

NORTHERN MANHATTAN 2019 MID-YEAR SALES REPORT

by Ariel Property Advisors | Released July 2019



Note: We made changes to our research report methodology. More information on the back cover.



Investment Sales
Capital Services
Investment Research

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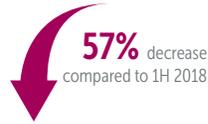
2019 MID-YEAR OVERVIEW

\$644MM
Dollar Volume



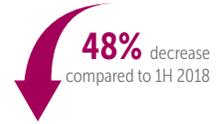
37

Transaction Volume



62

Property Volume



The first half of 2019 experienced historic changes in rent legislature that will prove to have long-term effects to the local real estate investment sales market. While talk in the beginning of the year was focused on rising interest rates, all attention shifted to the changes to new rent regulations that, among other things, imposed restrictions on landlords' abilities to increase rents for rent stabilized units.

The Northern Manhattan investment property market experienced steady sales activity with development and commercial opportunities, but the anticipation of the newly enacted rent regulations led to only 21 multifamily property sales, a 67% drop year-over-year, and drove a sharp fall in total sales for the 1H19.

Across all product types, Northern Manhattan saw 37 transactions consisting of 62 properties totaling approximately \$644.4 million in gross consideration. This represents a 21% decrease in dollar volume, a 57% decrease in transaction volume, and a 48% decrease in property volume compared to 1H18. It is worth noting that approximately 33% of 1H19 gross dollar volume was attributed to the \$212.5 million sale of Chetrit Group's 506-unit student housing building located at 1760 Third Avenue. Excluding this large institutional caliber deal, the true dollar volume decline would be closer to 47% year-over-year.

The multifamily asset class experienced steep declines year-over-year in both dollar and transaction volume, decreasing by 53% and 67% respectively. Several institutional value-add plays such as BlackRock's sale of 725 West 184th Street and 110 Bennett Avenue and Galil Management's sale of the 116th Street Portfolio contributed to cap rates increasing by 44 basis points to an average of 4.50%. The average price per square foot and price per unit fell marginally, however.

Continued demand for new rental and condominium projects drove continued strength in the market for development site sales in the 1H19, with dollar volume increasing 38% when compared to 2H18. The average price per buildable square came in at \$215, which is essentially on pace with pricing seen over the past few years. Notably, development site sales have been scarce in the recently rezoned parts of East Harlem, but the area did see its first trade since that rezoning occurred with the \$10 million sale of 2197-2199 Third Avenue.

The outlook for Northern Manhattan sales is mixed. We expect multifamily sales to remain relatively slow as market participants adjust to the reality and corresponding challenges presented by new rent regulations, both from a pricing and operational standpoint.

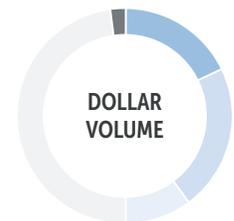
As investors re-evaluate investing in rent regulated housing, other sectors of the New York real estate market may see greater demand than usual. Positive market drivers include accommodating financial markets, low unemployment, a declining interest rate environment, lifted uncertainty related to rent regulations, as well as several transformative private and public development initiatives that are currently in the pipeline.

We look forward to our continued efforts in providing the Northern Manhattan community with the most informative and insightful market knowledge available. For further information regarding any of the enclosed properties or to discuss real estate trends in general, please feel free to contact us at any time.

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DOLLAR VOLUME COMPARISON BY SUB-MARKET

18%	Washington Heights	\$115,998,284
22%	Central Harlem	\$141,775,680
10%	Hamilton Heights / West Harlem	\$64,443,491
48%	East Harlem	\$309,328,757
2%	Inwood	\$12,888,698
0%	Morningside Heights	\$0
	GRAND TOTAL	\$644,434,910



TRANSACTION VOLUME COMPARISON BY SUB-MARKET

26%	Washington Heights	10
23%	Central Harlem	9
17%	Hamilton Heights / West Harlem	6
28%	East Harlem	10
6%	Inwood	2
0%	Morningside Heights	0
	GRAND TOTAL	37



