



REBNY Research

Residential Sales Report

Q4 2020

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Executive Summary

In the fourth quarter of 2020, the New York City average residential sales price, which covers condominiums, cooperatives, and one-to-three family homes, was \$953,733 - a 3% decline year-over-year and 7% decline from the previous quarter. Broken out, the citywide averages were:

- Condominiums: \$1.4 million
- Cooperatives: \$643,208
- One-to-three family homes: \$885,828

Total residential sales volume, or consideration, decreased from \$9.9 billion to \$9 billion year-over-year, representing a 10% drop. However, after three consecutive quarters of declining consideration, Q4 2020 represented a 39% increase from the previous quarter.

Borough Year-Over-Year Change in Total Consideration:

- Manhattan: -30%
- The Bronx: -10%
- Brooklyn: +11%
- Queens: -2%
- Staten Island: +28%

The Citywide residential transaction volume also decreased year-over-year, declining from 10,057 to 9,397 sales, representing a 7% drop. Three of the five boroughs experienced a decrease in the number of transactions year-over-year. After three consecutive quarters of declining transactions, Q4 2020 represented a 49% increase from the previous quarter.

Borough Year-Over-Year Change in Number of Transactions

- Manhattan: -26%
- The Bronx: -17%
- Brooklyn: +3%
- Queens: -7%
- Staten Island: +25%

Manhattan & Brooklyn Active Listings:

- 4,941 condos with an average asking price of \$3.3 million
- 4,149 co-ops with an average asking price of \$1.7 million
- 971 one-to-three family homes with an average asking price of \$5.5 million

Manhattan & Brooklyn In-Contract Listings:

- 2,862 condos with an average asking price of \$2 million
- 2,299 co-ops with an average asking price of \$1.2 million
- 486 one-to-three family homes with an average asking price of \$2.3 million

Citywide: Condo Closings

Key Takeaways

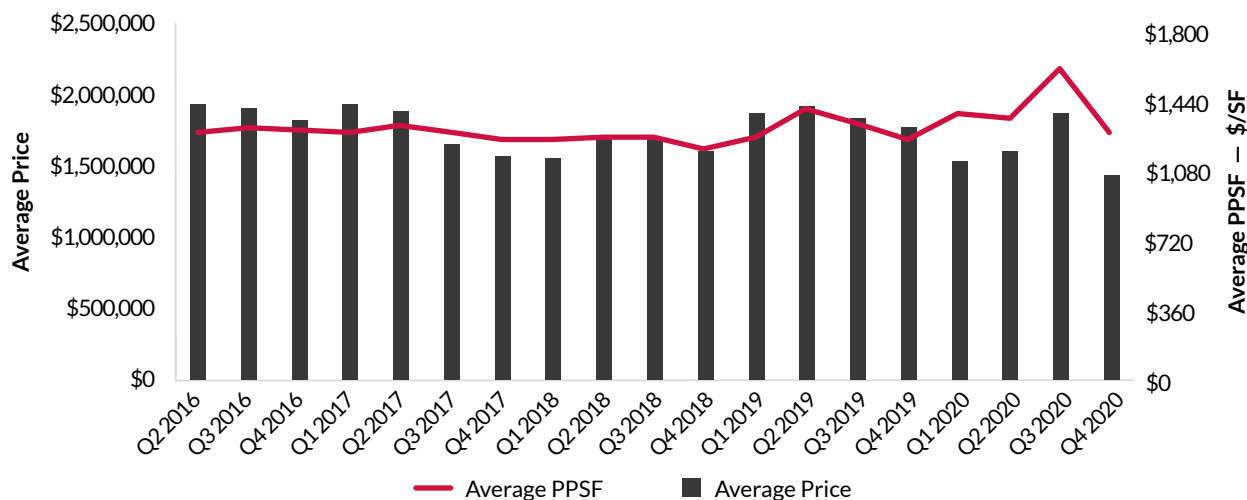
- Units sold citywide: 2,040 condos, a 2% increase year-over-year
- Total consideration: \$2.9 billion, an 18% decline year-over-year
- Citywide average condo sales price: \$1.4 million, a 19% decline year-over-year
- Greatest share of closings: Two bedroom units at 39%
- Greatest share of closings by dollar volume: Two bedroom units at 35%
- Largest price bracket: \$500,000 - \$1 million units at 39% share of closings
- Largest price bracket by dollar volume: \$1 million - \$2 million units at 25% share of closings
- Borough with largest number of closings citywide: Manhattan with 43% of transactions
- Borough with largest consideration of closings citywide: Manhattan with 69% of total consideration

Citywide: Condo Closings

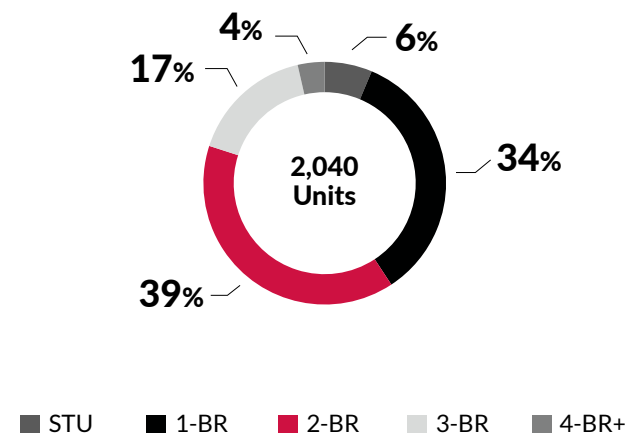
	Q4 2020	Q3 2020	Q4 2019	%Δ Q3 2020	%Δ Q4 2019
Transactions	2,040	1,381	2,009	48%	2%
Consideration	\$2,932,506,880	\$2,589,844,589	\$3,580,617,506	13%	-18%
Average Price	\$1,437,503	\$1,875,340	\$1,782,288	-23%	-19%
Median Price	\$870,000	\$850,239	\$900,000	2%	-3%
Average SF	1,142	1,182	1,149	-3%	-1%
Median SF	980	995	970	-2%	1%
Average PPSF	\$1,259	\$1,586	\$1,551	-21%	-19%
Median PPSF	\$888	\$855	\$928	4%	-4%

Citywide: Condo Closings

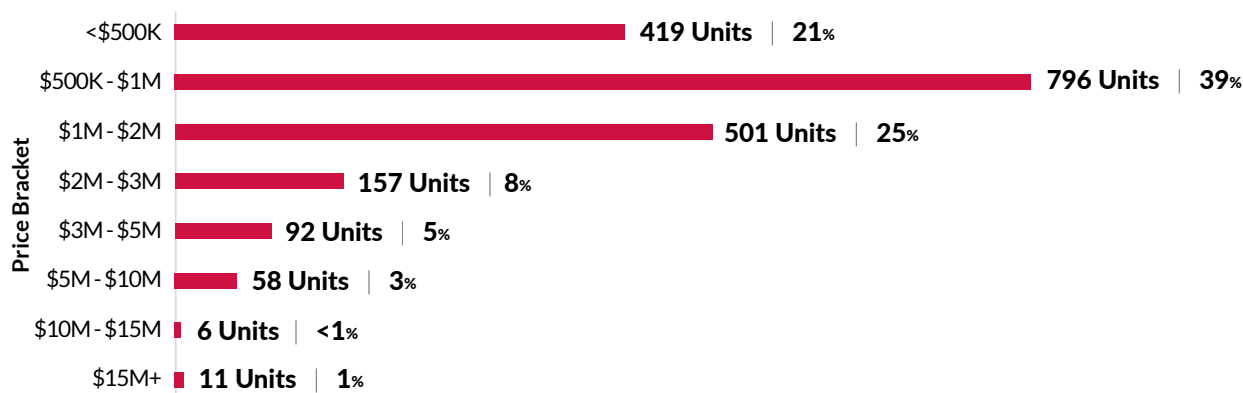
Citywide: Condo Closings
Historical Average Price/Average PPSF



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	\$90,977,164	3%
1-BR	\$571,593,925	19%
2-BR	\$1,028,016,197	35%
3-BR	\$732,394,736	25%
4-BR+	\$506,092,522	17%
ALL	\$2,932,506,880	100%

Citywide: Co-ops Closings

Key Takeaways

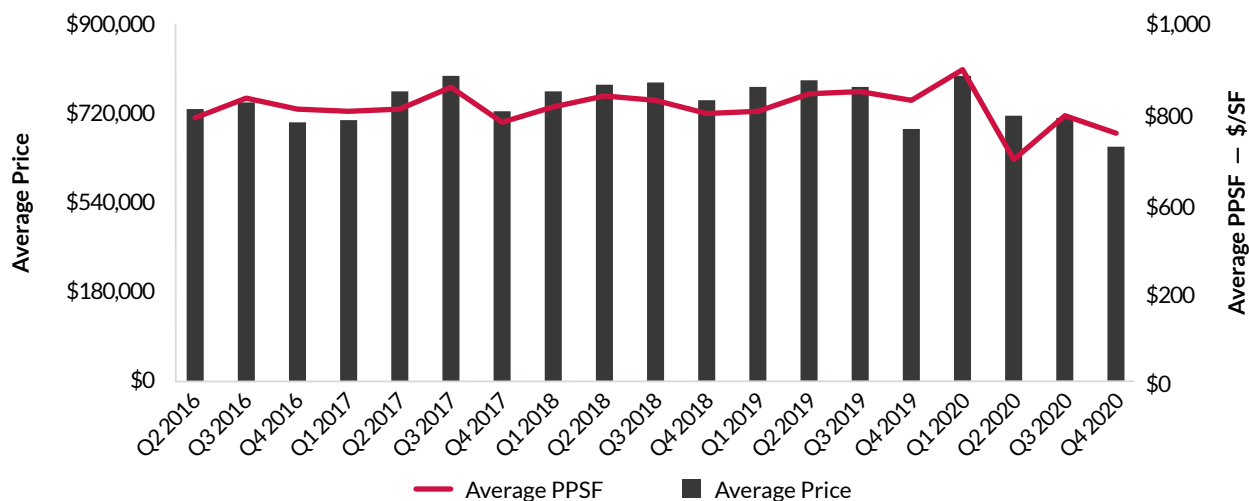
- Units sold citywide: 2,007 co-ops, a 24% decline year-over-year
- Total consideration: \$1.3 billion, a 29% decline year-over-year
- Citywide average co-op sales price: \$643,208, a 7% decline year-over-year
- Greatest share of closings: One bedroom units at 46%
- Greatest share of closings by dollar volume: One and two bedroom units at 36% each
- 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 33% share of closings
- Borough with largest number of closings citywide: Manhattan with 40% of transactions
- Borough with largest consideration of closings citywide: Manhattan with 60% of total consideration

Citywide: Co-op Closings

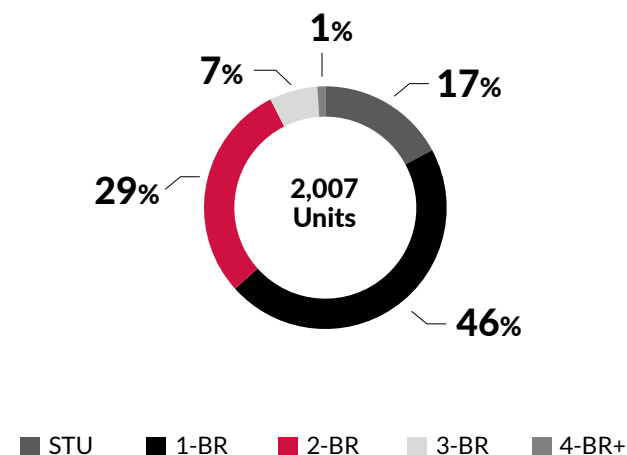
	Q4 2020	Q3 2020	Q4 2019	%Δ Q3 2020	%Δ Q4 2019
Transactions	2,007	1,696	2,626	18%	-24%
Consideration	\$1,290,917,900	\$1,217,695,773	\$1,808,141,532	6%	-29%
Average Price	\$643,208	\$717,981	\$688,554	-10%	-7%
Median Price	\$450,000	\$455,036	\$469,000	-1%	-4%
Average SF	854	889	814	-4%	5%
Median SF	800	800	733	0%	9%
Average PPSF	\$753	\$807	\$846	-7%	-11%
Median PPSF	\$563	\$569	\$640	-1%	-12%

Citywide: Co-op Closings

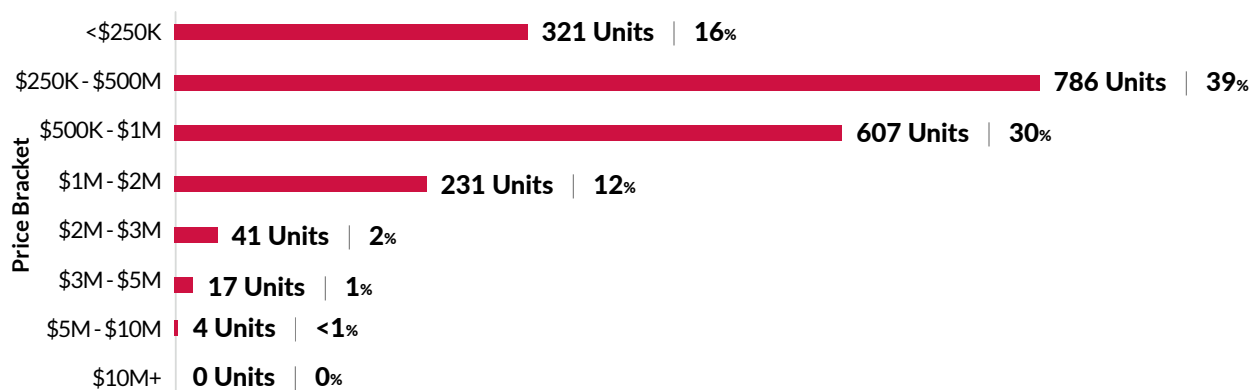
Citywide: Co-op Closings
Historical Average Price/Average PPSF



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	\$133,442,168	10%
1-BR	\$465,185,895	36%
2-BR	\$460,985,283	36%
3-BR	\$179,422,655	14%
4-BR+	\$46,710,000	4%
ALL	\$1,290,917,900	100%

Citywide: 1-3 Family Home Closings

Key Takeaways

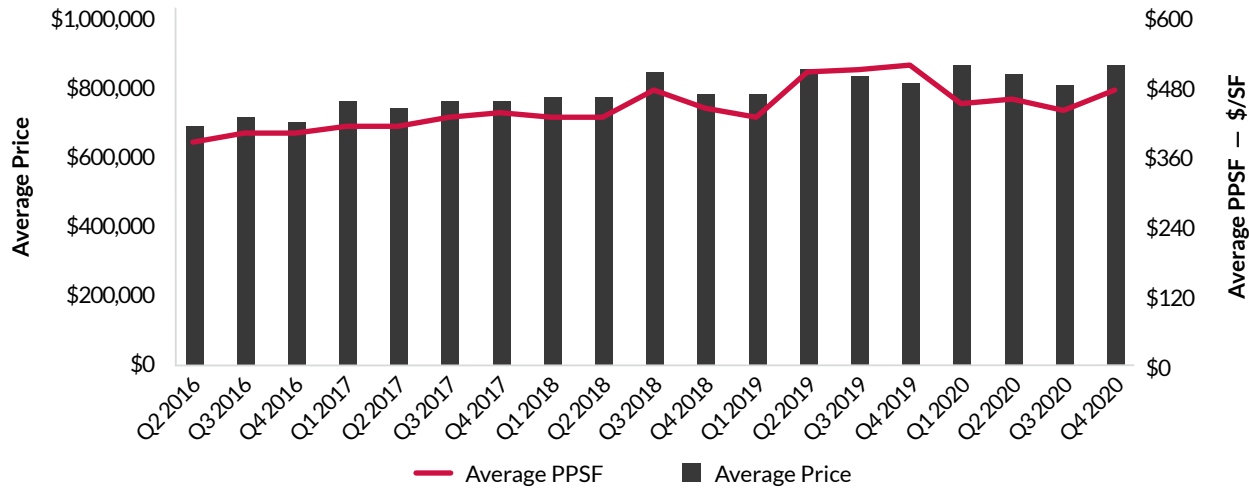
- Units sold citywide: 5,350 one-to-three family homes, a 1% decline year-over-year
- Total consideration: \$4.7 billion, a 5% increase year-over-year
- Citywide average one-to-three family home sales price: \$885,828, a 6% increase year-over-year
- Largest price bracket: \$500,000 - \$1 million units at 63% 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 40% of transactions
- Borough with largest consideration of closings citywide: Queens with 36% of the total consideration

Citywide: 1-3 Family Home Closings

	Q4 2020	Q3 2020	Q4 2019	%Δ Q3 2020	%Δ Q4 2019
Transactions	5,350	3,228	5,422	66%	-1%
Consideration	\$4,739,180,005	\$2,662,751,160	\$4,520,104,512	78%	5%
Average Price	\$885,828	\$824,892	\$833,660	7%	6%
Median Price	\$725,000	\$679,000	\$685,000	7%	6%
Average SF	1,812	1,828	1,652	-1%	10%
Median SF	1,680	1,680	1,426	0%	18%
Average PPSF	\$489	\$451	\$505	8%	-3%
Median PPSF	\$432	\$404	\$481	7%	-10%

Citywide: 1-3 Family Home Closings

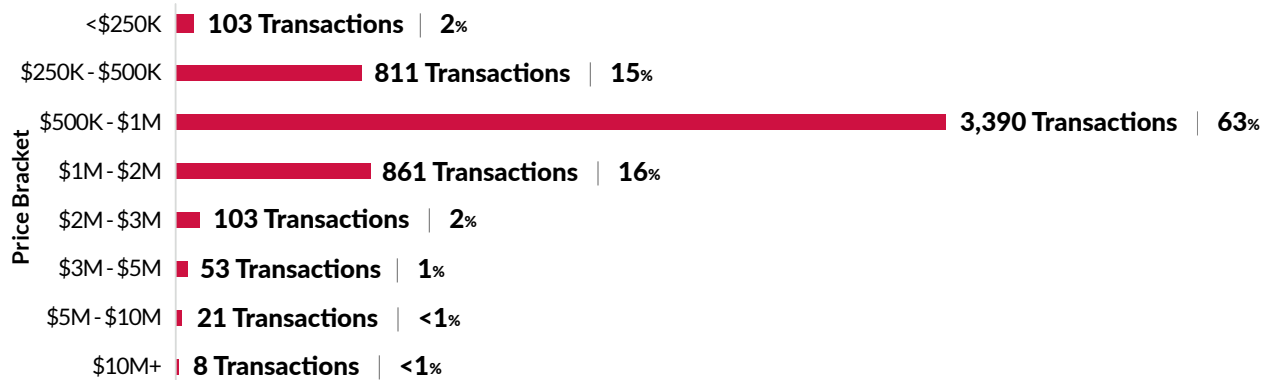
Citywide: 1-3 Family Home Closings
Historical Average Price/Average PPSF



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

	Consideration	% of Consideration
<\$250K	\$20,159,619	< 1%
\$250K-\$500K	\$338,515,006	7%
\$500K-\$1M	\$2,471,767,604	52%
\$1M-\$2M	\$1,159,375,206	24%
\$2M-\$3M	\$250,089,952	5%
\$3M-\$5M	\$203,738,900	4%
\$5M-\$10M	\$143,458,718	3%
\$10M+	\$152,075,000	3%
ALL	\$4,739,180,005	100%

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



Manhattan: Active Condos

Key Takeaways

- Units active in Manhattan: 3,797 condos, a 6% decline from Q3 2020
- Total consideration: \$14.6 billion, a 4% decline from Q3 2020
- Manhattan average condo asking price: \$3.8 million, a 2% increase from Q3 2020
- Greatest share of listings: Two bedroom units at 33%
- Greatest share of listings by dollar volume: Four and over bedroom units at 39% share of listings
- Largest price bracket: \$1 million - \$2 million with 29% share of listings
- Largest price bracket by dollar volume: \$15 million and over at 25% share of listings
- Neighborhood with the largest amount of active condo listings: Midtown West with 507 listings, 13% of the total listings
- Neighborhood with highest condo average asking price: Tribeca at \$6.5 million
- Neighborhood with highest condo average asking PPSF: Midtown West at \$3,081

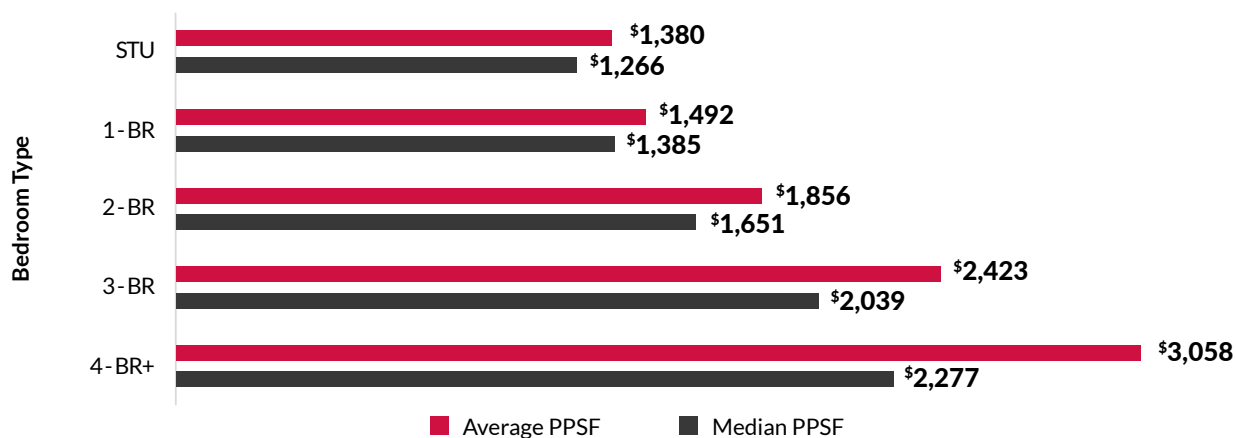
**All data is as of December 31, 2020. Listed units do not include shadow inventory.*

Manhattan: Active Condos By Bedroom Type

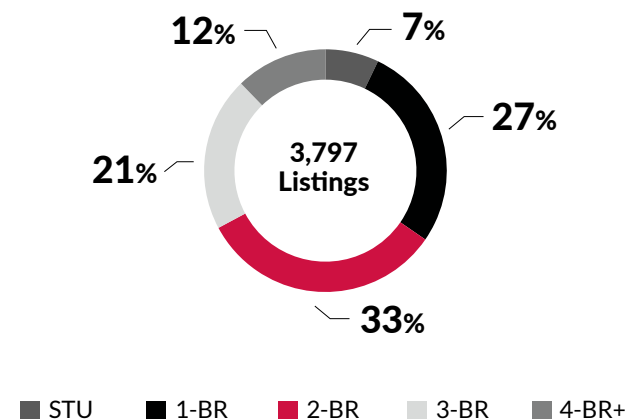
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Units	271	1,043	1,237	781	465	3,797
% of Units	7%	27%	33%	21%	12%	100%
Average Price	\$904,321	\$1,255,321	\$2,545,274	\$5,453,026	\$12,098,682	\$3,841,868
Median Price	\$695,000	\$1,100,000	\$2,150,000	\$4,250,000	\$7,999,500	\$2,000,000
Average Sqft	655	841	1,371	2,250	3,956	1,686
Median Sqft	549	795	1,302	2,084	3,514	1,303
Average PPSF	\$1,380	\$1,492	\$1,856	\$2,423	\$3,058	\$2,279
Median PPSF	\$1,266	\$1,385	\$1,651	\$2,039	\$2,277	\$1,535

Manhattan: Active Condos

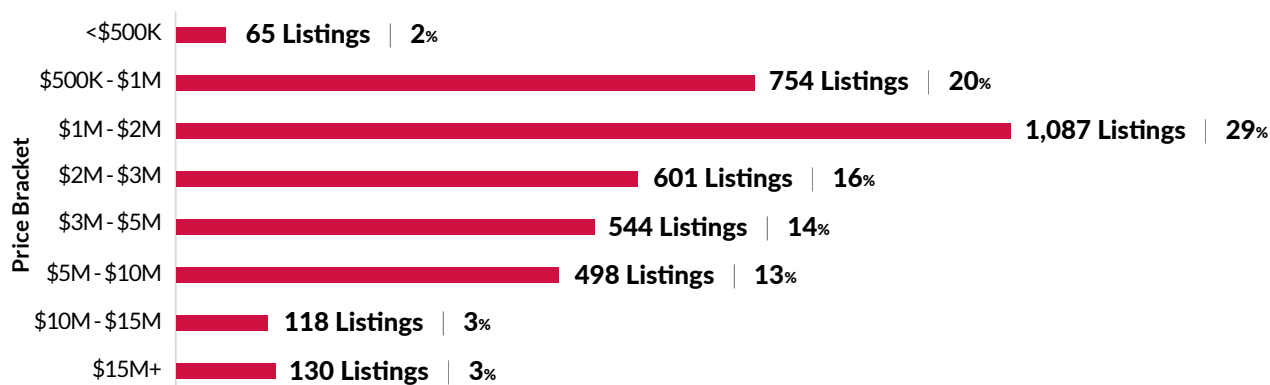
Manhattan: Active Condos
Average/Median PPSF | Bedroom Type



Manhattan: Active Condos
% of Listings | Bedroom Type



Manhattan: Active Condos
of Listings | Price Bracket



Manhattan: Active Condos
Total Consideration | Bedroom Type

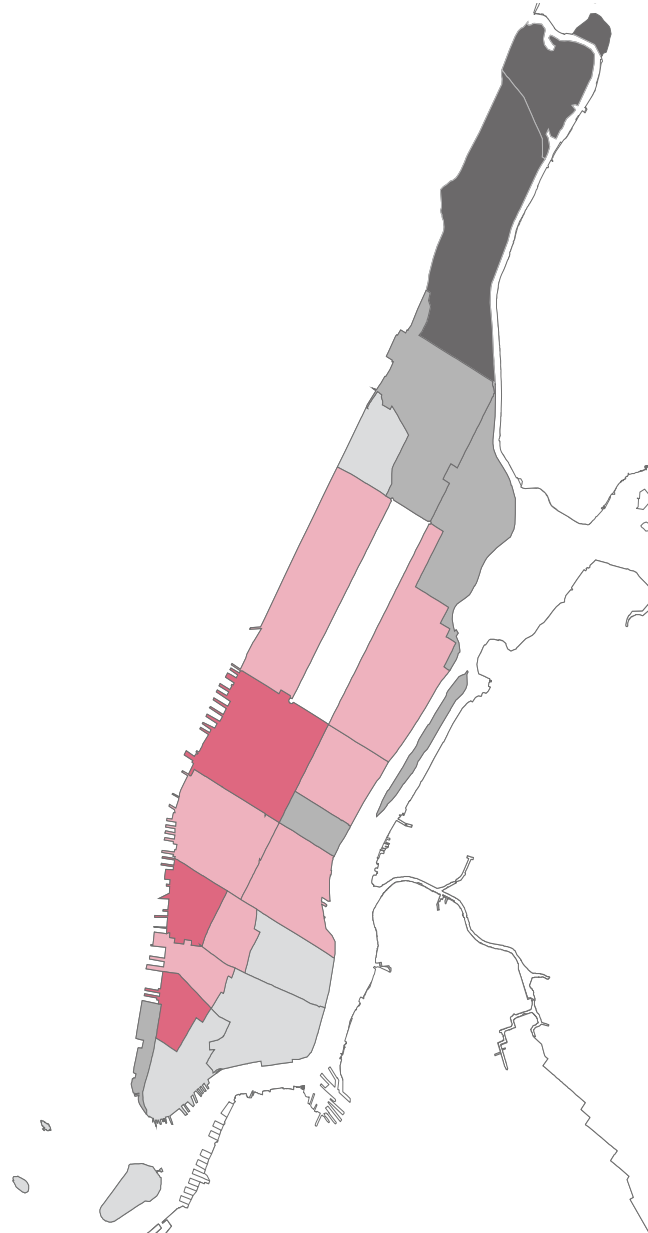
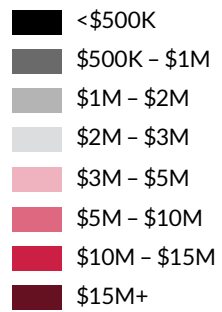
	Consideration	% of Consideration
STU	\$245,070,943	2%
1-BR	\$1,309,299,605	9%
2-BR	\$3,148,503,328	22%
3-BR	\$4,258,813,315	29%
4-BR+	\$5,625,886,950	39%
ALL	\$14,587,574,141	100%

