



WOHLFARTH
& ASSOCIATES, INC.
REAL ESTATE

Market Perspectives

2nd Quarter 2019 Statistics

After a strong ending to the first quarter, the second quarter of 2019 saw falling activity, much hesitation on the part of buyers, and properties lingering longer on the market. The uptick in prices that we saw in March in the under-\$2,000,000 range was not sustained. However, the best way to describe the current market is “fragmented”, i.e. there are many sub-markets within the overall market and each behaved differently.

Here is what we observed in the second quarter:

- Sellers who recognized the downturn in the market and priced their properties accordingly had better results than those who clung to a now outdated notion of market value. Closed sales from a few months ago were no longer a predictor of current market value.
- Price reductions were widespread, but often were still not sufficient to lead to a sale.
- Despite a sharp rise in the stock market, interest rates falling even lower than in the previous quarter, and continuing strong employment figures, we saw a decline in buyer confidence.
- Buyers feared that prices would fall farther and tempered their bidding accordingly. There was no sense of urgency, and the feeling seemed to be that if they missed out on one property there would always be others.
- Open house attendance fell dramatically during the quarter. It was not uncommon to see an open house with no one in attendance.
- Sales in new development condos were very weak, and developers began to see the need to lower prices in addition to giving concessions on closing costs and amenities.
- Properties with two or more bedrooms for under \$1,000,000 in certain desirable locations in Harlem, Washington Heights and Inwood continued to rise, especially for condos with low monthly costs.
- The rental market continued to tighten, resulting in rising rents and the elimination of concessions by landlords.

2nd Quarter Statistics:

- The average price of a coop resale was \$1,310,000.
- The average price of a condo resale was \$2,270,000.
- The average price of a new development condo was \$3,885,000.
- The average price of the overall luxury market was \$8,593,000.
- The average price per square foot for a coop resale was \$1,140.00.
- The average price per square foot for a condominium was \$1,690.00.
- The average price per square foot for a new development (all of Manhattan) was \$2,550.00.
- The average price per square foot for the luxury market (top 10%) was \$2,890.00.



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