



# Manhattan Property Sales Report

**Tri-State Investment Sales**  
Fourth Quarter 2020

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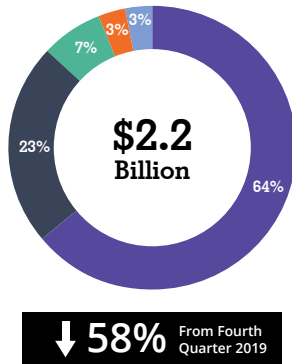
**AVISON  
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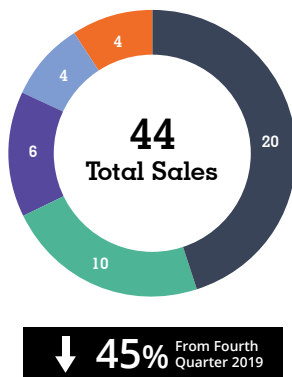
## Investment Sales Summary

In the fourth quarter of 2020, Manhattan investment sales saw a significant increase in activity compared to previous quarters in 2020 with \$2.2 billion in total dollar volume across 44 sales. In spite of the surge in both volume and transactions, market activity for the year still ended below pre-COVID numbers. Total dollar volume in 4Q20 declined 58% and sales fell 45% compared to 4Q19. For all of 2020, Manhattan saw just under \$8.5 billion in total dollar volume and 160 in property sales, a decline of 51% and 44%, respectively, from 2019's numbers. Based off the 10-year average, 2020 dollar volume fell by 66% and sales dropped by 70%.

### Total Dollar Volume by Asset Class



### Number of Sales by Asset Class



### Trends to Watch

- When will companies begin to require their employees to be in the office?
- Will New York City get federal bailouts to relieve the budget shortfall?
- Will the government extend the Eviction Moratorium and for how long?

## Multi-Family/Mixed-Use

The Manhattan multi-family and mixed-use market recorded just over \$512 million in total dollar volume and 20 total transactions in 4Q20, a 35% increase in dollar volume but a 31% decline in transactions compared to the fourth quarter of 2019. Year-over-year, the average price per square foot declined by 15% to \$834 in 4Q20 and cap rates rose by 51 basis points to 4.85% during the same period. For 2020, Manhattan multi-family and mixed-use dollar volume declined by 36% to \$1.6 billion and sales declined by 42% to 69 compared to 2019. The leading transaction for the quarter was MKF Realty's purchase of 1 Union Square South. Sold by Related Companies, this property traded for just over \$211 million, equating to \$1,215 per square foot and a 4.25% cap rate.

## Retail

The Manhattan retail market in 4Q20 recorded only \$60.5 million in total dollar volume from four transactions, a decline of 68% and 67%, respectively, off 2019's fourth quarter. Compared to 4Q19, the price per square foot decreased 25% to \$1,538, and cap rates increased by 40 basis points to 5.62%. For 2020, Manhattan retail sales totaled \$372 million in dollar volume across 18 sales, a 47% and 49% decrease, respectively, from 2019. The leading transaction for the quarter was Thor Equities sale of 164 5th Avenue for \$40 million, equating to \$2,273 per square foot and a cap rate of 4.75%.

## Office

In 4Q20, the Manhattan office sales market declined by 63% to just over \$1.4 billion in total dollar volume and fell 67% to six transactions compared to 4Q19. For 2020, Manhattan office sales totaled \$5 billion in dollar volume across 24 sales, a decline of 47% for both metrics compared to 2019. The leading transaction for the quarter was SL Green and the Kaufman Organization's sale of 410 Tenth Avenue to The 601W Companies for \$952.5 million, equating to \$1,498 per square foot and a 4.60% cap rate. SL Green retained a 5% interest in the building.

## Development

The Manhattan development market in 4Q20 saw \$152.3 million in total dollar volume with 10 total transactions, which was higher than all the transactions in the second and third quarters combined. In comparison with the fourth quarter of 2019, however, this represents a 58% decrease in dollar volume, but a 100% increase in the transaction count. Development sales in 4Q20 totaled just over 289,000 BSF at an average of \$394 per BSF, a decrease of 46% and 38%, respectively, from 4Q19. Comparing 2020 to 2019, the dollar volume of Manhattan development sales decreased by 18% to \$925 million while sales were unchanged at 30. The largest transaction for the quarter was 504-510 East 74th Street for \$70 million, a property with a total ZFA of 83,005, which equates to \$843 BSF.



