



Upper Manhattan Real Estate Report

2023



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Historic Site of James VanDerZee's 1934 Studio

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About Harlem Lofts, Inc.

Harlem Lofts, Inc. is a boutique real estate firm incorporated in 2002 and located at 272 Lenox Avenue in Harlem, New York. We keep a sharp focus on seller representation, with specialization in townhouse and condominium properties, while maintaining an extensive proprietary database of well-qualified buyers.

With experienced professionals at its core, the employee-owned firm is divided into two complementary divisions: **Research and Sales**. Our approach begins with outstanding quality Research, which underpins our strategic Sales model. We tailor each sales campaign to leverage our expertise and professional relationships, **to achieve optimal results**. This approach allows our team to provide a consistent, seamless service to our clients for every transaction.

Cultivating long-lasting relationships within the community is essential to the success of our firm and our clients. We are members of the Real Estate Board of New York (REBNY www.rebny.com) and the Hudson Gateway Association of Realtors® (HGAR www.hgar.com). This means that depending on client preference we can tailor a listing to a specific well-qualified clientele, and/or or syndicate our offerings across all major marketing platforms to reach an exceptionally large audience in a truly short timeframe.

To start the conversation, send us an email at info@harlemlofts.com, visit our website at <https://harlemlofts.com/>, and/or call us at **212 280 8866**. We also have an active **social media presence** – join on our **YouTube channel** for our regular **market analysis videos**:

<https://tinyurl.com/HLIYouTube>

<https://tinyurl.com/HLITwitter>



Or, **to meet us in person**, stop in at our Harlem office at **272 Lenox Avenue, between 123rd and 124th Streets**.

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From the Desk of Robb Pair

Welcome to the 2023 Real Estate Report!

- Our Upper Manhattan rebounding real estate market was again cut short by a mid-March turn of events! Sound familiar? Well, it wasn't another 2020, but there are similarities.
- If you are buying or selling in 2023/24, your Real Estate Advisor should be directing you to take note of historical trends of 2009/10 and 2020/2. Remember, history repeats itself!



Townhouses – a Great Time to Buy, and Early Signs of Recovery

- As Upper Manhattan saw a **record number of properties** enter the market in 2022, it was balanced by a record number being removed from the same market. Plus, 50% of listings in 2022 showed discounts while on the market.
- In late March, the record Federal interest rate hike plan was launched, and buyers and sellers did not stand still!
- As you will see in this Report, economic uncertainty and higher interest rates sent the real estate market scrambling.
- **The Urban markets are responding city by city as The Upper Manhattan Townhouse and Condominium Markets continue to prove their underlying strength.**

Condominium Market – Record Sales, Driven by New Development

- While Upper Manhattan Townhouses have held their value through the major economic market shifts over the past 5 years, the Condominium Market in Upper Manhattan has benefited from increased volume, and sale prices.
- There was a record number of sales in 2022, driven by new development, low entry price points, and high rents.
- If you didn't buy your condo yet, no worries, there are 33 more new developments currently approved/underway!

Market Outlook

- **My Upper Manhattan Outlook is simple this year. Buy! Then consider refinancing in 2-3 years.**
- **The Upper Manhattan Condo market will remain a solid investment through 2023 but buyers should take it slow and make sure their advisor knows, not just what's on the market, but what's coming to market**
- **Upper Manhattan Townhouse Buyers will benefit from increased inventory resulting in more quality townhouses to choose from than we have seen for the past 7-8 years.**
- Owner Occupant Buyers will follow Investors to take advantage of the quality on the market Spring and during 2023

Hope to hear from you soon!

Robb Pair

Founder and President, Harlem Lofts Inc.

Founder and President, Harlem Property Management Inc.

2002 to present: Licensed NY Real Estate Broker (31PA1003506)

2013 to present: NY Property Management (10211395374)

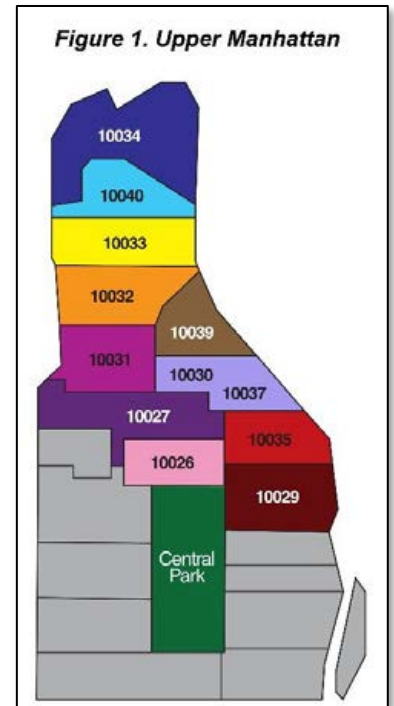
2004 to present: NY General Contractor (611126)

2012 to present: NY Part 36 Administrator as Property Manager and Real Estate Broker

2022 Year-End Townhouse Market Analysis

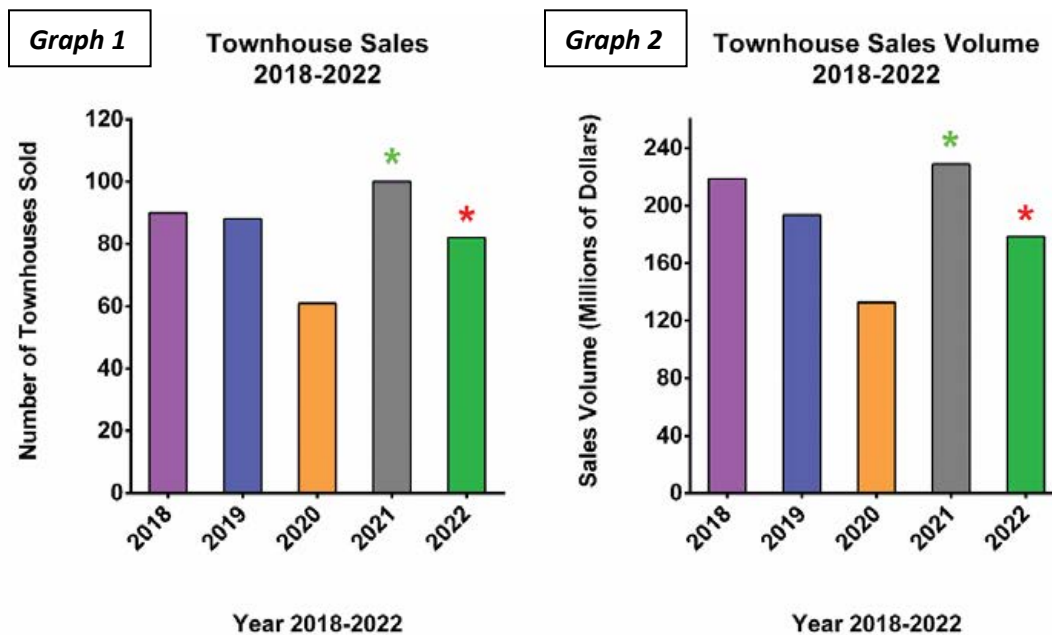
A. Introduction

- This article summarizes townhouse transactions in Upper Manhattan between **Jan 1st and Dec 31st, 2022** and compares with data from **2018-2021**.
- We also provide **market reports** on our website at <https://harlemlofts.com/> and **market analysis videos** on our **YouTube channel**: <https://tinyurl.com/HLIYouTube>
- Upper Manhattan includes **12 zipcodes** extending north from East 96th St, Central Park North and W 110th Street, to the northern tip of the island. See **Figure 1**.
- We show Fair Market Value (FMV) sales, excluding those in non-representative areas, for example bordering Central Park, and west of Morningside Park.
- Our data show that following recovery from COVID-19 in 2021 and Q1 2022, the **townhouse market was impacted by increased interest rates in Q2-Q4 2022**.



