



Manhattan property sales report

Tri-State Investment Sales
Third Quarter 2024



Investment sales summary

The Manhattan investment sales market has continued to build momentum into the second half of 2024. For the third quarter of 2024, Manhattan recorded 80 transactions valued at \$3.2 billion in total dollar volume. This represented a 29% and 16% increase off the previous quarter, respectively. When annualized, 2024 is on pace to see a 16% and 76% increase off 2023, respectively. It is the belief of many that the market is beginning to round into form heading into the last quarter of 2024.

Multifamily/mixed-use

The multifamily market recorded sales of \$717.4 million in total dollar volume across 30 transactions for the Third Quarter

- Volume is down 11% from the previous quarter and up 20% when annualized compared to 2023
- Transactions saw no change from the previous quarter and up 2% when annualized compared to 2023
- Pricing per square foot of \$574 is down 2% from the previous quarter and down 24% overall when compared to 2023
- Cap rates of 5.30% are down 70 bps from the previous quarter and up 32 bps overall when compared to 2023
- The most notable transaction was The Dermot Company's purchase of 20 Exchange Place for \$370 million. The 57-story building totaled 767 residential units and 1 commercial unit across 786,942 square feet, equating to \$470 per square foot

Retail

The retail market recorded sales of \$318.1 million in total dollar volume across 24 transactions for the Third Quarter

- Volume is up 22% from the previous quarter and up 130% when annualized compared to 2023
- Transactions are up 100% from the previous quarter and up 42% when annualized compared to 2023
- Pricing per square foot of \$1,207 is down 32% from the previous quarter and down 22% overall when compared to 2023
- Cap rates of 6.98% are up 65 bps overall when compared to 2023
- The most notable transaction was Bando Construction's purchase of 2 Times Square for \$99.2 million, equating to \$3,861 per square foot with a cap rate of 5.50%

Office

The office market recorded sales of \$794.5 million in total dollar volume across 7 transactions for the Third Quarter

- Volume is down 25% from the previous quarter and up 58% when annualized compared to 2023
- Transactions are down 36% from the previous quarter and up 16% when annualized compared to 2023
- Pricing per square foot of \$382 is up 2% from the previous quarter and down 50% overall when compared to 2023
- The most notable transaction was Hines & JP Morgan's purchase of 250 Park Avenue for \$320.2 million, equating to \$616 per square foot

Development

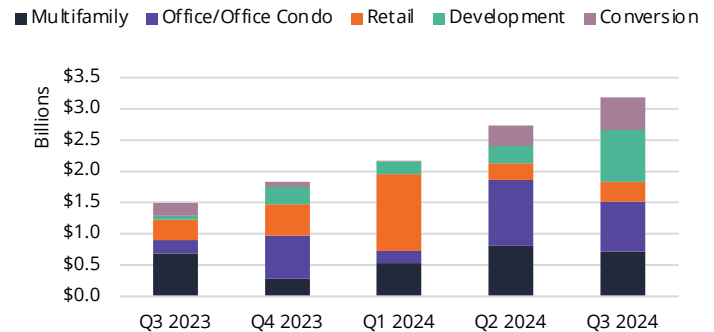
The development market recorded sales of \$824.7 million in total dollar volume across 8 transactions for the Third Quarter

- Volume is up 194% from the previous quarter and up 191% when annualized compared to 2023
- Transactions are up 100% from the previous quarter and up 33% when annualized compared to 2023
- Pricing per buildable square foot of \$736 is up 67% from the previous quarter and up 30% overall when compared to 2023
- The most notable transaction was The Related Companies' purchase of 625 Madison Avenue for \$632.5 million, equating to \$1,135 per buildable square foot