Manhattan: Active Condos

LEGEND

Manhattan: Active Condos

Average Price by Price Bracket



Manhattan: In-Contract Condos

Key Takeaways

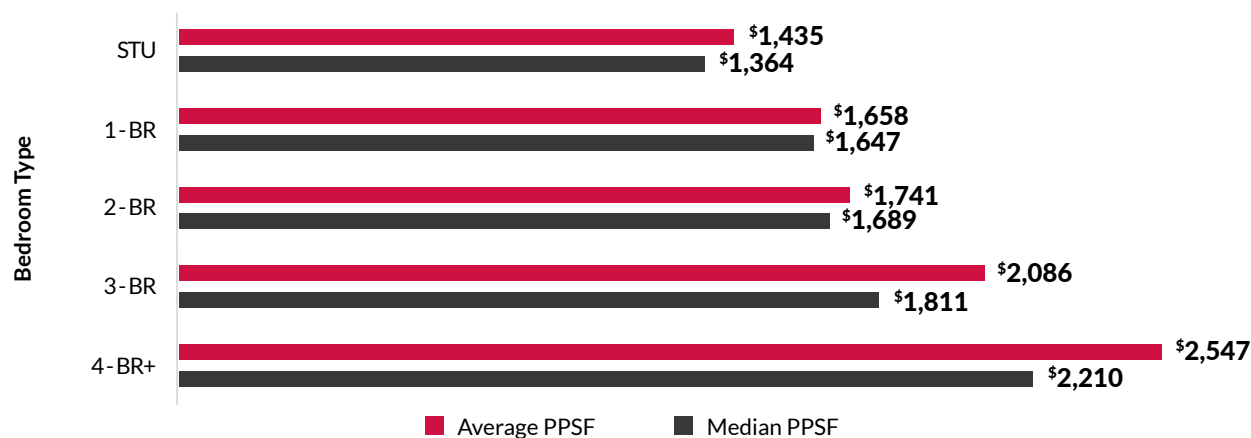
- Units in-contract in Manhattan: 1,550 condos, a 16% increase from Q3 2020
- Total consideration: \$3.9 billion, an 8% increase from Q3 2020
- Manhattan average condo contract price: \$2.5 million, a 7% decline from Q3 2020
- Greatest share of listings: One bedroom units at 39%
- Greatest share of listings by dollar volume: Two bedroom units at 30% of listings
- Largest price bracket: \$1 million - \$2 million units at 36% of listings
- Largest price bracket by dollar volume: \$1 million - \$2 million units at 21% share of listings
- Neighborhood with the largest amount of in-contract condo listings: Financial/Seaport at 203 listings, 13% of the total listings
- Neighborhood with highest condo average contract price: The West Village at \$5.9 million
- Neighborhood with highest condo average contract PPSF: Greenwich Village at \$2,458

Manhattan: In-Contract Condos By Bedroom Type

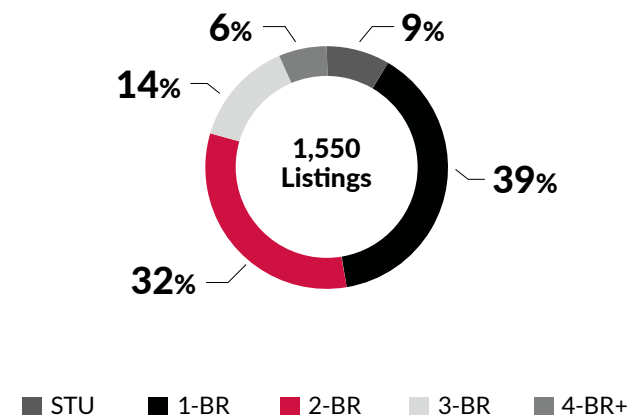
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	131	603	499	218	99	1,550
% of Listings	8%	39%	32%	14%	6%	100%
Average Price	\$804,339	\$1,375,267	\$2,330,210	\$4,362,961	\$8,995,520	\$2,541,362
Median Price	\$735,000	\$1,285,000	\$2,190,000	\$3,547,500	\$6,995,000	\$1,750,000
Average SF	561	829	1,338	2,091	3,531	1,330
Median SF	539	780	1,297	1,959	3,166	1,093
Average PPSF	\$1,435	\$1,658	\$1,741	\$2,086	\$2,547	\$1,910
Median PPSF	\$1,364	\$1,647	\$1,689	\$1,811	\$2,210	\$1,601

Manhattan: In-Contract Condos

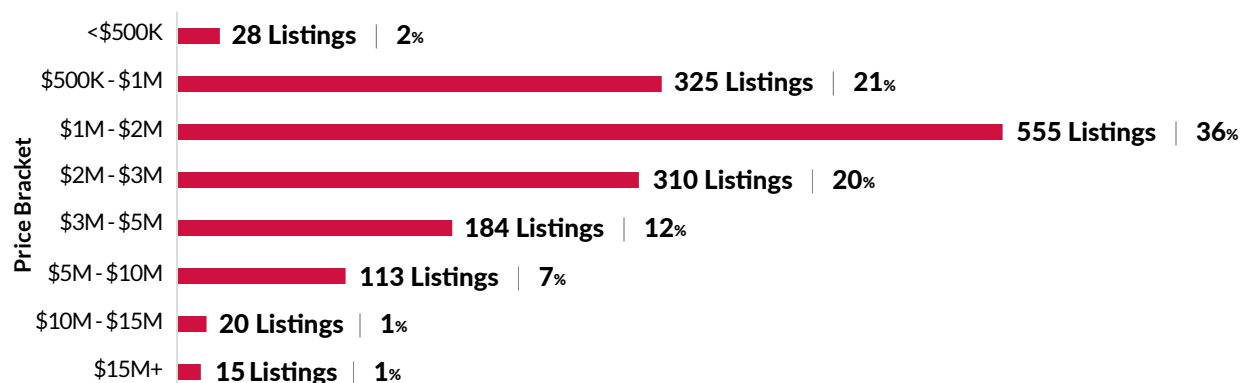
Manhattan: In-Contract Condos
 Average/Median PPSF | Bedroom Type



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



Manhattan: In-Contract Condos
 # of Listings | Price Bracket



Manhattan: In-Contract Condos
 Total Consideration | Bedroom Type

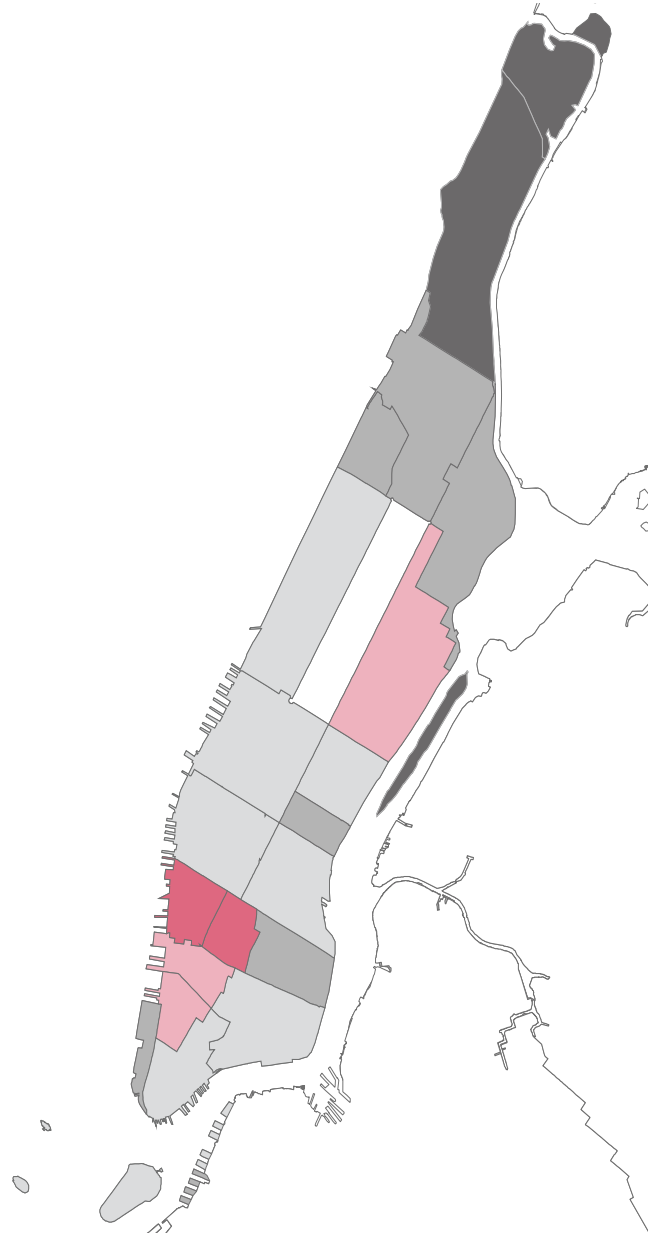
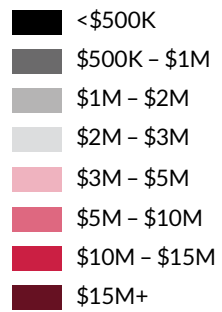
	Consideration	% of Consideration
STU	\$105,368,463	3%
1-BR	\$829,285,992	21%
2-BR	\$1,162,774,879	30%
3-BR	\$951,125,410	24%
4-BR+	\$890,556,460	23%
ALL	\$3,939,111,204	100%

Manhattan: In-Contract Condos

LEGEND

Manhattan: In-Contract Condos

Average Price by Price Bracket



Manhattan: Condo Closings

Key Takeaways

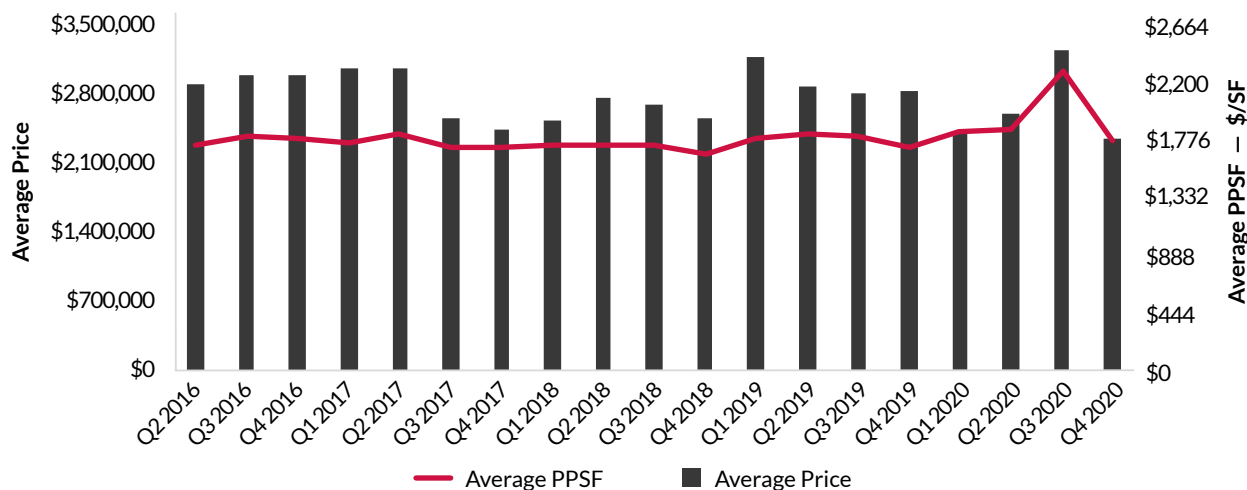
- Units sold in Manhattan: 873 condos, a 15% decline year-over-year
- Total consideration: \$2 billion, a 30% decline year-over-year
- Manhattan average condo sales price: \$2.3 million, a 17% decline year-over-year
- Greatest share of listings: Two bedroom units at 35%
- Greatest share of listings by dollar volume: Two bedroom units at 31% of closings
- Largest price bracket: \$1 million - \$2 million units at 33% of closings
- Largest price bracket by dollar volume: \$1 million - \$2 million units at 21% of listings
- Neighborhood with notable change in condo consideration: Midtown West from \$1.1 billion to \$271.9 million, a 76% decrease year-over-year
- Neighborhood with notable change in condo transactions: Midtown West from 145 to 71, a 51% decline year-over-year
- Neighborhood with notable change in condo average sales price: Financial/Seaport from \$1.2 million to \$1.8 million, a 53% increase year-over-year

Manhattan: Condo Closings

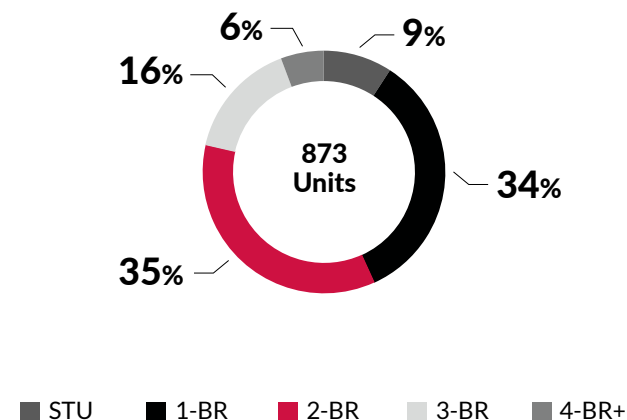
	Q4 2020	Q3 2020	Q4 2019	%Δ Q3 2020	%Δ Q4 2019
Transactions	873	635	1,025	37%	-15%
Consideration	\$2,018,888,717	\$2,034,082,079	\$2,867,974,930	-1%	-30%
Average Price	\$2,312,587	\$3,203,279	\$2,798,024	-28%	-17%
Median Price	\$1,500,000	\$1,625,000	\$1,495,000	-8%	0%
Average SF	1,323	1,407	1,272	-6%	4%
Median SF	1,100	1,115	1,031	-1%	7%
Average PPSF	\$1,749	\$2,277	\$2,199	-23%	-20%
Median PPSF	\$1,364	\$1,457	\$1,450	-6%	-6%

Manhattan: Condo Closings

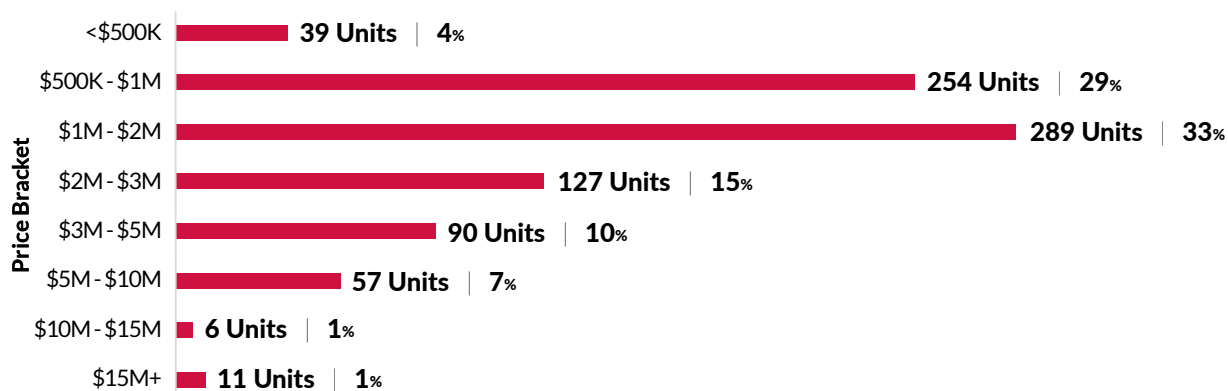
Manhattan: Condo Closings
Historical Average Price/Average PPSF



Manhattan: Condo Closings
% of Units | Bedroom Type



Manhattan: Condo Closings
of Units | Price Bracket



Manhattan: Condo Closings
Total Consideration | Bedroom Type

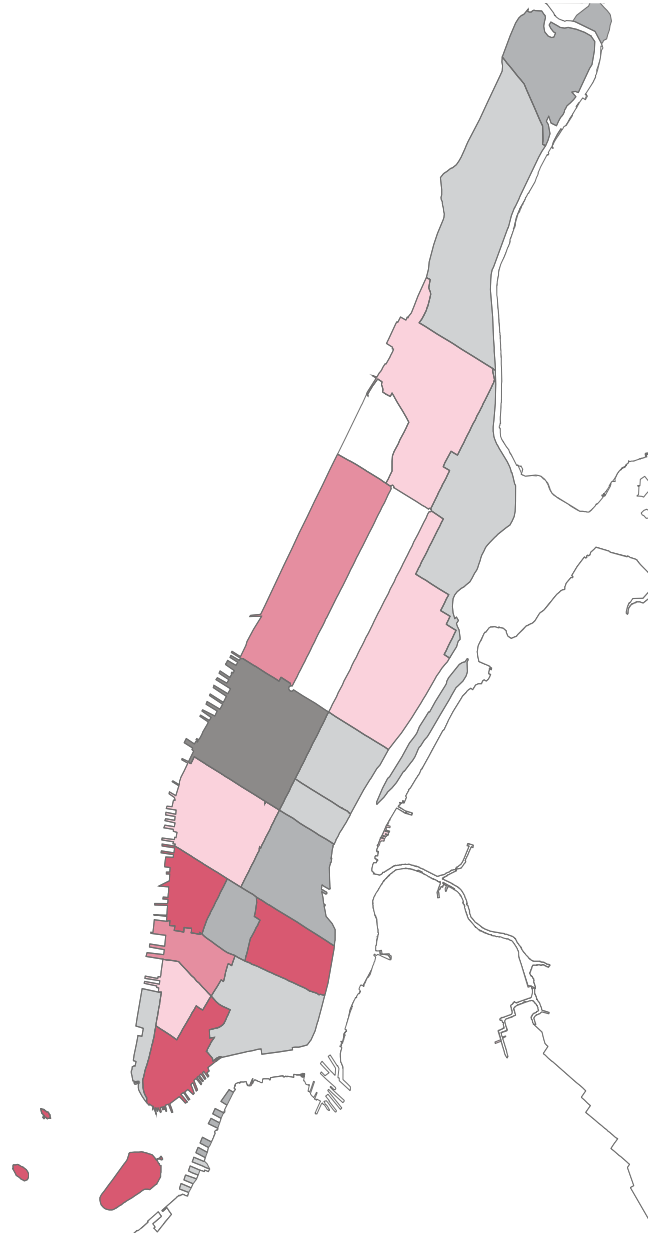
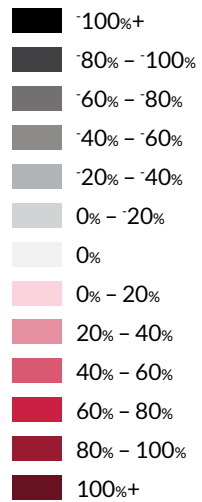
	Consideration	% of Consideration
STU	\$64,477,266	3%
1-BR	\$325,552,990	16%
2-BR	\$617,340,902	31%
3-BR	\$530,132,037	26%
4-BR+	\$481,385,522	24%
ALL	\$2,018,888,717	100%

Manhattan: Condo Closings

LEGEND

Manhattan: Condo Closings

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



Manhattan: Active Co-ops

Key Takeaways

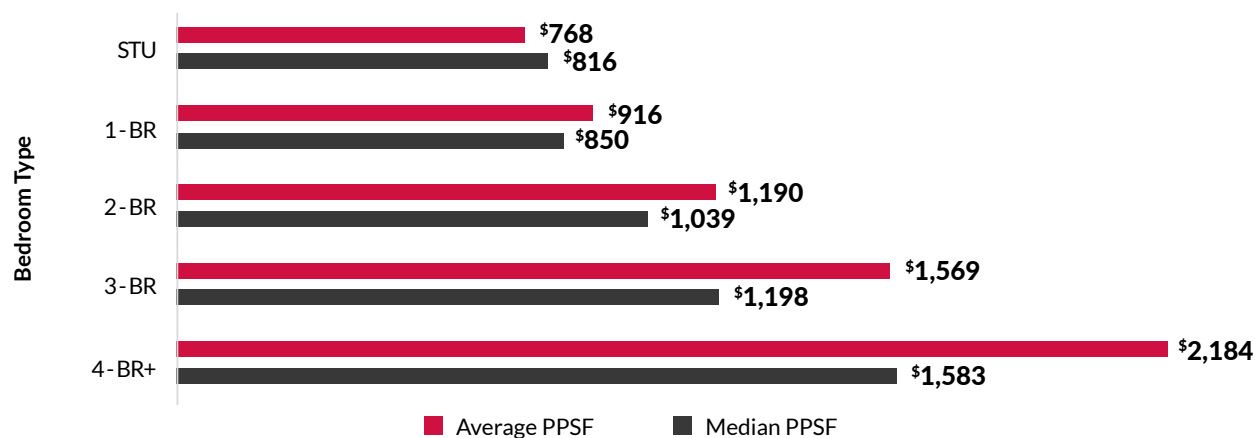
- Units active in Manhattan: 3,627 co-ops, a 12% decline from Q3 2020
- Total consideration: \$6.7 billion, a 10% decline from Q3 2020
- Manhattan average co-op asking price: \$1.8 million, a 2% increase from Q3 2020
- Greatest share of listings: One bedroom units at 34%
- Greatest share of listings by dollar volume: Four and over bedroom units at 32%
- Largest price bracket: \$500,000 - \$1 million units at 36% 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 1,181 listings, 33% 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: The Upper East Side at \$1,654

Manhattan: Active Co-ops By Bedroom Type

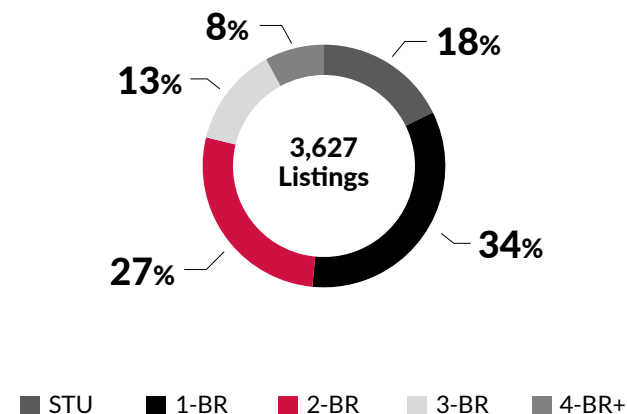
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	643	1,226	989	482	287	3,627
% of Listings	18%	34%	27%	13%	8%	100%
Average Price	\$589,258	\$762,965	\$1,628,365	\$3,342,600	\$7,459,075	\$1,840,813
Median Price	\$449,000	\$680,000	\$1,299,000	\$2,395,000	\$4,750,000	\$885,000
Average SF	767	833	1,369	2,130	3,416	1,447
Median SF	550	800	1,250	2,000	3,000	1,050
Average PPSF	\$768	\$916	\$1,190	\$1,569	\$2,184	\$1,272
Median PPSF	\$816	\$850	\$1,039	\$1,198	\$1,583	\$843

Manhattan: Active Co-ops

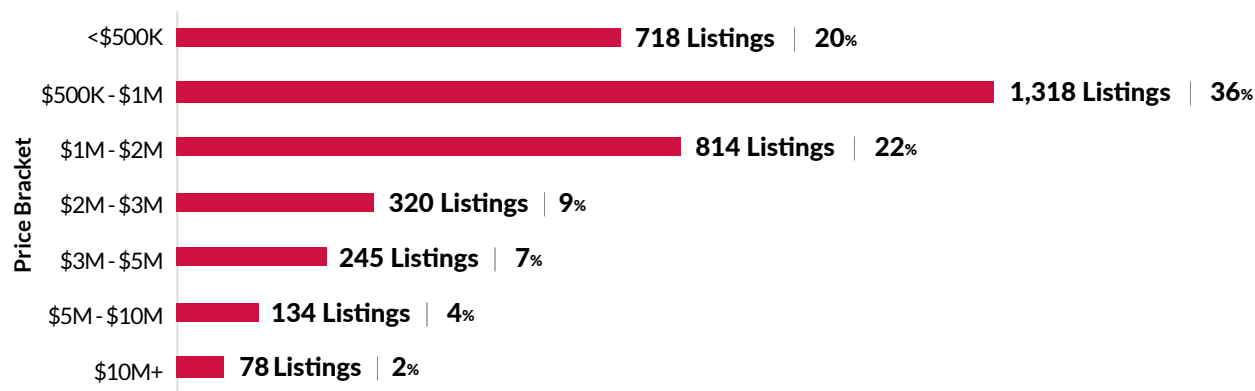
Manhattan: Active Co-ops
Average/Median PPSF | Bedroom Type



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



Manhattan: Active Co-ops
of Listings | Price Bracket



Manhattan: Active Co-ops
Total Consideration | Bedroom Type

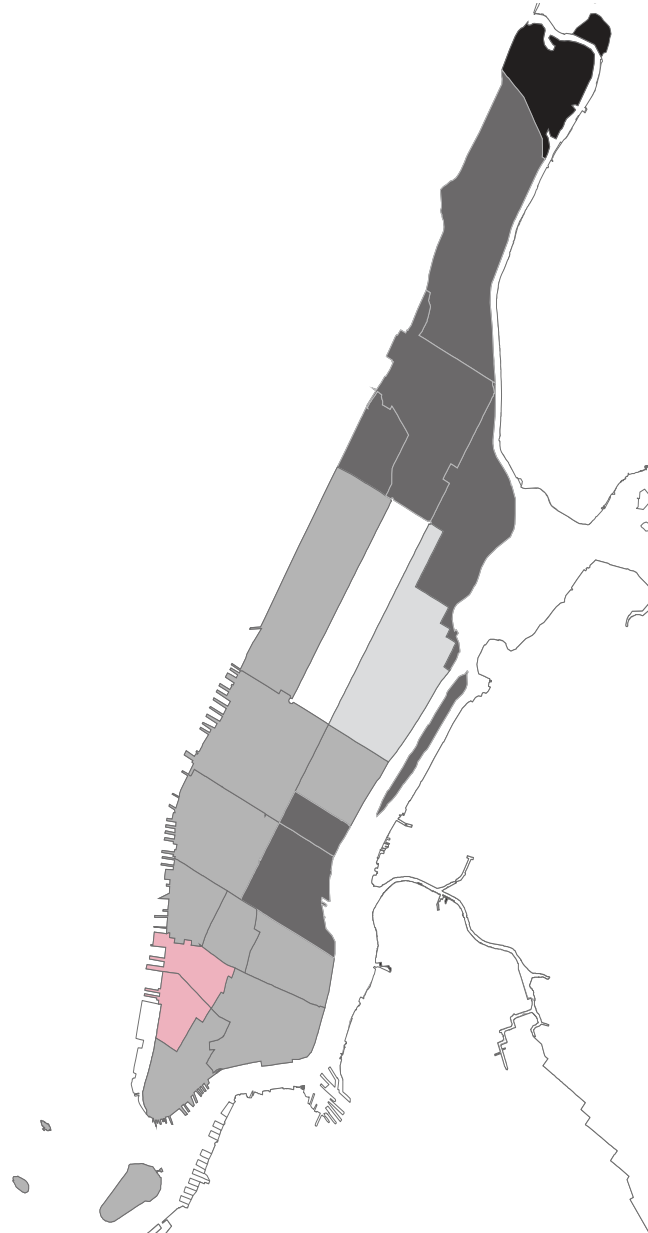
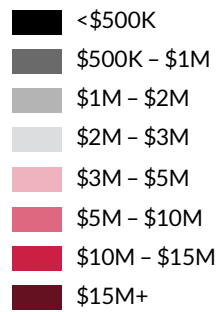
	Consideration	% of Consideration
STU	\$378,892,731	6%
1-BR	\$935,395,408	14%
2-BR	\$1,610,453,472	24%
3-BR	\$1,611,133,246	24%
4-BR+	\$2,140,754,500	32%
ALL	\$6,676,629,357	100%

Manhattan: Active Co-ops

LEGEND

Manhattan: Active Co-ops

Average Price by Price Bracket



Manhattan: In-Contract Co-ops

Key Takeaways

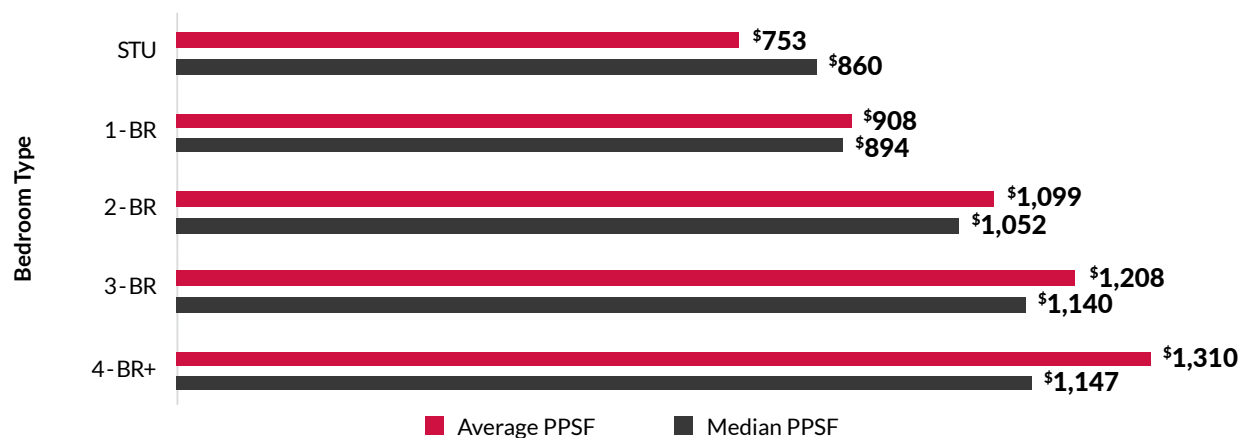
- Units in-contract in Manhattan: 1,797 co-ops, a 20% increase from Q3 2020
- Total consideration: \$2.3 billion, a 25% increase from Q3 2020
- Manhattan average co-op contract price: \$1.3 million, a 4% increase from Q3 2020
- Greatest share of listings: One bedroom units at 37%
- Greatest share of listings by dollar volume: Two bedroom units at 36%
- Largest price bracket: \$500,000 - \$1 million units at 41% share of listings
- Largest price bracket by dollar volume: \$1 million - \$2 million at 32% share of listings
- Neighborhood with largest amount of in-contract co-op listings: The Upper East Side with 543 listings, 30% of the total listings
- Neighborhood with the highest co-op average contract price: Tribeca at \$2.9 million
- Neighborhood with highest co-op average contract PPSF: Tribeca at \$1,497