REAL ESTATE TIMELINE / PRICING METRICS

\$358

\$/SF - Multifamily

\$304,370

\$/Unit - Multifamily

4.50%

Cap Rate - Multifamily

14.06

GRM - Multifamily

\$215

\$/BSF - Development*

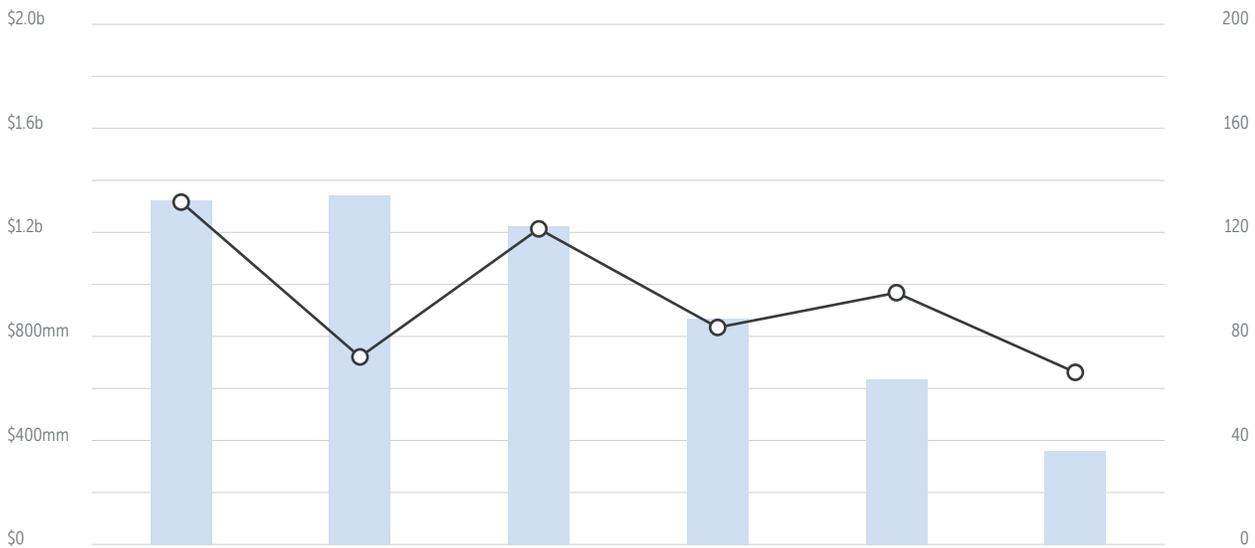
\$852

\$/SF Commercial

1H 2019 Property Value Metrics

NORTHERN MANHATTAN 2H 2016 - 1H 2019 REAL ESTATE TIMELINE

Transaction Volume ● | Dollar Volume ○



	2H 2016	1H 2017	2H 2017	1H 2018	2H 2018	1H 2019
Trans Vol:	134	136	122	86	63	37
Dollar Vol:	\$1.30B	\$714MM	\$1.21B	\$811MM	\$981MM	\$644MM

PROPERTY VALUE METRIC COMPARISON (2012 - 1H 2019)

INDICATOR	2012	2013	2014	2015	2016	2017	2018	1H 2019
\$/SF - Multifamily**	\$173	\$219	\$271	\$337	\$361	\$382	\$376	\$358
\$/Unit - Multifamily**	\$140,817	\$178,971	\$236,520	\$273,232	\$315,261	\$320,729	\$314,012	\$304,370
Cap Rate - Multifamily**	6.10%	4.92%	4.56%	4.28%	3.95%	4.08%	4.06%	4.50%
GRM - Multifamily**	9.22	11.21	12.82	14.66	15.87	15.24	15.36	14.06
\$/BSF - Development*	\$87	\$119	\$135	\$199	\$228	\$209	\$218	\$215
\$/SF - Commercial	\$533	\$589	\$496	\$635	\$838	\$1,240	\$759	\$852

*reflects transactions of vacant land or equivalent development sites
 **reflects multifamily transactions of 10+ residential units

OBSERVATIONS BY PRODUCT TYPE

Multifamily

- Average Cap Rate was 4.5%, a 44 basis point rise since 2H18 and the highest seen since 2014
- More single asset sales versus portfolio transactions compared to 2018 (1.6 properties per transaction during 1H19 vs. 2.8 in 2H18)

Commercial / Retail

- Pricing continued its upward trajectory as the average price per square foot increased by 12% compared to 2018
- Notable transaction was a NNN condominium at 2279 Third Avenue for \$4.9 million, a 5.21% cap

Development

- Sales in rezoned East Harlem are lacking (Only one development sale since 2H17)
- Average price per buildable square foot held steady at \$215, but prices range between \$174 to \$383 per BSF, depending on scale and location

