



Market Perspectives for April 2017

2nd Quarter 2017 Statistics



The shift back to a sellers' market that occurred in the under - \$2,000,000 segment during the first quarter has continued through the second. A continued shortage of new listings has kept prices high. Closed sales figures continued to rise.

Some of the trends we observed during this quarter were:

- The number of closed sales continued to increase from previous quarters, with the highest number being resales, followed by new development.
- The number of new listings coming to market fell, resulting in inventory not keeping pace with demand. Multiple bids were still common, with the resulting higher sale prices.
- The Bronx is experiencing a renaissance, with hundreds of new development projects in the works.
- The stock market continued its upward trend, fueling consumer confidence.
- New development, particularly in the luxury segment, continued to weaken, and developers offered more incentives and concessions in an attempt to sell more units.
- The rental market experienced similar softening, with rent concessions, waived fees and amenities being offered as incentives.
- The long-anticipated increase in interest rates has still not become a reality.
- The city's transportation system and other infrastructure are in need of a major overhaul, long overdue as a result of a failure to invest in maintenance.
- The changes in the political landscape have created uncertainty across the nation. This could have long-term effects on real estate, health care, employment and national security, though they may not be seen immediately.

2nd Quarter Statistics:

- The average price of a coop resale was \$1,375,000.
- The average price of a condo resale was \$2,210,000.
- The average price of a new development condo was \$4,405,000.
- The average price of the overall luxury market was \$9,160,000.
- The average price per square foot for a coop was \$1,437.00.
- The average price per square foot for a condominium was \$1,810.00.
- The average price per square foot for a new development (all of Manhattan) was \$2,510.00.
- The average price per square foot for the luxury market (top 10%) was \$3,020.00.