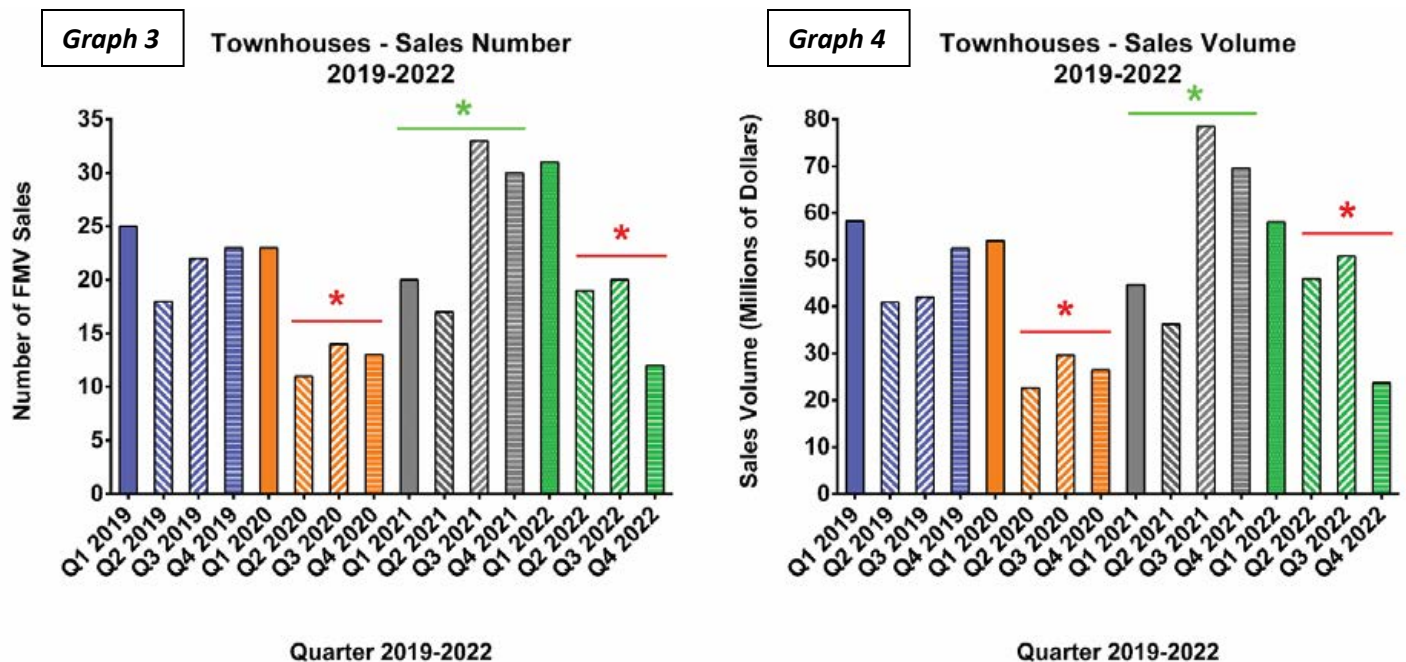
B. Sales (Graphs 1-5)

Graphs 1 and 2. Townhouse Transaction Number and Volume, 2018 through 2022



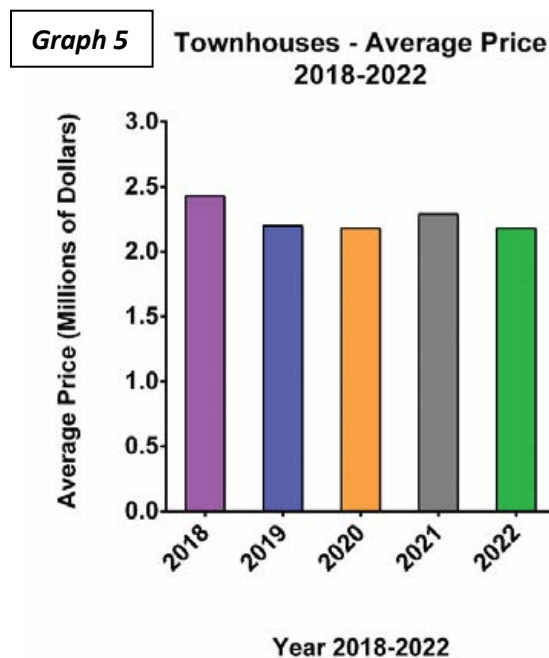
- Numbers of FMV sales in **2022 (82)** were **18% lower** than **2021 (100)** (**Graph 1, green vs. red asterisks**).
- Sales volume in **2022 (\$178.5 million)** was **22% lower** than **2020 (\$229.0 million)** (**Graph 2**).
- **Number of sales and volume in 2022 were similar to 2018 and 2019, and higher than 2020 (Graphs 1,2).**
- **The market in 2021 rebounded from COVID-19 but was impacted by increased interest rates in 2022.**

Graphs 3 and 4. Townhouse Transaction Number and Volume by Quarter, 2019 through 2022



- Detailed analysis shows that sales and volume in **2021 (100, grey)** were **164% and 172%** of the activity in **2020 (61, orange)**, showing **recovery** post COVID (*Graphs 3,4*). Q3 and Q4 2021 were especially active.
- This trend continued in **Q1 2022 (Graphs 3,4)**, but sales and volume in **Q2-4 2022** were significantly impacted by rising interest rates (*Graphs 3,4*, red asterisks over green bars).

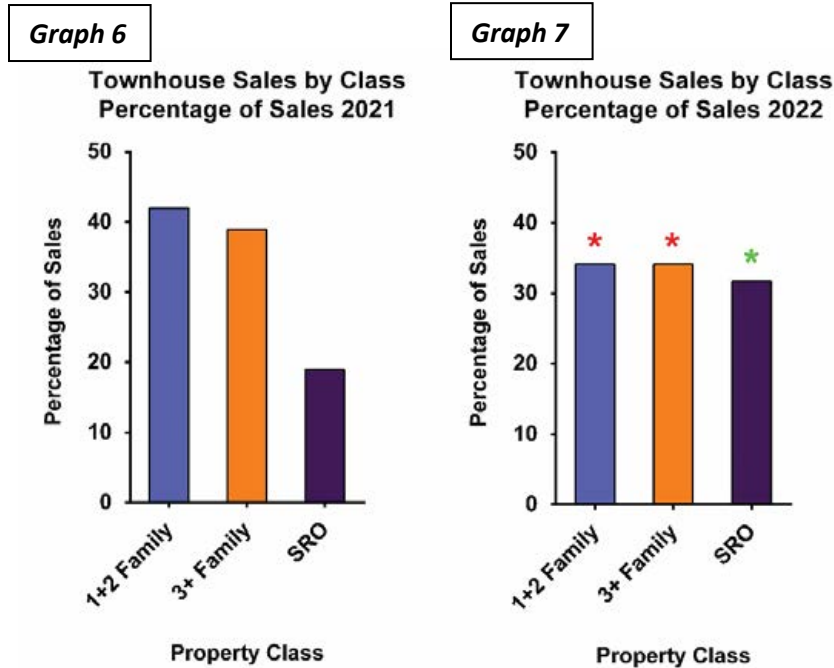
Graph 5. Townhouse Average Sale Price, 2018 through 2022



- Average sale price and price per square foot (PPSF) in **2022 (\$2,177,036, \$572/SF)** were **similar to 2021 (\$2,290,367, \$593/SF)**. Both metrics have been **stable** since **2018**, suggesting **underlying health of the market**.

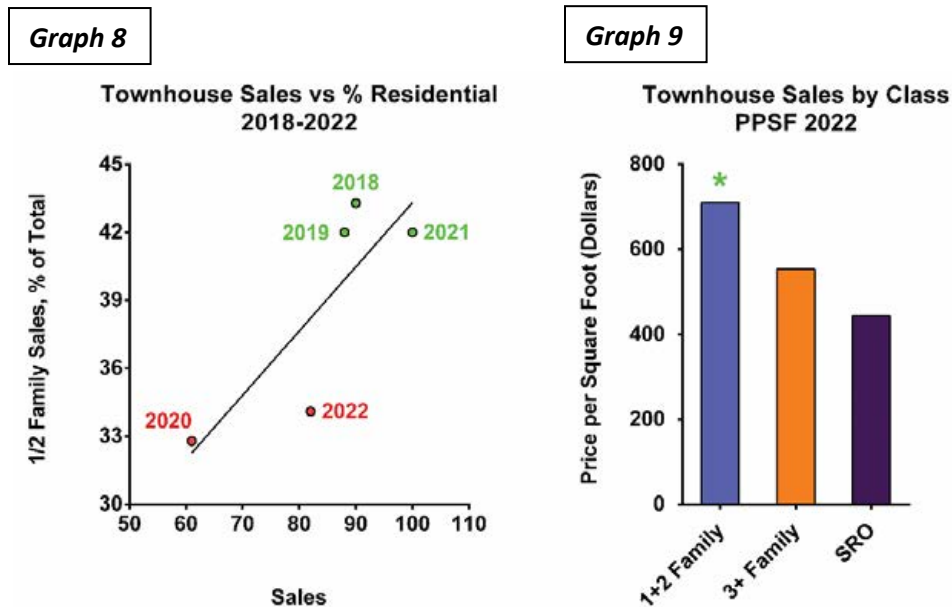
C. Transactions by Property Class (Graphs 6-9)

Graphs 6 and 7. Townhouse Transaction Percentage by Property Class, 2021 vs 2022



- **Graphs 6 and 7** compare sales of **one/two-family residential properties** (blue bars) with **three or more family rental investment** (orange) and **single room occupancy (SRO)** properties (purple), in 2021 and 2022.
- Rising interest rates in 2022 resulted in a **reduction in residential market share from 42% to 34% of sales**, while rental investment market share also dropped and SROs increased (**Graphs 6,7, red/green asterisks**).

