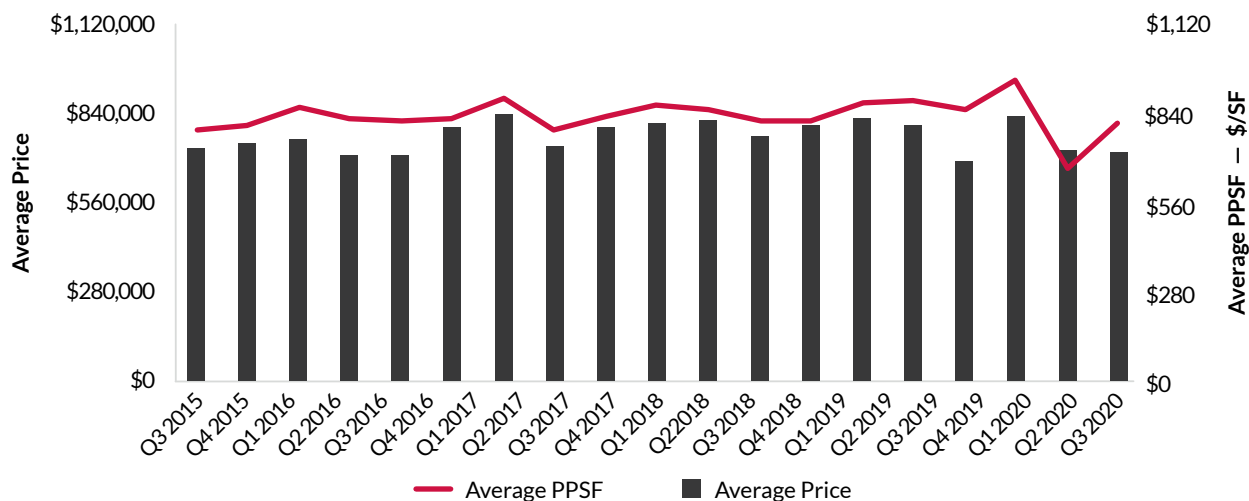
- Units sold citywide: 1,696 co-ops, a 43% decline year-over-year
- Total consideration: \$1.2 billion, a 49% decline year-over-year
- Citywide average co-op sales price: \$717,981, a 11% decline year-over-year
- Greatest share of closings: One bedroom units at 39%
- Greatest share of closings by dollar volume: Two bedroom units at 35%
- Largest price bracket: \$250,000 - \$500,000 units at 39% share of closings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 28% share of closings
- Borough with largest number of closings citywide: Manhattan with 47% of transactions
- Borough with largest consideration of closings citywide: Manhattan with 71% of total consideration

Citywide: Co-op Closings

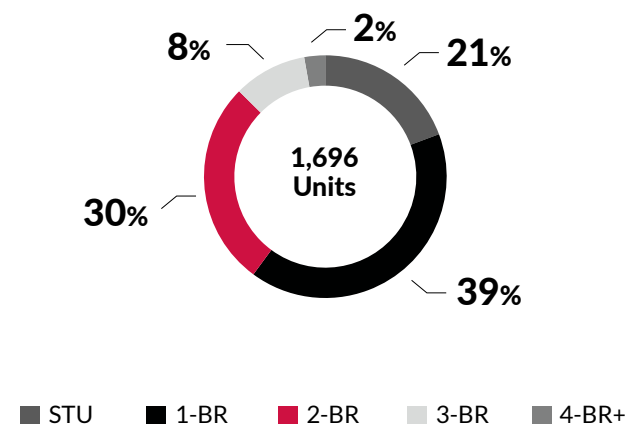
	Q3 2020	Q2 2020	Q3 2019	%Δ Q2 2020	%Δ Q3 2019
Transactions	1,696	1,321	2,952	28%	-43%
Consideration	\$1,217,695,773	\$957,701,963	\$2,368,537,160	27%	-49%
Average Price	\$717,981	\$724,983	\$802,350	-1%	-11%
Median Price	\$455,036	\$490,000	\$505,000	-7%	-10%
Average SF	889	1,085	860	-18%	3%
Median SF	800	750	750	7%	7%
Average PPSF	\$807	\$668	\$933	21%	-13%
Median PPSF	\$569	\$653	\$673	-13%	-16%

Citywide: Co-op Closings

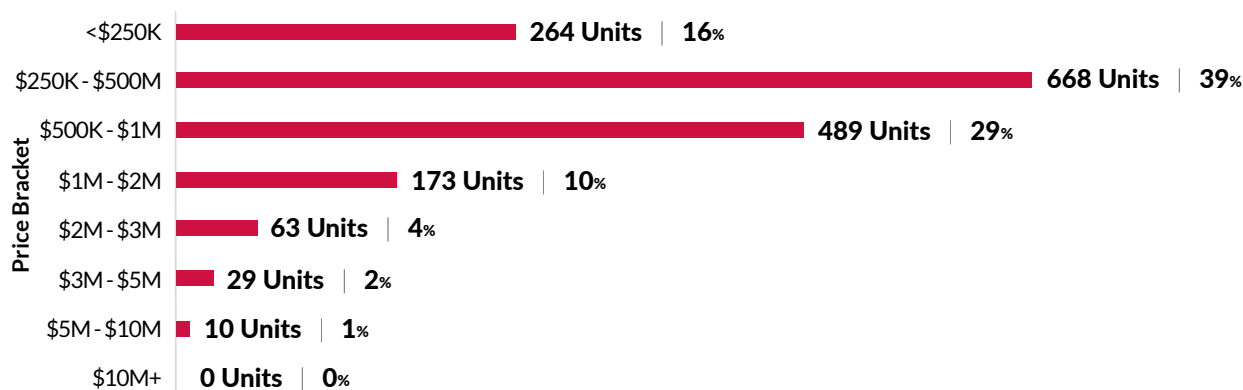
Citywide: Co-op Closings
Historical Average Price/Average PPSF



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	\$127,735,133	10%
1-BR	\$340,380,531	28%
2-BR	\$427,062,666	35%
3-BR	\$219,516,845	18%
4-BR+	\$102,589,932	8%
ALL	\$1,217,695,773	100%

Citywide: 1-3 Family Home Closings

Key Takeaways

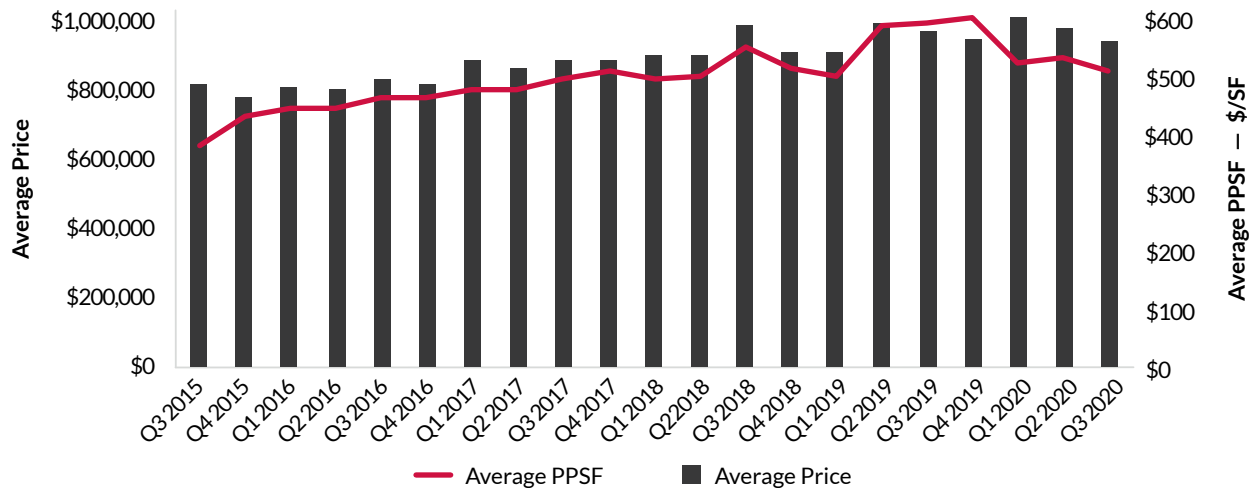
- Units sold citywide: 3,228 one-to-three family homes, a 45% decline year-over-year
- Total consideration: \$2.7 billion, a 46% decline year-over-year
- Citywide average one-to-three family home sales price: \$824,892, a 3% decline year-over-year
- Largest price bracket: \$500,000 - \$1 million units at 59% share of closings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 52% share of closings
- Borough with largest number of closings citywide: Queens with 39% of transactions
- Borough with largest consideration of closings citywide: Queens with 36% of total consideration

Citywide: 1-3 Family Home Closings

	Q3 2020	Q2 2020	Q3 2019	%Δ Q2 2020	%Δ Q3 2019
Transactions	3,228	3,965	5,851	-19%	-45%
Consideration	\$2,662,751,160	\$3,412,400,030	\$4,968,765,595	-22%	-46%
Average Price	\$824,892	\$860,631	\$849,216	-4%	-3%
Median Price	\$679,000	\$690,000	\$675,000	-2%	1%
Average SF	1,828	1,828	1,666	0%	10%
Median SF	1,680	1,680	1,440	0%	17%
Average PPSF	\$451	\$471	\$510	-4%	-12%
Median PPSF	\$404	\$411	\$469	-2%	-14%

Citywide: 1-3 Family Home Closings

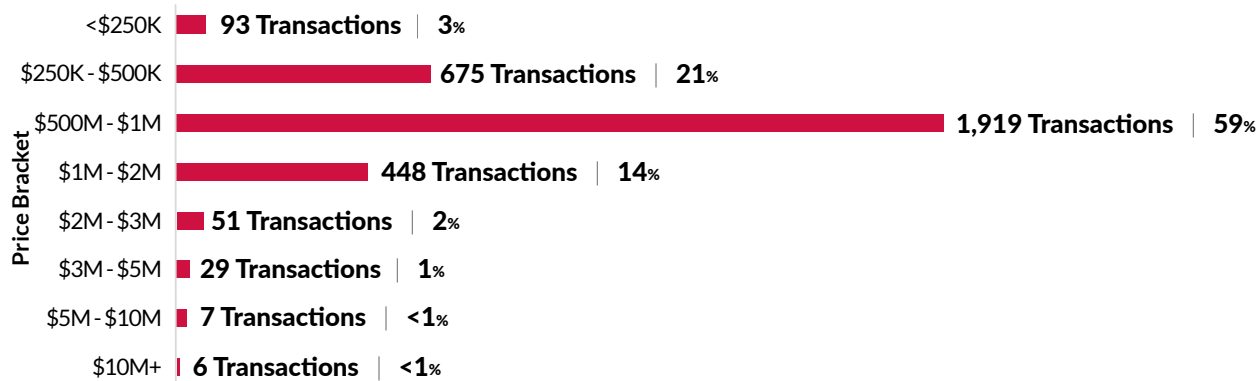
Citywide: 1-3 Family Home Closings
Historical Average Price/Average PPSF



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

	Consideration	% of Consideration
<\$250K	\$18,100,061	1%
\$250K-\$500K	\$272,465,415	10%
\$500K-\$1M	\$1,388,751,762	52%
\$1M-\$2M	\$612,068,340	23%
\$2M-\$3M	\$123,818,187	5%
\$3M-\$5M	\$109,297,494	4%
\$5M-\$10M	\$44,210,000	2%
\$10M+	\$94,039,900	4%
ALL	\$2,662,751,160	100%

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



Manhattan: Active Condos

Key Takeaways

- Units active in Manhattan: 4,034 condos, a 15% increase from Q2 2020
- Total consideration: \$15.2 billion, a 4% increase from Q2 2020
- Manhattan average condo asking price: \$3.7 million, a 10% decline from Q2 2020
- Greatest share of listings: Two bedroom units at 33%
- Greatest share of listings by dollar volume: Four and over bedroom units at 38%
- Largest price bracket: \$1 million - \$2 million with 28% share of listings
- Largest price bracket by dollar volume: \$5 million - \$10 million and \$15 million+ at 24% share of listings each
- Neighborhood with the largest amount of active condo listings: The Upper West Side with 570 listings, 14% of the total listings
- Neighborhood with highest condo average asking price: Tribeca at \$6.2 million
- Neighborhood with highest condo average asking PPSF: Midtown West at \$2,985

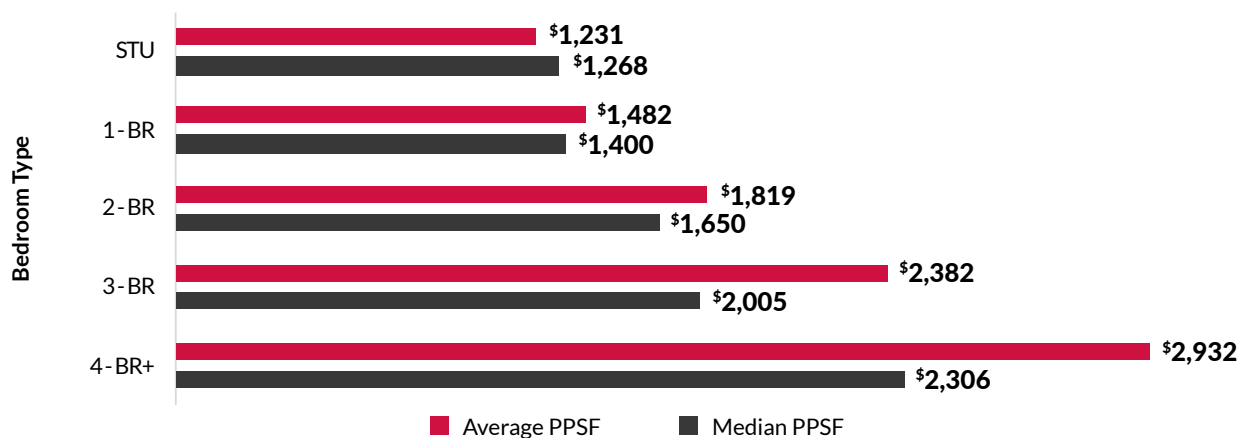
**All data is as of September 30, 2020. Listed units do not include shadow inventory.*

Manhattan: Active Condos By Bedroom Type

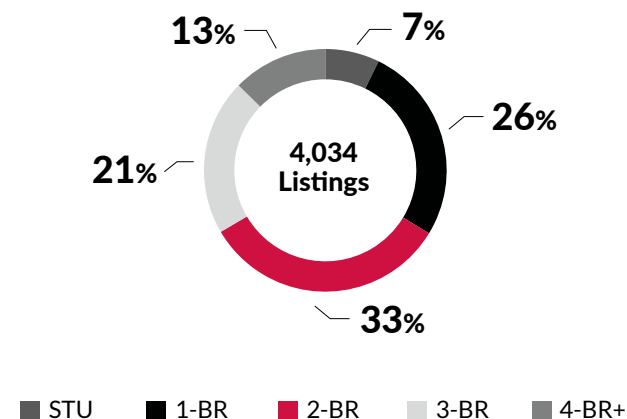
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Units	292	1,067	1,325	839	511	4,034
% of Units	7%	26%	33%	21%	13%	100%
Average Price	\$786,940	\$1,254,714	\$2,529,793	\$5,294,702	\$11,455,462	\$3,772,072
Median Price	\$695,000	\$1,120,000	\$2,180,990	\$4,195,990	\$7,988,000	\$2,100,000
Average Sqft	640	847	1,391	2,223	3,907	1,703
Median Sqft	548	800	1,322	2,093	3,465	1,349
Average PPSF	\$1,231	\$1,482	\$1,819	\$2,382	\$2,932	\$2,215
Median PPSF	\$1,268	\$1,400	\$1,650	\$2,005	\$2,306	\$1,557

Manhattan: Active Condos

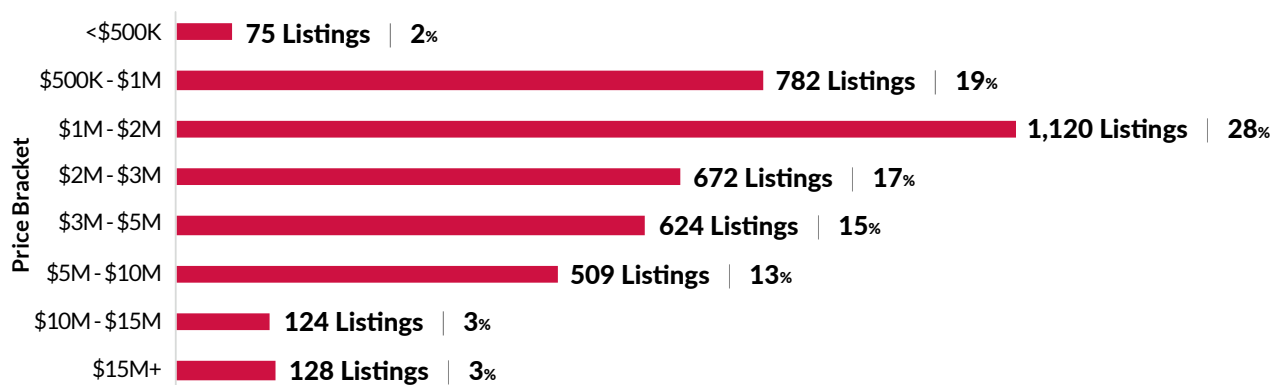
Manhattan: Active Condos
Average/Median PPSF | Bedroom Type



Manhattan: Active Condos
% of Listings | Bedroom Type



Manhattan: Active Condos
of Listings | Price Bracket



Manhattan: Active Condos
Total Consideration | Bedroom Type

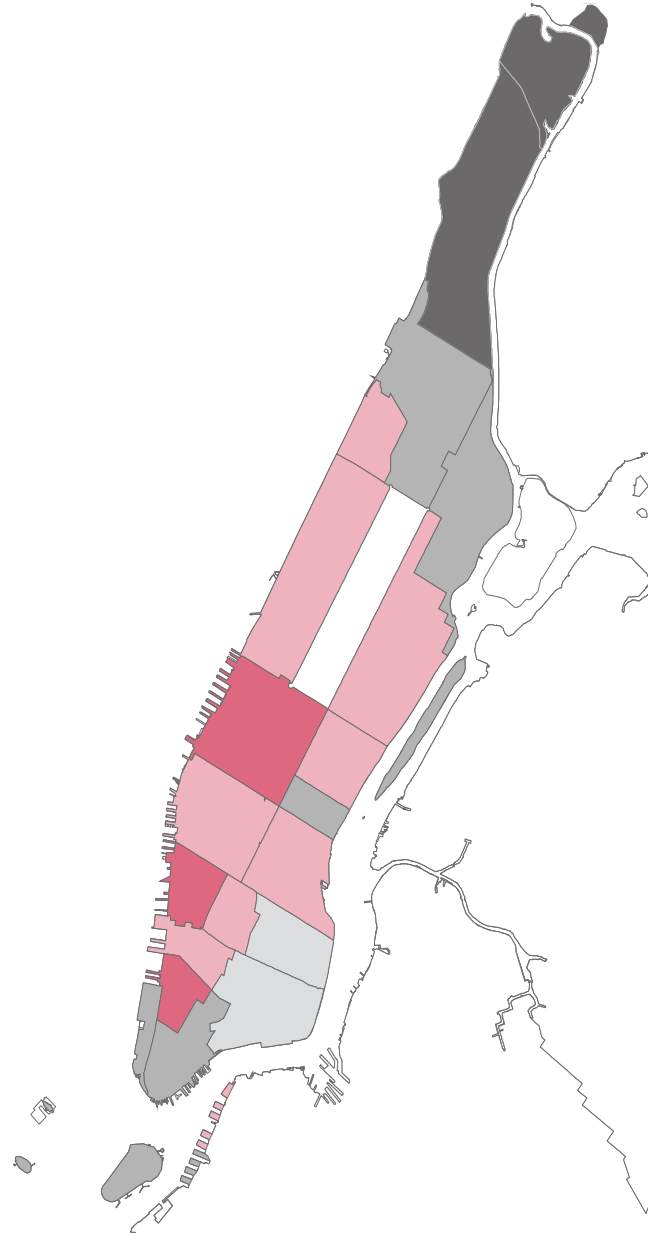
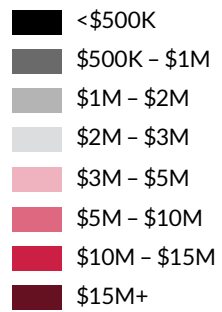
	Consideration	% of Consideration
STU	\$229,786,583	2%
1-BR	\$1,338,779,605	9%
2-BR	\$3,351,976,130	22%
3-BR	\$4,442,254,816	29%
4-BR+	\$5,853,740,950	38%
ALL	\$15,216,538,084	100%

Manhattan: Active Condos

LEGEND

Manhattan: Active Condos

Average Price by Price Bracket



Manhattan: In-Contract Condos

Key Takeaways

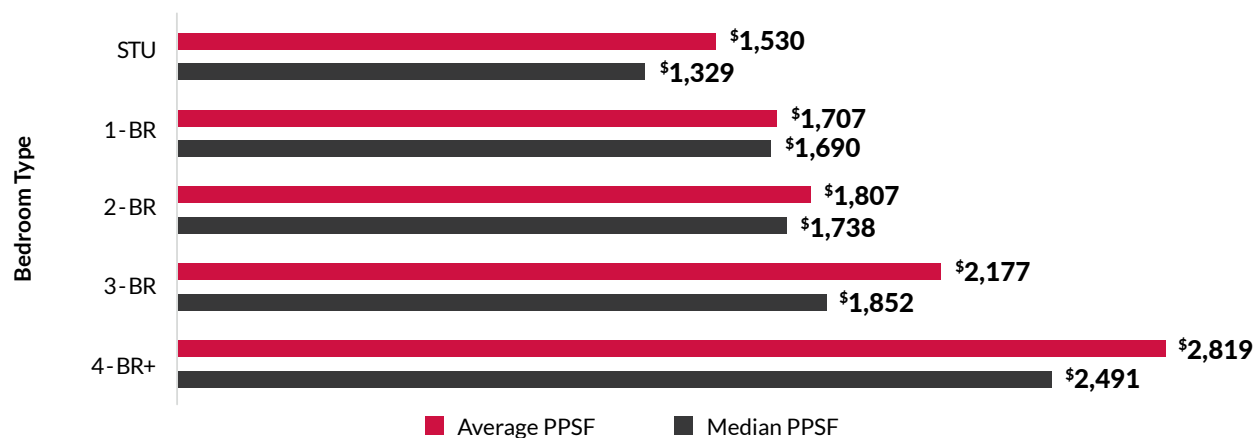
- Units in-contract in Manhattan: 1,332 condos, a 35% increase from Q2 2020
- Total consideration: \$3.6 billion, a 20% increase from Q2 2020
- Manhattan average condo contract price: \$3.7 million, an 11% decrease from Q2 2020
- Greatest share of listings: One bedroom units at 38%
- Greatest share of listings by dollar volume: Two bedroom units at 29%
- Largest price bracket: \$1 million - \$2 million units at 36% of listings
- Largest price bracket by dollar volume: \$5 million - \$10 million units at 20% share of listings
- Neighborhood with the largest amount of in-contract condo listings: The Upper West Side with 144 listings, 11% of the total listings
- Neighborhood with highest condo average in-contract asking price: The West Village at \$8.3 million
- Neighborhood with highest condo average in-contract PPSF: The West Village at \$3,181

Manhattan: In-Contract Condos By Bedroom Type

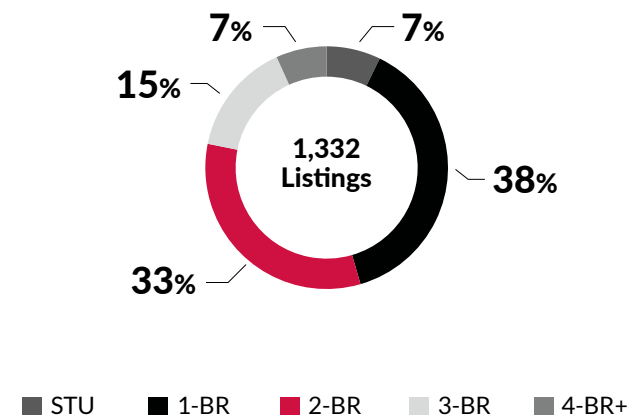
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	96	510	435	201	90	1,332
% of Listings	7%	38%	33%	15%	7%	100%
Average Price	\$839,363	\$1,418,458	\$2,411,370	\$4,507,413	\$9,905,216	\$2,740,539
Median Price	\$699,500	\$1,301,500	\$2,225,000	\$3,595,000	\$7,762,500	\$1,850,000
Average SF	549	831	1,335	2,070	3,514	1,355
Median SF	527	770	1,281	1,941	3,117	1,113
Average PPSF	\$1,530	\$1,707	\$1,807	\$2,177	\$2,819	\$2,022
Median PPSF	\$1,329	\$1,690	\$1,738	\$1,852	\$2,491	\$1,662

Manhattan: In-Contract Condos

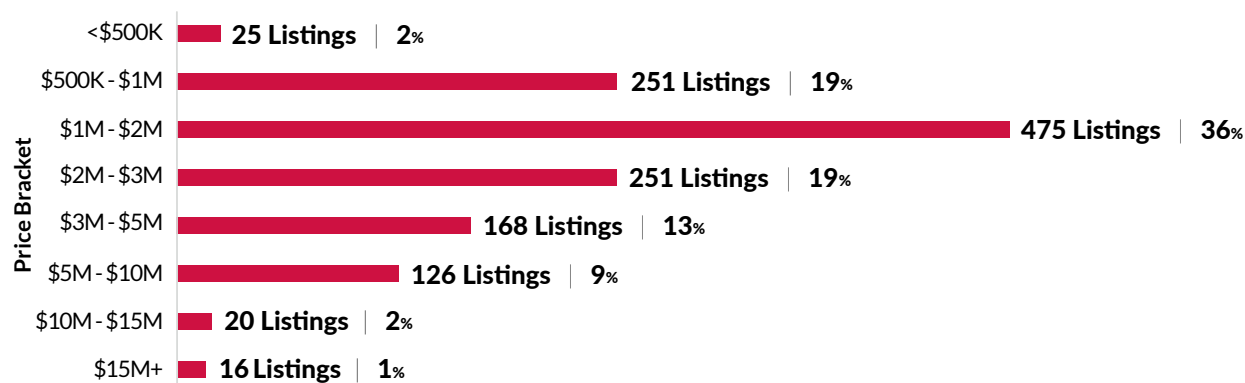
Manhattan: In-Contract Condos
Average/Median PPSF | Bedroom Type



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



Manhattan: In-Contract Condos
of Listings | Price Bracket



Manhattan: In-Contract Condos
Total Consideration | Bedroom Type

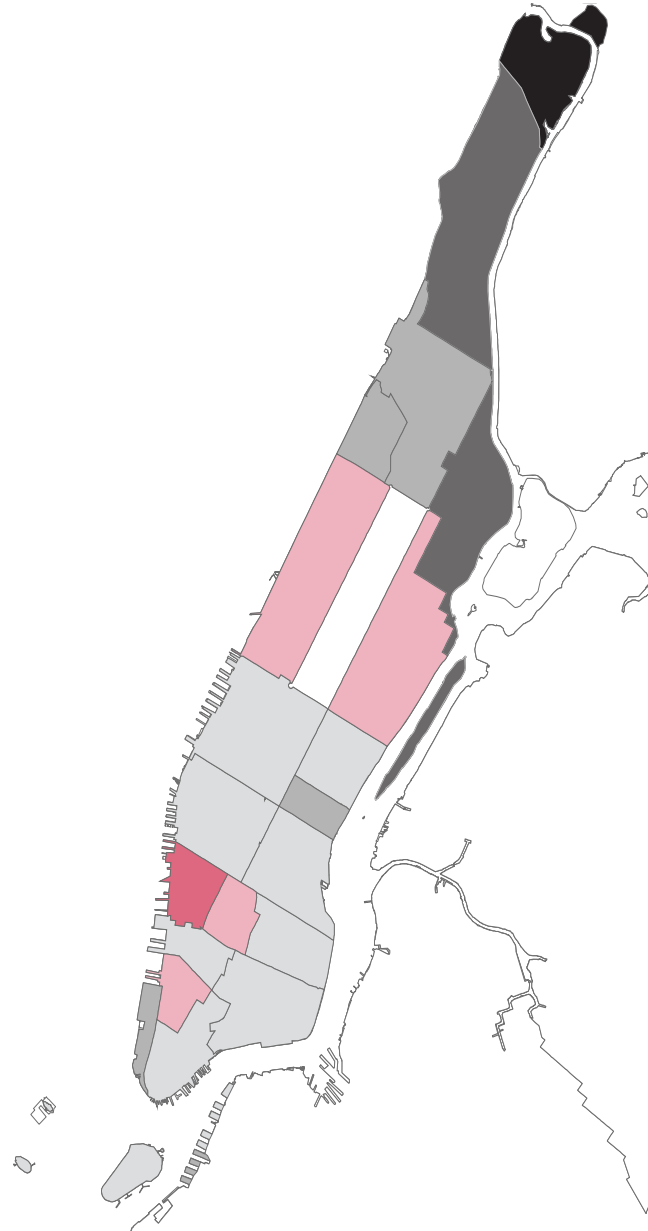
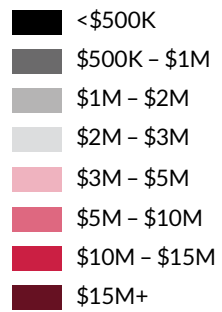
	Consideration	% of Consideration
STU	\$80,578,823	2%
1-BR	\$723,413,621	20%
2-BR	\$1,048,945,794	29%
3-BR	\$905,989,940	25%
4-BR+	\$891,469,440	24%
ALL	\$3,650,397,618	100%

