

# NYC RESIDENTIAL MARKET REPORT

## JANUARY

### Manhattan

Average Sales Price

**\$1,543,623**

Prior Reports: \$1,508,665 | \$1,590,304

Contracts over \$2,000,000

**20%**

Prior Reports: 13.6% | 20.3%

Negotiability

(last listing price vs. final accepted offer)

**4.7%**

Prior Reports: 5.42% | 4.30%

Negotiability

(original price vs. final accepted offer)

**7.6%**

Prior Report: 9.10%

### Brooklyn

Average Sales Price

**\$1,123,531**

Prior Reports: \$1,340,208 | \$1,293,356

Contracts over \$2,000,000

**6.2%**

Prior Reports: 12.5% | 11.3%

Negotiability

(last listing price vs. final accepted offer)

**1.9%**

Prior Reports: 1.54% | 2.9%

Negotiability

(original price vs. final accepted offer)

**4.1%**

Prior Report: 5.1%

Information sourced by

**UrbanDigs**

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January 2021

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## Manhattan

NIEGHBORHOOD	DEAL TYPE	CASH OR FINANCING	ORIGINAL PRICE	LAST LISTING PRICE	PURCHASE PRICE	Discount % Original & Purchase	Discount % Listing & Purchase
Alphabet City	Co Op Purchase	Contingent	\$495,000.00	\$495,000.00	\$465,000.00	6.1%	6.1%
Chelsea	New Dev/Sponsor Purchase	Non-Contingent	\$4,495,000.00	\$4,495,000.00	\$3,725,000.00	17.1%	17.1%
Chelsea	Condo Purchase	All Cash	\$2,300,000.00	\$2,300,000.00	\$2,137,500.00	7.1%	7.1%
Chelsea	Co Op Purchase	Contingent	\$1,400,000.00	\$1,295,000.00	\$1,115,000.00	20.4%	13.9%
Chelsea	Condo Sale	All Cash	\$1,350,000.00	\$1,250,000.00	\$1,150,000.00	14.8%	8.0%
Chelsea	Co Op Sale	Contingent	\$1,450,000.00	\$1,450,000.00	\$1,360,000.00	6.2%	6.2%
Chelsea	Co Op Purchase	Contingent	\$650,000.00	\$650,000.00	\$658,000.00	-1.2%	-1.2%
East Village	Co Op Sale	All Cash	\$2,495,000.00	\$2,495,000.00	\$2,300,000.00	7.8%	7.8%
East Village	Co Op Purchase	Contingent	\$535,000.00	\$515,000.00	\$495,000.00	7.5%	3.9%
East Village	Condo Sale	Contingent	\$2,275,000.00	\$2,275,000.00	\$2,192,500.00	3.6%	3.6%
Financial District	Co Op Sale	All Cash	\$1,000,000.00	\$900,000.00	\$805,000.00	19.5%	10.6%
Financial District	Co Op Sale	All Cash	\$1,100,000.00	\$1,000,000.00	\$950,000.00	13.6%	5.0%
Financial District	Condo Sale	All Cash	\$1,075,000.00	\$999,999.00	\$965,000.00	10.2%	3.5%
Flat Iron	Co Op Purchase	All Cash	\$4,500,000.00	\$4,500,000.00	\$3,957,000.00	12.1%	12.1%
Flat Iron	Condo Sale	Contingent	\$4,295,999.00	\$3,995,000.00	\$3,785,000.00	11.9%	5.3%

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Flat Iron	Co Op Purchase	Contingent	\$699,000.00	\$669,000.00	\$657,000.00	6.0%	1.8%
Flat Iron	Co Op Sale	Contingent	\$850,000.00	\$850,000.00	\$835,000.00	1.8%	1.8%
Flat Iron	Co Op Purchase	Contingent	\$925,000.00	\$925,000.00	\$910,000.00	1.6%	1.6%
Greenwich Village	Co Op Purchase	All Cash	\$1,350,000.00	\$1,350,000.00	\$1,220,000.00	9.6%	9.6%
Greenwich Village	Co Op Sale	Contingent	\$625,000.00	\$625,000.00	\$610,000.00	2.4%	2.4%
Greenwich Village	Co Op Sale	All Cash	\$560,000.00	\$560,000.00	\$625,000.00	-11.6%	-11.6%
Greenwich Village	Co Op Purchase	Contingent	\$1,195,000.00	\$1,195,000.00	\$1,150,000.00	3.8%	3.8%
Hamilton Heights	Condo Purchase	Non-Contingent	\$995,000.00	\$995,000.00	\$965,000.00	3.0%	3.0%
Harlem	Condo Sale	Contingent	\$1,795,000.00	\$1,795,000.00	\$1,550,000.00	13.6%	13.6%
Harlem	Co Op Sale	Contingent	\$415,000.00	\$389,000.00	\$370,000.00	10.8%	4.9%
Harlem	Condo Purchase	Contingent	\$990,000.00	\$990,000.00	\$960,000.00	3.0%	3.0%
Harlem	Co Op Purchase	Non-Contingent	\$725,000.00	\$699,999.00	\$680,000.00	6.2%	2.9%
Inwood	Condo Purchase	All Cash	\$442,500.00	\$415,000.00	\$510,000.00	-15.3%	-22.9%
Kips Bay	Co Op Sale	Contingent	\$390,000.00	\$390,000.00	\$360,000.00	7.7%	7.7%
Kips Bay	Condo Purchase	All Cash	\$2,250,000.00	\$2,000,000.00	\$1,875,000.00	16.7%	6.3%

