

# Summary

Apartment prices in new development condominiums in Manhattan have increased at a fast clip, a trend boosted by the upper end of the market. Sales of new condominium units included in this report are expected to aggregate between \$27.6 and \$33.6 billion in sales through 2019. The average price of these new development units is expected to reach a record of \$5.9 million per unit in 2015. At the same time, far fewer units are being built than during the last development boom, in the mid-2000s, therefore the number of closed sales is expected to increase more modestly than their prices.

# TOTAL NEW DEVELOPMENT SALES

Pricing information for the 4,881 new development units covered in this report comes from active and in-contract listings, offering plans, and projections based on listing prices. For a complete list of buildings included in this report, see pages 5-6 (New Developments by Building Detail). Ultimately, sales of these apartments will total roughly \$27.6 to \$33.6 billion through 2019. Sales in new developments totaled \$4.1 billion in 2014, up 50 percent from 2013. The 2013 total, \$2.7 billion, also represented a significant increase from the \$1.9 billion recorded in 2012. While total sales volume has increased in recent years, it is still substantially less than at the height of the market, in 2008, when new development sales totaled \$10.4 billion.

## TOTAL NEW DEVELOPMENT UNIT SALFS

The number of new development apartment closings has remained static over the past few years—hovering at around 850 a year—due to a contraction in listing inventory. Closings at new developments are expected to increase as more listings come to market. While there are 4,881 new apartments for sale or in the pipeline, there are still far fewer sales poised to close than during the building boom of the mid-2000s: At the peak of the market, in 2008, there were 5,548 new condo sales, which was more than double the number of condo resales recorded that year.

# AVERAGE NEW DEVELOPMENT SALE PRICE

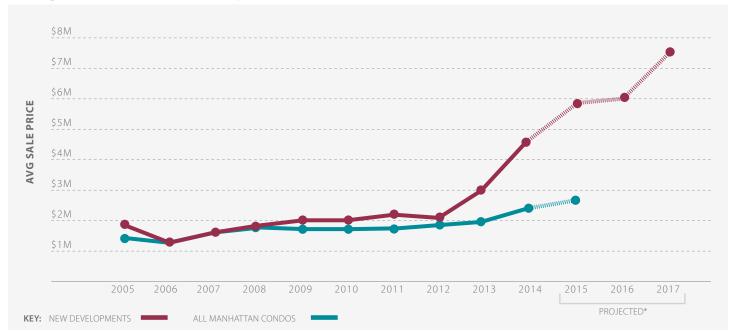


Sales of the most expensive units in new developments have risen substantially since 2012. Asking prices indicate that the top of the market will continue to flourish and have a marked effect on the average new development sale price. The average price for a new condo will rise to an estimated \$5.9 million in 2015, a sizeable increase from the average price in 2014, \$4.8 million. The 2014 average was, in turn, a 50 percent increase year-over-year, from \$3.2 million in 2013.

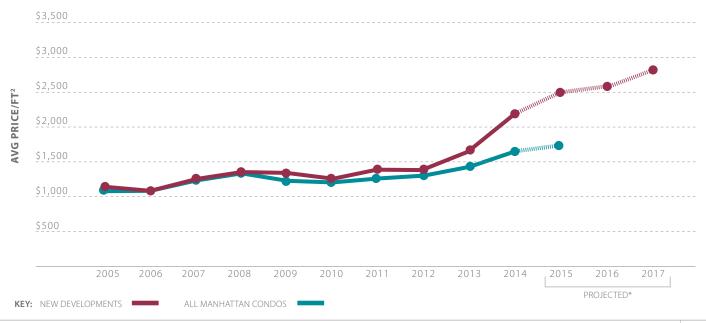
## New Development Market Overview

The gap between the average sale price of new development condos compared to all Manhattan condos has widened in recent years. Since 2009, new development prices have risen greatly as their share of the market has decreased. The average price/ft<sup>2</sup> will increase to an estimated \$2,498 in 2015 and reach \$2,787 in 2017.

