



Manhattan property sales report

Tri-State Investment Sales
First Quarter 2024

**AVISON
YOUNG**

Investment sales summary

The Manhattan investment sales market had a solid start to 2024. For the first quarter of 2024, Manhattan recorded 50 transactions valued at \$2.2 billion in total dollar volume, which was larger than any quarter in 2023. This represented a 9% decrease and 18% increase off the previous quarter, respectively. When annualized, 2024 is on pace to decrease 9% and increase 42% off 2023, respectively. There is optimism that the market can build off this start in future quarters.

Multifamily/mixed-use

The multifamily market recorded sales of \$535.2 million in total dollar volume across 20 transactions for the First Quarter

- Volume is up 87% from the previous quarter and down 7% when annualized compared to 2023
- Transactions are down 5% from the previous quarter and down 24% when annualized compared to 2023
- Pricing per square foot of \$602 is down 25% from the previous quarter and down 22% compared to 2023
- Cap rates of 5.48% are up 3 bps from the previous quarter and up 20 bps compared to 2023
- The most notable transaction was The Carlyle Group & Gotham Organization's purchase of 200 West 67th Street for \$265 million. The property had 312 units across 431,350 square feet, equating to \$614 per square foot.

Retail

The retail market recorded sales of \$1.2 billion in total dollar volume across 12 transactions for the First Quarter

- Volume is up 147% from the previous quarter and up 369% when annualized compared to 2023
- Transactions are up 33% from the previous quarter and up 7% when annualized compared to 2023
- Pricing per square foot of \$1,034 is down 51% from the previous quarter and down 36% compared to 2023
- Cap rates of 7.04% are up 87 bps from the previous quarter and up 70 bps compared to 2023
- The most notable transaction was Kering's purchase of retail condos at 715-719 Fifth Avenue for \$963 million, equating to \$8,059 per square foot.

Office

The office market recorded sales of \$189.0 million in total dollar volume across 8 transactions for the First Quarter

- Volume is down 73% from the previous quarter and down 56% when annualized compared to 2023
- Transactions are down 11% from the previous quarter and up 7% when annualized compared to 2023
- Pricing per square foot of \$659 is up 1% from the previous quarter and down 17% when compared to 2023
- The most notable transaction was the Museum of Chinese in America's purchase of 211-215 Centre Street for \$51 million, equating to \$1,094 per square foot.

Development

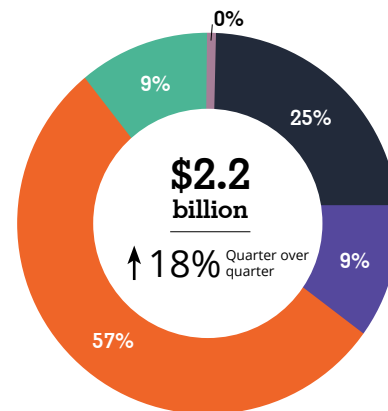
The development market recorded sales of \$205.8 million in total dollar volume across 9 transactions for the First Quarter

- Volume is down 27% from the previous quarter and up 37% when annualized compared to 2023
- Transactions are down 10% from the previous quarter and up 71% when annualized compared to 2023
- Pricing per buildable square foot of \$464 is down 4% from the previous quarter and down 2% compared to 2023
- The most notable transaction was Legion Investment Group's purchase of 252-258 Third Avenue. Valued at \$68.3 million, the site has 69,000 buildable square feet, equating to \$990 per buildable square foot.

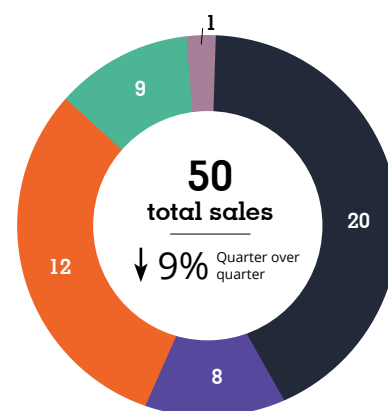
Trends to watch

- Will users continue to dominate purchases in 2024?
- How much will multifamily and development dynamics change due to housing deals including good cause and 421-a?
- Can office loans coming due continue to set new low comps?

