



WOHLFARTH
& ASSOCIATES, INC.
REAL ESTATE

Market Perspectives

4th Quarter 2018 Statistics

The slowdown that occurred in the third quarter of 2018 continued until mid-November, when activity began to pick up again. Prices were still declining from what we were seeing last Spring, but buyers were actively looking and bidding.

Here are some of the trends we observed in the fourth quarter:

- The number of closed sales was eight percent lower than the same period in 2017.
- Average number of days on the market increased to over three months, a level not seen since 2012, as inventory continued to grow. Buyers are finding a lot to choose from.
- Open house attendance and private showings became markedly stronger beginning in mid-November.
- There appeared to be less apprehension on the part of buyers after the election.
- Mortgage rates fell about a half percent by the end of the quarter despite rising short-term interest rates.
- The market continued to adjust downward, moving toward more normal conditions.
- Sale prices have fallen as much as ten percent since the surge that occurred in the Spring, but are not much lower than they were a year ago.
- More than ever, correct pricing is the key to higher traffic and a successful outcome.
- Reductions in asking prices were common. Buyers became more confident and felt that they could get a good deal, while sellers began to be more realistic.
- The luxury condo market, for both new development and resale, saw significant price reductions.
- Brooklyn remained the one area where sales were brisk and prices stable.

4th Quarter Statistics:

- The average price of a coop resale was \$1,280,000.
- The average price of a condo resale was \$2,135,000.
- The average price of a new development condo was \$5,095,000.
- The average price of the overall luxury market was \$8,950,000.
- The average price per square foot for a coop resale was \$1,205.00.
- The average price per square foot for a condominium was \$1,750.00.
- The average price per square foot for a new development (all of Manhattan) was \$2,880.00.
- The average price per square foot for the luxury market (top 10%) was \$2,890.00.



Rick Wohlfarth
Licensed RE Broker
Wohlfarth & Associates Real Estate
Cell: (917) 882-0815
Email: Rick@wohlfarth.com