



Upper Manhattan Real Estate Report

2024



272 Lenox Ave., New York, NY 10027
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 located at 272 Lenox Avenue in Harlem, New York. We focus on seller representation in the Townhouse and Condominium markets while maintaining a proprietary database of well-qualified buyers.

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 **achieve optimal results**. This approach allows our team to provide a consistent, seamless service to 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). As such, depending on client preference we can tailor a listing to a specific well-qualified clientele or syndicate offerings across all major platforms to reach an exceptionally large audience.

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://www.youtube.com/c/HarlemLoftsInc>

<https://www.facebook.com/harlemrealestate/>

<https://www.linkedin.com/company/587904/admin/feed/posts/>



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 2024 Real Estate Report!

- In 2023, interest rates and economic uncertainty impacted both the Townhouse & Condominium markets, the former more than the latter.
- Similar to 2010 and 21, we are now seeing signs of impending market turnaround.

Townhouse Market – Incipient Recovery (pages 4-9)

- Seller discounts are serving as a critical catalyst in getting the Townhouse market back on track –over half of current listings have been discounted since launch by approximately 15-20% of initial price.
- Market sources also predict the Federal Government is planning to lower interest rates up to three times in 2024.
- In my opinion the turnaround will be an eighteen-to-thirty-six-month process, but we are already seeing **more activity than in 18 months**, with Buyers going into contract with cash or flexible term mortgages for 3 to 5 years.

Condominium Market – Awaiting New Developments (pages 12-15)

- In 2022, the Condominium Market benefited from record sales and volume, driven by new developments, low entry price points, and high rents. Following these sellouts, the market is now lukewarm pending interest rate decreases and upcoming condominium developments.
- There are multiple new developments approved/underway, driven by both Public (NYC) and Private entities. **The next wave of sellouts is already on the horizon, and we at Harlem Lofts have our finger on the pulse.** For more information, please feel free to contact us.

Market Outlook

- **In the Townhouse Market, smart Buyers are grabbing the 15-20% discounts while they are on the table, hoping to refinance later with better rates.**
- **We also know of some quality 20-foot properties hitting the market soon – this inventory is not usually available in an up market. Contact us for details!**
- **In the Condo Market, contact us for more information on new developments coming to market!**

Hope to hear from you soon!

Robb Pair

Founder and President, Harlem Lofts Inc. and Harlem Property Management Inc.

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

2013 to present: NY Property Management (10211395374)

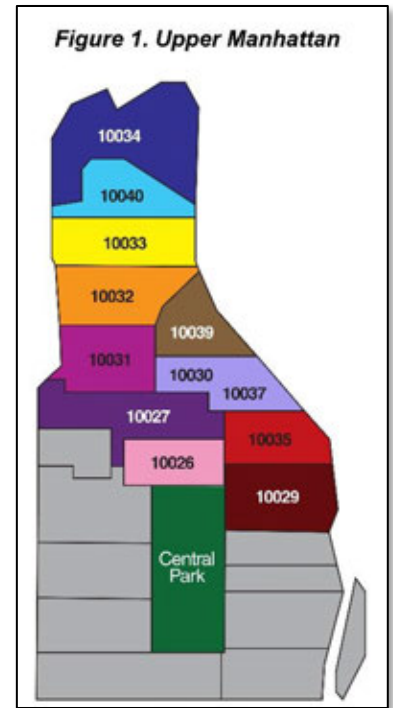
2004 to present: NY General Contractor (611126)

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

2023 Year-End Townhouse Market Analysis

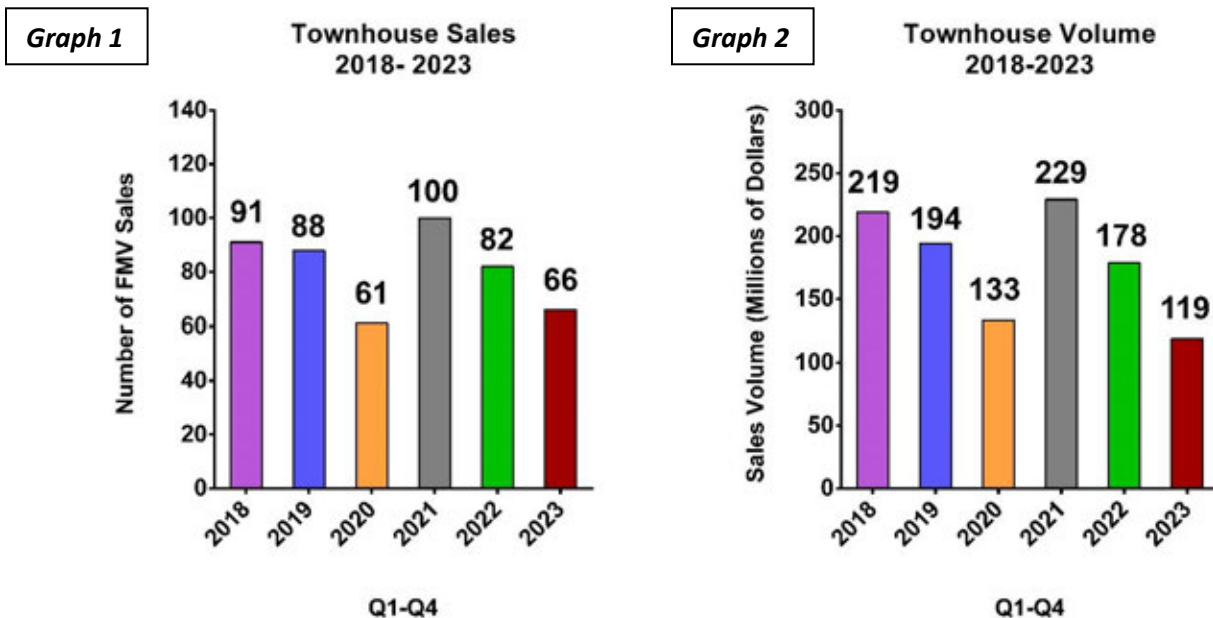
A. Introduction

- This article summarizes status of the **Upper Manhattan Townhouse Market at year-end 2023 – Year-on-Year Sales, Current Listings, and future projections.**
- We also provide **market reports** on our website at <https://harlemlofts.com/> and **videos** on our **YouTube channel:** <https://www.youtube.com/c/HarlemLoftsInc>
- 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 (**Fig. 1, right**).
- This Report excludes data from non-representative areas, for example bordering Central Park, and west of Morningside Park.
- **The townhouse market has been significantly impacted by increased interest rates from Q2 2022 through Q4 2023 (Section B).**
- **Prices have decreased by 20%, inventory has normalized, and more listings are going into contract – the Market is recovering (Section C).**



