

NEW YORK CITY

MARKET REPORT

Q1 2022

**BERKSHIRE
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New York Properties

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The New York City housing market remains fundamentally strong, with the start of some upward pressure on pricing because of severely constrained supply. After decreasing for two consecutive quarters, the number of new listings rose in the first quarter of 2022, indicating that the Spring market is on the horizon. Additionally, rising interest rates have not deterred buyers this quarter but instead encouraged them to purchase before any additional rate increases. As a result, the average closed price rose across the condo and co-op sectors.

Buyers' preferences have shifted this quarter as the pandemic has seemingly transitioned into an endemic and life in the city is slowly returning to a somewhat normal pace indicating a potential return to a traditionally seasonal real estate market. Contracts signed remained relatively flat quarter-over-quarter and up 6% year-over-year. The median price, which is the true "middle" of the market, rose 1.3% compared to the fourth quarter - a good indication that deals are happening across all sectors. Notable trends were found in the \$5M-\$10M price segment, which performed well in the new year with a 1.4% increase in the number of contracts signed. However, after increasing in the prior quarter, demand in the ultra-luxury market waned as the number of contracts in the \$10M-\$20M segment declined this quarter, while the \$20M+ category was stagnant over the prior quarter. Another indication that buyers are seeking more affordability was found in the \$1M-\$2M category, which posted the highest gain in signed contracts of all categories, rising 2.1% this quarter.

Although the market faces some uncertainty with rising inflation, climbing interest rates, and war in Ukraine - the Manhattan market has continued its positive momentum in the first quarter of 2022. Moreover, with buyer demand remaining high and average days on the market at the lowest in years, the second quarter is expected to be another impressive period in New York City real estate.



Diane Ramirez,
Chief Strategy Officer



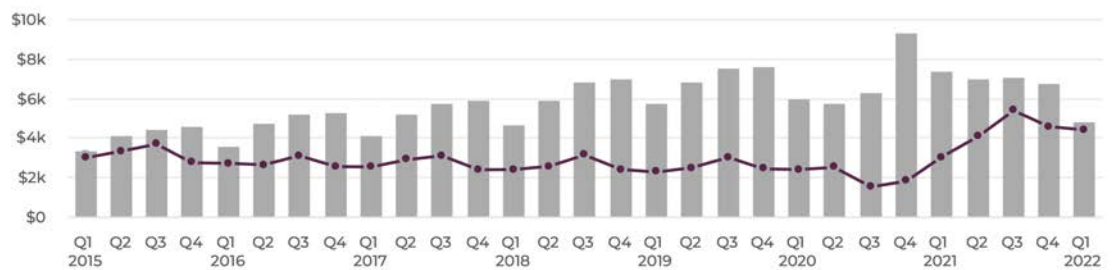
HISTORICALLY ACTIVE SALES LEVELS

SUPPLY

4,425 +45.03% YoY -3.57% Qtr

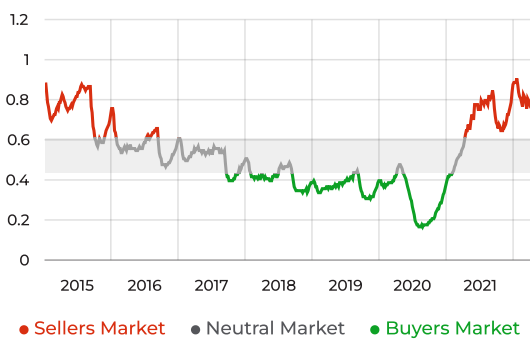
PENDING SALES

4,800 -34.49% YoY -29.15% Qtr



MARKET PULSE

0.76 +26.7% YoY -14.6% Qtr



Supply consistently gained in the first quarter, however at a relatively slow pace. The increase in inventory coupled with strong demand, has normalized, and strengthened the New York City residential real estate market overall. It is still very much a seller's market as median and average sales prices are gaining year-over-year. Looking ahead, April is typically one of the biggest listing months for Manhattan, and we anticipate the momentum continuing into Q2.