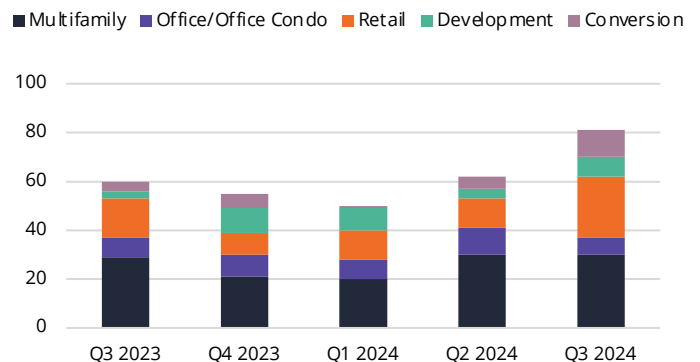
Trends to watch

- To what extent will the rate cut impact the investment sales market going into 2025?
- Will office-to-residential conversions continue to command the city?
- How will the City of Yes approval change investor thinking citywide?

Total dollar volume by asset class



Number of sales by asset class



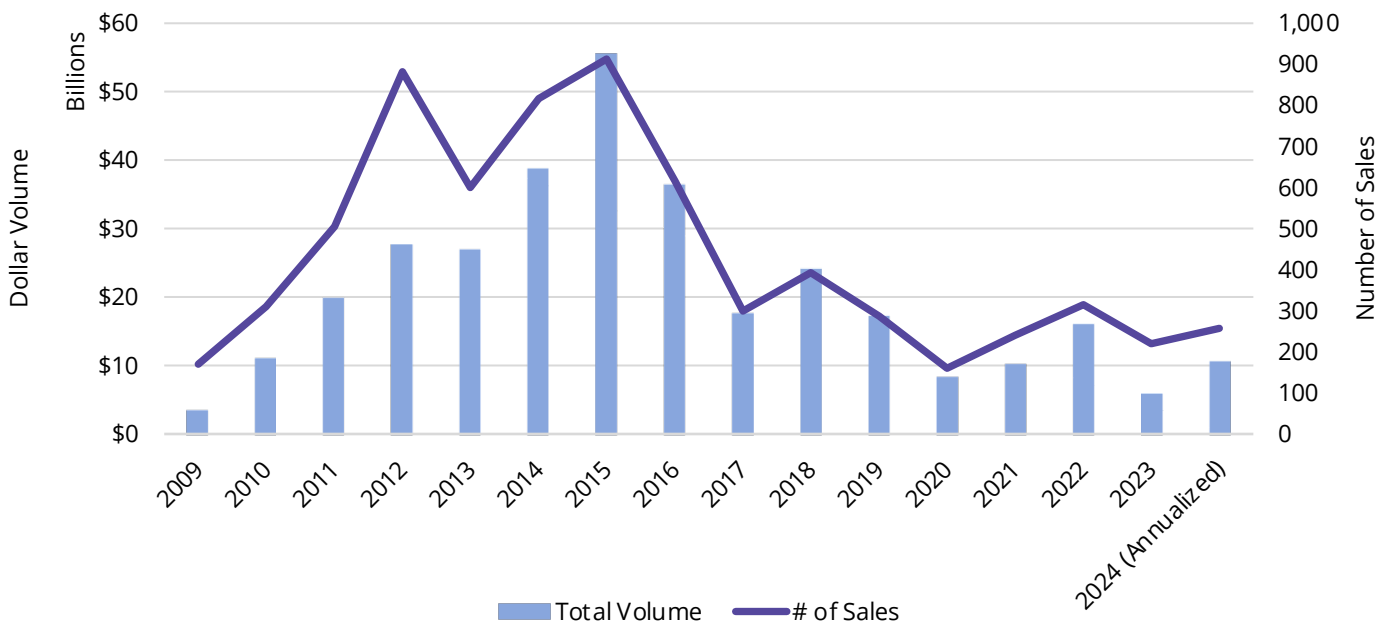


All transactions in Manhattan		
Year	Total volume	Number of sales
2009	\$3,690,000,000	170
2010	\$11,260,000,000	310
2011	\$19,990,000,000	505
2012	\$27,750,000,000	882
2013	\$27,030,000,000	600
2014	\$38,840,000,000	817
2015	\$55,500,000,000	913
2016	\$36,440,000,000	616
2017	\$17,750,000,000	300
2018	\$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)	\$10,767,089,040	256
10-Year Average	\$23,137,724,044	426

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 October 5, 2024.