Graphs 6 and 7. Residential Market Share vs Number of Sales (Graph 6), and PPSF by Class (Graph 7)

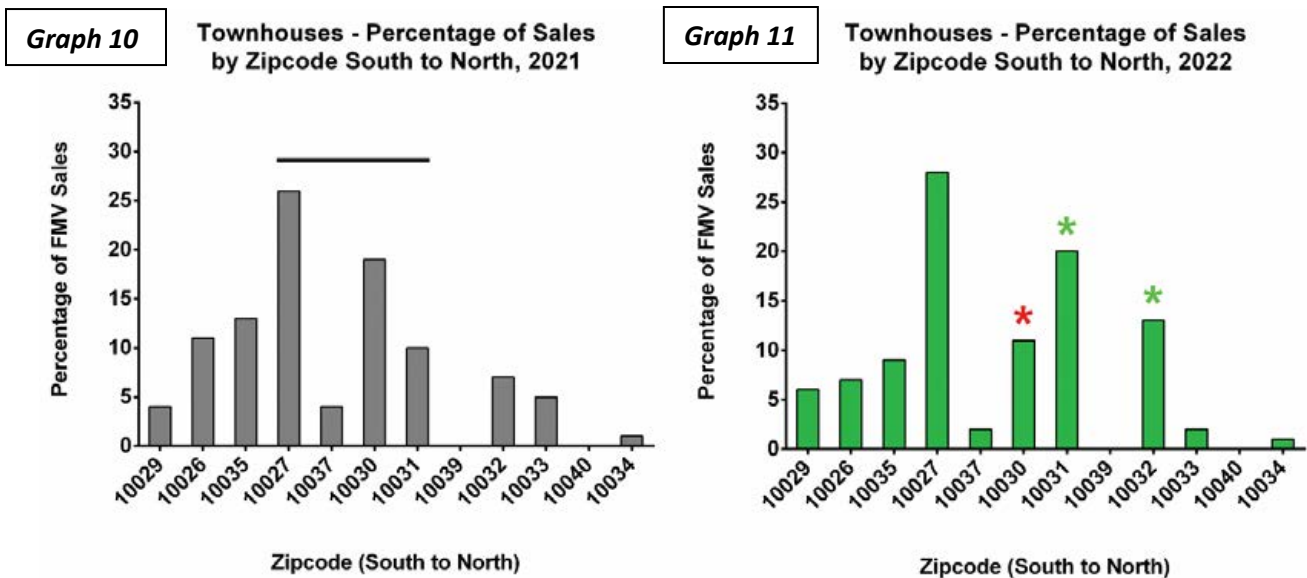


- **Graph 6** shows **market share of one/two-family residential properties** plotted against **total townhouse sales** from **2018-2022**. **Graph 7** shows **price per square foot (PPSF)** data by property class in **2022**.

- **Graph 6** shows residential market share is higher in years of high overall sales (2018/19/21), lower in weaker years.
- **Graph 7** suggests a reason for this effect. Residential properties sell for a **higher PPSF (710/SF)** than rental investment and SRO properties (**\$553/SF and \$444/SF**), and as such are more sensitive to economic fluctuations.

D. Transactions by Zipcode (Graphs 10 and 11)

Graphs 10 and 11 – Townhouse Transaction Number by Zipcode, 2021 and 2022





- **Graphs 10 and 11** compare percentage of townhouse sales in Upper Manhattan in **2021 (Graph 10)** and **2022 (Graph 11)**, by zipcode south to north (**left to right on each graph and see Figure 1**).
- For the past five years, townhouse sales have been focused in the center of Upper Manhattan, in Central Harlem (**10027**) and the St. Nicholas (**10030**) and Hamilton Heights Historic Districts (**10031**) (**Graph 10**, black bar).
- In **2022**, sales in **10030** decreased while **10031** and neighboring **10032** (Washington Heights) increased (**Graph 11**, red and green asterisks). More northerly zipcodes gained a greater share of the market.

E. Summary – 2022 Year-End Townhouse Market Analysis

- Following recovery from COVID-19 in 2021 and Q1 2022, the **townhouse market was impacted by increased interest rates in Q2-Q4 2022**. Please see also our **Market Analysis** article on **pages 15-18**.
- Average sale price and price per square foot (PPSF) in **2022** were **similar to 2021**, and both metrics have been **stable since 2018, suggesting underlying health of the market**.
- Rising interest rates in 2022 resulted in a **reduction in residential market share**. Residential properties sell for a **higher PPSF than other townhouse classes**, and as such are more sensitive to economic fluctuations.
- Sales are focused in central Upper Manhattan, but in 2022 more northerly zipcodes gained higher market share.
- For more information, please follow our market analysis videos on our YouTube channel at <https://tinyurl.com/HLIYouTube>



































Market Value Townhouses Sold 2022

Arranged by Zip Code, Class and Price

10026 \$2,400,000  20 W 119th St	10026 \$2,360,000  314 W 115th St	10026 \$1,450,000  368 W 118th St	10026 \$1,274,000  391 Manhattan Ave	10026 \$1,275,000  74 W 119th St	10026 \$1,274,000  389 Manhattan Ave	10027 \$4,275,000  105 W 122nd St	10027 \$2,257,500  20 W 123rd St
10027 \$6,350,000  32 Mt Morris Pk W	10027 \$3,200,000  260 W 132nd St	10027 \$2,475,000  105 W 131st St	10027 \$2,400,000  162 W 128th St	10027 \$2,000,000  141 W 129th St	10027 \$1,419,950  144 W 121st St	10027 \$4,500,000  17 W 120th St	10027 \$2,500,000  44 W 127th St
10027 \$2,250,000  58 W 127th St	10027 \$2,700,000  147 W 126th St	10027 \$2,250,000  45 W 126th St	10027 \$3,275,000  164 W 123rd St	10027 \$2,800,000  16 W 120th St	10027 \$2,600,000  144 W 120th St	10027 \$2,146,222  280 W 127th St	10027 \$2,088,000  122 W 131st St
10027 \$1,850,000  282 W 127th St	10027 \$1,305,000  241 W 131st St	10027 \$1,200,000  119 W 122nd St	10027 \$1,176,277  124 W 131st St	10027 \$1,000,000  228 W 132nd St	10029 \$1,176,500  334 E 116th St	10029 \$2,670,000  205 E 115th St	10029 \$2,950,000  217 E 115th St
10029 \$1,519,619  214 E 111th St	10029 \$1,990,000  1995 Third Ave	10030 \$2,775,000  202 W 137th St	10030 \$2,250,000  208 W 139th St	10030 \$3,725,000  221 W 138th St	10030 \$2,425,000  189 Edgecombe Ave	10030 \$2,000,000  262 W 136th St	10030 \$1,700,000  236 W 136th St
10030 \$1,775,000  286 W 137th St	10030 \$1,350,000  259 W 139th St	10030 \$1,200,000  220 W 136th St	10031 \$4,246,000  470 W 143rd St	10031 \$2,972,500  459 W 143rd St	10031 \$2,500,000  58 Hamilton Terrace	10031 \$2,499,000  381 Convent Ave	10031 \$1,850,000  49 St Nicholas Pl
1-FAMILY	2-FAMILY	3-FAMILY	4-FAMILY	5-6-FAMILY	SRO	CHURCH/RECTORY	