QUARTERLY NEW INVENTORY

8,714 New listings in Q1

+18.32% YoY +40.25% Qtr

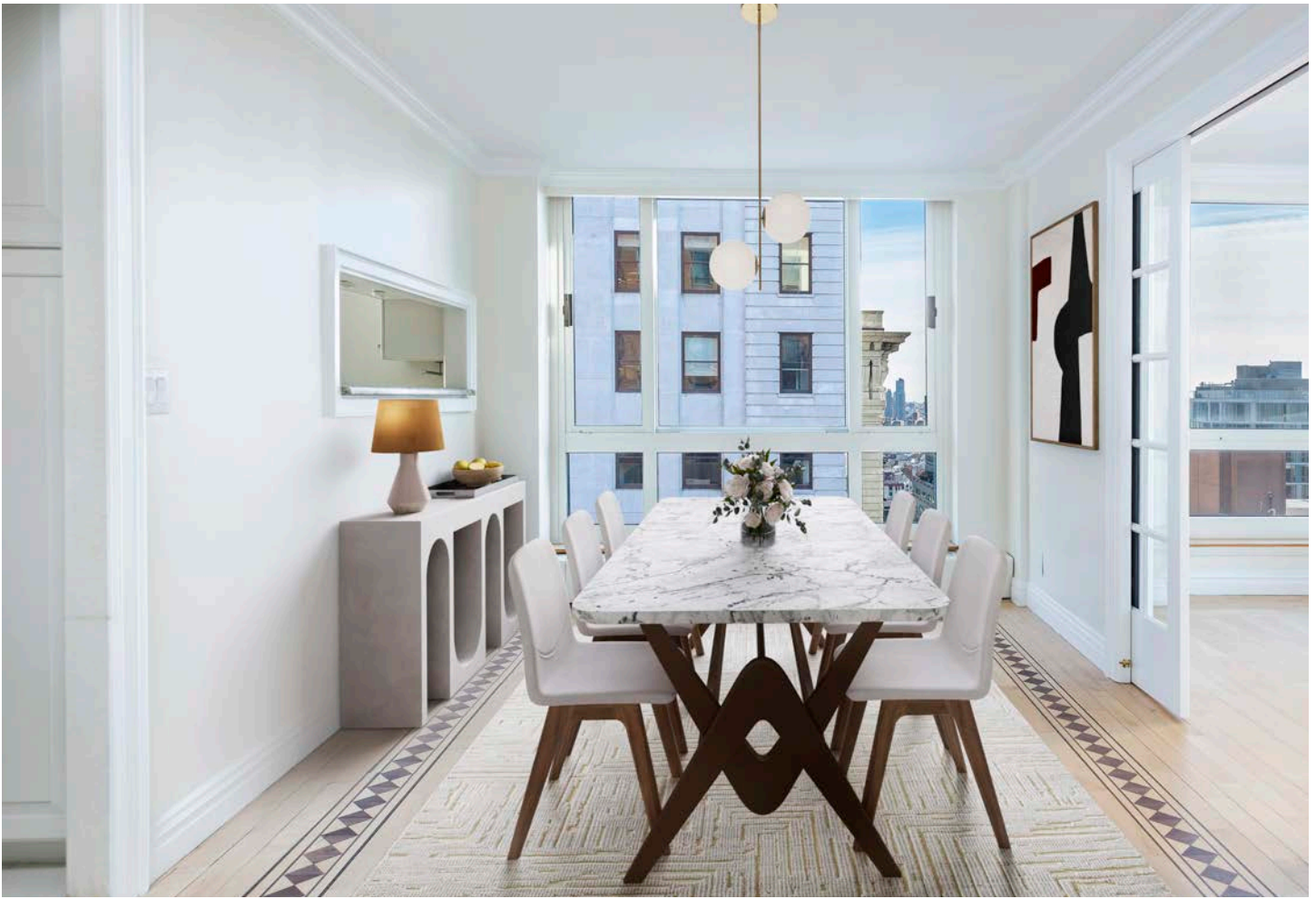


QUARTERLY CONTRACTS SIGNED


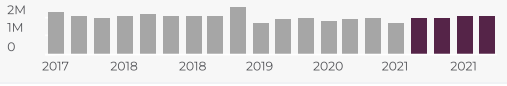

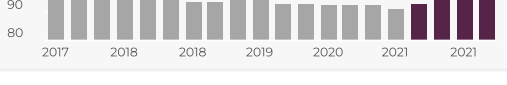
6,069 New Contracts in Q1

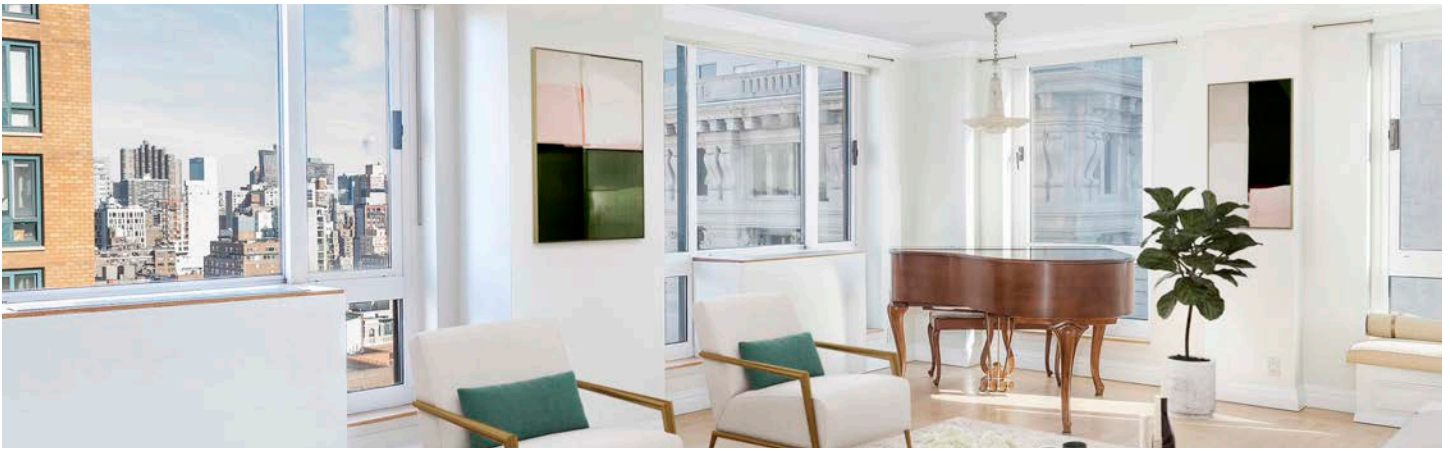
+5.69% YoY -2.1% Qtr





MARKETWIDE

| | Q1 2022 | CHANGE | | 5 YR HISTORY |
|---------------------|-------------------|-----------|---------|--|
| | | QUARTERLY | YOY | |
| Median Sale Price | \$1,190,000 | +1.28% | +10.56% |  |
| Average Sales Price | \$2,072,404 | -1.13% | +21.1% |  |
| Days on Market | 80 days | +17.65% | -37.98% |  |
| Sales-to-List % | 96.3% of full ask | -7.5% | -56.98% |  |



RESALE CONDOS

| | Q1 2022 | CHANGE | | 5 YR HISTORY |
|---------------------|----------------|-----------|---------|--------------|
| | | QUARTERLY | YOY | |
| Median Sale Price | \$1,527,375 | +7.06% | +17.49% | |
| Average Sales Price | \$2,393,845 | -1.13% | +20.73% | |
| Median PPSF | 1,472 per sft | +5.82% | +17.2% | |
| # of Sales | 1,133 sales | -17.42% | +13.87% | |
| Days on Market | 78 days | +18.18% | -41.79% | |
| Market Share | 32.1% of sales | +0.31% | -0.62% | |