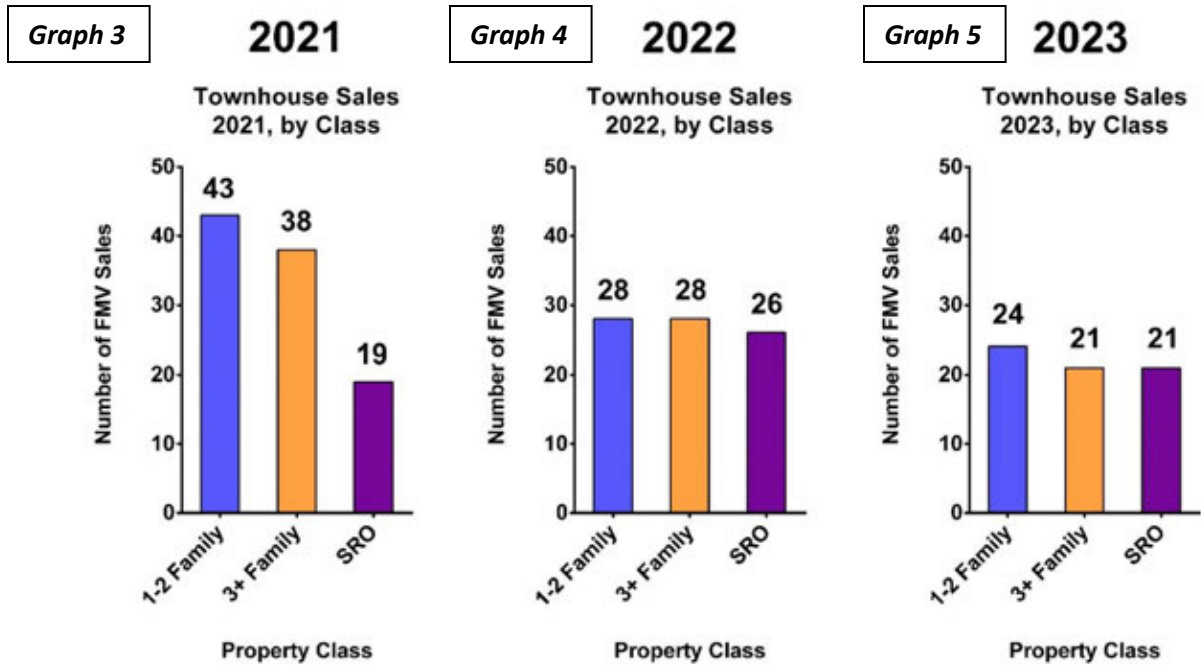
B. Sales by Time, Class and Location (Graphs 1-12)

Graphs 1 and 2. Townhouse Transaction Number and Volume, 2018 through 2023



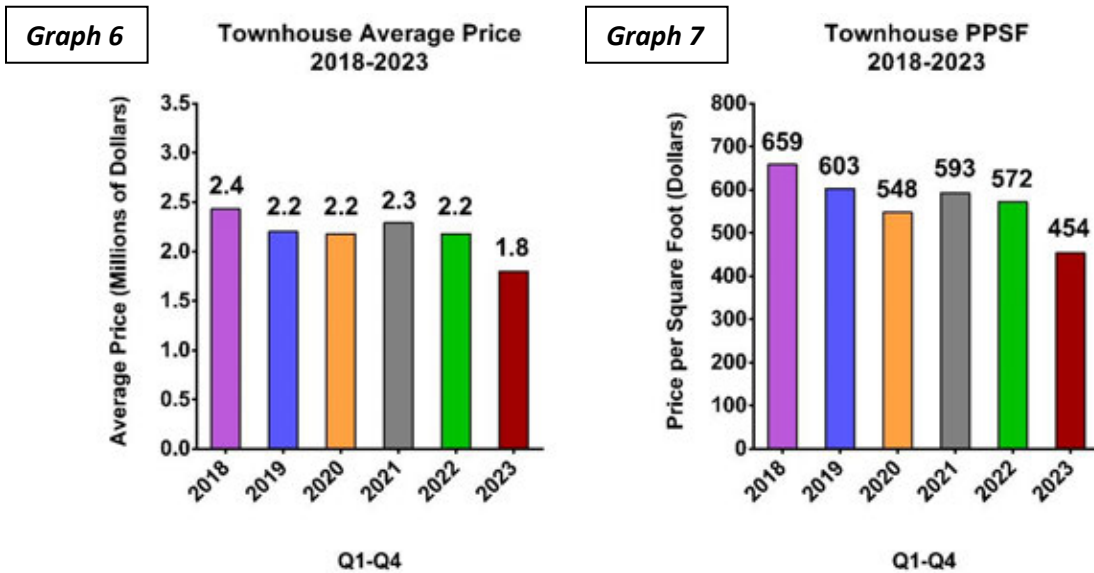
- **Graphs 1 and 2** show Townhouse Sales and Volume from 2018 through 2023. Numbers of sales in 2023 (66, red) were **20% lower** than average years such as 2018 (91, purple) or 2022 (82, green) (**Graph 1, left of page**).
- Sales volume in 2023 (\$119 million, red) was **33% lower** than 2022 (\$178.5 million, green) (**Graph 2, right**).
- **Number of sales and volume in 2023 were similar to or lower than during COVID-19, in 2020 (Graphs 1,2).**
- **Townhouse sales were strongly impacted by increased interest rates throughout 2023.**

Graphs 3-5. Townhouse Transaction Number by Class, 2021 through 2023



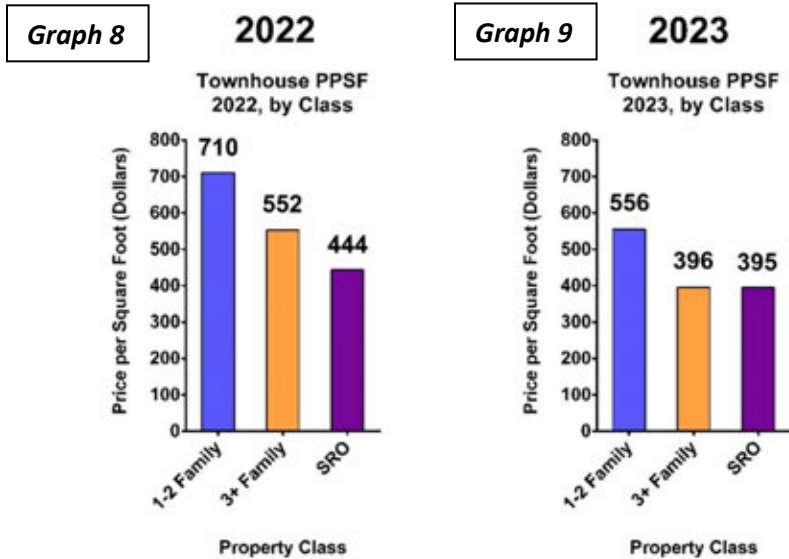
- **Graphs 3-5** show Sales by Townhouse Classification from **2021 (Graph 3, left)** through **2023 (Graph 5, right)**. Residential (1-2 family) properties are in blue, Rental Investment (3+ family) in orange, and SROs in purple.
- Interest rates impacted Residential and Rental Investment Sales, which **dropped by 44% from 2021 (strong year) to 2023 (weak year)**. In contrast, **SRO Sales remained stable**. Section D addresses underlying market forces.