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Kips Bay	Co Op Purchase	Contingent	\$600,000.00	\$600,000.00	\$587,000.00	2.2%	2.2%
Lower East Side	Condo Purchase	Contingent	\$1,450,000.00	\$1,350,000.00	\$1,275,000.00	12.1%	5.6%
Lower East Side	Co Op Purchase	Non-Contingent	\$595,000.00	\$595,000.00	\$585,000.00	1.7%	1.7%
Midtown East	Co Op Sale	Contingent	\$515,000.00	\$475,000.00	\$450,000.00	12.6%	5.3%
Midtown East	Co Op Sale	Contingent	\$462,000.00	\$462,000.00	\$455,000.00	1.5%	1.5%
Midtown West	Co Op Purchase	Contingent	\$600,000.00	\$600,000.00	\$580,000.00	3.3%	3.3%
Midtown West	Co Op Sale	Contingent	\$425,000.00	\$325,000.00	\$320,000.00	24.7%	1.5%
Murray Hill	Co Op Purchase	Contingent	\$295,000.00	\$295,000.00	\$278,000.00	5.8%	5.8%
Murray Hill	Co Op Purchase	Contingent	\$849,000.00	\$795,000.00	\$752,500.00	11.4%	5.3%
Nolita	Co Op Purchase	All Cash	\$699,000.00	\$659,000.00	\$585,000.00	16.3%	11.2%
Nolita	Co Op Purchase	Contingent	\$1,695,000.00	\$1,695,000.00	\$1,550,000.00	8.6%	8.6%
Nolita	Co Op Purchase	All Cash	\$590,000.00	\$590,000.00	\$607,000.00	-2.9%	-2.9%
SoHo	Co Op Sale	All Cash	\$2,650,000.00	\$2,650,000.00	\$2,650,000.00	0.0%	0.0%
SoHo	House Purchase	All Cash	\$12,750,000.00	\$12,495,000.00	\$11,800,000.00	7.5%	5.6%
Sutton Place	Co Op Purchase	Contingent	\$599,000.00	\$550,000.00	\$525,000.00	12.4%	4.5%

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TriBeca	Condo Purchase	All Cash	\$5,195,000.00	\$5,195,000.00	\$4,850,000.00	6.6%	6.6%
Union Square	Condo Purchase	Non-Contingent	\$2,850,000.00	\$2,850,000.00	\$2,500,000.00	12.3%	12.3%
Upper East Side	Condo Purchase	Contingent	\$1,695,000.00	\$2,075,000.00	\$1,695,000.00	0.0%	18.3%
Upper East Side	New Dev/Sponsor Purchase	All Cash	\$3,450,000.00	\$3,450,000.00	\$2,950,000.00	14.5%	14.5%
Upper East Side	Co Op Purchase	Contingent	\$649,000.00	\$599,000.00	\$515,000.00	20.6%	14.0%
Upper East Side	Co Op Purchase	Contingent	\$1,495,000.00	\$1,495,000.00	\$1,300,000.00	13.0%	13.0%
Upper East Side	Co Op Purchase	Contingent	\$369,000.00	\$369,000.00	\$335,000.00	9.2%	9.2%
Upper East Side	Co Op Purchase	Contingent	\$1,325,000.00	\$1,325,000.00	\$1,230,000.00	7.2%	7.2%
Upper East Side	Co Op Sale	Non-Contingent	\$525,000.00	\$529,000.00	\$495,000.00	5.7%	6.4%
Upper East Side	Co Op Purchase	Contingent	\$999,000.00	\$999,000.00	\$950,000.00	4.9%	4.9%
Upper East Side	Condo Purchase	Contingent	\$1,068,833.00	\$969,000.00	\$930,000.00	13.0%	4.0%
Upper East Side	Co Op Sale	Contingent	\$1,695,000.00	\$1,645,000.00	\$1,600,000.00	5.6%	2.7%
Upper East Side	Co Op Purchase	Contingent	\$1,280,000.00	\$1,280,000.00	\$1,260,000.00	1.6%	1.6%
Upper East Side	Co Op Purchase	Contingent	\$975,000.00	\$939,000.00	\$939,000.00	3.7%	0.0%
Upper East Side	Co Op Sale	All Cash	\$670,000.00	\$615,000.00	\$700,000.00	-4.5%	-13.8%

