



Manhattan Property Sales Report

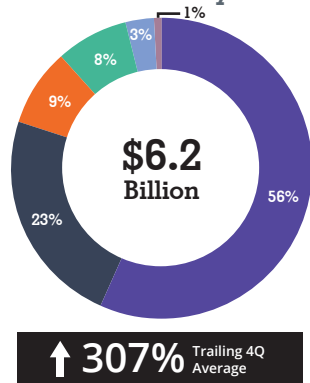
Tri-State Investment Sales
Fourth Quarter 2021

**AVISON
YOUNG**

Investment Sales Summary

For the first time in two years, the Manhattan investment sales market recorded quarterly sales activity at pre-pandemic levels. For the fourth quarter of 2021, Manhattan had 100 transactions for just over \$6.2 billion in total dollar volume. This represents increases over the trailing 4-quarter average of 117% and 307%, respectively. This was the highest quarterly dollar volume since Q3 2018 and largest for total transaction count since Q4 2018. For the year, Manhattan investment sales totaled \$10.34 billion across 240 transactions, a 21% and 50% increase off 2020, respectively. The fourth quarter of 2021 accounted for 61% of the year's total dollar volume and 42% of total transactions.

Total Dollar Volume by Asset Class



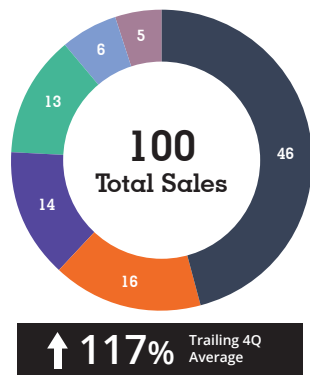
Multi-Family/Mixed-Use

The Manhattan multi-family and mixed-use market recorded 46 transactions for just over \$1.47 billion in total dollar volume, a 98% and 190% increase off the trailing 4-quarter average, respectively. The 46 transactions was the highest total for any quarter since Q4 2018. The average price per square foot increased by 4% to \$738, and the average cap rate decreased by 24 basis point to 4.69%, in comparison to the trailing 4-quarter average. The leading transaction for the quarter was Empire State Realty Trust's 90% interest purchase of 561 Tenth Avenue and 345 East 94th Street for \$307 million. The two properties totaled 625 units and 478,950 square feet, equating to \$641/SF.

Retail

The Manhattan retail market recorded 16 transactions for just under \$530 million in total dollar volume, which was a 178% and 328% increase off the trailing 4-quarter average, respectively. The 16 transactions was the highest total for any quarter since Q12018. The average price per square foot equated to \$2,381 per square foot, a 52% increase off the trailing 4-quarter average. The leading transaction for the quarter was Aurora Capital Associates purchase of the retail condo at 530 Fifth Avenue for \$192 million, equating to \$3,331 per square foot and a 5.10% cap rate. The retail condo is occupied by Duane Reade, Chase Bank, and Five Below.