Market Value Townhouses Sold 2022

Arranged by Zip Code, Class and Price, Continued

10031 \$2,850,000  3474 Broadway	10031 \$2,125,000  554 W 142nd St	10031 \$2,754,150  423 W 144th St	10031 \$2,000,000  453 W 140th St	10031 \$1,550,000  523 W 149th St	10031 \$1,350,000  533 W 149th St	10031 \$2,200,000  313 Convent Ave	10031 \$4,500,000  51 Hamilton Terr
10031 \$1,900,000  43 St Nicholas Pl	10031 \$1,700,000  453 W 141st St	10031 \$1,120,000  467 W 147th St	10032 \$1,750,000  8 Sylvan Terr	10032 \$1,200,000  910 St Nicholas Ave	10032 \$950,000  512 W 169th St	10032 \$1,813,000  523 W 162nd St	10032 \$1,735,000  430 W 160th St
10032 \$1,800,000  632 W 158th St	10032 \$1,695,000  447 W 162nd St	10032 \$1,351,218  554 W 165th St	10032 \$1,317,500  946 St Nicholas Ave	10032 \$1,176,500  556 W 162nd St	10032 \$995,000  533 W 162nd St	10033 \$1,400,000  611 W 187th St	10033 \$1,100,000  434 Audubon Ave
10034 \$1,300,000  57 Cooper St	10035 \$1,700,000  2 Sylvan Ct	10035 \$6,995,000  2036 Fifth Ave	10035 \$1,955,000  32 E 126th St	10035 \$2,400,000  2048 Madison Ave	10035 \$1,850,000  330 E 120th St	10035 \$1,770,000  410 E 117th St	10035 \$1,300,000  426 E 119th St
10037 \$3,850,000  10 W 130th St	10037 \$1,350,000  41 W 130th St						

"My experience working with Robb was amazing! Robb and his team worked diligently, efficiently, and professionally to market and sell my home in record time. From the time I retained Harlem Lofts to the closing date, it took Robb and his team barely three months to find qualified buyers and ultimately, the successful bidder. I could not be happier to have found such a team of experts and professionals to sell my home expeditiously. I highly recommend Harlem Lofts to prospective sellers."

~Celeste R.
San Francisco, CA



1-FAMILY	2-FAMILY	3-FAMILY	4-FAMILY	5-6-FAMILY	SRO	CHURCH/RECTORY
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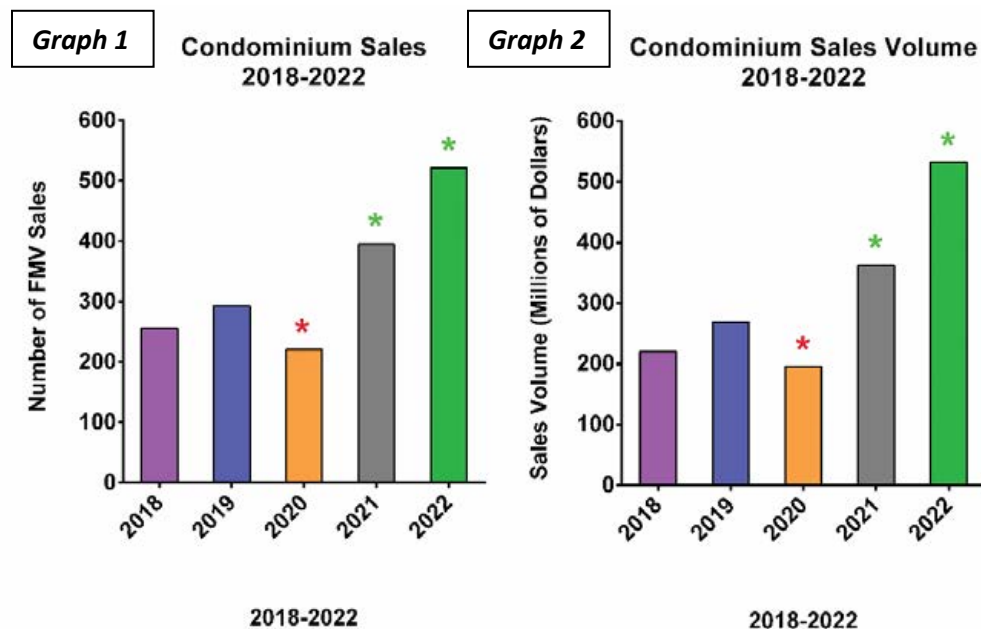
2022 Year-End Condominium Market Analysis

A. Introduction

- This article analyzes Upper Manhattan condominium transactions between **Jan 1st and December 31st, 2022** and compares with data from **2018-2021**. This work complements our Townhouse Analysis article on **pages 4-7**.
- As mentioned in our townhouse article, we also provide **market reports accessible on our website at <https://harlemlofts.com/>** and **market analysis videos on our YouTube channel: <https://tinyurl.com/HLIYouTube>**
- Our data show that the market has recovered from COVID-19, with **activity exceeding pre-COVID levels in 2021 and Q1-2 2022** although it is now cooling, and that this activity was driven by new sales in Central Harlem.

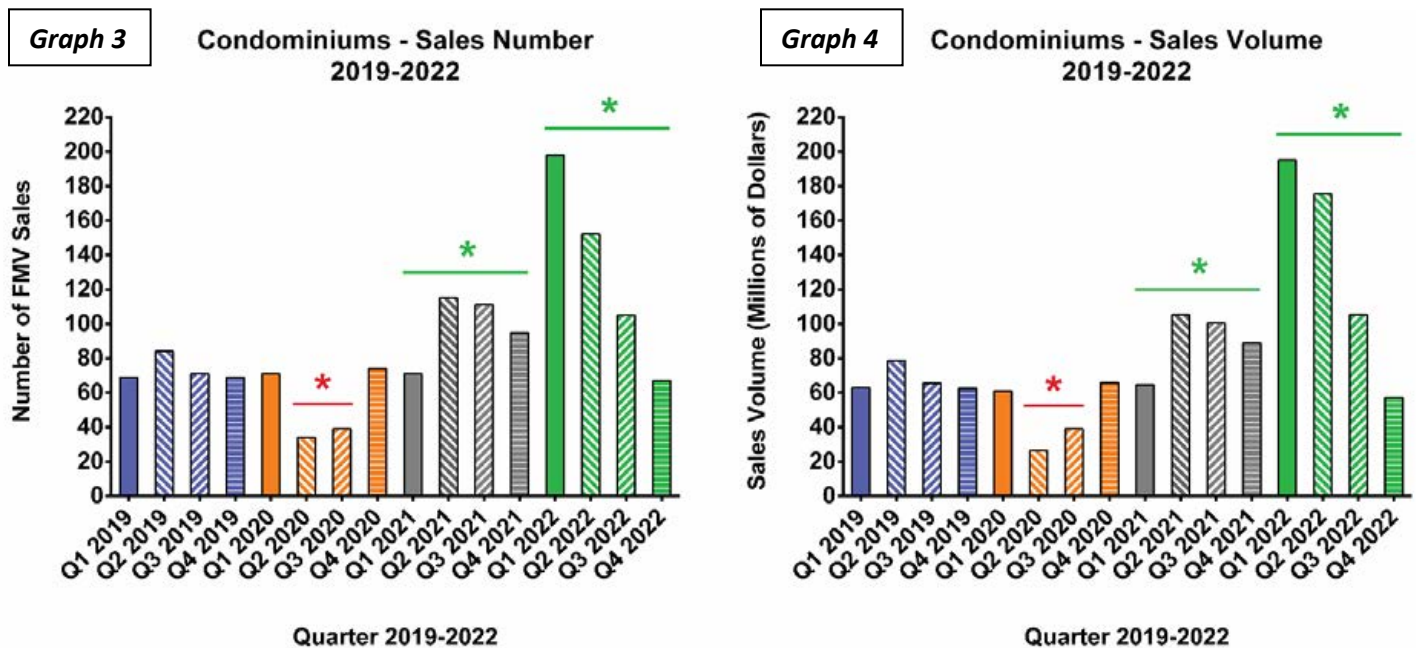
B. Sales by Time (Graphs 1-6)