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	PROPERTY TYPE	1H 2019	% CHANGE 1H '19 - 2H '18	2H 2018	% CHANGE 1H '19 - 1H '18	1H 2018
DOLLAR VOLUME	Multifamily	\$255,670,910	-69%	\$818,108,997	-53%	\$546,181,117
	MF-MU 10+ resi units	\$237,065,455	-70%	\$784,733,997	-52%	\$488,878,494
	MF-MU 6-9 resi units	\$13,587,273	-29%	\$19,075,000	-64%	\$38,098,598
	MF-MU Small	\$5,018,182	-65%	\$14,300,000	-74%	\$19,204,025
	Commercial	\$23,226,545	20%	\$19,360,000	-66%	\$67,567,000
	Ind / WH / Sto*	\$0	N/A	\$0	N/A	\$0
	Development	\$133,719,273	38%	\$96,900,000	-6%	\$142,342,784
	Office	\$0	N/A	\$0	-100%	\$24,000,000
	Special Purpose	\$231,818,182	399%	\$46,500,000	641%	\$31,300,000
	GRAND TOTAL	\$644,434,910	-34%	\$980,868,997	-21%	\$811,390,901

TRANSACTION VOLUME	Multifamily	21	-56%	48	-67%	64
	MF-MU 10+ resi units	14	-60%	35	-65%	40
	MF-MU 6-9 resi units	5	-29%	7	-69%	16
	MF-MU Small	2	-67%	6	-75%	8
	Commercial	4	33%	3	-20%	5
	Ind / WH / Sto*	0	N/A	0	N/A	0
	Development	11	0%	11	-15%	13
	Office	0	N/A	0	-100%	2
	Special Purpose	1	0%	1	-50%	2
	GRAND TOTAL	37	-41%	63	-57%	86

PROPERTY VOLUME	Multifamily	35	-74%	136	-61%	90
	MF-MU 10+ resi units	28	-77%	123	-58%	66
	MF-MU 6-9 resi units	5	-29%	7	-69%	16
	MF-MU Small	2	-67%	6	-75%	8
	Commercial	7	133%	3	40%	5
	Ind / WH / Sto*	0	N/A	0	N/A	0
	Development	19	-44%	34	0%	19
	Office	0	N/A	0	-100%	3
	Special Purpose	1	0%	1	-50%	2
	GRAND TOTAL	62	-64%	174	-48%	119

*Ind / Wh / Sto: Industrial / Warehouse / Self Storage

FEATURED TRANSACTIONS

East Harlem
1760 3RD AVENUE



Property Type: **Special Purpose**
Sale Amount: **\$212,500,000**
\$/SF: **\$808**
Sale Date: **2/19/2019**

Central Harlem
300 WEST 122ND STREET



Property Type: **Development**
Sale Amount: **\$68,806,000**
\$/BSF: **\$383**
Sale Date: **3/25/2019**

Washington Heights
725 WEST 184TH STREET &
110 BENNETT AVENUE



Property Type: **Multifamily**
Sale Amount: **\$41,725,000**
\$/SF: **\$344**
Sale Date: **4/3/2019**

Central Harlem
116TH STREET PORTFOLIO



Property Type: **Multifamily**
Sale Amount: **\$40,000,000**
\$/SF: **\$411**
Sale Date: **4/5/2019**