RESALE CO-OPS

| | Q1 2022 | CHANGE | | 5 YR HISTORY |
|---------------------|----------------|-----------|---------|--------------|
| | | QUARTERLY | YOY | |
| Median Sale Price | \$825,000 | +0.61% | +4.96% | |
| Average Sales Price | \$1,347,090 | +3.34% | +14.47% | |
| # of Sales | 1,873 sales | -13.29% | +10.83% | |
| Days on Market | 77 days | +20.31% | -35.83% | |
| Market Share | 53.0% of sales | +5.37% | -3.46% | |



MARKET PULSE ENDS QUARTER ON HIGH NOTE FOR SELLERS

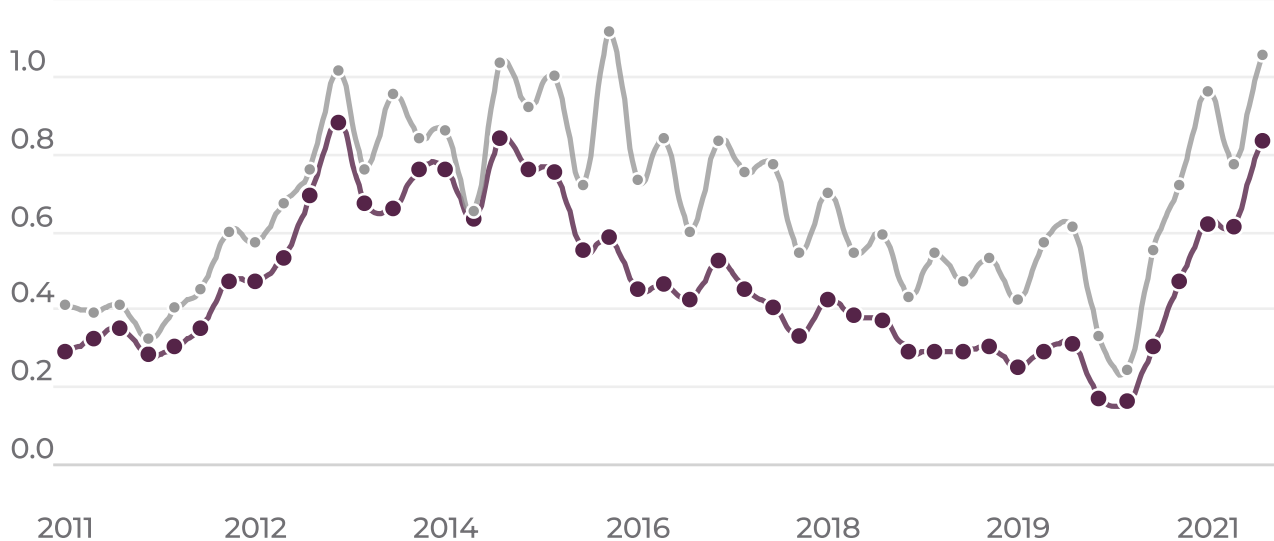
2021 was defined by the lack of supply and 2022 is shaping up to be slightly more favorable for buyers, but still very much a sellers' market. This quarter the Market Pulse trended slightly lower as supply rose at a faster rate than pending sales. After 18 months of a true sellers' market, we anticipate an increased competition going forward in 2022 as well as a shift back to a seasonal real estate market.

