

# CPL LAW RESIDENTIAL MARKET REPORT

OCTOBER 10TH - NOVEMBER 9TH

## Manhattan

Average Sales Price

**\$1,508,665**

Prior Reports: \$1,400,000 | \$1,400,000

Contracts over \$2,000,000

**13.6%**

Prior Reports: 10% | 15%

Negotiability

(last listing price vs. final accepted offer)

**5.42%**

Prior Reports: 4.4% | 5%

Negotiability

(original price vs. final accepted offer)

**9.14%**

Last Report: 7.4%

## Brooklyn

Average Sales Price

**\$1,340,208**

Prior Reports: \$1,180,000 | \$1,100,000

Contracts over \$2,000,000

**12.5%**

Prior Reports: 7.6% | 5%

Negotiability

(last listing price vs. final accepted offer)

**1.54%**

Prior Reports: 2.3% | 7.2%

Negotiability

(original price vs. final accepted offer)

**3.9%**

Last Report: 4.9%

Information sourced by

**UrbanDigs**

CHAVES  
PERLOWITZ  
LUFTIG  
LLP

# RESIDENTIAL MARKET REPORT

October 10<sup>th</sup> – November 9<sup>th</sup>

CHAVES  
PERLOWITZ  
LUFTIG  
LLP

## Manhattan

NIEGHBORHOOD	DEAL TYPE	CASH OR FINANCING	ORIGINAL PRICE	LAST LISTING PRICE	PURCHASE PRICE	Discount % Original & Purchase	Discount % Listing & Purchase
Battery Park	Condo	Contingent	\$475,000.00	\$475,000	\$445,000	6.3%	6.3%
Battery Park	Condo	Non-Contingent	\$790,000.00	\$749,000	\$745,000	5.7%	0.5%
Bowery	Co Op	All Cash	\$1,595,000.00	\$1,595,000	\$1,500,000	6.0%	6.0%
Chelsea	Co Op	Contingent	\$1,695,000	\$1,595,000.00	\$1,550,000	8.6%	2.8%
Chelsea	Co Op	Contingent	\$1,999,999.00	\$1,999,999	\$1,750,000	12.5%	12.5%
East Village	Co Op	Contingent	\$875,000.00	\$840,000.00	\$800,000.00	8.6%	4.8%
East Village	Condo	Contingent	\$1,525,000.00	\$1,425,000	\$1,400,000	8.2%	1.8%
East Village	Condo	Contingent	\$2,295,000.00	\$2,295,000	\$2,150,000	6.3%	6.3%
Financial District	Co Op	All Cash	\$999,000.00	\$999,000	\$950,000	4.9%	4.9%
Financial District	New Dev	Contingent	\$1,325,000.00	\$1,325,000	\$1,325,000	0.0%	0.0%
Financial District	Condo	Contingent	\$875,000.00	\$799,000	\$762,500	12.9%	4.6%
Flat Iron	Condo	Contingent	\$2,099,000	\$2,099,000.00	\$1,965,000	6.4%	6.4%
Flat Iron	Co Op	Contingent	\$1,045,000	\$999,000.00	\$935,000	10.5%	6.4%
Flat Iron	Co Op	Contingent	\$1,850,000.00	\$1,850,000	\$1,873,125	-1.3%	-1.3%
Flat Iron	Co Op	Contingent	\$1,395,000.00	\$1,395,000	\$1,325,000	5.0%	5.0%