Graphs 1 and 2. Condominium Transaction Number and Volume, 2018 through 2022



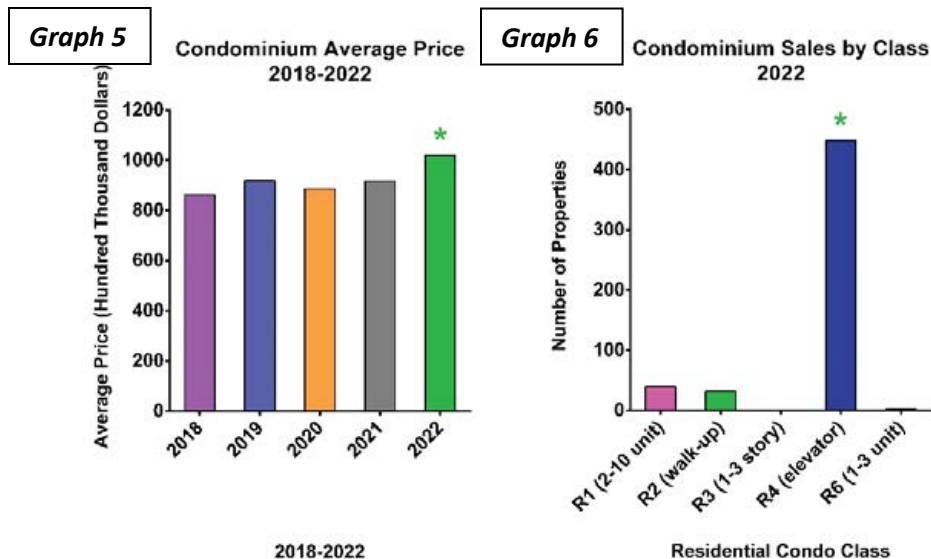
- Sales in **2022 (522)** were **132% of the number seen in 2021 (395)** (*Graph 1, green asterisks*). Transaction number in **2021** was already higher than in **2018, 2019 and 2020 (256, 293, 221)**. **2022 was a banner year**.
- Sales volume in **2022 (\$533.1 million)** was **147% of the level seen in 2021 (\$362.3 million)** (*Graph 2, green asterisks*). Volume in **2021** was already higher than in **2018, 2019 and 2020 (\$220.8M, \$269.4M, \$195.8M)**.
- Sales in **2021** rebounded from the COVID-19 situation in 2020, and **surpassed pre-COVID levels**, and this pattern **continued in Q1 and Q2 2022**, before **cooling in Q3 and Q4 2022**.

Graphs 3 and 4. Condominium Transaction Number and Volume by Quarter, 2019 through 2022



- More detailed analysis shows sales in **2019 (293 sales, \$269.4M)** were similar to **2018 (256 sales, \$220.8M)**, but **Q2-Q3 2020 (75 sales, \$68.4M)** were **51.6% and 52.5% lower** than in **2019 (155, 144.1M)** due to COVID-19.
- Sales and volume in **2021 (395 sales, \$362.3M)** rebounded, and this trend continued in **2022 (522 sales, \$533.1M)**, with **Q1 and Q2** especially active before the market cooled due to increased interest rates in Q3 and Q4.

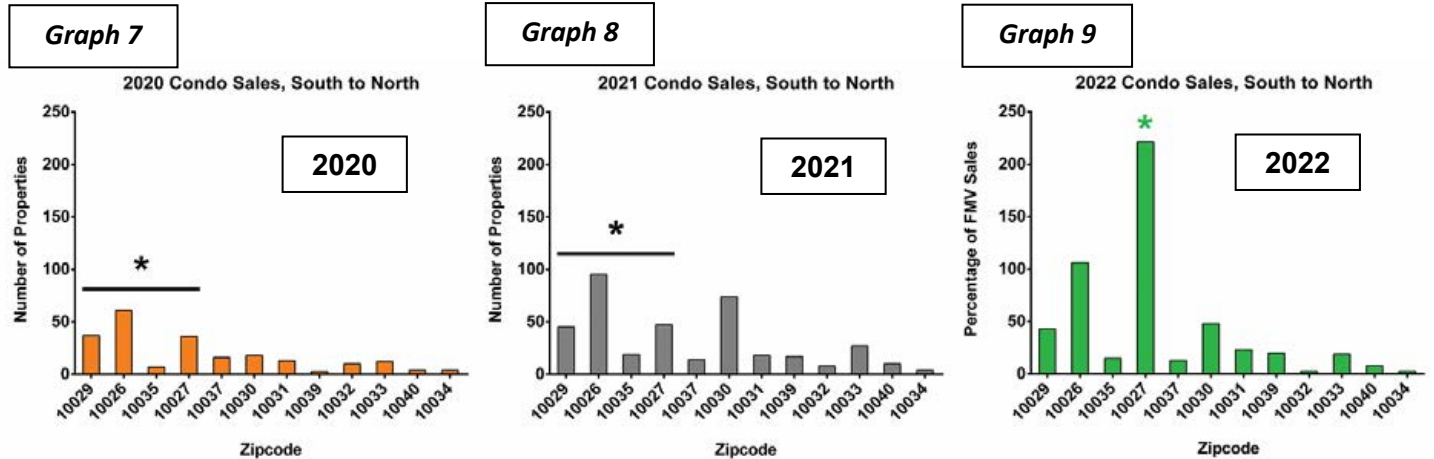
Graphs 5 and 6. Condominium Average Sale Price, 2018 through 2022, and Sales by Class in 2022



- Average sale price from **20218-2021 (\$862K-\$919K)** was stable, but **crept up in 2022 to \$1.06M (Graph 5)**.
- Sales of apartments in large elevator buildings (class R4) dominated the market (**86% of sales, Graph 6**).
- **What drove the market in 2022?**

C. Transactions by Zipcode (Graphs 7-9)

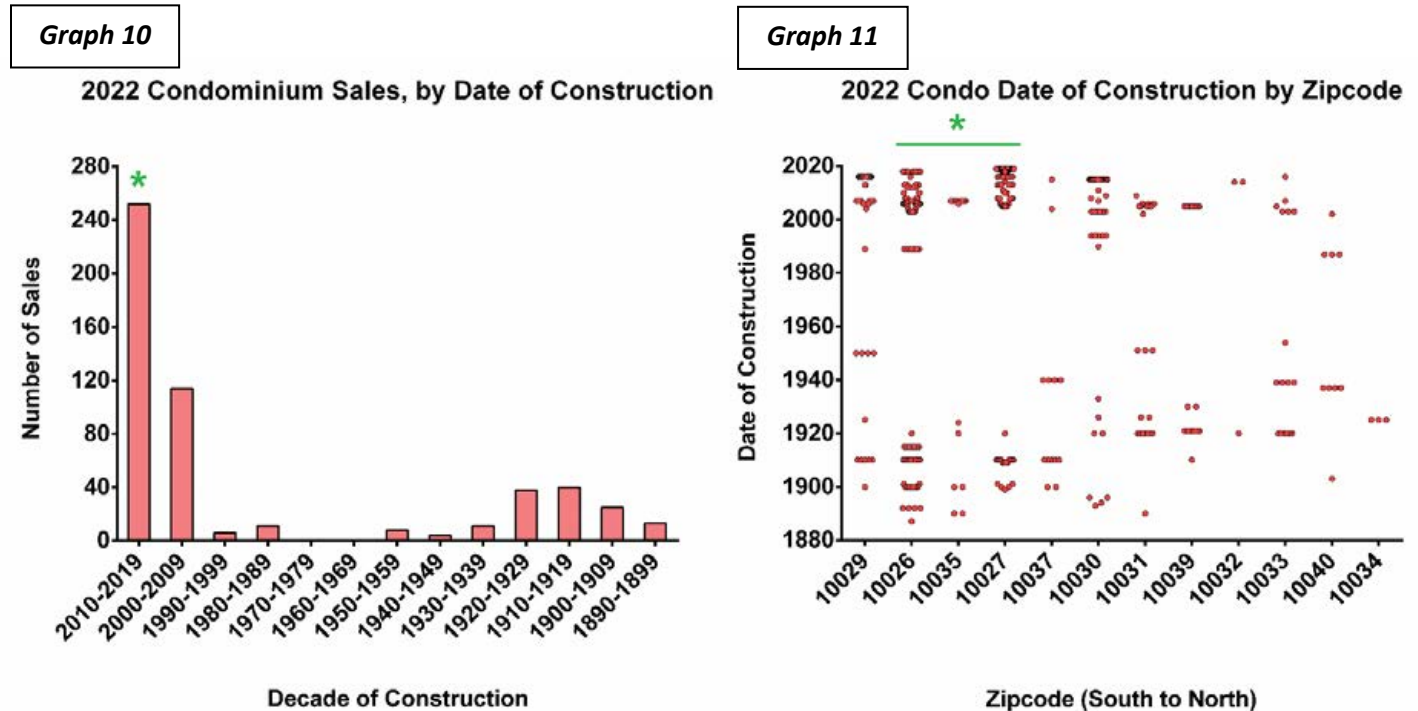
Graphs 7-9 – Condominium transaction number by zipcode, 2020 through 2022, South to North (left to right)



