

Q3 2014
by the numbers



+2.6%

StreetEasy Condo
Price Index (Quarter-
over-Quarter)



-0.3%

StreetEasy Condo
Price Forecast (Month-
over-Month)



-6.0%

Total Inventory
(Quarter-over-Quarter)



-26.0%

Number of Pending
Sales (Quarter-over-
Quarter)



70 days

Median Time on
Market



\$885,000

Median Sale Price



\$1,161

Median Price per
Square Foot

Inventory decline in Q3 led by significant drop-off in Manhattan co-op listings

The Manhattan real estate market settled into a stable growth mode in the third quarter of this year, with the median sale price rising less than one percentage point since last quarter and 4.1 percent from last year. However, the third quarter failed to add inventory to lift the market out of its persistent supply slump.

The number of homes listed for sale in Manhattan during the third quarter fell 6.0 percent from the second quarter in an anticipated drop-off in activity after the spring season. Available homes for sale remain in historically short supply, with inventory 1.2 percent below last year's level and 15.9 percent below Manhattan's 5-year quarterly average.

The continuing decline in inventory is led by a precipitous drop-off in the number of available co-op units, which declined 10.6 percent from last year. Conversely, the number of available condo and townhouse units increased 8.0 percent and 20.9 percent, respectively. For the first time in 4 years, there were more condo units available on the market throughout the quarter than co-op units.

Despite the supply shortage, buyers appear to be taking more time to consider purchasing. Homes spent

significantly more time on the market, rising to a median time of 70 days from just 49 days in the previous quarter. While 70 days is historically a low number, it is a significant adjustment from the frenzied pace experienced in the first two quarters of 2014.

The share of homes priced in the bottom two price tiers continues to shrink. Nearly 1 in 2 homes listed for sale during the third quarter was priced above \$1.29 million, led in part by the growing share of inventory made up of condo units which generally are more expensive than co-op units. Fewer than 1 in 4 homes listed for sale were priced in the bottom tier.

Price wariness among buyers seen in the third quarter will slow price growth and lengthen days on market in the coming months, condo price growth is predicted to ease modestly (-0.3 percent) in October according to the StreetEasy Condo Price Forecast.

StreetEasy is pleased to present the Quarterly Manhattan Real Estate Market Report, an in-depth analysis of New York City's largest and most comprehensive database of listings and sales. To see more analysis on Manhattan real estate trends from StreetEasy, visit our market report page at: <http://streeteasy.com/market/reports>

StreetEasy Condo Price Index

Condo inventory posts healthy increase in Q3, condo price appreciation moderates

Manhattan condo prices in the third quarter were 9.6 percent above year-ago levels while posting a 2.6 percent increase from the close of the second quarter, according to the StreetEasy Condo Price Index (SECPI). Manhattan buyers were helped this quarter by a healthy 8.0 percent increase in condo inventory from year-ago levels, which has helped slow condo price appreciation.

The Downtown condo market continues to outperform the rest of the borough with a year-over-year price growth of

10.7 percent. The September SECPI value in Downtown is 266, followed by Upper West Side (248), Midtown (240), and Upper East Side (233). The Midtown condo market experienced a price depreciation during the third quarter, posting a 2.3 percent decline between the close of the second and third quarters.