# RESIDENTIAL MARKET REPORT

October 10<sup>th</sup> – November 9<sup>th</sup>

CHAVES  
PERLOWITZ  
LUFTIG  
LLP

## Manhattan

NIEGHBORHOOD	DEAL TYPE	CASH OR FINANCING	ORIGINAL PRICE	LAST LISTING PRICE	PURCHASE PRICE	Discount % Original & Purchase	Discount % Listing & Purchase
Gramercy	Co Op	Contingent	\$475,000	\$450,000.00	\$425,000	10.5%	5.6%
Greenwich Village	Co Op	Contingent	\$675,000	\$675,000.00	\$615,000	8.9%	8.9%
Greenwich Village	Co Op	All Cash	\$2,495,000.00	\$2,495,000	\$2,362,500	5.3%	5.3%
Harlem	Condo	All Cash	\$1,275,000.00	\$1,099,000	\$1,017,250	20.2%	7.4%
Harlem	Condo	All Cash	\$999,000	\$975,000.00	\$955,000	4.4%	2.1%
Harlem	House	Contingent	\$2,500,000.00	\$1,950,000.00	\$1,900,000.00	24.0%	2.6%
Hells Kitchen	Condo	Contingent	\$1,965,000.00	\$1,850,000	\$1,750,000	10.9%	5.4%
Midtown East	Co Op	All Cash	\$550,000.00	\$500,000	\$485,000	11.8%	3.0%
Midtown East	Condo	Non-Contingent	\$1,200,000.00	\$995,000	\$950,000	20.8%	4.5%
Midtown East	Co Op	Contingent	\$1,395,000.00	\$1,395,000	\$1,225,000	12.2%	12.2%
Midtown East	Co Op	Contingent	\$345,000.00	\$345,000	\$330,000	4.3%	4.3%
Murray Hill	Co Op	Contingent	\$439,000	\$419,000.00	\$419,000	4.6%	0.0%
Murray Hill	Co Op	Non-Contingent	\$1,300,000.00	\$1,149,000	\$1,100,000	15.4%	4.3%
Rose Hill	Condo	Contingent	\$1,100,000.00	\$1,100,000	\$915,000	16.8%	16.8%
SoHo	New Dev	Contingent	1,750,000	1,600,000.00	1,530,000.00	12.6%	4.4%

# RESIDENTIAL MARKET REPORT

October 10<sup>th</sup> – November 9<sup>th</sup>

CHAVES  
PERLOWITZ  
LUFTIG  
LLP

## Manhattan

NIEGHBORHOOD	DEAL TYPE	CASH OR FINANCING	ORIGINAL PRICE	LAST LISTING PRICE	PURCHASE PRICE	Discount % Original & Purchase	Discount % Listing & Purchase
SoHo	Condo	Contingent	\$1,495,000	\$1,495,000.00	\$1,375,000	8.0%	8.0%
SoHo	Condo	Contingent	\$1,210,000	\$1,210,000.00	\$1,210,000	0.0%	0.0%
SoHo	Condo	Contingent	\$5,995,000.00	\$5,995,000	\$5,500,000	8.3%	8.3%
SoHo	Co Op	Non-Contingent	\$3,500,000.00	\$3,500,000	\$3,300,000	5.7%	5.7%
SoHo	Condo	Non-Contingent	\$3,995,000.00	\$3,995,000	\$3,750,000	6.1%	6.1%
TriBeca	Condo	All Cash	\$3,595,000.00	\$3,595,000	\$3,595,000	0.0%	0.0%
TriBeca	Condo	All Cash	\$2,695,000.00	\$2,695,000	\$2,600,000	3.5%	3.5%
Upper East Side	New Dev	Contingent	\$12,900,000	\$12,900,000.00	\$10,450,000	19.0%	19.0%
Upper East Side	Co Op	Contingent	\$1,200,000.00	\$1,085,000	\$977,500	18.5%	9.9%
Upper East Side	Condo	All Cash	\$345,000	\$345,000.00	\$325,000	5.8%	5.8%
Upper East Side	Condo	Contingent	\$1,095,000.00	\$1,050,000	\$965,000	11.9%	8.1%
Upper East Side	Co Op	Contingent	\$695,000.00	\$629,000	\$605,000	12.9%	3.8%
Upper West Side	Co Op	Non-Contingent	\$895,000	\$895,000.00	\$810,000	9.5%	9.5%
Upper West Side	Co Op	Contingent	\$2,195,000	\$1,745,000.00	\$1,640,000	25.3%	6.0%
Upper West Side	Co Op	Contingent	\$335,000	\$315,000.00	\$300,000	10.4%	4.8%