- **Graphs 7-9** compare number of condominium sales in Upper Manhattan in **2020** (**Graph 7, left**), **2021** (**Graph 8**) and **2022** (**Graph 9, right**), by zipcode south to north (**left to right on each graph and see Figure 1**).
- Unlike the townhouse market, condominium sales in Upper Manhattan have usually been concentrated in southern zipcodes, from **10029** (East Harlem) through **10027** (Central Harlem) (**Graphs 7 and 8, black bars**).
- In 2022, **new R4 developments in 10027** (Central Harlem) dominated the market (**Graph 9, green asterisk**).

D. Transactions by Date of Construction (Graphs 10 and 11)

Graphs 10 and 11 – Condominium sales by date of construction, and by zipcode and date of construction

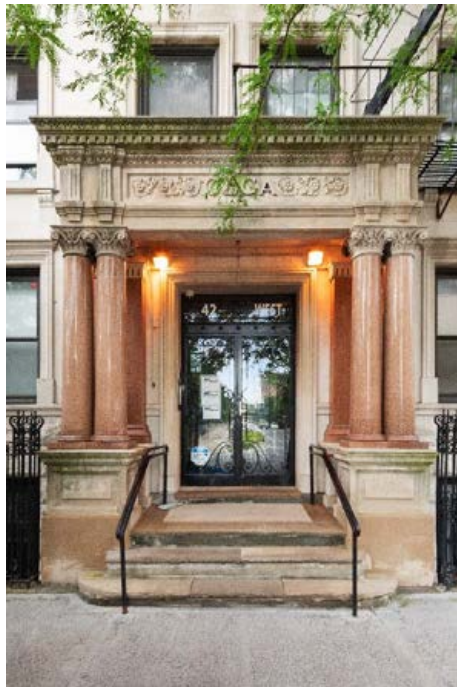


- **Graph 10** (left) shows 2022 sales in the 12 zipcodes of Upper Manhattan by year of construction, while **Graph 2** (right) is a heatmap that shows sales by zipcode (South to North, left to right) plotted against date of construction.

- These graphs show that condo sales in 2022 were **driven by new construction** (*Graph 10*, asterisk), and that this occurred mainly in **Central and South Harlem** (zipcodes 10026 and 10027) (*Graph 2, right*, asterisk and bar).
- Harlem Lofts is already aware of **33 more new condominium developments in Upper Manhattan, 10 of which are under construction!** To find out more about them, and the condo market in general, **contact us!**

E. Summary – 2022 Condominium Market Analysis

- Sales and volume in **2021 (395 sales, \$362.3M)** rebounded from COVID-19, and this trend continued in **2022 (522 sales, \$533.1M)**. with Q1 and Q2 especially active before the market cooled due to increased interest rates.
- Average sale price from **20218-2021 (\$862K-\$919K)** was stable, but **crept up in 2022 to \$1.06M**.
- In 2022, record condo sales were **driven by new construction in Central and South Harlem**.
- Harlem Lofts is already aware of **33 more new condominium developments in Upper Manhattan, 10 of which are under construction!**
- For more information, please contact us at info@harlemlofts.com, follow our market analysis reports at <https://harlemlofts.com/>, and analysis videos on our YouTube channel at <https://tinyurl.com/HLIYouTube>



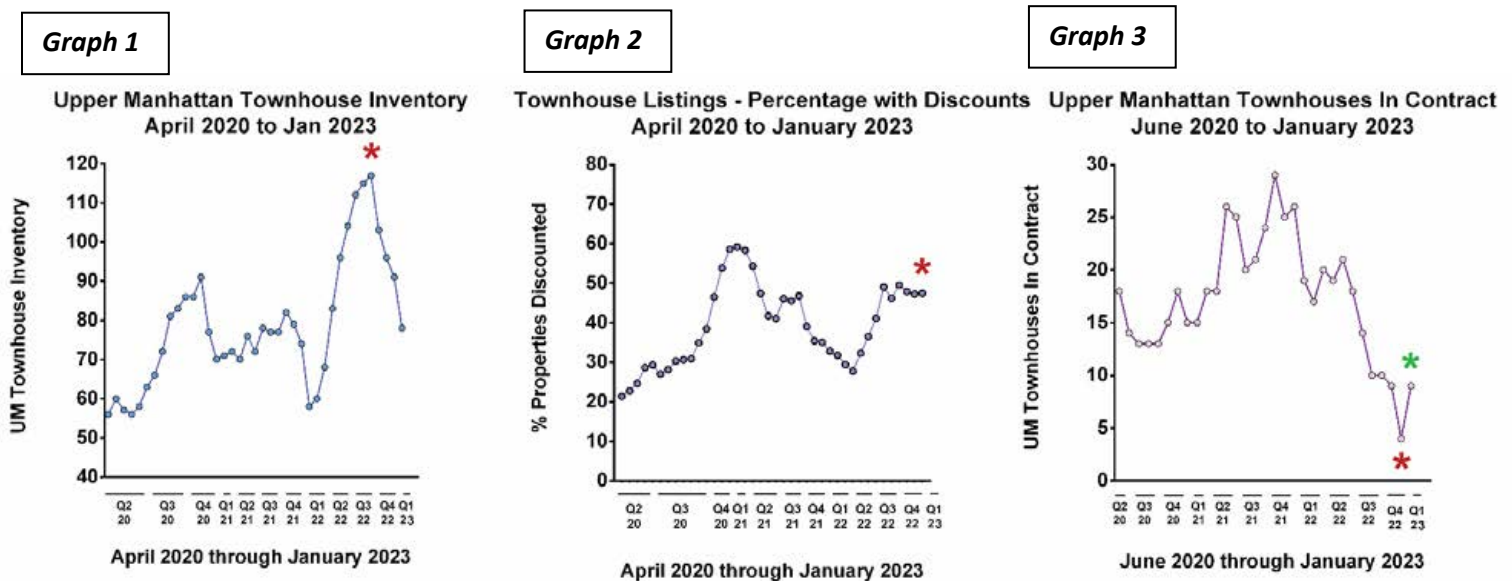
2022 Year-End Upper Manhattan Market Status and Trajectory

A. Introduction

- This article summarizes the **current status** of the Upper Manhattan townhouse and condominium markets and **suggests their future trajectory**.
- We also present **monthly market updates** on our YouTube channel: <https://tinyurl.com/HLIYouTube>
- Based on our data, the **townhouse** and to a lesser extent the **condominium** markets, have been **strongly impacted by rising interest rates** in the second half of 2022 and this is **likely to continue** in the first half of 2023.
- Any predictions in this article represent a **good faith best estimate** and are subject to market forces.