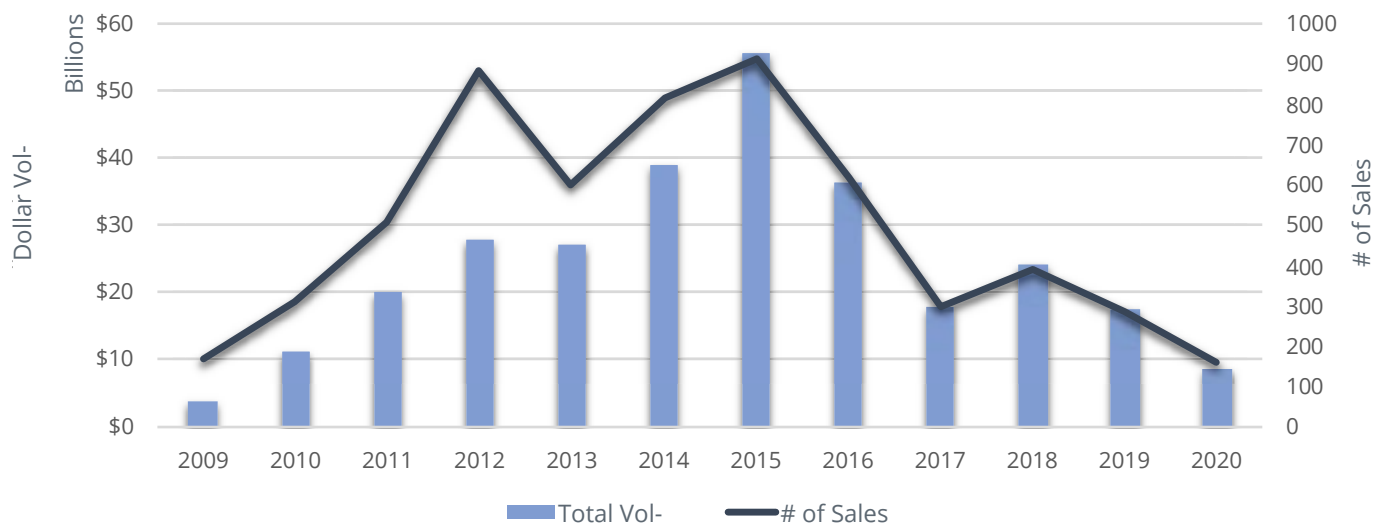
### All Transactions in Manhattan

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
10 year average	\$25,448,623,166	527