# RESIDENTIAL MARKET REPORT

October 10<sup>th</sup> – November 9<sup>th</sup>

CHAVES  
PERLOWITZ  
LUFTIG  
LLP

## Manhattan

NIEGHBORHOOD	DEAL TYPE	CASH OR FINANCING	ORIGINAL PRICE	LAST LISTING PRICE	PURCHASE PRICE	Discount % Original & Purchase	Discount % Listing & Purchase
Upper West Side	Condo	Contingent	\$1,695,000	\$1,695,000.00	\$1,625,000	4.1%	4.1%
Upper West Side	Co Op	All Cash	\$325,000	\$325,000.00	\$307,500	5.4%	5.4%
Upper West Side	Co Op	Contingent	\$480,000.00	\$480,000	\$502,000	-4.6%	-4.6%
Upper West Side	Condo	Contingent	\$849,000.00	\$849,000	\$762,500	10.2%	10.2%
Upper West Side	Co Op	Contingent	\$1,400,000.00	\$1,400,000	\$1,350,000	3.6%	3.6%
Upper West Side	Co Op	Contingent	\$675,000.00	\$625,000	\$598,000	11.4%	4.3%
Upper West Side	Condo	Contingent	\$1,295,000.00	\$1,195,000	\$1,085,000	16.2%	9.2%
Upper West Side	Co Op	Contingent	\$2,100,000.00	\$1,995,000	\$1,925,000	8.3%	3.5%
Upper West Side	Co Op	Contingent	\$1,495,000.00	\$1,395,000	\$1,325,000	11.4%	5.0%
Upper West Side	Co Op	Non-Contingent	\$950,000.00	\$900,000	\$880,000	7.4%	2.2%
Upper West Side	Co Op	Contingent	\$2,095,000.00	\$1,995,000	\$1,900,000	9.3%	4.8%
Upper West Side	Condo	All Cash	\$1,995,000	\$1,995,000.00	\$1,930,000	3.3%	3.3%
Upper West Side	Condo	Contingent	\$2,650,000.00	\$1,999,000	\$1,820,000	31.3%	9.0%
Washington Square Park	Co Op	Contingent	\$1,500,000.00	\$1,500,000	\$1,430,000	4.7%	4.7%
West Village	Co Op	Contingent	\$2,895,000	\$2,625,000.00	\$2,375,000	18.0%	9.5%

# RESIDENTIAL MARKET REPORT

October 10<sup>th</sup> – November 9<sup>th</sup>

CHAVES  
PERLOWITZ  
LUFTIG  
LLP

## Manhattan

NIEGHBORHOOD	DEAL TYPE	CASH OR FINANCING	ORIGINAL PRICE	LAST LISTING PRICE	PURCHASE PRICE	Discount % Original & Purchase	Discount % Listing & Purchase
West Village	Co Op	Non-Contingent	\$750,000.00	\$750,000	\$705,000	6.0%	6.0%
West Village	Co Op	All Cash	\$1,249,000.00	\$1,248,999	\$1,225,000	1.9%	1.9%
West Village	Co Op	All Cash	\$1,295,000.00	\$1,295,000	\$1,125,000	13.1%	13.1%
West Village	Co Op	Contingent	\$795,000.00	\$795,000	\$810,000	-1.9%	-1.9%
West Village	Co Op	Contingent	\$1,850,000.00	\$1,799,500	\$1,675,000	9.5%	6.9%
West Village	Co Op	Contingent	\$1,450,000.00	\$1,450,000	\$1,360,000	6.2%	6.2%