Manhattan: In-Contract Condos

LEGEND

Manhattan: In-Contract Condos

Average Price by Price Bracket



Manhattan: Condo Closings

Key Takeaways

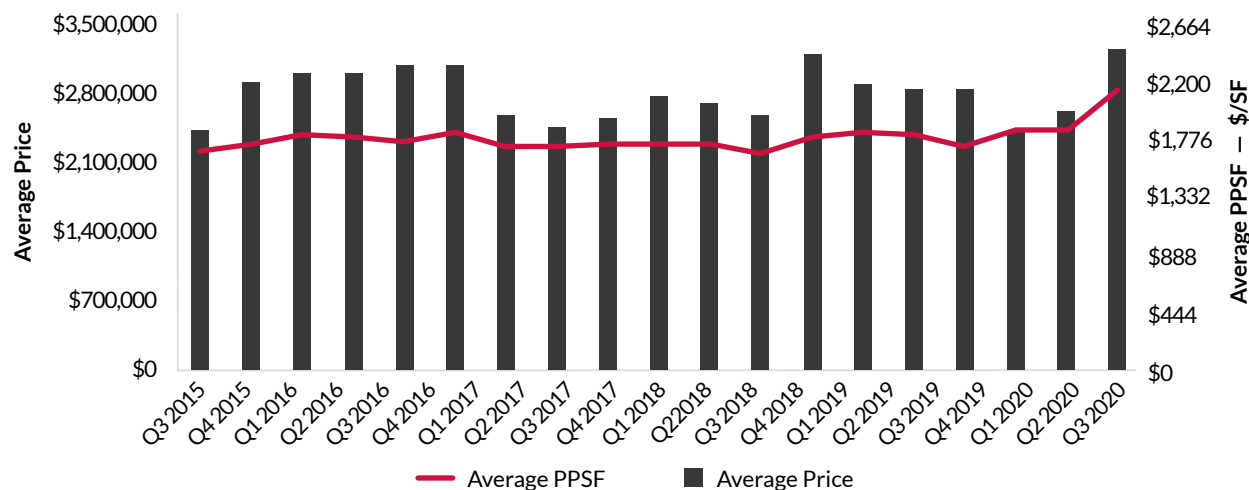
- Units sold in Manhattan: 635 condos, a 54% decline year-over-year
- Total consideration: \$2 billion, a 47% decline year-over-year
- Manhattan average condo sales price: \$3.2 million, a 15% increase year-over-year
- Greatest share of closings: Two bedroom units at 35%
- Greatest share of closings by dollar volume: Two bedroom units at 25%
- Largest price bracket: \$1 million - \$2 million units at 29% of closings
- Largest price bracket by dollar volume: \$15 million and over units at 34% of closings
- Neighborhood with notable change in condo consideration: Upper East Side from \$575.3 million to \$171.1 million, a 70% decrease year-over-year
- Neighborhood with notable change in condo transactions: Lower East Side from 139 to 14, a 90% decrease year-over-year
- Neighborhood with notable change in condo average sales price: Financial/Seaport from \$1 million to \$1.7 million, a 68% increase year-over-year

Manhattan: Condo Closings

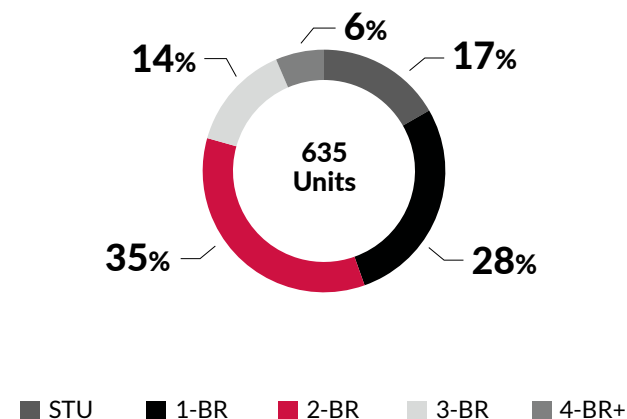
	Q3 2020	Q2 2020	Q3 2019	%Δ Q2 2020	%Δ Q3 2019
Transactions	635	577	1,391	10%	-54%
Consideration	\$2,034,082,079	\$1,486,074,321	\$3,866,180,979	37%	-47%
Average Price	\$3,203,279	\$2,575,519	\$2,779,426	24%	15%
Median Price	\$1,625,000	\$1,480,000	\$1,592,000	10%	2%
Average SF	1,502	1,411	1,338	6%	12%
Median SF	1,115	1,076	1,056	4%	6%
Average PPSF	\$2,133	\$1,825	\$2,078	17%	3%
Median PPSF	\$1,457	\$1,375	\$1,508	6%	-3%

Manhattan: Condo Closings

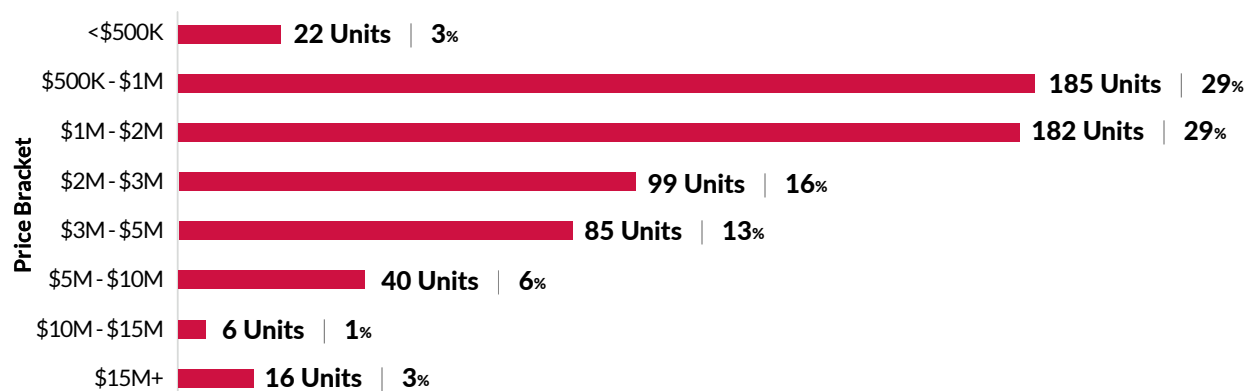
Manhattan: Condo Closings
Historical Average Price/Average PPSF



Manhattan: Condo Closings
% of Units | Bedroom Type



Manhattan: Condo Closings
of Units | Price Bracket



Manhattan: Condo Closings
Total Consideration | Bedroom Type

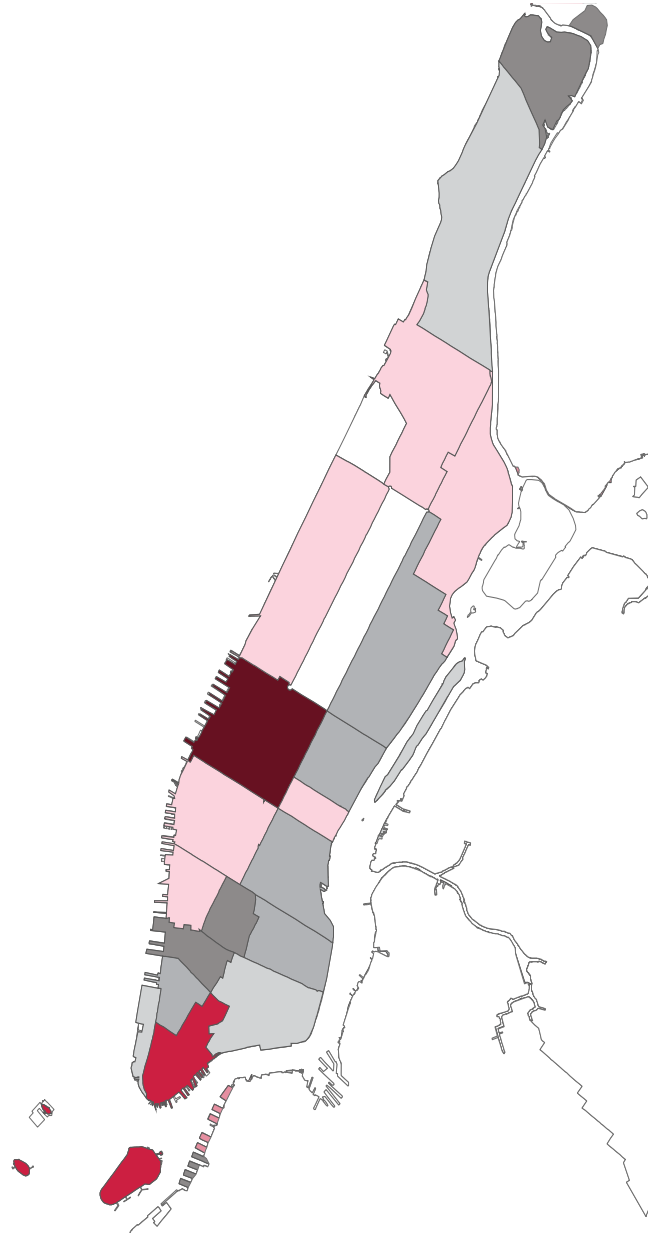
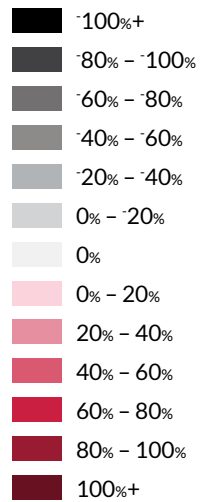
	Consideration	% of Consideration
STU	\$110,950,297	17%
1-BR	\$209,032,121	28%
2-BR	\$513,705,914	35%
3-BR	\$439,070,824	14%
4-BR+	\$761,322,922	6%
ALL	\$2,034,082,079	100%

Manhattan: Condo Closings

LEGEND

Manhattan: Condo Closings

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



Manhattan: Active Co-ops

Key Takeaways

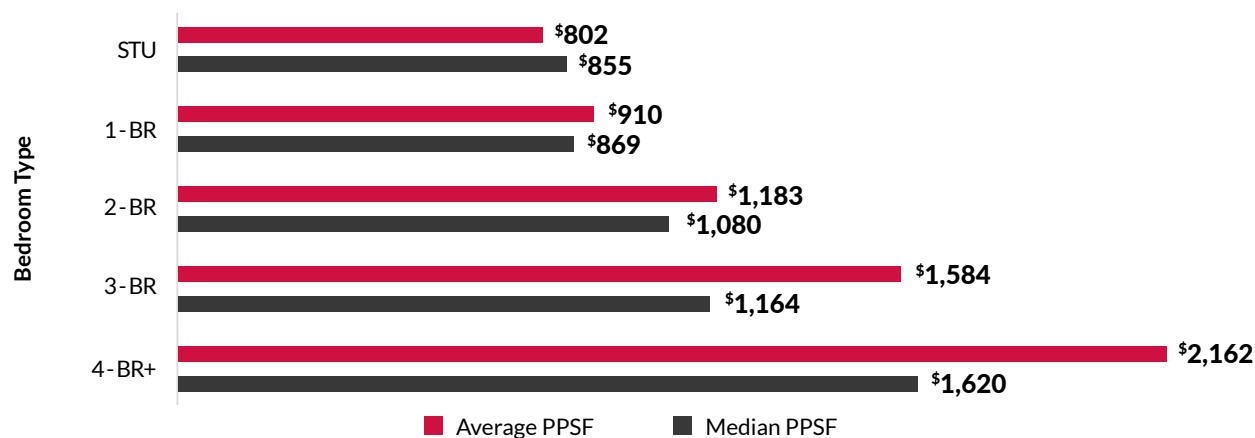
- Units active in Manhattan: 4,109 co-ops, a 33% increase from Q2 2020
- Total consideration: \$7.4 billion, a 27% increase from Q2 2020
- Manhattan average co-op asking price: \$1.8 million, a 5% decline from Q2 2020
- Greatest share of listings: One bedroom units at 36%
- Greatest share of listings by dollar volume: Four and over bedroom units at 31%
- Largest price bracket: \$500,000 - \$1 million units at 36% of listings
- Largest price bracket by dollar volume: \$10 million-and-over units at 21% of listings
- Neighborhood with largest amount of active co-op listings: The Upper East Side with 1,255 listings, 30.5% of the total listings
- Neighborhood with the highest co-op average asking price: SoHo at \$3.3 million
- Neighborhood with highest co-op average asking PPSF: Upper East Side at \$1,699

Manhattan: Active Co-ops By Bedroom Type

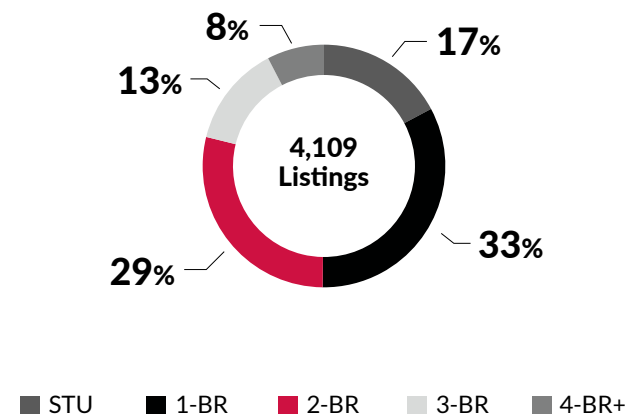
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	707	1,355	1,178	556	313	4,109
% of Listings	17%	33%	29%	13%	8%	100%
Average Price	\$555,369	\$771,260	\$1,594,469	\$3,252,890	\$7,257,749	\$1,800,017
Median Price	\$449,000	\$695,000	\$1,349,500	\$2,325,000	\$4,750,000	\$899,000
Average SF	692	847	1,348	2,053	3,356	1,417
Median SF	525	800	1,250	1,998	2,932	1,100
Average PPSF	\$802	\$910	\$1,183	\$1,584	\$2,162	\$1,270
Median PPSF	\$855	\$869	\$1,080	\$1,164	\$1,620	\$817

Manhattan: Active Co-ops

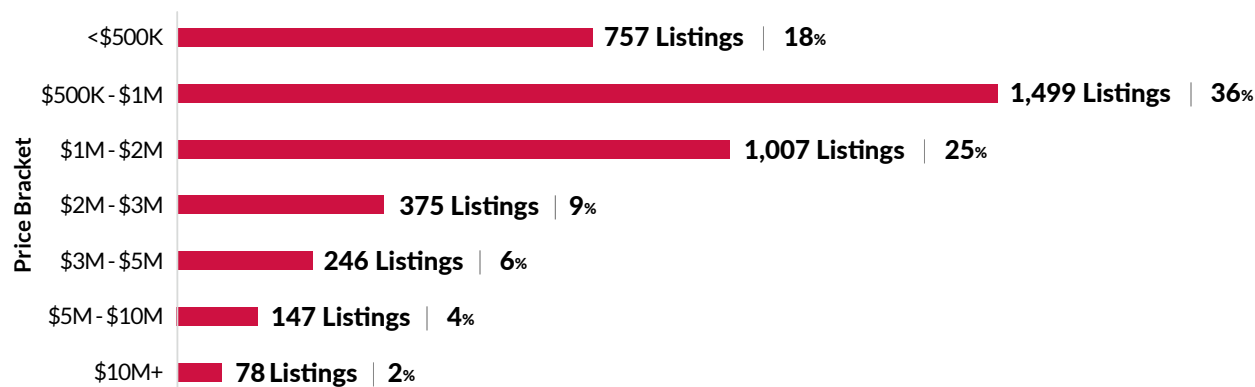
Manhattan: Active Co-ops
Average/Median PPSF | Bedroom Type



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



Manhattan: Active Co-ops
of Listings | Price Bracket



Manhattan: Active Co-ops
Total Consideration | Bedroom Type

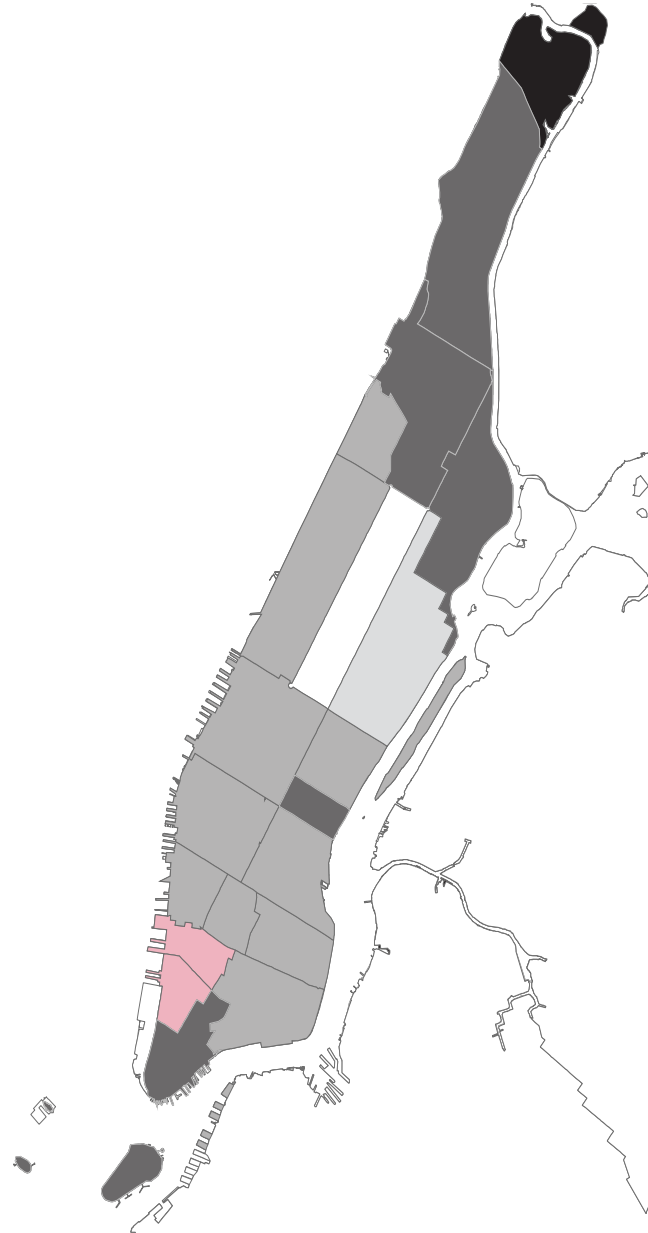
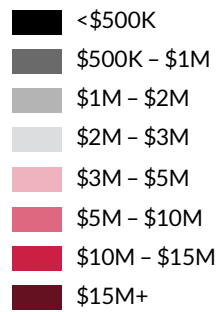
	Consideration	% of Consideration
STU	\$392,646,184	5%
1-BR	\$1,045,057,750	14%
2-BR	\$1,878,284,928	25%
3-BR	\$1,808,606,627	24%
4-BR+	\$2,271,675,447	31%
ALL	\$7,396,270,936	100%

Manhattan: Active Co-ops

LEGEND

Manhattan: Active Co-ops

Average Price by Price Bracket



Manhattan: In-Contract Co-ops

Key Takeaways

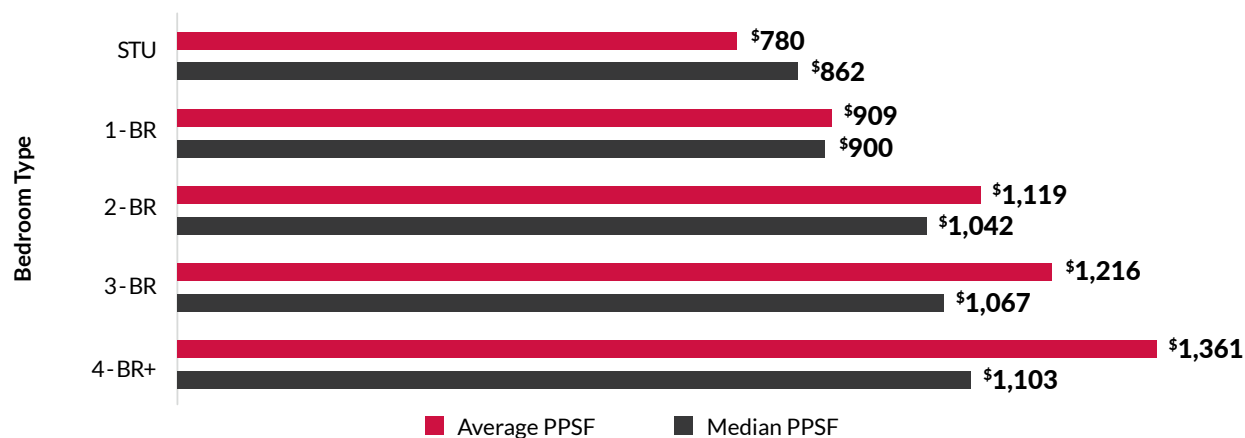
- Units in-contract in Manhattan: 1,496 co-ops, a 60% increase from Q2 2020
- Total consideration: \$1.8 billion, a 40% increase from Q2 2020
- Manhattan average co-op contract price: \$1.2 million, a 13% decline from Q2 2020
- Greatest share of listings: One bedroom units at 39%
- Greatest share of listings by dollar volume: Two bedroom units at 35%
- Largest price bracket: \$500,000 - \$1 million units at 43% share of listings
- Largest price bracket by dollar volume: \$1 million - \$2 million at 29% share of listings
- Neighborhood with largest amount of in-contract co-op listings: The Upper East Side with 450 listings, 30% of the total listings
- Neighborhood with the highest co-op average contract price: SoHo at \$2.3 million
- Neighborhood with highest co-op average contract PPSF: West Village at \$1,331

Manhattan: In-Contract Co-ops By Bedroom Type

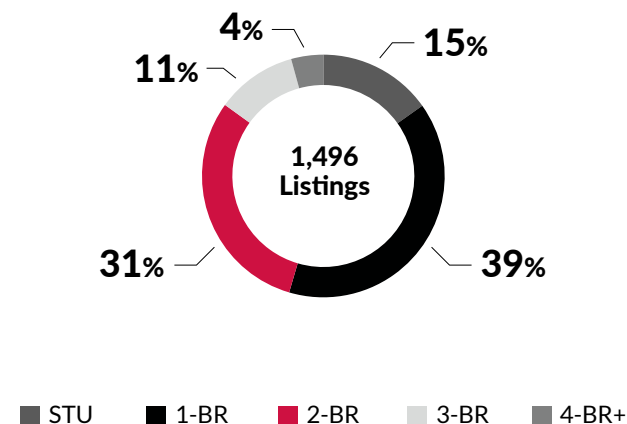
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	227	589	455	161	64	1,496
% of Listings	15%	39%	31%	11%	4%	100%
Average Price	\$472,174	\$710,039	\$1,390,720	\$2,411,158	\$4,375,453	\$1,220,855
Median Price	\$448,000	\$675,000	\$1,250,000	\$2,000,000	\$3,087,500	\$799,000
Average SF	606	781	1,243	1,983	3,215	1,200
Median SF	520	750	1,200	1,875	2,800	1,000
Average PPSF	\$780	\$909	\$1,119	\$1,216	\$1,361	\$1,018
Median PPSF	\$862	\$900	\$1,042	\$1,067	\$1,103	\$799

Manhattan: In-Contract Co-ops

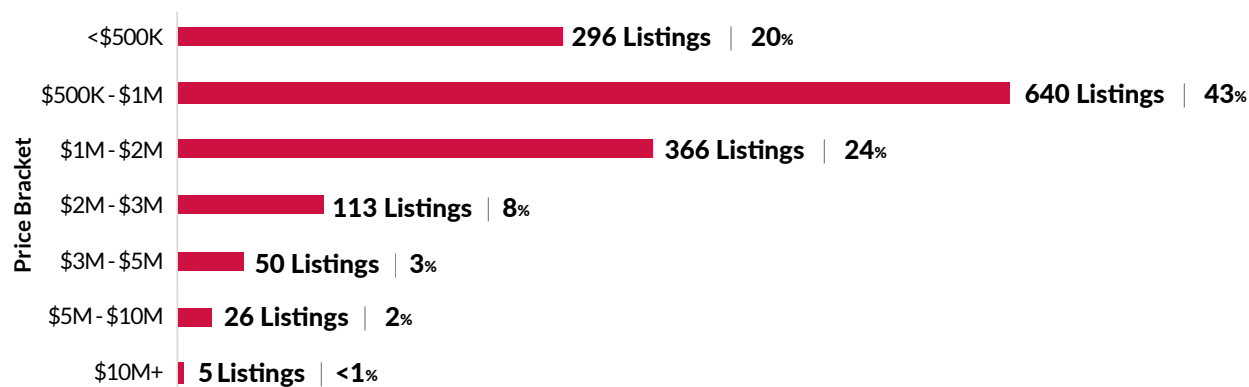
Manhattan: In-Contract Co-ops
Average/Median PPSF | Bedroom Type



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

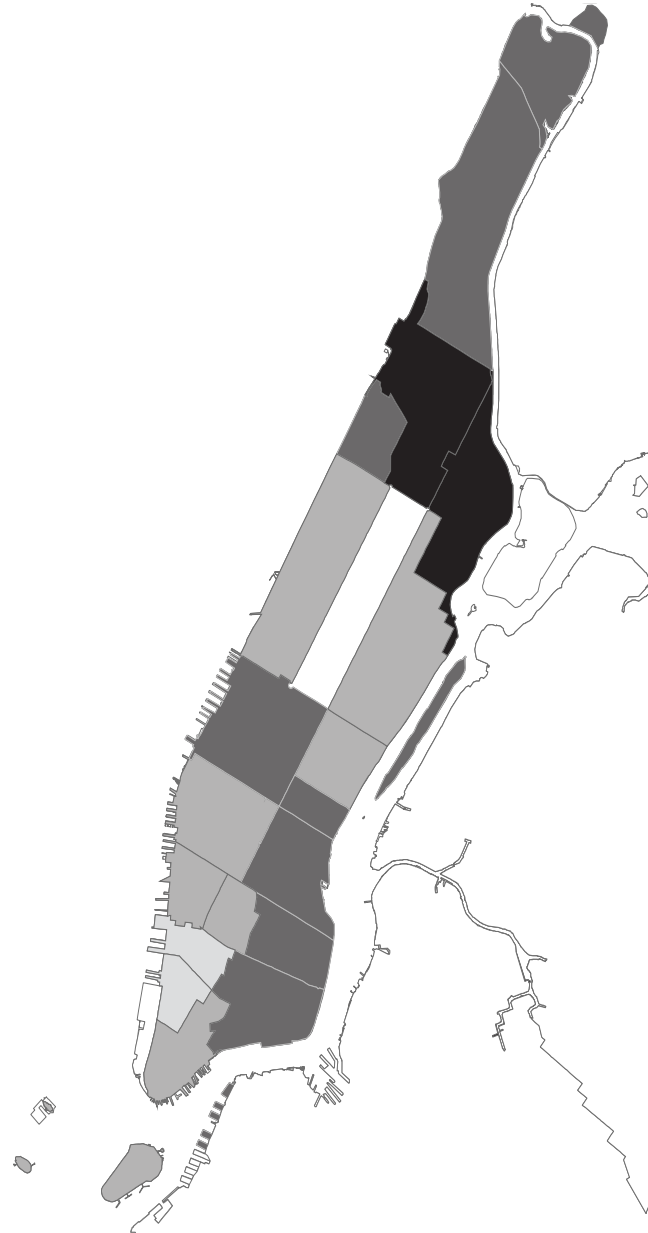
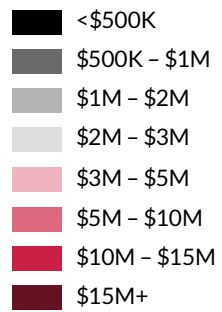
	Consideration	% of Consideration
STU	\$107,183,399	6%
1-BR	\$418,212,941	23%
2-BR	\$632,777,628	35%
3-BR	\$388,196,499	21%
4-BR+	\$280,029,000	15%
ALL	\$1,826,399,467	100%

Manhattan: In-Contract Co-ops

LEGEND

Manhattan: In-Contract Co-ops

Average Price by Price Bracket



Manhattan: Co-op Closings

Key Takeaways

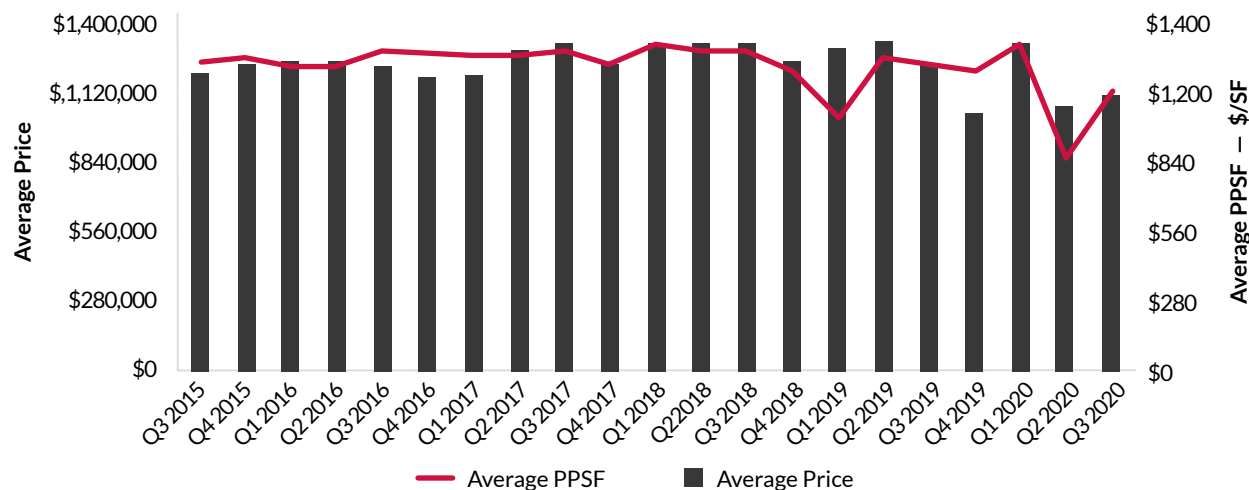
- Units sold in Manhattan: 790 co-ops, a 44% decline year-over-year
- Total consideration: \$869.1 million, a 50% decline year-over-year
- Manhattan average co-op sales price: \$1.1 million, a 10% decline year-over-year
- Greatest share of closings: One bedroom units at 41%
- Greatest share of closings by dollar volume: Two bedroom units at 34%
- Largest price bracket: \$500,000 - \$1 million units at 45% share of closings
- Largest price bracket by dollar volume: \$500,000 - \$1 million at 29% share of closings
- Neighborhood with notable change in co-op consideration: Midtown East from \$120.5 million to \$50.5 million, a 58% decline year-over-year
- Neighborhood with notable change in co-op transactions: The Upper East Side from 387 to 231, a 40% decline year-over-year
- Neighborhood with notable change in co-op average sales price: The Lower East Side from \$1.4 million to \$794,286, a 44% decline year-over-year