### Average Sales Price, New Development vs All Condos



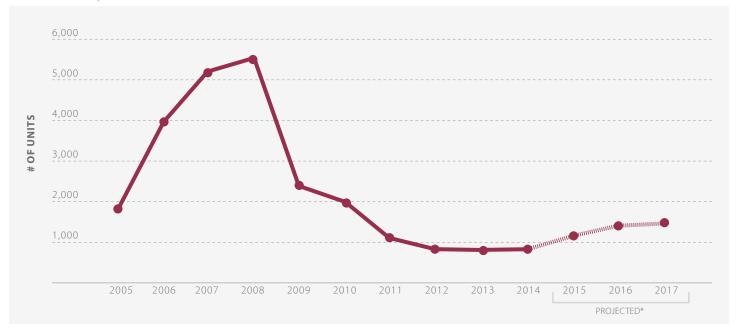
### Average Price/ft², New Development vs All Condos



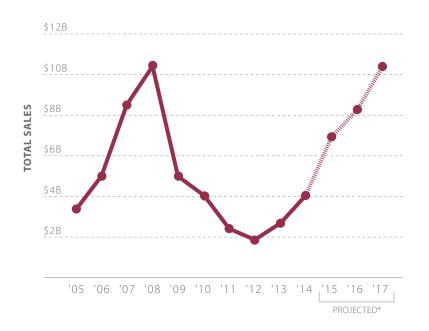
## New Development Market Overview, Cont.

In the years when the average price of new condominiums roughly mirrored the price of all condominiums sold—2006, 2007 and 2008—sales of new units also equaled or surpassed the number of resale units. By contrast, even though prices have shot up in recent years, the number of sales has not risen appreciably. The aggregate value of new development sales will reach an estimated \$6.9 billion in 2015, \$8.3 billion in 2016 and \$10.4 billion in 2017. These estimated values do not take into consideration projects that may be planned but have not yet been filed with the attorney general or for which pricing information has not been made public.

#### New Development Unit Sales



### New Development Aggregate Sales by Year



#### Manhattan Unit Sales

| YE  | AR ALL C |     | LL CONDO NE<br>RESALES | W DEV CONDOS<br>(% OF ALL) |
|-----|----------|-----|------------------------|----------------------------|
| 201 | 4 5,2    | 269 | 4,423                  | 846 (16%)                  |
| 201 | 3 5,8    | 352 | 5,010                  | 842 (14%)                  |
| 201 | 2 5,2    | 255 | 4,386                  | 869 (17%)                  |
| 201 | 1 4,9    | 928 | 3,845                  | 1,083 (22%)                |
| 201 | 0 5,3    | 380 | 3,416                  | 1,964 (37%)                |
| 200 | 9 4,6    | 529 | 2,228                  | 2,401 (52%)                |
| 200 | )8 7,9   | 987 | 2,439                  | 5,548 (69%)                |
| 200 | )7 8,5   | 523 | 3,279                  | 5,244 (62%)                |
| 200 | )6 7,2   | 202 | 3,200                  | 4,002 (56%)                |
| 200 | )5 5,7   | 700 | 3,879                  | 1,821 (32%)                |
|     |          |     |                        |                            |

### New Developments by Building Detail

The 97 buildings listed below were considered new developments for the purpose of this report. Estimated gross building sales are projections based on units currently listed for sale, in-contract units and offering plan data. The 97 buildings have a total of 5,438 units; closings have begun in 19 of the buildings and sales have been recorded for 565 units in those buildings, leaving 4,881 units--or 90% of the total--expected to sell. Certain prominent projects, such as 111 West 57th Street, 225 West 57th Street, 53W53, 15 Hudson Yards, 610 Lexington Avenue, 125 Greenwich Street and 281 Fifth Avenue, among others, have not been included since pricing information has yet to be filed with the attorney general.