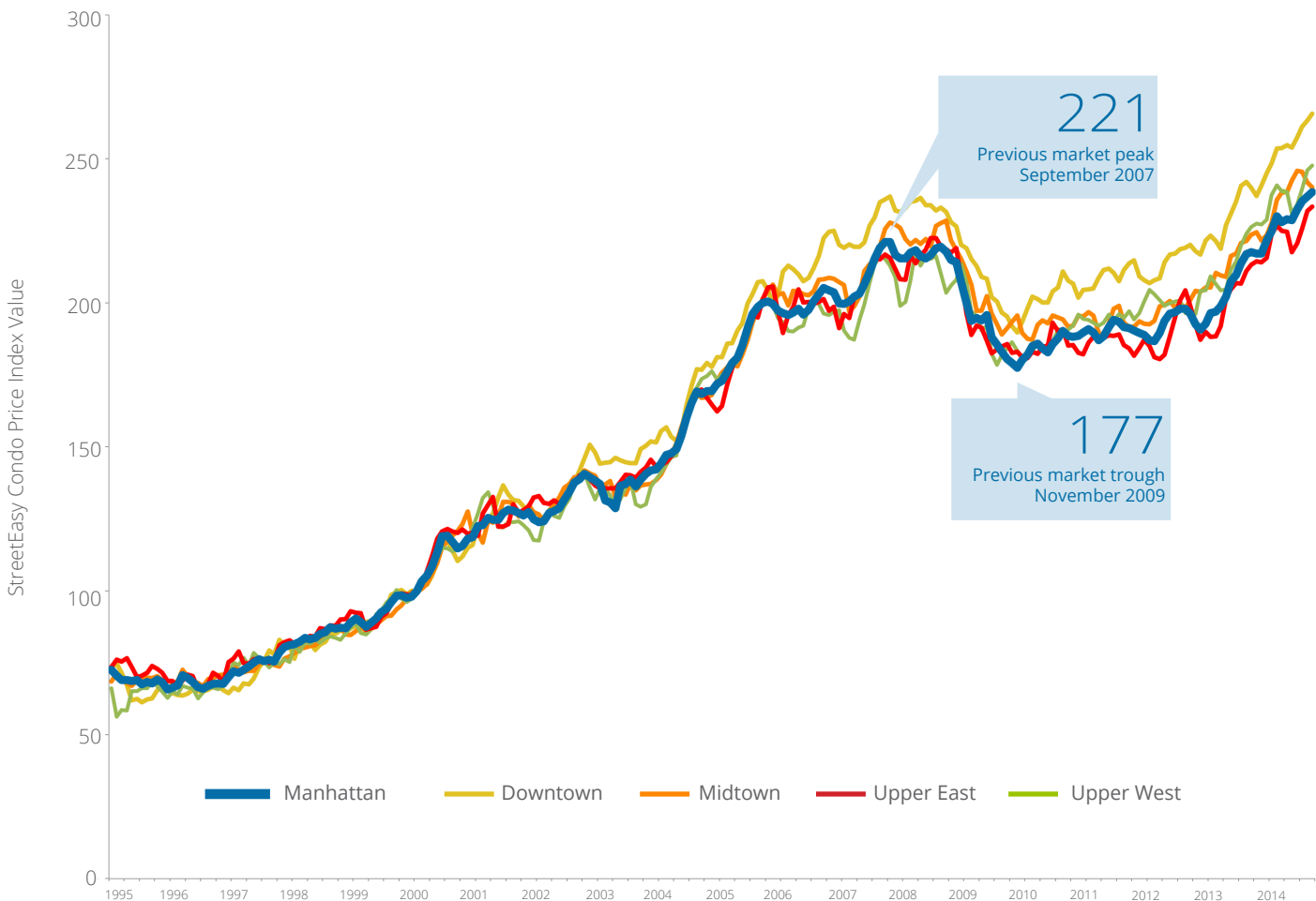
The positive momentum in inventory growth and increased time on market will lead a modest price depreciation in October, according to the StreetEasy Condo Price Forecast, which predicts a 0.3 percent reduction in condo prices.

+2.6% (238)

StreetEasy Condo Price Index
September 2014 (Quarter-over-Quarter)

-0.3% (238)

StreetEasy Condo Price Forecast
October 2014 (Month-over-Month)



Market Summary

Inventory¹	Q3 2014	Q2 2014 <small>(quarter-over-quarter)</small>	Q3 2013 <small>(year-over-year)</small>
Total Units Available	10,923	11,622 -6.0%	11,052 -1.2%
Bottom Tier	22.8%	23.9%	27.1%
Middle Tier	27.6%	29.6%	28.4%
Top Tier	49.6%	46.6%	44.5%
Median Asking Price	\$1,275,000	\$1,200,000 6.3%	\$1,071,250 19.0%
Median Asking Price per sq. ft.	\$1,373	\$1,330 3.2%	\$1,196 14.8%
Share of Listings w/ Price Increase	6.4%	6.7%	7.1%
Share of Listings w/ Price Cut	20.9%	21.9%	19.3%
Recorded Sales²			
Total Sales	3,955	3,801 4.1%	4,803 -17.7%
Median Sale Price	\$885,000	\$880,000 0.6%	\$850,000 4.1%
Pending Sales			
Total Pending Sales	2,647	3,579 -26.0%	2,975 -11.0%
Median Days on Market	70	49	70
Bottom Tier	62	51	68
Middle Tier	49	40	55
Top Tier	69	45	62

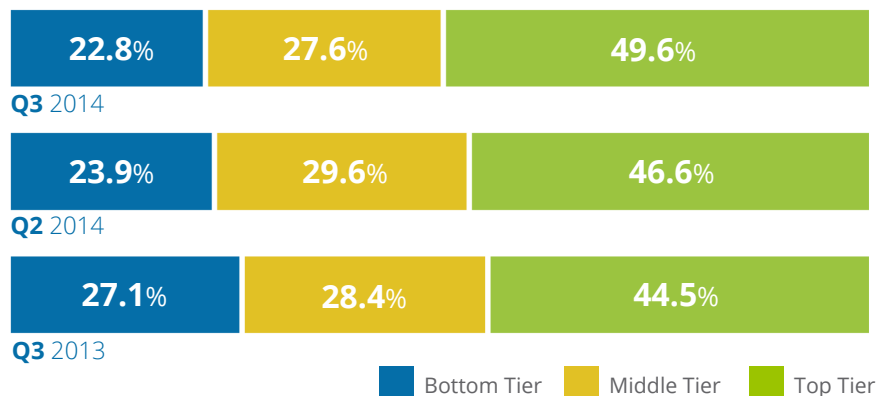
¹ Inventory, sales, and pending sales data includes condo, co-op, and townhouse listings.