Manhattan: Co-op Closings

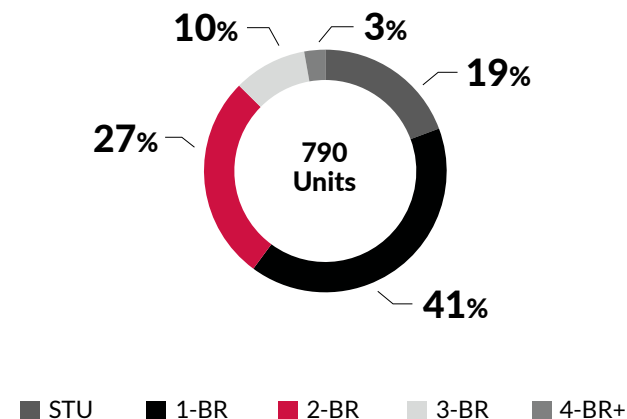
	Q3 2020	Q2 2020	Q3 2019	%Δ Q2 2020	%Δ Q3 2019
Transactions	790	612	1,416	29%	-44%
Consideration	\$869,148,761	\$644,990,895	\$1,740,459,109	35%	-50%
Average Price	\$1,100,188	\$1,053,907	\$1,229,138	4%	-10%
Median Price	\$750,000	\$725,000	\$800,000	3%	-6%
Average SF	981	1,238	962	-21%	2%
Median SF	811	750	793	8%	2%
Average PPSF	\$1,122	\$851	\$1,278	32%	-12%
Median PPSF	\$925	\$967	\$1,009	-4%	-8%

Manhattan: Co-op Closings

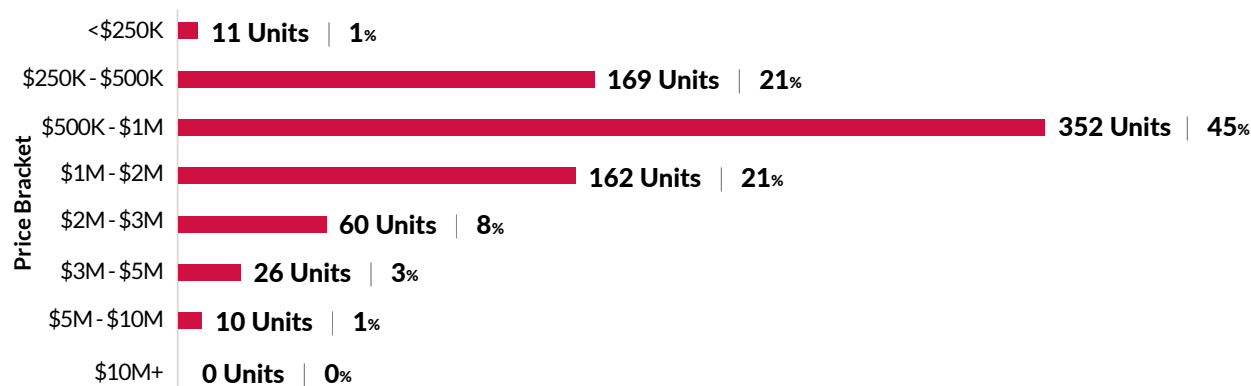
Manhattan: Co-op Closings
Historical Average Price/Average PPSF



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



Manhattan: Co-op Closings
of Units | Price Bracket



Manhattan: Co-op Closings
Total Consideration | Bedroom Type

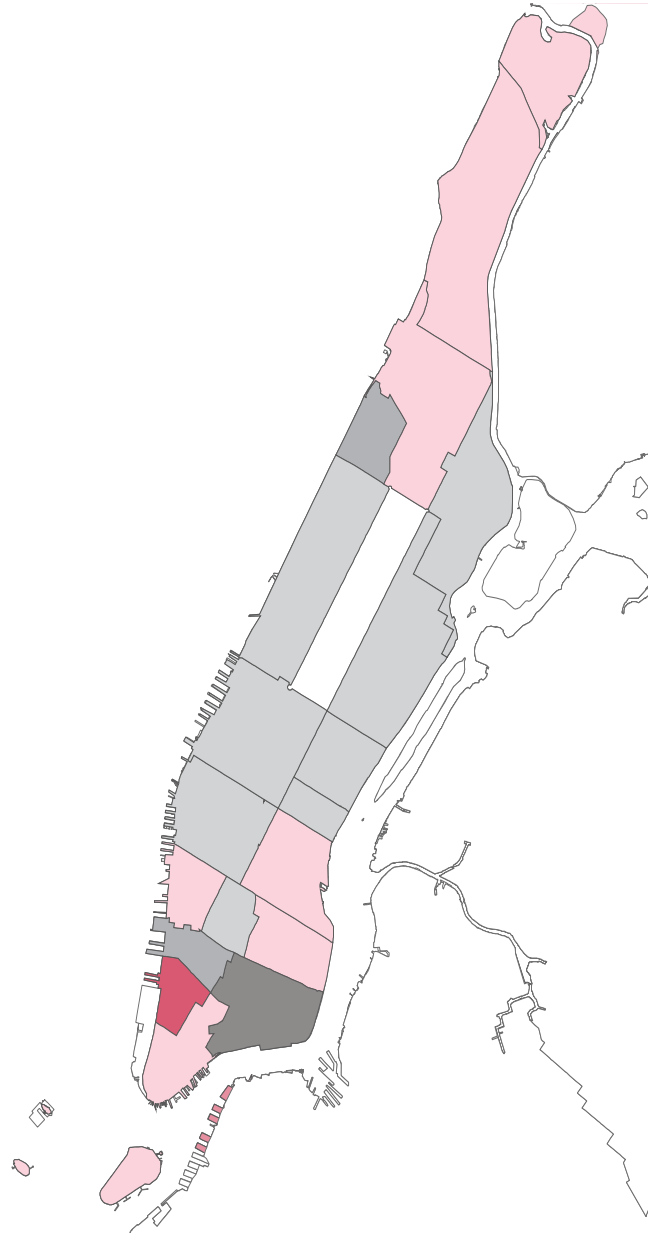
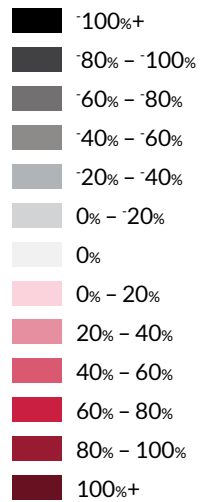
	Consideration	% of Consideration
STU	\$74,276,070	9%
1-BR	\$226,383,791	26%
2-BR	\$294,966,423	34%
3-BR	\$183,492,846	21%
4-BR+	\$89,618,963	10%
ALL	\$869,148,761	100%

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: 347 one-to-three family homes, a 5% increase from Q2 2020
- Total consideration: \$3.5 billion, a 9% increase from Q2 2020
- Manhattan average one-to-three family home asking price: \$10.2 million, a 4% increase from Q2 2020
- Largest price bracket: \$5 million - \$10 million units at 39% share of listings
- Largest price bracket by dollar volume: \$15 million and over units at 47% share of listings
- Neighborhood with largest amount of one-to-three family home listings: The Upper East Side with 93 listings, 27% of the total listings
- Neighborhood with highest one-to-three family home average asking price: Greenwich Village at \$19 million
- Neighborhood with highest one-to-three family home average asking PPSF: Greenwich Village at \$6,754

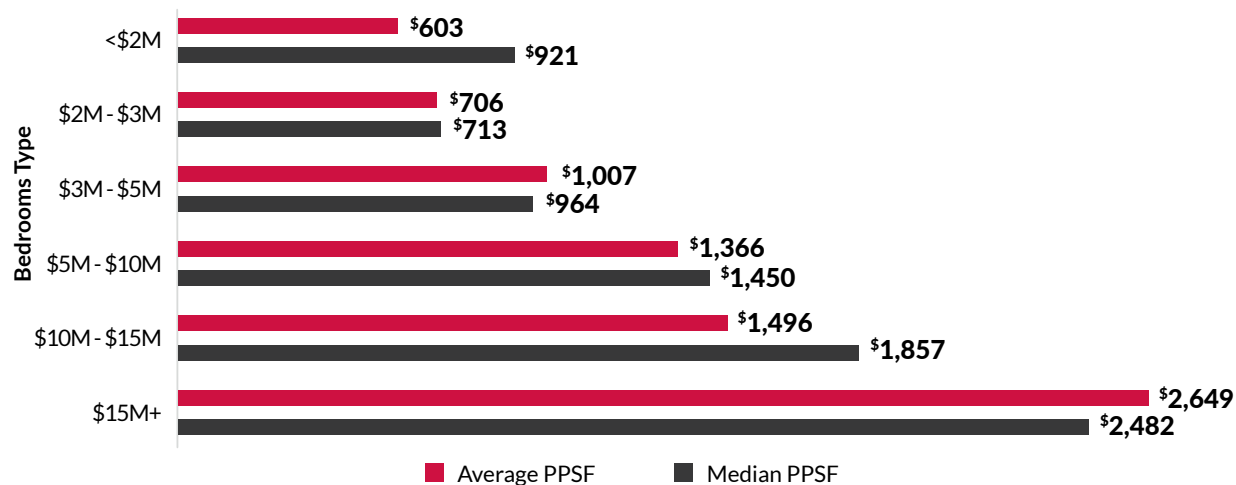
Manhattan: Active 1-3 Family Homes By Price Bracket

	<\$2M	\$2M - \$3M	\$3M - \$5M	\$5M - \$10M	\$10M - \$15M	\$15M+	ALL
# of Listings	23	32	50	136	42	64	347
% of Listings	7%	9%	14%	39%	12%	18%	100%
Average Price	\$1,413,304	\$2,510,688	\$4,190,700	\$7,500,301	\$12,532,143	\$25,937,469	\$10,169,372
Median Price	\$1,595,000	\$2,495,000	\$4,097,500	\$7,495,000	\$12,625,000	\$20,500,000	\$7,495,000
Average SF	2,345	3,557	4,160	5,490	8,376	9,790	6,125
Median SF	1,732	3,500	4,250	5,169	6,800	8,260	5,227
Average PPSF	\$603	\$706	\$1,007	\$1,366	\$1,496	\$2,649	\$1,660
Median PPSF	\$921	\$713	\$964	\$1,450	\$1,857	\$2,482	\$1,434

Manhattan: Active 1-3 Family Homes

Manhattan: Active 1-3 Family Homes

Average/Median PPSF | Price Bracket



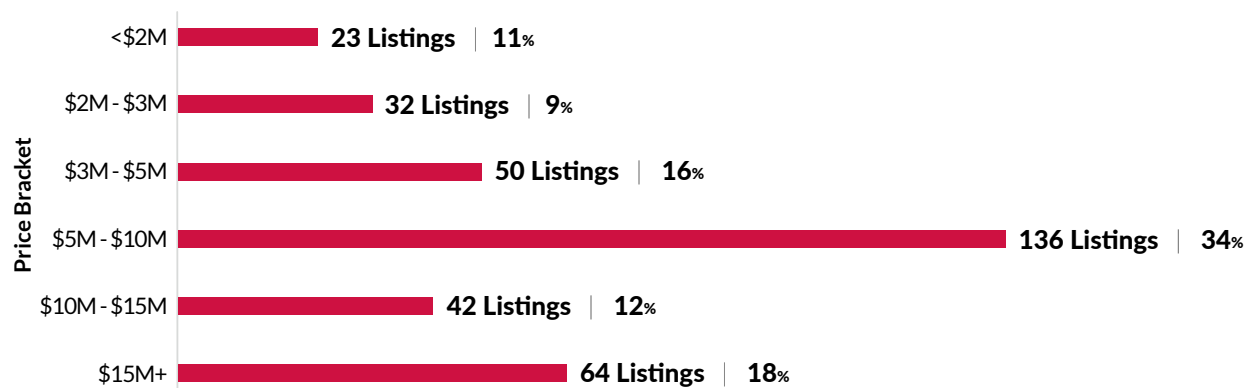
Manhattan: Active 1-3 Family Homes

Total Consideration | Price Bracket

	Consideration	% of Consideration
<\$2M	\$32,506,000	1%
\$2M-\$3M	\$80,342,000	2%
\$3M-\$5M	\$209,535,000	6%
\$5M-\$10M	\$1,020,041,000	29%
\$10M-\$15M	\$526,350,000	15%
\$15M+	\$1,659,998,000	47%
ALL	\$3,528,772,000	100%

Manhattan: Active 1-3 Family Homes

of Listings | Price Bracket

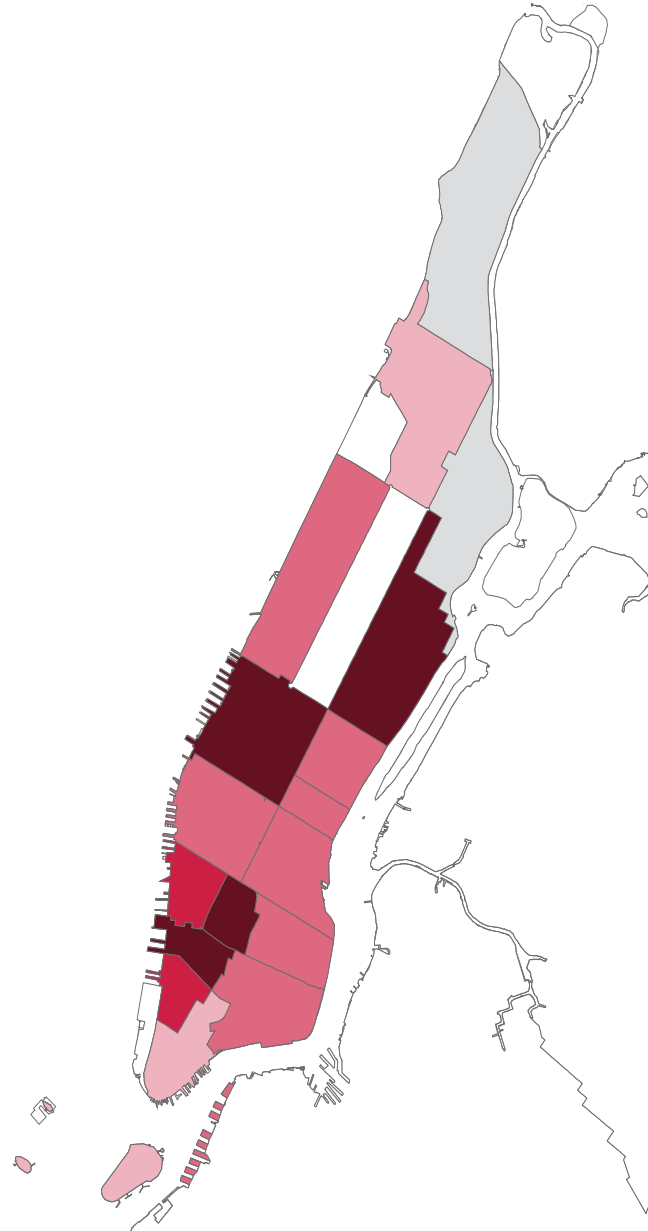
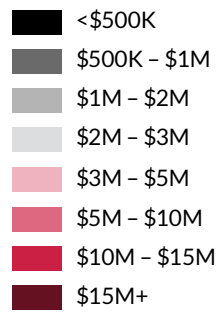


Manhattan: Active 1-3 Family Homes

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: 34 one-to-three family homes, a 3% decline from Q2 2020
- Total consideration: \$278.2 million, an 9% increase from Q2 2020
- Manhattan one-to-three family home average asking price: \$8.2 million, a 12% increase from Q2 2020
- Largest price bracket: \$3 million - \$5 million units at 26% share of listings
- Largest price bracket by dollar volume: \$15 million and over units at 39% share of listings
- Neighborhood with largest amount of in-contract one-to-three family home listings: Upper West Side with 7 listings, 21% of the total listings
- Neighborhood with highest one-to-three family home average asking price: Greenwich Village at \$23.4 million
- Neighborhood with highest one-to-three family home average PPSF: Greenwich Village at \$3,244

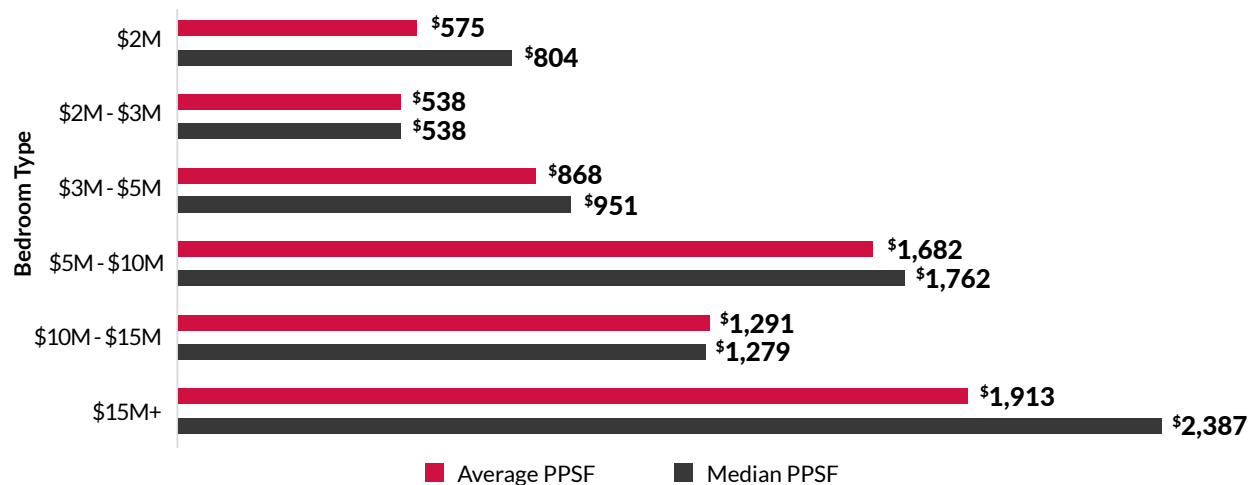
Manhattan: In-Contract 1-3 Family Homes By Price Bracket

	<\$2M	\$2M - \$3M	\$3M - \$5M	\$5M - \$10M	\$10M - \$15M	\$15M+	ALL
# of Listings	7	2	9	8	4	4	34
% of Listings	21%	6%	26%	24%	12%	12%	100%
Average Price	\$1,488,429	\$2,287,500	\$4,201,667	\$8,216,750	\$12,850,000	\$27,062,500	\$8,182,147
Median Price	\$1,750,000	\$2,287,500	\$4,450,000	\$8,797,500	\$12,725,000	\$23,375,000	\$4,842,500
Average SF	2,589	4,252	4,839	4,885	9,950	14,146	6,345
Median SF	2,178	4,252	4,680	4,993	9,950	9,792	5,375
Average PPSF	\$575	\$538	\$868	\$1,682	\$1,291	\$1,913	\$1,290
Median PPSF	\$804	\$538	\$951	\$1,762	\$1,279	\$2,387	\$901

Manhattan: In-Contract 1-3 Family Homes

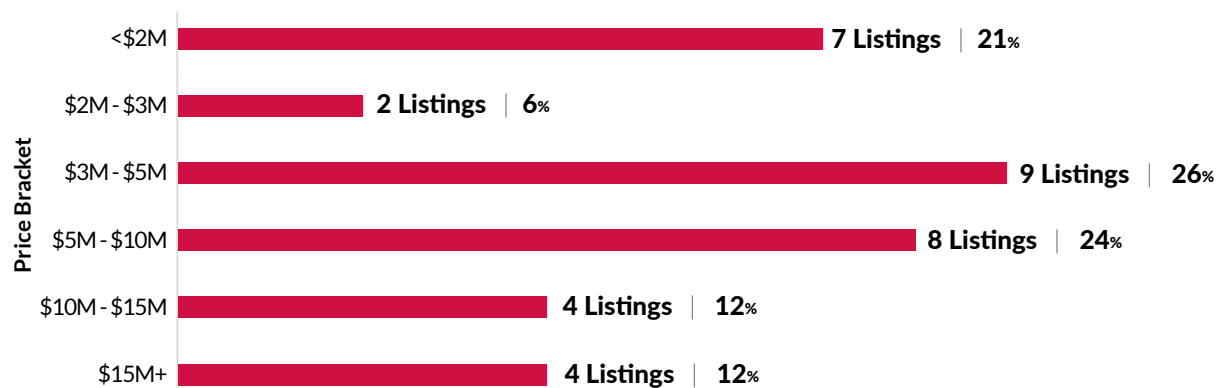
Manhattan: In-Contract 1-3 Family Homes

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

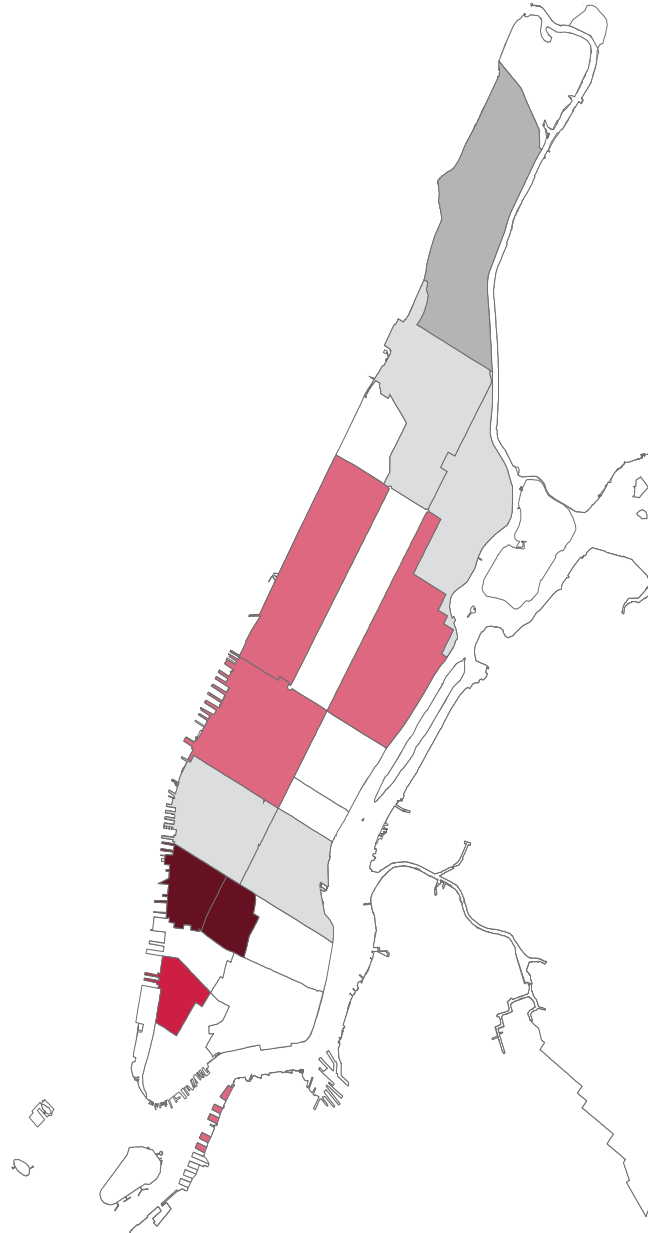
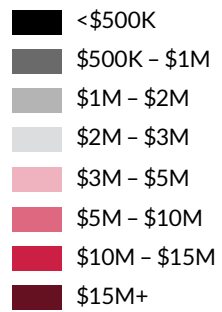
	Consideration	% of Consideration
<\$2M	\$10,419,000	4%
\$2M-\$3M	\$4,575,000	2%
\$3M-\$5M	\$37,815,000	14%
\$5M-\$10M	\$65,734,000	24%
\$10M-\$15M	\$51,400,000	18%
\$15M+	\$108,250,000	39%
ALL	\$278,193,000	100%

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

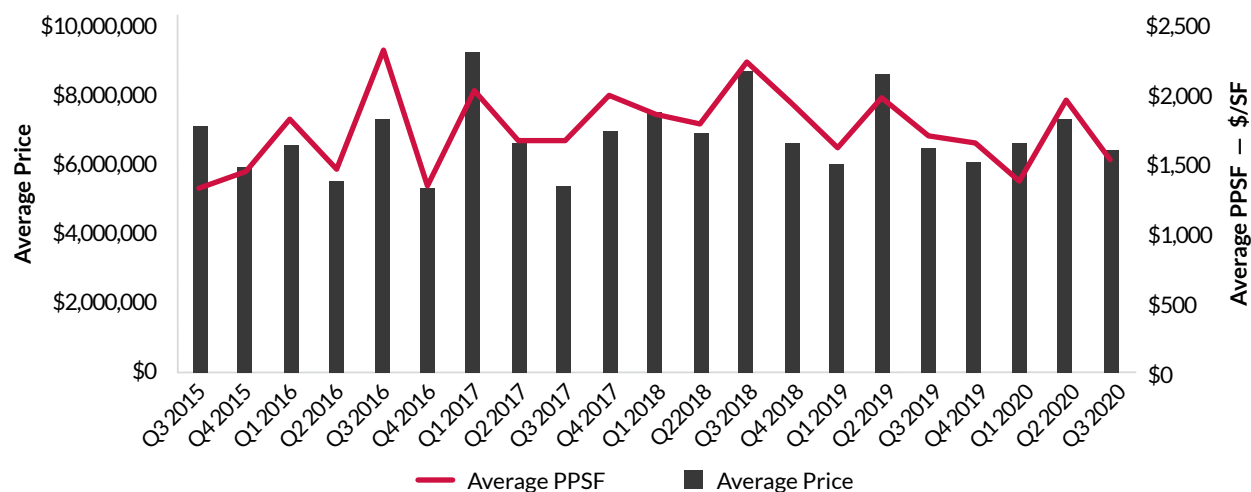
- Units sold in Manhattan: 27 one-to-three family homes, a 45% decline year-over-year
- Total consideration: \$169.9 million, a 45% decline year-over-year
- Manhattan one-to-three family average sales price: \$6.3 million, which remained flat year-over-year
- Largest price bracket: \$3 million - \$5 million units at 26% of closings
- Largest price bracket by dollar volume: \$10 million and over units at 55% share of closings
- Neighborhood with notable change in one-to-three family home consideration: The West Village from \$55.5 million to \$27.4 million, a 51% decline year-over-year
- Neighborhood with notable change in one-to-three family home transactions: West Harlem from 7 to 11, a 57% increase year-over-year
- Neighborhood with notable change in one-to-three family home average sales price: The West Village from \$11.1 million to \$9.1 million, an 18% decline year-over-year

Manhattan: 1-3 Family Home Closings

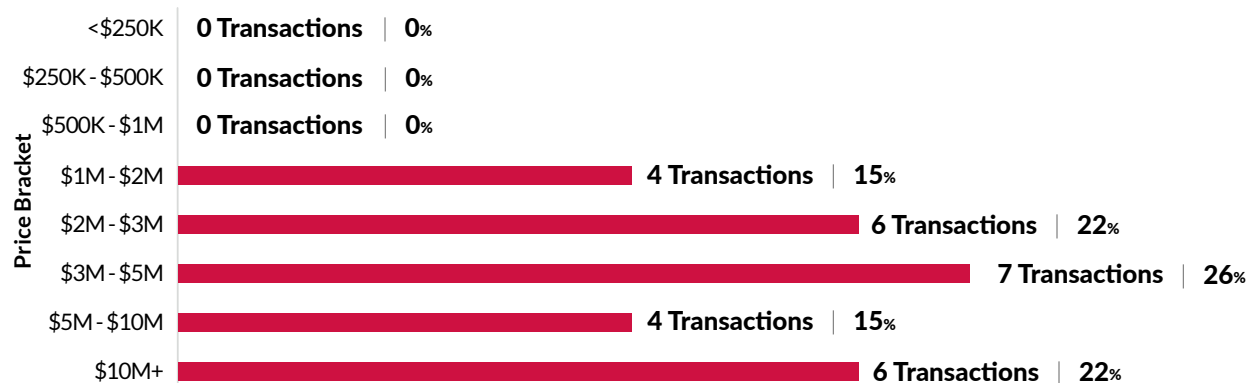
	Q3 2020	Q2 2020	Q3 2019	%Δ Q2 2020	%Δ Q3 2019
Transactions	27	37	49	-27%	-45%
Consideration	\$169,947,094	\$263,849,000	\$309,968,523	-36%	-45%
Average Price	\$6,294,337	\$7,131,054	\$6,325,888	-12%	0%
Median Price	\$3,950,000	\$7,011,000	\$4,687,500	-44%	-16%
Average SF	4,170	3,715	3,664	12%	14%
Median SF	2,760	3,000	2,958	-8%	-7%
Average PPSF	\$1,510	\$1,920	\$1,727	-21%	-13%
Median PPSF	\$1,431	\$2,337	\$1,585	-39%	-10%