Graphs 6 and 7. Townhouse Average Sale Price and Price per Square Foot (PPSF), 2018 through 2023



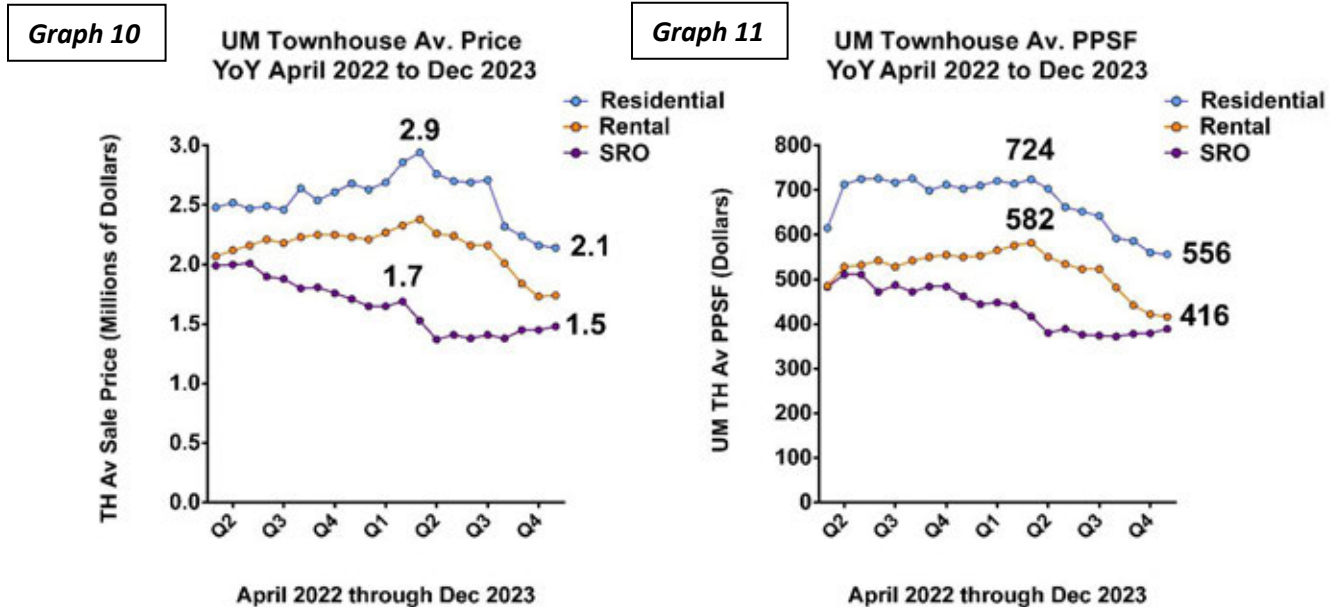
- **Graphs 6 and 7** show Average Sale Price (**Graph 6**) and PPSF (**Graph 7**) from 2018 through 2023.
- Sale prices were **stable 2018-22** but **decreased by 22% from 2021 (strong year) to 23 (weak year) (Graph 6)**.
- **PPSF** was slightly **less stable 2018-2022**, but also **decreased by 23% from 2021 to 2023**
- **Unlike COVID-19, increased interest rates impacted not only sales/volume, but also sale prices and PPSF.**

Graphs 8 and 9. Townhouse PPSF by Property Class, 2022 vs 2023



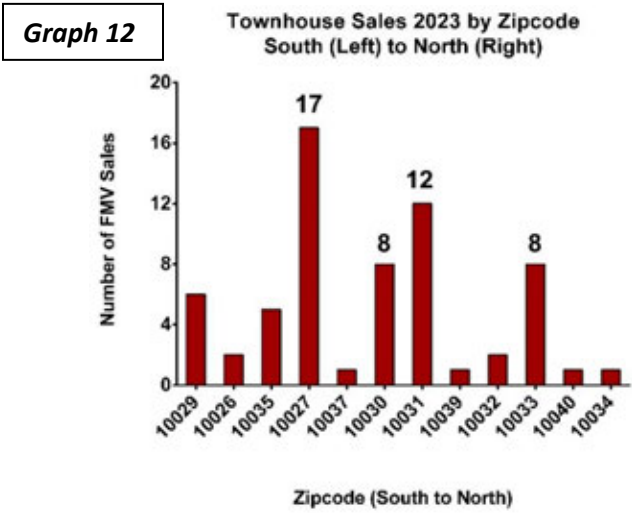
- **Graphs 8 and 9** compare PPSF by Townhouse Classification in 2022 (*Graph 8, left*) and 2023 (*Graph 9, right*).
- Interest rate increases caused Residential and Rental Investment PPSF to drop by 22% and 28% from 2022.
- SRO Sale PPSF decreased by a lesser amount (11%). Section D addresses underlying market forces.

Graphs 10 and 11 - Townhouse Price and PPSF by Property Class and month, 2022-2023



- **Graphs 10 and 11** show Townhouse Sale Price and PPSF by Class and month 2022-2023. These data correlate market changes with interest rate increases, which began in March 22 and peaked in May 23 at 5.25%.
- Residential and Rental Investment Prices and PPSF remained stable following the first wave of interest rate increases, and peaked in April 2023 at \$2.9M/\$724/SF and \$2.4M/\$582/SF respectively (*Graphs 10, 11*).
- However, reduced sales due to increased interest rates led to increased competition and discounted prices, such that Residential and Rental Investment Prices and PPSF dropped by 28-29% through Dec 2023.

Graph 12 – Townhouse Transaction Number by Zipcode, 2023

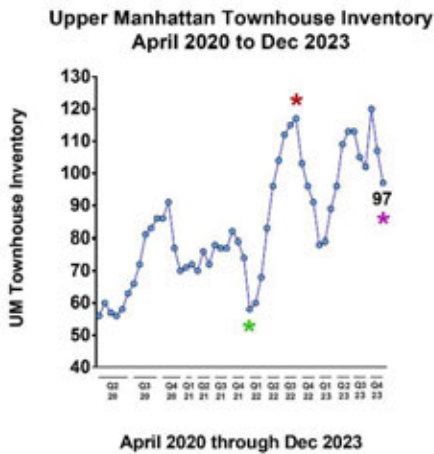


- **Graph 12** shows townhouse sales in Upper Manhattan in **2023** by zipcode S-N (*left to right and see Fig. 1*).
- For the past five years, townhouse sales have been focused in the center of Upper Manhattan, in Central Harlem (**10027**) and the St. Nicholas (**10030**) and Hamilton Heights Historic Districts (**10031**) (**Graph 12**).
- In **2023**, this trend continued, while sales also increased in **10033 (Hudson Heights)**, a more northerly zipcode.