² Sales data is based on sale transactions recorded by the New York City Department of Finance as of October 25, 2014. This may not represent all sale transactions for Q3 2014.

Fewer than 1 in 4 homes listed for sale in Q3 were priced below \$625,000.

The share of Manhattan inventory priced in the least expensive tier in the third quarter declined slightly from the second quarter to 22.8 percent. Homes in this price category were the slowest to sell across all segments (condos, co-ops, and townhomes) suggesting Manhattan buyers are searching for value rather than rushing for the least expensive options.

Total Inventory by Price Tier¹



¹ Quarterly inventory may not add up to 100% due to rounding. Price tier shares are based on total number of condo, co-op, and townhouse units available during each quarter. For Q3 2014, the bottom tier is comprised of units priced up to \$625,000; middle tier are units priced between \$625,000 and \$1.29 million; top tier is units priced above \$1.29 million.



How is inventory measured?

Quarterly inventory is the sum of all condo, co-op, and townhouse units that were available on StreetEasy at any point during the quarter. This method provides the most comprehensive picture of units that were available to buyers.

How is days on market measured?

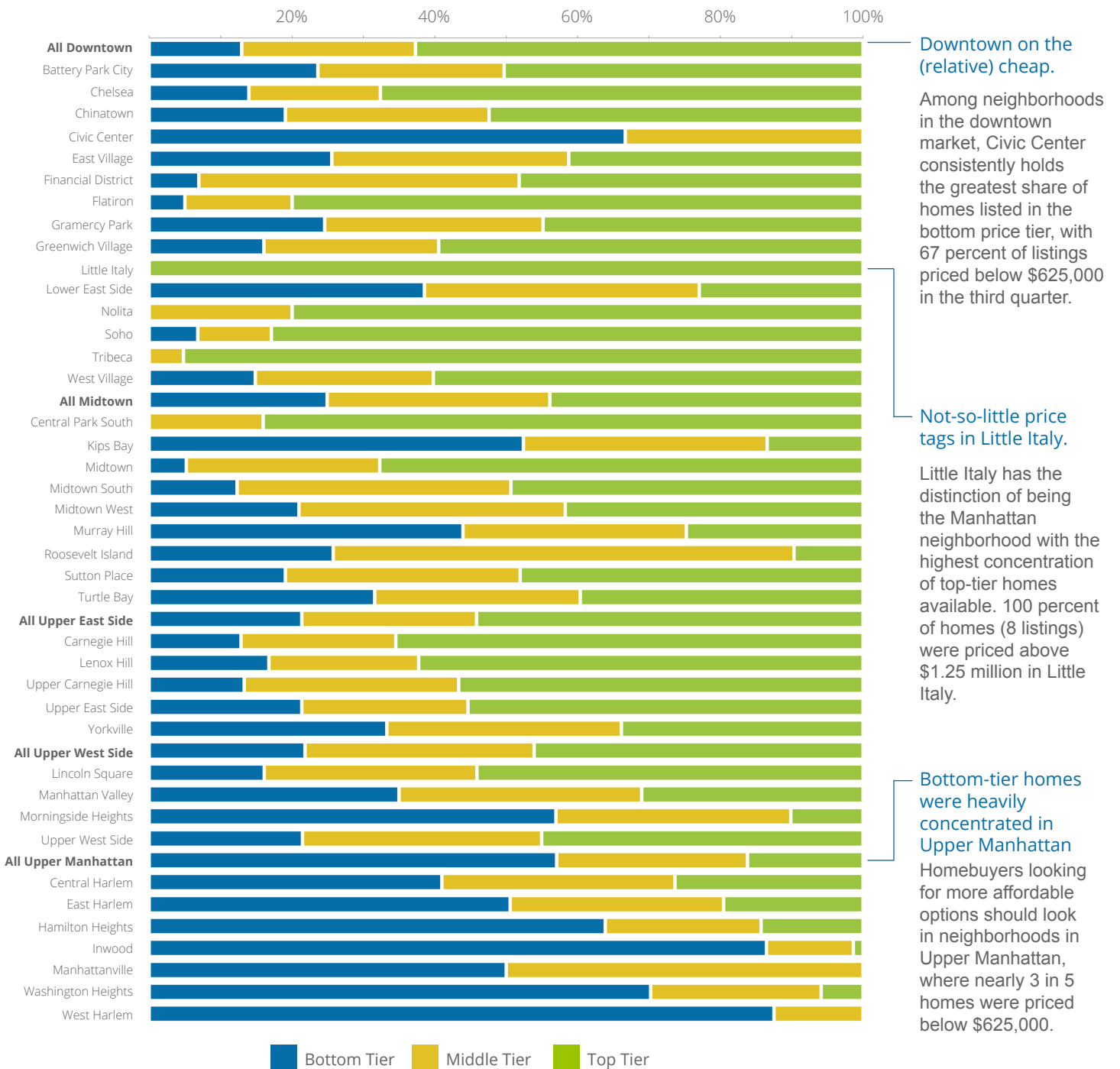
The number of days from the original listing on StreetEasy to when it enters contract. After a buyer enters contract on a unit, it is pulled from the market and is no longer available to other buyers - creating a logical end point to "days on market."