B. Townhouse Inventory, Discounts and In-Contract Listings (Graphs 1-3)

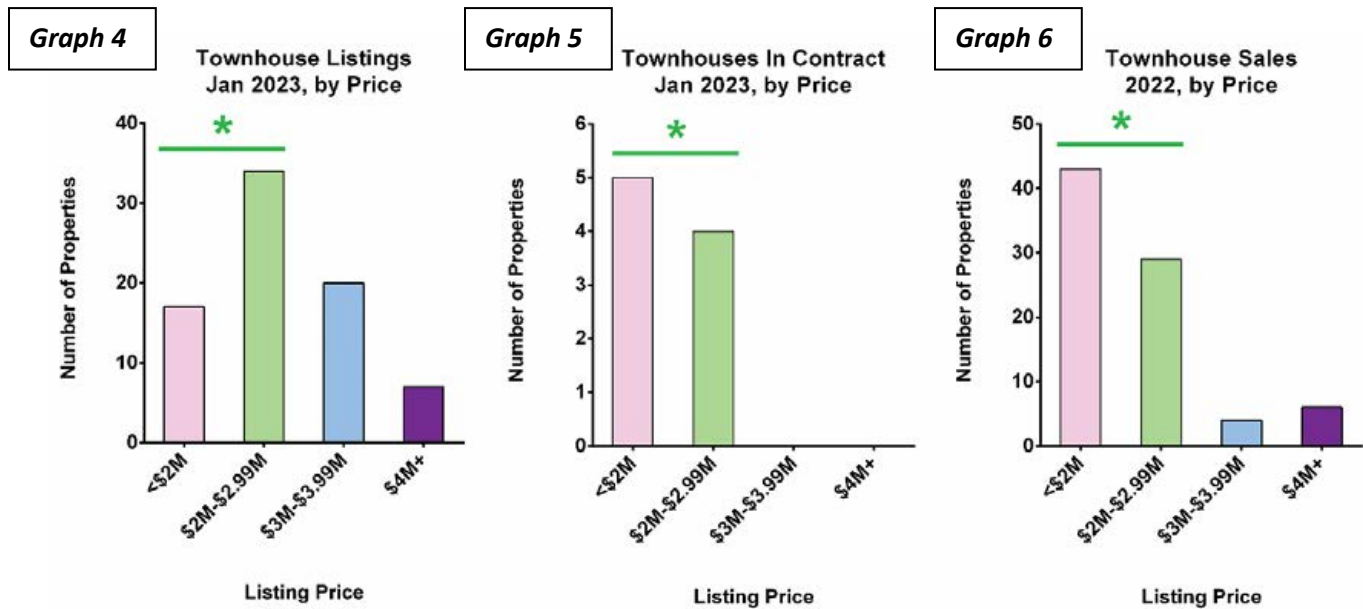
Graphs 1-3. Upper Manhattan Townhouse Inventory, Discounts and In-Contract Listings, 2020 to 2022



- **Graphs 1-3** show **Upper Manhattan Townhouse Inventory** (*Graph 1, left*), **Discounts** (*Graph 2, Center*) and **In-Contract Listings** (*Graph 3, right*) from **Q2 2020** through early January 2023.
- In the **second half of 2021**, Townhouse inventory and the percentage of listings offering discounts dropped as market demand and the number of listings going into contract increased (**Graphs 1-3**).
- Considering this trajectory, pent-up Seller demand **flooded the market with inventory** in early 2022, just as Buyer demand stalled due to rising interest rates (**Graph 1**, red asterisk).
- In the face of competition, Sellers **delisted or discounted** their properties in **Q3/Q4 2022** (**Graph 2**, red asterisk).
- **The stalled market resulted in a low in in-contract listings in Q4 2022** (**Graph 3**, red asterisk). However, in early 2023, inventory is now low, discounts are high, and in-contract listings are recovering.

C. Townhouse Listings, In-Contract Listings and Sales by Price (Graphs 4-6)

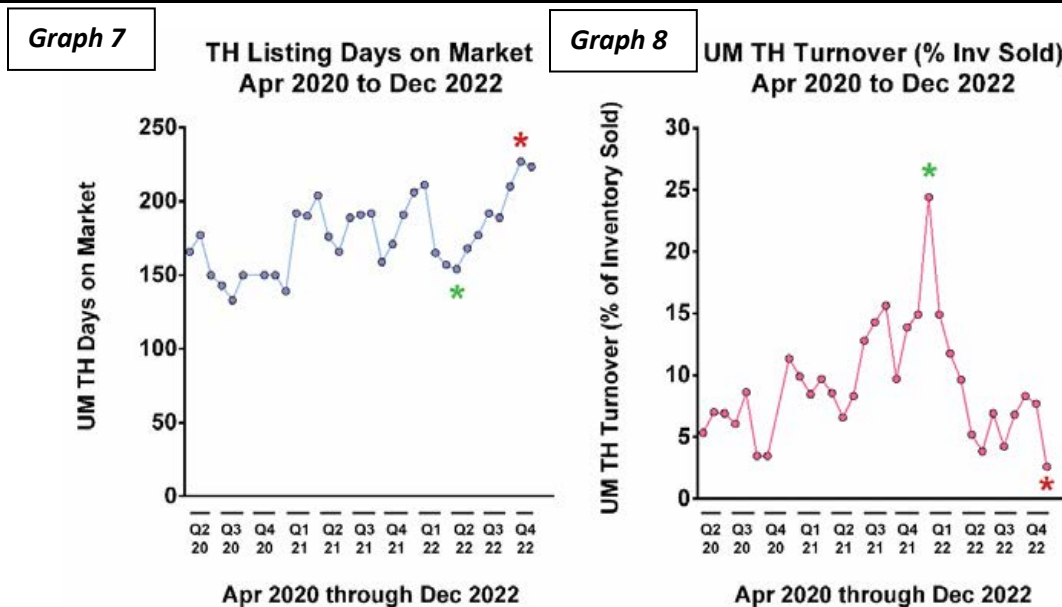
Graphs 4-6. Upper Manhattan Townhouse Inventory, In-Contract Listings and Sales by Price



- **Graphs 4-6** show Townhouse Inventory (left), In-Contract Listings (center) and Sales (right) as of the end of Q4 2022/early 2023 by price bracket - <\$2million (M, pink), \$2-3M (green), \$3-4M (blue) and >\$4M (purple).
- Of the 78 Listings on the market, 51 (65%) are priced under \$3 million (*Graph 4, left, green asterisk/bar*).
- Of the 9 In-Contract Listings, all are priced below \$3 million (*Graph 5*).
- Of the 82 Sales in 2022, 72 (88%) sold at less than \$3 million (*Graph 6*) the lower end of the market is dominating.

D. Townhouse Days on Market and Inventory Turnover (Graphs 7 and 8)

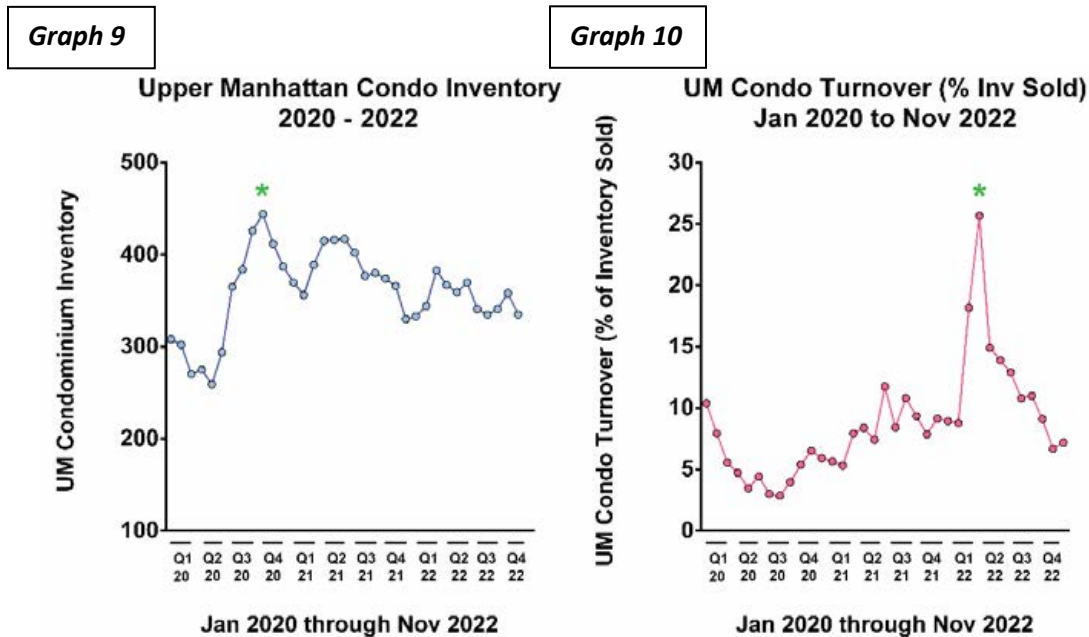
Graphs 7 and 8. Townhouse Days on Market and Turnover (Percentage of Inventory Sold), 2020-2022



- **Graph 7** shows Average **Days on Market (DOM)** 2020-22. **Graph 8** shows **Inventory Turnover** in the same period.
- High sales in late **21** and **early 22** are reflected in **reduced DOM** and **high Turnover** (**Graphs 7,8**, green asterisks).
- Increasing interest rates in **Q2-4 22** stagnated the market, **increasing DOM** and **lowering Turnover** (red asterisks).