### 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 1.4.2021.

### Transaction Volume & Number of Sales by Year



Detailed sale information is available on page 9



## Multi-Family/Mixed-Use

### Market Snapshot

**\$512M**

Total Dollar Volume

**35%\*****20**

Number of Sales

**31%\*****4.85%**

Average Cap Rate

**51 bps\*\*****\$834**

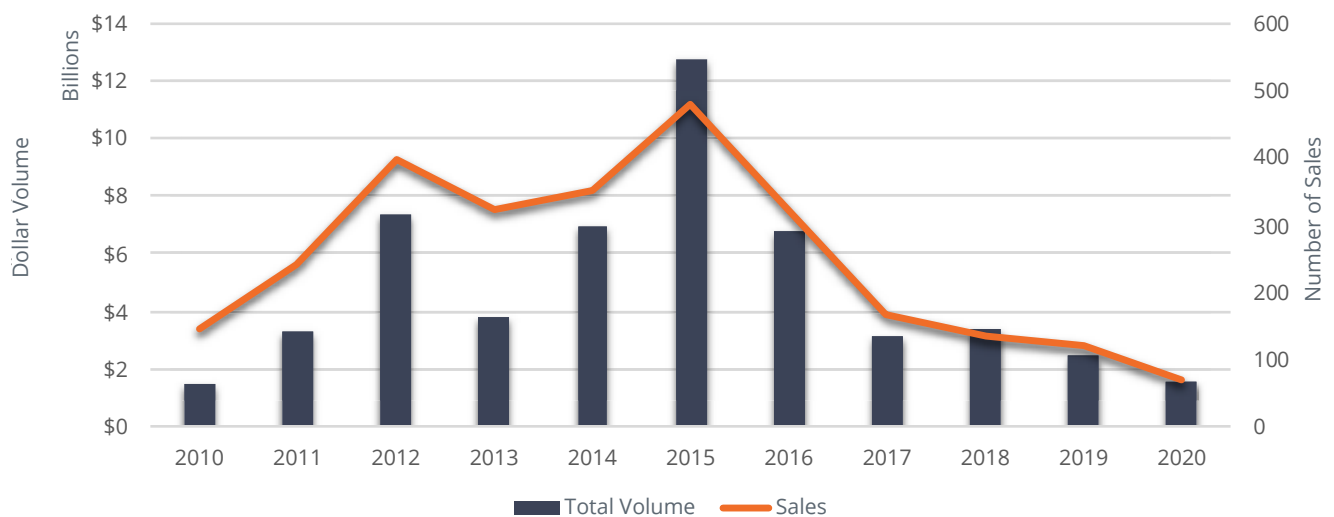
Average Price PSF