Manhattan: In-Contract Co-ops By Bedroom Type

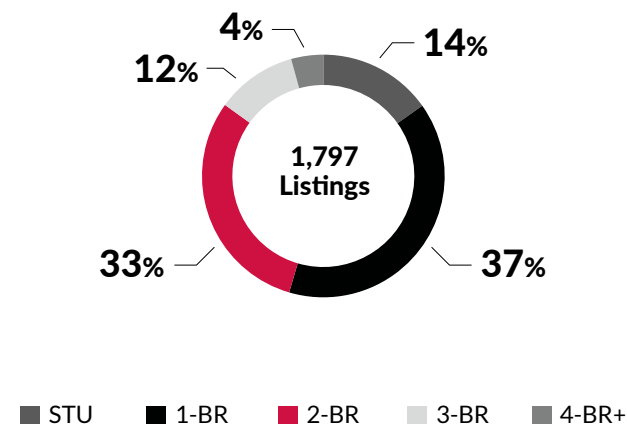
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	254	671	585	209	78	1,797
% of Listings	14%	37%	33%	12%	4%	100%
Average Price	\$485,485	\$719,890	\$1,414,803	\$2,332,836	\$4,540,000	\$1,266,389
Median Price	\$447,000	\$675,000	\$1,275,000	\$1,995,000	\$3,212,500	\$850,000
Average SF	644	793	1,287	1,932	3,465	1,253
Median SF	520	755	1,213	1,750	2,800	1,000
Average PPSF	\$753	\$908	\$1,099	\$1,208	\$1,310	\$1,011
Median PPSF	\$860	\$894	\$1,052	\$1,140	\$1,147	\$850

Manhattan: In-Contract Co-ops

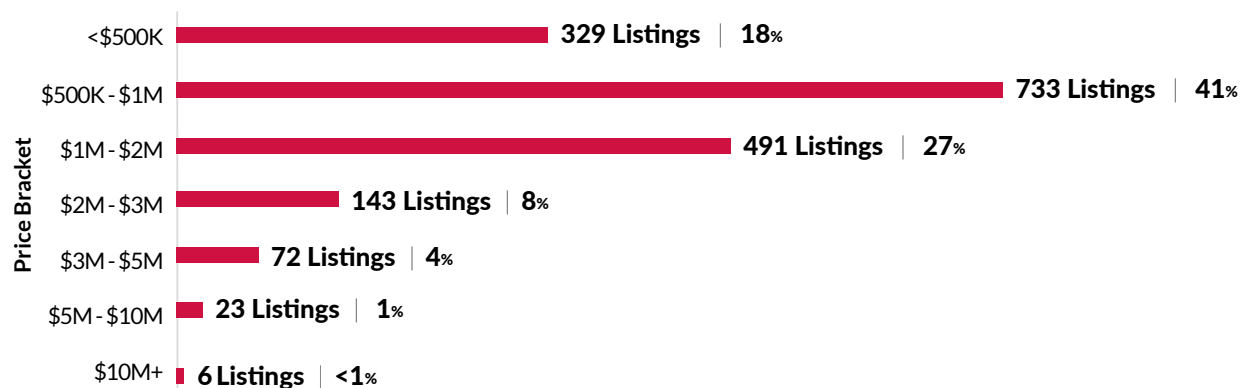
Manhattan: In-Contract Co-ops
Average/Median PPSF | Bedroom Type



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

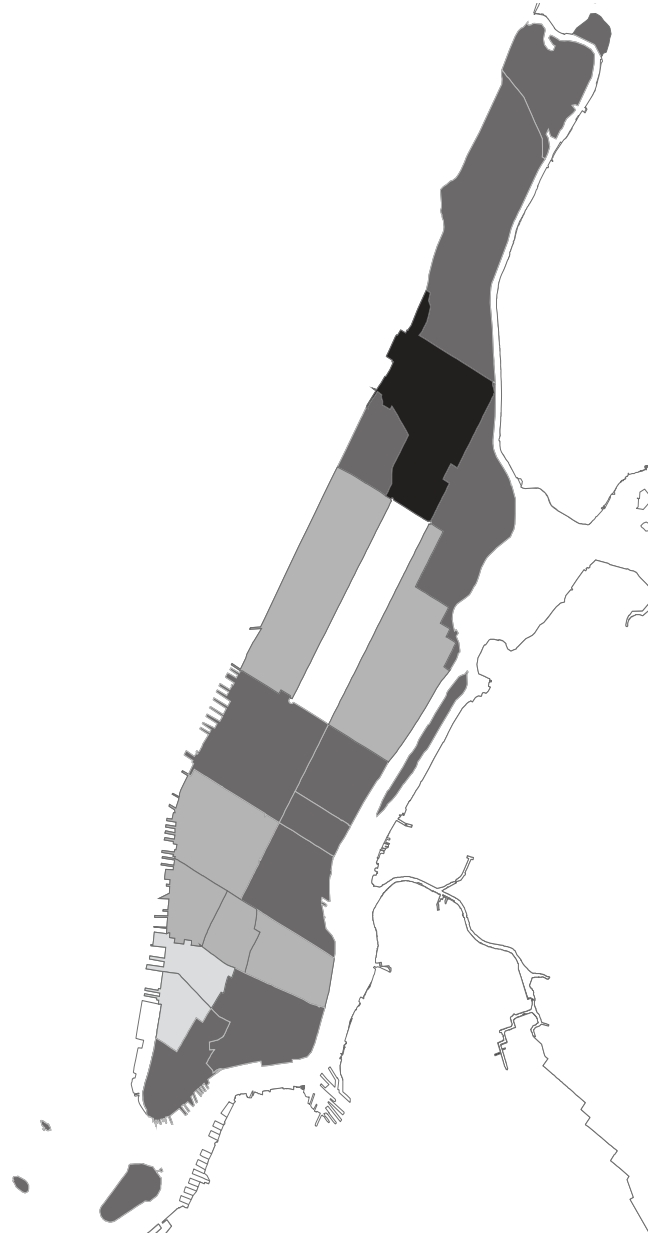
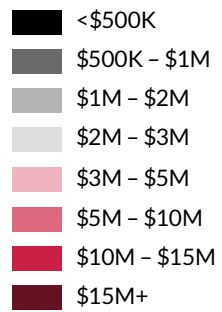
	Consideration	% of Consideration
STU	\$123,313,098	5%
1-BR	\$483,046,089	21%
2-BR	\$827,659,479	36%
3-BR	\$487,562,750	21%
4-BR+	\$354,120,000	16%
ALL	\$2,275,701,416	100%

Manhattan: In-Contract Co-ops

LEGEND

Manhattan: In-Contract Co-ops

Average Price by Price Bracket



Manhattan: Co-op Closings

Key Takeaways

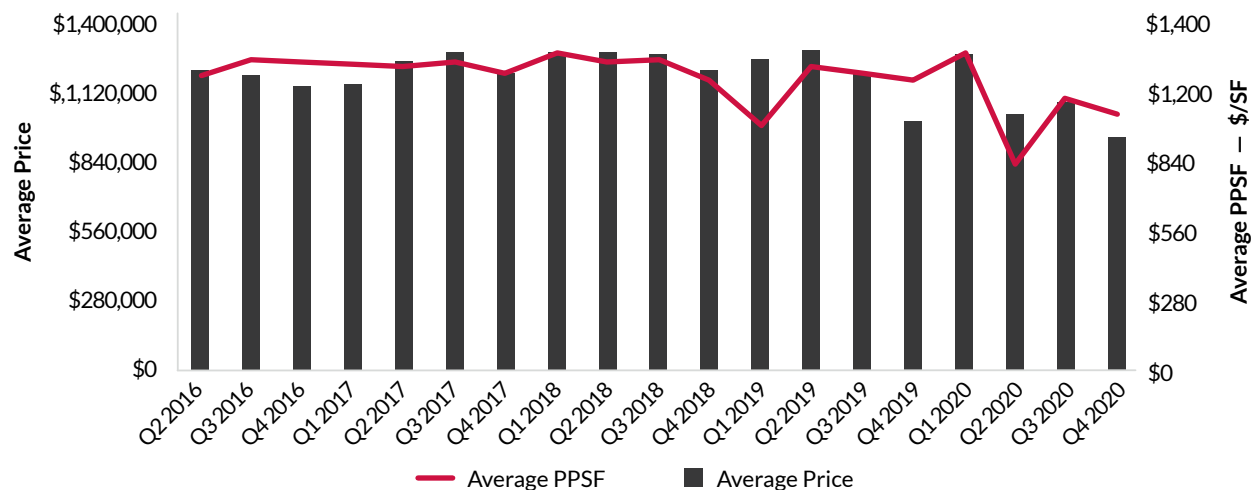
- Units sold in Manhattan: 801 co-ops, a 35% decline year-over-year
- Total consideration: \$768.2 million, a 39% decline year-over-year
- Manhattan average co-op sales price: \$959,054, a 7% decline year-over-year
- Greatest share of listings: One bedroom units at 44%
- Greatest share of listings by dollar volume: One bedroom units at 34%
- Largest price bracket: \$500,000 - \$1 million units at 47% share of listings
- Largest price bracket by dollar volume: \$500,000 - \$1 million at 35% share of listings
- Neighborhood with notable change in co-op consideration: Midtown East from \$105.8 million to \$51 million, a 52% decline year-over-year
- Neighborhood with notable change in co-op transactions: Midtown West and Morningside Heights, from 39 to 16, and 27 to 11, both with a 59% decline year-over-year
- Neighborhood with notable change in co-op average sales price: Midtown West from \$607,204 to \$944,650, a 56% increase year-over-year

Manhattan: Co-op Closings

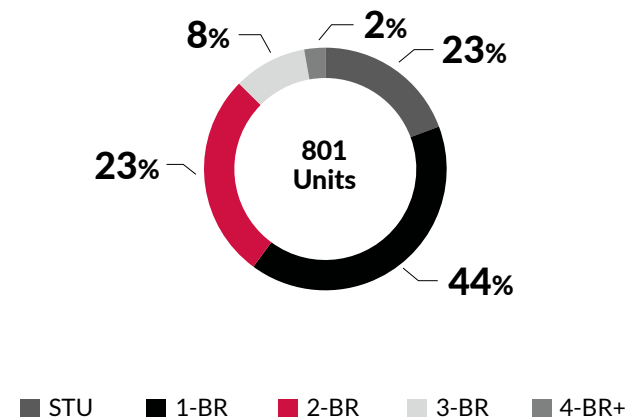
	Q4 2020	Q3 2020	Q4 2019	%Δ Q3 2020	%Δ Q4 2019
Transactions	801	790	1,235	1%	-35%
Consideration	\$768,202,560	\$869,148,761	\$1,268,443,108	-12%	-39%
Average Price	\$959,054	\$1,100,188	\$1,027,079	-13%	-7%
Median Price	\$717,966	\$750,000	\$740,000	-4%	-3%
Average SF	906	981	861	-8%	5%
Median SF	785	811	724	-3%	8%
Average PPSF	\$1,059	\$1,122	\$1,192	-6%	-11%
Median PPSF	\$915	\$925	\$1,022	-1%	-11%

Manhattan: Co-op Closings

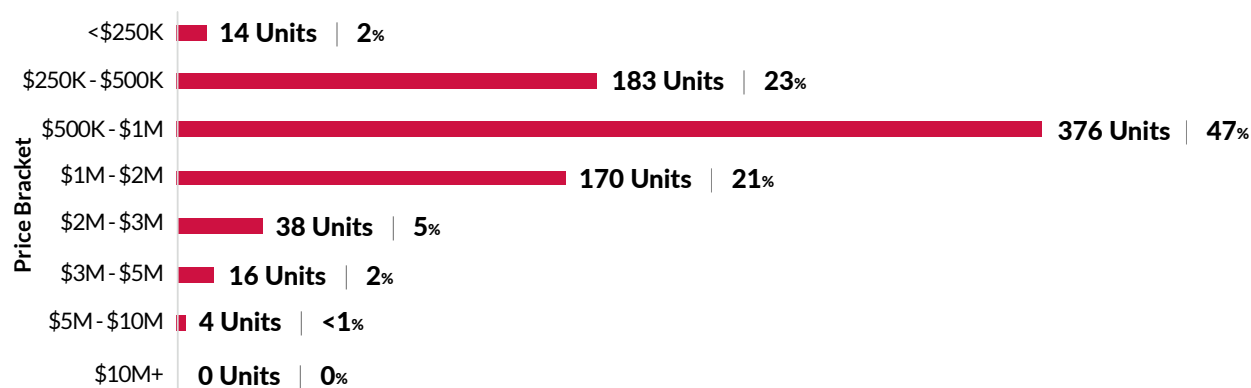
Manhattan: Co-op Closings
Historical Average Price/Average PPSF



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



Manhattan: Co-op Closings
of Units | Price Bracket



Manhattan: Co-op Closings
Total Consideration | Bedroom Type

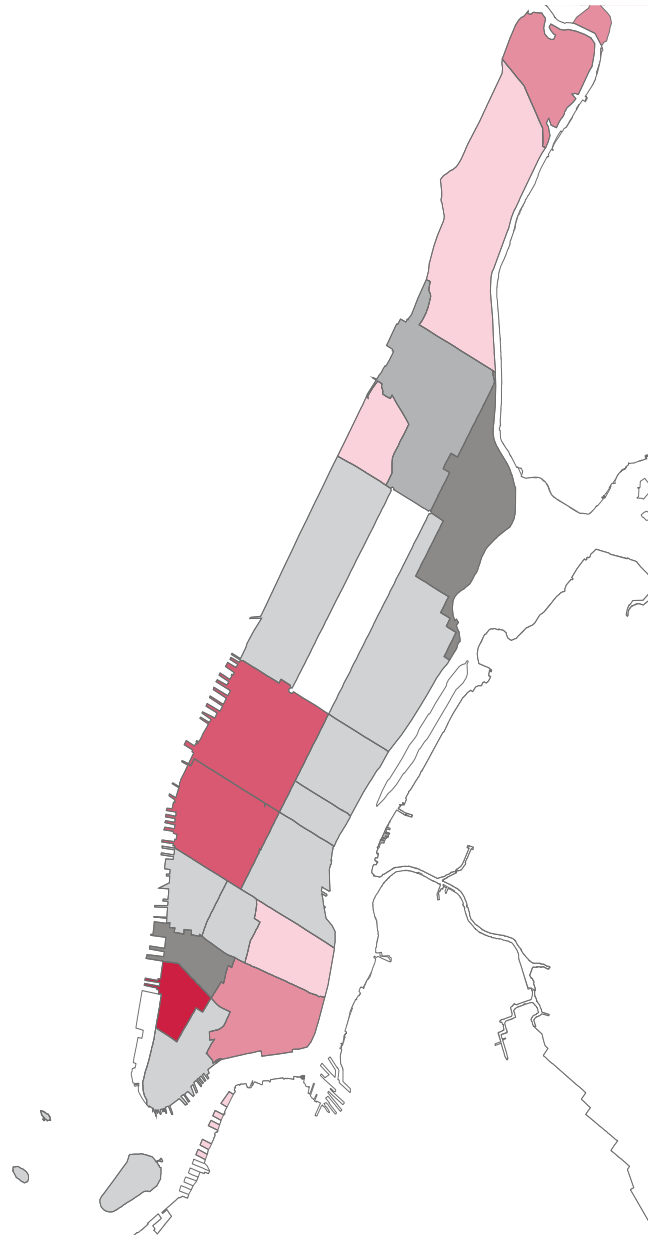
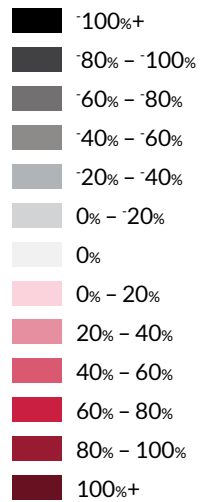
	Consideration	% of Consideration
STU	\$89,982,262	12%
1-BR	\$263,180,316	34%
2-BR	\$240,873,133	31%
3-BR	\$133,235,348	17%
4-BR+	\$40,931,500	5%
ALL	\$768,202,560	100%

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: 322 one-to-three family homes, a 7% decline from Q3 2020
- Total consideration: \$3.5 billion, an 2% decline from Q3 2020
- Manhattan average one-to-three family home asking price: \$10.8 million, a 6% increase from Q3 2020
- Largest price bracket: \$5 million - \$10 million units at 34% share of listings
- Largest price bracket by dollar volume: \$15 million and over units at 50% share of listings
- Neighborhood with largest amount of active one-to-three family home listings: The Upper East Side with 92 listings, 29% 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: Financial/Seaport at \$6,474

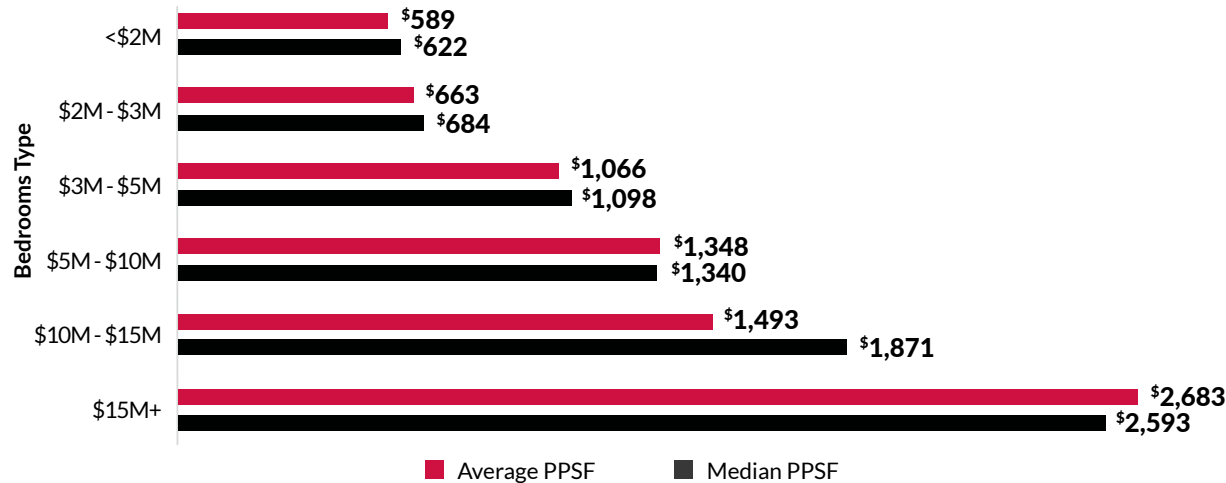
Manhattan: Active 1-3 Family Homes By Price Bracket

	<\$2M	\$2M - \$3M	\$3M - \$5M	\$5M - \$10M	\$10M - \$15M	\$15M+	ALL
# of Listings	23	27	49	110	49	64	322
% of Listings	7%	8%	15%	34%	15%	20%	100%
Average Price	\$1,423,826	\$2,609,556	\$4,167,082	\$7,353,691	\$12,817,653	\$26,946,375	\$10,773,081
Median Price	\$1,595,000	\$2,599,000	\$3,995,000	\$7,072,500	\$12,750,000	\$22,000,000	\$7,497,000
Average SF	2,417	3,938	3,907	5,456	8,588	10,044	6,302
Median SF	2,566	3,800	3,640	5,277	6,815	8,483	5,450
Average PPSF	\$589	\$663	\$1,066	\$1,348	\$1,493	\$2,683	\$1,710
Median PPSF	\$622	\$684	\$1,098	\$1,340	\$1,871	\$2,593	\$1,376

Manhattan: Active 1-3 Family Homes

Manhattan: Active 1-3 Family Homes

Average/Median PPSF | Price Bracket



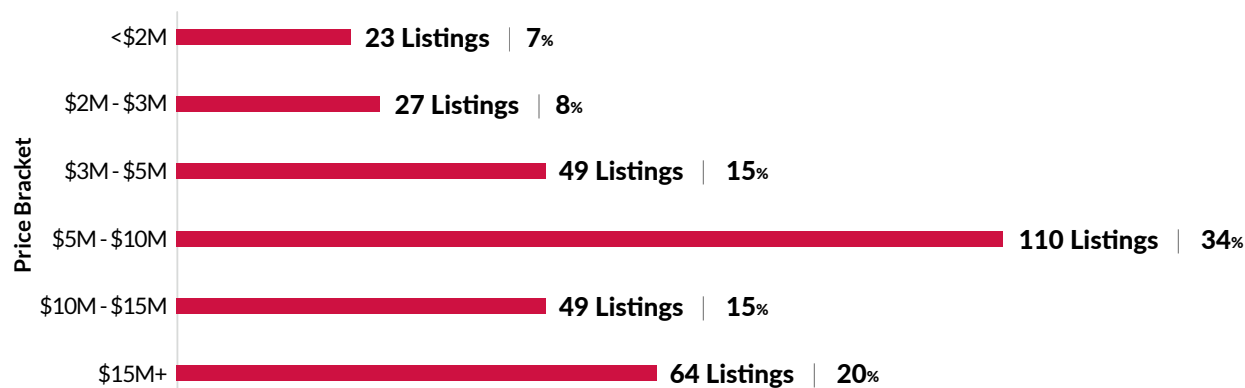
Manhattan: Active 1-3 Family Homes

Total Consideration | Price Bracket

	Consideration	% of Consideration
<\$2M	\$32,748,000	1%
\$2M-\$3M	\$70,458,000	2%
\$3M-\$5M	\$204,187,000	6%
\$5M-\$10M	\$808,906,000	23%
\$10M-\$15M	\$628,065,000	18%
\$15M+	\$1,724,568,000	50%
ALL	\$3,468,932,000	100%

Manhattan: Active 1-3 Family Homes

of Listings | Price Bracket

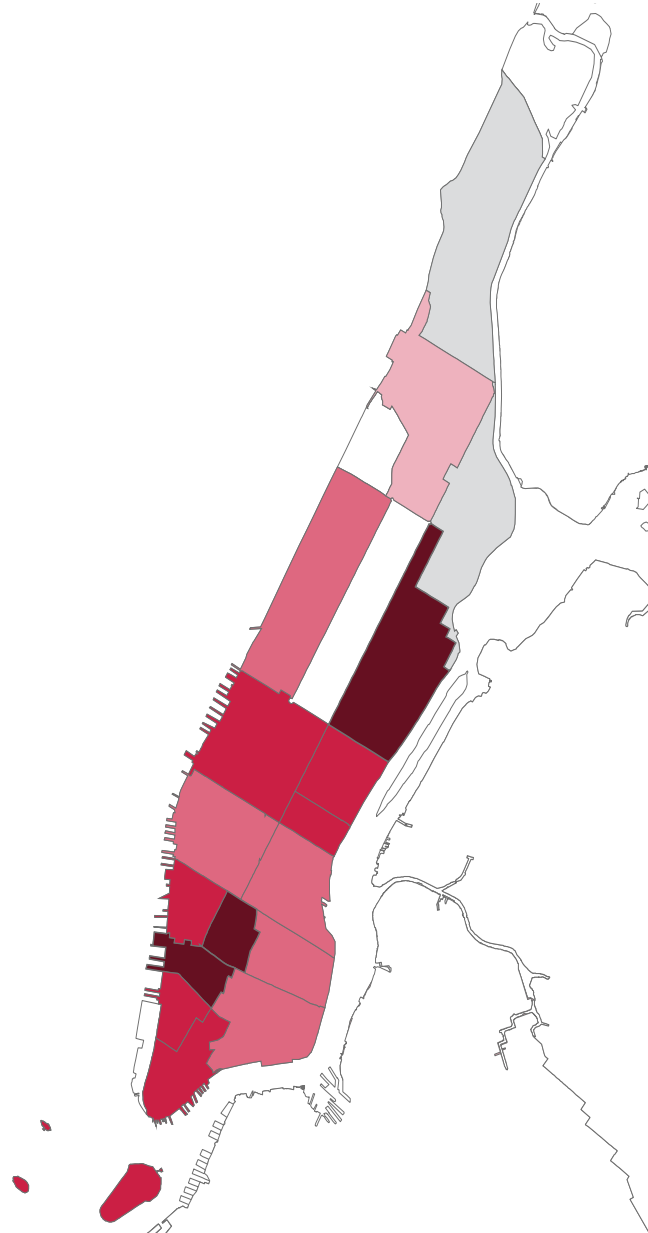
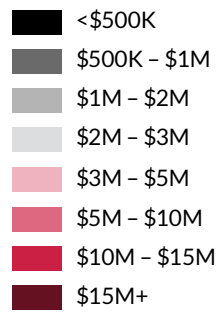


Manhattan: Active 1-3 Family Homes

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: 44 one-to-three family homes, a 29% increase from Q3 2020
- Total consideration: \$260.1 million, a 7% decline from Q3 2020
- Manhattan one-to-three family home average asking price: \$5.9 million, a 28% decline from Q3 2020
- Largest price bracket: \$3 million - \$5 million units at 32% share of listings
- Largest price bracket by dollar volume: \$5 million - \$10 million units at 38% share of listings
- Neighborhood with largest amount of in-contract one-to-three family home listings: West Harlem with 12 listings, or 27% of the total listings
- Neighborhood with highest one-to-three family home average contract price: East Village at \$10 million
- Neighborhood with highest one-to-three family average contract PPSF: West Village at \$3,561

**Only 1 in-contract one-to-three family home found in the East Village*

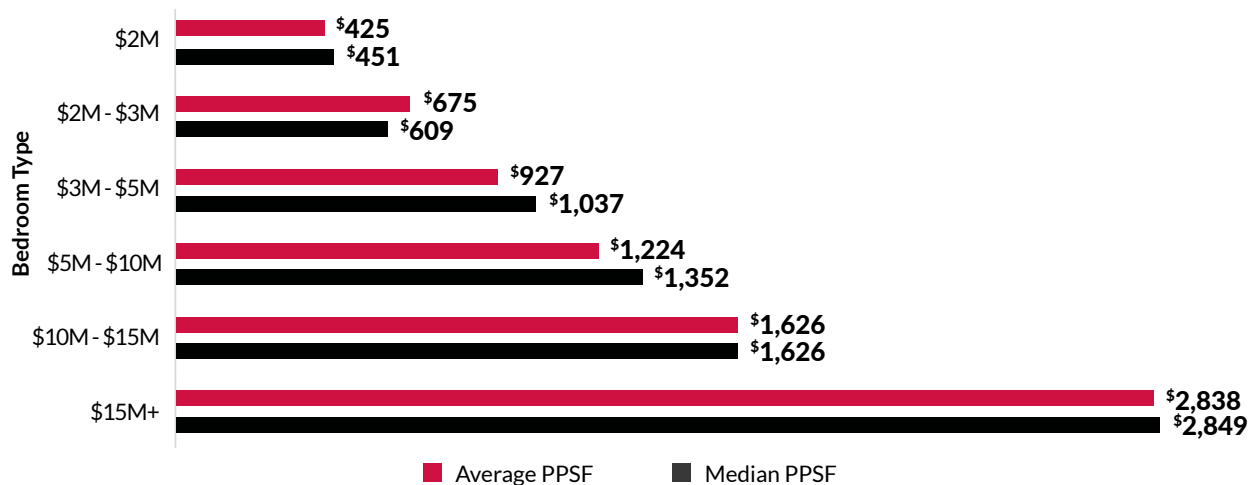
Manhattan: In-Contract 1-3 Family Homes By Price Bracket

	<\$2M	\$2M - \$3M	\$3M - \$5M	\$5M - \$10M	\$10M - \$15M	\$15M+	ALL
# of Listings	4	8	14	13	2	3	44
% of Listings	9%	18%	32%	30%	5%	7%	100%
Average Price	\$1,698,750	\$2,428,625	\$4,291,786	\$7,576,077	\$13,750,000	\$15,933,333	\$5,911,318
Median Price	\$1,847,500	\$2,485,000	\$4,472,500	\$7,950,000	\$13,750,000	\$16,000,000	\$4,942,500
Average SF	3,997	3,598	4,629	6,187	8,457	5,614	5,062
Median SF	4,096	4,080	4,314	5,879	8,457	5,616	4,544
Average PPSF	\$425	\$675	\$927	\$1,224	\$1,626	\$2,838	\$1,168
Median PPSF	\$451	\$609	\$1,037	\$1,352	\$1,626	\$2,849	\$1,088