Manhattan Historical Sales and Dollar Volume



Detailed sale information is available on page 10

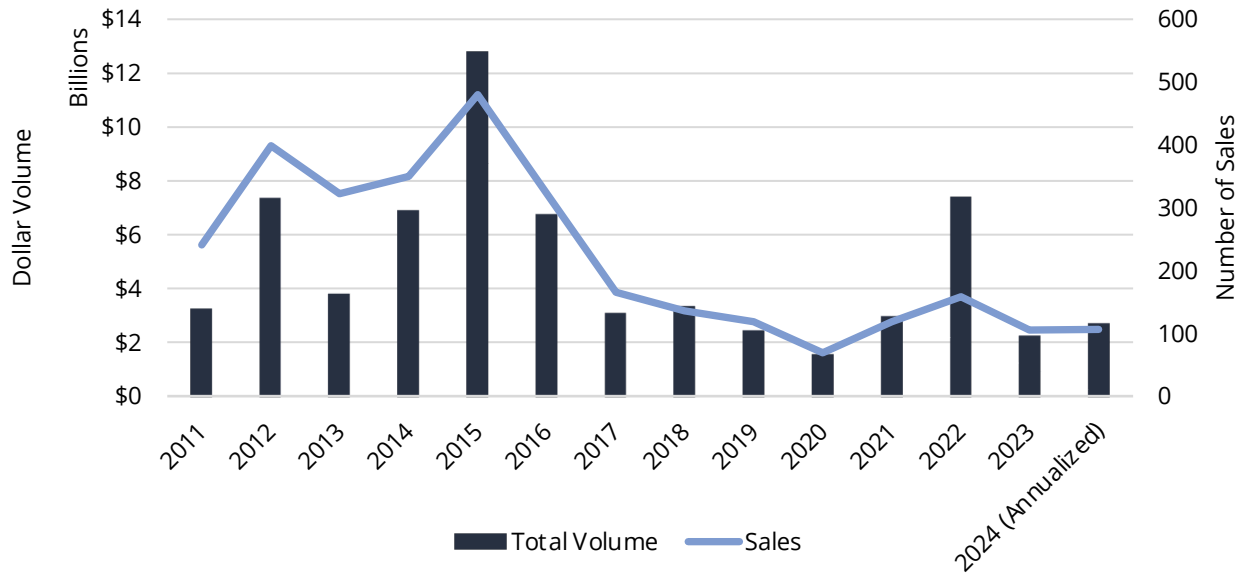
Multifamily/mixed-use

Market snapshot

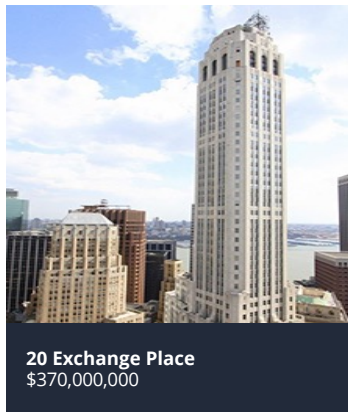
 \$717M Total dollar volume ↓ 11%*	 30 Number of sales No Change	 5.30% Average cap rate Q3 Range: 4.20% - 7.01% ↓ 70 bps*	 \$574 Average price PSF Q3 Range: \$421 - \$2,510 ↓ 2%*
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*Change from previous quarter