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

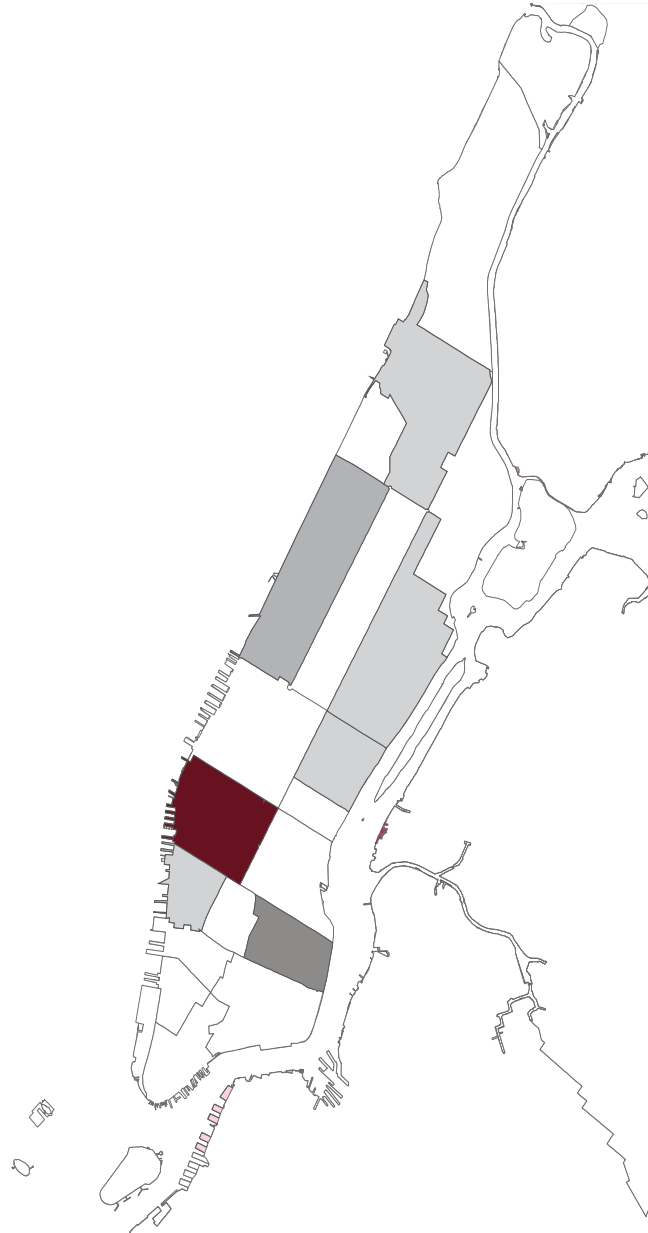
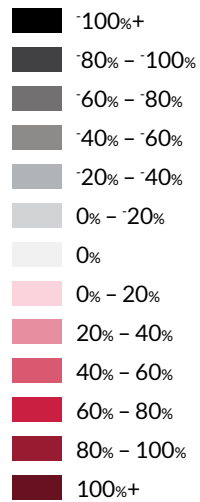
	Consideration	% of Consideration
<\$250K	\$0	0%
\$250K-\$500K	\$0	0%
\$500K-\$1M	\$0	0%
\$1M-\$2M	\$5,830,000	3%
\$2M-\$3M	\$15,383,900	9%
\$3M-\$5M	\$27,183,294	16%
\$5M-\$10M	\$27,510,000	16%
\$10M+	\$94,039,900	55%
ALL	\$169,947,094	100%

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: 1,125 condos, which remained flat from Q2 2020
- Total consideration: \$1.7 billion, a 4% increase from Q2 2020
- Brooklyn condo average asking price: \$1.5 million, a 6% increase from Q2 2020
- Greatest share of listings: Two bedroom units at 43%
- Greatest share of listings by dollar volume: Two bedroom units at 38%
- Largest price bracket: \$500,000 - \$1 million units at 38% of listings
- Largest price bracket by dollar volume: \$1 million - \$2 million units at 35% of listings
- Neighborhood with the largest amount of active Brooklyn condo listings: Williamsburg with 164 listings, 15% of the 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 \$1,659

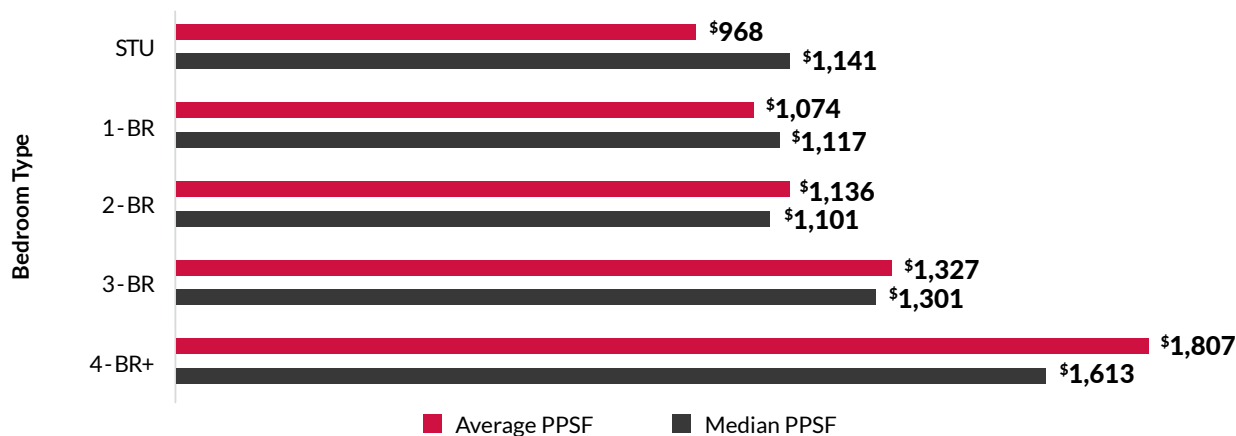
**All data is as of September 30, 2020. Listed units do not include shadow inventory.*

Brooklyn: Active Condos By Bedroom Type

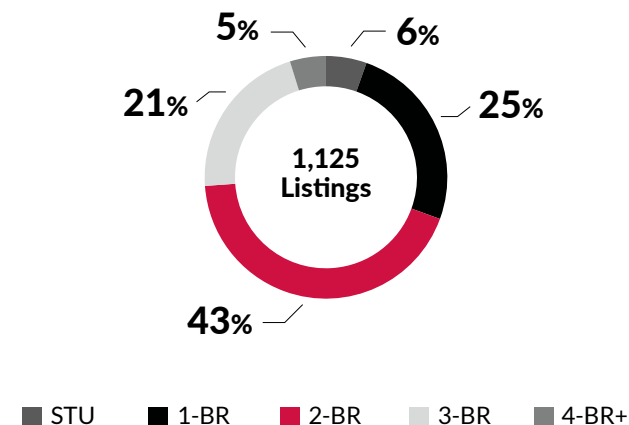
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	61	283	487	240	54	1,125
% of Listings	5%	25%	43%	21%	5%	100%
Average Price	\$629,477	\$866,746	\$1,331,846	\$2,232,850	\$4,269,811	\$1,510,000
Median Price	\$620,000	\$799,000	\$1,225,000	\$2,100,000	\$3,947,500	\$1,185,000
Average SF	651	807	1,172	1,683	2,363	1,238
Median SF	544	715	1,113	1,614	2,447	1,122
Average PPSF	\$968	\$1,074	\$1,136	\$1,327	\$1,807	\$1,220
Median PPSF	\$1,141	\$1,117	\$1,101	\$1,301	\$1,613	\$1,056

Brooklyn: Active Condos

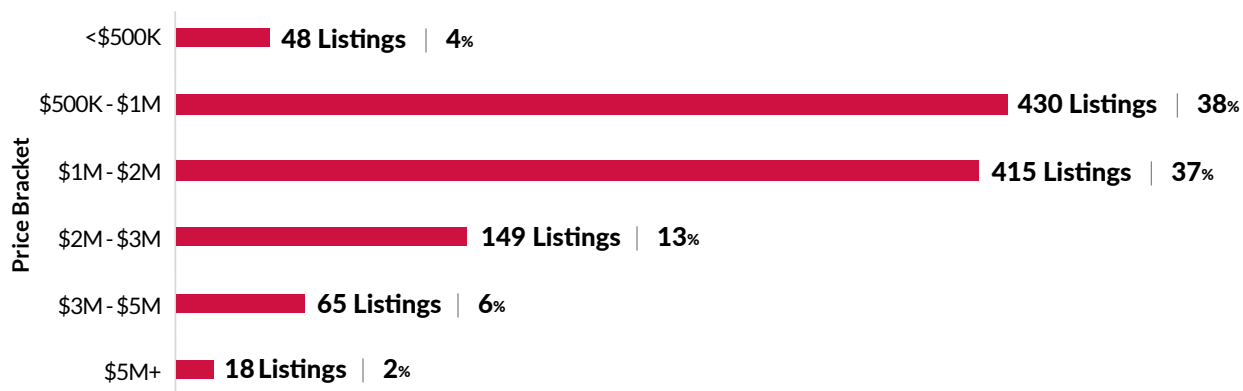
Brooklyn: Active Condos
Average/Median PPSF | Bedroom Type



Brooklyn: Active Condos
% of Listings | Bedroom Type



Brooklyn: Active Condos
of Listings | Price Bracket



Brooklyn: Active Condos
Total Consideration | Bedroom Type

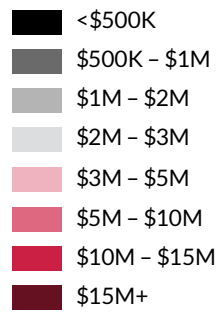
	Consideration	% of Consideration
STU	\$38,398,123	2%
1-BR	\$245,289,016	14%
2-BR	\$648,609,044	38%
3-BR	\$535,883,948	32%
4-BR+	\$230,569,800	14%
ALL	\$1,698,749,931	100%

Brooklyn: Active Condos

LEGEND

Brooklyn: Active Condos

Average Price by Price Bracket



Brooklyn: In-Contract Condos

Key Takeaways

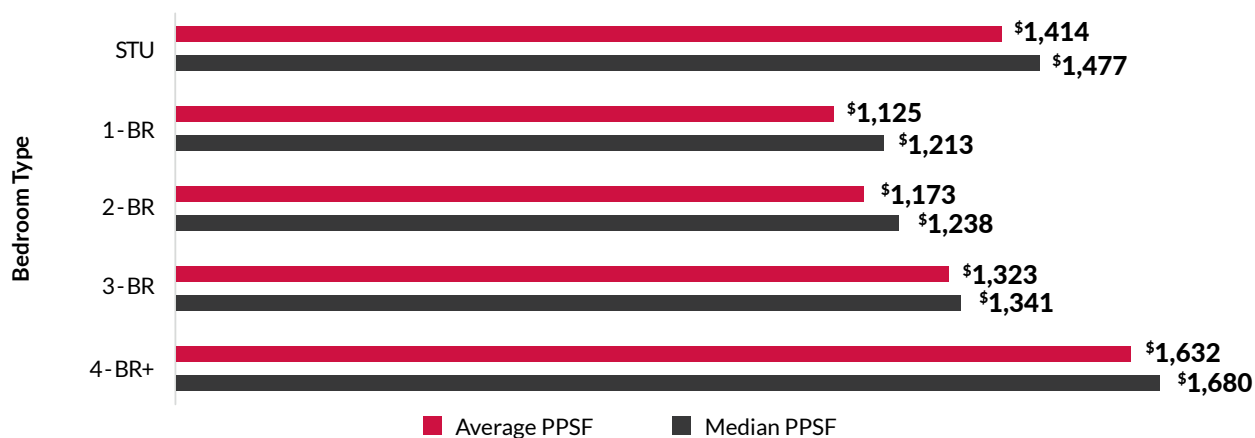
- Units in-contract in Brooklyn: 1,213 condos, a 35% increase from Q2 2020
- Total consideration: \$1.5 billion, a 35% increase from Q2 2020
- Brooklyn condo average contract price: \$1.2 million, which remained flat from Q2 2020
- Greatest share of listings: One bedroom units at 39%
- Greatest share of listings by dollar volume: Two bedroom units at 36%
- Largest price bracket: \$500,000 - \$1 million units at 43% of listings
- Largest price bracket by dollar volume: \$1 million - \$2 million at 44% of listings
- Neighborhood with largest amount of in-contract condo listings: Downtown Brooklyn with 265 listings, 22% of the total listings
- Neighborhood with the highest condo average contract price: Cobble Hill at \$2.8 million
- Neighborhood with the highest condo average contract PPSF: Cobble Hill at \$1,909

Brooklyn: In-Contract Condos By Bedroom Type

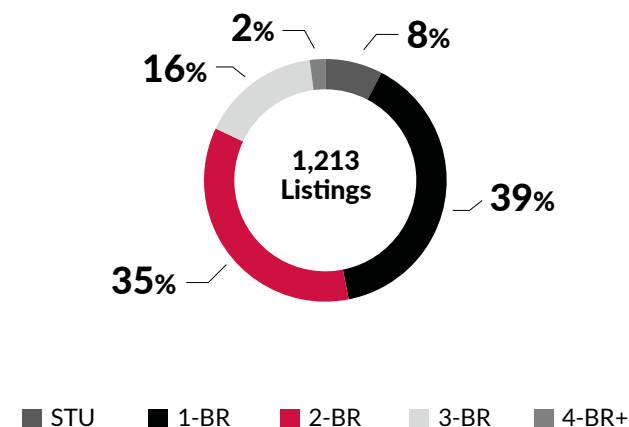
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	93	476	426	193	25	1,213
% of Listings	8%	39%	35%	16%	2%	100%
Average Price	\$657,091	\$843,920	\$1,282,690	\$2,074,518	\$4,038,720	\$1,245,335
Median Price	\$670,000	\$850,000	\$1,300,000	\$1,965,000	\$4,100,000	\$999,950
Average SF	465	750	1,093	1,568	2,475	1,014
Median SF	454	701	1,050	1,466	2,440	922
Average PPSF	\$1,414	\$1,125	\$1,173	\$1,323	\$1,632	\$1,228
Median PPSF	\$1,477	\$1,213	\$1,238	\$1,341	\$1,680	\$1,085

Brooklyn: In-Contract Condos

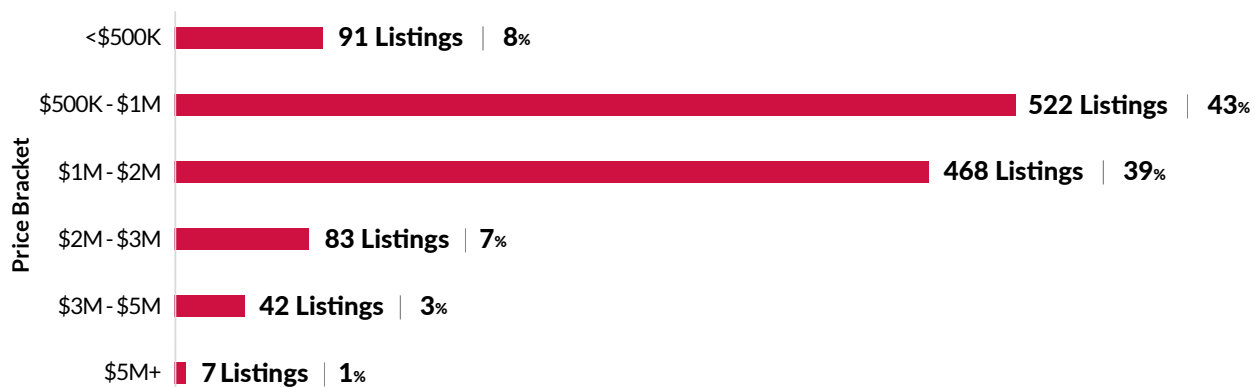
Brooklyn: In-Contract Condos
Average/Median PPSF | Bedroom Type



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



Brooklyn: In-Contract Condos
of Listings | Price Bracket



Brooklyn: In-Contract Condos
Total Consideration | Bedroom Type

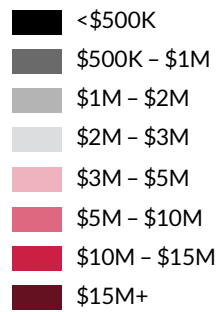
	Consideration	% of Consideration
STU	\$61,109,495	4%
1-BR	\$401,705,809	27%
2-BR	\$546,425,819	36%
3-BR	\$400,382,029	27%
4-BR+	\$100,968,000	7%
ALL	\$1,510,591,152	100%

Brooklyn: In-Contract Condos

LEGEND

Brooklyn: In-Contract Condos

Average Price by Price Bracket



Brooklyn: Condo Closings

Key Takeaways

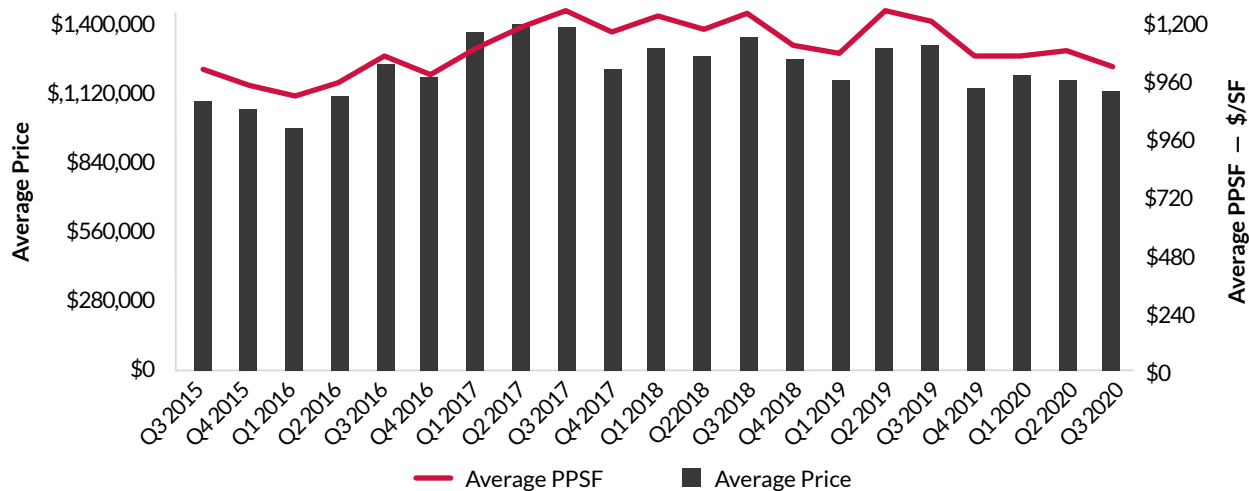
- Units sold in Brooklyn: 360 condos, a 48% decline year-over-year
- Total consideration: \$340.2 million, a 55% decline year-over-year
- Brooklyn condo average sales price: \$944,923, a 14% decline year-over-year
- Greatest share of closings: Two bedroom units at 38%
- Greatest share of closings by dollar volume: Two bedroom units at 41%
- Largest price bracket: \$500,000 - \$1 million units at 55% of closings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 43% of closings
- Neighborhood with notable change in condo consideration: Crown Heights from \$9 million to \$27.7 million, a 210% increase year-over-year
- Neighborhood with notable change in condo transactions: Williamsburg from 109 to 59, a 46% decline year-over-year
- Neighborhood with notable change in condo average sales price: Greenpoint from \$1.5 million to \$1 million, a 31% decline year-over-year

Brooklyn: Condo Closings

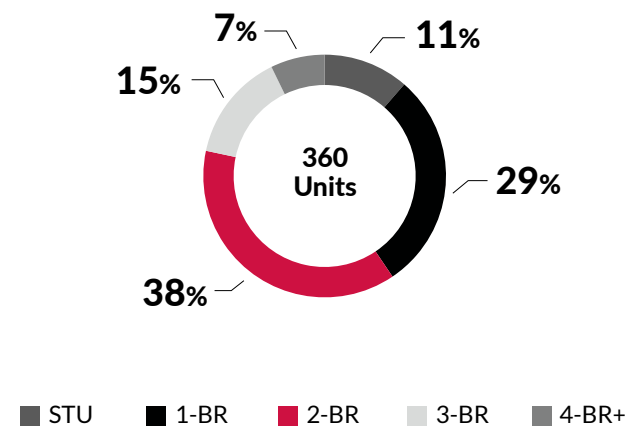
	Q3 2020	Q2 2020	Q3 2019	%Δ Q2 2020	%Δ Q3 2019
Transactions	360	375	697	-4%	-48%
Consideration	\$340,172,263	\$365,159,728	\$762,561,870	-7%	-55%
Average Price	\$944,923	\$973,759	\$1,094,063	-3%	-14%
Median Price	\$777,000	\$820,000	\$890,000	-5%	-13%
Average SF	1,081	1,052	1,066	3%	1%
Median SF	1,013	1,000	999	1%	1%
Average PPSF	\$874	\$926	\$1,026	-6%	-15%
Median PPSF	\$767	\$820	\$891	-6%	-14%

Brooklyn: Condo Closings

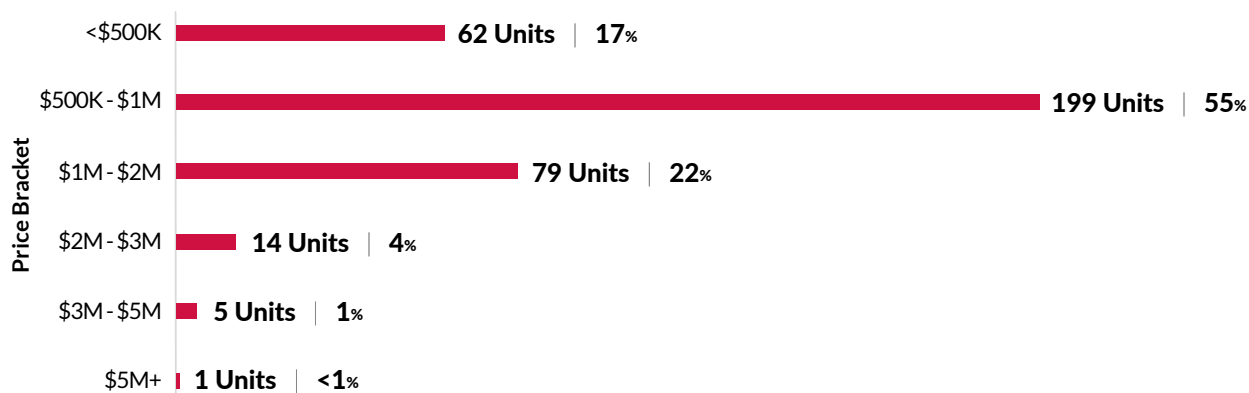
Brooklyn: Condo Closings
Historical Average Price/Average PPSF



Brooklyn: Condo Closings
% of Units | Bedroom Type



Brooklyn: Condo Closings
of Units | Price Bracket



Brooklyn: Condo Closings
Total Consideration | Bedroom Type

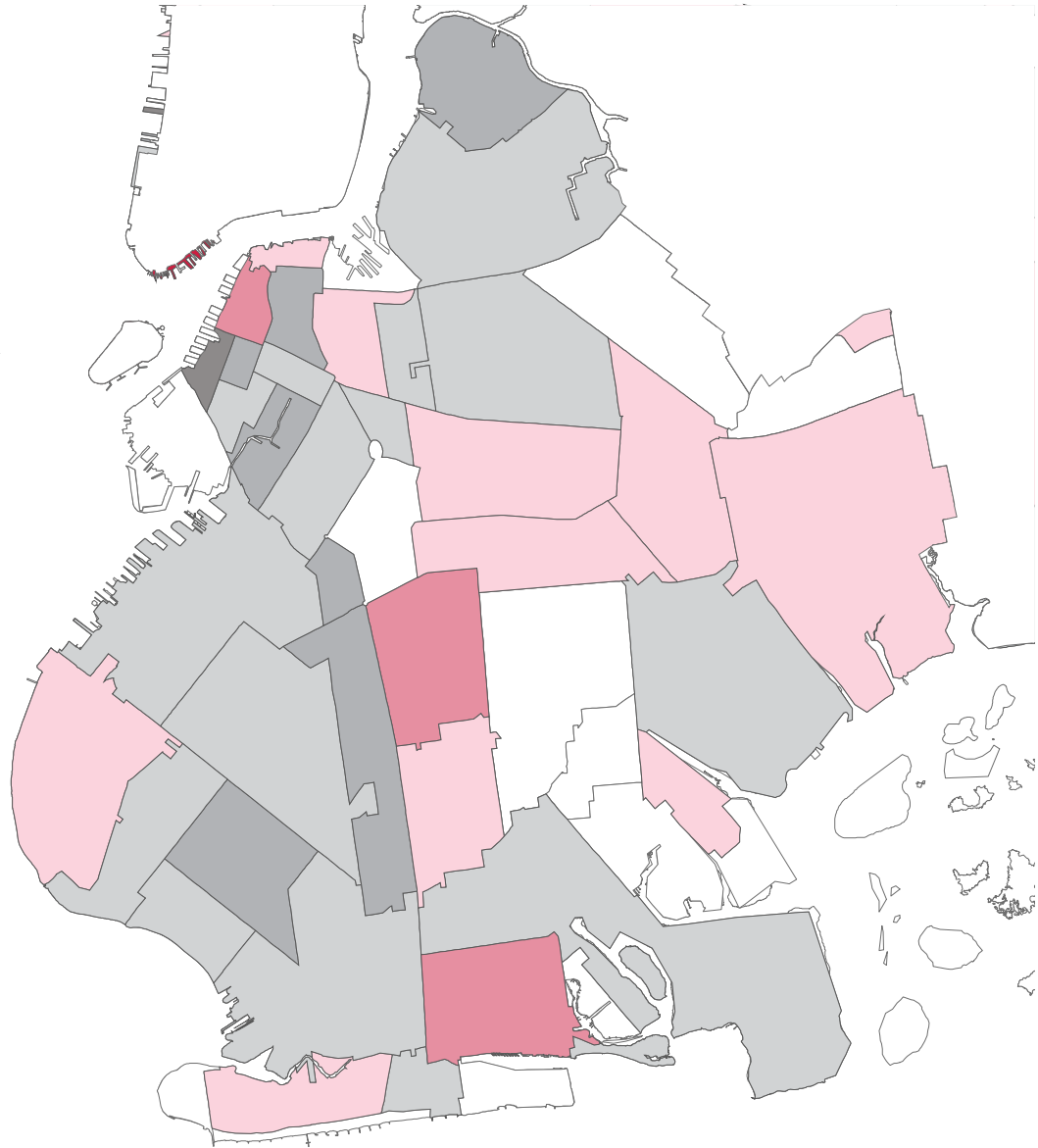
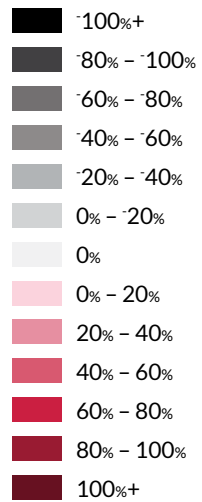
	Consideration	% of Consideration
STU	\$26,768,072	11%
1-BR	\$76,343,877	29%
2-BR	\$139,449,993	38%
3-BR	\$71,428,612	14%
4-BR+	\$26,181,709	7%
ALL	\$340,172,263	100%

Brooklyn: Condo Closings

LEGEND

Brooklyn: Condo Closings

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



Brooklyn: Active Co-ops

Key Takeaways

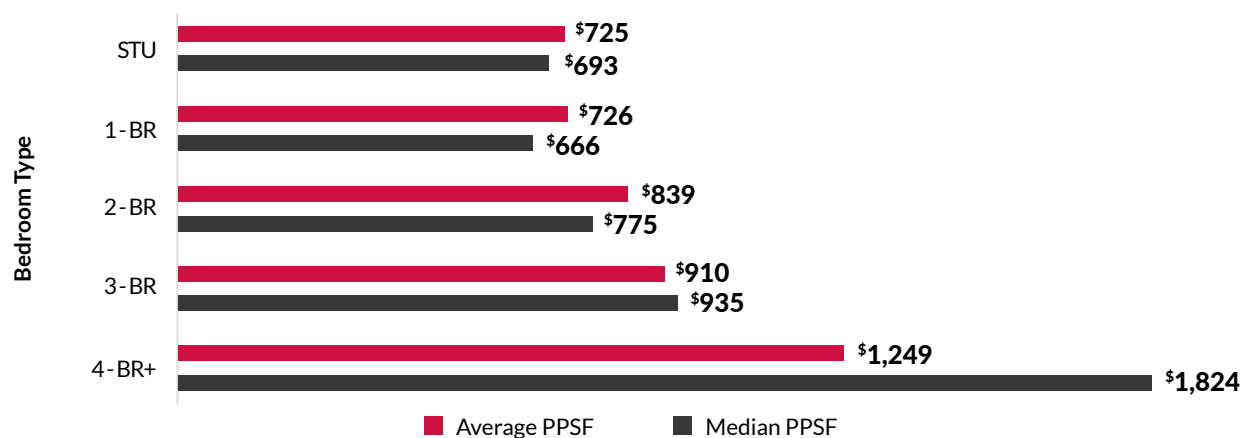
- Units active in Brooklyn: 500 co-ops, a 20% increase from Q2 2020
- Total consideration: \$386 million, a 27% increase from Q2 2020
- Brooklyn co-op average listing price: \$771,933, a 6% increase from Q2 2020
- Greatest share of listings: One bedroom units at 39%
- Greatest share of listings by dollar volume: Two bedroom units at 41%
- Largest price bracket: \$500,000 and below units at 50% of listings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 37% of listings
- Neighborhood with highest amount of active co-op listings: Brooklyn Heights with 84 listings, 17% of the total listings
- Neighborhood with highest co-op average asking price: Vinegar Hill/Dumbo at \$1.3 million
- Neighborhood with highest co-op average asking PPSF: Carroll Gardens at \$1,395