Manhattan: In-Contract 1-3 Family Homes

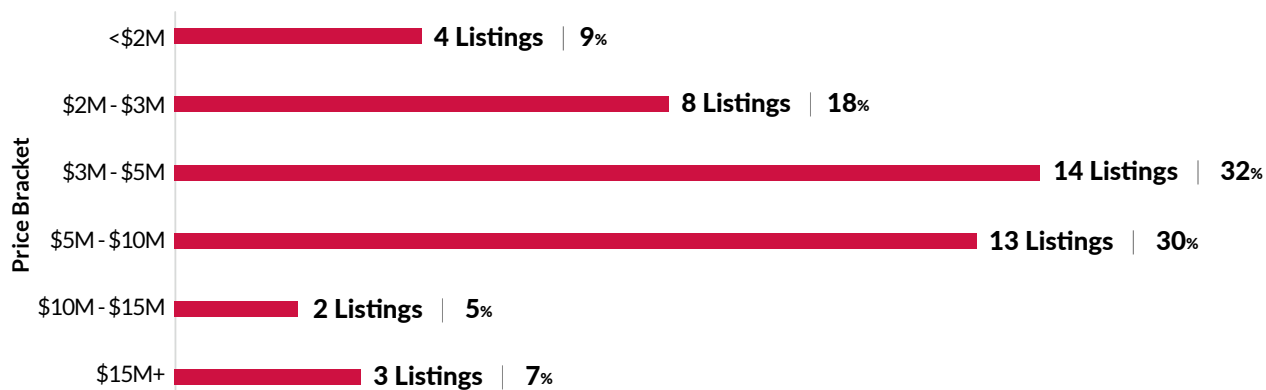
Manhattan: In-Contract 1-3 Family Homes

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

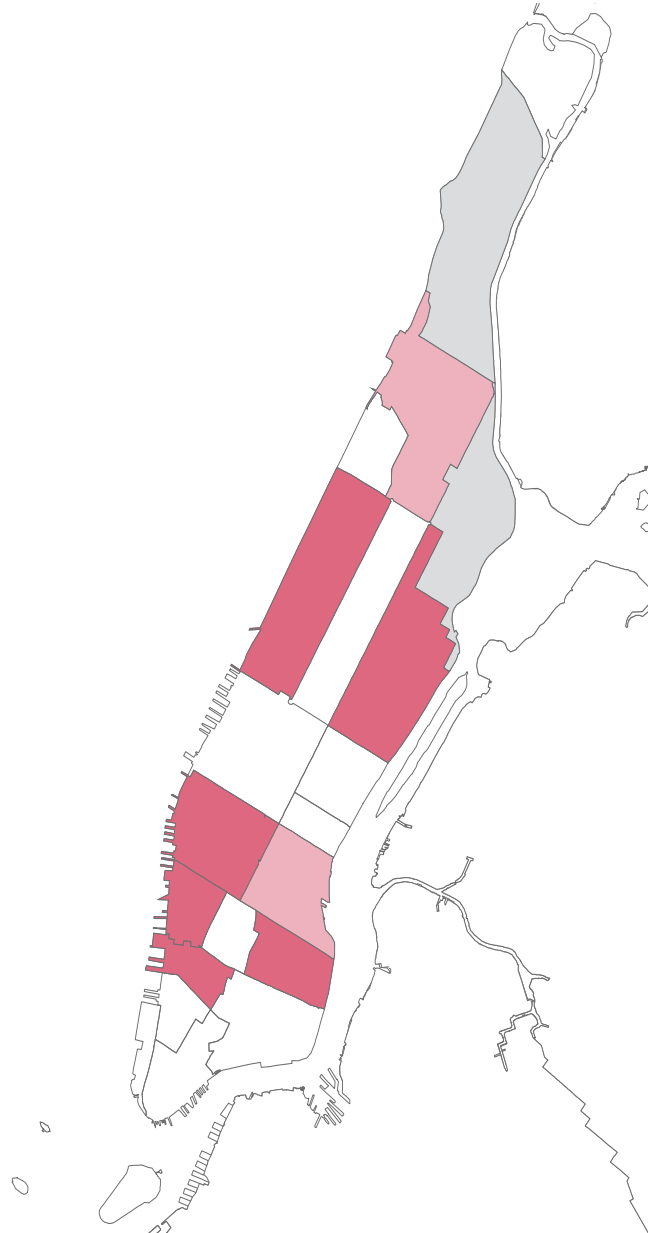
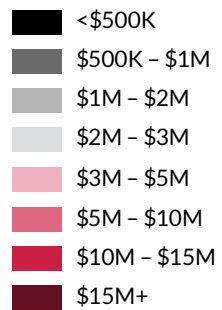
	Consideration	% of Consideration
<\$2M	\$6,795,000	3%
\$2M-\$3M	\$19,429,000	7%
\$3M-\$5M	\$60,085,000	23%
\$5M-\$10M	\$98,489,000	38%
\$10M-\$15M	\$27,500,000	11%
\$15M+	\$47,800,000	18%
ALL	\$260,098,000	100%

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

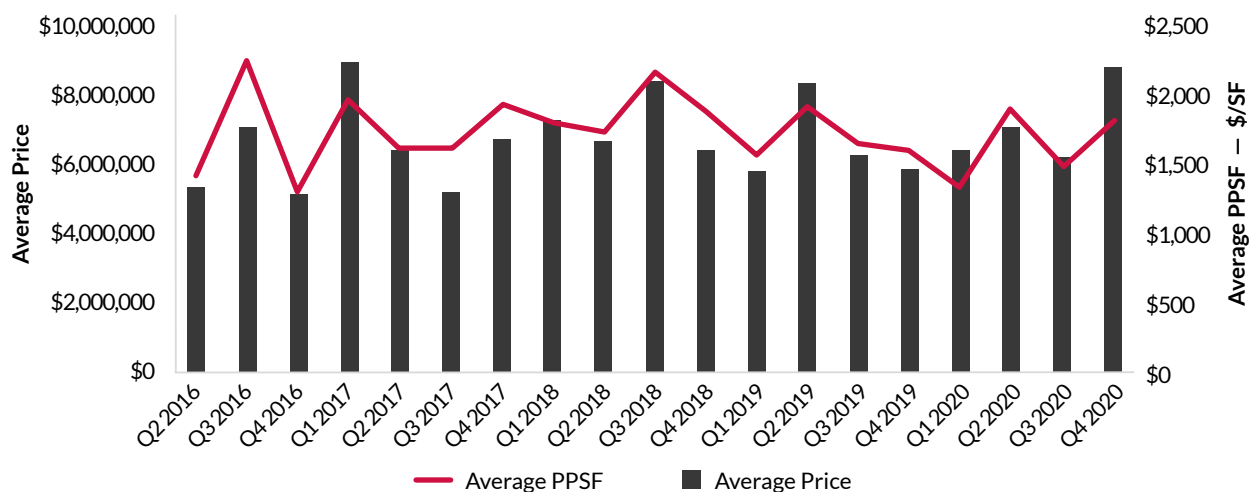
- Units sold in Manhattan: 32 one-to-three family homes, a 22% decline year-over-year
- Total consideration: \$286.2 million, a 17% increase year-over-year
- Manhattan one-to-three family average sales price: \$8.9 million, a 49% increase year-over-year
- Largest price bracket: \$5 million - \$10 million units at 44% of closings
- Largest price bracket by dollar volume: \$10 million and over units at 53% share of closings
- Neighborhood with notable change in one-to-three family home consideration: Upper East Side from \$106.4 million to \$49.7 million, a 53% decline year-over-year
- Neighborhood with notable change in one-to-three family home transactions: West Harlem from 10 to 3, a 70% decline year-over-year
- Neighborhood with notable change in one-to-three family home average sales price: The Upper East Side from \$13.3 million to \$8.3 million, a 40% decline year-over-year

Manhattan: 1-3 Family Home Closings

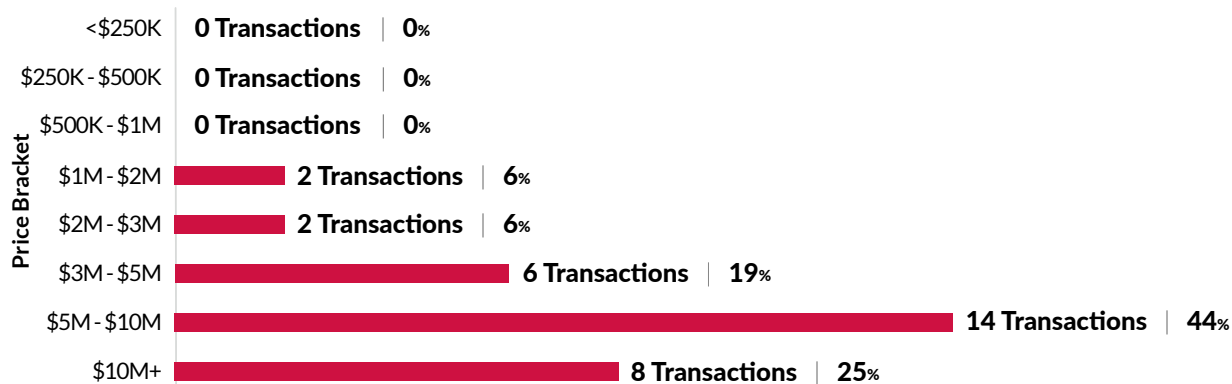
	Q4 2020	Q3 2020	Q4 2019	%Δ Q3 2020	%Δ Q4 2019
Transactions	32	27	41	19%	-22%
Consideration	\$286,174,946	\$169,947,094	\$245,343,662	68%	17%
Average Price	\$8,942,967	\$6,294,337	\$5,983,992	42%	49%
Median Price	\$7,250,000	\$3,950,000	\$3,400,000	84%	113%
Average SF	4,851	4,170	3,763	16%	29%
Median SF	4,375	2,760	2,850	59%	54%
Average PPSF	\$1,844	\$1,510	\$1,590	22%	16%
Median PPSF	\$1,657	\$1,431	\$1,193	16%	39%

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

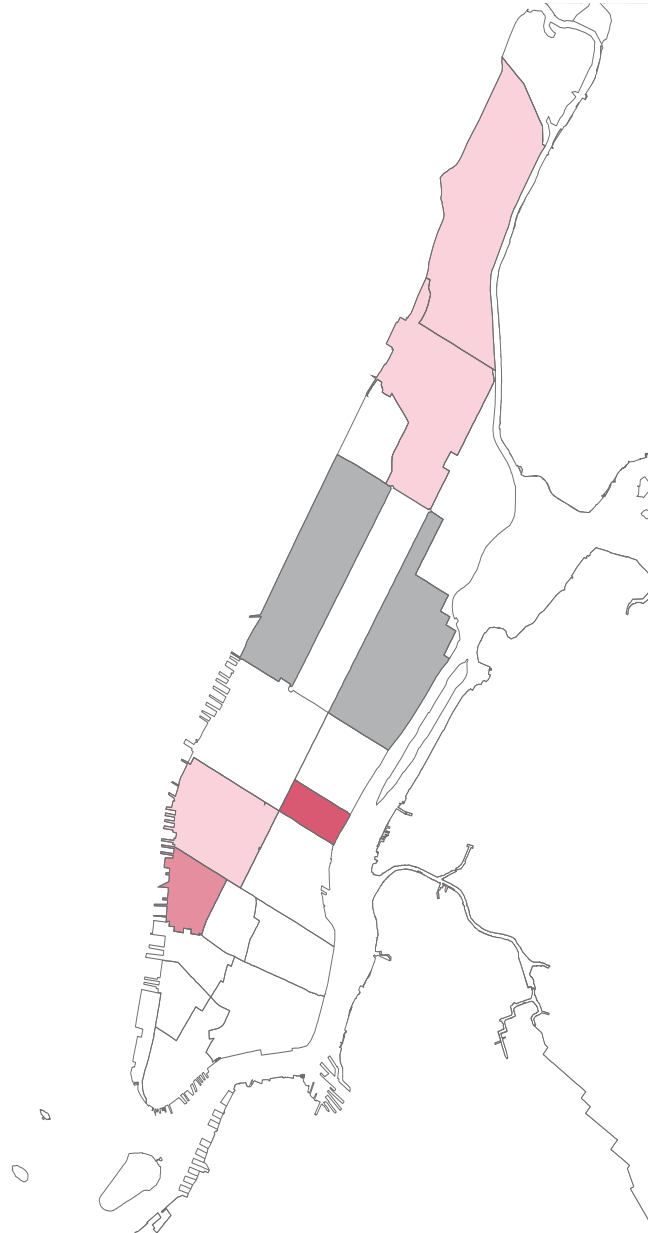
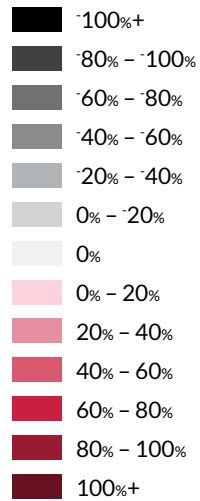
	Consideration	% of Consideration
<\$250K	\$0	0%
\$250K-\$500K	\$0	0%
\$500K-\$1M	\$0	0%
\$1M-\$2M	\$3,050,366	1%
\$2M-\$3M	\$4,760,862	2%
\$3M-\$5M	\$22,530,000	8%
\$5M-\$10M	\$103,758,718	36%
\$10M+	\$152,075,000	53%
ALL	\$286,174,946	100%

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: 1,066 condos, a 5% decline from Q3 2020
- Total consideration: \$1.6 billion, a 9% decline from Q3 2020
- Brooklyn condo average asking price: \$1.5 million, a 4% decline from Q3 2020
- Greatest share of listings: Two bedroom units at 41%
- 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 36% of listings
- Neighborhood with the largest amount of active Brooklyn condo listings: Williamsburg with 147 listings, 14% 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 \$1,671

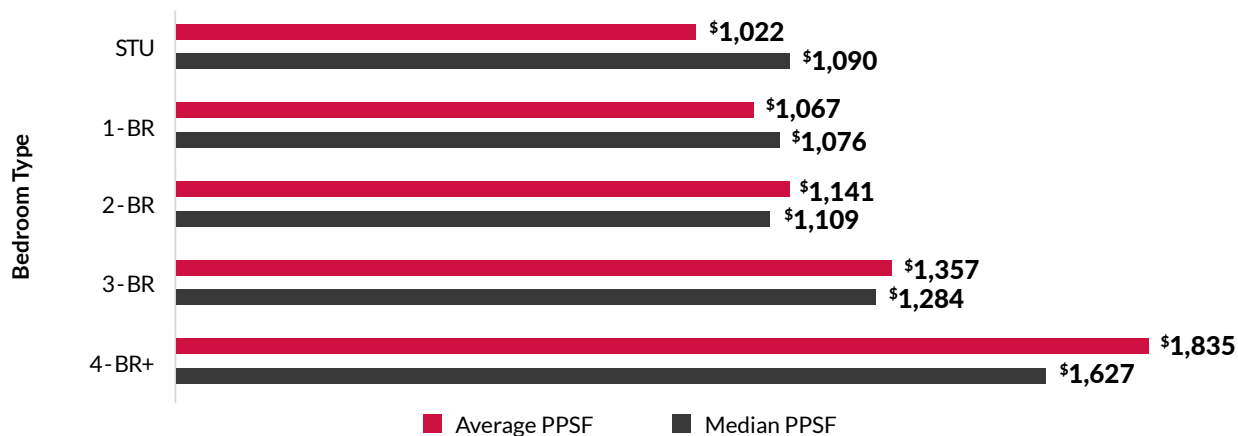
**All data is as of December 31, 2020. Listed units do not include shadow inventory.*

Brooklyn: Active Condos By Bedroom Type

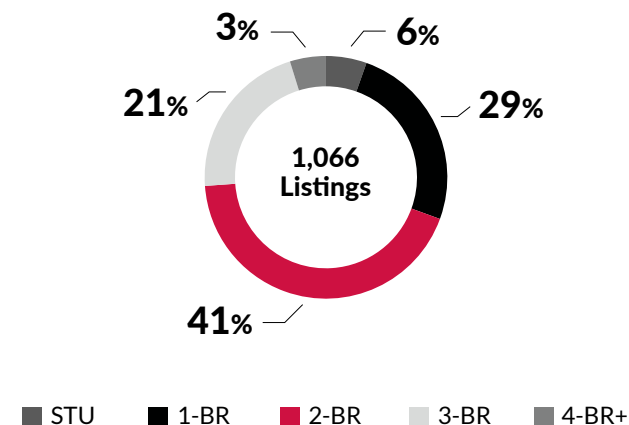
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	64	305	441	220	36	1,066
% of Listings	6%	29%	41%	21%	3%	100%
Average Price	\$652,049	\$851,950	\$1,330,503	\$2,285,107	\$4,428,106	\$1,454,468
Median Price	\$592,500	\$775,000	\$1,220,000	\$2,057,500	\$4,147,500	\$1,150,000
Average SF	638	799	1,166	1,684	2,413	1,196
Median SF	544	720	1,100	1,602	2,550	1,084
Average PPSF	\$1,022	\$1,067	\$1,141	\$1,357	\$1,835	\$1,216
Median PPSF	\$1,090	\$1,076	\$1,109	\$1,284	\$1,627	\$1,061

Brooklyn: Active Condos

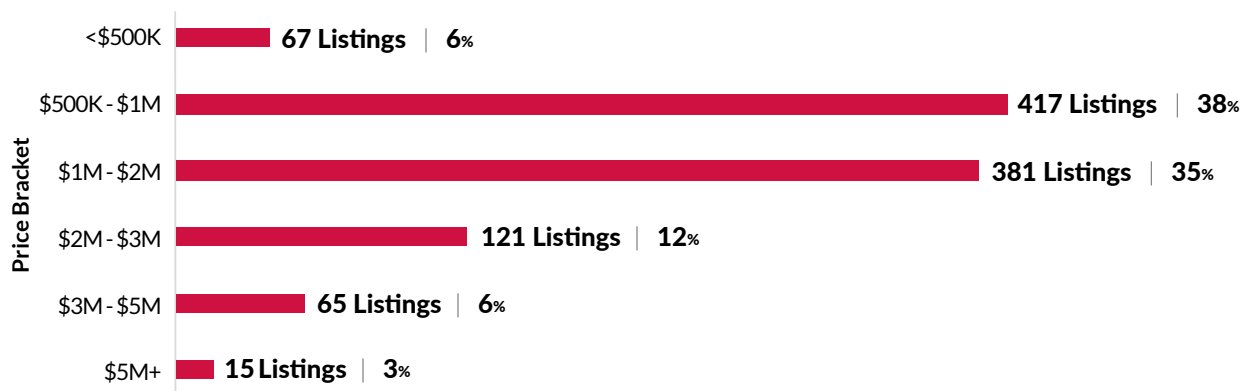
Brooklyn: Active Condos
Average/Median PPSF | Bedroom Type



Brooklyn: Active Condos
% of Listings | Bedroom Type



Brooklyn: Active Condos
of Listings | Price Bracket



Brooklyn: Active Condos
Total Consideration | Bedroom Type

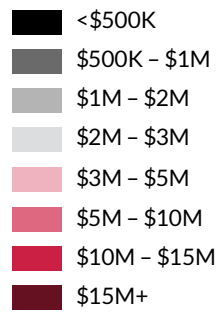
	Consideration	% of Consideration
STU	\$41,731,130	3%
1-BR	\$259,844,616	17%
2-BR	\$586,751,644	38%
3-BR	\$502,723,647	32%
4-BR+	\$159,411,810	10%
ALL	\$1,550,462,847	100%

Brooklyn: Active Condos

LEGEND

Brooklyn: Active Condos

Average Price by Price Bracket



Brooklyn: In-Contract Condos

Key Takeaways

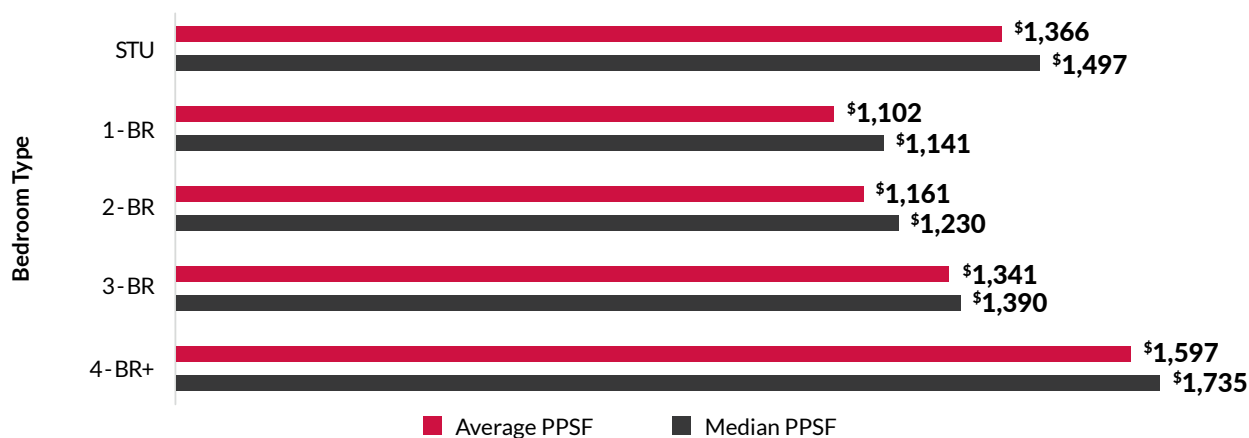
- Units in-contract in Brooklyn: 1,272 condos, a 5% increase from Q3 2020
- Total consideration: \$1.6 billion, a 6% increase from Q3 2020
- Brooklyn condo average contract price: \$1.3 million, a 1% increase from Q3 2020
- Greatest share of listings: One bedroom units at 39%
- Greatest share of listings by dollar volume: Two bedroom units at 36%
- Largest price bracket: \$500,000 - \$1 million units at 44% of listings
- Largest price bracket by dollar volume: \$1 million - \$2 million at 40% of listings
- Neighborhood with the largest amount of in-contract condo listings: Downtown Brooklyn with 264 listings, 20% of the total listings
- Neighborhood with the highest condo average contract price: Cobble Hill at \$2.6 million
- Neighborhood with the highest condo average contract PPSF: Cobble Hill at \$1,729

Brooklyn: In-Contract Condos By Bedroom Type

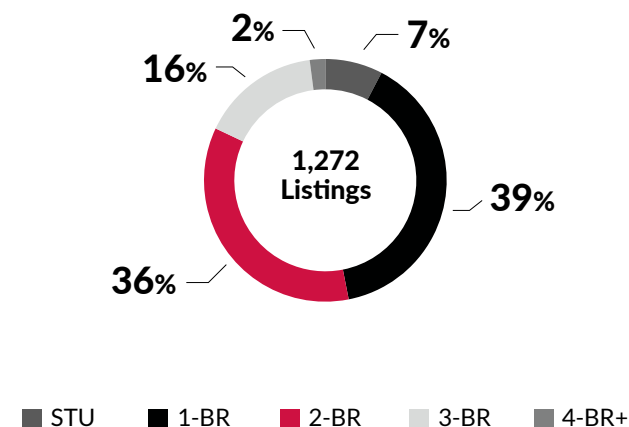
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	90	495	457	200	30	1,272
% of Listings	7%	39%	36%	16%	2%	100%
Average Price	\$664,861	\$823,107	\$1,267,038	\$2,154,241	\$4,024,633	\$1,256,210
Median Price	\$682,500	\$800,000	\$1,285,000	\$2,077,500	\$4,100,000	\$995,000
Average SF	487	747	1,091	1,606	2,521	1,025
Median SF	456	701	1,045	1,495	2,363	923
Average PPSF	\$1,366	\$1,102	\$1,161	\$1,341	\$1,597	\$1,226
Median PPSF	\$1,497	\$1,141	\$1,230	\$1,390	\$1,735	\$1,079

Brooklyn: In-Contract Condos

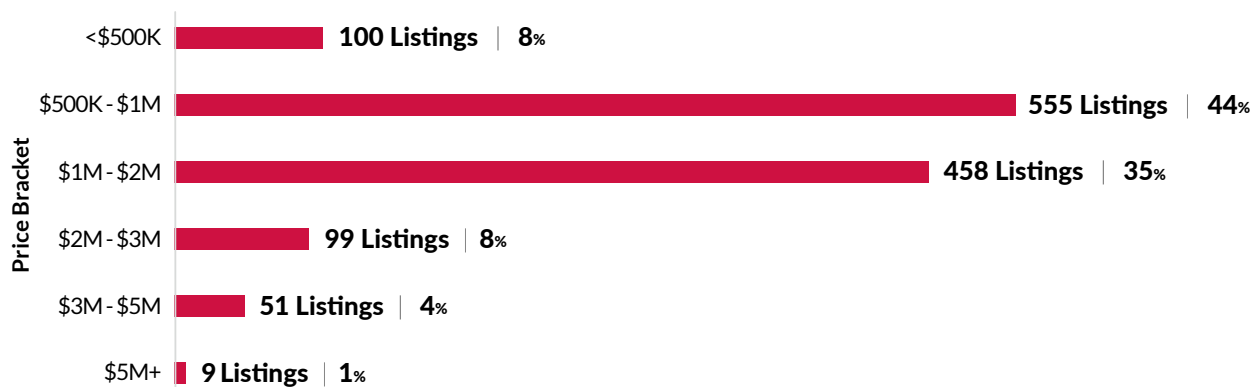
Brooklyn: In-Contract Condos
Average/Median PPSF | Bedroom Type



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



Brooklyn: In-Contract Condos
of Listings | Price Bracket



Brooklyn: In-Contract Condos
Total Consideration | Bedroom Type

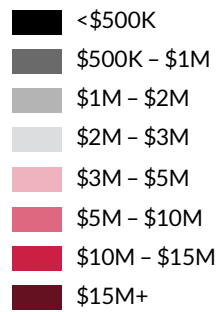
	Consideration	% of Consideration
STU	\$60,237,495	4%
1-BR	\$425,235,886	26%
2-BR	\$598,466,470	36%
3-BR	\$443,662,250	27%
4-BR+	\$132,734,000	8%
ALL	\$1,660,336,101	100%

Brooklyn: In-Contract Condos

LEGEND

Brooklyn: In-Contract Condos

Average Price by Price Bracket



Brooklyn: Condo Closings

Key Takeaways

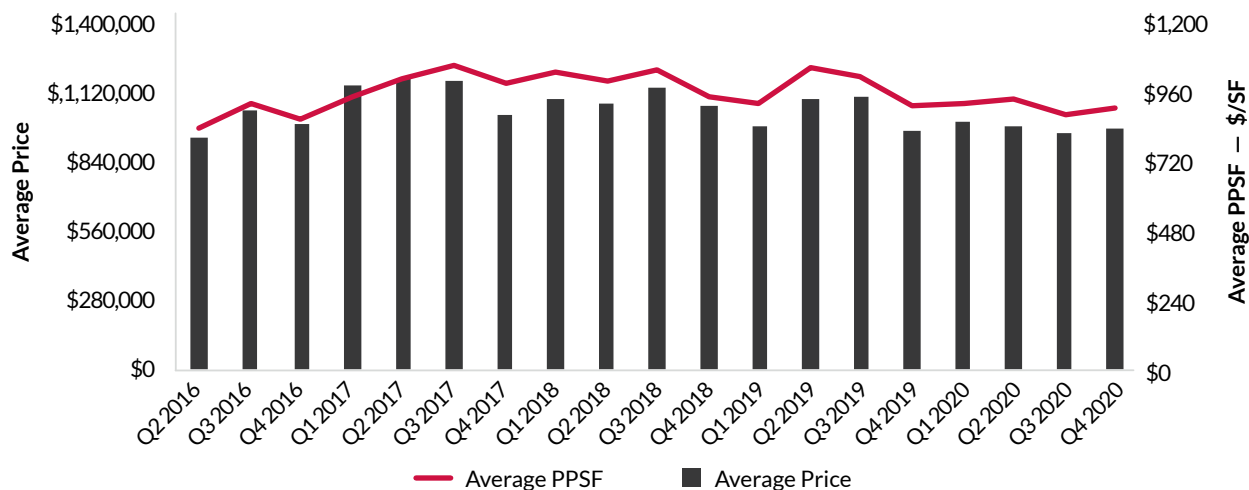
- Units sold in Brooklyn: 621 condos, a 22% increase year-over-year
- Total consideration: \$595.4 million, a 24% increase year-over-year
- Brooklyn condo average sales price: \$958,875, a 1% increase year-over-year
- Greatest share of listings: Two bedroom units at 44%
- Greatest share of listings by dollar volume: Two bedroom units at 46%
- 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: Bedford Stuyvesant from \$28.7 million to \$51.1 million, a 78% increase year-over-year
- Neighborhood with notable change in condo transactions: Sunset Park/Greenwood from 6 to 26, a 333% increase year-over-year
- Neighborhood with notable change in condo average sales price: Greenpoint from \$1.3 million to \$975,656, a 27% decline year-over-year

Brooklyn: Condo Closings

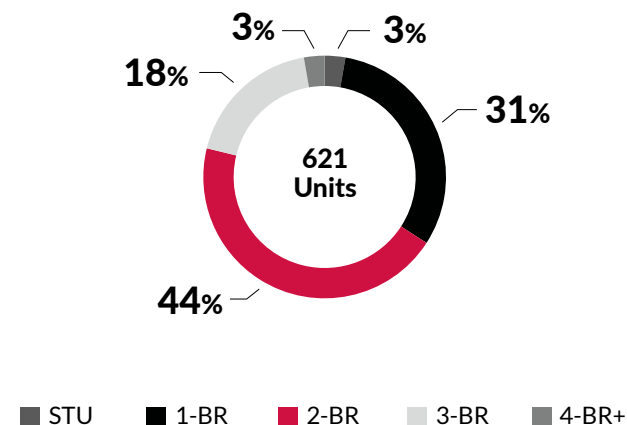
	Q4 2020	Q3 2020	Q4 2019	%Δ Q3 2020	%Δ Q4 2019
Transactions	621	360	508	73%	22%
Consideration	\$595,461,230	\$340,172,263	\$482,135,416	75%	24%
Average Price	\$958,875	\$944,923	\$949,085	1%	1%
Median Price	\$825,000	\$777,000	\$799,500	6%	3%
Average SF	1,067	1,081	1,070	-1%	0%
Median SF	995	1,013	1,000	-2%	-1%
Average PPSF	\$899	\$874	\$887	3%	1%
Median PPSF	\$829	\$767	\$800	8%	4%

Brooklyn: Condo Closings

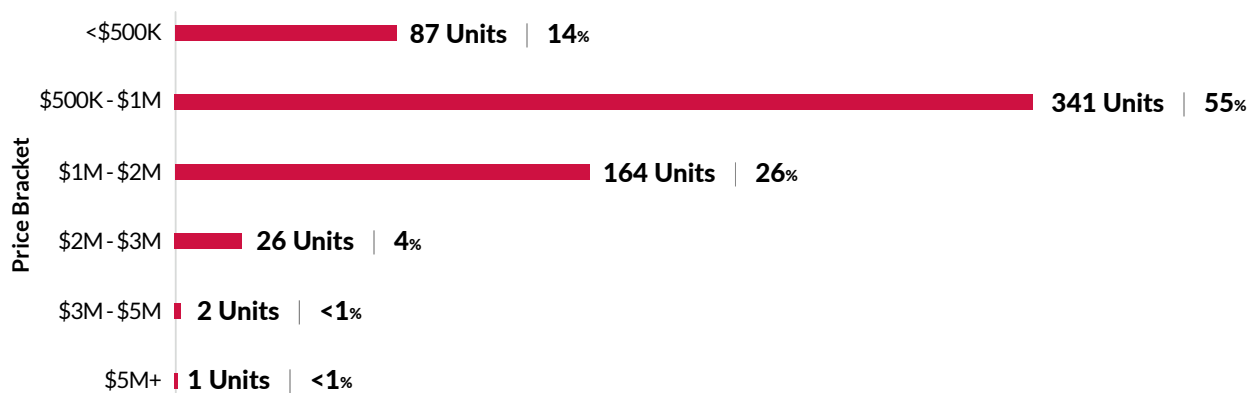
Brooklyn: Condo Closings
Historical Average Price/Average PPSF