Transaction volume & number of sales by year



Largest transactions



Retail

Market snapshot



\$318M

Total dollar volume

↑ 22%*



24

Number of sales

↑ 100%*



\$1,207

Average price PSF

Q3 Range: \$335 - \$4,483

↓ 32%*



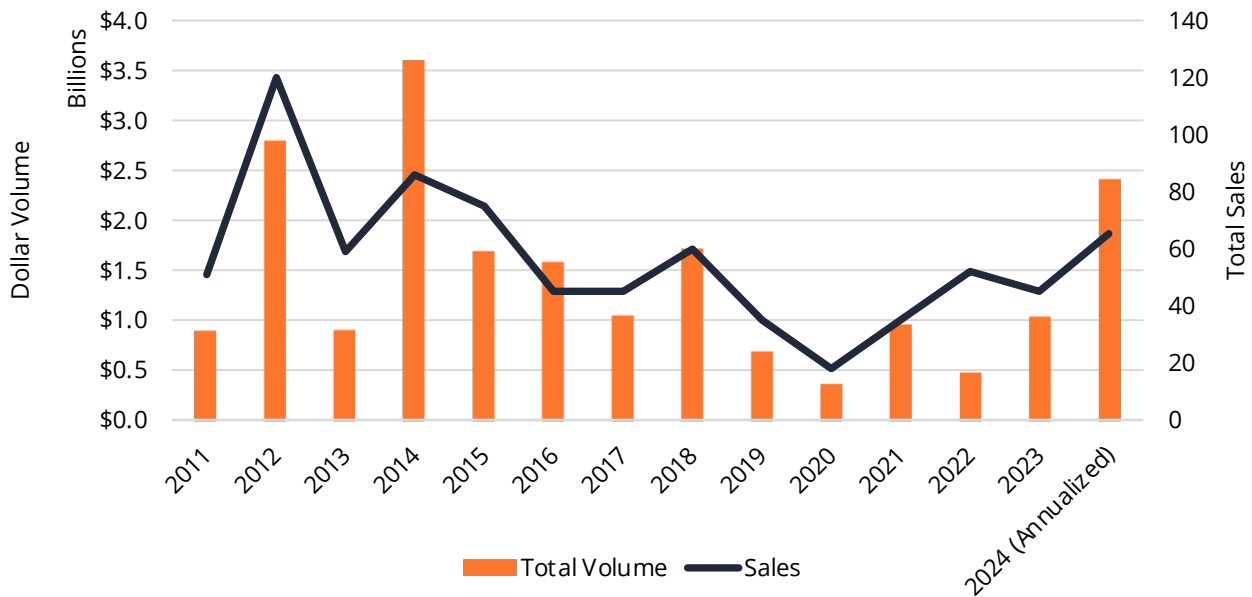
7.41%

Average Cap Rate

Q3 Range: 2.90% - 12.73%

*Change from previous quarter

Transaction volume and number of sales by year



Largest transactions