E. Condominium Inventory and Turnover (*Graphs 9 and 10*)

Graphs 9 and 10. Townhouse Days on Market and Turnover (Percentage of Inventory Sold), 2020-2022

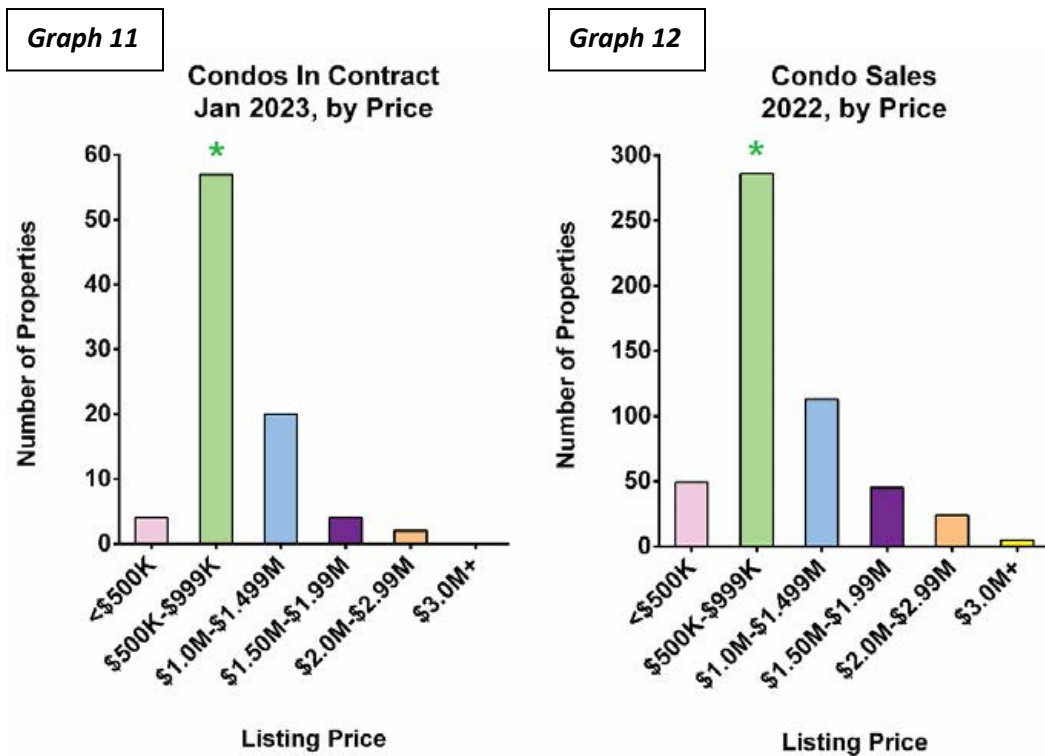


- **Graph 9** shows **Condo Inventory** from **Q1 20 - Q4 22**. **Graph 10** shows **Condo Turnover** in the same period.
- Following COVID-19, **Inventory recovered and overshot, peaking at 444 in Q4 20** (**Graph 9, green asterisk**).
- Inventory **remained high in 2021** as condominium sellouts **delayed in 2020** entered the market (**Graph 9**).
- Entry of new sellouts into the market at a time of pent-up demand **increased Turnover in Q1/Q2 22** (**Graph 10**).
- Increased interest rates subsequently **cooled the market in Q3/Q4 2022** (**Graph 10**).

F. Condominium In-Contract Listings and Sales by Price (*Graphs 11 and 12*)

- **Graphs 11 and 12** show **Condo In-Contract Listings Q1 2023** (left) and **2022 Sales** (right) by price bracket.
- Of the **87 In-Contract Listings** in Jan 2023, **57 (66%)** are priced between **\$500,000 and \$1 million** (**Graph 11**).
- Of the **522 Sales in 2022**, **286 (55%)** sold between **\$500,000 and \$1 million** (**Graph 12**) - the low- to mid-range end of the market was and remains the major market sector.

Graphs 11 and 12. Upper Manhattan Condominium In-Contract Listings and Sales by Price



G. Summary

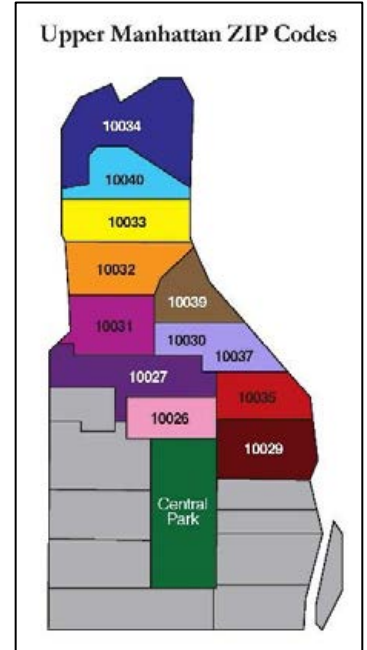
- In the face of rising interest rates, the Upper Manhattan Townhouse market **stalled in Q3/4 2022, resulting in low inventory and a high percentage of listings offering discounts. This is leading to a slow recovery.**
- Increasing interest rates in **Q2-4 22** also resulted in **increased DOM** and **reduced Inventory Turnover.**
- As a result, the lower end of the Townhouse market dominates Listings/Sales – **the boutique sector is dormant.**
- Entry of new sellouts into the Condominium Market at a time of pent-up demand **increased Sales in Q1/Q2 22.**
- Increased interest rates have subsequently **cooled the Condominium Market in Q3/Q4 2022.**
- The low- to mid-range end of the Condominium Market (**\$0.5M-\$1.0M**) represents the major market sector.
- While the Markets are showing signs of early recovery, we anticipate that sales will **remain slow in Q1/2 2023.**
- **We follow these trends via our market reports which can be downloaded from our website, and via monthly video Market Analysis updates on our YouTube channel:**

<https://harlemlofts.com/>

<https://tinyurl.com/HLIYouTube>

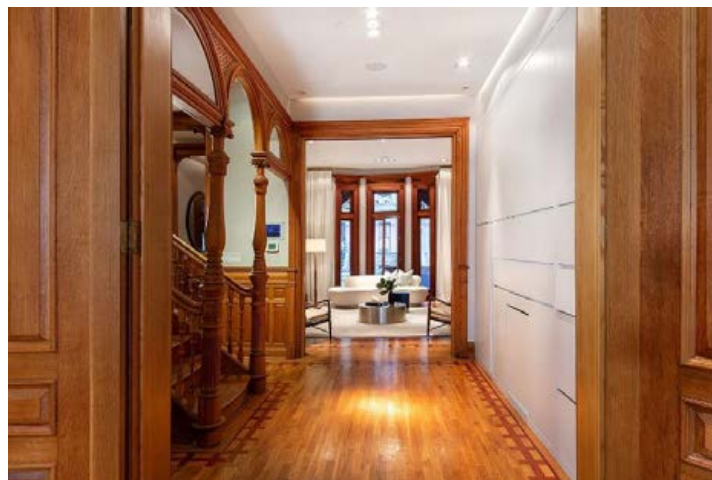
About This Report

- Our **Upper Manhattan Real Estate Report** is published quarterly and summarizes Upper Manhattan townhouse and condominium real estate sales activity.
- **We define Upper Manhattan** as extending as far south as East 96th Street, Central Park North and West 110th Street, and encompassing **12 zipcodes**, as shown:
- **This Report is based on 2018-2022 data from independent sources**, including our exclusive sales database, NYC public records, the Manhattan MLS, REBNY, ACRIS and the NYC Department of Buildings, NYC Department of Finance, and the NYC Department of Housing Preservation and Development.
- To reflect **actual market value**, we exclude properties bordering Central Park and the Hudson River, properties west of Morningside Park, extremely high/low sales, package or multiple property deals, off-market sales, and income-restricted units.
- To receive an individual **Comparable Market Analysis** on your property, or more detailed information on any topic relating to Upper Manhattan real estate, **please contact us at info@harlemlofts.com**



Our Vision Statement

- To **represent and advise** property owners on how to **maximize the value of their real estate assets** in conjunction with their financial objectives.



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