Brooklyn: Active Co-ops By Bedroom Type

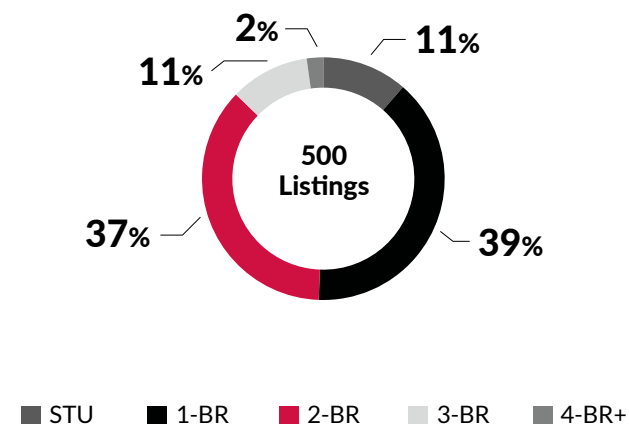
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	57	196	183	53	11	500
% of Listings	11%	39%	37%	11%	2%	100%
Average Price	\$359,402	\$546,741	\$858,383	\$1,290,330	\$2,986,182	\$771,933
Median Price	\$328,000	\$499,500	\$775,000	\$1,200,000	\$3,250,000	\$599,000
Average SF	496	753	1,023	1,417	2,391	953
Median SF	473	750	1,000	1,284	1,782	870
Average PPSF	\$725	\$726	\$839	\$910	\$1,249	\$810
Median PPSF	\$693	\$666	\$775	\$935	\$1,824	\$689

Brooklyn: Active Co-ops

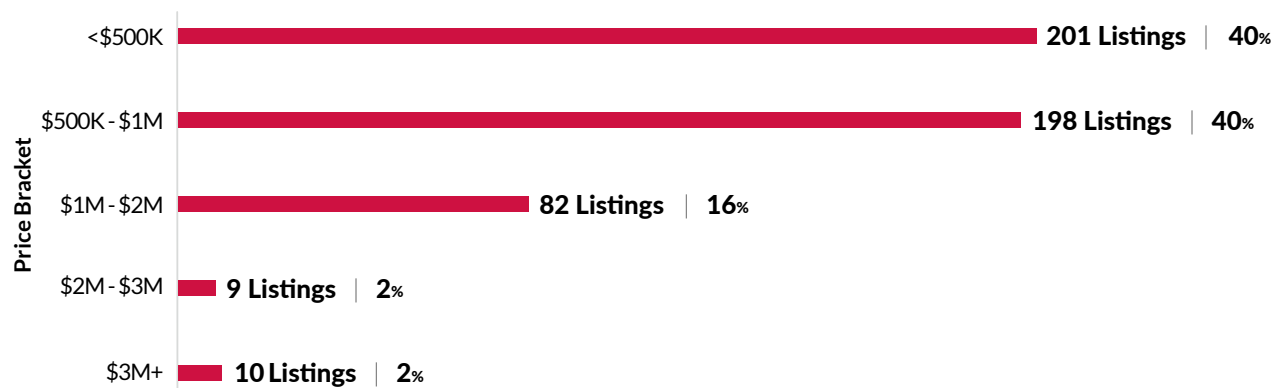
Brooklyn: Active Co-ops
Average/Median PPSF | Bedroom Type



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



Brooklyn: Active Co-ops
of Listings | Price Bracket



Brooklyn: Active Co-ops
Total Consideration | Bedroom Type

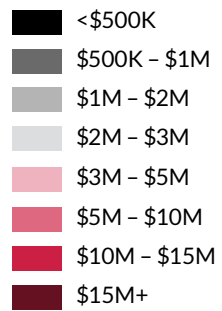
	Consideration	% of Consideration
STU	\$20,485,890	5%
1-BR	\$107,161,286	28%
2-BR	\$157,083,999	41%
3-BR	\$68,387,500	18%
4-BR+	\$32,848,000	9%
ALL	\$385,966,675	100%

Brooklyn: Active Co-ops

LEGEND

Brooklyn: Active Co-ops

Average Price by Price Bracket



Brooklyn: In-Contract Co-ops

Key Takeaways

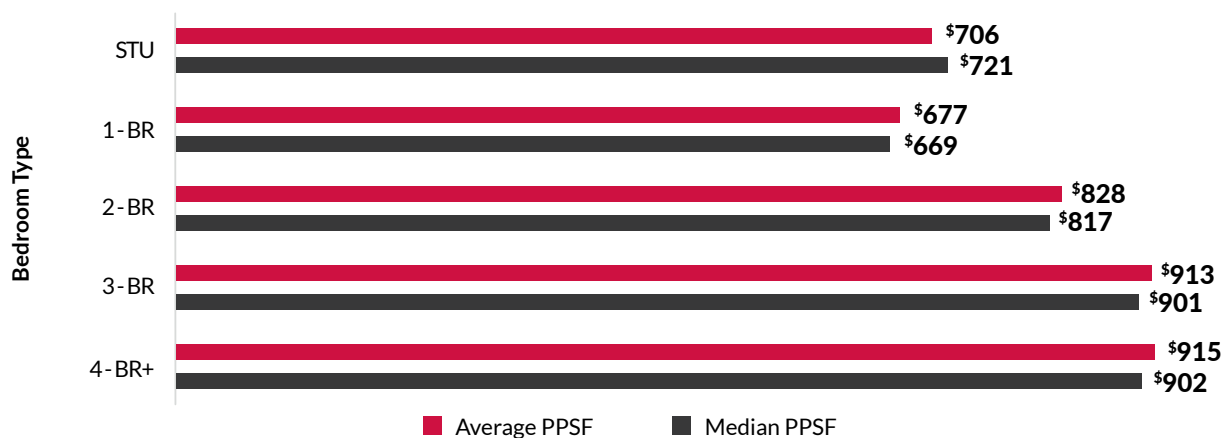
- Units in-contract in Brooklyn: 421 co-ops, a 135% increase from Q2 2020
- Total consideration: \$311.2 million, a 153% increase from Q2 2020
- Brooklyn co-op average contract price: \$739,211, an 8% increase from Q2 2020
- Greatest share of listings: One bedroom units at 41%
- Greatest share of listings by dollar volume: Two bedroom units at 46%
- Largest price bracket: \$500,000 - \$1 million units at 46% share of listings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 45% share of listings
- Neighborhoods with largest amount of in-contract condo listings: Park Slope at 86, 20% of the total listings
- Neighborhood with the highest condo average contract price: Vinegar Hill/Dumbo at \$2.4 million
- Neighborhood with highest condo contract PPSF: Carroll Gardens at \$1,099

Brooklyn: In-Contract Co-ops By Bedroom Type

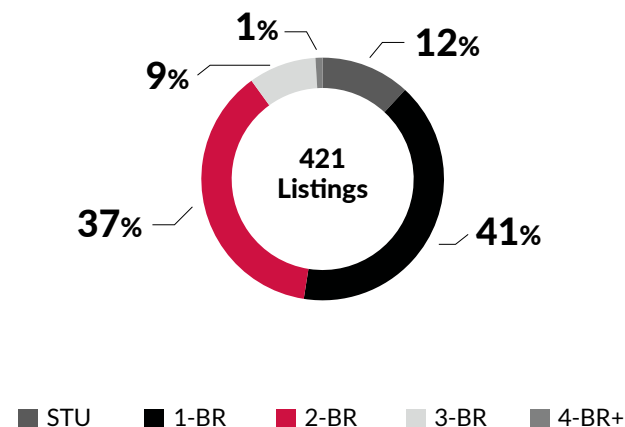
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	50	171	158	38	4	421
% of Listings	12%	41%	37%	9%	1%	100%
Average Price	\$381,190	\$531,336	\$903,259	\$1,334,237	\$1,968,500	\$739,211
Median Price	\$375,000	\$510,000	\$827,500	\$1,272,500	\$1,962,500	\$625,000
Average SF	540	784	1,092	1,462	2,153	944
Median SF	520	763	1,013	1,413	2,175	894
Average PPSF	\$706	\$677	\$828	\$913	\$915	\$783
Median PPSF	\$721	\$669	\$817	\$901	\$902	\$699

Brooklyn: In-Contract Co-ops

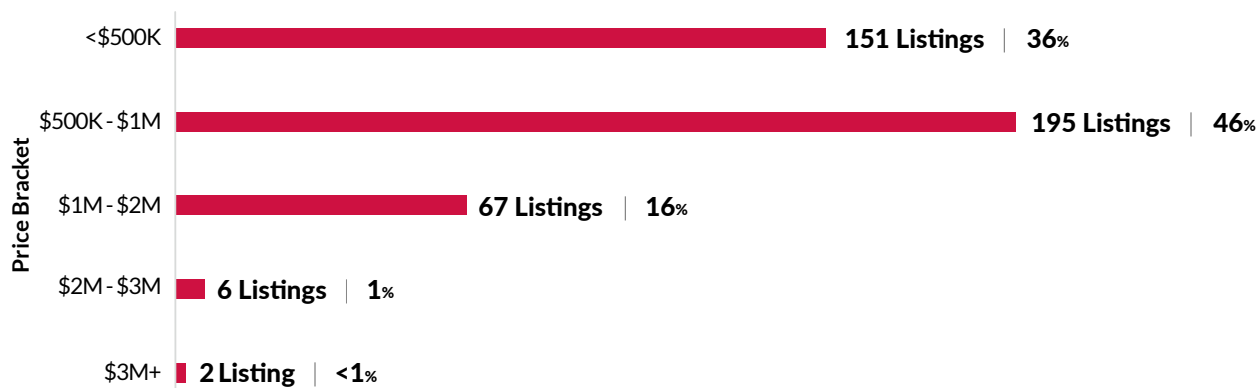
Brooklyn: In-Contract Co-ops
Average/Median PPSF | Bedroom Type



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

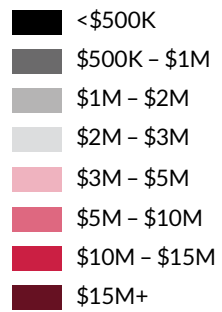
	Consideration	% of Consideration
STU	\$19,059,500	6%
1-BR	\$90,858,449	29%
2-BR	\$142,714,993	46%
3-BR	\$50,701,000	16%
4-BR+	\$7,874,000	3%
ALL	\$311,207,942	100%

Brooklyn: In-Contract Co-ops

LEGEND

Brooklyn: In-Contract Co-ops

Average Price by Price Bracket



Brooklyn: Co-op Closings

Key Takeaways

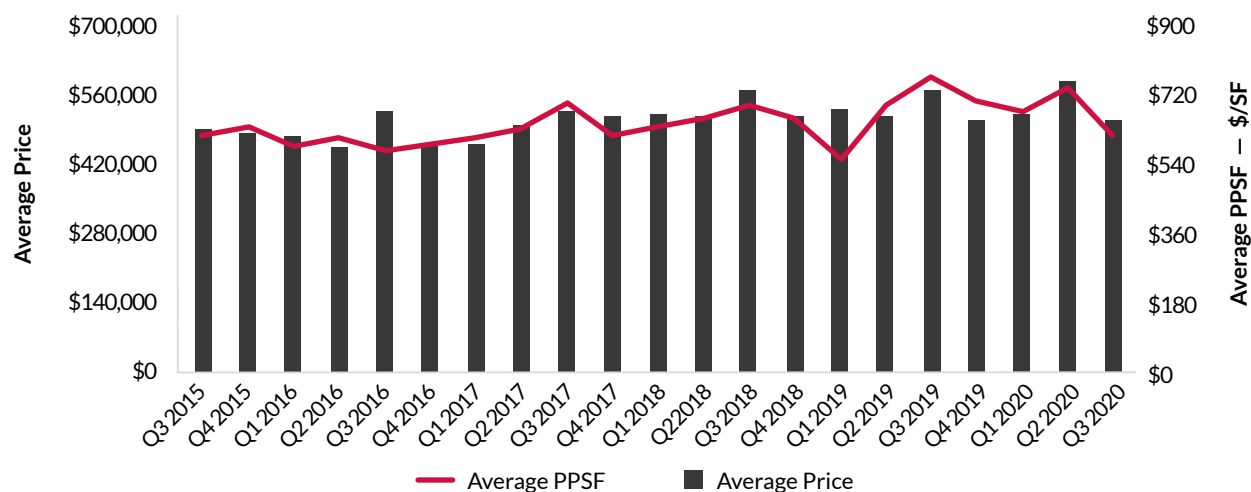
- Units sold in Brooklyn: 305 co-ops, a 43% decline year-over-year
- Total consideration: \$157.2 million, a 49% decline year-over-year
- Brooklyn co-op average sales price: \$515,445, a 11% increase year-over-year
- Greatest share of listings: One bedroom units at 34%
- Greatest share of listings by dollar volume: Two bedroom units at 33%
- Largest price bracket: \$250,000 - \$500,000 units at 44% share of listings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 40% share of listings
- Neighborhood with notable change in co-op consideration: Flatbush/Prospect Park South from \$12.4 million to \$5.9 million, a 52% decline year-over-year
- Neighborhood with notable change in co-op transactions: Park Slope from 59 to 27, a 54% decline year-over-year
- Neighborhood with notable change in co-op average sales price: Brooklyn Heights from \$990,581 to \$1.3 million, a 29% increase year-over-year

Brooklyn: Co-op Closings

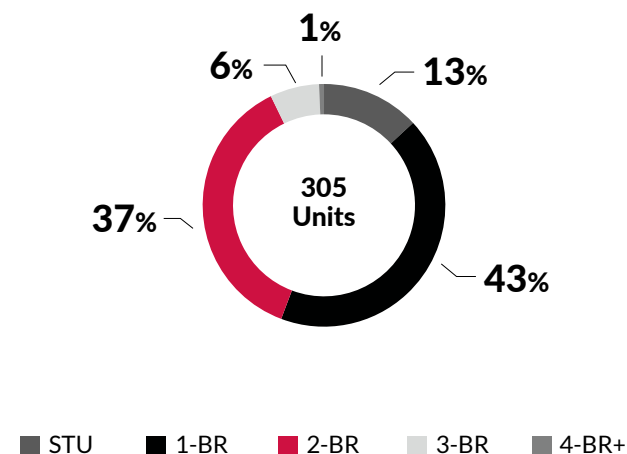
	Q3 2020	Q2 2020	Q3 2019	%Δ Q2 2020	%Δ Q3 2019
Transactions	305	290	529	5%	-42%
Consideration	\$157,210,704	\$172,813,519	\$306,112,072	-9%	-49%
Average Price	\$515,445	\$595,909	\$578,662	-14%	-11%
Median Price	\$400,000	\$477,500	\$455,000	-16%	-12%
Average SF	826	794	747	4%	11%
Median SF	785	761	700	3%	12%
Average PPSF	\$624	\$750	\$775	-17%	-19%
Median PPSF	\$510	\$628	\$650	-19%	-22%

Brooklyn: Co-op Closings

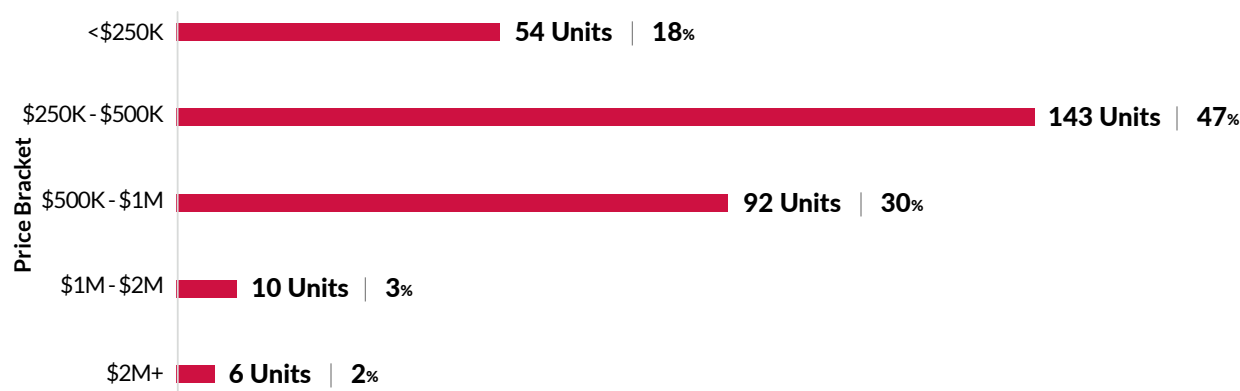
Brooklyn: Co-op Closings
Historical Average Price/Average PPSF



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



Brooklyn: Co-op Closings
of Units | Price Bracket



Brooklyn: Co-op Closings
Total Consideration | Bedroom Type

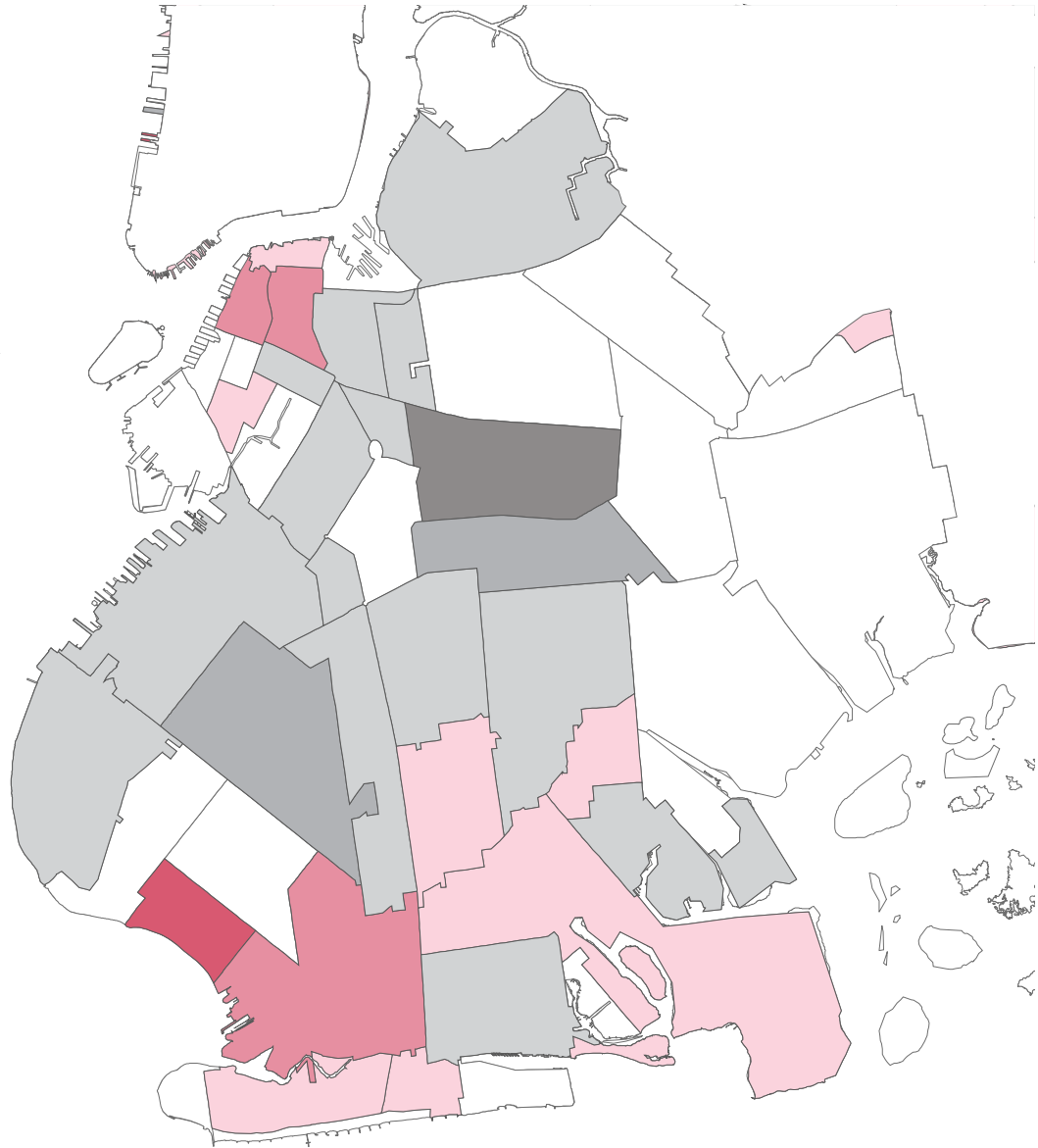
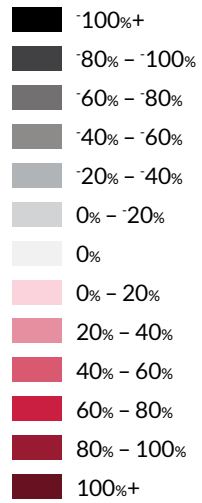
	Consideration	% of Consideration
STU	\$12,582,644	8%
1-BR	\$54,241,287	35%
2-BR	\$62,411,586	40%
3-BR	\$18,925,187	12%
4-BR+	\$9,050,000	6%
ALL	\$157,210,704	100%

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: 678 one-to-three family homes, a 10% decline from Q2 2020
- Total consideration: \$1.7 billion, a 9% decline from Q2 2020
- Brooklyn co-op average asking price: \$2.6 million, which remained flat from Q2 2020
- Largest price bracket: \$1 million - \$2 million units at 40% of listings
- Largest price bracket by dollar volume: \$3 million - \$5 million units at 27% of listings
- Neighborhood with largest amount of active one-to-three family home listings: Bedford Stuyvesant with 109 listings, 16% of the total listings
- Neighborhood with highest one-to-three family home average asking price: Columbia Street Waterfront District at \$6.3 million
- Neighborhood with highest one-to-three family home average asking PPSF: Brighton Beach at \$1,673

Brooklyn: Active 1-3 Family Homes

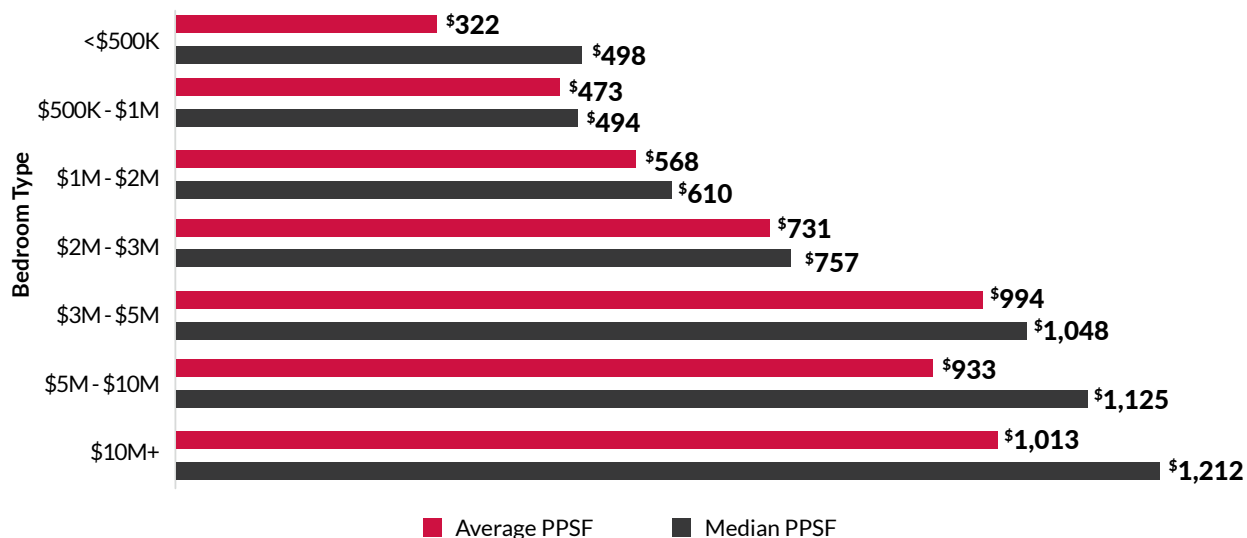
By Price Bracket

	<\$500K	\$500K - \$1M	\$1M - \$2M	\$2M - \$3M	\$3M - \$5M	\$5M - \$10M	\$10M+	ALL
# of Listings	9	76	268	163	118	34	10	678
% of Listings	1%	11%	40%	24%	17%	5%	1%	100%
Average Price	\$366,944	\$828,436	\$1,570,356	\$2,553,341	\$3,988,079	\$6,958,747	\$12,188,000	\$2,555,139
Median Price	\$420,000	\$849,000	\$1,592,000	\$2,500,000	\$3,950,000	\$6,499,500	\$11,215,000	\$1,995,000
Average SF	1,139	1,752	2,767	3,494	4,012	7,456	12,034	3,436
Median SF	844	1,718	2,609	3,301	3,770	5,777	9,255	2,970
Average PPSF	\$322	\$473	\$568	\$731	\$994	\$933	\$1,013	\$744
Median PPSF	\$498	\$494	\$610	\$757	\$1,048	\$1,125	\$1,212	\$672

Brooklyn: Active 1-3 Family Homes

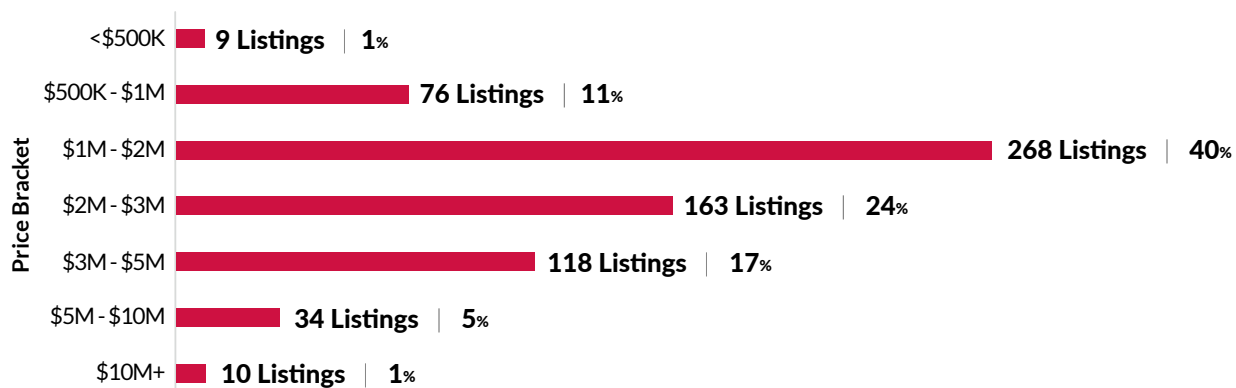
Brooklyn: Active 1-3 Family Homes

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

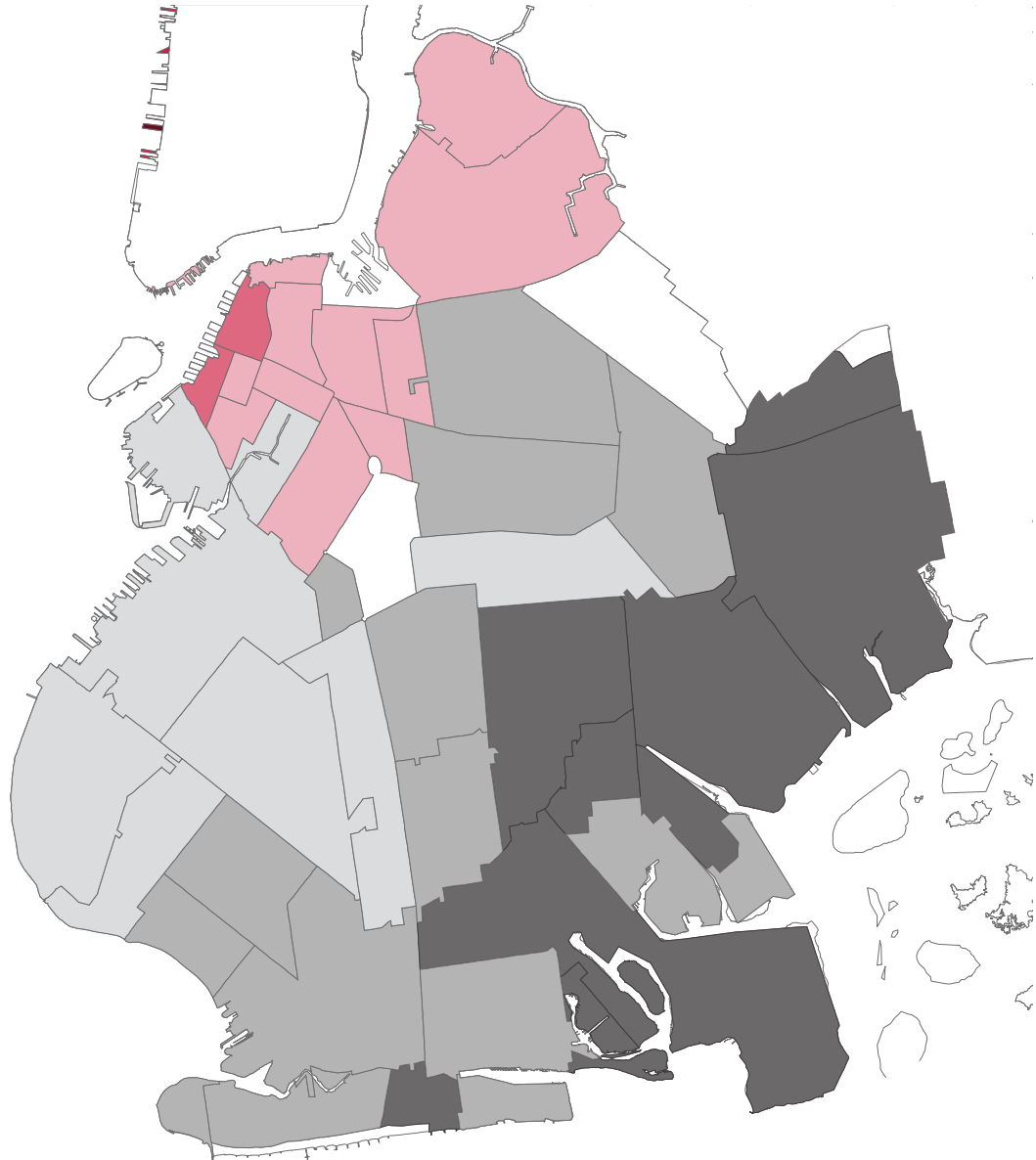
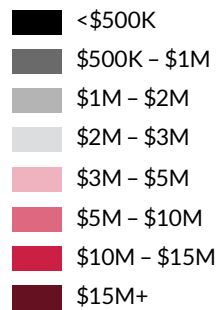
	Consideration	% of Consideration
<\$500K	\$3,302,500	< 1%
\$500K - \$1M	\$62,961,120	4%
\$1M - \$2M	\$420,855,280	24%
\$2M - \$3M	\$416,194,650	24%
\$3M - \$5M	\$470,593,300	27%
\$5M - \$10M	\$236,597,390	14%
\$10M+	\$121,880,000	7%
ALL	\$1,732,384,240	100%