2 Time Square
\$99,200,000
Investor

673 Madison Avenue
\$36,000,000
Investor

512 Broadway
\$26,900,000
Investor

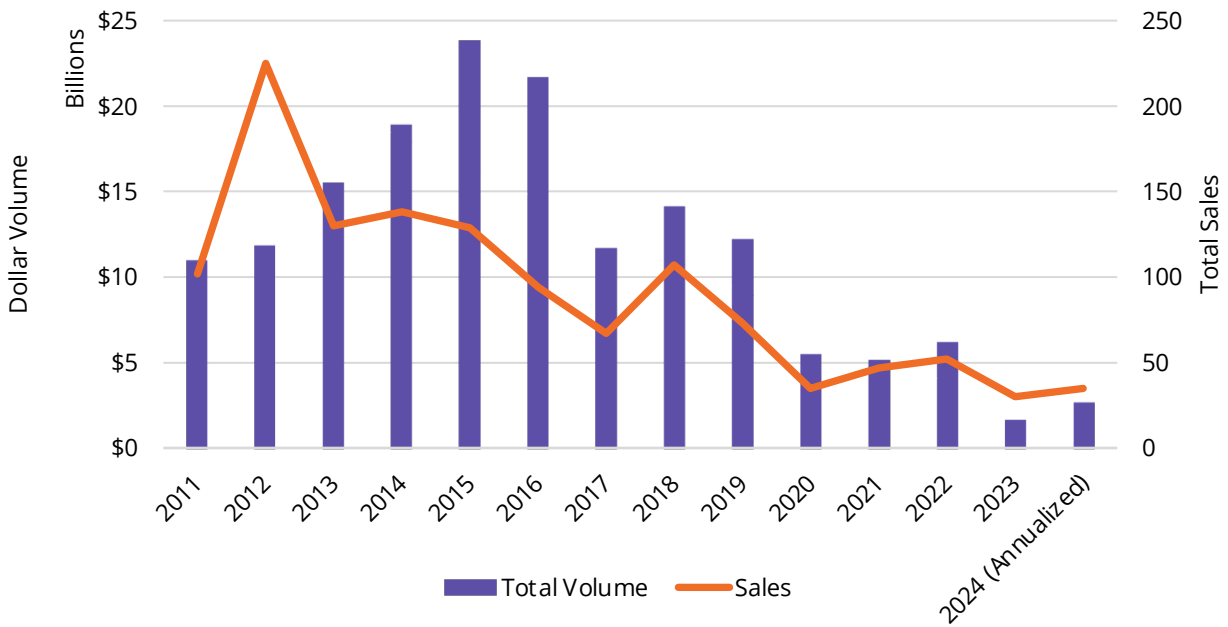
Office & Office Condos

Market snapshot



*Change from previous quarter


Transaction volume and number of sales by year




Largest transactions



250 Park Avenue
 \$320,200,000
 Investor



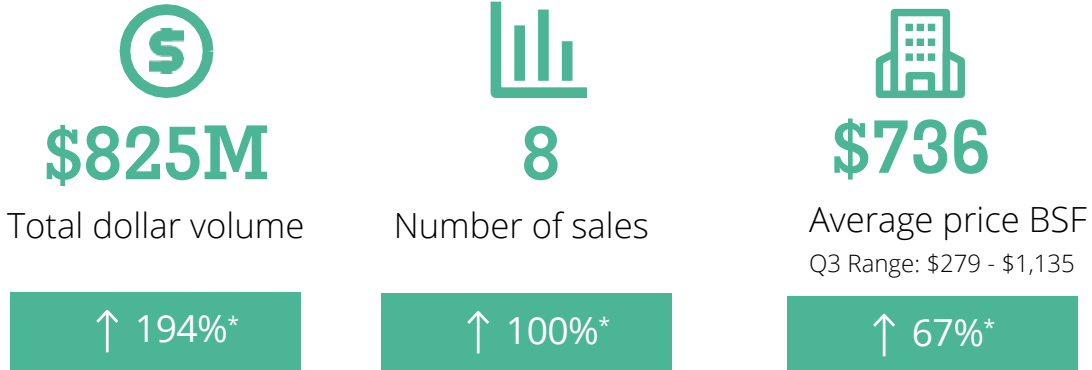
180 Maiden Lane
 \$297,000,000
 Investor