Total dollar volume by asset class



Number of sales by asset class



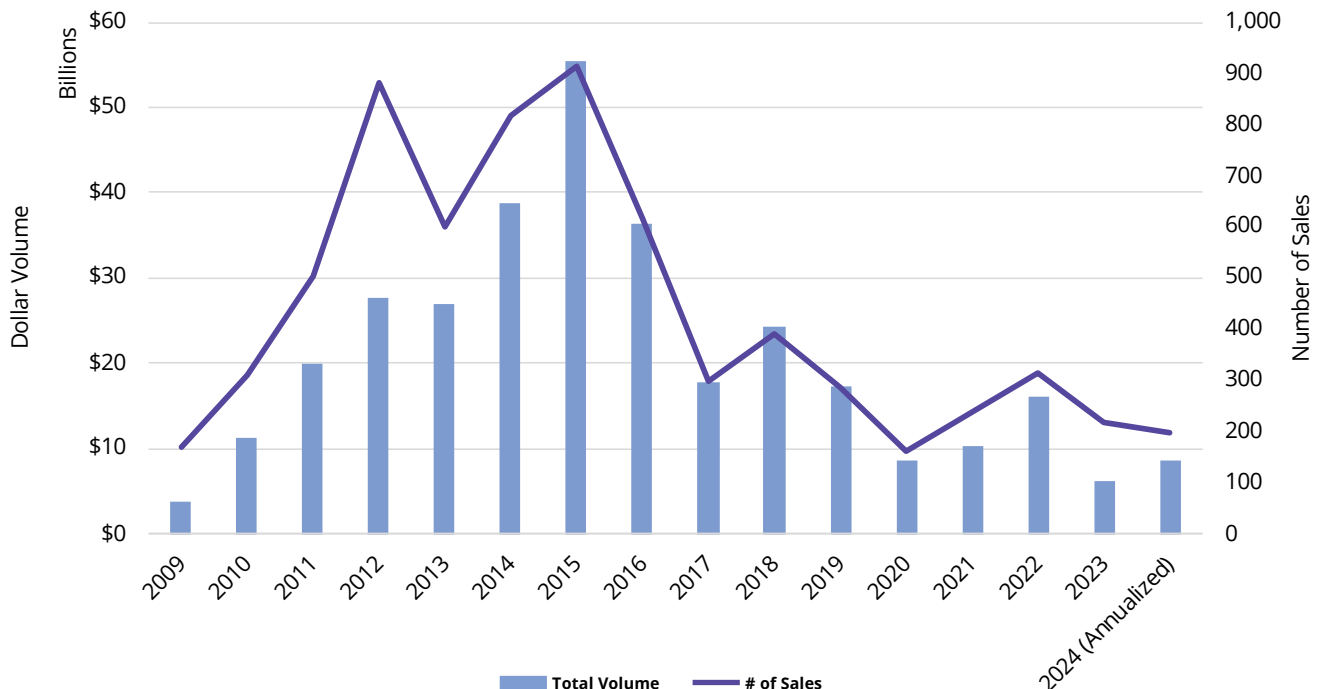


All transactions in Manhattan		
Year	Total volume	Number of sales
2009	\$3,690,000,000	170
2010	\$11,260,000,000	310
2011	\$19,990,000,000	505
2012	\$27,750,000,000	882
2013	\$27,030,000,000	600
2014	\$38,840,000,000	817
2015	\$55,500,000,000	913
2016	\$36,440,000,000	616
2017	\$17,750,000,000	300
2018	\$24,254,854,822	392
2019	\$17,430,000,000	287
2020	\$8,540,874,572	160
2021	\$10,346,907,900	240
2022	\$16,159,766,574	315
2023	\$6,114,836,576	220
2024 (Annualized)	\$8,664,923,844	200

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 April 10, 2024.