Inventory

Share of inventory priced in the bottom tier continues to shrink, highly-concentrated in Upper Manhattan neighborhoods.

Neighborhood Inventory by Price Tier



Downtown on the (relative) cheap.
Among neighborhoods in the downtown market, Civic Center consistently holds the greatest share of homes listed in the bottom price tier, with 67 percent of listings priced below \$625,000 in the third quarter.

Not-so-little price tags in Little Italy.
Little Italy has the distinction of being the Manhattan neighborhood with the highest concentration of top-tier homes available. 100 percent of homes (8 listings) were priced above \$1.25 million in Little Italy.

Bottom-tier homes were heavily concentrated in Upper Manhattan
Homebuyers looking for more affordable options should look in neighborhoods in Upper Manhattan, where nearly 3 in 5 homes were priced below \$625,000.

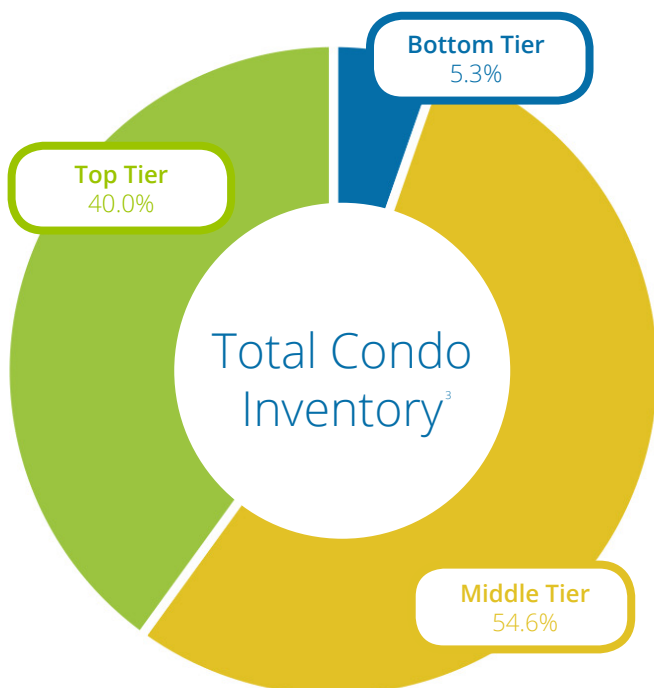
Condos

Inventory¹	Q3 2014	Q2 2014 <small>(quarter-over-quarter)</small>	Q3 2013 <small>(year-over-year)</small>
Total Condo Units Available	5,426	5,548 -2.2%	5,024 8.0%
Bottom Tier	5.3%	9.1%	9.7%
Middle Tier	54.6%	29.9%	29.9%
Top Tier	40.0%	61.0%	60.4%
Median Asking Price	\$1,695,000	\$1,699,999 -0.3%	\$1,589,500 6.6%
Median Asking Price per sq. ft.	\$1,581	\$1,537 2.9%	\$1,408 12.3%
Recorded Sales²			
Total Sales	1,642	1,597 2.8%	1,929 -14.9%
Median Sale Price	\$1,297,000	\$1,302,087 -0.4%	\$1,190,000 9.0%
Pending Sales			
Total Pending Sales	1,149	1,411 -18.6%	1,253 -8.3%
Median Days on Market	63	49	56

¹ Inventory, sales, and pending sales data includes only condo listings.

² Sales data is based on sale transactions recorded by the New York City Department of Finance as of October 25, 2014. This may not represent all condo sale transactions for Q3 2014.

Q3 Condo Market



Share of Manhattan condos priced in the top tier falls slightly.