Hamilton Heights
SKY LAKE PARTNERS HAMILTON
HEIGHTS MF PORTFOLIO

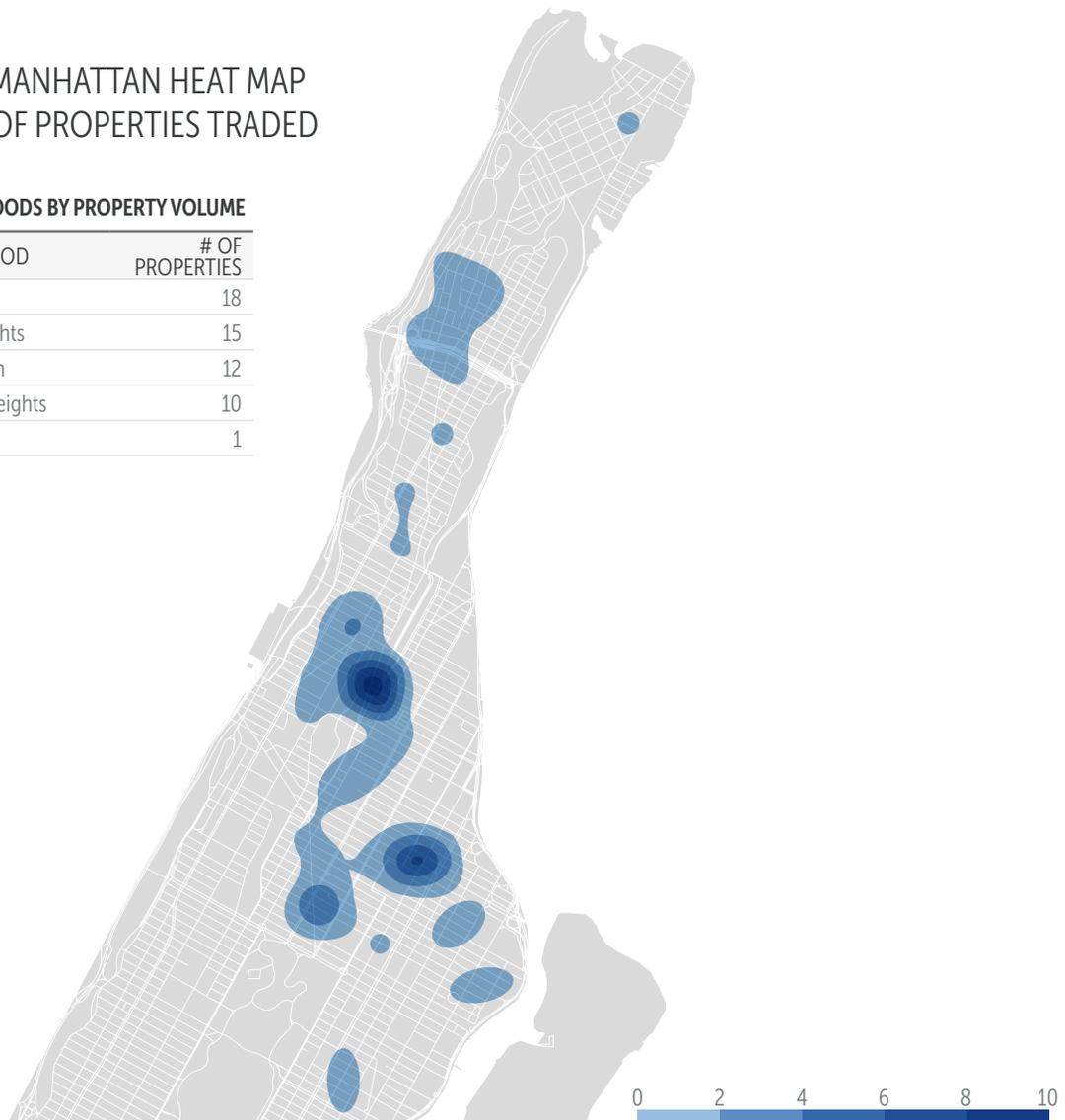


Property Type: **Multifamily**
Sale Amount: **\$30,500,000**
\$/SF: **\$334**
Sale Date: **5/29/2019**

NORTHERN MANHATTAN HEAT MAP BY NUMBER OF PROPERTIES TRADED

TOP 5 NEIGHBORHOODS BY PROPERTY VOLUME

NEIGHBORHOOD	# OF PROPERTIES
1. East Harlem	18
2. Hamilton Heights	15
3. Central Harlem	12
4. Washington Heights	10
5. Inwood	1



DEVELOPMENT PROJECTS IN PROGRESS

BOROUGH-WIDE PROJECT UPDATES



One East Harlem
201 East 125th Street

Developer: **Richman Group, Bridges Development Group, Monadnock Development**
Status: **Under Construction**
Completion: **2021**
Type: **Apartments, Retail, Community Center**
Gross SF: **421,000**



121 West 125th Street

Developer: **L+M Development**
Status: **Preliminary plans**
Completion: **N/A**
Type: **Retail, Apartments**
Gross SF: **358,000**



Sendero Verde - Building A
1681 Madison Avenue

Developer: **Jonathan Rose Companies, L+M Development Partners**
Status: **Planned**
Completion: **2022**
Type: **Retail, Apartments**
Gross SF: **345,791**



Sendero Verde - Building B
40 East 112th Street

Developer: **Jonathan Rose Companies, L+M Development Partners**
Status: **Planned**
Completion: **2022**
Type: **Apartments, Education/ Government**
Gross SF: **323,266**



100 Claremont Avenue

Developer: **Lendlease Development, L+M Development Partners**
Status: **Planned**
Completion: **2021**
Type: **Condominiums, Community Center**
Gross SF: **278,719**