446 Broadway
 \$52,000,000
 Investor

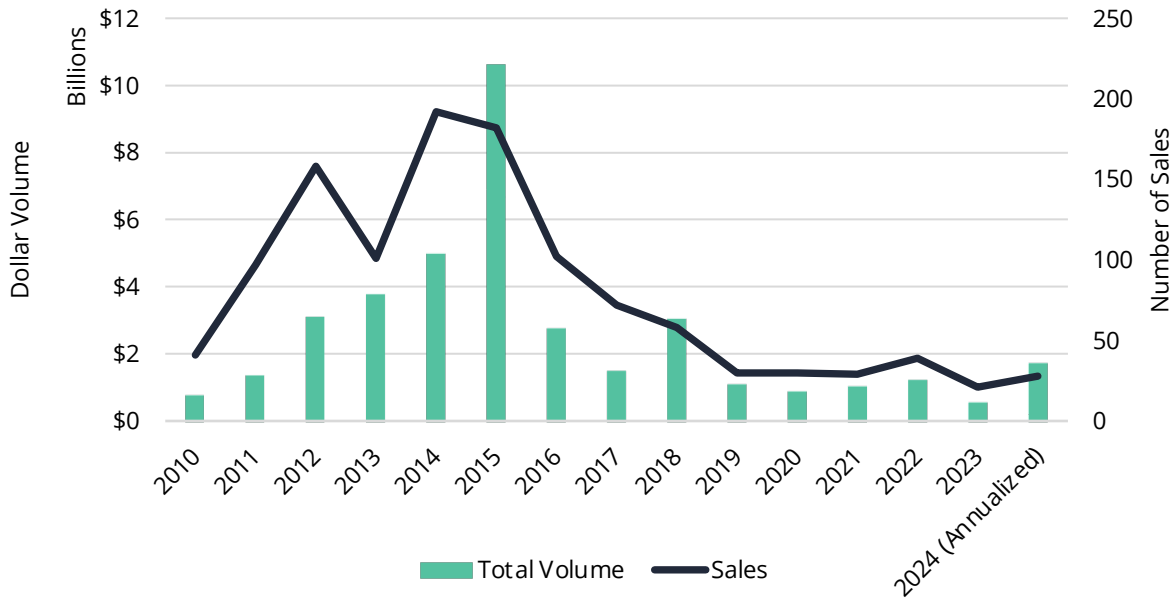
Development

Market snapshot

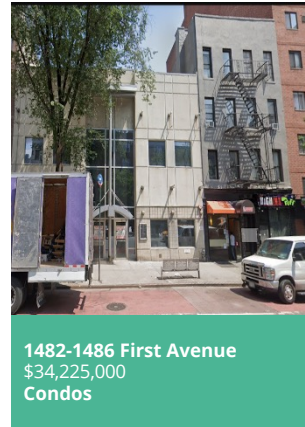


*Change from previous quarter

Transaction volume and number of sales by year



Largest transactions



Conversion

Market snapshot



\$519M

Total dollar volume

↑ 59%*



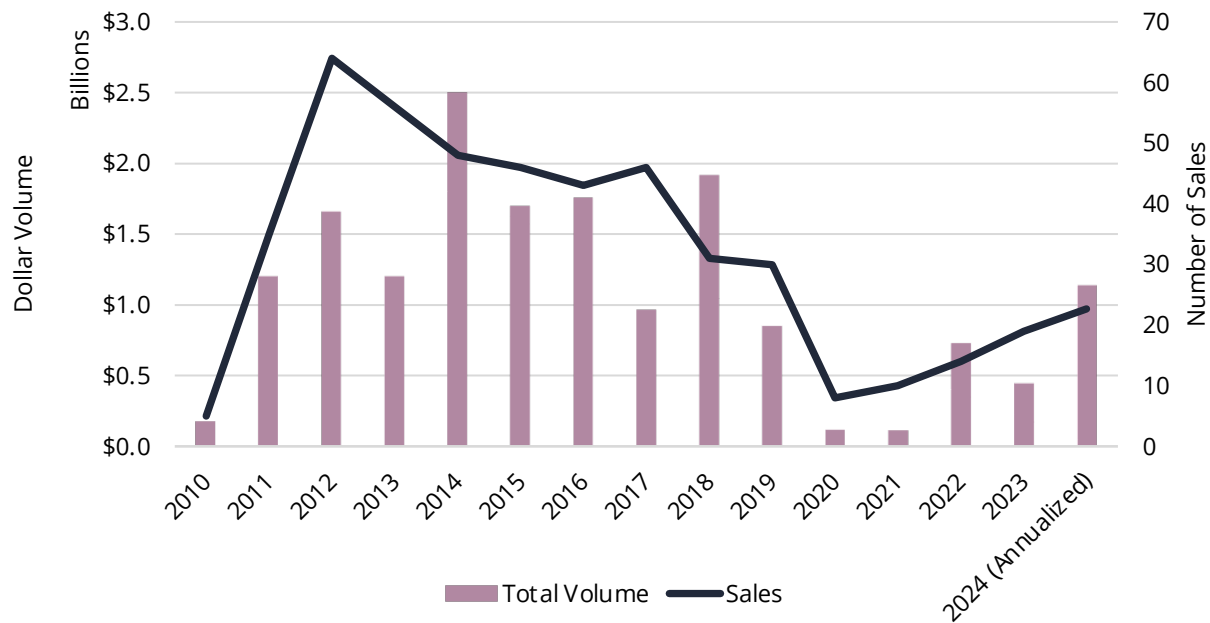
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Number of sales