CONDO 0.83

+36.07% year to date
 +36.07% from last month
 +76.6% from last year

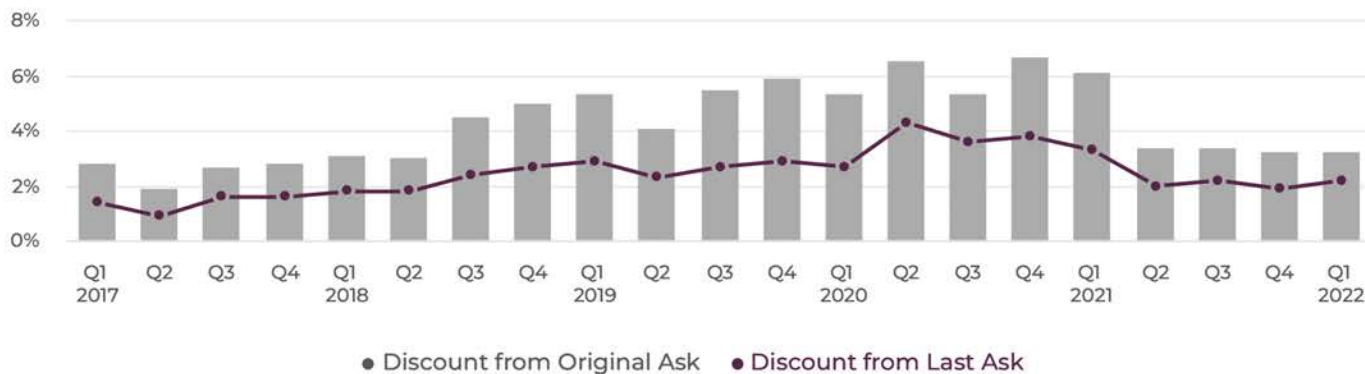
COOP 1.05

+36.36% year to date
 +36.36% from last month
 +45.83% from last year

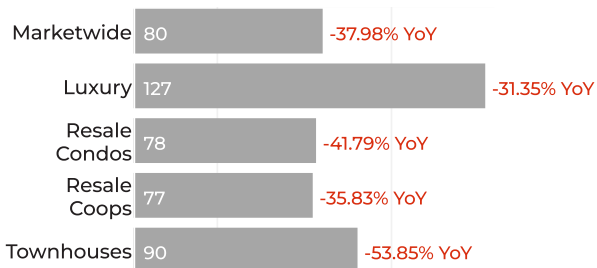




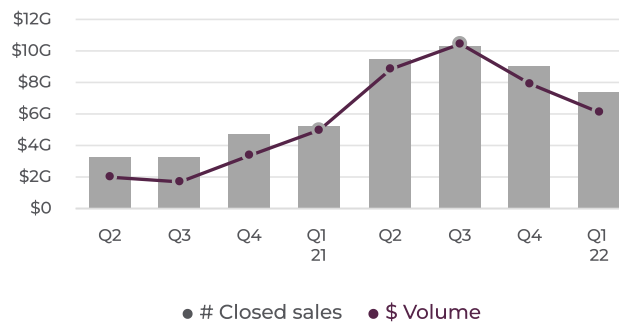
NEGOTIABILITY REMAINS FLAT AS SUPPLY INCREASES



DAYS ON MARKET Q1 TRENDS



CLOSED SALES & DOLLAR VALUE





GLOSSARY

MEDIAN SALES PRICE

Calculated by taking the middle value of the subset that includes all relevant sales prices.

MEDIAN SALES PRICE PER SFT

Only calculated when size is available, this is the middle value of the subset that includes all relevant price per sft sales data.

AVERAGE SALES PRICE

Calculated by adding all final sales prices and dividing the sum by the total number of properties.

DAYS ON MARKET

Calculated for sales that have listing information entered by the agent; more specifically, the contract date. This metric counts the number of days from first listing to contract signing. This report uses the median value of the subset that includes all relevant data.

SEASONAL AVERAGE

Average of all previous values for the same point in time. Only goes back one extra year to what is visible in the chart.

DISCOUNT FROM ORIGINAL ASK

The median percentage difference between the original asking price and the closed sales price.

DISCOUNT FROM LAST ASK

The median percentage difference between the asking price at the time of signing and the closed sales price.

MARKET PULSE

A ratio of pending sales to active inventory, rises when leverage is shifting to sellers. Falls when leverage is shifting to buyers.

This report was produced and authored by Berkshire Hathaway HomeServices New York Properties in partnership with Urban Digs. For questions please contact the Berkshire Hathaway HomeServices New York Properties Marketing Department at Contact@bhhsnyp.com or (212) 710-1900.