Proton Center
225 East 126th Street

Developer: **Murphy & McManus**
Status: **Completed**
Completion: **2019**
Type: **Health Care Facility**
Gross SF: **139,333**

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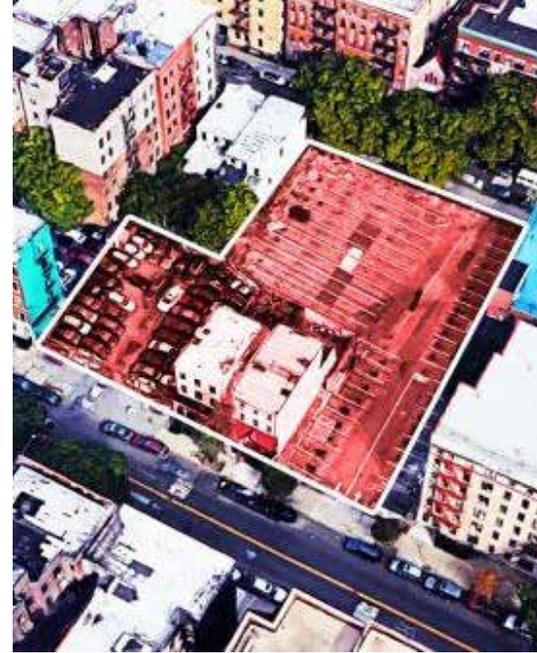
NORTHERN MANHATTAN 1H 2019 DEVELOPMENT* ACTIVITY BY SUB-MARKET

LOCATION	TOTAL DOLLAR VALUE TRADED	TOTAL TRANSACTIONS	TOTAL PROPERTIES TRADED	TOTAL BSF
Central Harlem	\$80,006,000	3	4	221,478
East Harlem	\$30,820,000	3	6	117,443
Washington Heights	\$4,850,000	3	3	28,092
GRAND TOTAL	\$115,676,000	9	13	367,013

*Includes vacant land & conversion properties only and doesn't include projection data

THE HOUSING STABILITY AND TENANT PROTECTION ACT OF 2019

REGULATION	BEFORE 2019 RENT REFORM TOOK EFFECT	2019 REFORM
Rent Regulation Laws Expiration	Rent regulation laws were scheduled to expire every four to eight years.	New rent regulations are permanent and will not sunset unless the state government repeals or terminates them.
Individual Apartment Improvements (IAIs)	No cap on IAI spending and rent increases never expire. Increases were 1/40 for buildings with 35 or less units or 1/60 for buildings with more than 35 units.	Caps the amount of IAI spending at \$15,000 over a 15-year period limited to three IAIs during that time. Increases shall be 1/168 (14 Yrs) for buildings with 35 or less units or 1/180 (15 Yrs) for buildings with more than 35 units, for a period of 30 years.
Major Capital Improvements (MCIs)	Rent increase capped at six percent amortized over 96 months (8-year) for buildings with 35 or less units; 108 months (9-year) for buildings with more than 35 units. Rent increases never expire.	Rent increase capped at two percent amortized over 144 months (12 Yrs) for buildings with 35 or less units; 150 months (12.5 Yrs) period for buildings with more than 35 units. Eliminates MCI increase after 30 years and mandates 25 percent of MCIs be inspected and audited.
Vacancy Bonus & Longevity Bonus	Property owner was able to raise rents as much as 20 percent each time a unit became vacant.	Repeals the vacancy bonus and repeals the longevity bonus.
High Rent Vacancy Deregulation & High-Income Deregulation	Allowed removal of units from rent stabilization when the rent crosses a statutory high-rent threshold and the unit becomes vacant or the tenant's income is \$200,000 or higher in the preceding two years.	Elimination of High Rent Vacancy Deregulation & Elimination of High-Income Deregulation.
Preferential Rents	Owners who offered tenants "preferential rent" below the legal regulated rent were allowed to raise rent up to the full legal rent upon renewal.	Prohibits owners who give tenants "preferential rent" below the legal regulated rent from raising the rent up to the full legal rent upon renewal. Once the tenant vacates, the owner can charge up to the full legal regulated rent.
Co-Op / Condo Conversions	Option of eviction plan and required 15 percent of tenants in residences to agree to purchase apartments before the conversion can be effective.	Eliminates the option of "eviction plans" and institutes reforms for non-eviction plans. Requires 51 percent of tenants in occupancy to agree to purchase apartments before the conversion can be effective.
Owner Use Exception to Rent Regulation	Owner may refuse renewal of a rent regulated unit. Upon expiration date of lease an owner may take possession of one or more units for personal or family use.	Limits the use of the "owner use" provision to a single unit, requires that the owner or their immediate family use the unit as their primary residence, and protects long-term tenants from eviction under this exception by reducing the current length of tenancy required to be protected from eviction to 15 years.
Class-Specific Renewal Increase	N/A	Prohibits Rent Guidelines Boards from setting additional increases based on the current rental cost of a unit or the amount of time since the owner was authorized to take additional rent increases, such as a vacancy bonus.
Large Rent Increases for Rent-Controlled Tenants	N/A	Sets Maximum Collectible Rent increases at the average of the five most recent Rent Guidelines Board annual rent increases for one-year renewals.
Rent Overcharge Look-Back Period	Look-back period at four years to determine a reliable base rent, and owners can avoid treble damages if they voluntarily return the amount of the rent overcharge prior to a decision being made by a court or Housing and Community Renewal (HCR).	Extends look-back period to six or more years as reasonably necessary to determine a reliable base rent, extends the period for which an owner can be liable for rent overcharge to six years, and would no longer allow owners to avoid treble damages if they voluntarily return the amount of the rent overcharge prior to a decision being made by a court or Housing and Community Renewal (HCR).
Option for Localities Statewide	Prior geographical restrictions on the applicability of the rent stabilization laws	Removes the geographical restrictions on the applicability of the rent stabilization laws, allowing any municipality that otherwise meets the statutory requirements to opt into rent stabilization.
Housing Security and Tenant Protection	N/A	Limits security deposits to one month's rent and provides required procedures to ensure the landlord promptly returns the security deposit. Creates the crime of unlawful eviction, where a landlord illegally locks out or uses force to evict a tenant, as a Class A Misdemeanor and punishable by a civil penalty of between \$1,000 and \$10,000 per violation. Requires landlords to provide notice to tenants if they intend to increase the rent more than five percent or do not intend to renew the tenants' lease.