Number of Sales by Asset Class



Office

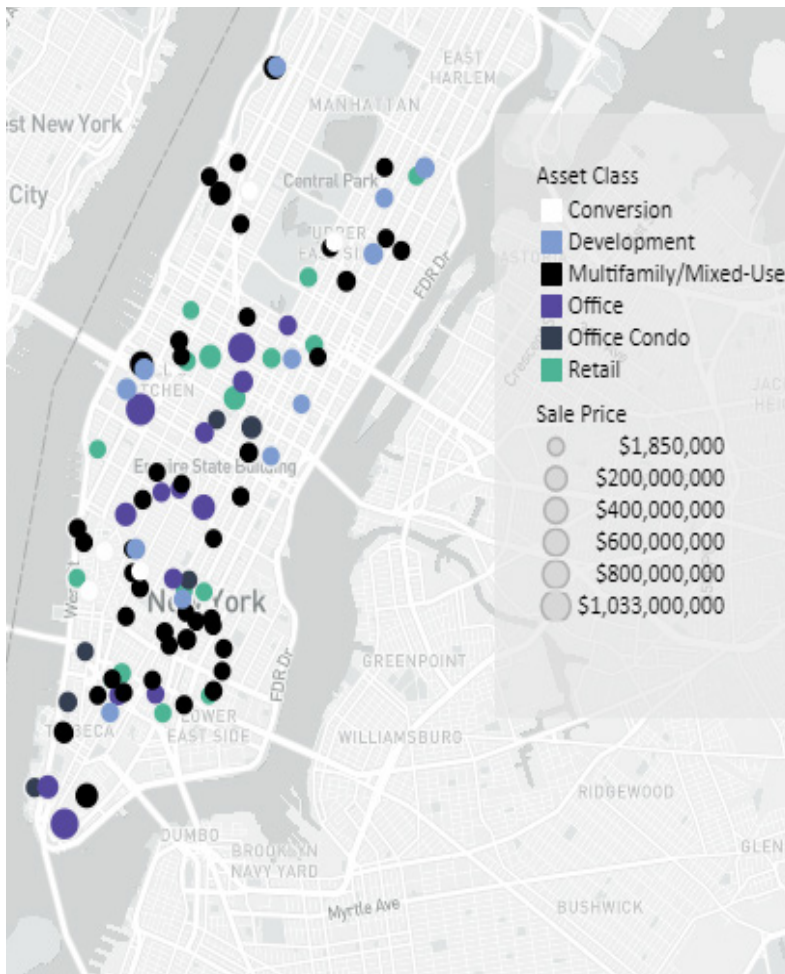
The Manhattan office market recorded 14 transactions for \$3.55 billion in total dollar volume, a 155% and 431% increase off the trailing 4-quarter average, respectively. The 14 transactions was the highest total for any quarter since Q42019. The average price per square foot equated to \$980, a 5% decrease in comparison to the trailing 4-quarter average. The leading transaction for the quarter was Commonwealth Partners purchase of the 441 Ninth Avenue for \$1.03 billion, equating to \$1,480 per square foot.

Development

The Manhattan development market recorded 13 transactions for \$473 million, an 100% and 152% increase off the trailing 4-quarter average. The 13 transactions was the highest total for any quarter since Q42018. The average price per buildable square foot equated to \$472, a 28% increase in comparison to the trailing 4-quarter average. The leading transaction for the quarter was Gotham Organization's purchase of 550 Tenth Avenue, the site had 159,390 of buildable square feet, equating to \$496/BSF. This was part of an assemblage, and Gotham plans to build a 453-unit rental property.

Trends to Watch

- Will Good Cause Eviction continue to gain momentum in the State legislator?
- How will the Omicron Variant alter RTO plans?
- What is the future of 421a?



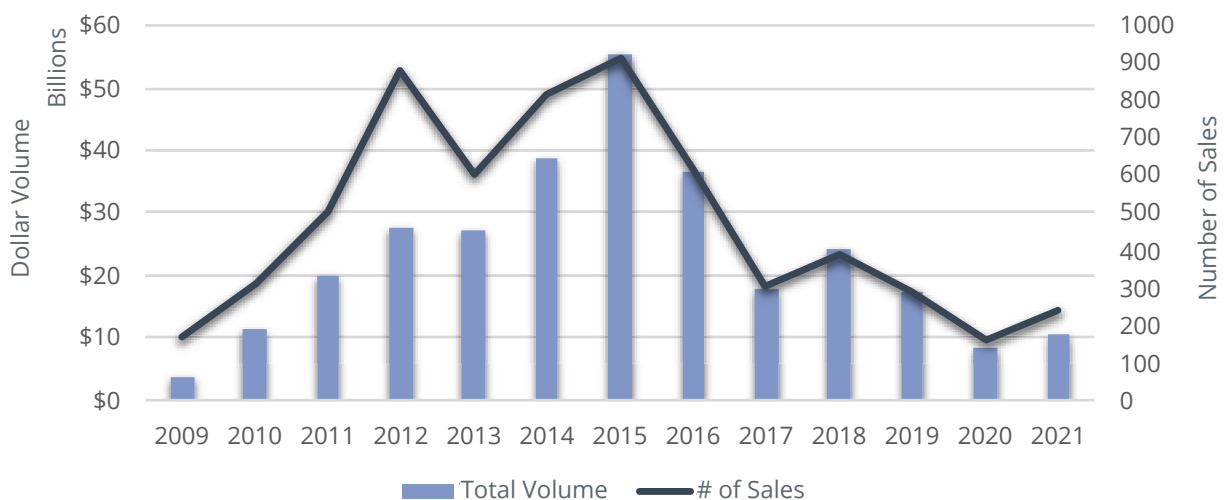
All Transactions in Manhattan

Year	Total Volume	Number of Sales
2009	\$3,690,000,000	170
2010	\$11,260,000,000	310
2011	\$19,990,000,000	505
2012	\$27,750,000,000	882
2013	\$27,030,000,000	600
2014	\$38,840,000,000	817
2015	\$55,500,000,000	913
2016	\$36,440,000,000	616
2017	\$17,750,000,000	300
2018	\$24,254,854,822	392
2019	\$17,430,000,000	287
2020	\$8,540,874,572	160
2021	\$10,346,907,900	240

Methodology

Avison Young's Tri-State Investment Sales group tracks confirmed transactions above \$5 million and retail transfers above \$1 million sold in Manhattan south of 96th Street. Numbers are subject to change based on cut off date being 1.5.22.