**15%\*\***

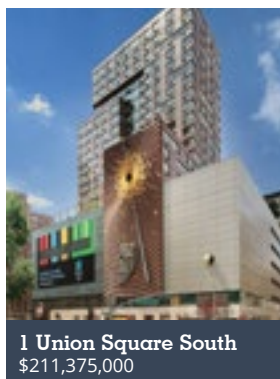
\*From Q4 2019

\*\*Off pre-COVID totals

### Transaction Volume & Number of Sales by Year

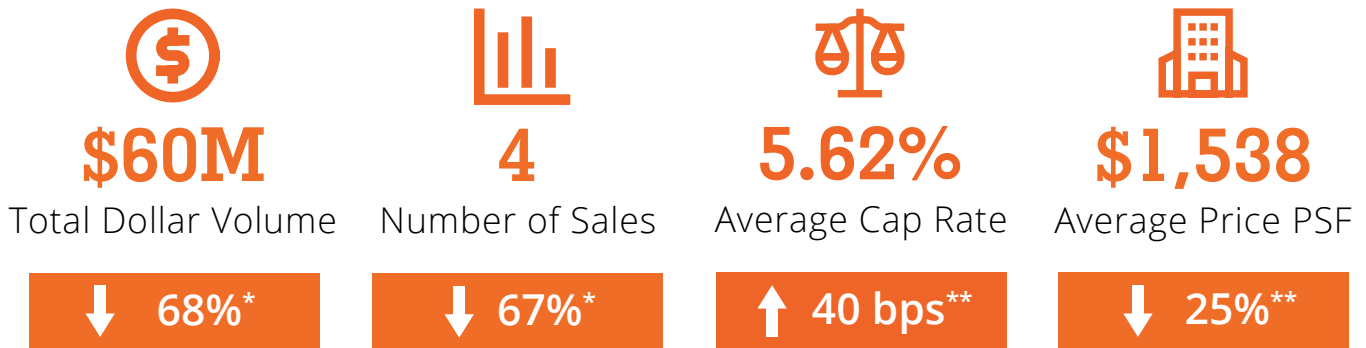


### Largest Transactions



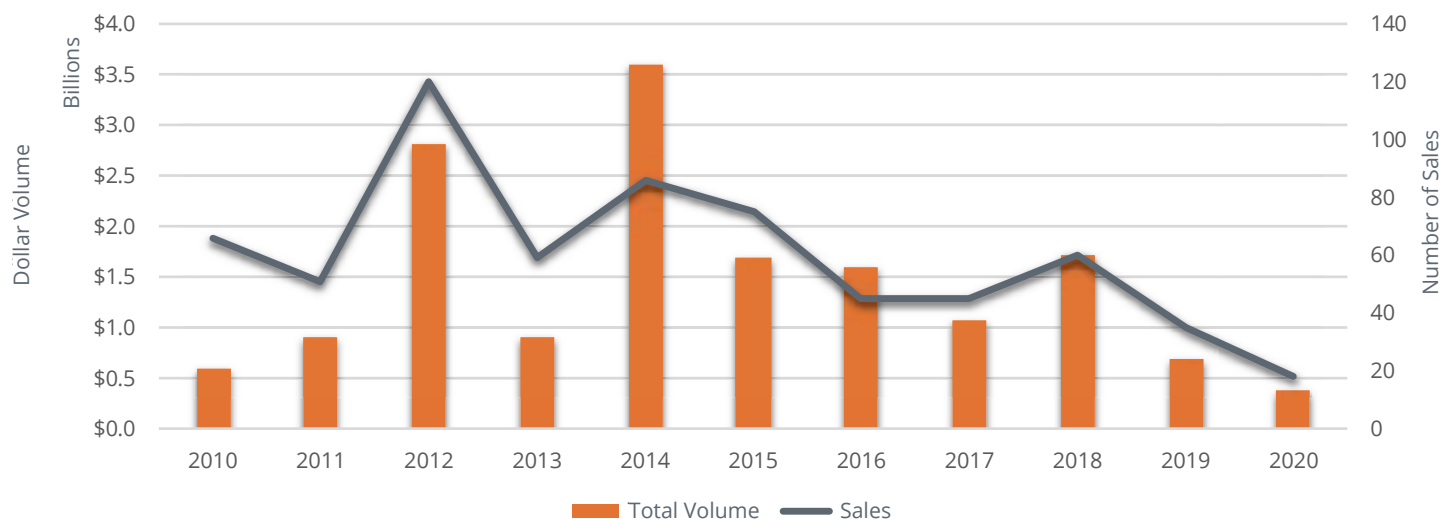
# Retail

## Market Snapshot

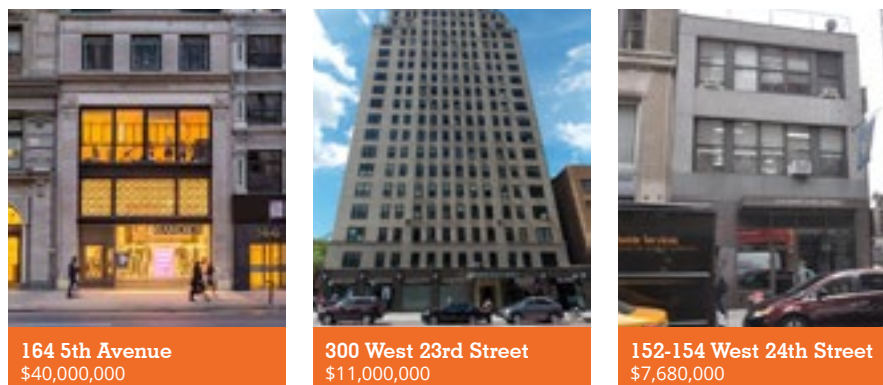


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## Transaction Volume & Number of Sales by Year