June - August '18

August - October '18

NEWS TIMELINE

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June 18 | Northern Manhattan's West Harlem lies at the epicenter of a surge in investor demand for commercial real estate, a trend that will likely continue for years to come, Ariel Property Advisors reported. Asset values in the up-and-coming neighborhood are poised to appreciate further as Columbia University's massive Manhattanville campus expansion, along with the revitalization of the Factory District, usher in a sharp uptick in economic and population growth.

July 24 | Northern Manhattan had a solid first half of 2018, particularly when it came to development site sales. The section of the borough above East 96th and West 110th Streets saw \$164 million worth of development site sales during the first six months of the year, according to a new report from Ariel Property Advisors. This was a 106 percent increase from the second half of 2017 and a 58 percent increase from the first half of 2017. Overall, Northern Manhattan saw 121 deals across 155 properties for about \$886 million during the first half of the year. Compared to the second half of 2017, this was a 27 percent decrease in dollar volume, a 1 percent decrease in transaction volume and a 4 percent decrease in property volume.

August 13 | The New York City Council voted Wednesday for a rezoning of the northern Manhattan neighborhood of Inwood, following years of community engagement but also fierce opposition from residents who fear it will hasten gentrification, The Wall Street Journal reported. The neighborhood is the fifth to undergo a large-scale rezoning under Mayor Bill de Blasio, who has pushed the changes to spur the construction of affordable housing for residents who meet certain income criteria. The city's investment into the neighborhood is \$200 million, according to officials. Councilman Ydanis Rodriguez, who facilitated the rezoning

with the New York City Economic Development Corp, said the changes would create more jobs and affordable housing in the neighborhood. The plan will allow for higher and denser buildings in parts of Inwood, and will add or protect about 4,100 affordable apartments. It also includes new parks, educational and job resource centers, and expanded waterfront access.

September 23 | Compared to other Northern Manhattan neighborhoods, most investment properties in Washington Heights and Inwood have consistently traded at a discount, Ariel Property Advisors reported. Almost every investor and real estate professional has a theory as to why, with their reasons ranging from the area being too removed from prime Manhattan to sub-par retail and outdated zoning.

October 1 | Edge Property Group purchased a development site in Washington Heights for \$21 million, The Real Deal reported. The seller was Sand Realty Group, and the properties are addressed at 639 Edgecombe Avenue, 458-464 West 166th Street, and 465-469 West 165th Street. Washington Heights has traditionally been a sleepy part of Northern Manhattan when it comes to real estate activity. Since 2015, close to 100 development site transactions took place in Harlem, while Washington Heights only saw about 12.