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: 403 one-to-three family homes, a 100% increase from Q2 2020
- Total consideration: \$739.3 million, a 98% increase from Q2 2020
- Brooklyn one-to-three family home average asking price: \$1.8 million, which remained flat from Q2 2020
- Largest price bracket: \$1 million - \$2 million units at 47% of listings
- Largest price bracket by dollar volume: \$1 million - \$2 million units at 38% of listings
- Neighborhoods with largest amount of in-contract condo listings: Bedford Stuyvesant with 55 listings, 14% of the total listings
- Neighborhood with the highest condo average contract price: Brooklyn Heights at \$6.2 million
- Neighborhood with highest condo average contract PPSF: Boerum Hill at \$1,242

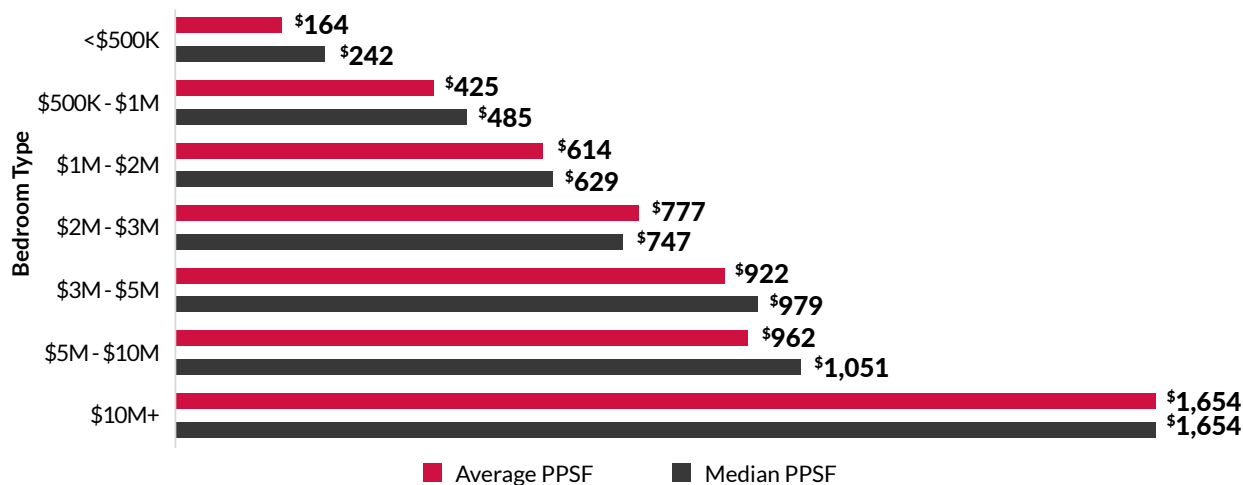
Brooklyn: In-Contract 1-3 Family Homes By Price Bracket

	<\$500K	\$500K - \$1M	\$1M - \$2M	\$2M - \$3M	\$3M - \$5M	\$5M - \$10M	\$10M+	ALL
# of Listings	4	95	188	69	40	6	1	403
% of Listings	0%	6%	13%	5%	3%	<1%	<1%	27%
Average Price	\$362,250	\$812,015	\$1,510,303	\$2,542,904	\$3,819,988	\$5,974,167	\$12,695,000	\$1,834,559
Median Price	\$400,000	\$815,000	\$1,499,000	\$2,499,000	\$3,750,000	\$6,097,500	\$12,695,000	\$1,550,000
Average SF	2,210	1,911	2,458	3,274	4,141	6,212	7,675	2,733
Median SF	1,654	1,680	2,385	3,344	3,830	5,800	7,675	2,500
Average PPSF	\$164	\$425	\$614	\$777	\$922	\$962	\$1,654	\$671
Median PPSF	\$242	\$485	\$629	\$747	\$979	\$1,051	\$1,654	\$620

Brooklyn: In-Contract 1-3 Family Homes

Brooklyn: In-Contract 1-3 Family Homes

Average/Median PPSF | Price Bracket



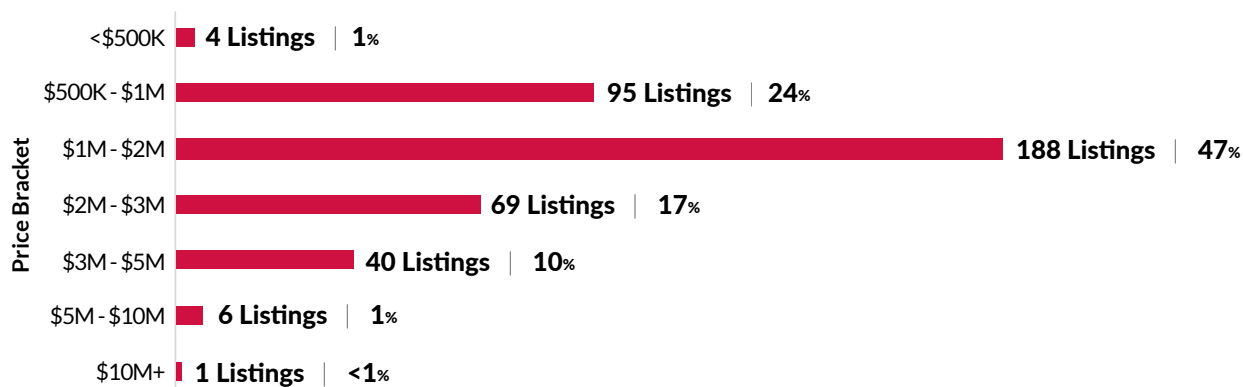
Brooklyn: In-Contract Family Homes

Total Consideration | Price Bracket

	Consideration	% of Consideration
<\$500K	\$1,448,999	< 1%
\$500K - \$1M	\$77,141,386	6%
\$1M - \$2M	\$283,936,999	22%
\$2M - \$3M	\$175,460,390	13%
\$3M - \$5M	\$152,799,500	12%
\$5M - \$10M	\$35,845,000	3%
\$10M+	\$12,695,000	1%
ALL	\$739,327,274	57%

Brooklyn: In-Contract Family Homes

of Listings | Price Bracket

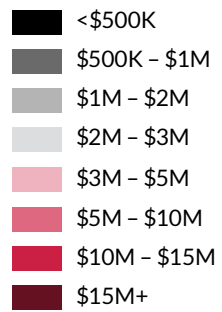


Brooklyn: In-Contract 1-3 Family Homes

LEGEND

Brooklyn: In-Contract 1-3 Family Homes

Average Price by Price Bracket



Brooklyn: 1-3 Family Home Closings

Key Takeaways

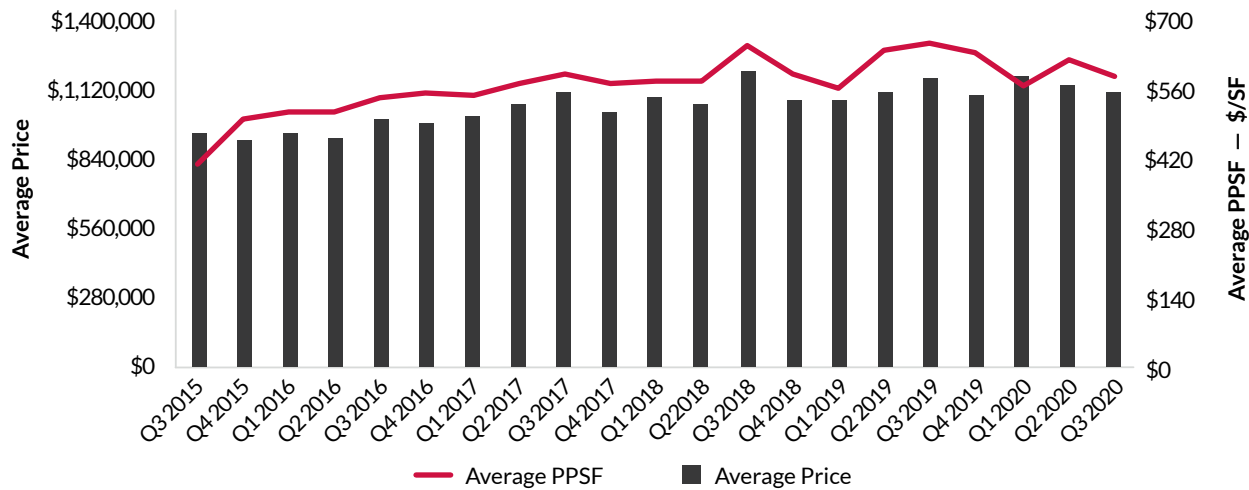
- Units sold in Brooklyn: 763 one-to-three family homes, a 51% decline year-over-year
- Total consideration: \$826.4 billion, a 53% decline year-over-year
- Brooklyn one-to-three family home average sales price: \$1.1 million, a 5% decline year-over-year
- Largest price bracket: \$500,000 - \$1 million units at 53% share of closings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 38% share of closings
- Neighborhood with notable change in one-to-three family home consideration: Bedford Stuyvesant from \$130.4 million to \$46.2 million, a 65% decline year-over-year
- Neighborhood with notable change in one-to-three family home transactions: East New York/Spring Creek from 143 to 56, a 61% decline year-over-year
- Neighborhood with notable change in one-to-three family home average sales price: Prospect Lefferts Gardens from \$1.2 million to \$871,648, a 27% decline year-over-year

Brooklyn: 1-3 Family Home Closings

	Q3 2020	Q2 2020	Q3 2019	%Δ Q2 2020	%Δ Q3 2019
Transactions	763	1,038	1,547	-26%	-51%
Consideration	\$826,448,459	\$1,153,768,164	\$1,756,450,919	-28%	-53%
Average Price	\$1,083,157	\$1,111,530	\$1,135,392	-3%	-5%
Median Price	\$880,000	\$922,500	\$885,000	-5%	-1%
Average SF	1,888	1,836	1,823	3%	4%
Median SF	1,760	1,710	1,680	3%	5%
Average PPSF	\$574	\$606	\$623	-5%	-8%
Median PPSF	\$500	\$539	\$527	-7%	-5%

Brooklyn: 1-3 Family Home Closings

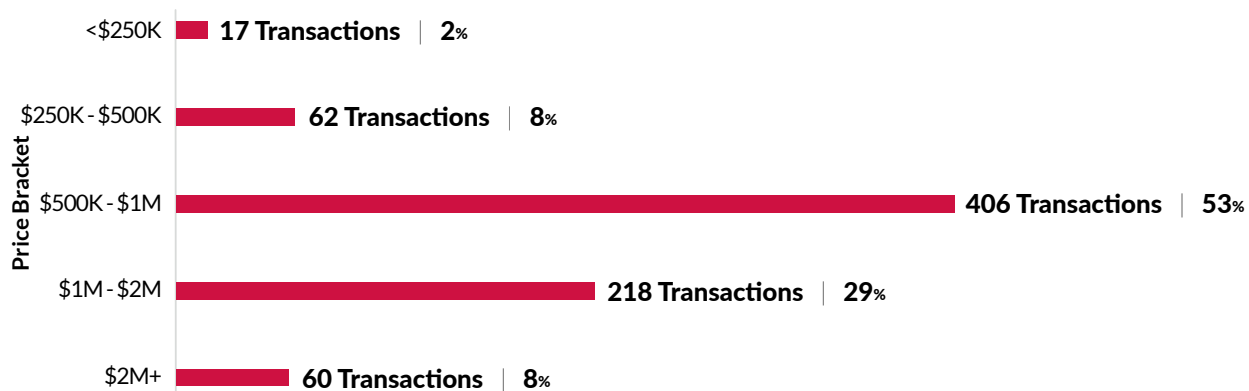
Brooklyn: 1-3 Family Home Closings
Historical Average Price/Average PPSF



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

	Consideration	% of Consideration
<\$250K	\$3,297,419	< 1%
\$250K-\$500K	\$24,469,474	3%
\$500K-\$1M	\$310,767,956	38%
\$1M-\$2M	\$306,937,079	37%
\$2M+	\$180,976,531	22%
ALL	\$826,448,459	100%

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

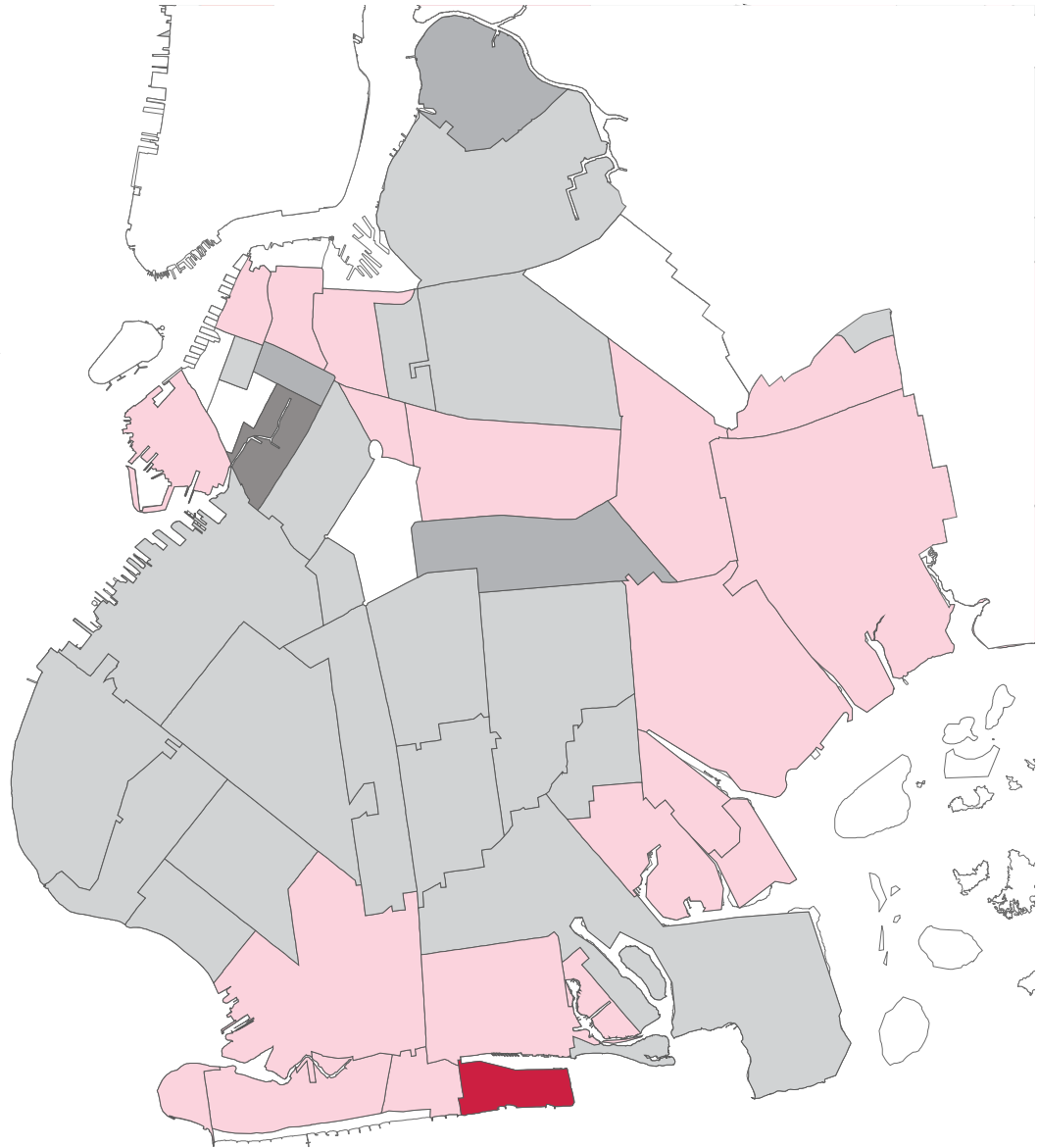
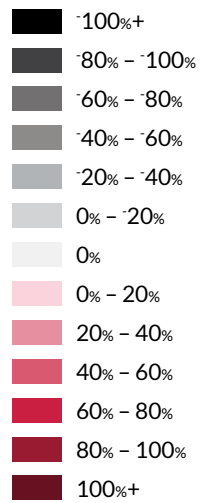


Brooklyn: 1-3 Family Home Closings

LEGEND

Brooklyn: 1-3 Family Home Closings

By Δ% in Average Price from Q1 2019



Bronx: Condo Closings

Key Takeaways

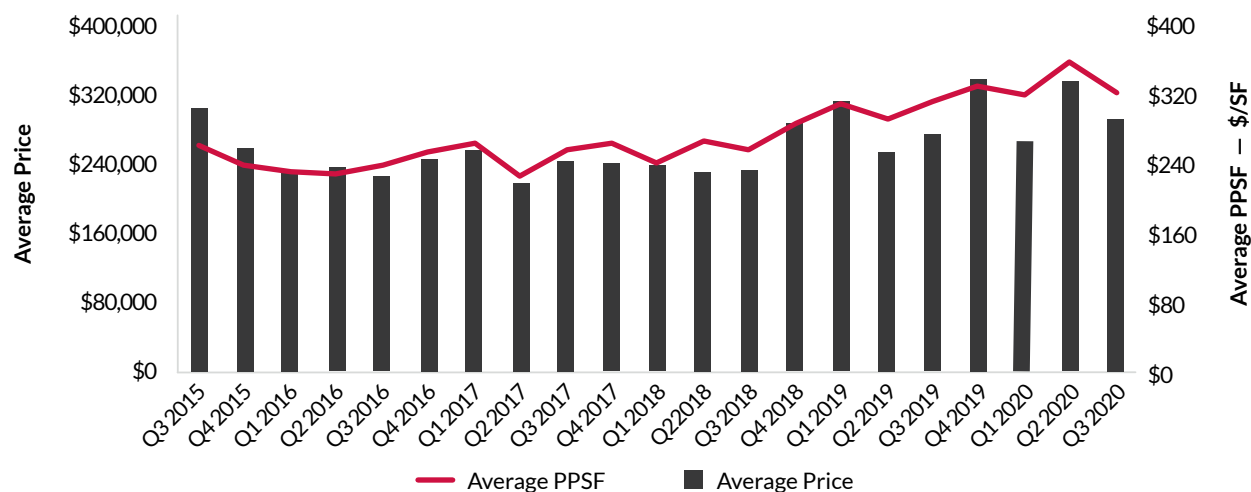
- Units sold in Bronx: 63 condos, a 50% decline year-over-year
- Total consideration: \$18.5 million, a 47% decline year-over-year
- Bronx condo average sales price: \$294,131 a 6% increase year-over-year
- Greatest share of closings: Two bedroom units at 41%
- Greatest share of closings by dollar volume: Two bedroom units at 41%
- Largest price bracket: \$500,000 and below units at 85% of closings
- Largest price bracket by dollar volume: \$500,000 and below units at 79% of closings
- Neighborhood with notable change in condo consideration: The Parkchester/Westchester Square/Castle Hill/Soundview area from \$18.9 million to \$9.5 million, a 50% decline year-over-year
- Neighborhood with notable change in condo transactions: The City Island/Pelham Bay/Pelham Strip/Country Club/Throgs Neck/Schuylerville area from 21 to 9, a 57% 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 \$401,123 to \$475,021, an 18% increase year-over-year

Bronx: Condo Closings

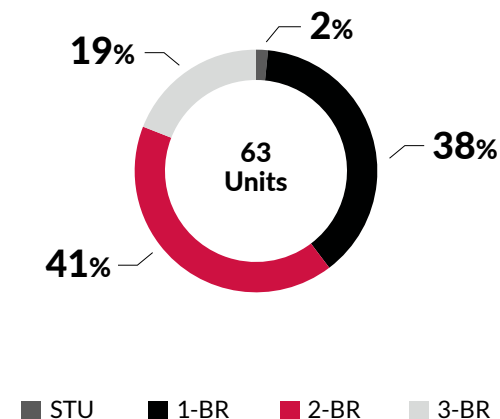
	Q3 2020	Q2 2020	Q3 2019	%Δ Q2 2020	%Δ Q3 2019
Transactions	63	47	127	34%	-50%
Consideration	\$18,530,280	\$15,873,216	\$35,155,002	17%	-47%
Average Price	\$294,131	\$337,728	\$276,811	-13%	6%
Median Price	\$264,000	\$255,000	\$245,000	4%	8%
Average SF	903	937	858	-4%	5%
Median SF	817	829	829	-1%	-1%
Average PPSF	\$326	\$360	\$323	-10%	1%
Median PPSF	\$323	\$308	\$296	5%	9%

Bronx: Condo Closings

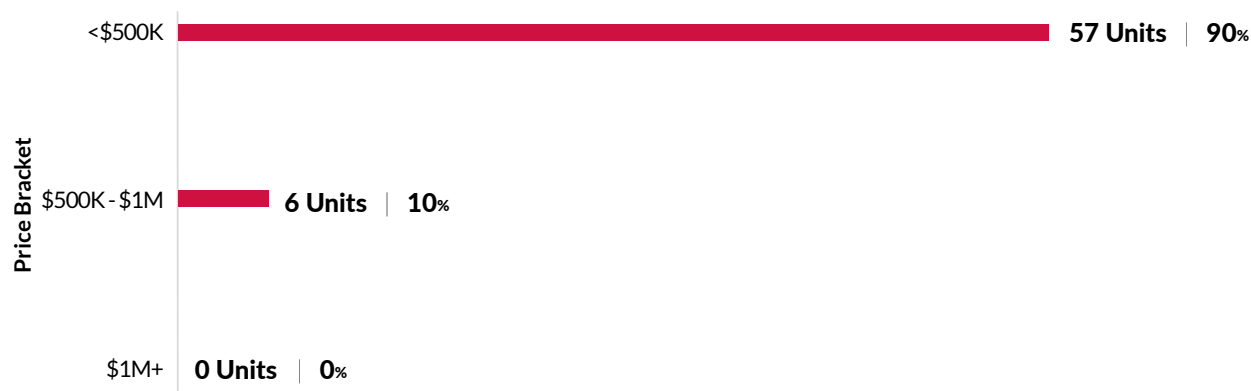
Bronx: Condo Closings
Historical Average Price/Average PPSF



Bronx: Condo Closings
% of Units | Bedroom Type



Bronx: Condo Closings
of Units | Price Bracket



Bronx: Condo Closings
Total Consideration | Bedroom Type

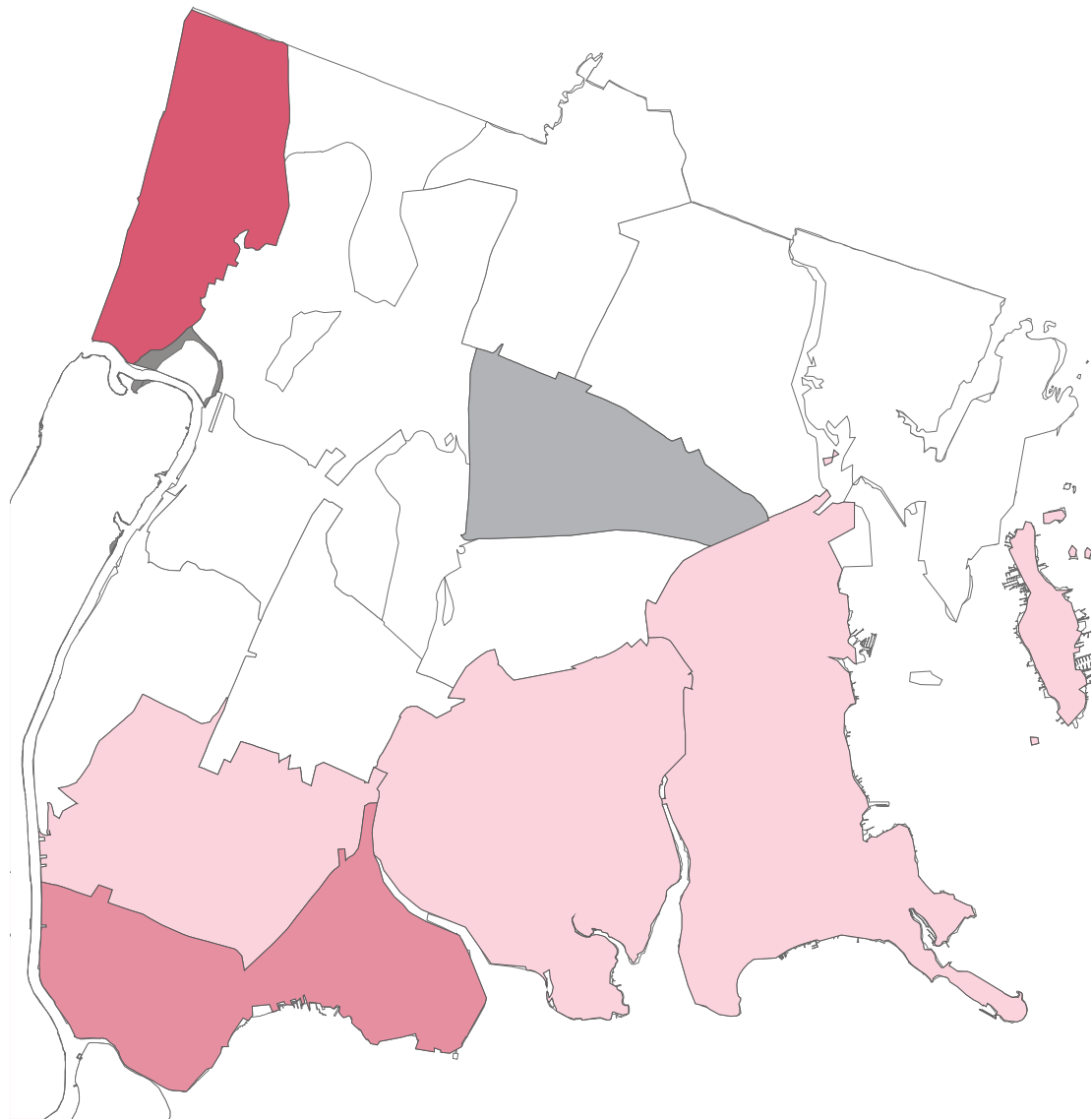
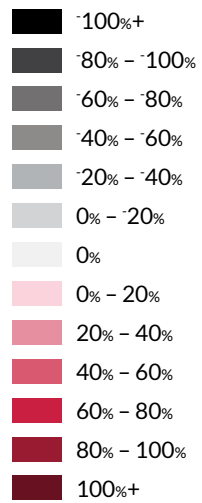
	Consideration	% of Consideration
STU	\$148,000	2%
1-BR	\$5,482,157	38%
2-BR	\$7,566,123	41%
3-BR	\$5,334,000	19%
4-BR+	\$0	0%
ALL	\$18,530,280	100%

Bronx: Condo Closings

LEGEND

Bronx: Condo Closings

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



Bronx: Co-op Closings

Key Takeaways

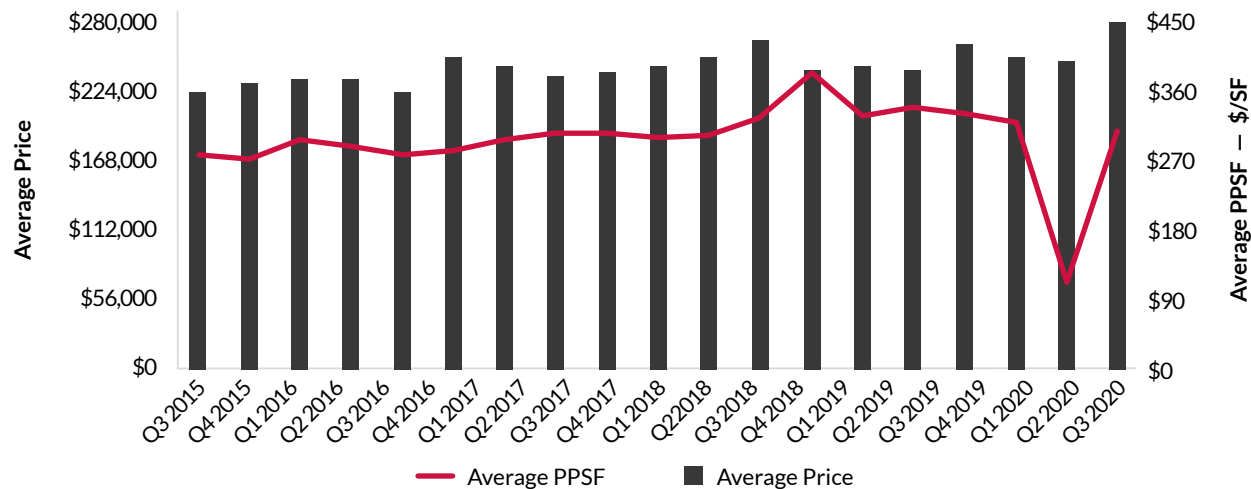
- Units sold in Bronx: 107 co-ops, a 47% decline year-over-year
- Total consideration: \$30.1 million, a 39% decline year-over-year
- Bronx co-op average sales price: \$286,408, a 16% increase year-over-year
- Greatest share of closings: One bedroom units at 50%
- Greatest share of closings by dollar volume: One bedroom units at 38%
- Largest price bracket: \$250,000 and below units at 52% share of closings
- Largest price bracket by dollar volume: \$250,000 - \$500,000 units at 41% share of closings
- Neighborhood with notable change in co-op consideration: The Kingsbridge/Jerome Park/Bedford Park/Norwood area from \$7.2 million to \$4.6 million, a 36% decline year-over-year
- Neighborhood with notable change in co-op transactions: Riverdale/Fieldston from 103 to 54, a 48% decline year-over-year
- Neighborhood with notable change in co-op average sales price: The Kingsbridge/Jerome Park/Bedford Park/Norwood area from \$210,846 to \$254,548, a 21% increase year-over-year