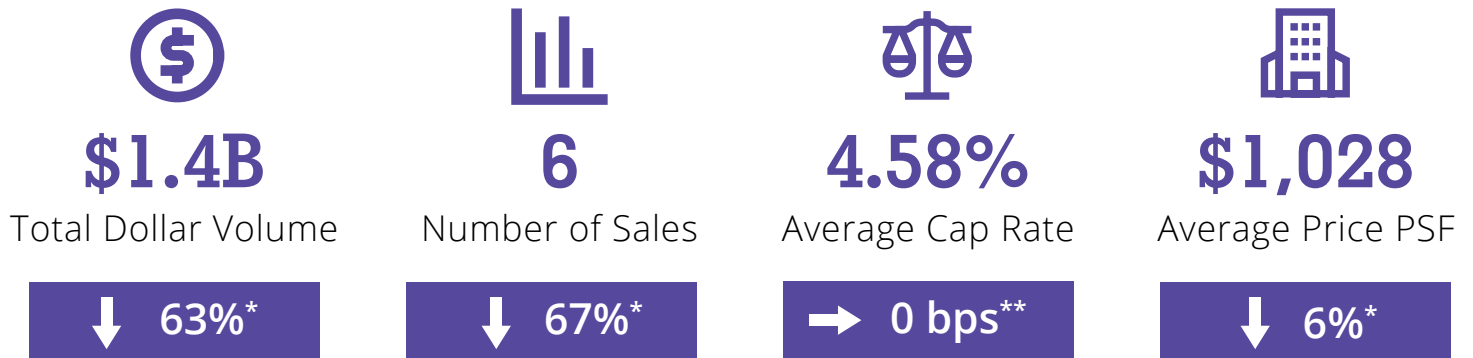


## Largest Transactions



# Office

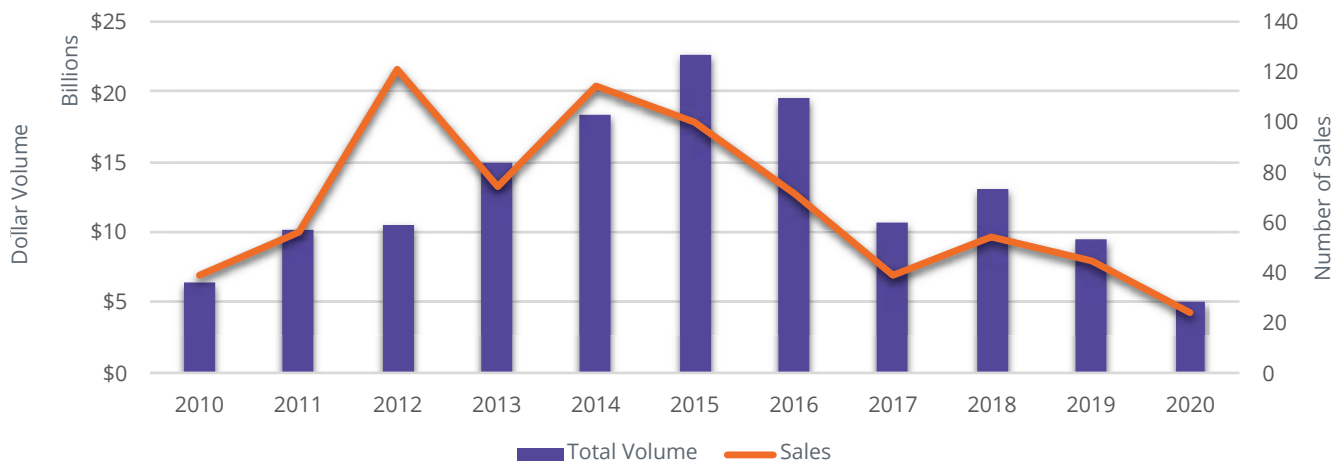
## Market Snapshot



\*From Q4 2019

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## Transaction Volume & Number of Sales by Year