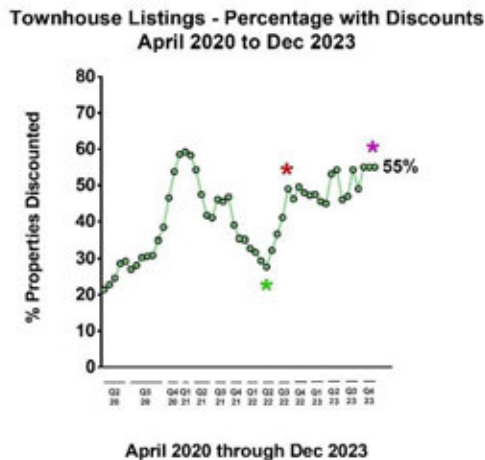
C. Inventory and In-Contract Listings (Graphs 13-20)

Graphs 13-15. Upper Manhattan Townhouse Inventory, Discounts and In-Contract Listings, 2020 to 2023

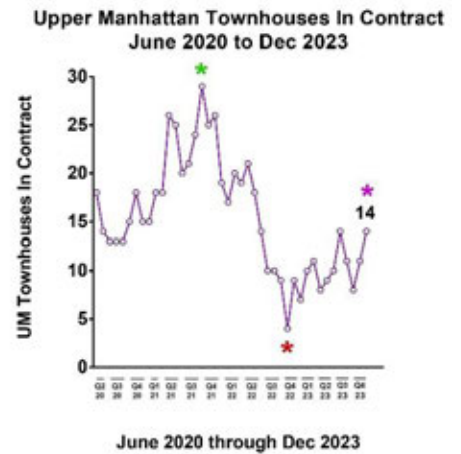
Graph 13



Graph 14



Graph 15

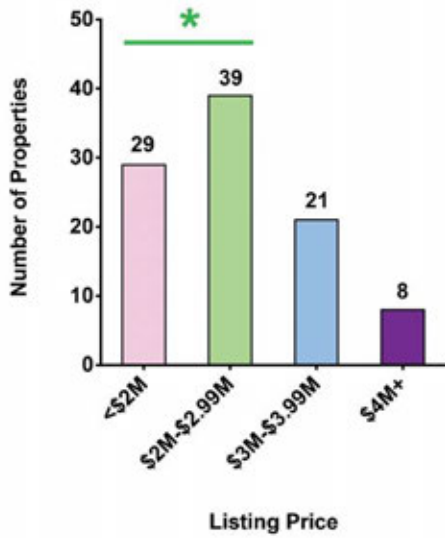


- **Graphs 13-15** show Inventory (**Graph 13**), Discounts (**Graph 14**) and In-Contract (**Graph 15**) Q2 20 - Q4 23.
- In the **second half of 2021**, Inventory and Discounts dropped as market demand increased (**green asterisks**).
- Sellers then **flooded the market with inventory** in **Q1 22**, just as **demand stalled** due to rising interest rates (**Graph 1, red asterisk**). In the face of competition, Sellers **discounted** properties (**Graph 2, red asterisk**). The stalled market resulted in low In-Contract listings (**Graph 3, red asterisks**).
- By **Q4 2023**, inventory has corrected, and discounts remain high. Prices have decreased by 20%. Sellers have adjusted to attract Buyers, and more listings are entering contract (**Graphs 13-15, purple asterisks**).

Graphs 16-18. Upper Manhattan Townhouse Inventory, In-Contract Listings and Sales by Price

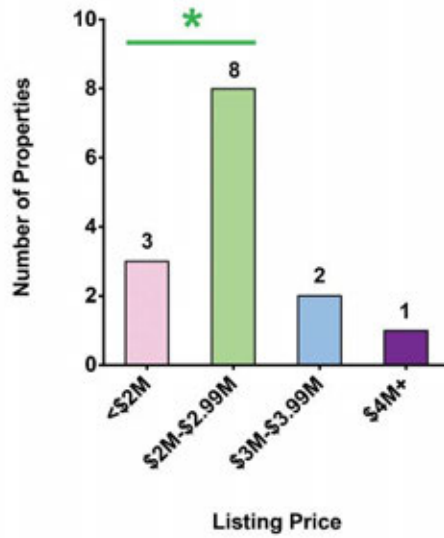
Graph 16

Townhouse Listings Dec 2023, by Price



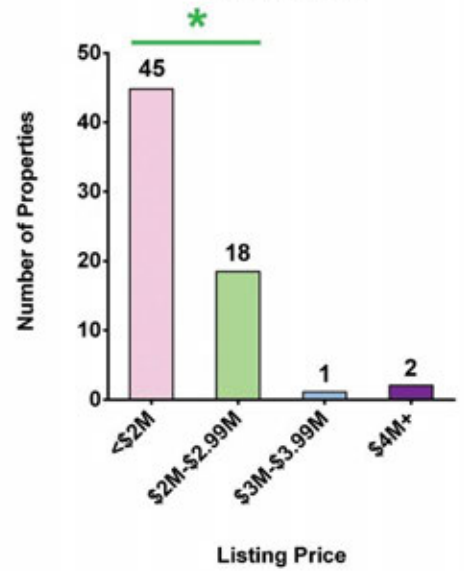
Graph 17

Townhouses In Contract Dec 2023, by Price



Graph 18

Townhouse Sales 2023, by Price

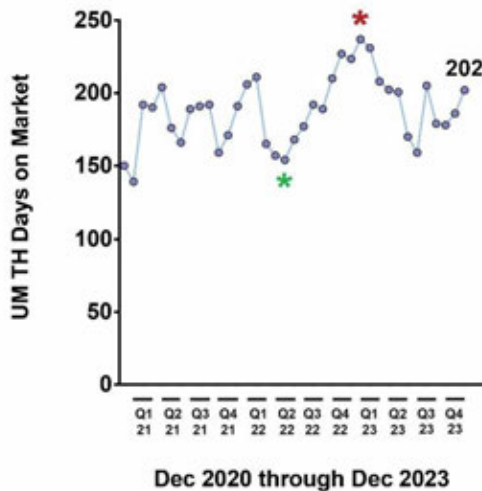


- **Graphs 16-18** show Inventory (left), In-Contract (center) and Sales (right) in Dec 23 by price bracket.
- Of the 97 Listings on the market, 68 (70%) are priced under \$3 million (**Graph 16, left, green asterisk/bar**).
- Of the 14 In-Contract Listings, 11 (79%) are priced below \$3 million (**Graph 17, middle, green asterisk/bar**).
- Of the 66 Sales in 2023, 63 (95%) sold below \$3 million (**Graph 18**) - the lower end of the market is dominating.