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Upper East Side	Condo Sale	Contingent	\$799,000.00	\$799,000.00	\$750,000.00	6.1%	6.1%
Upper West Side	Condo Purchase	Non-Contingent	\$3,990,000.00	\$3,295,000.00	\$2,999,000.00	24.8%	9.0%
Upper West Side	Co Op Sale	Non-Contingent	\$1,175,000.00	\$1,125,000.00	\$1,025,000.00	12.8%	8.9%
Upper West Side	Co Op Purchase	Contingent	\$3,295,000.00	\$2,995,000.00	\$2,800,000.00	15.0%	6.5%
Upper West Side	Co Op Purchase	All Cash	\$1,250,000.00	\$1,190,000.00	\$1,120,000.00	10.4%	5.9%
Upper West Side	Condo Purchase	Contingent	\$925,000.00	\$925,000.00	\$875,000.00	5.4%	5.4%
Upper West Side	Condo Purchase	All Cash	\$1,600,000.00	\$1,475,000.00	\$1,400,000.00	12.5%	5.1%
Upper West Side	Co Op Sale	Contingent	\$499,000.00	\$445,000.00	\$435,000.00	12.8%	2.2%
Upper West Side	Condo Sale	Contingent	\$1,095,000.00	\$965,000.00	\$950,000.00	13.2%	1.6%
Upper West Side	Co Op Sale	Contingent	\$1,350,000.00	\$1,350,000.00	\$1,335,000.00	1.1%	1.1%
Upper West Side	Co Op Sale	All Cash	\$770,000.00	\$755,000.00	\$750,000.00	2.6%	0.7%
Upper West Side	Condo Purchase	Contingent	\$660,000.00	\$660,000.00	\$680,000.00	-3.0%	-3.0%
Upper West Side	Co Op Purchase	Contingent	\$585,000.00	\$585,000.00	\$615,000.00	-5.1%	-5.1%
Upper West Side	Co Op Sale	Contingent	\$1,350,000.00	\$1,350,000.00	\$1,250,000.00	7.4%	7.4%
Upper West Side	Condo Purchase	Contingent	\$899,999.00	\$864,000.00	\$807,000.00	10.3%	6.6%

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Upper West Side	Condo Purchase	Contingent	\$3,990,000.00	\$3,295,000.00	\$3,175,000.00	20.4%	3.6%
Upper West Side	Condo Purchase	All Cash	\$669,000.00	\$669,000.00	\$669,000.00	0.0%	0.0%
West Village	House Sale	Contingent	\$13,000,000.00	\$13,000,000.00	\$11,025,000.00	15.2%	15.2%
West Village	Co Op Sale	All Cash	\$525,000.00	\$495,000.00	\$440,000.00	16.2%	11.1%
West Village	Co Op Sale	All Cash	\$3,850,000.00	\$3,850,000.00	\$4,050,000.00	-5.2%	-5.2%
West Village	Condo Purchase	Non-Contingent	\$1,987,000.00	\$1,987,000.00	\$1,850,000.00	6.9%	6.9%
West Village	Condo Sale	Contingent	\$1,495,000.00	\$1,495,000.00	\$1,417,500.00	5.2%	5.2%
West Village	Condo Purchase	Non-Contingent	\$4,195,000.00	\$3,925,000.00	\$3,750,000.00	10.6%	4.5%
West Village	Co Op Purchase	Contingent	\$1,059,000.00	\$1,059,000.00	\$1,020,000.00	3.7%	3.7%
West Village	Co Op Purchase	Contingent	\$1,450,000.00	\$1,450,000.00	\$1,435,000.00	1.0%	1.0%