# RESIDENTIAL MARKET REPORT

October 10<sup>th</sup> – November 9<sup>th</sup>

CHAVES  
PERLOWITZ  
LUFTIG  
LLP

## Brooklyn

NIEGHBORHOOD	DEAL TYPE	CASH OR FINANCING	ORIGINAL PRICE	LAST LISTING PRICE	PURCHASE PRICE	Discount % Original & Purchase	Discount % Listing & Purchase
Bedford-Stuyvesant	Condo	Contingent	\$799,000.00	\$799,000	\$800,000	-0.1%	-0.1%
Bushwick	Condo	Contingent	\$645,000	\$615,000.00	\$635,000	1.6%	-3.3%
Clinton Hil	Co Op	Contingent	\$790,000.00	\$790,000	\$770,000	2.5%	2.5%
Clinton Hil	Co Op	Contingent	\$1,500,000.00	\$1,455,000	\$1,400,000	6.7%	3.8%
Cobble Hill	Condo	Contingent	\$1,500,000	\$1,500,000.00	\$1,485,000	1.0%	1.0%
Cobble Hill	Condo	Contingent	\$1,795,000.00	\$1,795,000	\$1,730,000	3.6%	3.6%
Cobble Hill	New Dev	Contingent	\$850,000.00	\$850,000	\$850,000	0.0%	0.0%
Dyker Heights	House	Contingent	\$949,000	\$899,000.00	\$880,000	7.3%	2.1%
East Williamsburg	Condo	Contingent	\$1,500,000.00	\$1,500,000	\$1,530,000	-2.0%	-2.0%
Park Slope	Co Op	Contingent	\$589,000.00	\$589,000	\$550,000	6.6%	6.6%
Park Slope	House	Contingent	\$2,550,000.00	\$2,550,000	\$2,550,000	0.0%	0.0%
Park Slope	House	All Cash	\$2,550,000.00	\$2,550,000	\$2,500,000	2.0%	2.0%
Park Slope	Co Op	Contingent	\$989,000.00	\$929,000	\$929,000	6.1%	0.0%
Prospect Heights	House	Contingent	\$3,995,000.00	\$3,995,000	\$4,300,000	-7.6%	-7.6%
Prospect Heights	Co Op	Contingent	\$799,000	\$780,000.00	\$750,000	6.1%	3.8%

# RESIDENTIAL MARKET REPORT

October 10<sup>th</sup> – November 9<sup>th</sup>

CHAVES  
PERLOWITZ  
LUFTIG  
LLP

## Brooklyn

NIEGHBORHOOD	DEAL TYPE	CASH OR FINANCING	ORIGINAL PRICE	LAST LISTING PRICE	PURCHASE PRICE	Discount % Original & Purchase	Discount % Listing & Purchase
Prospect Heights	Condo	Contingent	\$879,000.00	\$799,000	\$745,000	15.2%	6.8%
Prospect Heights	Condo	Contingent	\$1,450,000.00	\$1,299,000	\$1,299,000	10.4%	0.0%
Prospect Heights	Co Op	Contingent	\$1,250,000.00	1,250,000.00	1,225,000.00	2.0%	2.0%
Prospect Park	House	Contingent	\$1,695,000	\$1,695,000.00	\$1,695,000	0.0%	0.0%
Prospect Park	Condo	Contingent	\$585,000.00	\$585,000	\$570,000	2.6%	2.6%
Vinegar Hill	New Dev	Contingent	\$1,355,000.00	\$1,355,000	\$1,377,000	-1.6%	-1.6%
Williamsburg	Co Op	Contingent	\$1,699,000.00	\$1,500,000	\$1,425,000	16.1%	5.0%
Williamsburg	Condo	Contingent	\$590,000	\$590,000.00	\$590,000	0.0%	0.0%
Williamsburg	Condo	Contingent	\$1,850,000	\$1,750,000.00	\$1,580,000	14.6%	9.7%