Graphs 19-20. Townhouse Days on Market and Turnover (Percentage of Inventory Sold), 2020-2023

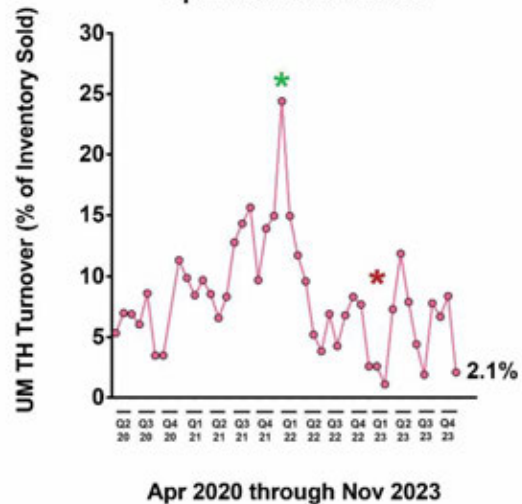
Graph 19

TH Listing Days on Market Dec 2020 to Dec 2023



Graph 20

UM TH Turnover (% Inv Sold) Apr 2020 to Nov 2023



- **Graph 19** shows Average **Days on Market (DOM)** 20-23. **Graph 20** shows **Inventory Turnover** in the same period.
- High sales in late 21 - early 22 are reflected in **reduced DOM** and **high Turnover** (**Graphs 19-20, green asterisks**).
- Increasing interest rates in **Q2-4 22** stagnated the market, **raising DOM** and **lowering Turnover** (**red asterisks**).
- This trend **persisted through 2023**, but the market has recently begun to show signs of recovery (**Graphs 13-15**).

D. Summary – 2023 Year-End Townhouse Market Analysis

- The townhouse market was impacted by increased interest rates in 2023. Sales in 2023 were 20% lower than in average years (such as 2022) and volume was 33% lower than 2022.
- Increased interest rates particularly impacted Residential and Rental Investment sales. Sale prices and PPSF were also impacted in these market sectors.
- In the face of adverse conditions, Townhouse sales in 2023 concentrated at the lower end of the market.
- By Q4 2023, inventory has corrected and prices decreased by 20%. Sellers have adjusted to attract Buyers, and more listings are entering contract. **The Townhouse market is recovering, boding well for 2024.**
- We follow these trends via our Market Reports which can be downloaded from our website, and via monthly Market Analysis video updates on our YouTube channel:

<https://harlemlofts.com/>

<https://www.youtube.com/c/HarlemLoftsInc>

For a direct link to the Harlem Lofts website, scan the adjacent QR code:



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Harlem Property Management, Inc. (HPM) is a full-service, customer-centric, sophisticated property management company that focuses on mid-size condominium and cooperative properties in Harlem and Upper Manhattan. If you have property in Upper Manhattan, you'll want to meet with us.






















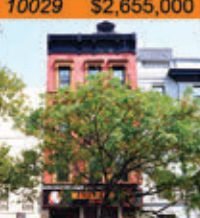













Please contact us at info@harlempm.com, call us at 212-280-6823, visit our website at www.harlempm.com or stop in at our office at 270 Lenox Avenue to learn how you can get more from your investment and your management company.

To access the Harlem Property Management website, scan the adjacent code:



































Market Value Townhouses Sold 2023

Arranged by Zip Code

10026 \$5,145,000	10026 \$1,000,000	10026 \$1,000,000	10027 \$3,650,000	10027 \$2,350,000	10027 \$1,069,163	10027 \$2,900,000
						
329 W 112th St	66 W 119th St	68 W 119th St	123 W 132nd St	357 W 122nd St	122 W 132nd St	102 W 123rd St
10027 \$2,850,000	10027 \$2,562,292	10027 \$2,200,000	10027 \$2,788,425	10027 \$2,025,000	10027 \$1,890,000	10027 \$1,650,000
						
109 W 132nd St	228 Lenox Ave	213 W 131st St	200 Lenox Ave	235 W 132nd St	244 W 123rd St	269 W 131st St
10027 \$1,700,000	10027 \$1,662,343	10027 \$505,000	10027 \$2,685,000	10027 \$1,500,000	10027 \$900,000	10029 \$2,500,000
						
130 W 131st St (Mar)	130 W 131st St (Oct)	119 W 131st St	3 W 123rd St	154 W 122nd St	243 W 131st St	104 E 101st St
10029 \$2,855,000	10029 \$1,050,000	10029 \$800,000	10029 \$2,750,000	10029 \$800,000	10030 \$2,750,000	10030 \$2,750,000
						
355 E 116th St	108 E 101st St	1783 Lexington Ave	1870 Third Ave	1781 Lexington Ave	112 Edgecombe Ave	114 Edgecombe Ave
10030 \$1,600,000	10030 \$1,720,000	10030 \$1,900,000	10030 \$2,375,000	10030 \$2,200,000	10030 \$2,200,000	10031 \$4,500,000
						
2313 ACP Jr Blvd	253 W 134th St	219 W 139th St	148 W 136th St	2315 ACP Jr Blvd	255 W 138th St	433 W 147th St
1-FAMILY	2-FAMILY	3-FAMILY	4-FAMILY	5-6-FAMILY	SRO or Church	

Market Value Townhouses Sold 2023, Continued

Arranged by Zip Code

10031 \$2,200,000  471 W 146th St	10031 \$1,150,000  539 W 141st St	10031 \$2,700,000  471 W 140th St	10031 \$1,900,000  529 W 150th St	10031 \$1,900,000  532 W 148th St	10031 \$1,725,000  592 W 152nd St	10031 \$1,683,000  421 W 146th St
10031 \$1,300,000  45 Hamilton Terr	10031 \$1,275,000  470 W 144th St	10031 \$700,000  545 W 152nd St	10031 \$417,500  546 W 148th St	10032 \$954,000  91 Audubon Ave	10032 \$1,350,000  556 W 162nd St	10033 \$1,600,000  528 W 175th St
10033 \$1,500,000  551 W 183rd St	10033 \$1,500,000  500 W 184th St	10033 1,104,801  532 W 187th St	10033 \$800,000  15 Washington Terr	10033 \$1,400,000  558 W 183rd St	10033 \$1,400,000  560 W 183rd St	10033 \$1,400,000  562 W 183rd St
10034 \$1,660,000  79 Park Terr W	10034 \$1,200,000  646 W 207th St	10035 \$1,150,000  213 E 120th St	10035 \$1,900,000  322 E 119th St	10035 \$1,450,000  310 E 120th St	10035 \$1,686,494  51 E 126th St	10035 \$1,950,000  2117 Fifth Ave
10037 \$1,100,000  438 Lenox Ave	10039 \$1,150,000  350 W 145th St	10040 \$1,000,000  286 Wadsworth Ave	<p>"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."</p> <p>-Celeste R. San Francisco, CA</p> 			
1-FAMILY	2-FAMILY	3-FAMILY	4-FAMILY	5-6-FAMILY	SRO or Church	