Brooklyn: Condo Closings
% of Units | Bedroom Type



Brooklyn: Condo Closings
of Units | Price Bracket



Brooklyn: Condo Closings
Total Consideration | Bedroom Type

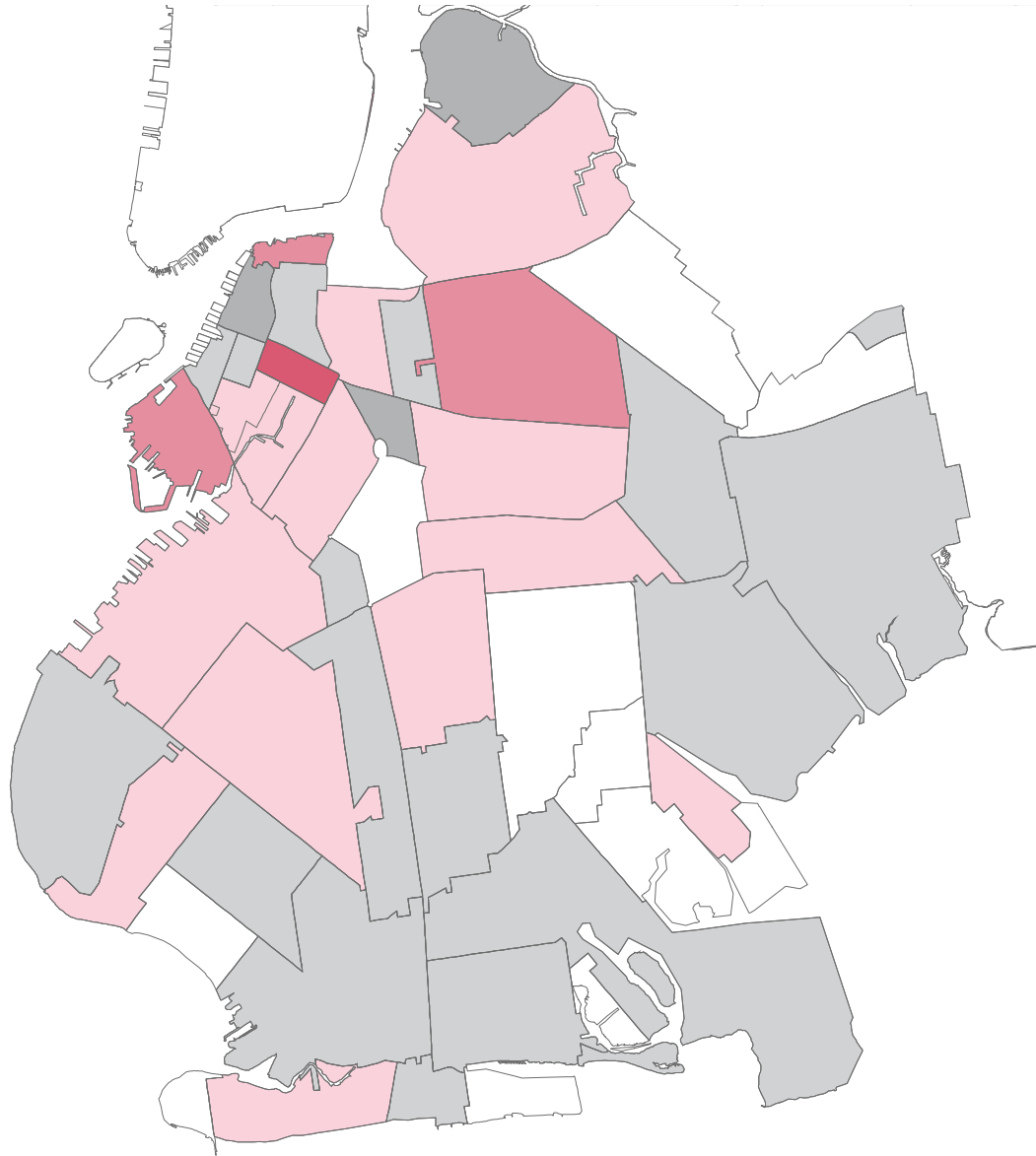
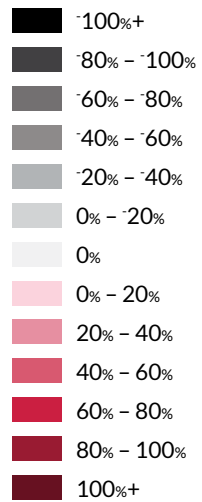
	Consideration	% of Consideration
STU	\$11,907,465	2%
1-BR	\$140,072,089	24%
2-BR	\$272,593,005	46%
3-BR	\$147,632,036	25%
4-BR+	\$19,824,300	3%
ALL	\$595,461,230	100%

Brooklyn: Condo Closings

LEGEND

Brooklyn: Condo Closings

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



Brooklyn: Active Co-ops

Key Takeaways

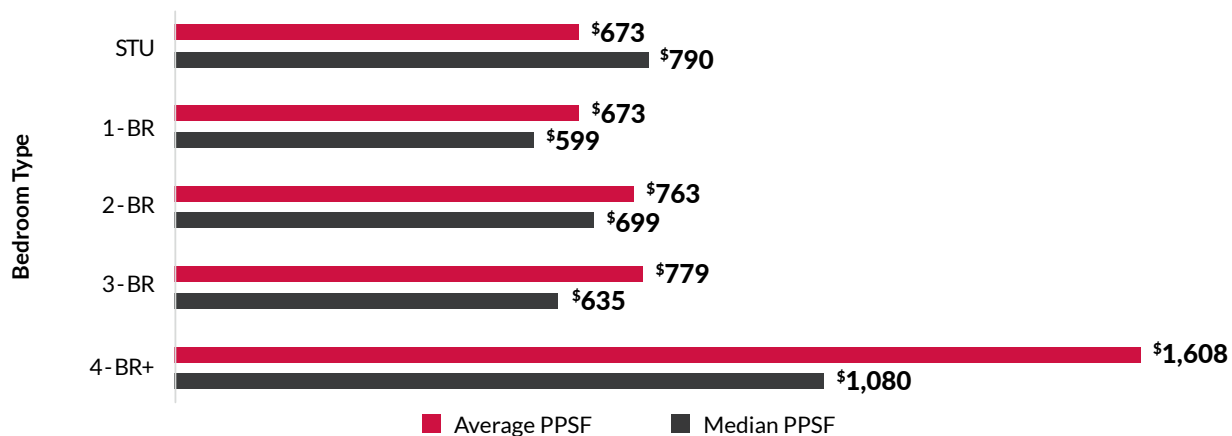
- Units active in Brooklyn: 427 co-ops, a 15% decline from Q3 2020
- Total consideration: \$357.8 million, a 7% decline from Q3 2020
- Brooklyn co-op average listing price: \$837,920, a 9% increase from Q3 2020
- Greatest share of listings: One bedroom units at 42%
- Greatest share of listings by dollar volume: Two bedroom units at 32%
- Largest price bracket: \$500,000 and less units at 45% of listings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 33% of listings
- Neighborhood with highest amount of active co-op listings: Brooklyn Heights with 72 listings, 17% of the total listings
- Neighborhood with highest co-op average asking price: Brooklyn Heights at \$1.3 million
- Neighborhood with highest co-op average asking PPSF: Carroll Gardens at \$1,421

Brooklyn: Active Co-ops By Bedroom Type

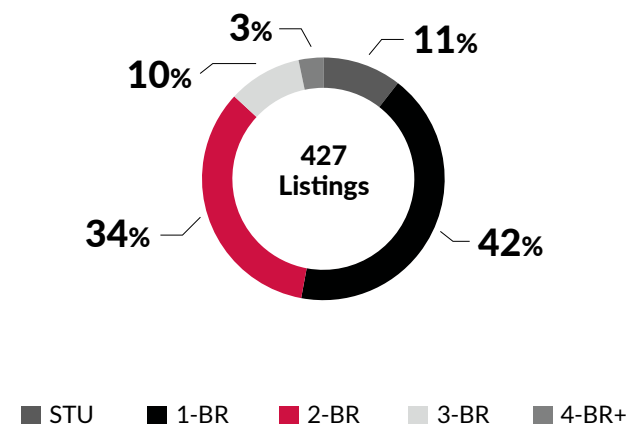
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	45	181	145	42	14	427
% of Listings	11%	42%	34%	10%	3%	100%
Average Price	\$374,953	\$510,228	\$794,572	\$1,340,976	\$5,502,429	\$837,920
Median Price	\$385,000	\$449,000	\$699,000	\$1,075,000	\$3,312,500	\$550,000
Average SF	558	758	1,041	1,722	3,421	1,073
Median SF	488	750	1,000	1,694	3,068	900
Average PPSF	\$673	\$673	\$763	\$779	\$1,608	\$781
Median PPSF	\$790	\$599	\$699	\$635	\$1,080	\$611

Brooklyn: Active Co-ops

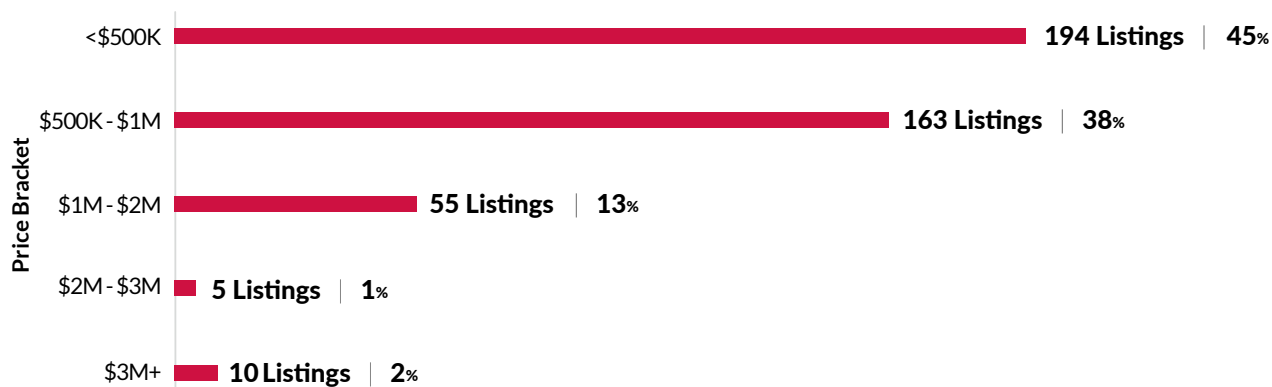
Brooklyn: Active Co-ops
Average/Median PPSF | Bedroom Type



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



Brooklyn: Active Co-ops
of Listings | Price Bracket



Brooklyn: Active Co-ops
Total Consideration | Bedroom Type

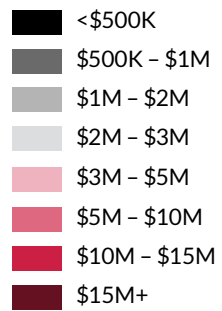
	Consideration	% of Consideration
STU	\$16,872,899	5%
1-BR	\$92,351,195	26%
2-BR	\$115,212,887	32%
3-BR	\$56,321,000	16%
4-BR+	\$77,034,000	22%
ALL	\$357,791,981	100%

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: 451 co-ops, a 7% increase from Q3 2020
- Total consideration: \$369.1 million, a 19% increase from Q3 2020
- Brooklyn co-op average contract price: \$818,434, an 11% increase from Q3 2020
- Greatest share of listings: Two bedroom units at 41%
- Greatest share of listings by dollar volume: Two bedroom units at 43%
- Largest price bracket: \$500,000 - \$1 million units at 49% share of listings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 43% share of listings
- Neighborhoods with the largest amount of in-contract co-op listings: Park Slope at 84, 19% of the total listings
- Neighborhood with the highest co-op average contract price: Bushwick/Wyckoff Heights at \$1.7 million
- Neighborhood with highest co-op contract PPSF: Gowanus at \$940

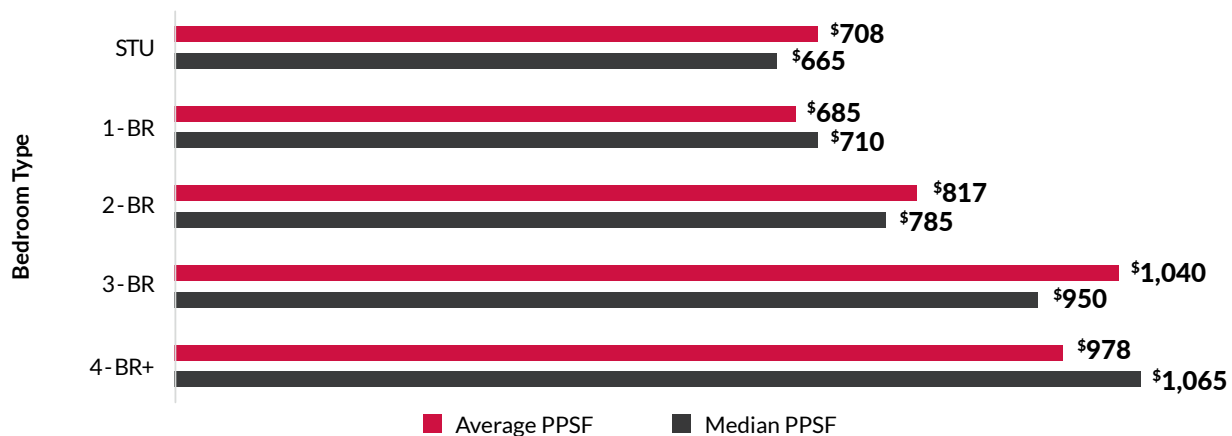
**Only 1 in-contract co-op found for both Bushwick/Wyckoff Heights and Gowanus.*

Brooklyn: In-Contract Co-ops By Bedroom Type

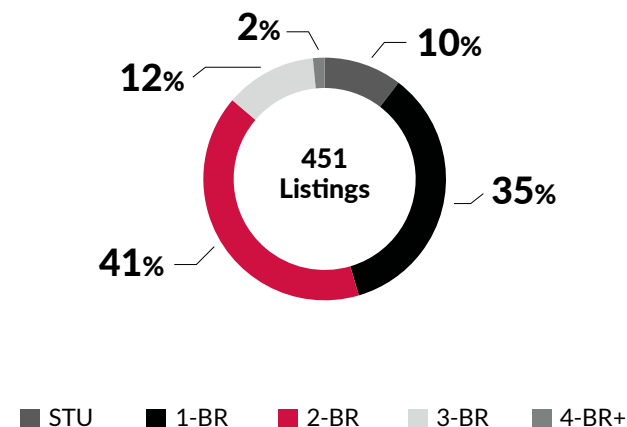
	STU	1-BR	2-BR	3-BR	4-BR+	ALL
# of Listings	47	158	184	55	7	451
% of Listings	10%	35%	41%	12%	2%	100%
Average Price	\$375,298	\$567,069	\$870,451	\$1,577,855	\$2,133,286	\$818,434
Median Price	\$349,000	\$547,000	\$785,000	\$1,200,000	\$2,450,000	\$645,000
Average SF	530	828	1,065	1,517	2,180	1,010
Median SF	525	770	1,000	1,263	2,300	900
Average PPSF	\$708	\$685	\$817	\$1,040	\$978	\$811
Median PPSF	\$665	\$710	\$785	\$950	\$1,065	\$717

Brooklyn: In-Contract Co-ops

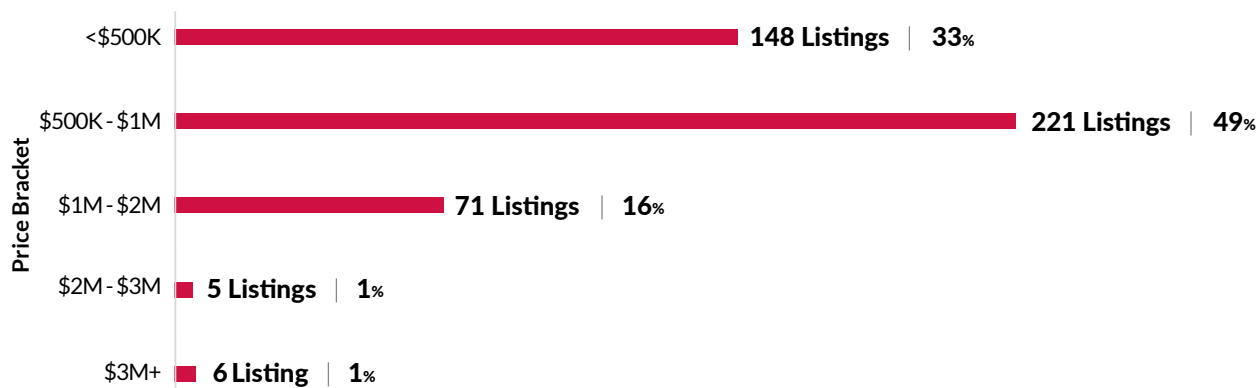
Brooklyn: In-Contract Co-ops
Average/Median PPSF | Bedroom Type



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

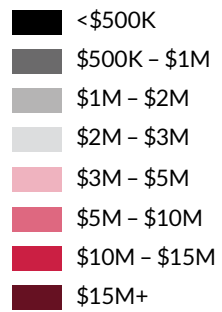
	Consideration	% of Consideration
STU	\$17,638,990	5%
1-BR	\$89,596,950	24%
2-BR	\$160,162,998	43%
3-BR	\$86,782,000	24%
4-BR+	\$14,933,000	4%
ALL	\$369,113,938	100%

Brooklyn: In-Contract Co-ops

LEGEND

Brooklyn: In-Contract Co-ops

Average Price by Price Bracket



Brooklyn: Co-op Closings

Key Takeaways

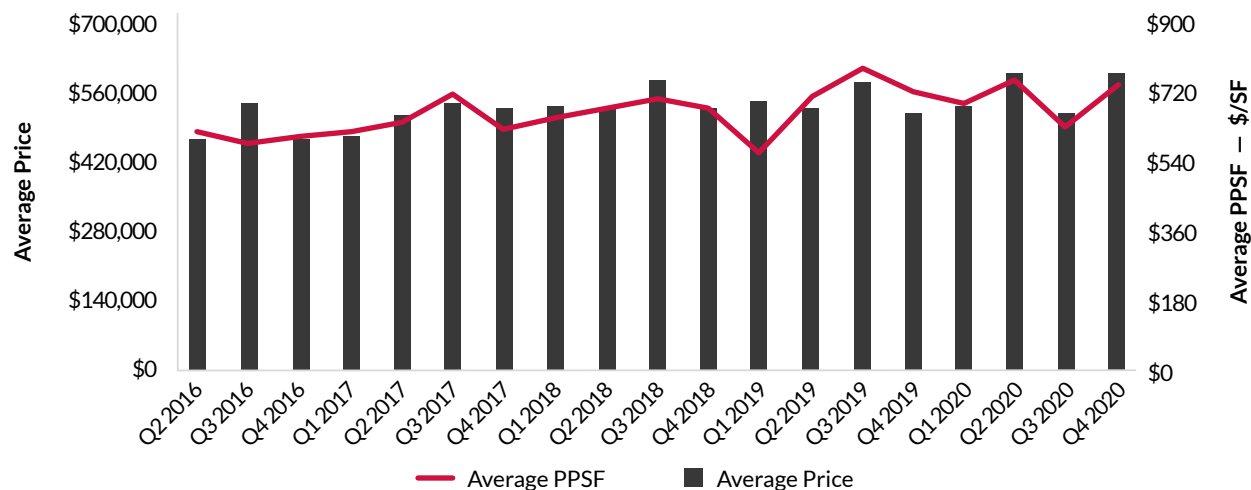
- Units sold in Brooklyn: 471 co-ops, a 7% increase year-over-year
- Total consideration: \$281.3 million, a 24% increase year-over-year
- Brooklyn co-op average sales price: \$597,245, a 16% increase year-over-year
- Greatest share of listings: One bedroom units at 46%
- Greatest share of listings by dollar volume: Two bedroom units at 47%
- Largest price bracket: \$250,000 - \$500,000 units at 42% share of listings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 39% share of listings
- Neighborhood with notable change in co-op consideration: Park Slope from \$27.1 million to \$61.0 million, a 125% increase year-over-year
- Neighborhood with notable change in co-op transactions: Park Slope from 30 to 61, a 103% increase year-over-year
- Neighborhood with notable change in co-op average sales price: Fort Greene from \$575,520 to \$813,810 million, a 42% increase year-over-year

Brooklyn: Co-op Closings

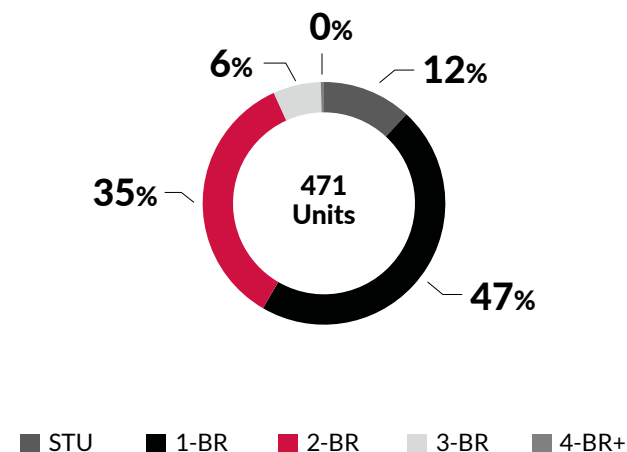
	Q4 2020	Q3 2020	Q4 2019	%Δ Q3 2020	%Δ Q4 2019
Transactions	471	305	441	54%	7%
Consideration	\$281,302,430	\$157,210,704	\$227,440,105	79%	24%
Average Price	\$597,245	\$515,445	\$515,737	16%	16%
Median Price	\$459,000	\$400,000	\$400,000	15%	15%
Average SF	814	826	755	-1%	8%
Median SF	790	785	735	1%	7%
Average PPSF	\$733	\$624	\$683	17%	7%
Median PPSF	\$581	\$510	\$544	14%	7%

Brooklyn: Co-op Closings

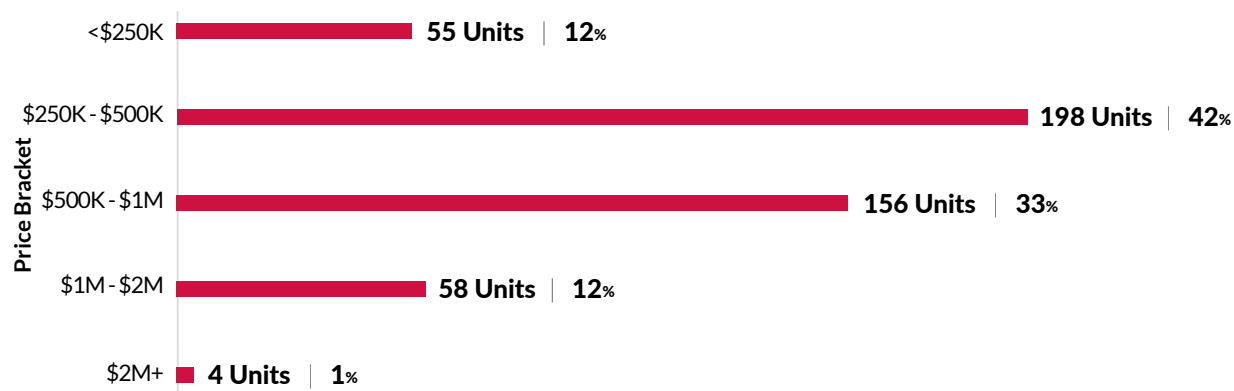
Brooklyn: Co-op Closings
Historical Average Price/Average PPSF



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



Brooklyn: Co-op Closings
of Units | Price Bracket



Brooklyn: Co-op Closings
Total Consideration | Bedroom Type

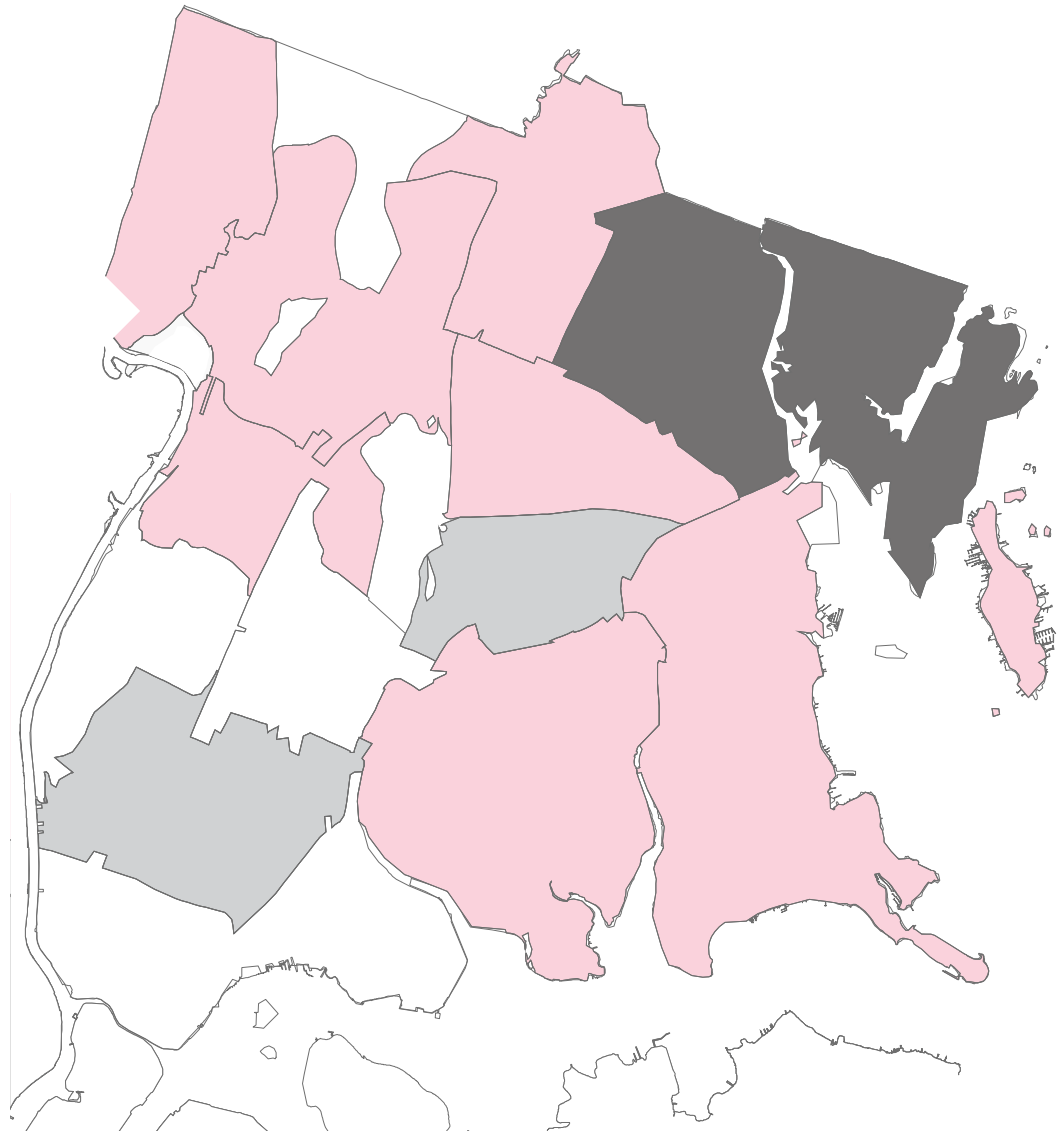
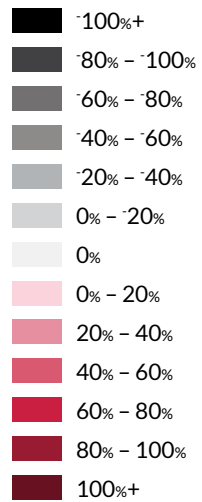
	Consideration	% of Consideration
STU	\$20,203,380	7%
1-BR	\$101,796,838	36%
2-BR	\$128,618,881	46%
3-BR	\$28,233,331	10%
4-BR+	\$2,450,000	1%
ALL	\$281,302,430	100%

Brooklyn: Co-op Closings

LEGEND

Brooklyn: Co-op Closings

By Δ% in Average Price from Q1 2019



Brooklyn: Active 1-3 Family Homes

Key Takeaways

- Units active in Brooklyn: 645 one-to-three family homes, a 5% decline from Q3 2020
- Total consideration: \$1.8 billion, a 3% increase from Q3 2020
- Brooklyn one-to-three family home average asking price: \$2.8 million, an 8% increase from Q3 2020
- Largest price bracket: \$1 million - \$2 million units at 41% of listings
- Largest price bracket by dollar volume: \$3 million - \$5 million units at 24% of listings
- Neighborhood with largest amount of active one-to-three family home listings: Bedford Stuyvesant with 96 listings, 15% of the total listings
- Neighborhood with highest active one-to-three family home average asking price: Brooklyn Heights at \$7 million
- Neighborhood with highest active one-to-three family home average asking PPSF: Brighton Beach at \$1,819