Manhattan Historical Sales and Dollar Volume



Detailed sale information is available on page 10

Multifamily/mixed-use

Market snapshot



\$535M

Total dollar volume

↑ 87%*



20

Number of sales

↓ 5%*



5.48%

Average cap rate

↑ 3 bps*



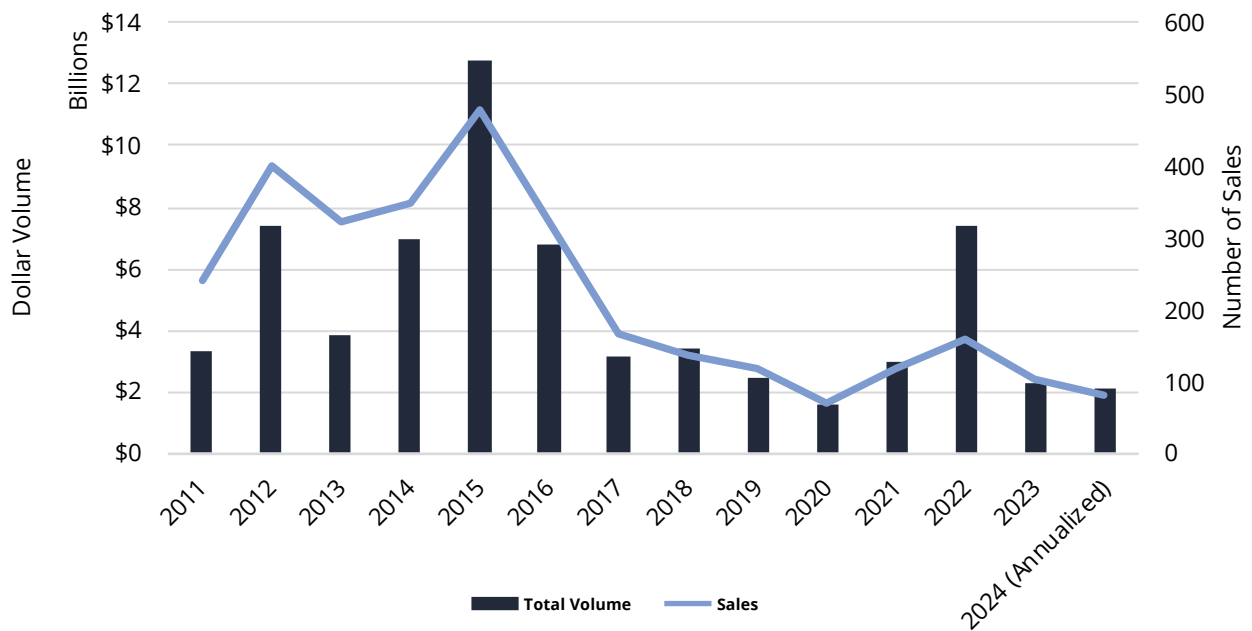
\$602

Average price PSF

↓ 25%*

*Change from previous quarter

Transaction volume & number of sales by year



Largest transactions



200 West 67th Street
\$265,000,000



170-174 East 2nd Street, 325 East 10th Street, 49 1/2 First Avenue & 23 Avenue A
\$41,000,000