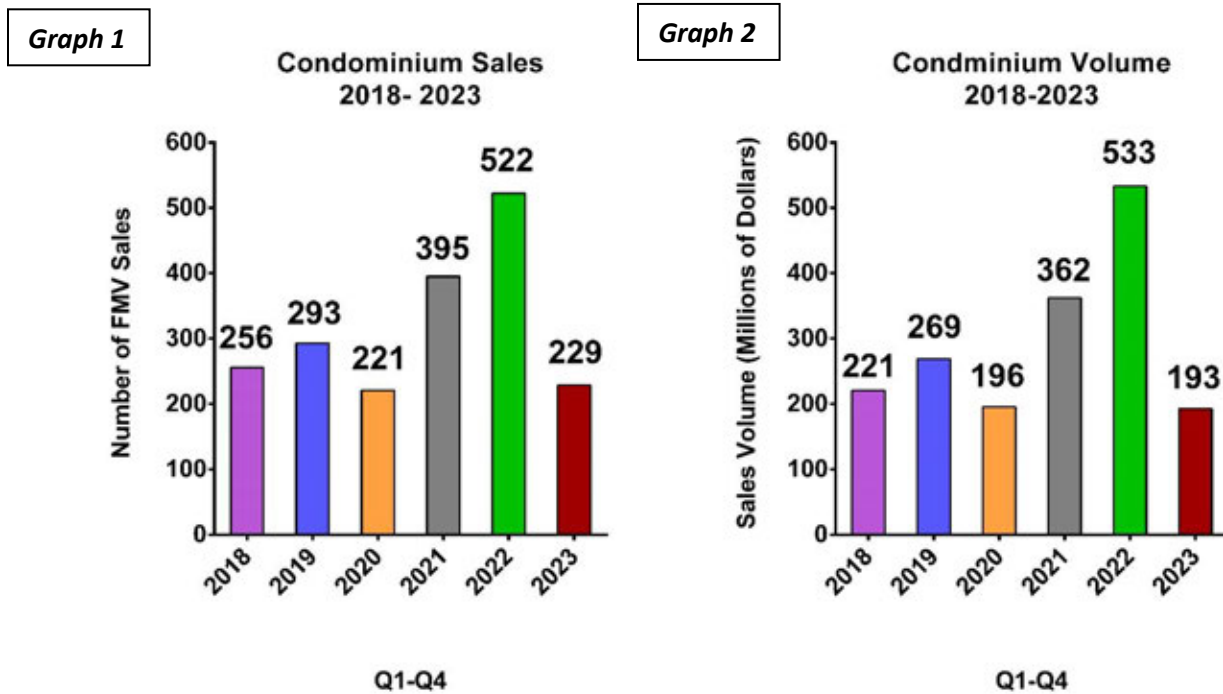
2023 Year-End Condominium Market Analysis

A. Introduction

- This article summarizes status of the **Upper Manhattan Condominium Market at year-end 2023 – Year-on-Year Sales, Current Listings, and future projections**. This work complements our Townhouse Analysis, pages 4-9.
- As mentioned previously, we also provide **Market Reports accessible on our website at <https://harlemlofts.com/> and Market Analysis videos on our YouTube channel: <https://www.youtube.com/c/HarlemLoftsInc>**
- Our data show that following a post-COVID surge in 2021 and Q1-2 2022 driven by new Sellouts, the market has cooled and is currently lukewarm, pending a reduction in interest rates and/or a new wave of Sellouts.

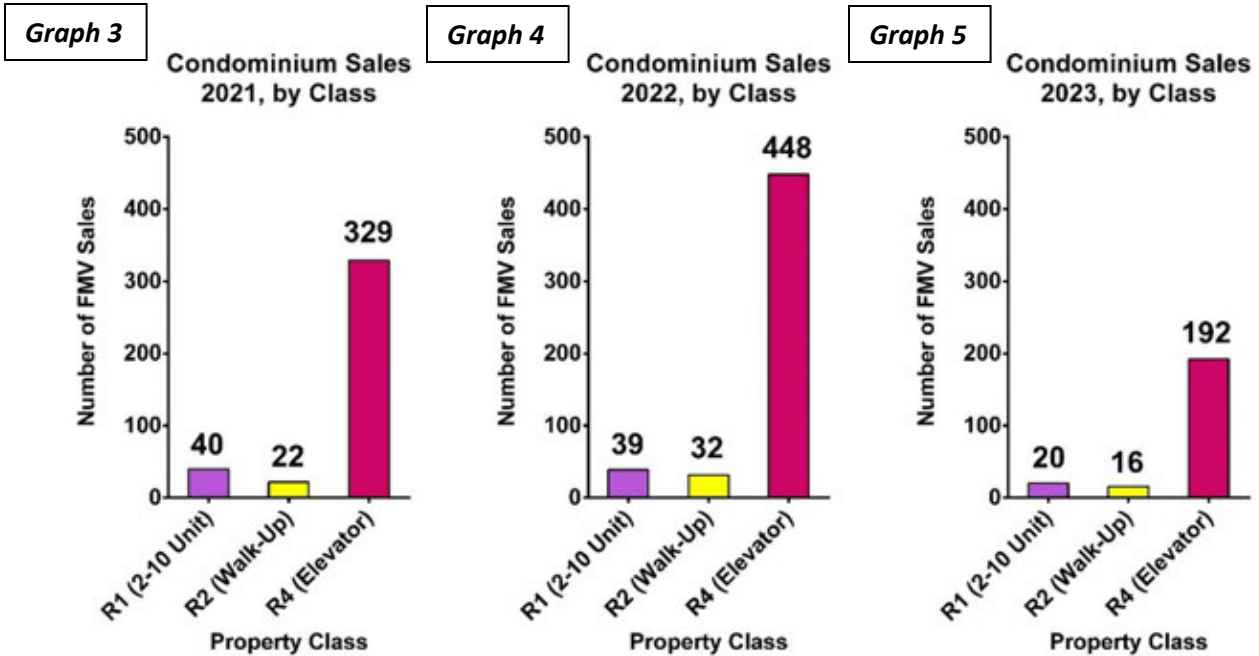
B. Sales by Time, Class and Location (Graphs 1-7)