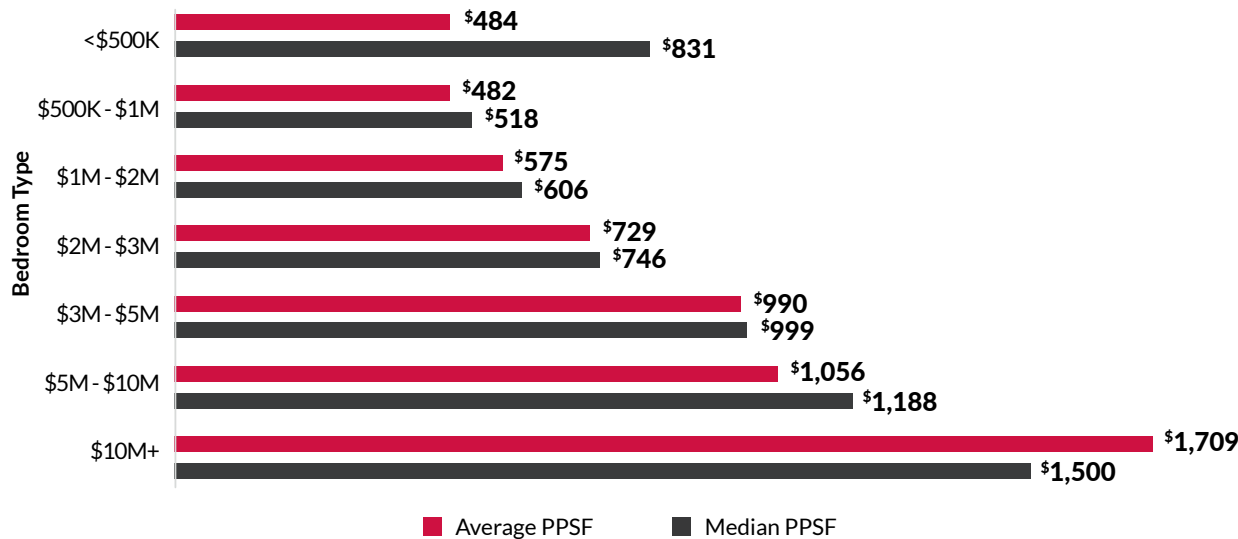
Brooklyn: Active 1-3 Family Homes

By Price Bracket

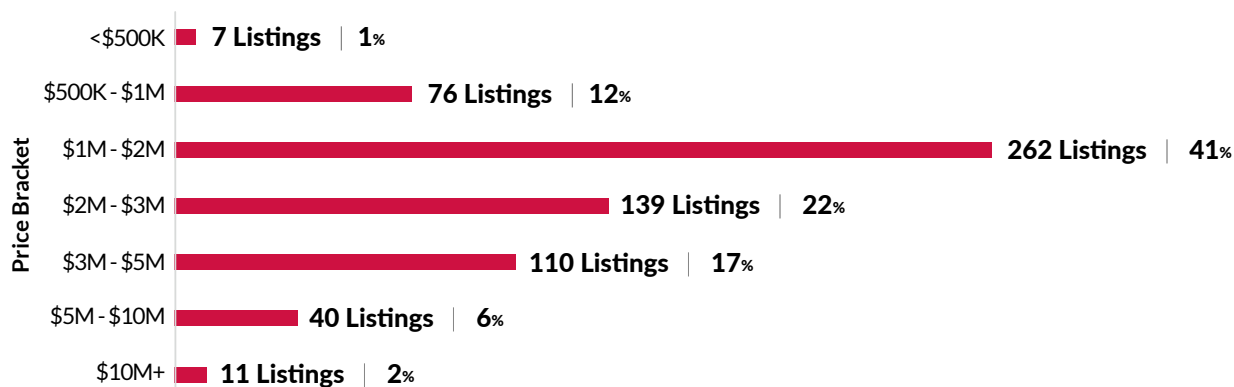
	<\$500K	\$500K - \$1M	\$1M - \$2M	\$2M - \$3M	\$3M - \$5M	\$5M - \$10M	\$10M+	ALL
# of Listings	7	76	262	139	110	40	11	645
% of Listings	1%	12%	41%	22%	17%	6%	2%	100%
Average Price	\$429,857	\$849,141	\$1,580,735	\$2,538,958	\$3,946,523	\$7,179,946	\$20,535,000	\$2,762,499
Median Price	\$449,000	\$875,000	\$1,599,000	\$2,499,000	\$3,847,500	\$6,925,000	\$12,750,000	\$1,950,000
Average SF	888	1,760	2,751	3,485	3,988	6,796	12,017	3,432
Median SF	540	1,688	2,638	3,348	3,850	5,829	8,500	3,032
Average PPSF	\$484	\$482	\$575	\$729	\$990	\$1,056	\$1,709	\$805
Median PPSF	\$831	\$518	\$606	\$746	\$999	\$1,188	\$1,500	\$643

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

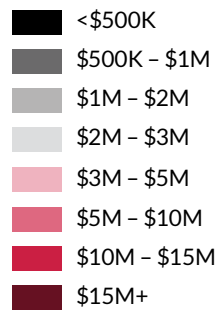
	Consideration	% of Consideration
<\$500K	\$3,008,999	<1%
\$500K - \$1M	\$65,484,744	4%
\$1M - \$2M	\$414,152,670	23%
\$2M - \$3M	\$352,915,150	20%
\$3M - \$5M	\$437,867,550	24%
\$5M - \$10M	\$299,747,834	16%
\$10M+	\$294,885,000	13%
ALL	\$1,868,061,947	100%

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: 442 one-to-three family homes, a 10% increase from Q3 2020
- Total consideration: \$852.2 million, a 15% increase from Q3 2020
- Brooklyn one-to-three family home average asking price: \$1.9 million, a 5% increase from Q3 2020
- Largest price bracket: \$1 million - \$2 million units at 45% of listings
- Largest price bracket by dollar volume: \$1 million - \$2 million units at 35% of listings
- Neighborhoods with largest amount of in-contract one-to-three family home listings: Bedford Stuyvesant with 72 listings, 16% of the total listings
- Neighborhood with the highest one-to-three family homes average contract price: Brooklyn Heights at \$6.1 million
- Neighborhood with highest one-to-three family homes average contract PPSF: Boerum Hill at \$1,233

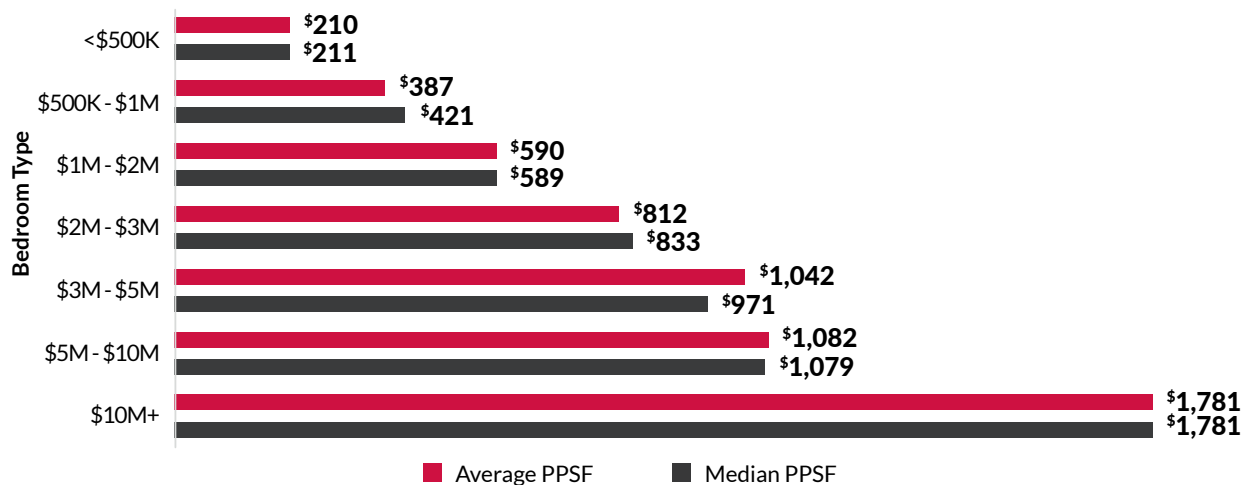
Brooklyn: In-Contract 1-3 Family Homes By Price Bracket

	<\$500K	\$500K - \$1M	\$1M - \$2M	\$2M - \$3M	\$3M - \$5M	\$5M - \$10M	\$10M+	ALL
# of Listings	5	94	197	89	46	10	1	442
% of Listings	< 1%	5%	11%	5%	3%	1%	< 1%	25%
Average Price	\$397,500	\$827,068	\$1,516,076	\$2,545,049	\$3,801,522	\$6,138,500	\$10,995,000	\$1,927,960
Median Price	\$400,000	\$849,450	\$1,500,000	\$2,500,000	\$3,650,000	\$6,245,000	\$10,995,000	\$1,625,000
Average SF	1,894	2,137	2,571	3,133	3,648	5,675	6,172	2,828
Median SF	1,894	2,016	2,548	3,000	3,760	5,789	6,172	2,686
Average PPSF	\$210	\$387	\$590	\$812	\$1,042	\$1,082	\$1,781	\$682
Median PPSF	\$211	\$421	\$589	\$833	\$971	\$1,079	\$1,781	\$605

Brooklyn: In-Contract 1-3 Family Homes

Brooklyn: In-Contract 1-3 Family Homes

Average/Median PPSF | Price Bracket



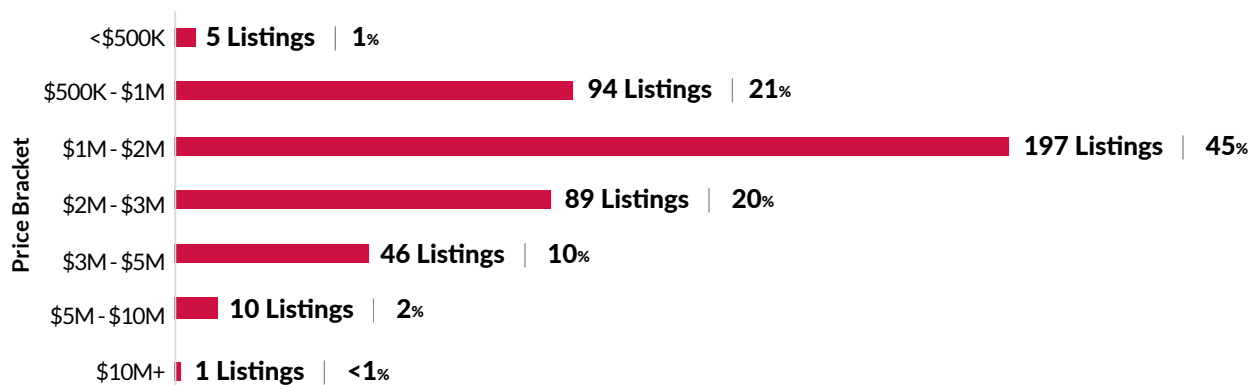
Brooklyn: In-Contract Family Homes

Total Consideration | Price Bracket

	Consideration	% of Consideration
<\$500K	\$1,987,499	< 1%
\$500K - \$1M	\$77,744,390	9%
\$1M - \$2M	\$298,666,999	35%
\$2M - \$3M	\$226,509,390	27%
\$3M - \$5M	\$174,870,000	21%
\$5M - \$10M	\$61,385,000	7%
\$10M+	\$10,995,000	1%
ALL	\$852,158,278	100%

Brooklyn: In-Contract Family Homes

of Listings | Price Bracket

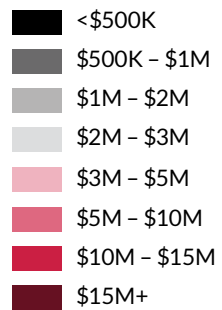


Brooklyn: In-Contract 1-3 Family Homes

LEGEND

Brooklyn: In-Contract 1-3 Family Homes

Average Price by Price Bracket



Brooklyn: 1-3 Family Home Closings

Key Takeaways

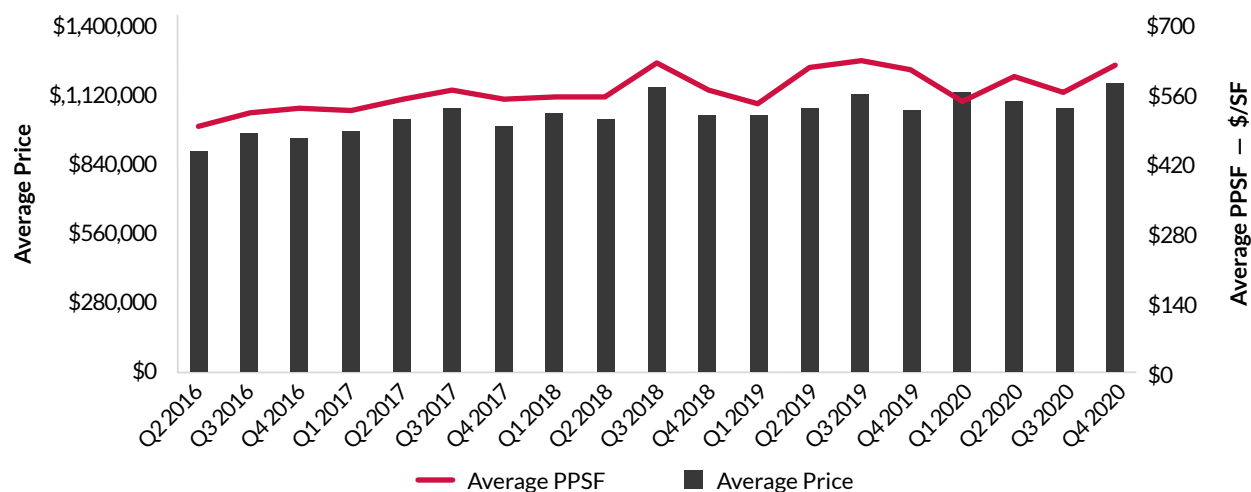
- Units sold in Brooklyn: 1,383 one-to-three family homes, a 4% decline year-over-year
- Total consideration: \$1.6 billion, a 5% increase year-over-year
- Brooklyn one-to-three family home average sales price: \$1.2 million, a 10% increase year-over-year
- Largest price bracket: \$500,000 - \$1 million units at 50% share of closings
- Largest price bracket by dollar volume: \$1 million - \$2 million units at 40% share of closings
- Neighborhood with notable change in one-to-three family home consideration: Bay Ridge/Fort Hamilton from \$58.9 million to \$85.9 million, a 46% increase year-over-year
- Neighborhood with notable change in one-to-three family home transactions: Canarsie from 112 to 67, a 40% decline year-over-year
- Neighborhood with notable change in one-to-three family home average sales price: Carroll Gardens from \$2.6 million to \$6.7 million, a 43% increase year-over-year

Brooklyn: 1-3 Family Home Closings

	Q4 2020	Q3 2020	Q4 2019	%Δ Q3 2020	%Δ Q4 2019
Transactions	1,383	763	1,443	81%	-4%
Consideration	\$1,632,757,519	\$826,448,459	\$1,548,359,272	98%	5%
Average Price	\$1,180,591	\$1,083,157	\$1,073,014	9%	10%
Median Price	\$959,000	\$880,000	\$880,000	9%	9%
Average SF	1,878	1,888	1,829	-1%	3%
Median SF	1,760	1,760	1,710	0%	3%
Average PPSF	\$629	\$574	\$587	10%	7%
Median PPSF	\$545	\$500	\$515	9%	6%

Brooklyn: 1-3 Family Home Closings

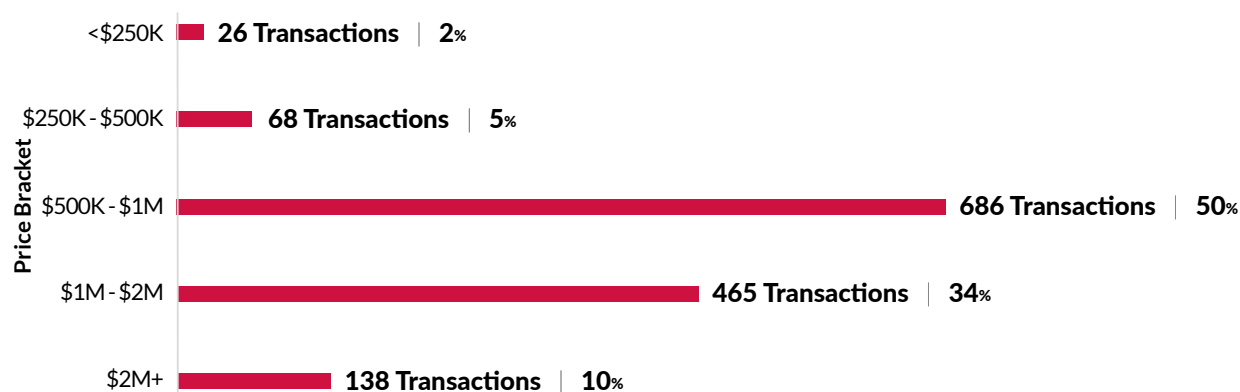
Brooklyn: 1-3 Family Home Closings
Historical Average Price/Average PPSF



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

	Consideration	% of Consideration
<\$250K	\$5,127,216	< 1%
\$250K-\$500K	\$27,903,815	2%
\$500K-\$1M	\$530,946,933	33%
\$1M-\$2M	\$648,206,564	40%
\$2M+	\$420,572,990	26%
ALL	\$1,632,757,519	100%

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

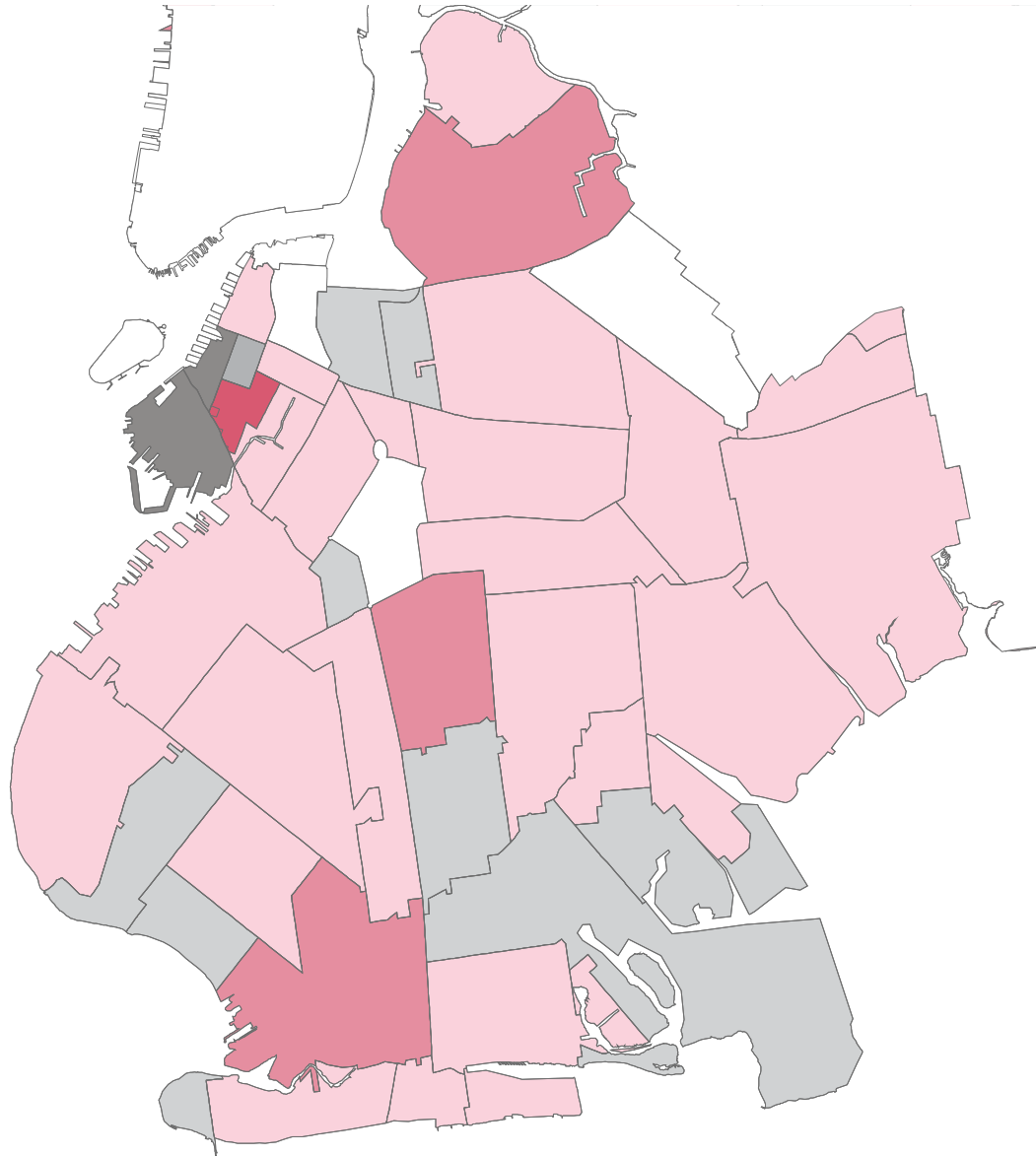
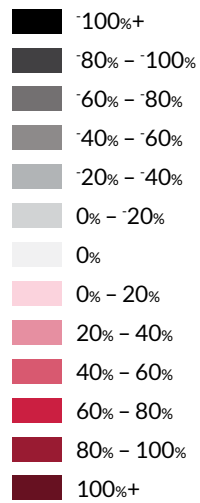


Brooklyn: 1-3 Family Home Closings

LEGEND

Brooklyn: 1-3 Family Home Closings

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



Bronx: Condo Closings

Key Takeaways

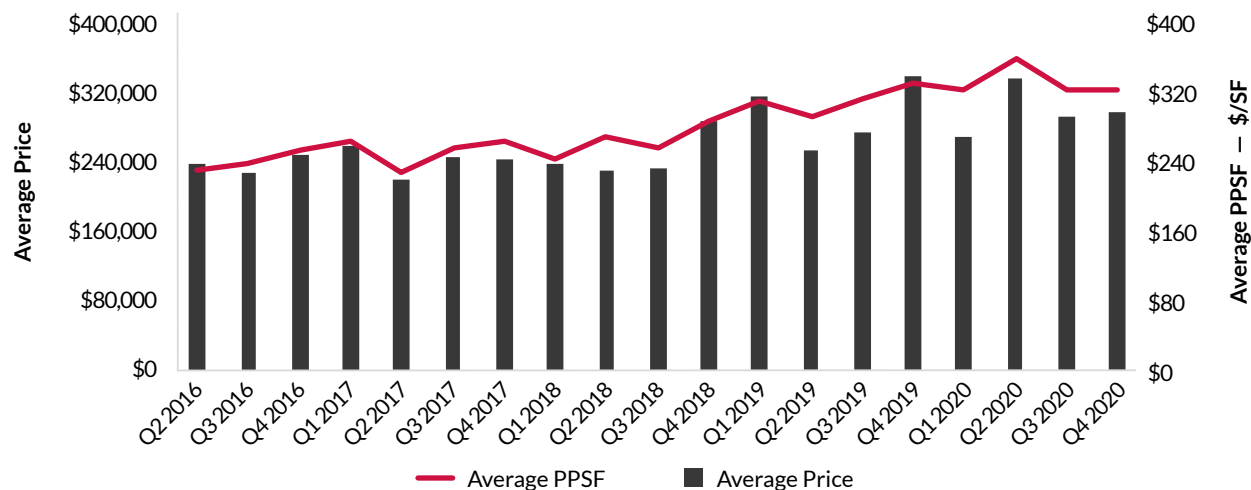
- Units sold in Bronx: 87 condos, a 28% decline year-over-year
- Total consideration: \$26.1 million, a 36% decline year-over-year
- Bronx condo average sales price: \$299,962 a 12% decline year-over-year
- Greatest share of listings: One bedroom units at 37%
- Greatest share of listings by dollar volume: Three bedroom units at 41%
- Largest price bracket: \$500,000-and-below units at 91% of closings
- Largest price bracket by dollar volume: \$500,000-and-below units at 81% of closings
- Neighborhood with notable change in condo consideration: The City Island/Pelham Bay/Pelham Strip/Country Club/Throgs Neck/Schuylerville area from \$9.1 million to \$5.4 million, a 40% decline year-over-year
- Neighborhood with notable change in condo transactions: The Parkchester/Westchester Square/Castle Hill/Soundview area from 81 to 53, a 35% 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 \$567,420 to \$416,804, a 27% decline year-over-year

Bronx: Condo Closings

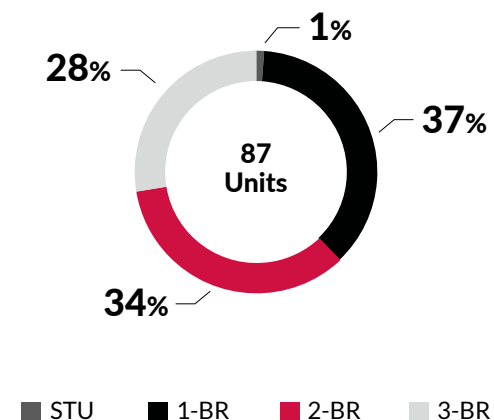
	Q4 2020	Q3 2020	Q4 2019	%Δ Q3 2020	%Δ Q4 2019
Transactions	87	63	120	38%	-28%
Consideration	\$26,096,687	\$18,530,280	\$40,893,025	41%	-36%
Average Price	\$299,962	\$294,131	\$340,775	2%	-12%
Median Price	\$272,000	\$264,000	\$245,000	3%	11%
Average SF	926	903	942	3%	-2%
Median SF	829	817	822	1%	1%
Average PPSF	\$324	\$326	\$362	-1%	-10%
Median PPSF	\$328	\$323	\$298	2%	10%

Bronx: Condo Closings

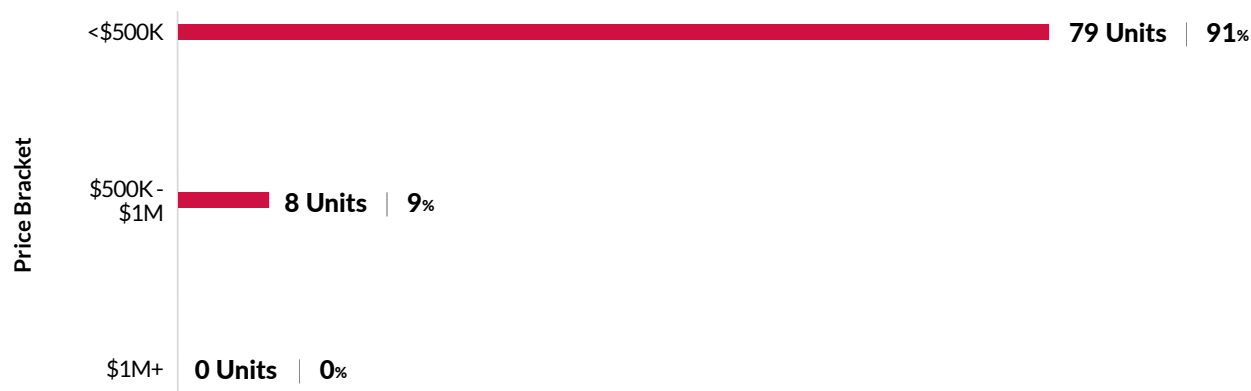
Bronx: Condo Closings
Historical Average Price/Average PPSF