120 & 125 Riverside Drive
\$31,000,000

Retail

Market snapshot



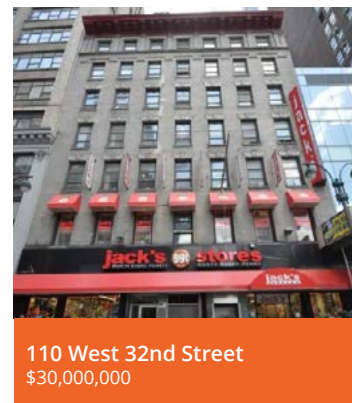
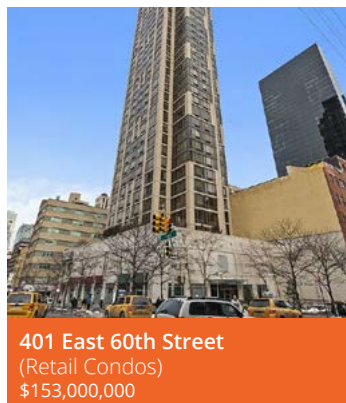
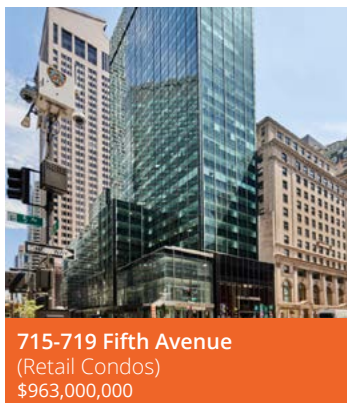
*Change from previous quarter