Transaction Volume & Number of Sales by Year



Detailed sale information is available on page 10

Multi-Family/Mixed-Use

Market Snapshot



\$1.4B

Total Dollar Volume

↑ 190%*



46

Number of Sales

↑ 98%*



4.69%

Average Cap Rate

↓ 24 bps*



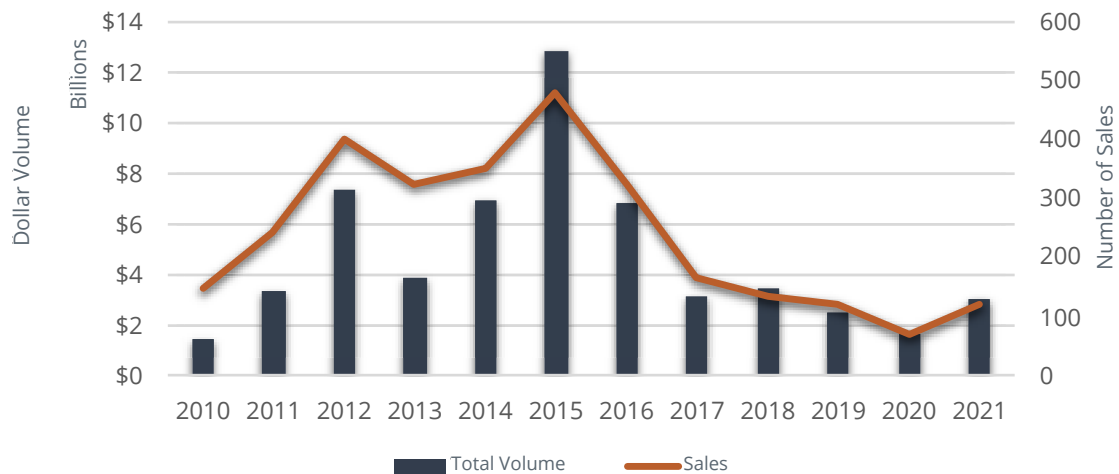
\$738

Average Price PSF

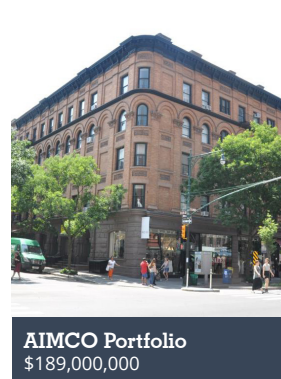
↑ 4%*

*Trailing Four Quarter Average

Transaction Volume & Number of Sales by Year



Largest Transactions



Retail

Market Snapshot



\$530M

Total Dollar Volume

↑ 328%*



16

Number of Sales

↑ 178%*



5.92%

Average Cap Rate

↓ 30 bps*



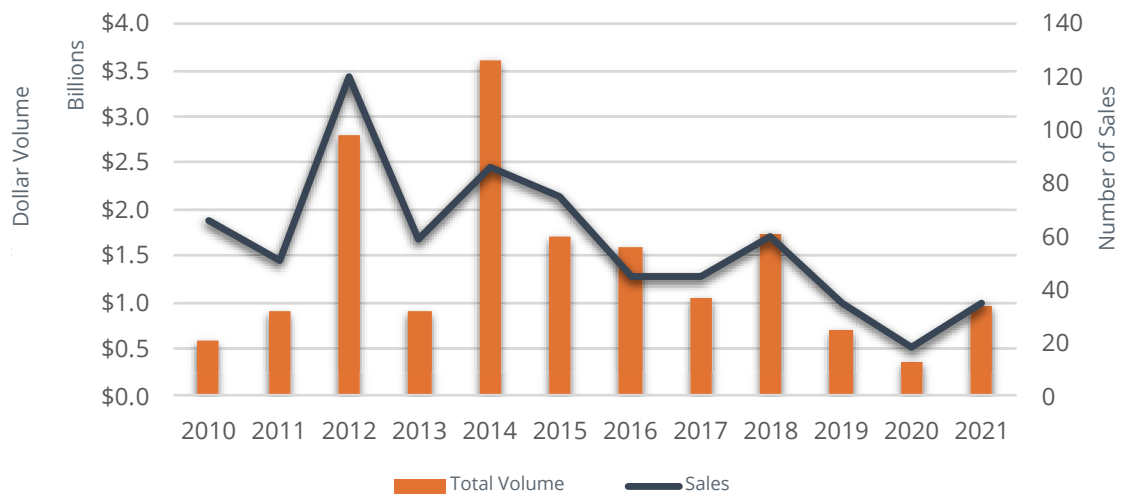
\$2,381

Average Price PSF

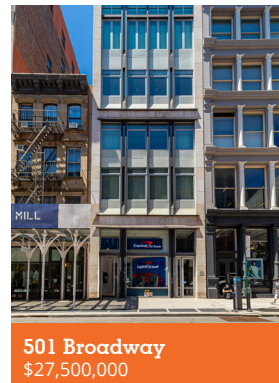
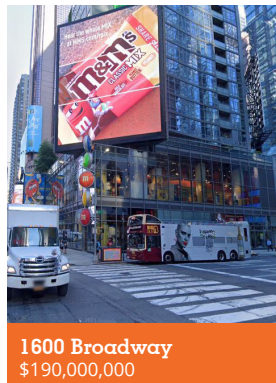
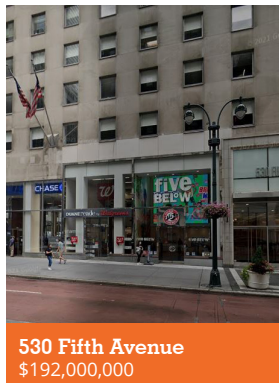
↑ 52%*