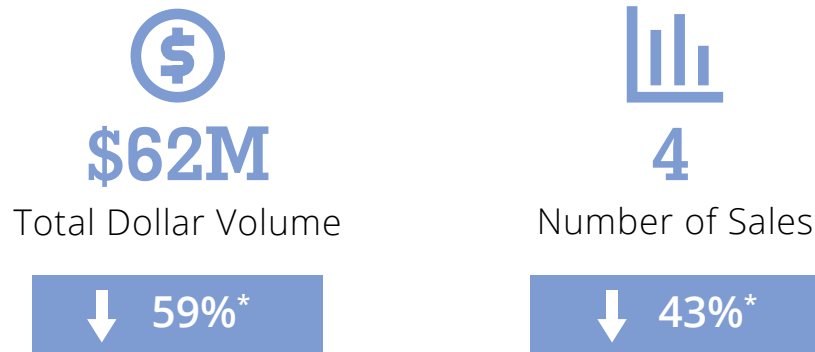


## Largest Transactions



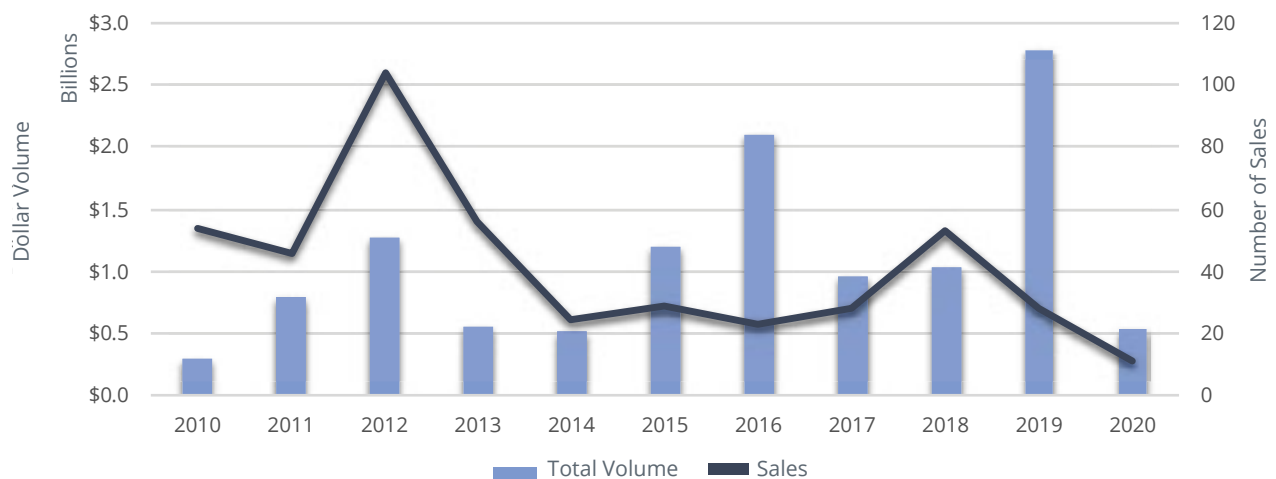
# Office Condo / Co-op

## Market Snapshot

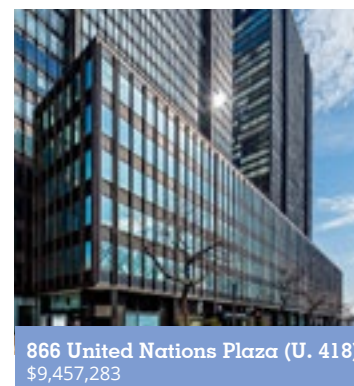
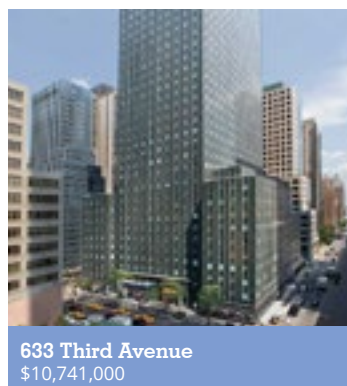
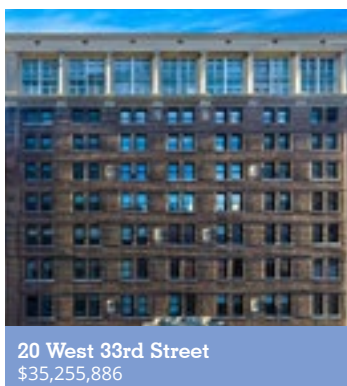