Bronx: Condo Closings
% of Units | Bedroom Type



Bronx: Condo Closings
of Units | Price Bracket



Bronx: Condo Closings
Total Consideration | Bedroom Type

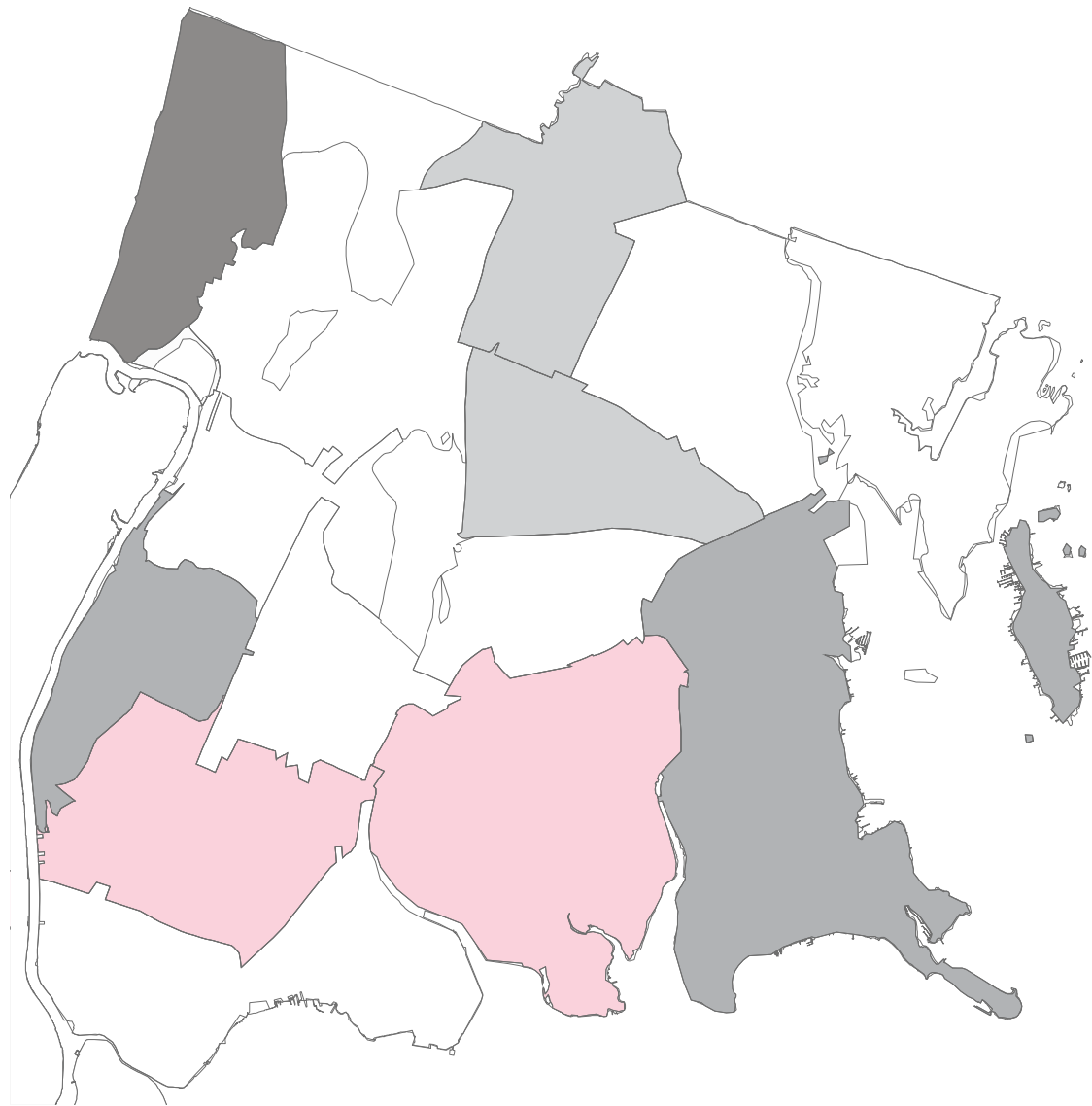
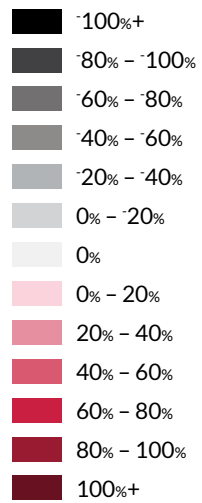
	Consideration	% of Consideration
STU	\$160,000	1%
1-BR	\$6,378,344	24%
2-BR	\$8,971,343	34%
3-BR	\$10,587,000	41%
4-BR+	\$0	0%
ALL	\$26,096,687	100%

Bronx: Condo Closings

LEGEND

Bronx: Condo Closings

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



Bronx: Co-op Closings

Key Takeaways

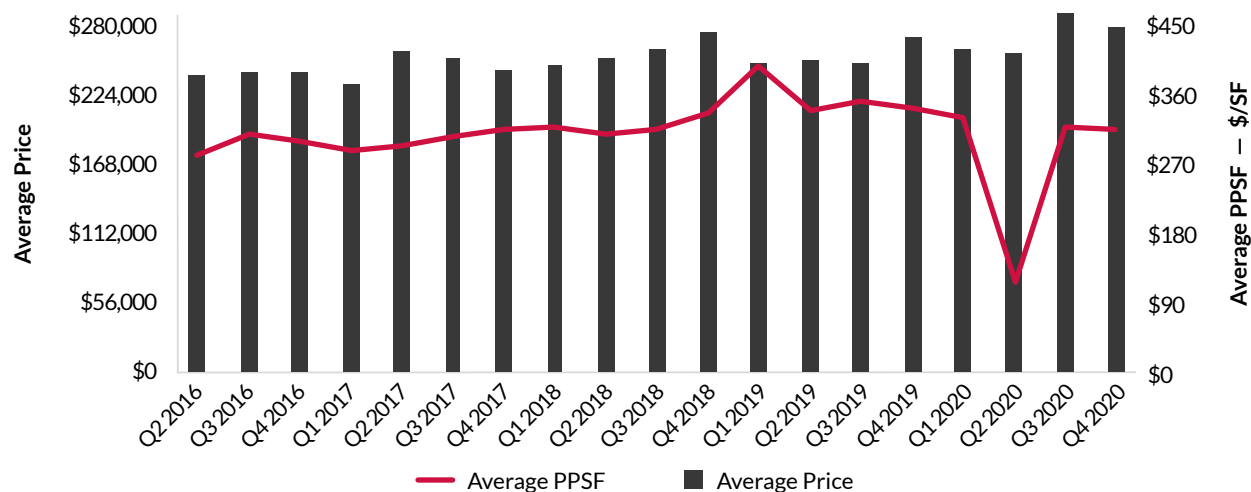
- Units sold in Bronx: 133 co-ops, a 22% decline year-over-year
- Total consideration: \$36.5 million, a 20% decline year-over-year
- Bronx co-op average sales price: \$274,287, a 2% increase year-over-year
- Greatest share of listings: One bedroom units at 51%
- Greatest share of listings by dollar volume: Two bedroom units at 40%
- Largest price bracket: \$250,000-and-below units at 54% 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 Riverdale/Fieldston from \$27.6 million to \$24.6 million, an 11% decline year-over-year
- Neighborhood with notable change in co-op transactions: Riverdale/Fieldston from 86 to 76, a 12% decline year-over-year
- Neighborhood with notable change in co-op average sales price: The Fordham/Belmont/Kingsbridge/University Heights area from \$181,800 to \$205,667, a 13% increase year-over-year

Bronx: Co-op Closings

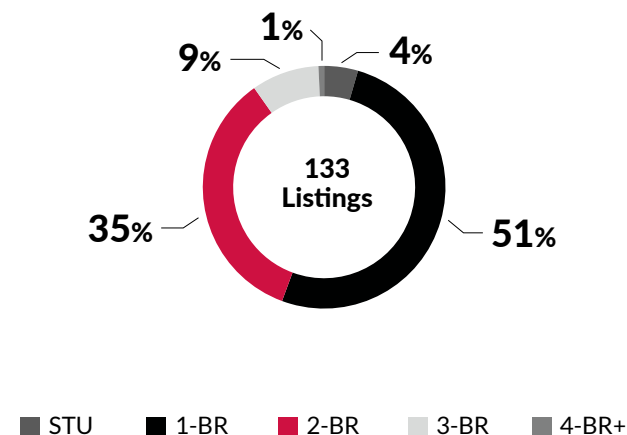
	Q4 2020	Q3 2020	Q4 2019	%Δ Q3 2020	%Δ Q4 2019
Transactions	133	107	171	24%	-22%
Consideration	\$36,480,216	\$30,645,666	\$45,817,047	19%	-20%
Average Price	\$274,287	\$286,408	\$267,936	-4%	2%
Median Price	\$240,000	\$245,000	\$225,000	-2%	7%
Average SF	884	908	827	-3%	7%
Median SF	800	809	750	-1%	7%
Average PPSF	\$310	\$315	\$324	-2%	-4%
Median PPSF	\$300	\$303	\$300	-1%	0%

Bronx: Co-op Closings

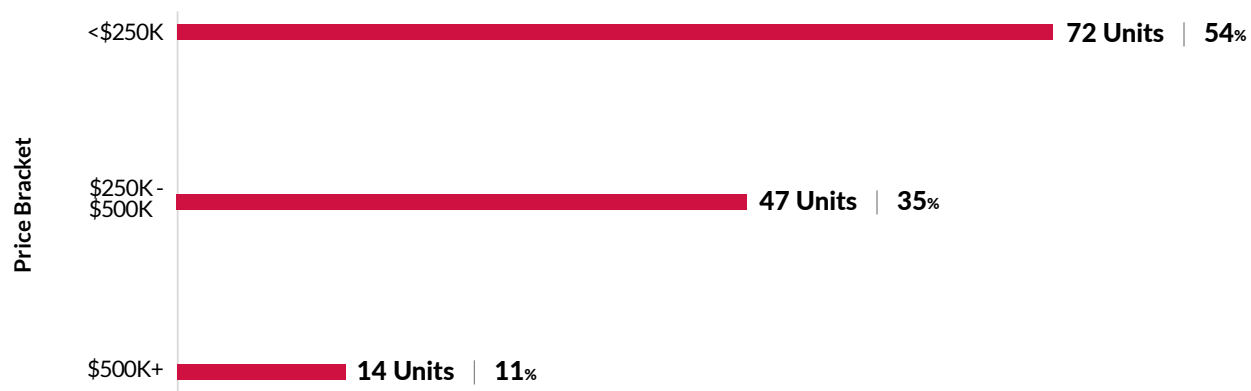
Bronx: Co-op Closings
Historical Average Price/Average PPSF



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



Bronx: Co-op Closings
of Units | Price Bracket



Bronx: Co-op Closings
Total Consideration | Bedroom Type

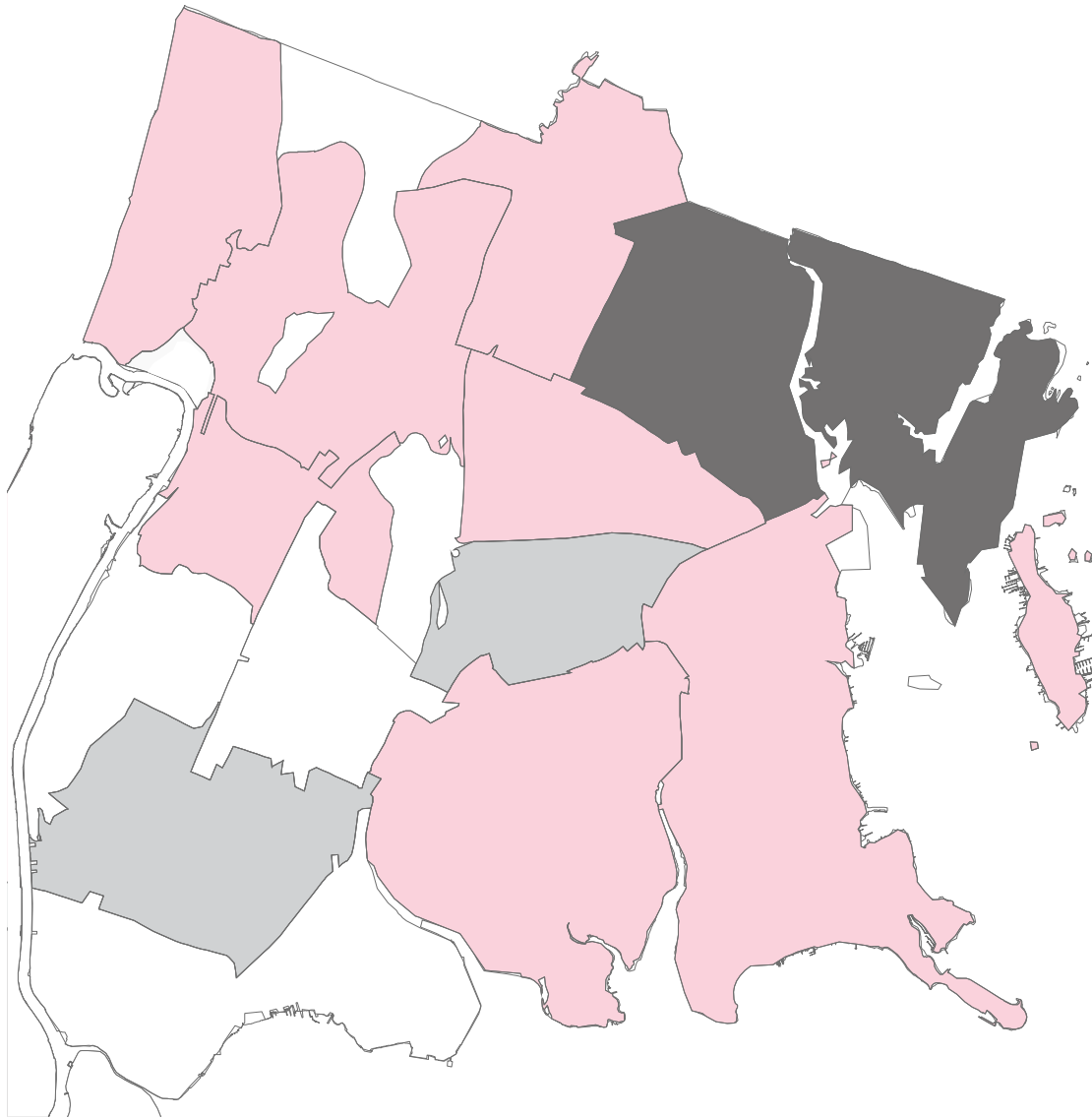
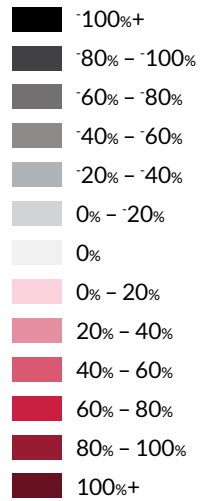
	Consideration	% of Consideration
STU	\$990,000	3%
1-BR	\$14,238,209	39%
2-BR	\$14,821,007	41%
3-BR	\$5,702,500	16%
4-BR+	\$728,500	2%
ALL	\$36,480,216	100%

Bronx: Co-op Closings

LEGEND

Bronx: Co-op Closings

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



Bronx: 1-3 Family Home Closings

Key Takeaways

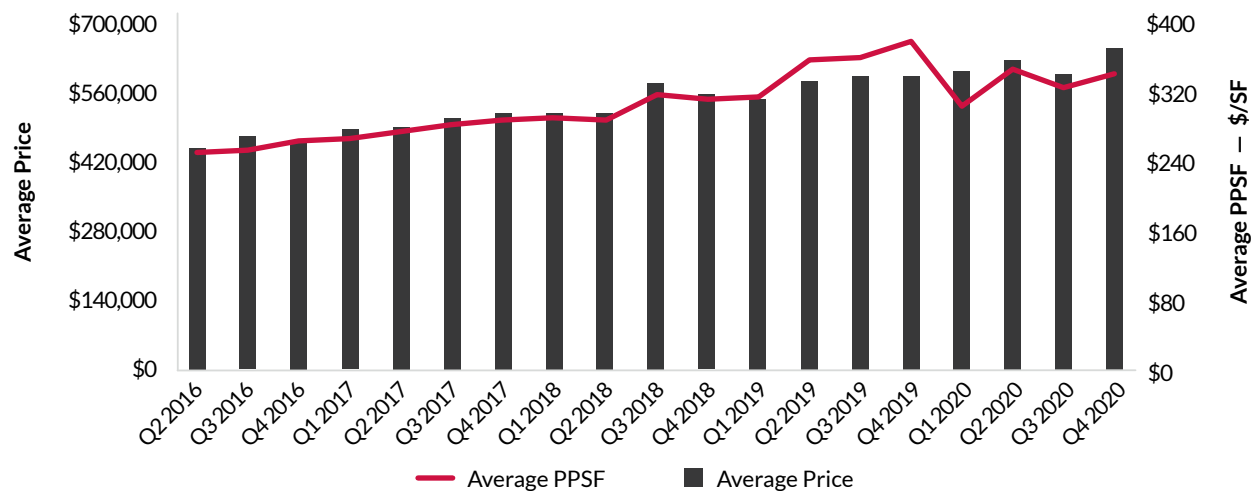
- Units sold in Bronx: 582 one-to-three family homes, a 14% decline year-over-year
- Total consideration: \$376.9 million, a 6% decline year-over-year
- Bronx one-to-three family home average sales price: \$647,635, a 9% increase year-over-year
- Largest price bracket: \$1 million-and-over units at 75% share of closings
- Largest price bracket by dollar volume: \$1 million-and-over units at 85% share of closings
- Neighborhood with notable change in one-to-three family home consideration: Riverdale/Fieldston from \$16.8 million to \$27.5 million, a 64% increase year-over-year
- Neighborhood with notable change in one-to-three family home transactions: Woodlawn/ Williamsbridge area from 121 to 77, a 36% decline year-over-year
- Neighborhood with notable change in one-to-three family home average sales price: Riverdale/Fieldston from \$990,338 to \$1.2 million, 21% increase year-over-year

Bronx: 1-3 Family Home Closings

	Q4 2020	Q3 2020	Q4 2019	%Δ Q3 2020	%Δ Q4 2019
Transactions	582	407	678	43%	-14%
Consideration	\$376,923,411	\$243,893,729	\$402,604,763	55%	-6%
Average Price	\$647,635	\$599,247	\$593,812	8%	9%
Median Price	\$623,640	\$600,000	\$575,000	4%	8%
Average SF	1,905	1,838	1,762	4%	8%
Median SF	1,781	1,720	1,600	4%	11%
Average PPSF	\$340	\$326	\$337	4%	1%
Median PPSF	\$350	\$349	\$359	0%	-3%

Bronx: 1-3 Family Home Closings

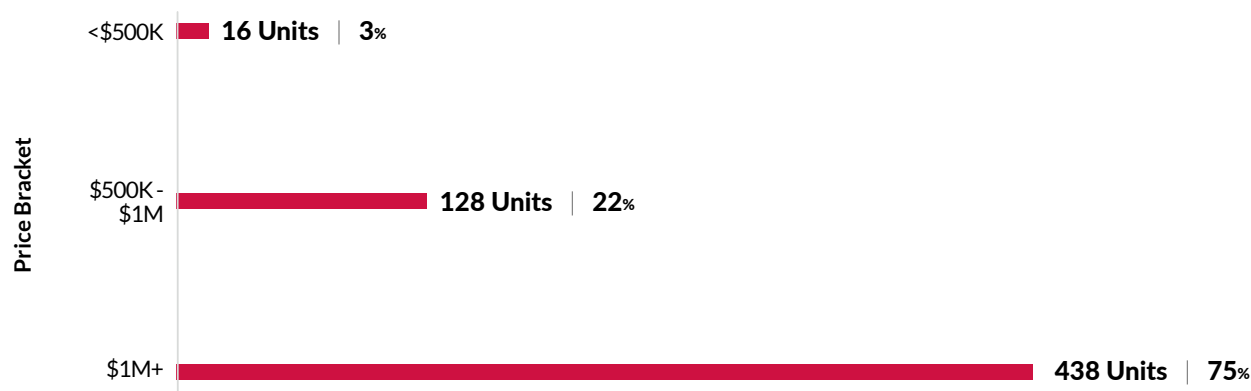
Bronx: 1-3 Family Home Closings
Historical Average Price/Average PPSF



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

	Consideration	% of Consideration
<\$500K	\$2,988,970	1%
\$500K-\$1M	\$54,383,226	14%
\$1M+	\$319,551,215	85%
ALL	\$376,923,411	100%

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

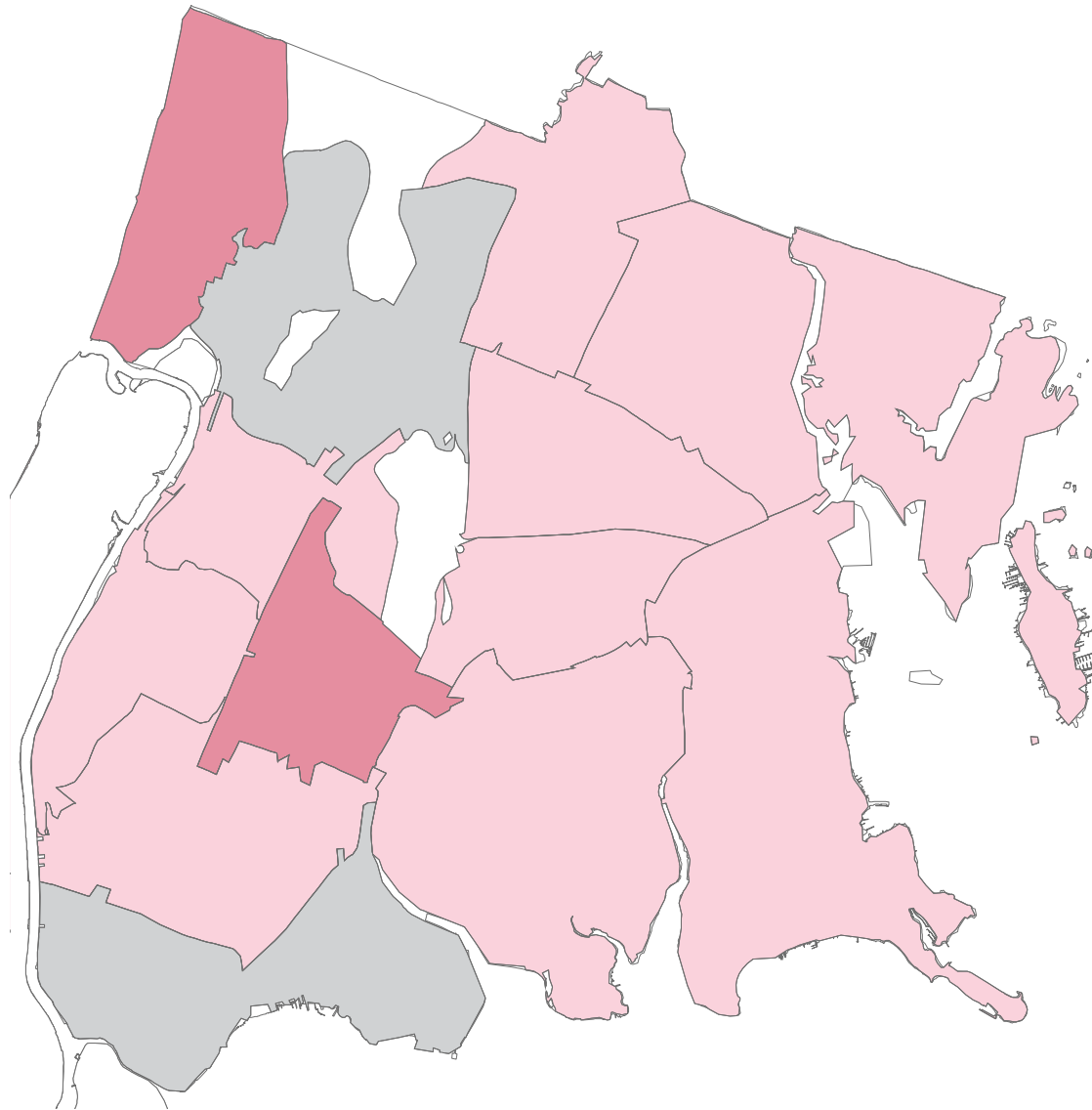
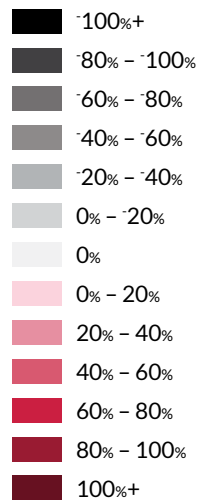


Bronx: 1-3 Family Home Closings

LEGEND

Bronx: 1-3 Family Home Closings

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



Queens: Condo Closings

Key Takeaways

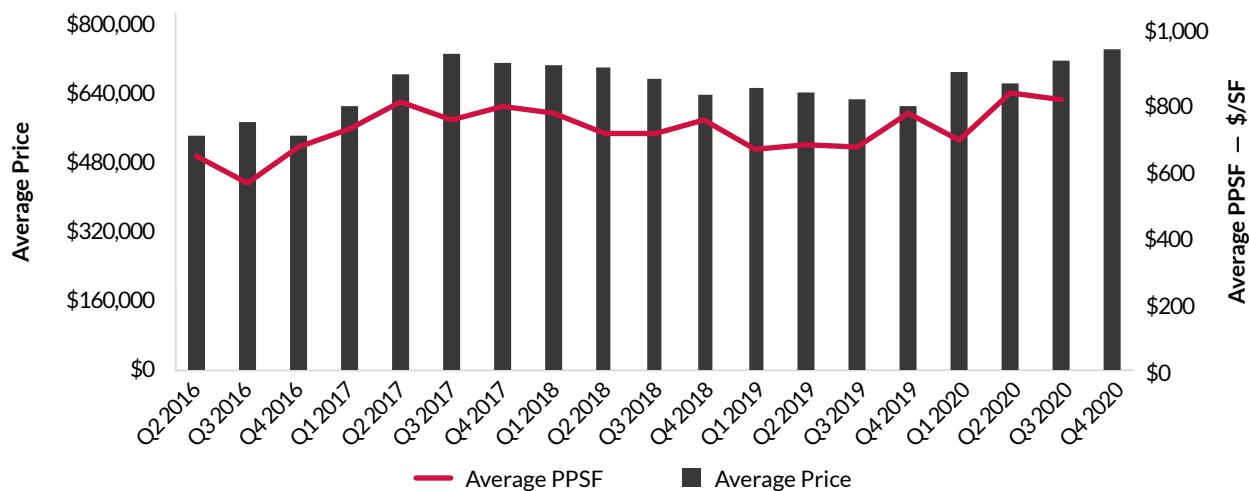
- Units sold in Queens: 336 condos, a 32% increase year-over-year
- Total consideration: \$246.2 million, a 61% increase year-over-year
- Queens average unit sales price: \$732,895, a 22% increase year-over-year
- Greatest share of listings: One bedroom units at 44% share of closings
- Greatest share of listings by dollar volume: Two bedroom units at 45% share of closings
- 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: Flushing from \$31.1 million to \$81.1 million, a 160% increase year-over-year
- Neighborhood with notable change in condo transactions: Long Island City from 22 to 74, a 236% increase year-over-year
- Neighborhood with notable change in condo average sales price: Astoria from \$615,008 to \$750,348, a 22% increase year-over-year

Queens: Condo Closings

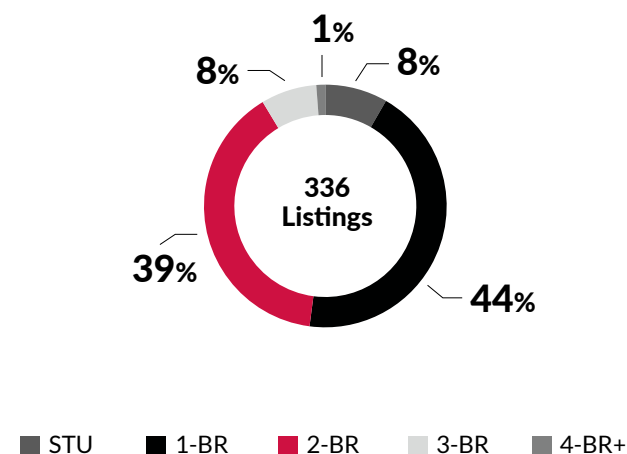
	Q4 2020	Q3 2020	Q4 2019	%Δ Q3 2020	%Δ Q4 2019
Transactions	336	232	254	45%	32%
Consideration	\$246,252,645	\$164,466,982	\$153,177,167	50%	61%
Average Price	\$732,895	\$708,909	\$603,060	3%	22%
Median Price	\$668,477	\$632,500	\$530,000	6%	26%
Average SF	880	826	924	7%	-5%
Median SF	801	743	849	8%	-6%
Average PPSF	\$833	\$858	\$652	-3%	28%
Median PPSF	\$835	\$851	\$624	-2%	34%

Queens: Condo Closings

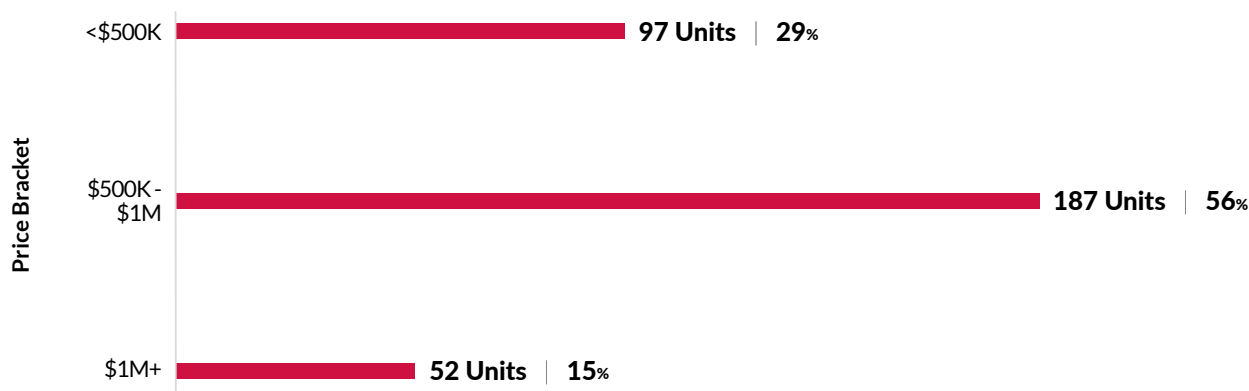
Queens: Condo Closings
Historical Average Price/Average PPSF