| NEW DEVELOPMENT                   | ESTIMATED AGGREGATE SALES | ESTIMATED PRICE/FT <sup>2</sup> | UNITS* | DEVELOPER   | ANTICIPATED SELL-OUT YEARS** |
|-----------------------------------|---------------------------|---------------------------------|--------|---|------------------------------|
| 432 Park Avenue                   | \$3.1B                    | \$6,268                         | 144    | CIM Group/Macklowe Properties                       | 2015-2017                    |
| 220 Central Park South            | \$3.0B                    | \$7,061                         | 93     | Vornado Realty Trust                                | 2017-2019                    |
| 550 Madison Avenue                | \$1.9B                    | \$4,418                         | 96     | Chetrit Group                                       | 2017-2019                    |
| The Greenwich Lane                | \$1.4B - \$1.7B           | \$3,266 - \$3,425               | 199    | The Rudin Family/Global Holdings                    | 2016-2018                    |
| 10 Madison Square West            | \$825M - \$1.2B           | \$2,595 - \$3,289               | 125    | The Witkoff Group/Vector Group                      | 2015-2017                    |
| 30 Park Place                     | \$1.2B                    | \$3,250 - \$3,445               | 157    | Silverstein Properties                              | 2016-2018                    |
| 520 Park Avenue                   | \$1.2B                    | \$5,566                         | 39     | Zeckendorf Development                              | 2017- 2019                   |
| 56 Leonard Street                 | \$1.1B - \$1.2B           | \$3,272 - \$3,325               | 145    | Alexico Group/Hines                                 | 2015-2017                    |
| 50 West Street                    | \$820M - \$1B             | \$2,126 - \$2,157               | 191    | Time Equities                                       | 2016-2018                    |
| One Riverside Park                | \$665M - \$918M           | \$1,892 - \$2,059               | 218    | Extell Development                                  | 2015-2017                    |
| 150 Charles Street                | \$716M - \$838M           | \$2,894 - \$3,477               | 91     | The Witkoff Group                                   | 2015-2017                    |
| 252 East 57th Street              | \$650M - \$767M           | \$2,535 - \$2,734               | 93     | World Wide Group/Rose Associates                    | 2016-2018                    |
| 50 United Nations Plaza           | \$622M - \$718M           | \$2,799 - \$2,854               | 88     | Zeckendorf Development                              | 2015-2017                    |
| 45 East 22nd Street               | \$668M - \$703M           | \$3,619 - \$3,691               | 93     | Continuum   | 2016-2018                    |
| 443 Greenwich Street              | \$646M - \$701M           | \$2,925 - \$3,269               | 53     | SGN/Metro Lofts                                     | 2015-2017                    |
| 551W21                            | \$464M - \$515M           | \$2,939 - \$3,212               | 44     | SR Capital  | 2015-2017                    |
| River & Warren                    | \$300M - \$500M           | \$1,675 - \$1,680               | 169    | Centurion/Five Mile Capital                         | 2015-2017                    |
| Carnegie Park                     | \$428M - \$450M           | \$1,306 - \$1,320               | 325    | Related Companies                                   | 2015-2017                    |
| 135W52                            | \$316M - \$450M           | \$1,970 - \$2,036               | 109    | Chetrit Group/Clipper Equity                        | 2015-2017                    |
| The Woolworth Building Residences | \$444M                    | \$3,574                         | 34     | Alchemy Properties                                  | 2017-2019                    |
| 20 East End Avenue                | \$351M - \$389M           | \$2,546 - \$2,671               | 43     | Corigin Real Estate Group/Florida East Coast Realty | 2016-2018                    |
| Halcyon                           | \$335M - \$369M           | \$1,765 - \$1,835               | 123    | HFZ Capital   | 2015-2017                    |