A greater share of condo units listed for sale in the third quarter were priced in the middle price tier than previous quarters. More than half (54.6 percent) of all listed condos were priced between \$625,000 and \$1.29 million in Q3, compared to 29.9 percent of listed condos in the previous quarter.

63 days
median time on market

\$1.3 million
median sale price

³ Price tier shares are based on total number of condo units available during Q3 2014. Bottom tier is comprised of units priced up to \$625,000; middle tier are units priced between \$625,000 and \$1.29 million; top tier is units priced above \$1.29 million.

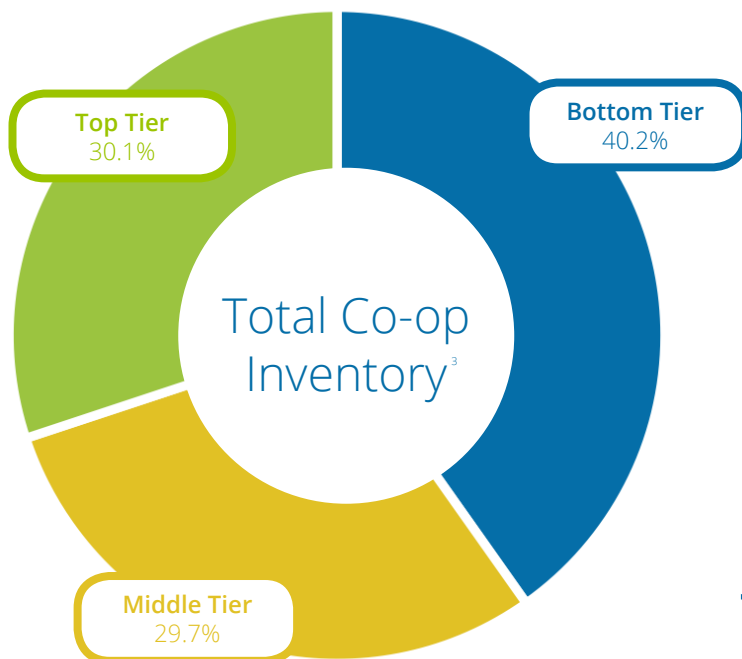
Co-ops

Inventory¹	Q3 2014	Q2 2014 <small>(quarter-over-quarter)</small>	Q3 2013 <small>(year-over-year)</small>
Total Co-op Units Available	5,074	5,646 -10.1%	5,678 -10.6%
Bottom Tier	40.2%	40.4%	30.8%
Middle Tier	29.7%	31.1%	50.5%
Top Tier	30.1%	28.5%	18.7%
Median Asking Price	\$735,000	\$725,000 1.4%	\$691,750 6.3%
Median Asking Price per sq. ft.	\$882	\$856 3.0%	\$821 7.4%
Recorded Sales²			
Total Sales	2,286	2,173 5.2%	2,842 -19.6%
Median Sale Price	\$685,000	\$675,000 1.5%	\$651,550 5.1%
Pending Sales			
Total Pending Sales	1,456	2,107 -30.9%	1,685 -13.6%
Median Days on Market	70	56	70

¹ Inventory, sales, and pending sales data includes only co-op listings.

² Sales data is based on sale transactions recorded by the New York City Department of Finance as of October 25, 2014. This may not represent all co-op sale transactions for Q3 2014.

Q3 Co-op Market



Co-op inventory posts dramatic drop in Q3, falls shorter than total condo inventory for first time in 4 years.

Roughly 2 in 5 co-op units listed for sale during the third quarter were priced in the bottom tier - less than \$625,000 - making it the least expensive segment in the Manhattan real estate market and the most balanced between the three price tiers.

70 days
median time on market

\$685 thousand
median sale price

³ Price tier shares are based on total number of co-op units available during Q3 2014. Bottom tier is comprised of units priced up to \$625,000; middle tier are units priced between \$625,000 and \$1.29 million; top tier is units priced above \$1.29 million.