\*From Q4 2019

## Transaction Volume & Number of Sales by Year



## Largest Transactions



# Development

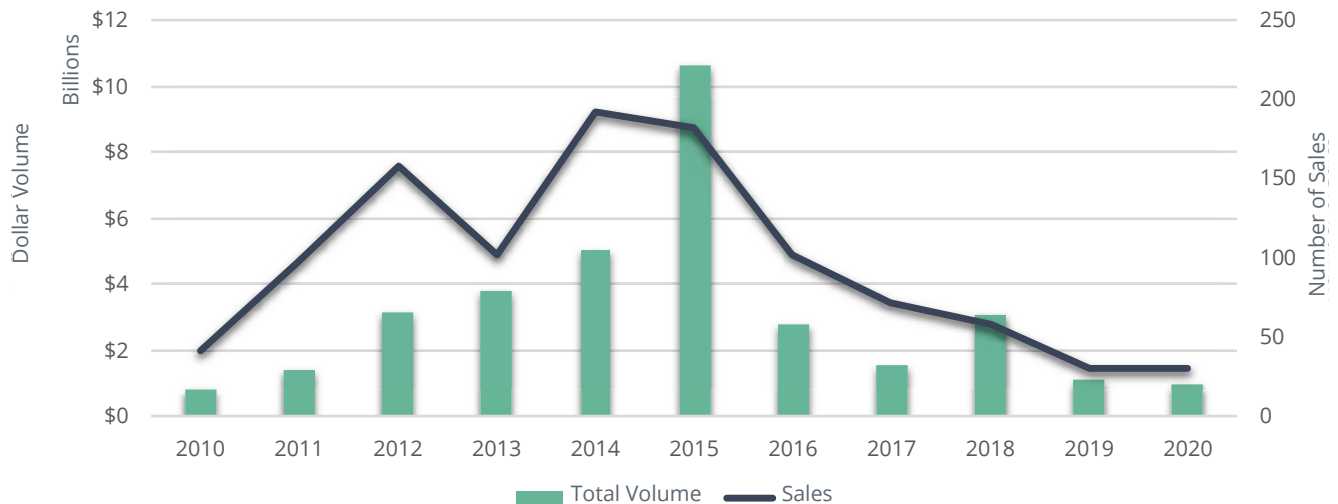
## Market Snapshot



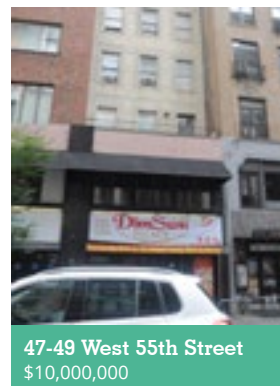
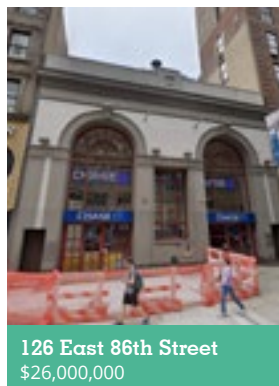
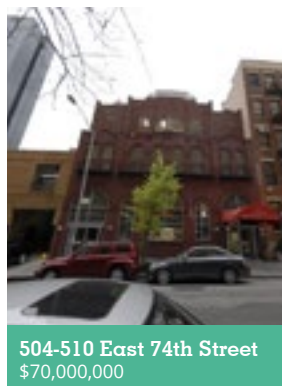
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\*\*Off pre-COVID totals