↑ 120%*

*Change from previous quarter

Transaction volume and number of sales by year



Largest transactions



80 Pine Street
\$160,000,000

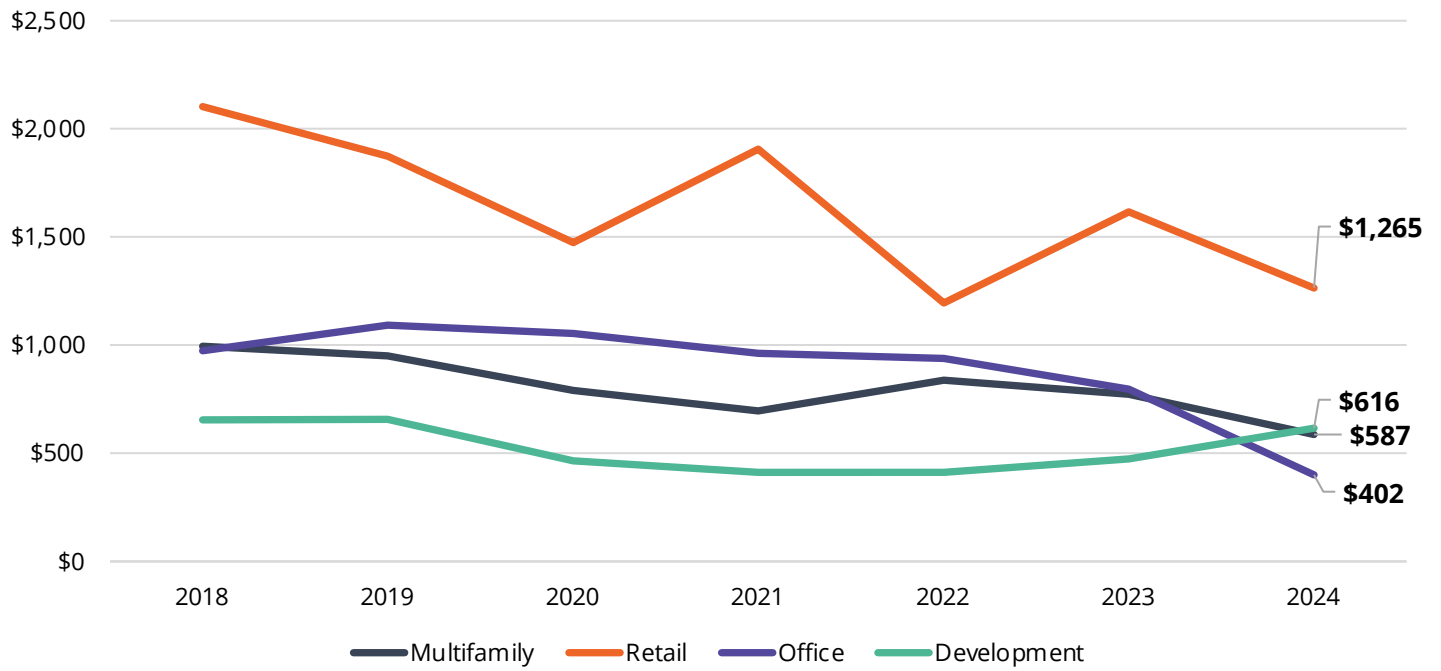


100 Wall Street
\$116,000,000