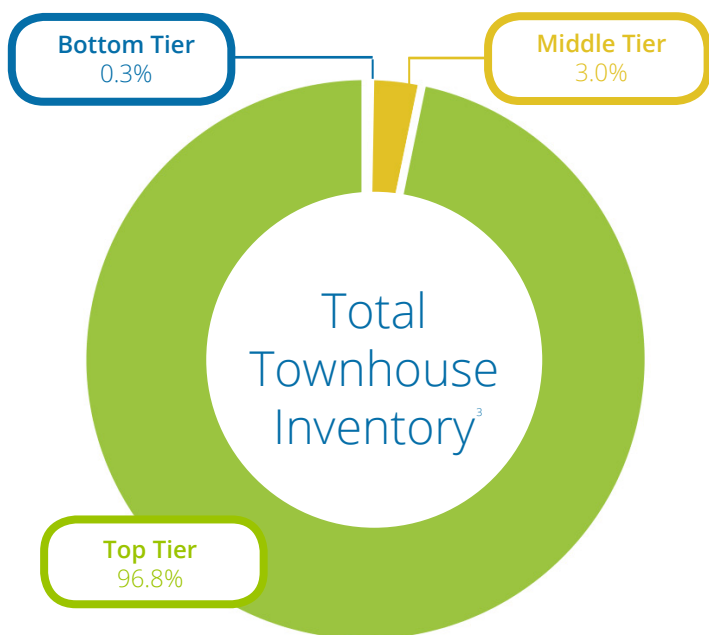
Townhouses

Inventory¹	Q3 2014	Q2 2014 <small>(quarter-over-quarter)</small>	Q3 2013 <small>(year-over-year)</small>
Total Townhouse Units Available	423	428 -1.2%	350 20.9%
Bottom Tier	0.3%	0.3%	0.9%
Middle Tier	3.0%	4.7%	4.9%
Top Tier	96.8%	95.1%	94.2%
Median Asking Price	\$7,395,000	\$7,995,000 -7.5%	\$7,075,000 4.5%
Median Asking Price per sq. ft.	\$1,586	\$1,539 3.1%	\$1,480 7.2%
Recorded Sales²			
Total Sales	27	31 -12.9%	32 -15.6%
Median Sale Price	\$7,530,000	\$2,300,000 227.4%	\$5,195,000 44.9%
Pending Sales			
Total Pending Sales	42	61 -31.1%	37 13.5%
Median Days on Market	126	56	119

¹ Inventory, sales, and pending sales data includes only townhouse listings.

² Sales data is based on sale transactions recorded by the New York City Department of Finance as of October 25, 2014. This may not represent all townhouse sale transactions for Q3 2014.

Q3 Townhouse Market



Nearly all (96.8 percent) of townhouses listed for sale were priced above \$1.29 million.

The number of available townhouses increased by 20.9 percent since last year, but they remain the smallest and most expensive segment of the Manhattan real estate market. The median sale price of these homes jumped to \$7.5 million in the third quarter, while time on market increased to 126 days from 56 days last quarter.

126 days
median time on market

\$7.5 million
median sale price

³ Price tier shares are based on total number of townhouse units available during Q3 2014. Bottom tier is comprised of units priced up to \$625,000; middle tier are units priced between \$625,000 and \$1.29 million; top tier is units priced above \$1.29 million.