**Average p/sf not inclusive of 715-719 Fifth Avenue sale

Transaction volume and number of sales by year

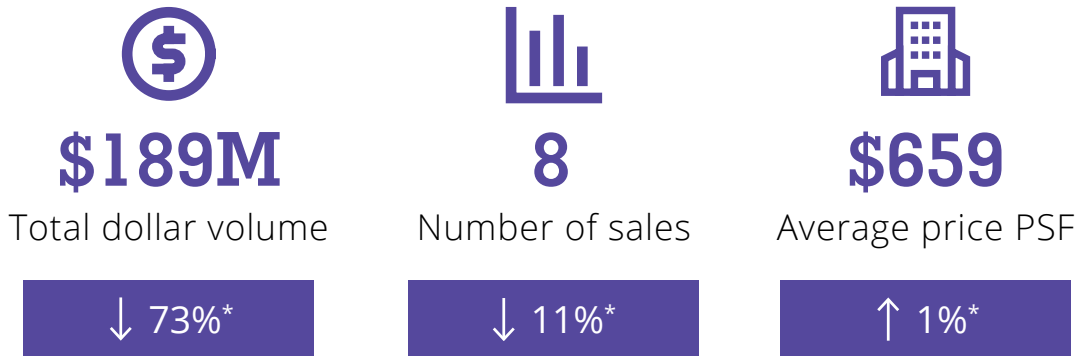


Largest transactions



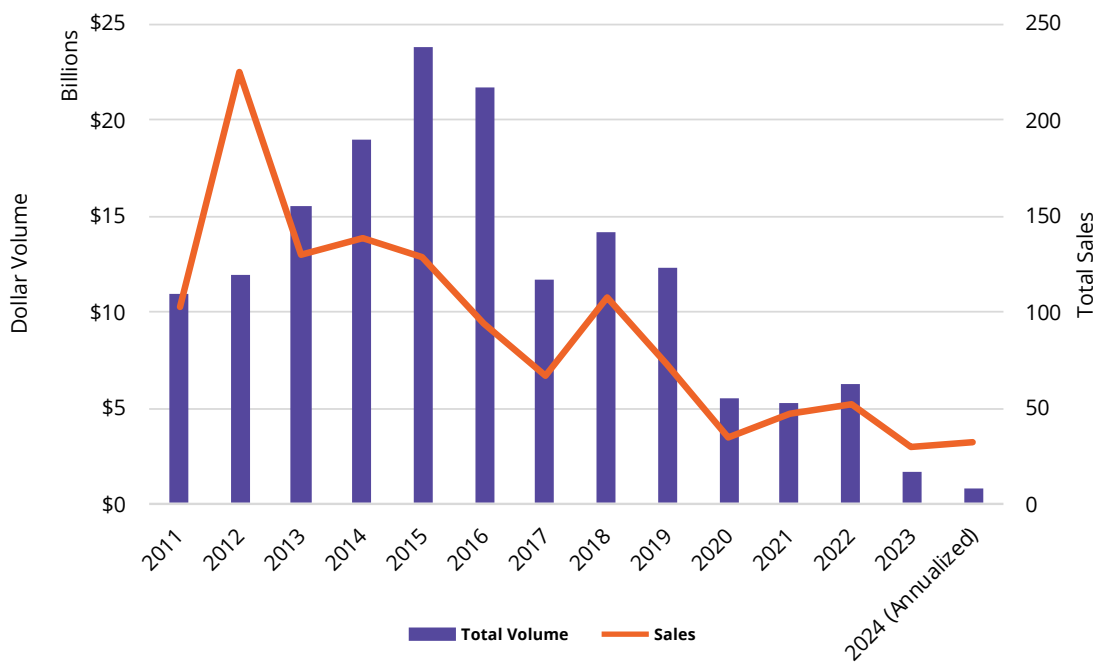
Office & Office Condos

Market snapshot



*Change from previous quarter

Transaction volume and number of sales by year



Largest transactions



211-215 Centre Street
\$51,098,282



545 Broadway
\$33,000,000



25 East 22nd Street
\$27,000,000

Development

Market snapshot



\$206M

Total dollar volume

↓ 27%*



9

Number of sales

↓ 10%*



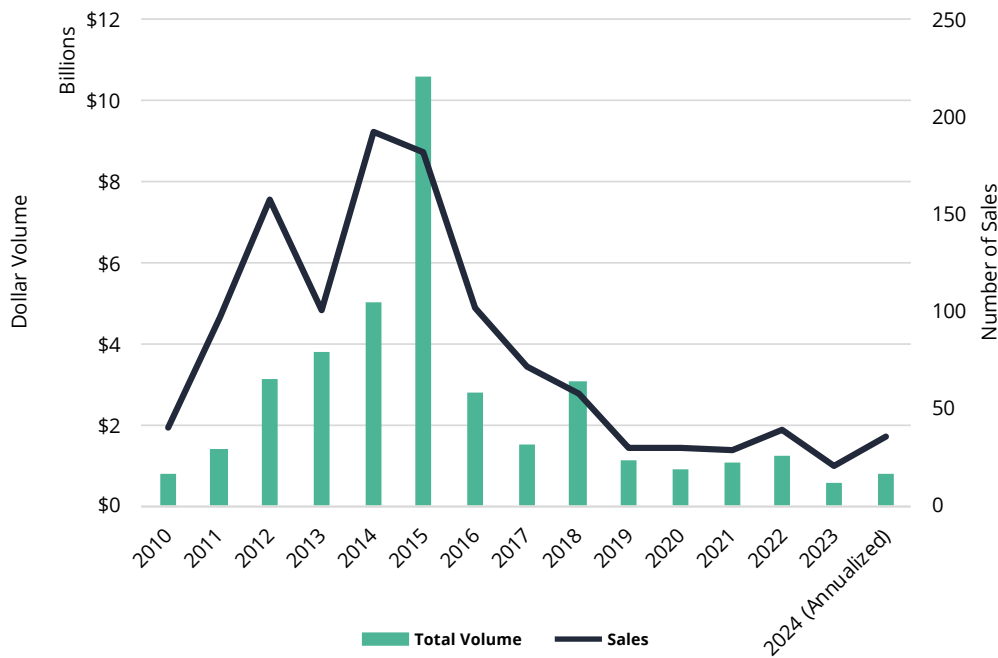
\$464

Average price BSF

↓ 4%*

*Change from previous quarter

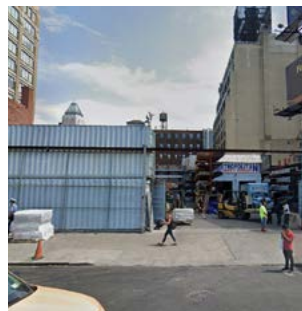
Transaction volume and number of sales by year