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Boerum Hill	Co Op Sale	Contingent	\$699,000.00	\$649,000.00	\$635,000.00	9.2%	2.2%
Brooklyn Heights	Co Op Purchase	Contingent	\$1,395,000.00	\$1,395,000.00	\$1,395,000.00	0.0%	0.0%
Brooklyn Heights	Co Op Purchase	All Cash	\$1,150,000.00	\$1,150,000.00	\$1,150,000.00	0.0%	0.0%
Bushwick	House Sale	Contingent	\$800,000.00	\$800,000.00	\$800,000.00	0.0%	0.0%
Carroll Gardens	New Dev/Sponsor Purchase	Contingent	\$949,000.00	\$949,000.00	\$955,000.00	-0.6%	-0.6%
Clinton Hill	Co Op Purchase	Contingent	\$765,000.00	\$765,000.00	\$750,000.00	2.0%	2.0%
Clinton Hill	Condo Sale	Contingent	\$871,000.00	\$850,000.00	\$830,000.00	4.7%	2.4%
Clinton Hill	Condo Sale	Contingent	\$871,000.00	\$850,000.00	\$850,000.00	2.4%	0.0%
Crown Heights	House Purchase	Contingent	\$1,890,000.00	\$1,990,000.00	\$1,775,000.00	6.1%	10.8%
Ditmas Park	House Purchase	All Cash	\$2,649,000.00	\$2,649,000.00	\$2,450,000.00	7.5%	7.5%
Ditmas Park	Condo Purchase	All Cash	\$799,000.00	\$799,000.00	\$775,000.00	3.0%	3.0%
Greenpoint	Condo Purchase	Contingent	\$1,250,000.00	\$1,250,000.00	\$1,215,000.00	2.8%	2.8%
Greenpoint	New Dev/Sponsor Purchase	Contingent	\$2,195,000.00	\$1,995,000.00	\$1,960,000.00	10.7%	1.8%
Greenwood Heights	House Sale	Contingent	\$1,300,000.00	\$1,300,000.00	\$1,352,000.00	-4.0%	-4.0%
Park Slope	Condo Sale	All Cash	\$1,269,000.00	\$1,249,000.00	\$1,200,000.00	5.4%	3.9%
Park Slope	Co Op Sale	Contingent	\$850,000.00	\$850,000.00	\$950,000.00	-11.8%	-11.8%



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Park Slope	New Dev/Sponsor Purchase	Contingent	\$1,150,000.00	\$1,095,000.00	\$1,083,000.00	5.8%	1.1%
Prospect Heights	Co Op Purchase	Contingent	\$1,295,000.00	\$1,275,000.00	\$1,205,000.00	6.9%	5.5%
Prospect Heights	New Dev/Sponsor Purchase	Non-Contingent	\$1,500,000.00	\$1,500,000.00	\$1,435,000.00	4.3%	4.3%
Prospect Heights	New Dev/Sponsor Purchase	Contingent	\$1,325,000.00	\$1,250,000.00	\$1,225,000.00	7.5%	2.0%
Prospect Heights	Condo Purchase	Contingent	\$899,000.00	\$825,000.00	\$825,000.00	8.2%	0.0%
Prospect Park South	Co Op Purchase	Contingent	\$775,000.00	\$775,000.00	\$771,000.00	0.5%	0.5%
South Slope	Condo Purchase	Contingent	\$999,000.00	\$999,000.00	\$980,000.00	1.9%	1.9%
Williamsburg	Condo Sale	All Cash	\$1,850,000.00	\$1,595,000.00	\$1,500,000.00	18.9%	6.0%
Williamsburg	Condo Sale	Contingent	\$995,000.00	\$975,000.00	\$955,000.00	4.0%	2.1%
Williamsburg	Condo Sale	Contingent	\$1,850,000.00	\$1,595,000.00	\$1,525,000.00	17.6%	4.4%
Williamsburg	Condo Sale	Contingent	\$590,000.00	\$590,000.00	\$565,000.00	4.2%	4.2%
Williamsburg	Condo Sale	All Cash	\$949,000.00	\$949,000.00	\$917,000.00	3.4%	3.4%
Williamsburg	Condo Purchase	All Cash	\$799,000.00	\$799,000.00	\$775,000.00	3.0%	3.0%
Williamsburg	Condo Purchase	Contingent	\$1,875,000.00	\$1,875,000.00	\$1,835,000.00	2.1%	2.1%
Williamsburg	Condo Purchase	Contingent	\$825,000.00	\$795,000.00	\$795,000.00	3.6%	0.0%
Windsor Terrace	Co Op Purchase	Contingent	\$535,000.00	\$535,000.00	\$520,000.00	2.8%	2.8%