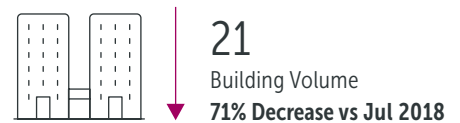
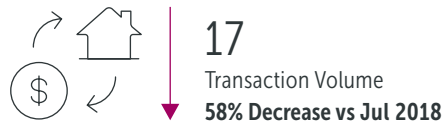


# Multifamily Month In Review | July 2019



The multifamily investment sales market, continuing the trend of the previous months of 2019, remained soft in July, weighed down by investor uncertainty ahead of changes to New York state's rent regulation laws.

In July, New York City's multifamily transactions amounted to \$325 million in gross consideration among 17 transactions consisting of 21 buildings. On a month-over-month basis, all figures showed declines, with transaction volume decreasing by 55%, building volume decreasing by 62% and dollar volume decreasing by 50%. Further, year-over-year metrics presented declines of 58%, 71% and 39% for transaction, building and dollar volume, respectively. Both Queens and Northern Manhattan saw zero multifamily transactions in July 2019, significantly contributing to the drastic declines. This is the first occurrence where a submarket, let alone two submarkets, posted zero transactions for a month since Ariel Property Advisors has tracked monthly multifamily sales beginning in 2011.

The largest multifamily transaction for the month was sold by Spitzer Enterprises to The Dermot Company for the elevator property located at 221 East 71st Street.

This Upper East Side building sold for \$159.5 million, containing 28-stories with 147 rental units beginning on the seventh floor.

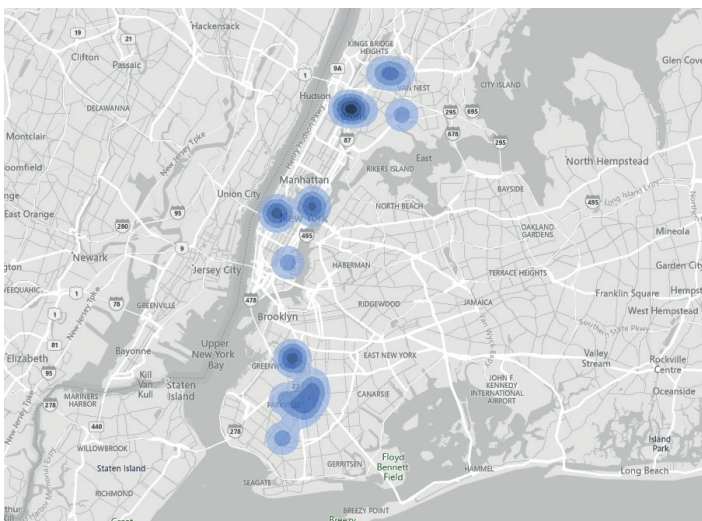
In terms of the Property Activity Map, 136 Prospect Park West and 150 Prospect Park West in Park Slope sold for \$31.1 million to Sugar Hill Capital Partners, LLC. The transaction consisted of two-elevator buildings with a total of 48 units. The Bronx had two separate transactions consisting of two properties each. The larger transaction, 950 & 957 Woodycrest Avenue, sold for \$21 million for 118 units in Highbridge to ICER Real Estate Services. The smaller transaction was located at 2240 Tiebout Avenue and 1160 Evergreen Avenue, which sold for \$18.4 million for 118 units in Soundview to Settlement Housing Fund.

As we continue to enter uncharted territory, Ariel Property Advisors looks forward to advising clients on navigating the new rent regulation legislation. Please feel free to contact one of our professionals for a complimentary asset evaluation or questions regarding the new laws.

## NEW YORK CITY METRIC COMPARISON

Metrics	July 2019	% Change vs. June 2019	June 2019	% Change vs. July 2018	July 2018
Transaction Vol	17	-55%	38	-58%	40
Building Vol	21	-62%	55	-71%	72
Dollar Vol	\$325,184,000	-50%	\$646,514,750	-39%	\$530,564,320
Total Units	842	-59%	2,077	-52%	1,739