Neighborhood Summary

	Recorded Sales Data				Listings Data						Pending Sales Data				
	Total Sales	Year-over-year change	Median Sale Price	Year-over-year change	Total Inventory	Year-over-year change	Median Listing Price	Year-over-year change	% Bottom Tier	% Middle Tier	% Top Tier	Pending Sales	Year-over-year change	Median Days on Market	Year-over-year change
All Downtown	1208	-19.1%	\$1,109,000	14.6%	3,356	-0.7%	\$1,750,000	18.4%	13.0%	24.3%	62.7%	836	-6.2%	56	-11.1%
Battery Park City	48	-36.8%	\$865,000	12.1%	164	-12.8%	\$1,285,000	7.4%	23.6%	26.1%	50.3%	41	-24.1%	77	37.5%
Chelsea	193	-23.7%	\$1,007,106	11.9%	451	-10.2%	\$2,000,000	33.8%	14.0%	18.4%	67.6%	125	-15.5%	56	14.3%
Chinatown	7	-41.7%	\$490,000	-36.3%	20	-33.3%	\$1,767,500	107.9%	19.0%	28.6%	52.4%	1	-88.9%	14	-88.9%
Civic Center	4	-63.6%	\$710,000	-13.4%	6	-66.7%	\$574,000	-3.0%	66.7%	33.3%	0.0%	4	33.3%	210	15.4%
East Village	110	6.8%	\$1,120,820	41.0%	211	-5.8%	\$995,000	17.1%	25.6%	33.2%	41.2%	70	-1.4%	42	-25.0%
Financial District	127	-22.1%	\$1,073,500	14.8%	547	-2.3%	\$1,257,500	3.7%	6.9%	44.9%	48.2%	85	-20.6%	77	-15.4%
Flatiron	106	-31.2%	\$1,644,500	27.2%	280	-13.0%	\$2,150,000	-4.4%	5.0%	15.0%	80.0%	64	-22.9%	49	0.0%
Gramercy Park	127	16.5%	\$905,000	33.1%	250	-3.1%	\$1,167,500	17.3%	24.6%	30.6%	44.8%	72	9.1%	42	-25.0%
Greenwich Village	156	-10.9%	\$999,495	6.3%	353	7.6%	\$1,675,000	68.0%	16.1%	24.5%	59.4%	95	-12.0%	63	0.0%
Little Italy	6	20.0%	\$738,900	-72.7%	8	-57.9%	\$4,725,000	45.4%	0.0%	0.0%	100.0%	3	-96.5%	161	283.3%
Lower East Side	78	-10.3%	\$625,000	10.2%	108	-18.2%	\$689,000	12.0%	38.5%	38.5%	22.9%	45	21.6%	56	14.3%
Nolita	7	-74.1%	\$3,100,000	106.0%	35	169.2%	\$2,850,000	35.7%	0.0%	20.0%	80.0%	5	66.7%	84	71.4%
Soho	52	0.0%	\$2,897,500	18.3%	281	46.4%	\$2,625,000	-1.8%	6.8%	10.4%	82.9%	40	8.1%	63	28.6%
Tribeca	83	-29.7%	\$2,675,000	5.0%	373	15.1%	\$4,095,000	22.2%	0.0%	4.8%	95.2%	110	29.4%	49	-22.2%
West Village	104	-30.2%	\$1,172,500	24.7%	269	0.4%	\$1,849,000	-6.3%	14.9%	24.9%	60.2%	76	0.0%	56	-20.0%
All Midtown	790	-20.7%	\$750,000	-4.5%	2417	-2.0%	\$1,100,000	22.9%	24.9%	31.2%	43.9%	563	-16.2%	77	0.0%
Central Park South	26	-27.8%	\$1,765,000	60.5%	94	4.4%	\$3,197,500	17.3%	0.0%	16.0%	84.0%	6	-62.5%	70	-37.5%
Kips Bay	75	-2.6%	\$536,000	-8.4%	164	-16.3%	\$589,500	-2.6%	52.4%	34.1%	13.4%	55	-9.8%	63	0.0%
Midtown	85	-22.0%	\$1,490,000	20.2%	383	18.9%	\$2,099,000	40.2%	5.2%	27.1%	67.7%	63	-16.0%	77	10.0%
Midtown South	37	-17.8%	\$805,000	-31.8%	154	-6.7%	\$1,289,500	13.6%	12.3%	38.3%	49.4%	24	-36.8%	70	25.0%
Midtown West	147	-12.5%	\$660,000	-20.0%	433	15.2%	\$1,100,000	18.0%	21.0%	37.3%	41.7%	102	0.0%	70	66.7%
Murray Hill	150	-27.5%	\$650,000	-1.1%	380	-14.4%	\$687,500	5.9%	43.9%	31.3%	24.7%	115	-14.2%	77	-8.3%
Roosevelt Island	9	200.0%	\$840,000	-43.1%	31	72.2%	\$779,000	-7.5%	25.8%	64.5%	9.7%	5	400.0%	56	-27.3%
Sutton Place	97	-20.5%	\$885,000	-8.3%	282	-6.3%	\$1,195,000	9.1%	19.1%	32.9%	48.1%	73	-11.0%	91	-13.3%
Turtle Bay	131	-25.6%	\$800,000	8.1%	388	-13.8%	\$909,277	10.6%	31.6%	28.8%	39.6%	98	-22.8%	70	-9.1%
All Upper East Side	845	-18.0%	\$1,050,000	14.2%	2330	-2.1%	\$1,432,000	18.4%	21.4%	24.5%	54.1%	515	-19.2%	77	0.0%
Carnegie Hill	103	-17.6%	\$1,550,000	-1.6%	248	-12.7%	\$1,995,000	30.9%	12.9%	21.7%	65.5%	48	-23.8%	98	16.7%
Lenox Hill	261	-7.4%	\$1,300,000	24.7%	792	6.6%	\$1,900,000	18.8%	16.8%	21.0%	62.2%	150	-15.7%	91	0.0%
Upper Carnegie Hill	15	-34.8%	\$1,795,000	21.7%	30	-34.8%	\$1,947,500	9.9%	13.3%	30.0%	56.7%	2	-88.9%	56	-57.9%
Upper East Side	225	-28.8%	\$1,110,000	11.1%	747	2.8%	\$1,400,000	3.7%	21.4%	23.3%	55.3%	176	-10.7%	84	9.1%
Yorkville	241	-14.8%	\$755,000	10.2%	511	-11.7%	\$825,000	18.0%	33.3%	32.9%	33.9%	139	-22.8%	63	0.0%
All Upper West Side	756	-13.4%	\$997,500	3.9%	1823	-2.6%	\$1,195,000	8.6%	21.8%	32.1%	46.1%	476	-12.5%	63	0.0%
Lincoln Square	243	-21.1%	\$1,185,000	7.7%	681	2.1%	\$1,449,000	5.4%	16.1%	29.8%	54.1%	180	-3.7%	70	0.0%
Manhattan Valley	40	-18.4%	\$699,500	19.6%	100	8.7%	\$822,500	2.7%	35.0%	34.0%	31.0%	29	0.0%	49	133.3%
Morningside Heights	45	-4.3%	\$525,000	7.1%	79	-4.8%	\$560,000	5.7%	57.0%	32.9%	10.1%	29	-21.6%	56	-33.3%
Upper West Side	428	-8.7%	\$1,050,000	5.3%	963	-6.4%	\$1,150,000	15.0%	21.5%	33.5%	45.0%	238	-18.2%	63	0.0%
All Upper Manhattan	347	-14.7%	\$433,992	7.8%	966	3.0%	\$549,000	-36.7%	57.1%	26.8%	16.2%	252	9.6%	70	-16.7%
Central Harlem	113	-28.5%	\$493,500	14.8%	392	-1.3%	\$749,000	24.8%	41.0%	32.7%	26.3%	75	-22.7%	56	-33.3%
East Harlem	13	-82.2%	\$617,500	22.3%	87	-2.2%	\$615,000	4.2%	50.6%	29.9%	19.5%	14	-22.2%	77	-26.7%
Hamilton Heights	42	23.5%	\$417,500	53.7%	133	29.1%	\$499,000	33.1%	63.9%	21.8%	14.3%	35	84.2%	91	85.7%
Inwood	31	10.7%	\$319,000	6.7%	74	-23.7%	\$322,000	-0.9%	86.5%	12.2%	1.4%	31	10.7%	70	-33.3%
Manhattanville	0	-	-	-	2	100.0%	\$637,000	10.8%	50.0%	50.0%	0.0%	1	-	42	-
Washington Heights	147	34.9%	\$423,852	26.5%	270	10.7%	\$498,000	34.8%	70.2%	23.9%	5.9%	94	40.3%	70	-16.7%
West Harlem	1	-80.0%	\$160,000	6.7%	8	14.3%	\$222,000	-7.1%	87.5%	12.5%	0.0%	2	100.0%	91	-31.6%