October 8 | A large development site with frontages on three Washington Heights blocks are changing hands for \$21 million, the real estate firm that facilitated the deal announced, Patch reported. Developer Ari Sherizen of Edge Property Group is the new owner of the site - which occupies eight lots on West 165th Street, West 166th Street and Edgecombe Avenue - after buying it from an entity named Sand Realty Group, LLC, according to the brokerage firm Ariel Property Advisors.



December '18 - May '19

May - July '19

December 17 | A group of Inwood residents and business owners went to court to stop the city's plan to rezone the neighborhood, amNewYork reported. The grassroots coalition Northern Manhattan is Not for Sale and 14 additional plaintiffs filed a lawsuit in Manhattan Civil Court contending that the city failed to assess the impact of the 59-block rezoning properly for the community. Although the zoning proposal does commit to affordable housing options within new developments, the lawsuit argues that once new residents move in, they will raise the minimum requirements for those housing units above the current median Inwood annual income, which is around \$47,000.

February 11 | Dollar volume was up, but sales volume hit a seven-year low in Northern Manhattan's investment sales market last year, The Real Deal reported. The section of Manhattan above 96th Street on the east side and 110th Street on the west side saw \$2.06 billion worth of sales across 223 deals and 379 buildings. This was an 8 percent increase in dollar volume and a 21 percent increase in building volume compared to 2017, but it was a 14 percent decrease in transaction volume, which fell to a seven-year low.

April 22 | While the Second Avenue subway extension plans cloud the future of 125th Street east of Madison Avenue, the central and western blocks of Harlem's historic crosstown corridor are changing fast - and usually for the better, The New York Post reported. New development and investment in older properties are bringing new energy and providing Harlemites more shopping, entertainment and cultural options.

May 6 | The City broke ground recently on One East Harlem, a housing and retail development that will bring 300 affordable units to the area, Curbed New York reported. The 19-story building,

located at 201 East 125th street, will include 400 housing units, 300 of which will be affordable; 65,000 square feet of retail space, including a Food Bazaar; 10,000 square feet of public open space; and 5,000 square feet of cultural space rented to local nonprofit Groove With Me, which offers free dance classes and performance opportunities for girls.

May 26 | East Harlem has experienced a revival in recent years, with an ambitious rezoning plan paving the way for an uptick in development activity, Ariel Property Advisors reported. Builders have been breaking ground at a swift pace, but the neighborhood is about to undergo yet another transformation with the opening of a truly unique property: The New York Proton Center, a major high-tech cancer therapy facility.

June 17 | The State Legislature passed a bill on Friday that promises to guarantee the "strongest tenant protections in history," a day before rent regulation laws expire. Lawmakers had reached a deal on Tuesday on a number of reforms to the current laws, which affect about one million regulated apartments in New York City, and repackaged them into one bill dubbed the Housing Stability and Tenant Protection Act of 2019.

July 7 | A bankruptcy auction has once again been set for One Bennett Park in Hudson Heights-and this time, it's for real, The Real Deal reported. The property, also known as 29 Overlook Terrace, is a notorious construction site that became one of the most prominent symbols of the country's economic collapse in 2008 due to how long it has sat vacant. It was headed for foreclosure last summer, and an auction had been scheduled for mid-August. However, this was delayed after developer Rutherford "Ruddy" Thompson filed for bankruptcy.