*Trailing Four Quarter Average

Transaction Volume & Number of Sales by Year



Largest Transactions



Office

Market Snapshot



\$3.5B

Total Dollar Volume

↑ 431%*



14

Number of Sales

↑ 155%*



\$980

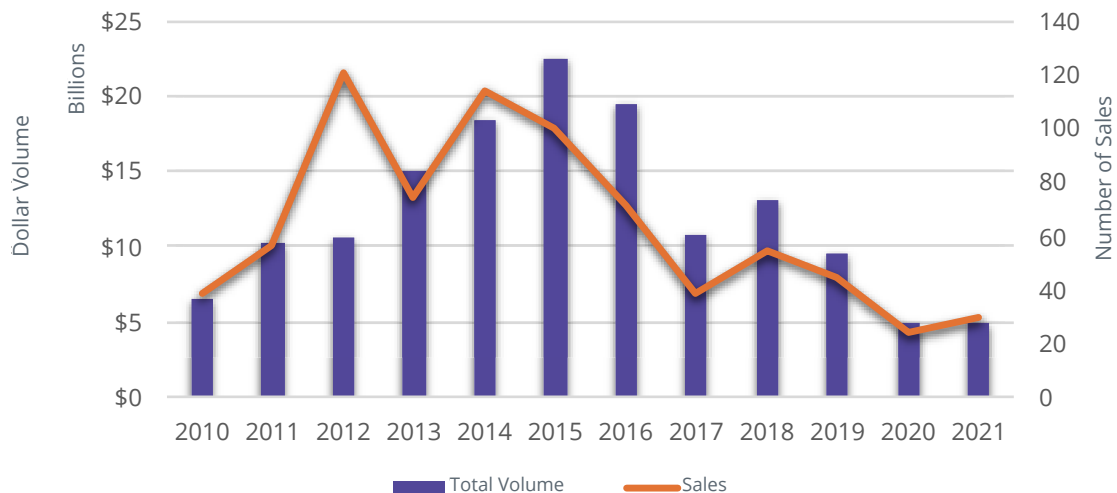
Average Price PSF

↓ 5%*,¹

*Trailing Four Quarter Average

¹Does not include 645 Madison Avenue & 109-111 West 24th Street

Transaction Volume & Number of Sales by Year



Largest Transactions



441 Ninth Avenue
\$1,033,000,000



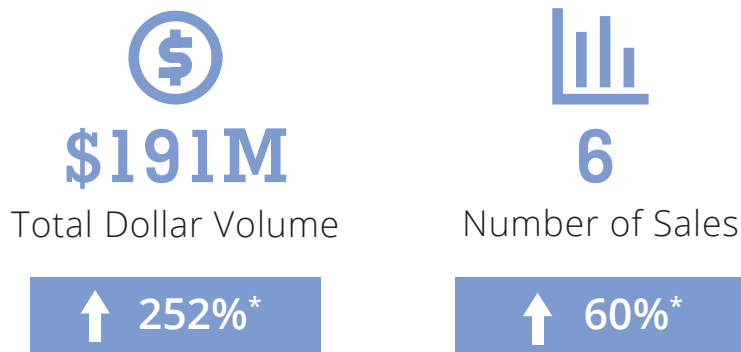
100 Pearl Street
\$850,000,000