Glossary

StreetEasy Condo Price Index

The StreetEasy Condo Price Index (SECPPI) measures how prices are moving in the Manhattan condo real estate market. It is based on a repeat-sales method, which compares the sale prices of the same properties over time. Given this methodology, the index is a much more reliable measure of sale prices as it controls for the variety of condos sold in a given month. The SECPPI is indexed to January 2000 with a value of 100.

StreetEasy Condo Price Forecast

The StreetEasy Condo Price Forecast (SECPF) predicts the change in Manhattan condo sale prices one month out from the current reported period. Incorporating the StreetEasy Condo Price Index, StreetEasy's comprehensive database of listing prices and days on market - two leading indicators to future condo prices - we are able to accurately forecast what next month's condo prices will be before the release of publicly recorded sales data.

Price Tiers

Home listings are placed into one of three price tiers - bottom, middle, and top - using price cut-offs derived from a 12-month weighted moving average of recorded sale prices at the 33rd and 66th percentiles. Price tier cut-offs change each month in order to capture evolving trends in homes that are being sold. The top tier corresponds with the most expensive listings.

Inventory

Quarterly inventory is the sum of all units that were available on StreetEasy at any point during the quarter. For example, if a unit was originally listed in February (Q1) and sold in May (Q2), it would be included in the inventory number for both quarters. This approach allows us to analyze what was available to buyers in a given quarter - instead of at a specific moment or cut-off.

Days on Market

The number of days from the original listing on StreetEasy to when it enters contract. After a buyer enters contract on a unit, it is pulled from the market and is no longer available to other buyers - creating a logical end point to "days on market." Measuring days on market by the number of days from the original listing to the recorded closing date may be skewed by lengthy closing periods during which the unit is not technically on the market.

Pending Sales

The number of units that entered contract during the quarter.

Median Sale Price

The exact middle sale price among all recorded sale prices of units that closed during the quarter. In general, median values are more accurate than average values which may be skewed by price outliers (a few sales that are extremely expensive or extremely inexpensive). In order to consider only arms-length transactions, we do not include sale prices lower than \$10,000 in this calculation.

Median Asking Price

The exact middle asking price among all asking prices of listed units during the quarter.

About StreetEasy

Launched in 2006 and acquired by Zillow, Inc. in August 2013, StreetEasy is New York City's leading real estate resource, providing accurate and comprehensive for-sale and for-rent listings from hundreds of real estate brokerages in New York City. The site adds layers of deep, proprietary data and useful search tools that help consumers and real estate professionals navigate the complex real estate markets within the five boroughs of New York City, Northern New Jersey, and the Hamptons.