Graphs 1 and 2. Condominium Transaction Number and Volume, 2018 through 2023



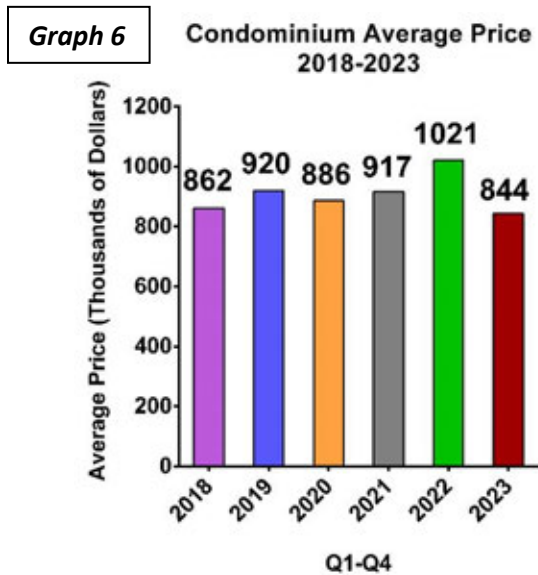
- **Graphs 1 and 2** show Condominium Sales and Volume from 2018 through 2023. Similar to Townhouse sales, Condominium sales in 2023 (229, red) were **22% lower** than average years such as 2019 (293, blue) (*Graph 1*).
- Sales volume in 2023 (\$193 million, red) was **28% lower** than 2019 (\$269 million, blue) (*Graph 2, right*).
- Sales and volume in 2023 were reduced more than 50% compared with 2022 (green), which was significantly boosted by Condominium Sellouts delayed by COVID-19 in 2020 and 2021 (*Graphs 1,2*).
- Condominium sales in 2023 were impacted both by interest rates and by the fact that high-profile boutique sellouts that boosted the markets in 2021 and 2022 concluded in late 2022.

Graphs 3-5. Condominium Transaction Number by Class, 2021 through 2023



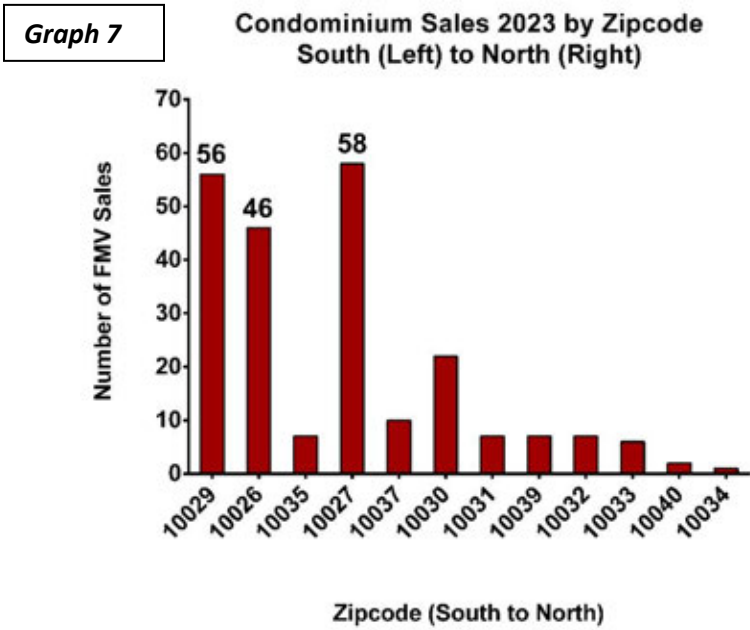
- **Graphs 3-5** show Sales by Condominium Classification from 2021 (*Graph 3, left*) through 2023 (*Graph 5, right*). R1 (2-10 unit) properties are in purple, R2 (walk-up) in yellow, and R4 (larger elevator buildings) in red.
- High-profile Condominium sellouts boosted the market in 2022, particularly in large boutique R4 elevator buildings (*Graph 4, red bar*). However, this temporary boost did not carry over to 2023.
- Sales in all categories **dropped** from 2021 (average year) to 2023 (weak year). R4 Sales dominated the market.

Graph 6. Condominium Average Sale Price, 2018 through 2023



- **Graph 6** shows Average Sale Price (*Graph 6*) from 2018 through 2023.
- Sale prices were **stable** 2018-22, and (unlike the pattern in the Townhouse market) **decreased only slightly (by 8%)** in 2023 (weak year) compared with 2019 (average year) (*Graph 6*).
- Unlike the Townhouse market, interest rates impacted Condominium sales/volume but not average price.

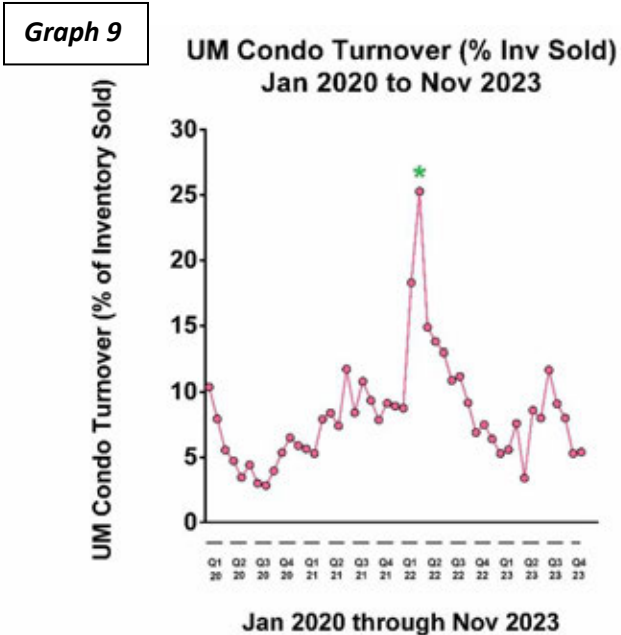
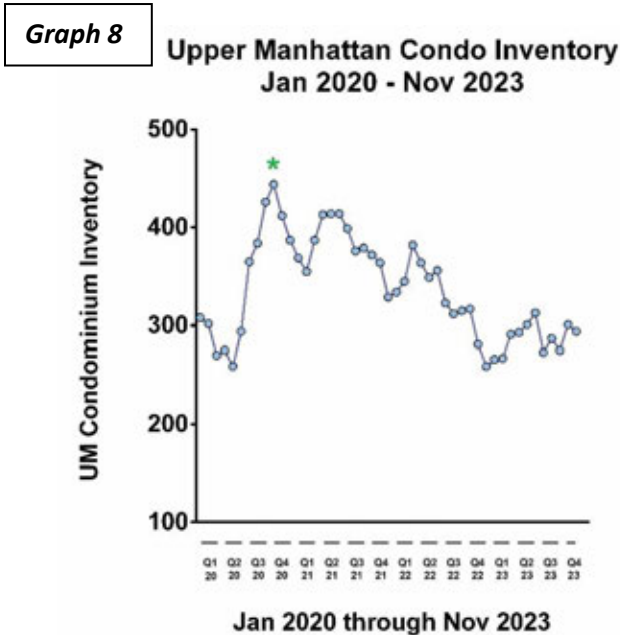
Graph 7 – Condominium Transaction Number by Zipcode, 2023



- **Graph 7** shows Condominium sales in Upper Manhattan in **2023** by zipcode S-N (*left to right and see Fig. 1*).
- Unlike the Townhouse market, Condominium sales in Upper Manhattan are routinely focused in southern zipcodes, from **10029 (East Harlem)** through **10027 (Central Harlem)** (*Graph 7*).
- This trend continued in **2023** – the Condominium and Townhouse markets overlap geographically only partially.