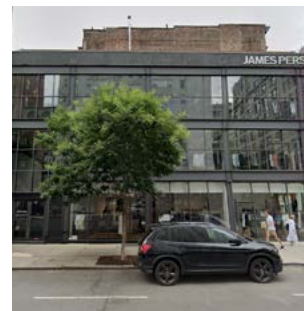
Largest transactions



252-258 Third Avenue
\$68,300,000



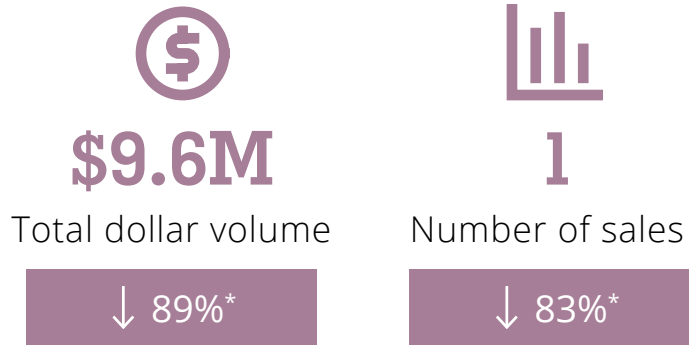
616 11th Avenue
\$33,200,000



1128 Madison Avenue
\$22,000,000

Conversion

Market snapshot



*Change from previous quarter

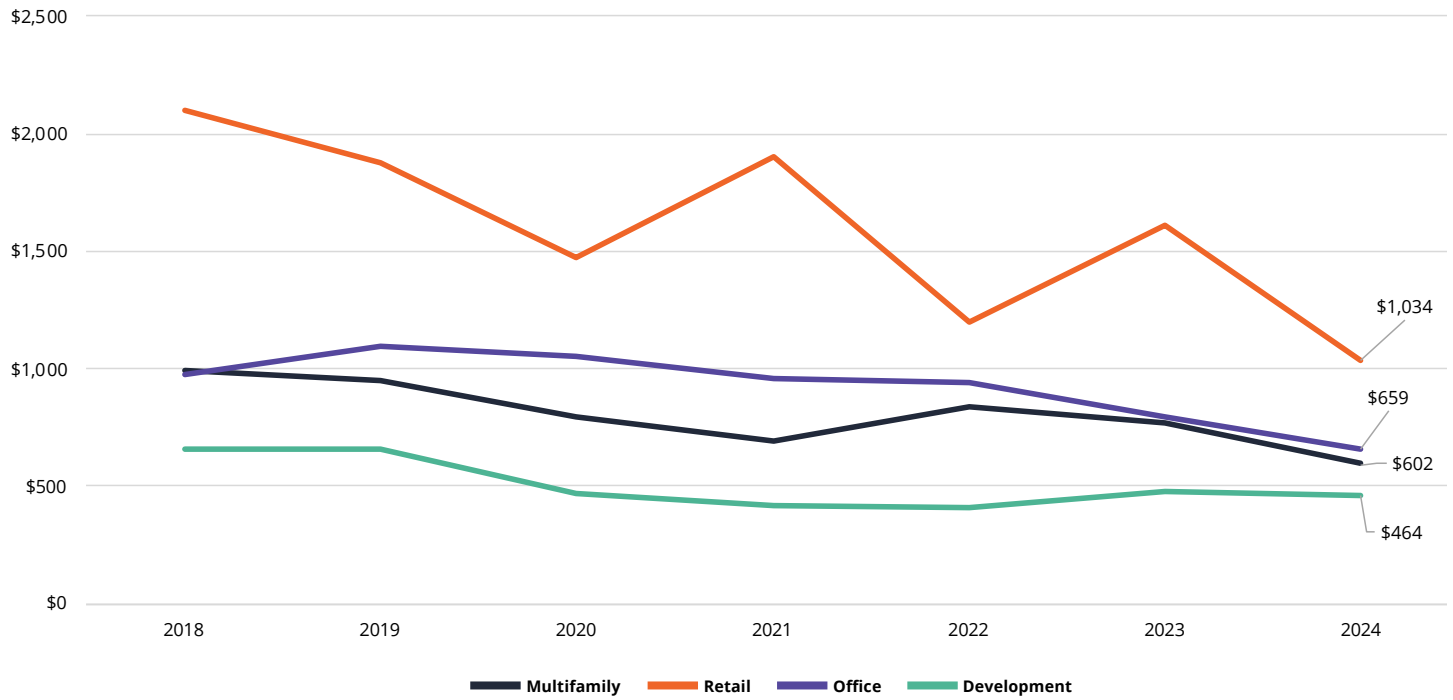
Transaction volume and number of sales by year



