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**Avison Young Report Shows 35 Percent Jump in Dollar Volume of  
New York City Investment Sales in 2018 Compared to 2017**

**New York City** – The dollar volume of New York City investment sales jumped 35 percent year-over-year to \$45 billion in 2018, while the total number of trades during this period rose by 10 percent to 1,565, according to **Avison Young's 2018 Year in Review Sales Report**, which was released at the firm's State of the Market Breakfast on January 17.

"Investment sales in 2018 rebounded from 2017's corrective market and dollar volume ended the year well above the 10-year average of \$41 billion," said **James Nelson, head of Avison Young's Tri-State Investment Sales Group**. "Our research indicates that this upward trend in sales will continue into 2019."

The 2018 Year in Review Sales Report provides an overview of New York City investment sales and highlights metrics for four asset classes--multi-family, office, development and retail sales: **Office:** Sales of office buildings increased by 17 percent to \$18.8 billion in 2018 compared to 2017, while the number of transactions remained relatively flat at 164. Average cap rates for office properties compressed to 4.89 percent, as prices rose to \$949 per rentable square foot. Office properties accounted for 42 percent of the dollar volume and 10 percent of the trades in 2018.

**Multi-family:** The dollar volume of multi-family properties soared 64 percent year-over-year to \$13.6 billion, while the number of sales increased only 13 percent to 750. Average cap rates expanded to 4.52 percent, as the price per square foot for multi-family buildings declined to \$525. Multi-family sales accounted for 48 percent of the sales transactions and 30 percent of the dollar volume citywide.

**Development:** Development site sales citywide rose 64 percent to \$4.5 billion in 2018 compared to 2017, while the number of transactions increased by 16 percent year-over-year to 163. Prices for development sites rose to \$275 per square foot. Development sales accounted for 10 percent of the dollar volume and 10 percent of the sales.

**Retail:** Both the dollar and transaction volume of retail property sales rose year-over-year with the dollar volume increasing 8 percent to \$4.7 billion, and the number of sales rising 8 percent to 365. Cap rates for retail properties compressed to 4.53 percent as the price per square foot declined to \$1,011. Retail property sales accounted for 23 percent of the sales citywide, and 11 percent of the dollar volume.

The report also includes an in-depth examination of the Manhattan investment sales market in 2018, which saw a 37 percent increase in dollar volume year-over-year to \$24 billion, and a 31 percent increase in sales to 392. There were three \$1 billion plus sales in Manhattan last year with Google's purchase of Chelsea market at \$2.397 billion, Brookfield's purchase of the office at 666 Fifth Avenue for \$1.286 billion and Silverstein's purchase of the ABC portfolio for \$1.155 billion.

2018 was a year of growth for the boroughs, which accounted for 28 percent of the dollar volume, matching the all-time high set in 2017.

For a full copy of Avison Young's 2018 Year in Review Sales Report, please click **[here](#)**.

*Avison Young is the world's fastest-growing commercial real estate services firm. Headquartered in Toronto, Canada, Avison Young is a collaborative, global firm owned and operated by its principals. Founded in 1978, the company comprises 2,700 real estate professionals in 85 offices, providing value-added, client-centric investment sales, leasing, advisory, management, financing and mortgage placement services to owners and occupiers of office, retail, industrial multi-family and hospitality properties.*

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