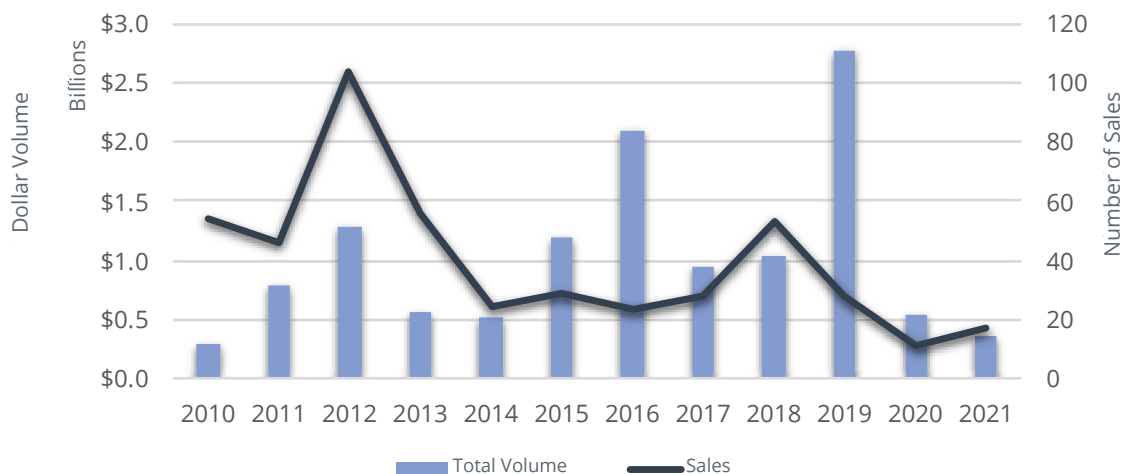
51 West 52nd Street
\$760,000,000

Office Condo / Co-op

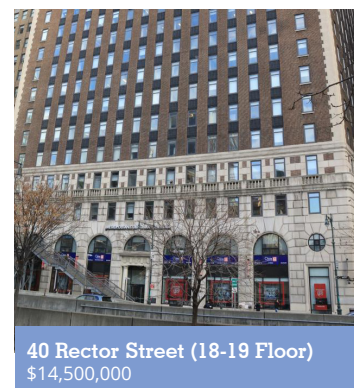
Market Snapshot



Transaction Volume & Number of Sales by Year



Largest Transactions



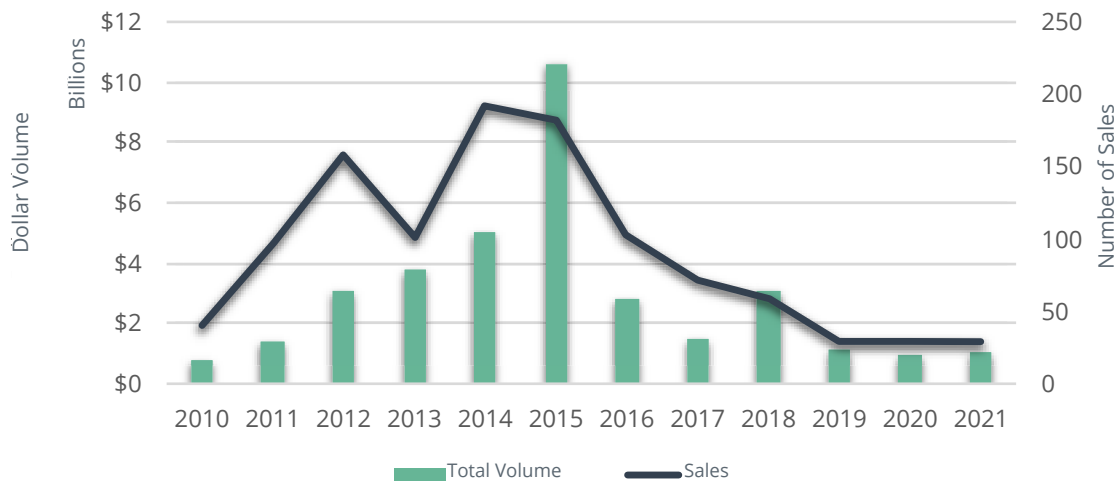
Development

Market Snapshot

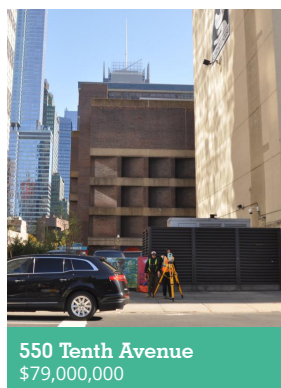


*Trailing Four Quarter Average

Transaction Volume & Number of Sales by Year

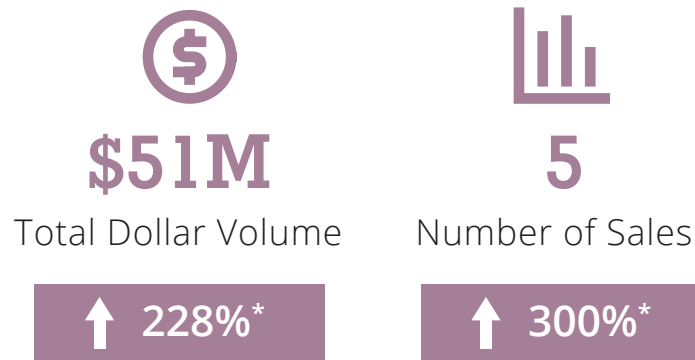


Largest Transactions



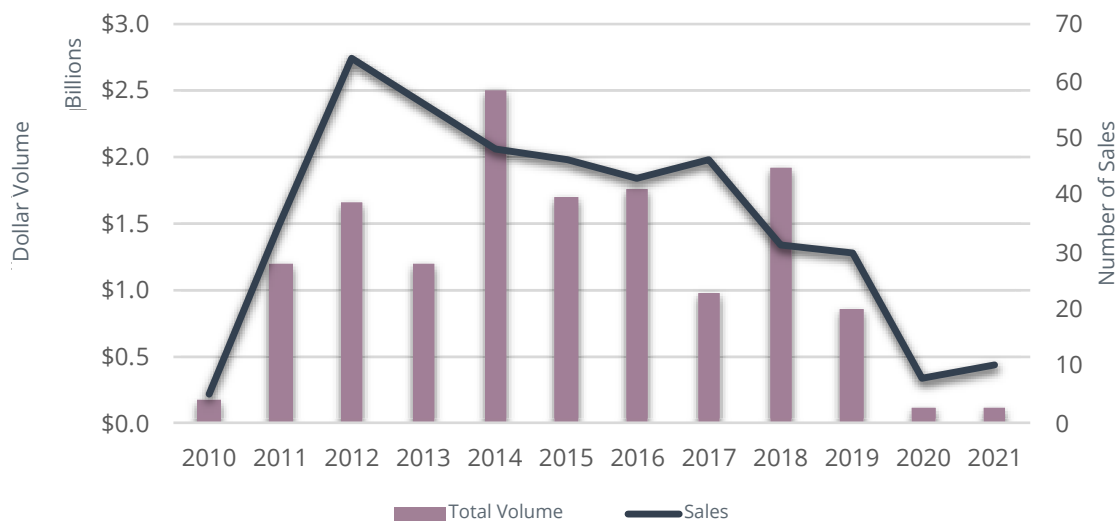
Conversion

Market Snapshot



*Trailing Four Quarter Average

Transaction Volume & Number of Sales by Year



Largest Transactions



To Find Our
Listings Online:



Get more
market
information

James Nelson

Principal, Head of Tri-State Investment Sales
☎ +1 212.729.6585
james.nelson@avisonyoung.com

Erik Edeen

Principal, Director of Operations
☎ +1 212.729.7402
erik.edeen@avisonyoung.com

Brandon Polakoff

Principal, Exec. Dir. of Tri-State Investment Sales
☎ +1 212.230.5998
brandon.polakoff@avisonyoung.com

Sean Noone

Analyst - Data/Innovation
☎ +1 917.999.0019
sean.noone@avisonyoung.com

**AVISON
YOUNG**

avisonyoung.com