Largest transactions

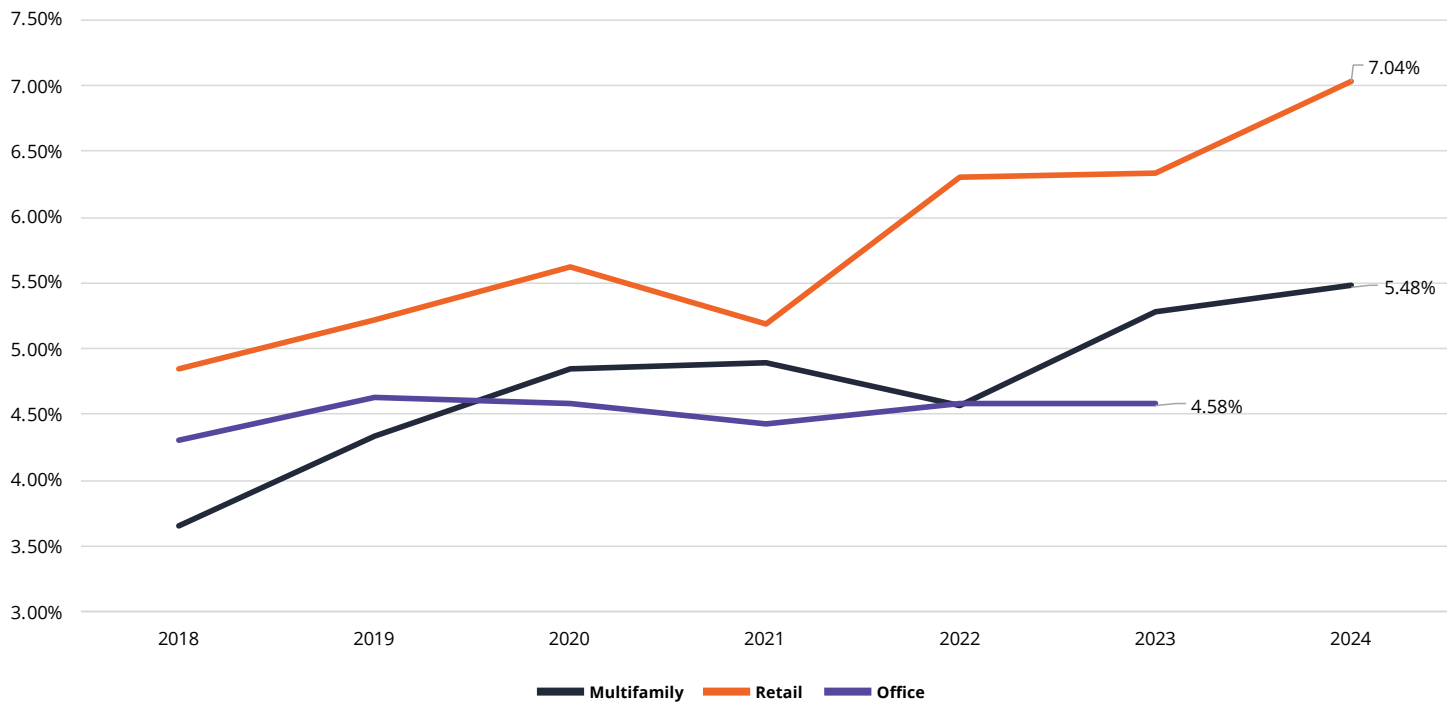


Historical Pricing



Note: 2024 retail p/sf not inclusive of 715-719 Fifth Avenue sale

Historical Cap Rates



Get more market information

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