## PROPERTY ACTIVITY MAP



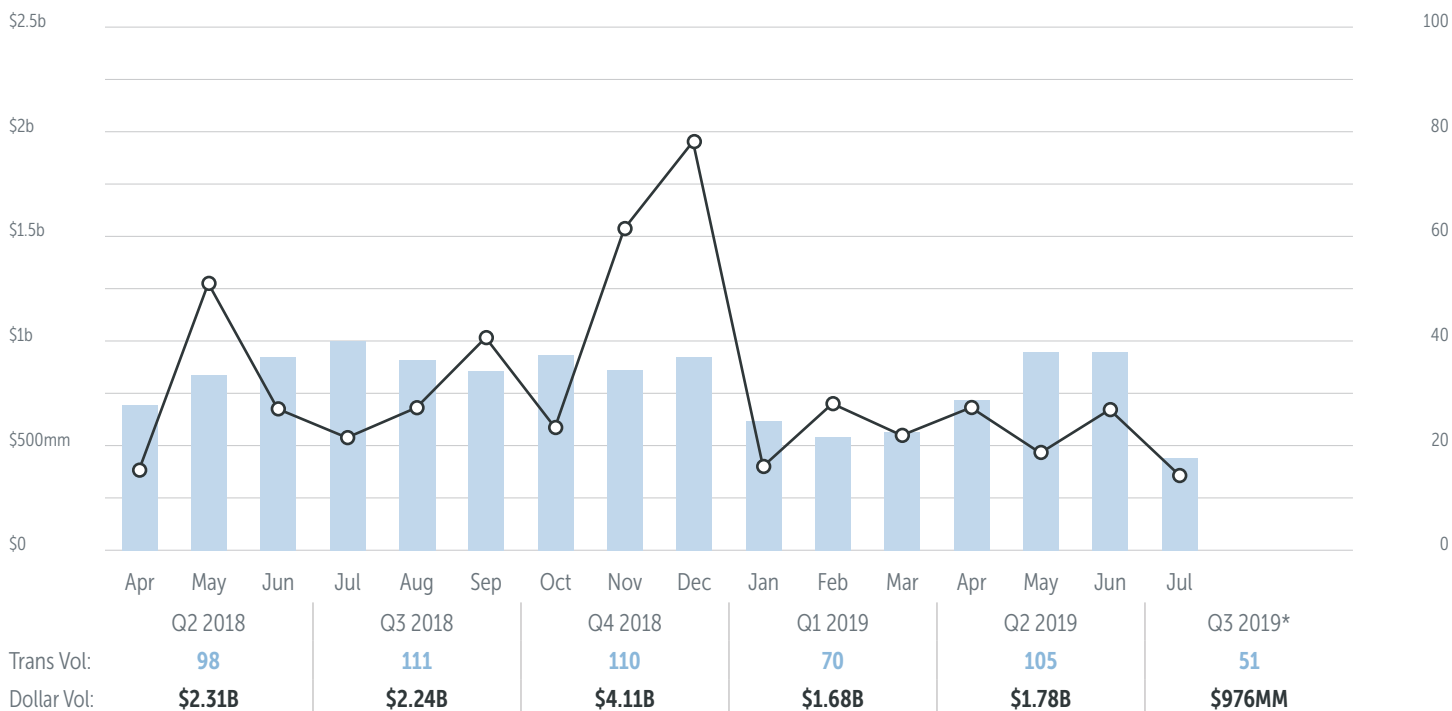
## THE TRAILING 6-MONTH MOVING AVERAGE

6 Months Ended	Dollar Vol.	Transaction Vol.
Jun	\$579,179,214	29
May	\$790,061,337	29
Apr	\$974,902,090	28
Mar	\$966,574,244	30
Feb	\$1,050,246,780	32
Jan	\$1,038,050,254	34
Dec	\$1,059,421,064	37
Nov	\$851,466,997	37
Oct	\$795,937,646	36
Sep	\$759,562,792	35
Aug	\$803,748,875	36
Jul	\$811,883,336	39

# Multifamily Month In Review | July 2019

## Multifamily Real Estate Timeline

Transaction Volume ● | Dollar Volume ○



\*Values projected for last month of latest quarter based on first two months of latest quarter

## PRICING INDICATORS - AVERAGES

### Feb 2019 - Jul 2019 Trailing Numbers

### Feb 2018 - Jul 2018 Trailing numbers

Location	\$ / Unit	\$ / SF	Cap Rate	GRM	\$ / Unit	\$ / SF	Cap Rate	GRM
Manhattan	\$803,071	\$990	3.90%	17.04	\$754,270	\$954	3.70%	18.39
N. Manhattan	\$300,722	\$350	4.60%	13.84	\$308,056	\$413	3.90%	15.94
Bronx	\$175,012	\$196	4.93%	11.73	\$193,124	\$219	4.95%	12.23
Brooklyn	\$380,066	\$421	4.71%	14.33	\$327,485	\$387	4.54%	15.68
Queens	\$261,859	\$317	5.03%	13.60	\$318,260	\$377	3.95%	17.58