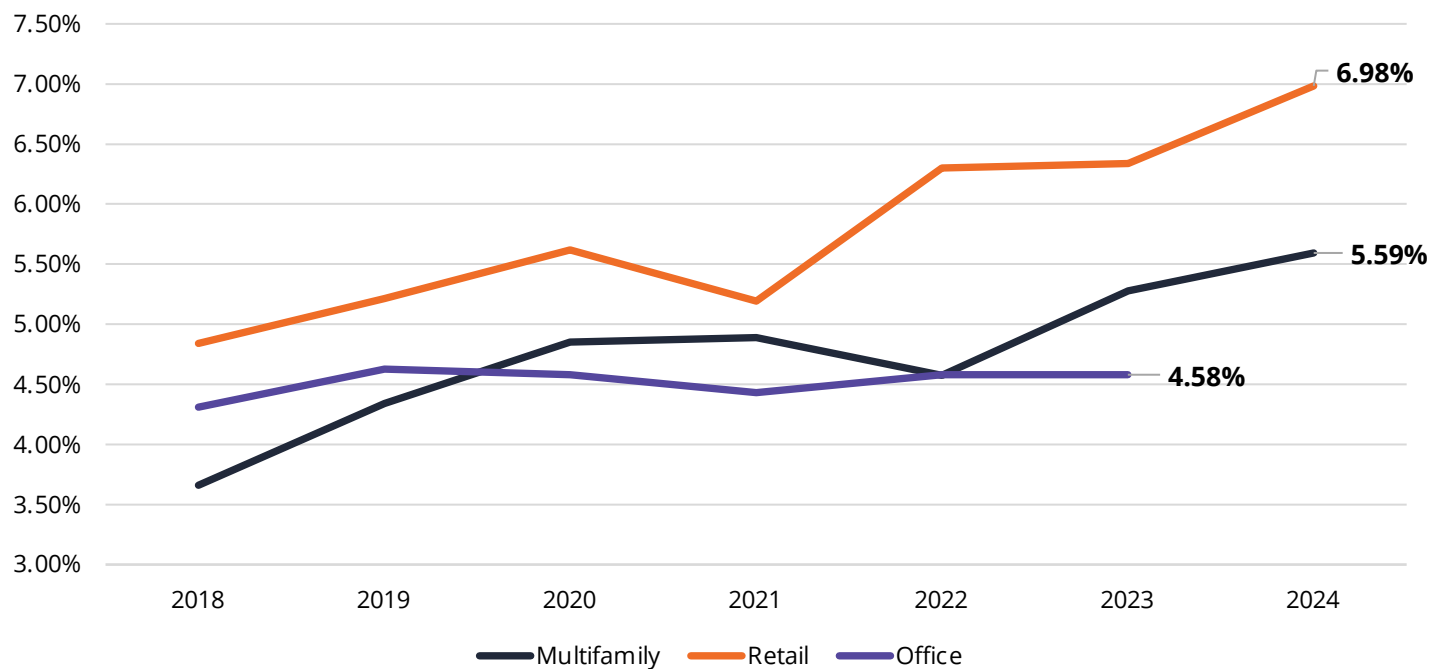


419 Park Avenue South
\$72,180,000

Historical Pricing



Historical Cap Rates



Get more market information

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