Bronx: Co-op Closings

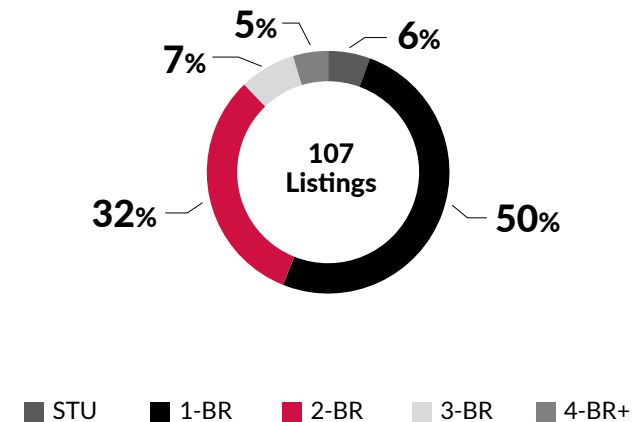
	Q3 2020	Q2 2020	Q3 2019	%Δ Q2 2020	%Δ Q3 2019
Transactions	107	78	202	37%	-47%
Consideration	\$30,645,666	\$19,826,774	\$49,871,863	55%	-39%
Average Price	\$286,408	\$254,189	\$246,890	13%	16%
Median Price	\$245,000	\$228,500	\$216,150	7%	13%
Average SF	908	2,221	779	-59%	17%
Median SF	809	800	737	1%	10%
Average PPSF	\$315	\$114	\$317	176%	-1%
Median PPSF	\$303	\$286	\$293	6%	3%

Bronx: Co-op Closings

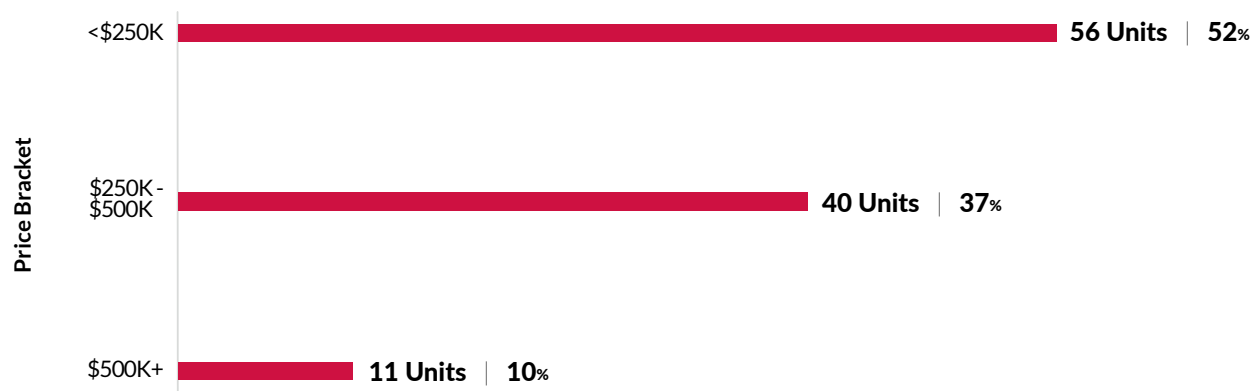
Bronx: Co-op Closings
Historical Average Price/Average PPSF



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



Bronx: Co-op Closings
of Units | Price Bracket



Bronx: Co-op Closings
Total Consideration | Bedroom Type

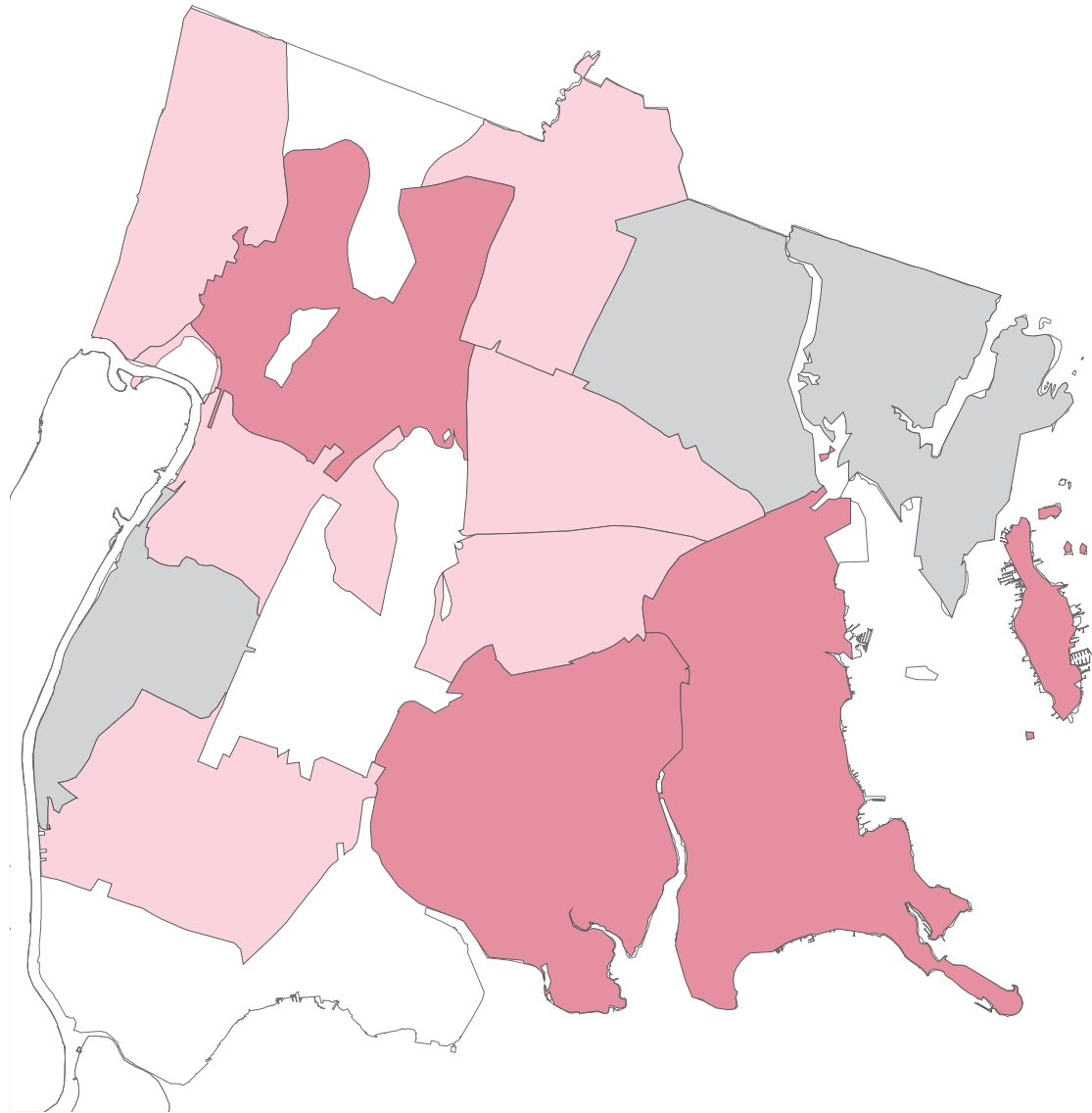
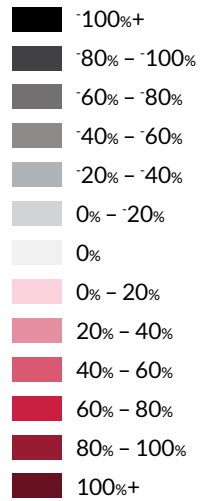
	Consideration	% of Consideration
STU	\$1,178,500	4%
1-BR	\$11,691,544	38%
2-BR	\$10,170,504	33%
3-BR	\$3,684,150	12%
4-BR+	\$3,920,969	13%
ALL	\$30,645,666	100%

Bronx: Co-op Closings

LEGEND

Bronx: Co-op Closings

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



Bronx: 1-3 Family Homes Closings

Key Takeaways

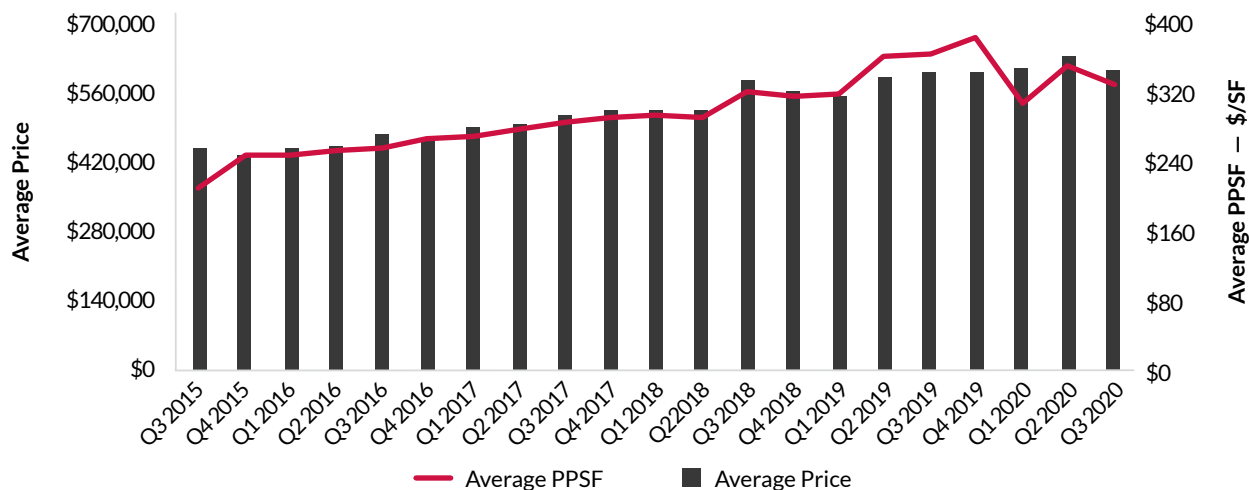
- Units sold in Bronx: 407 one-to-three family homes, a 40% decline year-over-year
- Total consideration: \$243.9 million, a 40% decline year-over-year
- Bronx one-to-three family home average sales price: \$599,247, a 2% increase year-over-year
- Largest price bracket: \$1 million and over units at 67% share of closings
- Largest price bracket by dollar volume: \$1 million and over units at 79% share of closings
- Neighborhood with notable change in one-to-three family home consideration: The City Island/Pelham Bay/ Pelham Strip/Country Club/ Throgs Neck/Schuylerville area from \$77.4 million to \$44.3 million, a 43% decline year-over-year
- Neighborhood with notable change in one-to-three family home transactions: The Parkchester/Westchester Square/Castle Hill/Soundview area from 97 to 47, a 52% decline year-over-year
- Neighborhood with notable change in one-to-three family home average sales price: Riverdale/Fieldston from \$1.2 million to \$834,000, a 33% decline year-over-year

Bronx: 1-3 Family Home Closings

	Q3 2020	Q2 2020	Q3 2019	%Δ Q2 2020	%Δ Q3 2019
Transactions	407	474	684	-14%	-40%
Consideration	\$243,893,729	\$297,046,613	\$403,800,904	-18%	-40%
Average Price	\$599,247	\$626,681	\$590,352	-4%	2%
Median Price	\$600,000	\$600,000	\$560,000	0%	7%
Average SF	1,838	1,813	1,807	1%	2%
Median SF	1,720	1,731	1,656	-1%	4%
Average PPSF	\$326	\$346	\$327	-6%	0%
Median PPSF	\$349	\$347	\$338	1%	3%

Bronx: 1-3 Family Home Closings

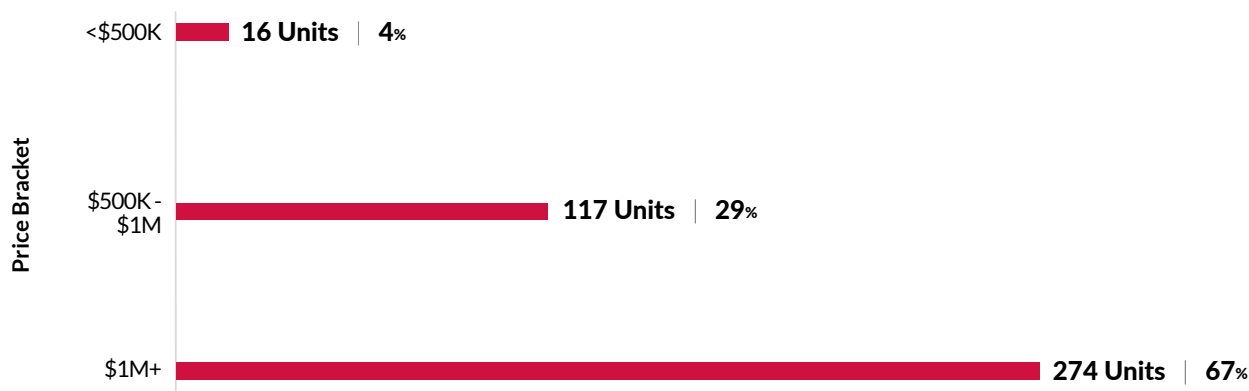
Bronx: 1-3 Family Home Closings
Historical Average Price/Average PPSF



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

	Consideration	% of Consideration
<\$250K	\$3,243,777	1%
\$250K-\$500K	\$47,281,861	19%
\$500K-\$1M	\$193,368,092	79%
ALL	\$243,893,729	100%

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

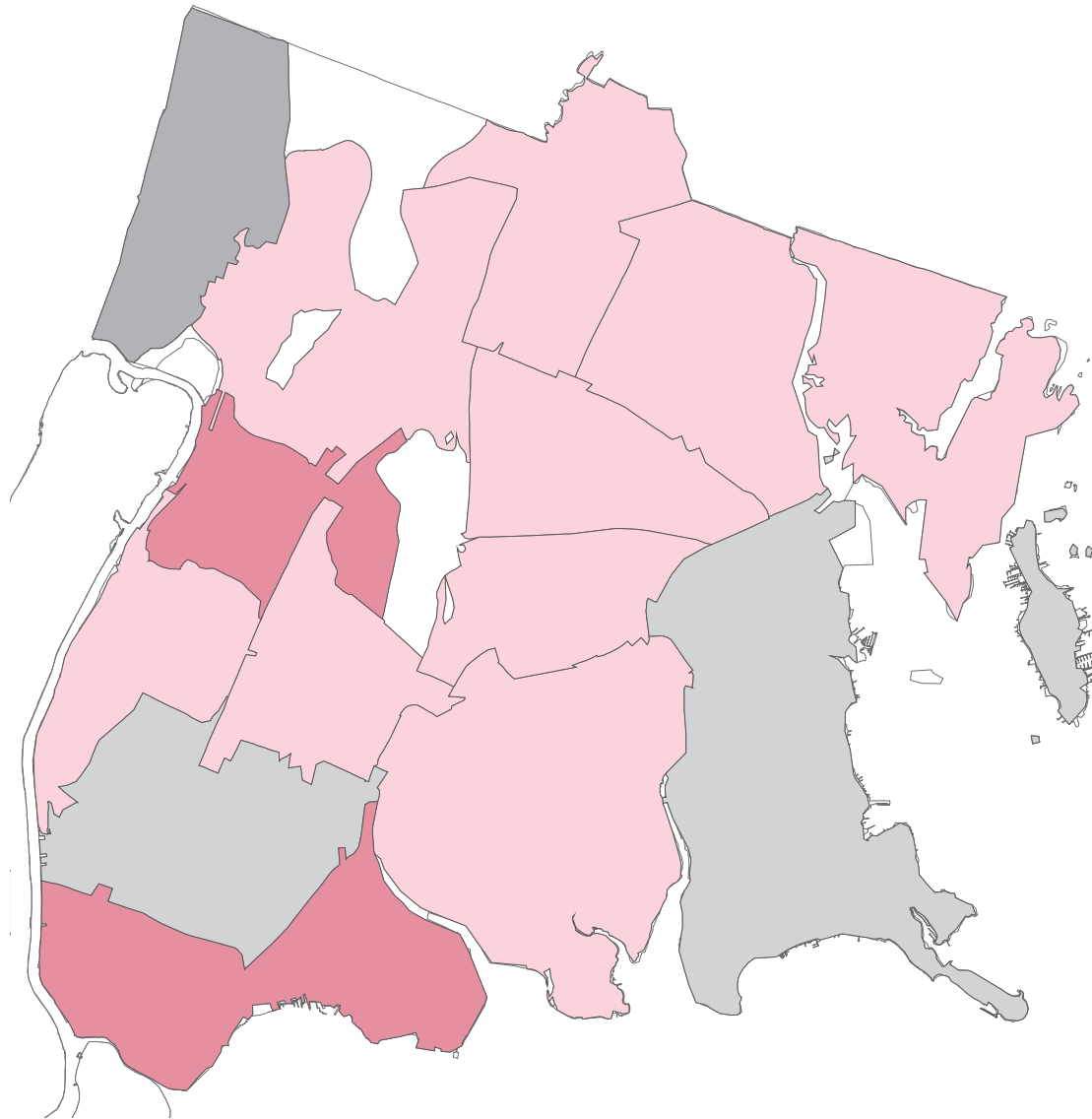
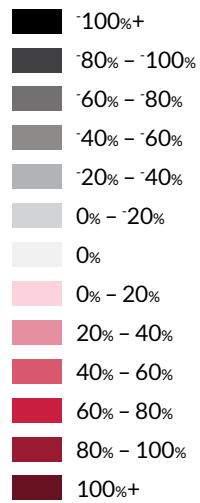


Bronx: 1-3 Family Home Closings

LEGEND

Bronx: 1-3 Family Home Closings

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



Queens: Condo Closings

Key Takeaways

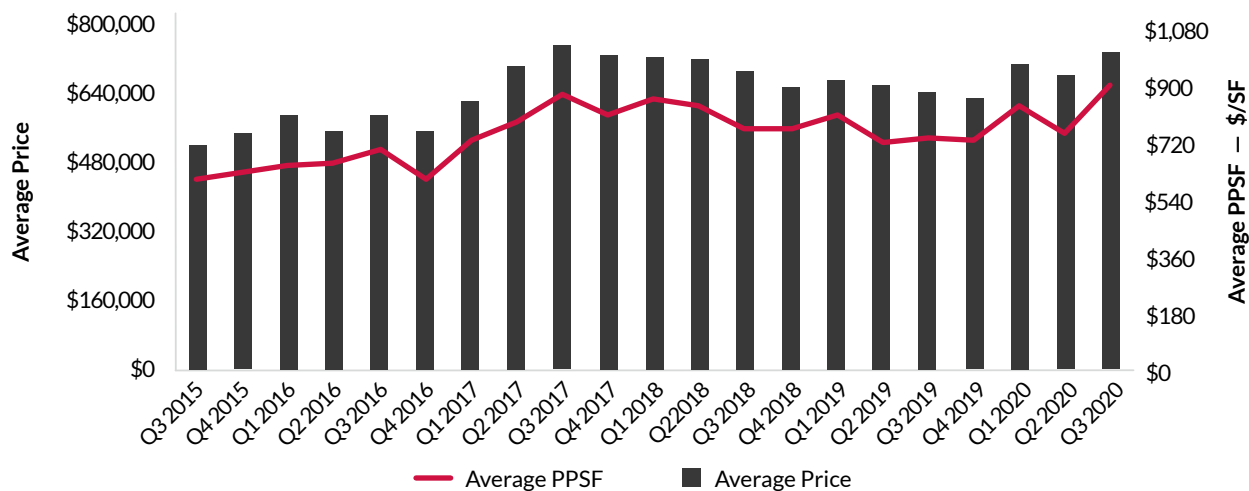
- Units sold in Queens: 232 condos, a 27% decline year-over-year
- Total consideration: \$164.5 million, a 16% decline year-over-year
- Queens average unit sales price: \$708,909, a 14% increase year-over-year
- Greatest share of closings: One bedroom units at 42%
- Greatest share of closings by dollar volume: One bedroom units at 42%
- Largest price bracket: \$500,000 - \$1 million units at 56% of closings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 55% share of closings
- Neighborhood with notable change in condo consideration: Long Island City from \$26.4 million to \$68.7 million, a 161% increase year-over-year
- Neighborhood with notable change in condo transactions: The Rego Park/ Forest Hills/ Kew Gardens area from 40 to 9, a 78% decline year-over-year
- Neighborhood with notable change in condo average sales price: Long Island City from \$1.2 million to \$1 million, a 14% decline year-over-year

Queens: Condo Closings

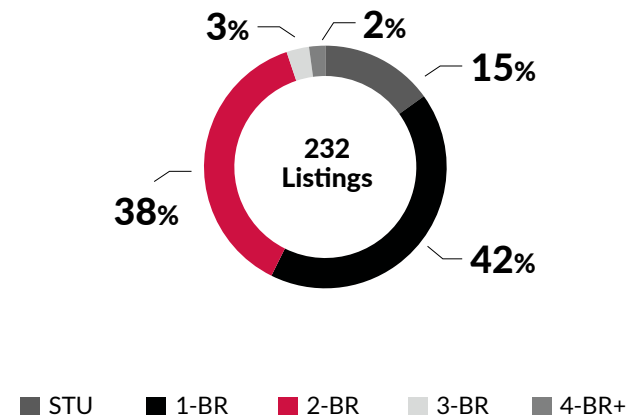
	Q3 2020	Q2 2020	Q3 2019	%Δ Q2 2020	%Δ Q3 2019
Transactions	232	166	316	40%	-27%
Consideration	\$164,466,982	\$108,715,874	\$196,164,800	51%	-16%
Average Price	\$708,909	\$654,915	\$620,775	8%	14%
Median Price	\$632,500	\$597,944	\$566,500	6%	12%
Average SF	826	922	917	-10%	-10%
Median SF	743	817	856	-9%	-13%
Average PPSF	\$858	\$710	\$677	21%	27%
Median PPSF	\$851	\$732	\$662	16%	29%

Queens: Condo Closings

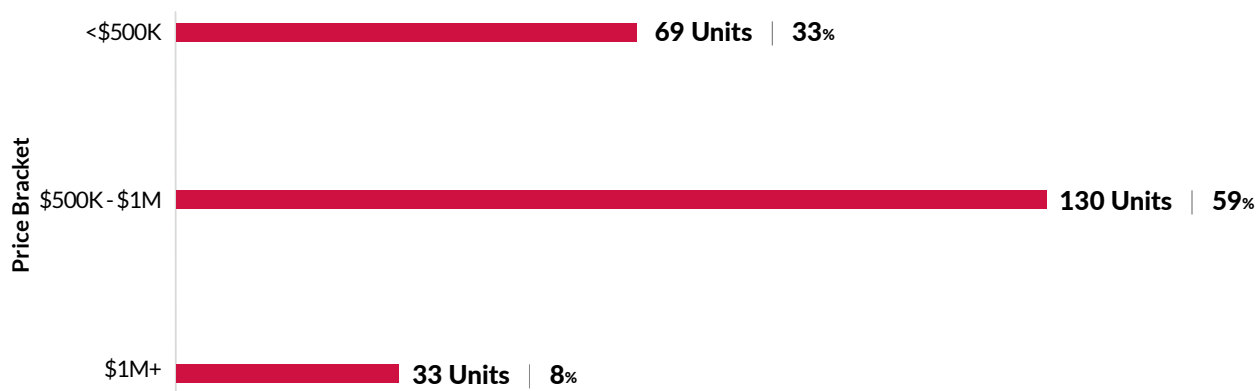
Queens: Condo Closings
Historical Average Price/Average PPSF



Queens: Condo Closings
% of Units | Bedroom Type



Queens: Condo Closings
of Units | Price Bracket



Queens: Condo Closings
Total Consideration | Bedroom Type

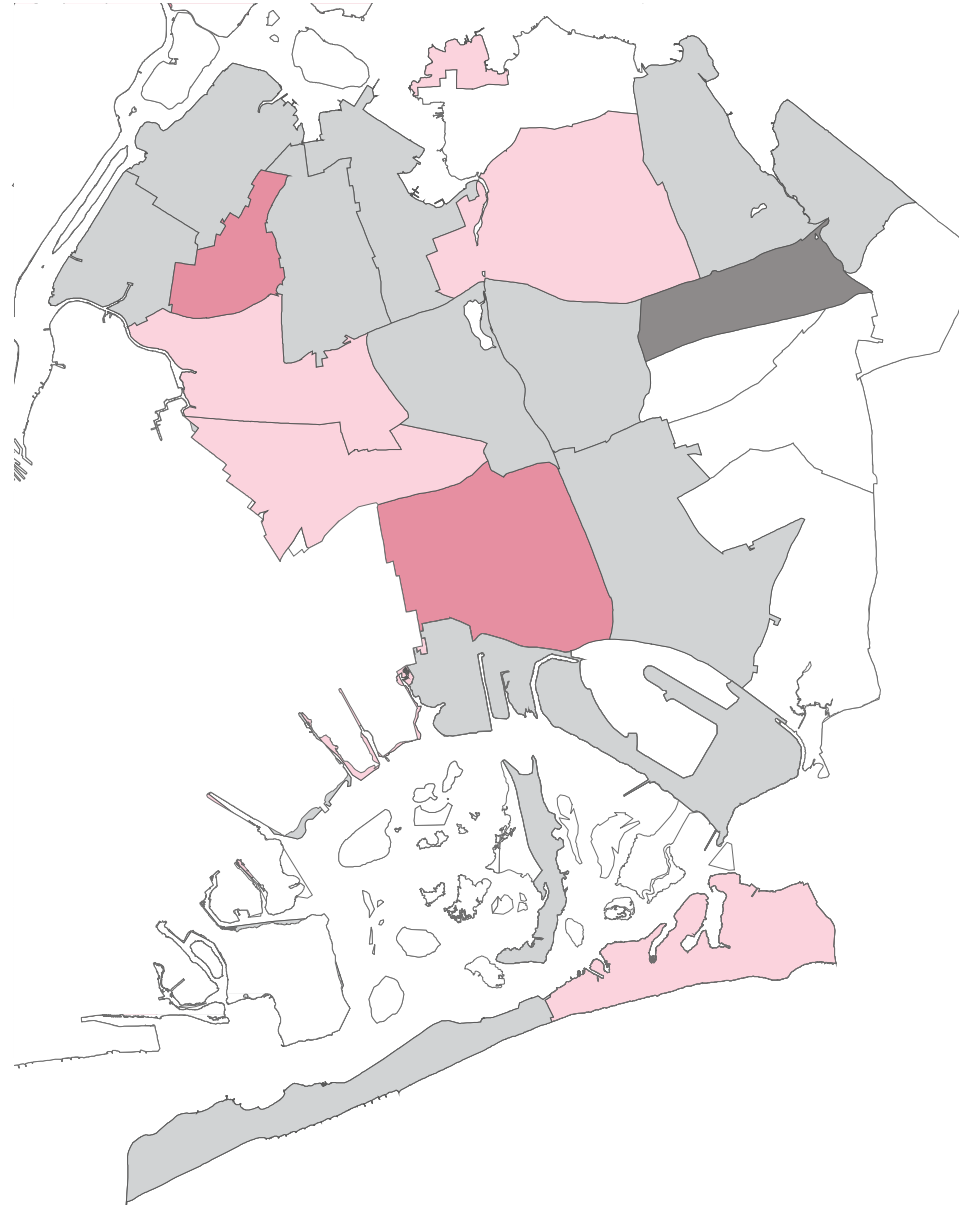
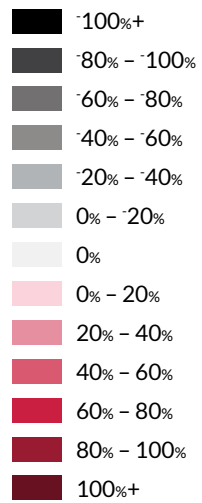
	Consideration	% of Consideration
STU	\$19,663,500	15%
1-BR	\$68,446,976	42%
2-BR	\$64,218,602	38%
3-BR	\$9,122,004	3%
4-BR+	\$3,015,900	2%
ALL	\$164,466,982	100%