## Transaction Volume & Number of Sales by Year



## Largest Transactions





# Sale Details

Multi-Family/Mixed-Use							
Elevator Apartment Properties	Sale Price	Sale Date	# of Units	SF	\$/SF	\$/Unit	Cap Rate
5 West 91st Street	\$20,000,000	11/24/20	48,000	\$417	48	\$416,667	4.25%
Mixed-Use Apartment Properties							
1 Union Square South	\$211,375,000	11/20/20	174,000	\$1,215	240	\$880,729	4.25%
1 Christopher Street	\$95,000,000	12/18/20	102,354	\$928	138	\$688,406	3.50%
831, 835-837 Madison Avenue	\$45,000,000	10/13/20	33,588	\$1,340	18	\$2,500,000	-
42-46 East 21st Street	\$17,400,000	12/22/20	25,145	\$692	17	\$1,023,529	-
57 West 86th Street	\$11,400,000	11/05/20	13,290	\$858	13	\$876,923	6.50%
169 Sullivan Street	\$11,000,000	12/16/20	12,732	\$864	22	\$500,000	4.90%
500 Broome Street	\$9,550,000	10/16/20	7,500	\$1,273	7	\$1,364,286	5.28%
239 Bleecker Street	\$7,000,000	12/03/20	5,195	\$1,347	4	\$1,750,000	-
425 Amsterdam Avenue	\$6,350,000	10/14/20	8,500	\$747	10	\$635,000	-
388 Bleecker Street	\$6,350,000	11/13/20	3,050	\$2,082	4	\$1,587,500	4.19%
824 Lexington Avenue	\$5,750,000	12/03/20	7,637	\$753	7	\$821,429	4.80%
Walk-Up Apartment Properties							
520 East 83rd Street, 449 East 84th Street, 424-426 East 85th Street	\$12,250,000	10/20/20	34,165	\$359	58	\$211,207	5.50%
312 East 83rd Street	\$10,200,000	12/09/20	8,395	\$1,215	11	\$927,273	5%
341-343 East 65th Street	\$10,100,000	10/22/20	20,120	\$502	40	\$252,500	5.18%
58 West 85th Street	\$6,400,000	11/06/20	5,785	\$1,106	3	\$2,133,333	-
54 West 88th Street	\$5,648,000	10/20/20	5,782	\$977	5	\$1,129,600	
250 West 74th Street	\$5,400,000	10/22/20	6,440	\$839	5	\$1,080,000	-
103 West 75th Street	\$5,200,000	11/17/20	6,325	\$822	5	\$1,040,000	Vacant
Bulk Condo Apartment Properties							
321 East 48th Street	\$11,500,000	11/16/20	19,687	\$584	36	\$319,444	-

Retail						
Property	Sale Price	Sale Date	SF	\$/SF	Cap Rate	
164 5th Avenue	\$40,000,000	12/04/20	17,600	\$2,273	4.75%	
300 West 23rd Street	\$11,000,000	11/30/20	12,110	\$908	6.33%	
152-154 West 24th Street	\$7,680,000	11/06/20	10,087	\$761	User	
363 Greenwich Street	\$1,900,000	11/03/20	2,015	\$943	Vacant	

Office					
Property	Sale Price	Sale Date	RSF	\$/RSF	Cap Rate
410 Tenth Avenue	\$952,500,000	11/04/20	636,044	\$1,498	4.60%
860 Washington Street (Leasehold)	\$232,000,000	12/11/20	120,413	\$1,927	
15 West 47th Street	\$110,000,000	12/10/20	120,900	\$910	
860 Washington Street (Leased Fee)	\$80,000,000	12/11/20	120,413	\$664	
26 West 17th Street	\$33,560,000	12/15/20	106,770	\$314	
207 East 32nd Street	\$7,500,000	10/09/20	9,546	\$786	

## Sale Details

### Office Condo

Property	Sale Price	Sale Date	RSF	\$/RSF
20 West 33rd Street	\$35,255,886	10/15/20	56,000	\$630
633 Third Avenue	\$10,741,000	12/29/20	18,680	\$575
866 United Nations Plaza (Unit 418)	\$9,457,283	10/30/20	12,774	\$740
1 West End Avenue	\$6,800,000	11/12/20	15,618	\$435

### Development

Property	Sale Price	Sale Date	BSF	\$/BSF	Zoning
504-510 East 74th Street	\$70,000,000	11/24/20	83,005	\$843	M1-4
126 East 86th Street	\$26,000,000	11/10/20	52,210	\$498	C5-1A
47-49 West 55th Street	\$10,000,000	11/25/20	30,128	\$332	C5-P, MiD
419 9th Avenue	\$7,900,000	10/20/20	19,750	\$400	C6-4
433 East 76th Street, 434 East 77th Street	\$7,250,000	11/17/20	20,432	\$355	R8B
406 West 13th Street	\$6,750,000	11/24/20	7,295	\$925	M1-5
24 Orchard Street	\$6,700,000	11/02/20	13,401	\$500	C6-2
244 West 18th Street	\$6,000,000	10/30/20	13,280	\$452	C6-2A
37 West 46th Street	\$6,000,000	10/26/20	22,220	\$270	C6-4.5
126 Pearl Street	\$5,700,000	12/18/20	28,000	\$204	C5-5, LM

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