Queens: Condo Closings
% of Units | Bedroom Type



Queens: Condo Closings
of Units | Price Bracket



Queens: Condo Closings
Total Consideration | Bedroom Type

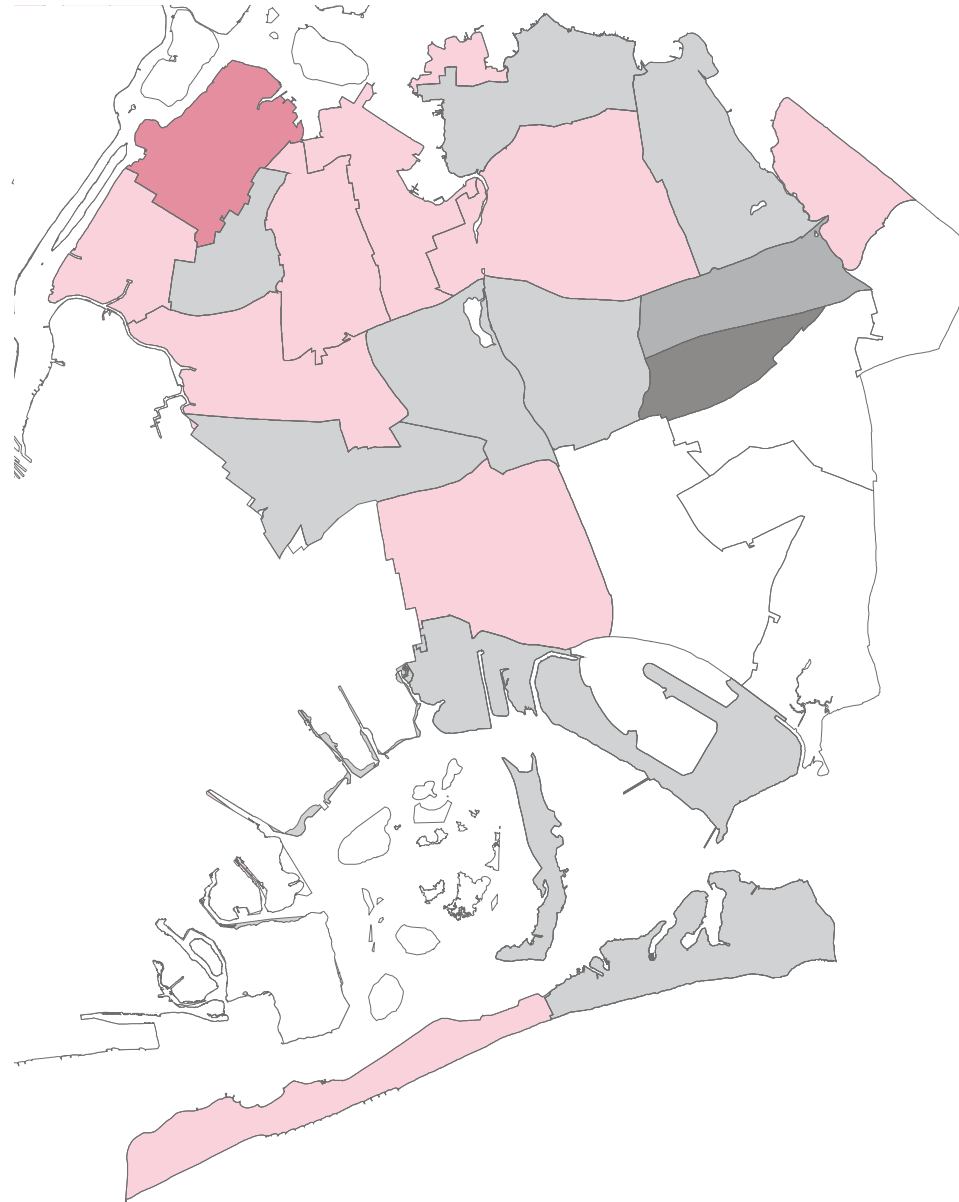
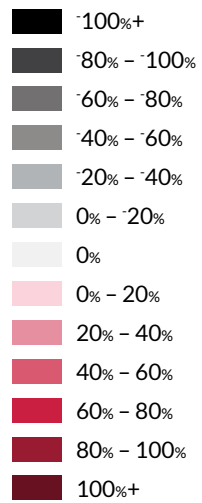
	Consideration	% of Consideration
STU	\$13,784,933	6%
1-BR	\$89,748,189	36%
2-BR	\$110,037,743	45%
3-BR	\$28,893,780	12%
4-BR+	\$3,788,000	2%
ALL	\$246,252,645	100%

Queens: Condo Closings

LEGEND

Queens: Condo Closings

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



Queens: Co-op Closings

Key Takeaways

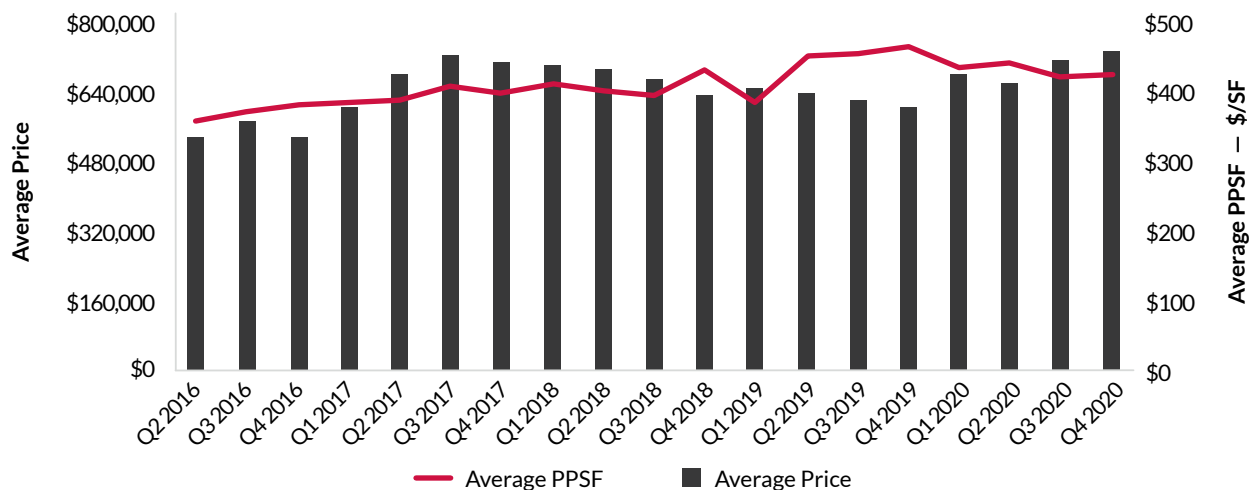
- Units sold in Queens: 579 co-ops, a 24% decline year-over-year
- Total consideration: \$199.7 million, a 24% decline year-over-year
- Queens co-op average sales price: \$345,010, which remained flat year-over-year
- Greatest share of listings: One bedroom units at 48%
- Greatest share of listings by dollar volume: One bedroom units at 43%
- Largest price bracket: \$250,000 - \$500,000 units at 60% share of listings
- Largest price bracket by dollar volume: \$250,000 - \$500,000 units at 61% share of listings
- Neighborhood with notable change in co-op consideration: The Floral Park/Bellerose/Glen Oaks area from \$20.8 million to \$14.6 million, a 30% decline year-over-year
- Neighborhood with notable change in co-op transactions: The Rego Park/Forest Hills/Kew Gardens area from 195 to 153, a 22% decline year-over-year
- Neighborhood with notable change in co-op average sales price: Long Island City from \$610,000 to \$416,000, a 32% decline year-over-year

Queens: Co-op Closings

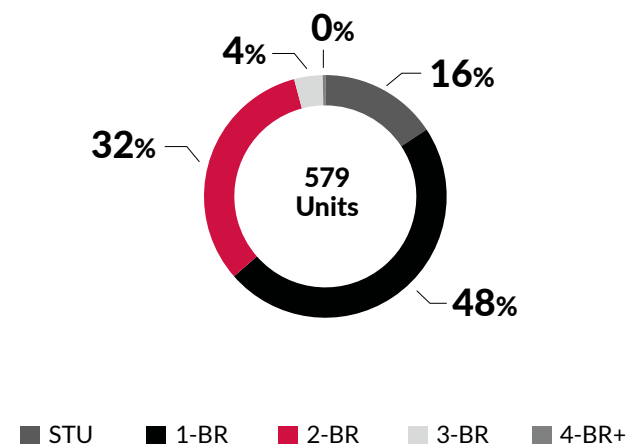
	Q4 2020	Q3 2020	Q4 2019	%Δ Q3 2020	%Δ Q4 2019
Transactions	579	484	763	20%	-24%
Consideration	\$199,760,795	\$158,045,843	\$262,636,858	26%	-24%
Average Price	\$345,010	\$326,541	\$344,216	6%	0%
Median Price	\$318,000	\$310,000	\$312,500	3%	2%
Average SF	816	779	769	5%	6%
Median SF	800	763	740	5%	8%
Average PPSF	\$423	\$419	\$448	1%	-6%
Median PPSF	\$398	\$407	\$422	-2%	-6%

Queens: Co-op Closings

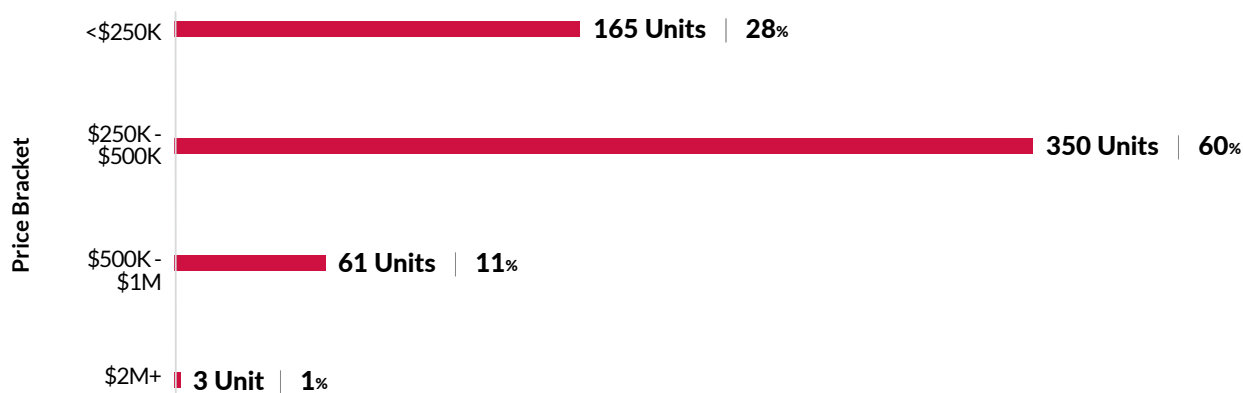
Queens: Co-op Closings
Historical Average Price/Average PPSF



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



Queens: Co-op Closings
of Units | Price Bracket



Queens: Co-op Closings
Total Consideration | Bedroom Type

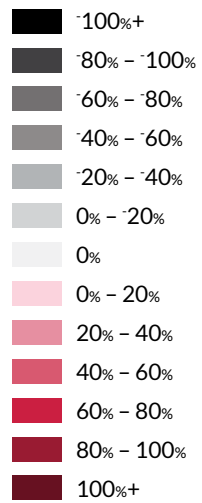
	Consideration	% of Consideration
STU	\$22,266,526	11%
1-BR	\$85,970,532	43%
2-BR	\$76,672,261	38%
3-BR	\$12,251,476	6%
4-BR+	\$2,600,000	1%
ALL	\$199,760,795	100%

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

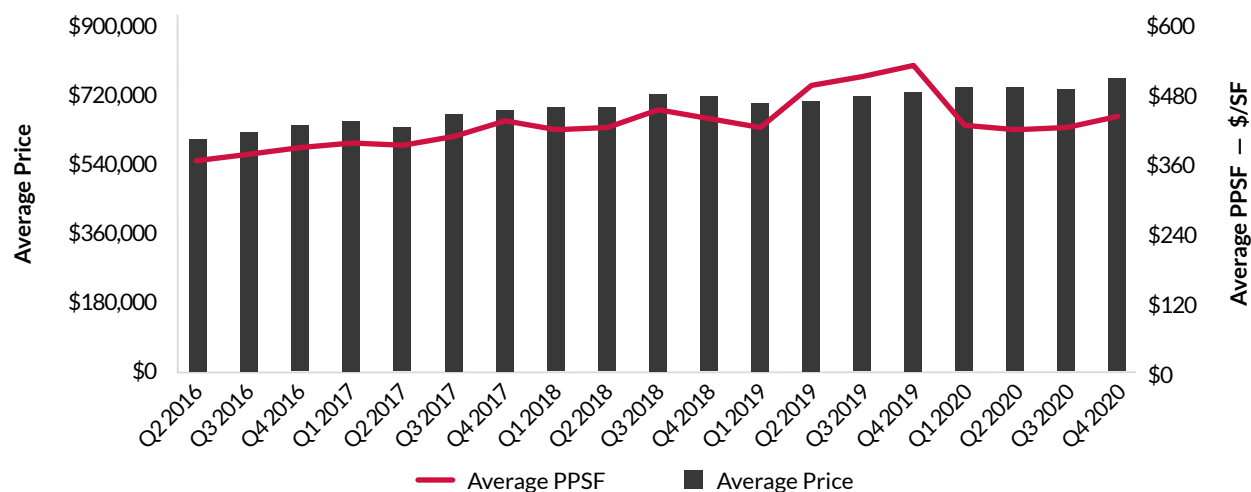
- Units sold in Queens: 2,159 one-to-three family homes, a 6% decline year-over-year
- Total consideration: \$1.7 billion, a 2% decline year-over-year
- Queens one-to-three family home average sales price: \$790,929, a 4% increase year-over-year
- Largest price bracket: \$500,000 - \$1 million units at 70% of closings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 66% of closings
- Neighborhood with notable change in one-to-three family home consideration: Douglaston/Little Neck from \$39 million to \$60.8 million, a 56% increase year-over-year
- Neighborhood with notable change in one-to-three family home transactions: Bayside from 84 to 104, a 24% increase year-over-year
- Neighborhood with notable change in one-to-three family home average sales price: Astoria from \$1.3 million to \$1.1 million, a 15% decline year-over-year

Queens: 1-3 Family Home Closings

	Q4 2020	Q3 2020	Q4 2019	%Δ Q3 2020	%Δ Q4 2019
Transactions	2,159	1,249	2,305	73%	-6%
Consideration	\$1,707,616,788	\$953,897,462	\$1,751,299,413	79%	-2%
Average Price	\$790,929	\$763,729	\$759,783	4%	4%
Median Price	\$745,000	\$700,000	\$700,000	6%	6%
Average SF	1,724	1,735	1,468	-1%	17%
Median SF	1,669	1,650	1,248	1%	34%
Average PPSF	\$459	\$440	\$518	4%	-11%
Median PPSF	\$447	\$424	\$561	5%	-20%

Queens: 1-3 Family Home Closings

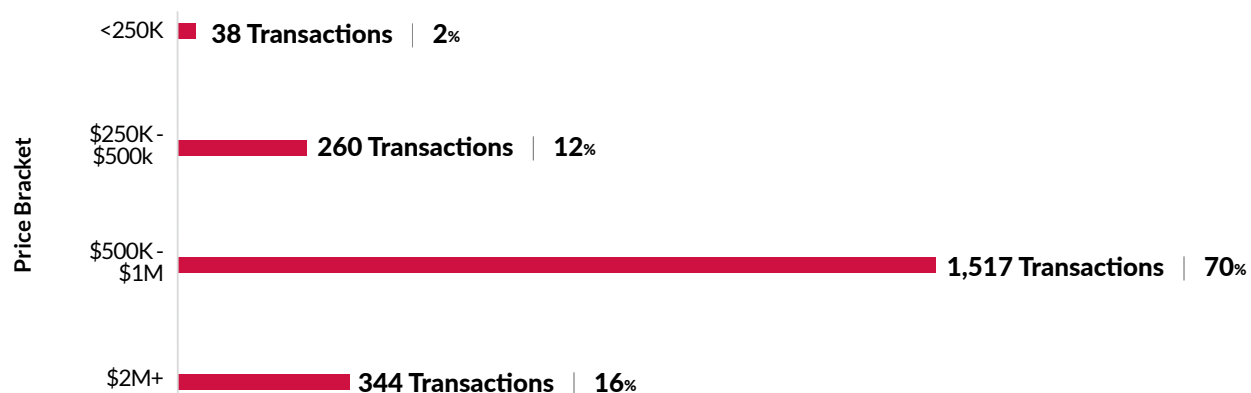
Queens: 1-3 Family Home Closings
Historical Average Price/Average PPSF



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

	Consideration	% of Consideration
<\$250K	\$7,426,793	<1%
\$250K-\$500K	\$108,087,148	6%
\$500K-\$1M	\$1,130,610,702	66%
\$2M+	\$461,492,146	27%
ALL	\$1,707,616,788	100%

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

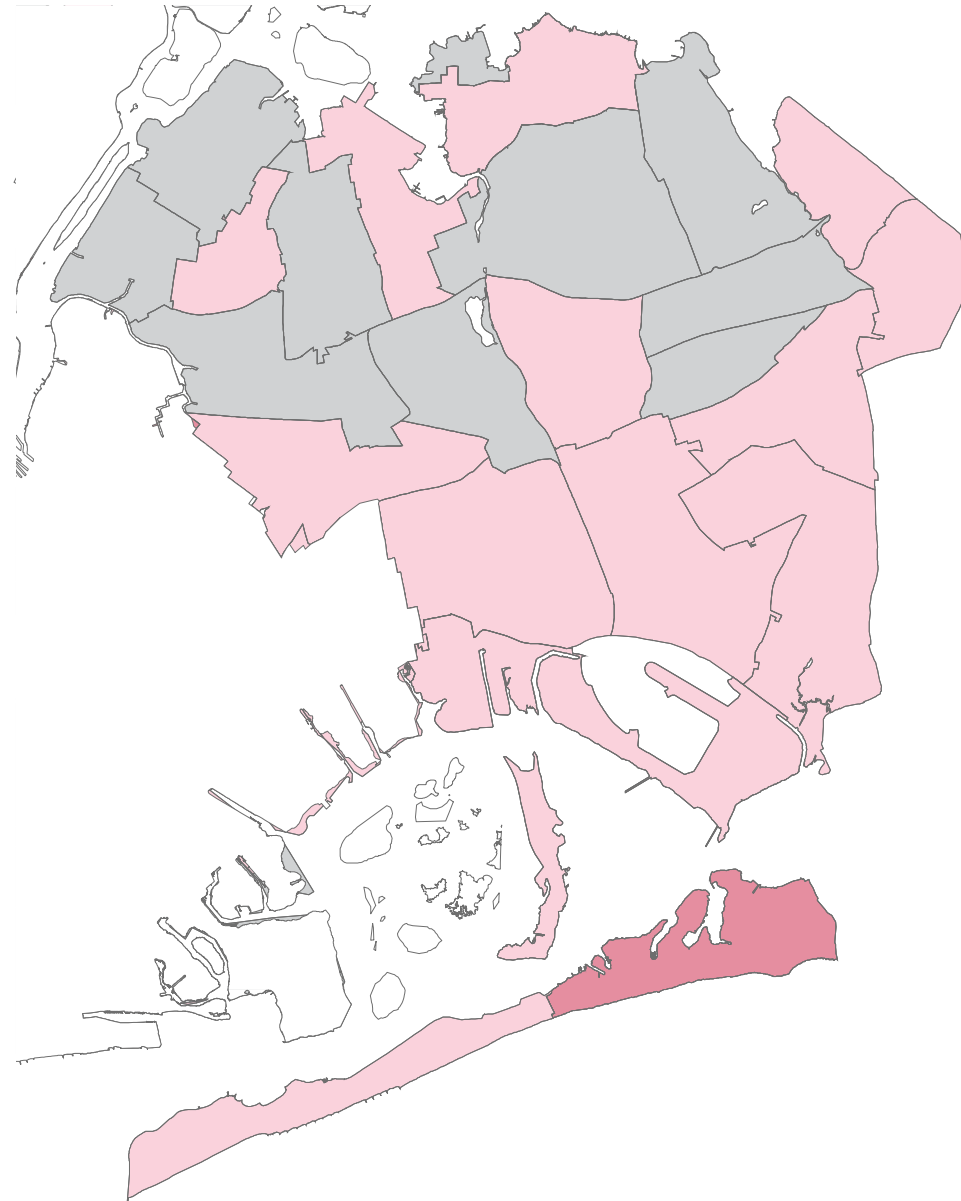
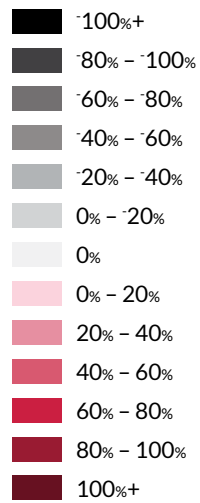


Queens: 1-3 Family Home Closings

LEGEND

Queens: 1-3 Family Home Closings

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



Staten Island: 1-3 Family Home Closings

Key Takeaways

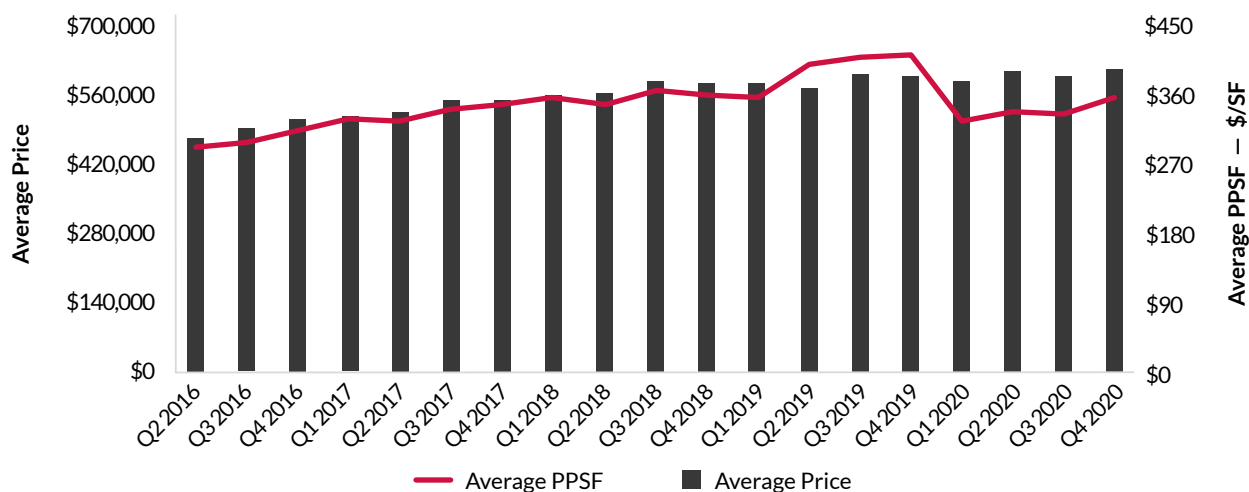
- Units sold in Staten Island: 1,194 one-to-three family homes, a 25% increase year-over-year
- Total consideration: \$735.7 million, a 29% increase year-over-year
- Staten Island one-to-three family homes average sales price: \$616,170, a 3% increase year-over-year
- Largest price bracket: \$500,000 - \$1 million units at 64% share of closings
- Largest price bracket by dollar volume: \$500,000 - \$1 million units at 71% share of closings
- Neighborhood with notable change in one-to-three family home consideration: Eltingville from \$25.1 million to \$47.9 million, a 91% increase year-over-year
- Neighborhood with notable change in one-to-three family home transactions: Great Kills from 99 to 155, a 57% increase year-over-year
- Neighborhood with notable change in one-to-three family home average sales price: Woodrow from \$891,420 to \$591,075, a 34% decline year-over-year

Staten Island: 1-3 Family Home Closings

	Q4 2020	Q3 2020	Q4 2019	%Δ Q3 2020	%Δ Q4 2019
Transactions	1,194	782	955	53%	25%
Consideration	\$735,707,341	\$468,564,415	\$572,497,402	57%	29%
Average Price	\$616,170	\$599,187	\$599,474	3%	3%
Median Price	\$586,500	\$567,250	\$560,000	3%	5%
Average SF	1,767	1,834	1,663	-4%	6%
Median SF	1,575	1,600	1,425	-2%	11%
Average PPSF	\$349	\$327	\$361	7%	-3%
Median PPSF	\$372	\$355	\$393	5%	-5%

Staten Island: 1-3 Family Home Closings

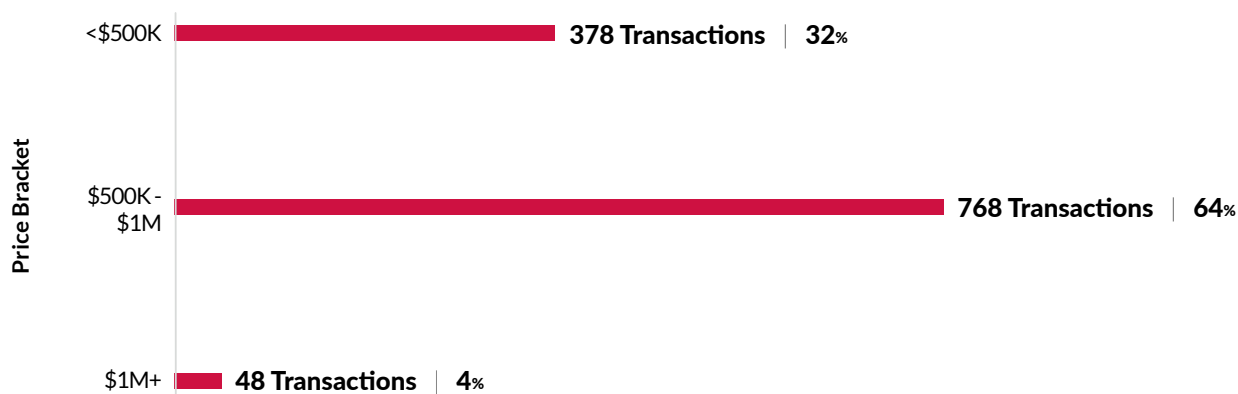
Staten Island: 1-3 Family Home Closings
Historical Average Price/Average PPSF



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

	Consideration	% of Consideration
<\$500K	\$152,757,456	21%
\$500K-\$1M	\$521,483,755	71%
\$1M+	\$61,466,130	8%
ALL	\$735,707,341	100%

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

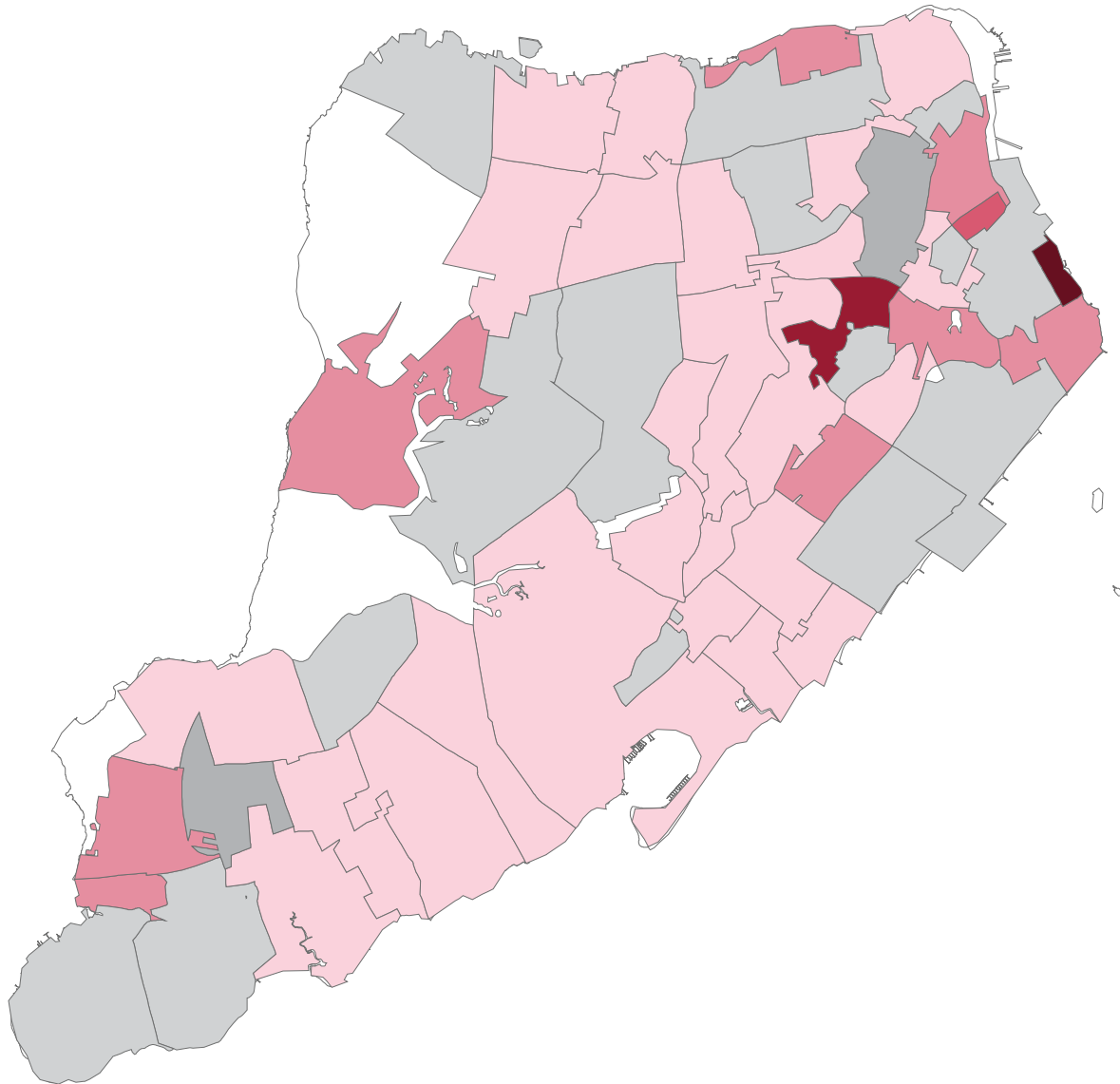
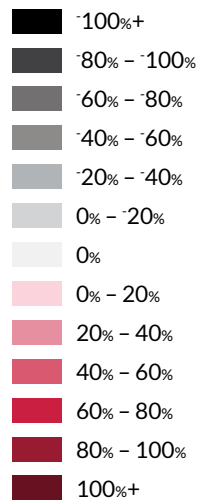


Staten Island: 1-3 Family Home Closings

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/Q42020AppendixData.

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