Queens: Condo Closings

LEGEND

Queens: Condo Closings

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



Queens: Co-op Closings

Key Takeaways

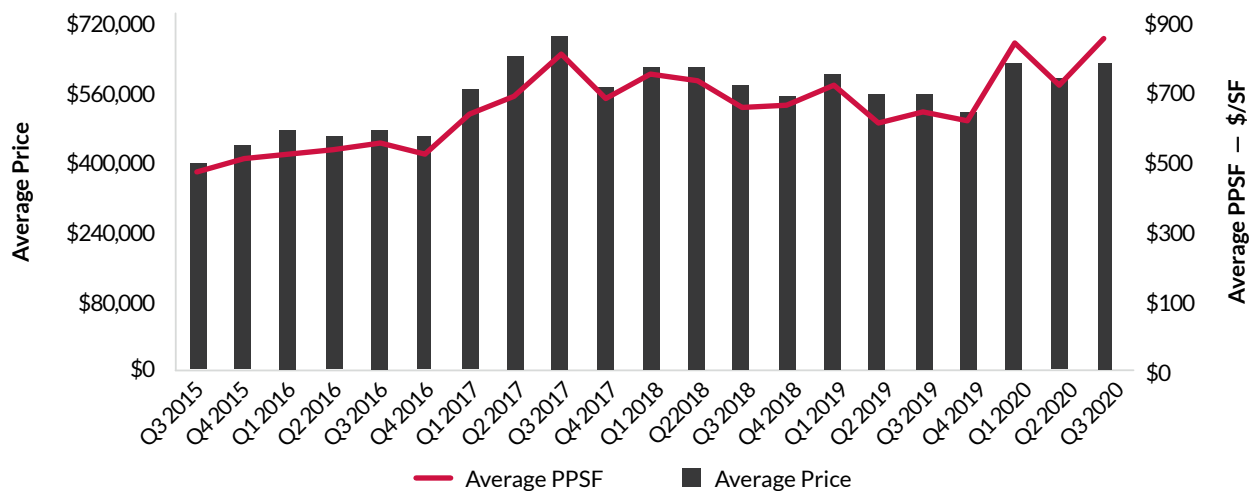
- Units sold in Queens: 484 co-ops, a 38% decline year-over-year
- Total consideration: \$158 million, a 41% decline year-over-year
- Queens co-op average sales price: \$326,541, a 4% decline year-over-year
- Greatest share of closings: One bedroom units at 32%
- Greatest share of closings by dollar volume: Two bedroom units at 37%
- Largest price bracket: \$250,000 - \$500,000 units at 65% share of listings
- Largest price bracket by dollar volume: \$250,000 - \$500,000 units at 69% share of listings
- Neighborhood with notable change in co-op consideration: Jackson Heights/Elmhurst from \$46.6 million to \$19 million, a 59% decline year-over-year
- Neighborhood with notable change in co-op transactions: The Rego Park/Forest Hills/Kew Gardens area from 220 to 140, a 36% decline year-over-year
- Neighborhood with notable change in co-op average sales price: The Floral Park/Bellerose/Glen Oaks area from \$447,210 to \$348,607, a 22% decline year-over-year

Queens: Co-op Closings

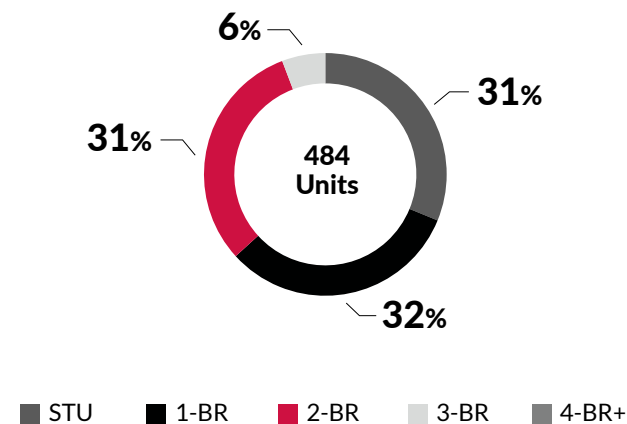
	Q3 2020	Q2 2020	Q3 2019	%Δ Q2 2020	%Δ Q3 2019
Transactions	484	333	786	45%	-38%
Consideration	\$158,045,843	\$118,088,775	\$267,613,367	34%	-41%
Average Price	\$326,541	\$354,621	\$340,475	-8%	-4%
Median Price	\$310,000	\$325,000	\$310,500	-5%	0%
Average SF	779	802	768	-3%	1%
Median SF	763	787	750	-3%	2%
Average PPSF	\$419	\$442	\$443	-5%	-5%
Median PPSF	\$407	\$413	\$414	-2%	-2%

Queens: Co-op Closings

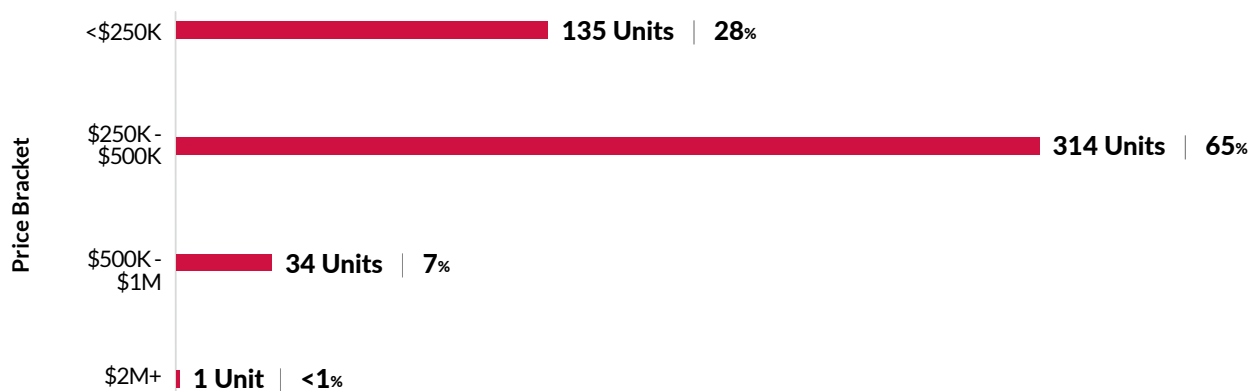
Queens: Co-op Closings
Historical Average Price/Average PPSF



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



Queens: Co-op Closings
of Units | Price Bracket



Queens: Co-op Closings
Total Consideration | Bedroom Type

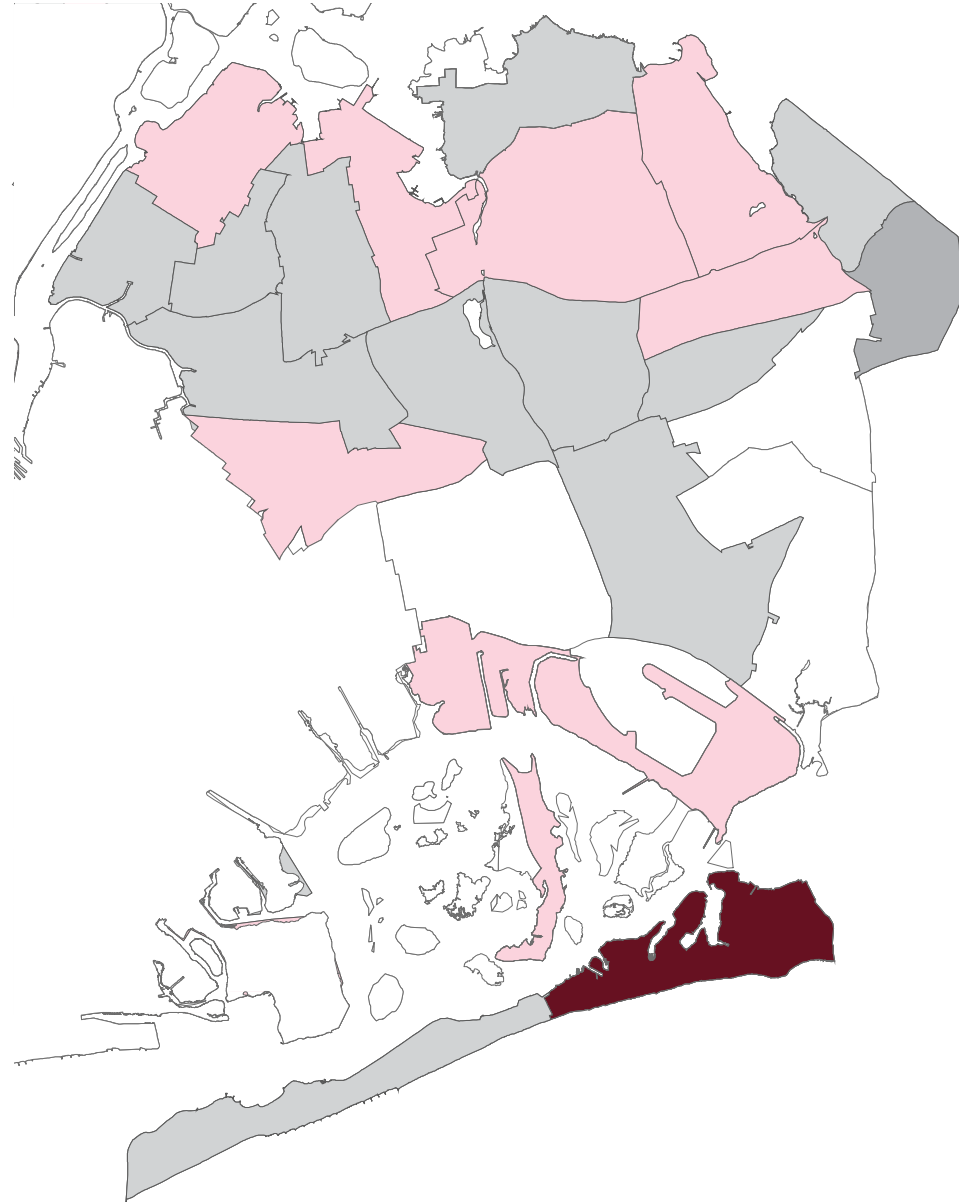
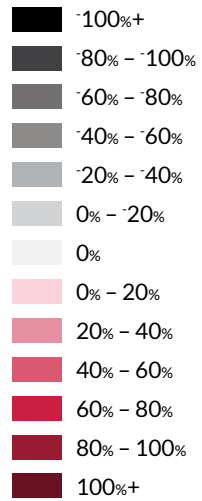
	Consideration	% of Consideration
STU	\$39,051,118	25%
1-BR	\$47,368,910	30%
2-BR	\$58,671,153	37%
3-BR	\$12,954,662	8%
4-BR+	\$0	0%
ALL	\$158,045,843	100%

Queens: Co-op Closings

LEGEND

Queens: Co-op Closings

By Δ% in Average Price from Q1 2019



Queens: 1-3 Family Home Closings

Key Takeaways

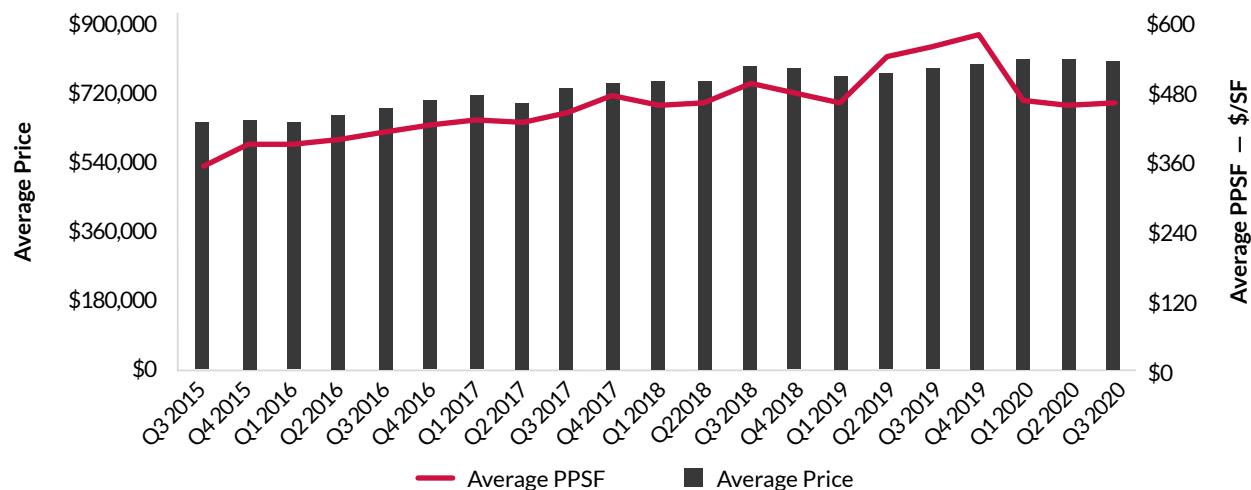
- Units sold in Queens: 1,249 one-to-three family homes, a 49% decline year-over-year
- Total consideration: \$953.9 million, a 47% decline year-over-year
- Queens one-to-three family home average sales price: \$763,729, a 2% increase year-over-year
- Largest price bracket: \$500,000 - \$1 million units at 62% of closings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 61% of closings
- Neighborhood with notable change in one-to-three family home consideration: Jackson Heights/Elmhurst from \$92.5 million to \$35.3 million, a 62% decline year-over-year
- Neighborhood with notable change in one-to-three family home transactions: Queens Village/Hollis from 186 to 67, a 64% decline year-over-year
- Neighborhood with notable change in one-to-three family home average sales price: The Rego Park/Forest Hills/Kew Gardens area from \$1.3 million to \$1.1 million, a 16% decline year-over-year

Queens: 1-3 Family Home Closings

	Q3 2020	Q2 2020	Q3 2019	%Δ Q2 2020	%Δ Q3 2019
Transactions	1,249	1,443	2,428	-13%	-49%
Consideration	\$953,897,462	\$1,106,932,475	\$1,810,500,366	-14%	-47%
Average Price	\$763,729	\$767,105	\$745,676	0%	2%
Median Price	\$700,000	\$709,500	\$700,000	-1%	0%
Average SF	1,735	1,768	1,484	-2%	17%
Median SF	1,650	1,680	1,260	-2%	31%
Average PPSF	\$440	\$434	\$503	1%	-12%
Median PPSF	\$424	\$422	\$556	0%	-24%

Queens: 1-3 Family Home Closings

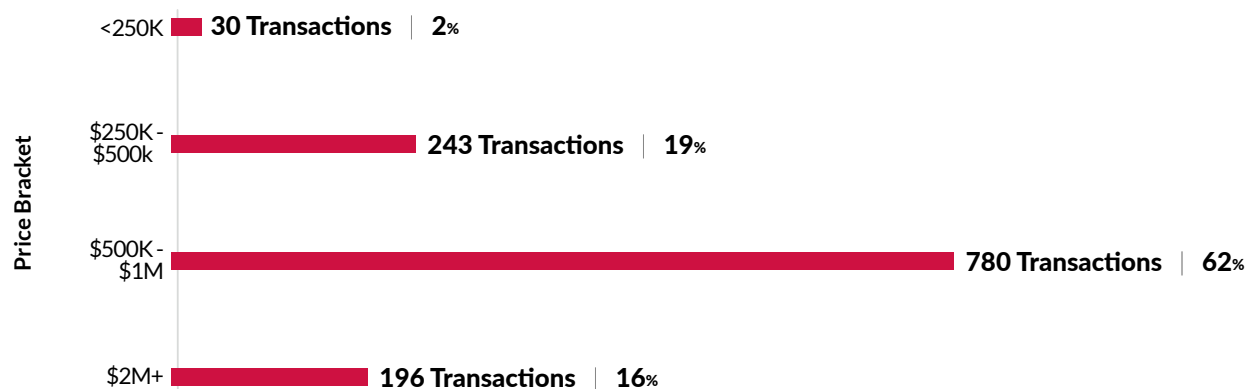
Queens: 1-3 Family Home Closings
Historical Average Price/Average PPSF



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

	Consideration	% of Consideration
<\$250K	\$6,027,100	1%
\$250K-\$500K	\$98,184,678	10%
\$500K-\$1M	\$577,581,043	61%
\$2M+	\$272,104,641	29%
ALL	\$953,897,462	100%

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

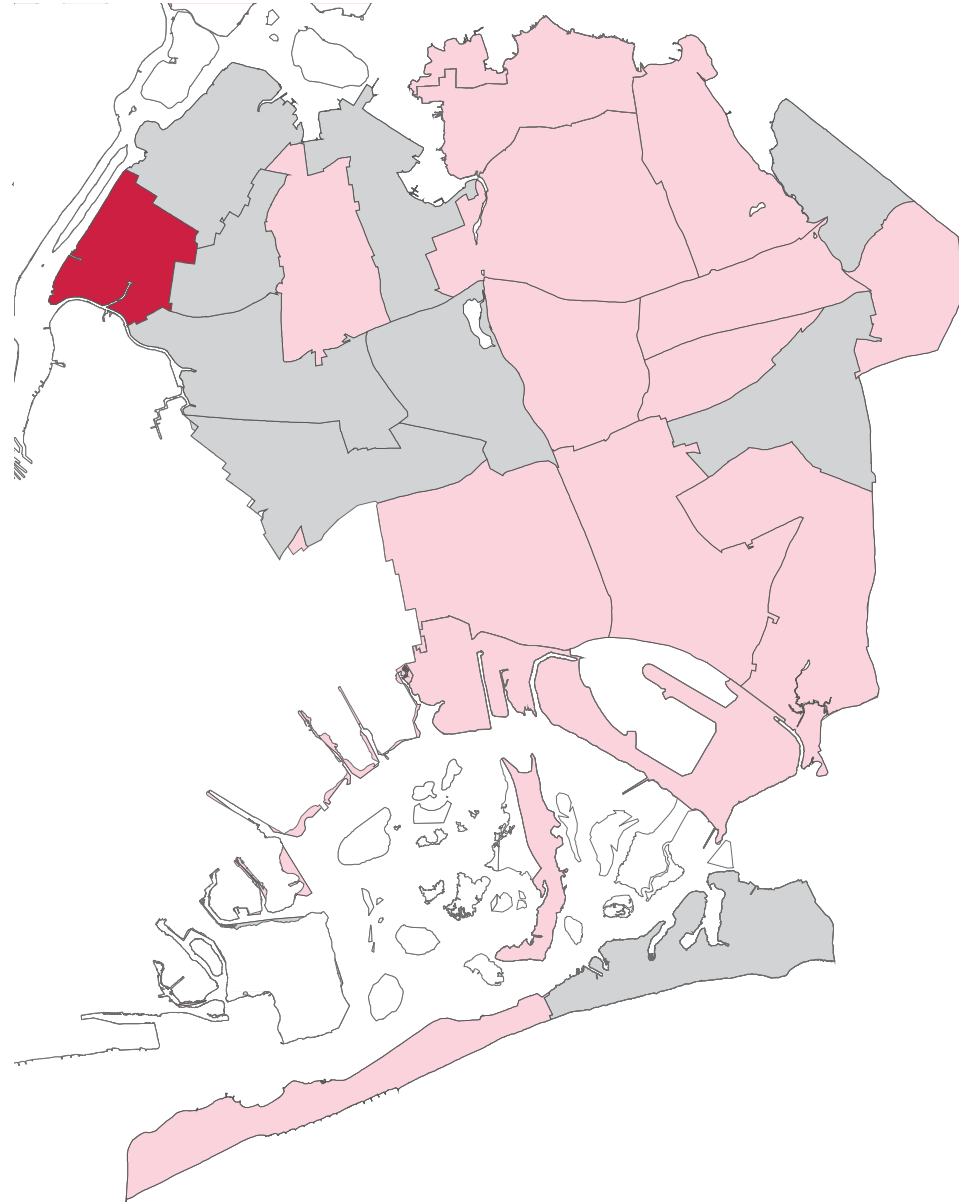
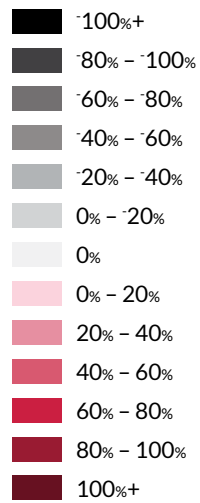


Queens: 1-3 Family Home Closings

LEGEND

Queens: 1-3 Family Home Closings

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



Staten Island: 1-3 Family Home Closings

Key Takeaways

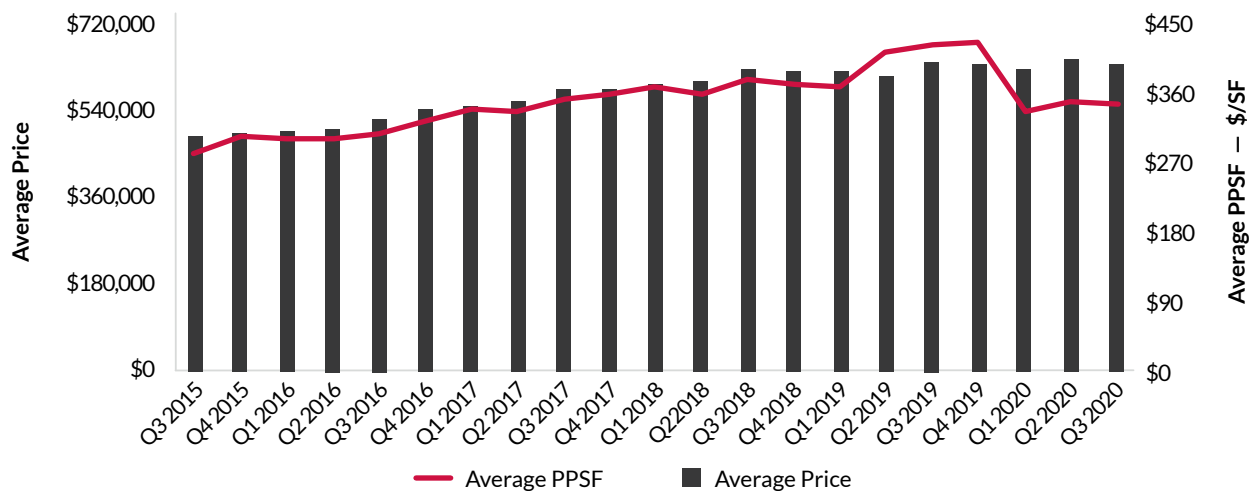
- Units sold citywide: 782 one-to-three family homes, a 32% decline year-over-year
- Total consideration: \$468.6 million, a 32% decline year-over-year
- Staten Island one-to-three family homes average sales price: \$599,187, which remained flat year-over-year
- Largest price bracket: \$500,000 - \$1 million units at 60% share of closings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 68% share of closings
- Neighborhood with notable change in one-to-three family home consideration: Woodrow from \$29.7 million to \$12.2 million, a 59% decline year-over-year
- Neighborhood with notable change in one-to-three family home transactions: Great Kills from 119 to 84, a 29% decline year-over-year
- Neighborhood with notable change in one-to-three family home average sales price: Todt Hill from \$1.3 million to \$1.8 million, a 39% increase year-over-year

Staten Island: 1-3 Family Home Closings

	Q3 2020	Q2 2020	Q3 2019	%Δ Q2 2020	%Δ Q3 2019
Transactions	782	973	1,143	-20%	-32%
Consideration	\$468,564,415	\$590,803,777	\$688,044,883	-21%	-32%
Average Price	\$599,187	\$607,198	\$601,964	-1%	0%
Median Price	\$567,250	\$568,000	\$565,000	0%	0%
Average SF	1,834	1,846	1,668	-1%	10%
Median SF	1,600	1,600	1,440	0%	11%
Average PPSF	\$327	\$329	\$361	-1%	-9%
Median PPSF	\$355	\$355	\$392	0%	-10%

Staten Island: 1-3 Family Home Closings

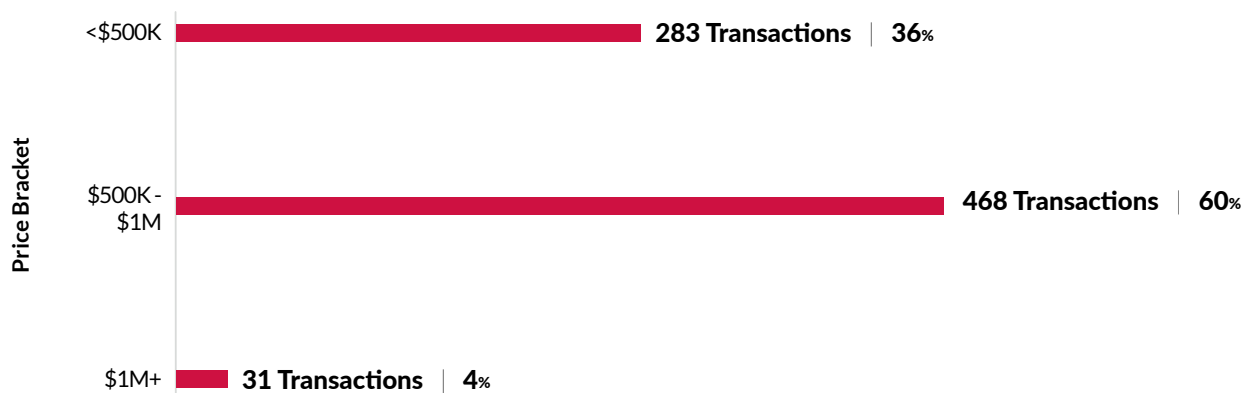
Staten Island: 1-3 Family Home Closings
Historical Average Price/Average PPSF



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

	Consideration	% of Consideration
<\$500K	\$108,061,169	23%
\$500K-\$1M	\$319,304,640	68%
\$1M+	\$41,198,606	9%
ALL	\$468,564,415	100%

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

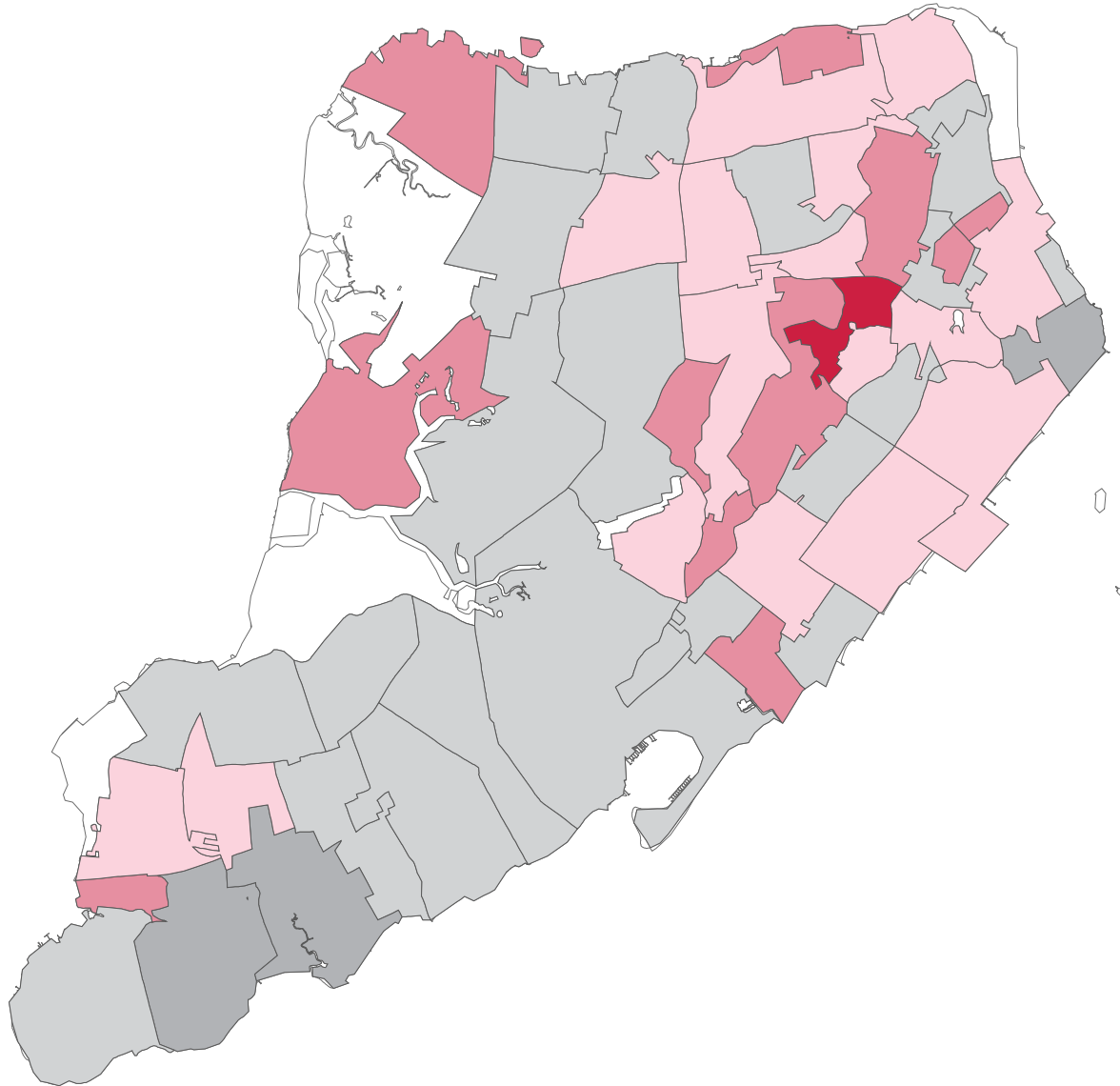
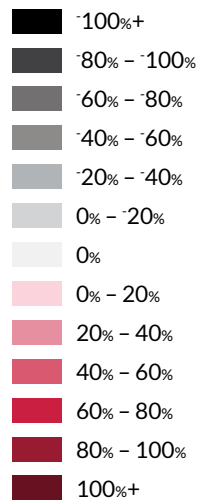


Staten Island: 1-3 Family Home Closings

LEGEND

Staten Island: 1-3 Family Home Closings

By Δ% 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.

Average Price and Average Price Per Square Foot (PPSF)

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.

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/Q32020AppendixData.

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