C. Inventory and Turnover (Graphs 8-11)

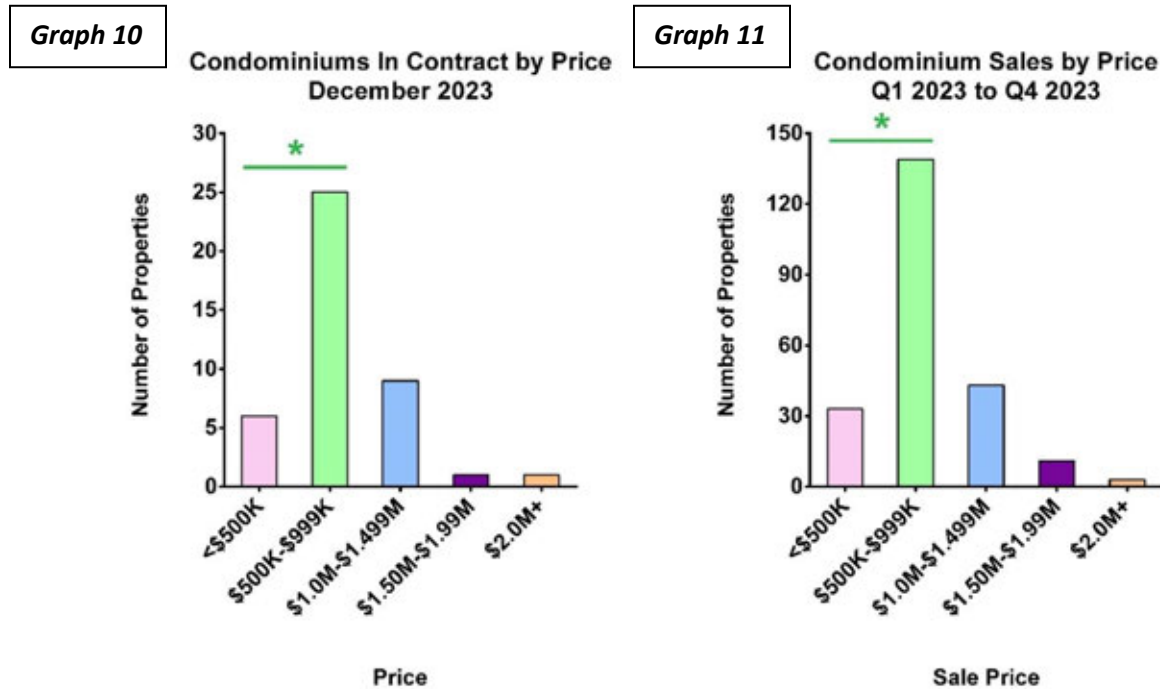
Graphs 8 and 9. Condominium Inventory and Turnover (Percentage of Inventory Sold), 2020-2023



- **Graph 8** shows **Condo Inventory** from Q1 20 - Q4 23. **Graph 9** 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 8**).
- Entry of sellouts into the market and pent-up demand increased **Turnover in Q1/Q2 22** (**Graph 9, green asterisk**).
- Increased interest rates subsequently **cooled the market in Q3/Q4 2022**, a trend that continued through 2023.
- **The Condominium market is lukewarm following high post-COVID sellout activity. Future trajectory will be determined by interest rates and upcoming sellouts. Contact us for more information on upcoming sellouts.**

Graphs 10 and 11. Upper Manhattan Condominium In-Contract Listings and Sales by Price



- **Graphs 10 and 11** show Dec 2023 Condo In-Contract Listings (left) and 2023 Sales (right) by price bracket.
- There are currently **42 In-Contract Listings** compared with **104 in July** - the market is tepid. Of these, **31 (74%) are priced below \$1 million** (**Graph 10, green asterisk/bar**).
- Similarly, of the **229 Sales in 2022**, **172 (75%) sold below \$1 million** (**Graph 11, green asterisk/bar**) – the low-to mid-range sector remains dominant in an adverse market.

D. Summary – 2023 Year-End Condominium Market Analysis

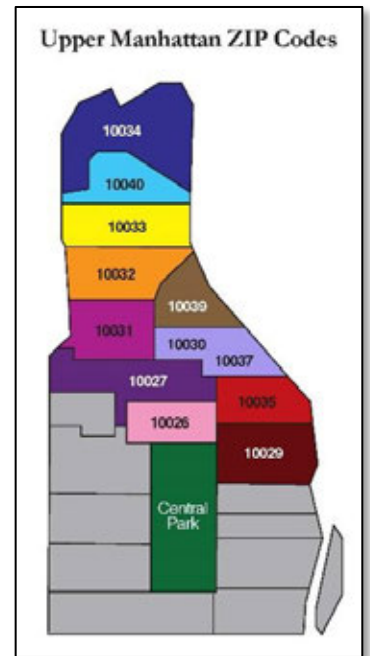
- Condominium sales in 2023 were impacted by interest rates and by the fact that high-profile boutique sellouts that boosted the market concluded in late 2022.
- The low- to mid-range sector is dominant, with sales in R4 (large elevator) buildings predominating.
- Unlike the Townhouse market, Condominium sales are focused in southern zipcodes, from **10029** through **10027**.
- **Future trajectory will be determined by interest rates and also by upcoming sellouts.**
- **We follow these trends via our Market Reports which can be downloaded from our website, and via monthly Market Analysis video updates on our YouTube channel:**

<https://harlemlofts.com/>

<https://www.youtube.com/c/HarlemLoftsInc>

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 2018-2023 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.

Townhouse Experts Since 1998

Licensed & insured contractor offering the following services for homeowners, sellers, or buyers:

- Pre-Sale Inspection and Consultation**
An à la carte menu with pricing of items needed to improve a home in preparation for sale
- Home Services Yearly Contract**
Roof to cellar inspection and quarterly service for townhomes



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