FEATURED MARKET ACTIVITY

BY ARIEL PROPERTY ADVISORS



LENOX AVENUE PORTFOLIO
New York, NY 10037

Location: **Central Harlem**
Property Type: **Multifamily; Retail**

FOR SALE: \$23,200,000



2162-2172 3RD AVENUE
New York, NY 10035

Location: **East Harlem**
Property Type: **Development**

OWNERSHIP REQUEST PROPOSALS



11 EAST 115TH STREET
New York, NY 10029

Location: **East Harlem**
Property Type: **Development**

OWNERSHIP REQUEST PROPOSALS



1834 3RD AVENUE
New York, NY 10029

Location: **East Harlem**
Property Type: **Development**

SOLD: \$13,400,000



2067 ADAM CLAYTON POWELL JR. BOULEVARD
New York, NY 10027

Location: **Central Harlem**
Property Type: **Multifamily; Retail**

FOR SALE: \$9,900,000



532 WEST 152ND STREET
New York, NY 10031

Location: **Hamilton Heights**
Property Type: **Multifamily**

FOR SALE: \$8,200,000



2031-2033 3RD AVENUE
New York, NY 10029

Location: **East Harlem**
Property Type: **Development**

FOR SALE: \$8,000,000



220-228 EAST 118TH STREET
New York, NY 10035

Location: **East Harlem**
Property Type: **Development**

FOR SALE: \$8,000,000



463 WEST 142ND STREET
New York, NY 10031

Location: **Hamilton Heights**
Property Type: **Development**

FOR SALE: \$5,500,000

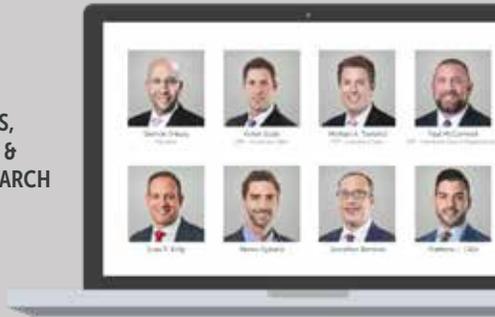


1600-1602 LEXINGTON AVENUE
New York, NY 10029

Location: **East Harlem**
Property Type: **Development**

FOR SALE: \$3,750,000

INVESTMENT SALES,
CAPITAL SERVICES &
INVESTMENT RESEARCH



EXCLUSIVE
MARKET
REPORTS



COMPLIMENTARY
ASSET
EVALUATIONS



QUALITY
BROKERAGE
SERVICES



ABOUT US

Ariel Property Advisors is an investment real estate services and advisory company located in New York City.

Our company is unique to the industry in that it is structured like an investment bank, with separate divisions for investment sales, capital services and research. This strategic approach to commercial brokerage services allows our professionals to deploy greater resources and provide consistent, seamless execution to every transaction.

We cover all major commercial asset types throughout the New York metropolitan area, but maintain a very sharp focus on multifamily, mixed-use, development, commercial and industrial properties.

From consultation through closing, our professionals are dedicated to achieving optimal results for our clients. Combining the insights of veteran brokers with the latest real estate market intelligence, we find solutions that meet the specific needs of both the client and the asset.

Cultivating long-lasting relationships with the real estate community is essential to the success of both our firm and our clients, so we encourage all market participants to use our company as a resource.

Contact us today for Asset Evaluations, listing information, financing opportunities or our latest market reports.

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OUR METHODOLOGY

Data collection:

- Property transfers are collected through ACRIS and Property Shark each week, vetted by the research team, and cross-checked with news articles.
- Information obtained from third-party sites such as Costar and LoopNet, along with news articles from sites such as The Real Deal.
- Information from appraisers and brokers on sales not yet publicized.

Criteria:

- Minimum sales price of \$1mm
- Does not include city transactions, internal sales, notes & ground leases

Projections:

- Sales are averaged on a per-day basis throughout the year and projected as such
- The assumed ACRIS transfer lag time is 30 days -if final data collection is July 8, we are projecting the sales that will eventually surface from June 16-31.

Location Definitions:

- Manhattan - South of East 96th Street and South of West 110th Street
- Northern Manhattan - North of East 96th Street, North of West 110th Street
- The Bronx - Bronx Borough
- Brooklyn - Brooklyn Borough
- Queens - Queens Borough

CHANGES TO OUR SALES REPORT METHODOLOGY EFFECTIVE 7/1/2019

In order to standardize our research, we made the following updates to our sales report methodology:

- The report is now covering all transactions above \$1,000,000 instead of having \$850,000 as the minimum threshold
- Multifamily product is broken up into the following sub-categories:
 - Multifamily over 10 residential units
 - Multifamily with 6 to 9 residential units
 - Small multifamily / mixed use properties
- Reorganized Industrial / Garage / Development property type grouping in the following way:
 - Development is now a separate category
 - Garage is being classified under special purpose category
 - Industrial is now being bundled together with Storage and Self-Storage
- Remove user (townhouse) properties with Manhattan and Northern Manhattan Reports



COMPLIMENTARY ASSET EVALUATION

Please call us at 212.544.9500 to request an Asset Evaluation

Whether you are considering selling your building or you just want to know the current market value of your property, we are available to provide you with a complimentary asset evaluation. Produced by the joint efforts of our investment sales and investment research teams, an Asset Evaluation will provide you with a thorough analysis of your investment property and will detail our future marketing efforts on your behalf.