| 400 Park Avenue South             | \$328M - \$355M           | \$2,448 - \$2,465               | 81     | Toll Brothers                                       | 2015-2017                    |
| 35XV                              | \$255M - \$325M           | \$2,724 - \$2,744               | 55     | Alchemy Properties                                  | 2015-2017                    |
| The Sutton                        | \$270M - \$304M           | \$1,893 - \$1,933               | 113    | Toll Brothers                                       | 2016-2018                    |
| 172 Madison                       | \$199M - \$282M           | \$1,946 - \$1,988               | 69     | Tessler Development/NMP Group                       | 2017-2019                    |
| 175 West 95th                     | \$272M - \$276M           | \$1,423 - \$1,433               | 226    | 175 West 95 LLC                                     | 2015-2017                    |
| Sterling Mason                    | \$180M - \$268M           | \$2,544 - \$2,621               | 33     | Taconic Investment Partners                         | 2015-2017                    |
| Whitney Condos                    | \$238M - \$255M           | \$4,544 - \$4,882               | 10     | JZS Madison   | 2015-2017                    |
| The Charles                       | \$245M - \$254M           | \$2,215 - \$2,330               | 27     | Bluerock Real Estate/Victor Homes                   | 2015-2017                    |
| The Beekman Residences            | \$211M - \$239M           | \$2,160 - \$2,211               | 68     | GFI Development                                     | 2016-2018                    |
| 10 Sullivan Street                | \$190M - \$232M           | \$3,283 - \$3,617               | 20     | Madison Equities/Property Markets Group             | 2015-2017                    |
| 301 East 50th Street              | \$181M - \$232M           | \$1,980 - \$1,995               | 57     | CBSK Ironstate                                      | 2015-2017                    |
| 11 Beach Street                   | \$217M - \$228M           | \$2,198 - \$2,283               | 27     | HFZ Capital   | 2016-2018                    |
| 505 West 19th Street              | \$156M - \$220M           | \$2,322 - \$2,339               | 35     | HFZ Capital   | 2015-2017                    |
| 1110 Park Avenue                  | \$160M - \$214M           | \$3,376 - \$3,654               | 9      | Toll Brothers                                       | 2015-2017                    |
| Franklin Place                    | \$177M - \$191M           | \$1,845 - \$2,013               | 53     | Elad Group  | 2015-2017                    |
| 151 East 78th Street              | \$181M - \$189M           | \$2,838 - \$3,025               | 14     | Spruce Capital Partners                             | 2015-2017                    |
| Two Ten West 77                   | \$176M - \$189M           | \$2,475 - \$2,562               | 25     | Naftali Group                                       | 2017-2019                    |
| 500 West 21st Street              | \$168M - \$188M           | \$2,418 - \$2,482               | 32     | Sherwood Equities                                   | 201 5-2017                   |
| The Schumacher                    | \$145M - \$184M           | \$2,796 - \$2,835               | 20     | Stillman Development                                | 2015-2017                    |
| 11 North Moore Street             | \$179M - \$183M           | \$2,595 - \$2,877               | 18     | VE Equities   | 2015-2017                    |
| One Vandam                        | \$163M - \$175M           | \$2,616 - \$2,706               | 25     | Quinlan Development Group/Tavros Capital Partners   | 2016-2018                    |
| 300 East 64th Street              | \$154M - \$172M           | \$1,643 - \$1,692               | 103    | RFR Holding   | 2015-2017                    |
| 215 Sullivan Street               | \$159M - \$166M           | \$2,502 - \$2,678               | 25     | Broad Street Development                            | 2015-2017                    |
| 540West                           | \$144M - \$155M           | \$1,478 - \$1,559               | 110    | Fortis Property Group                               | 2015-2017                    |

# MANHATTAN NEW DEVELOPMENT REPORT | May 2015 New Developments by Building Detail, Cont.

| NEW DEVELOPMENT      | ESTIMATED<br>AGGREGATE SALES | PRICE/FT <sup>2</sup> | UNITS* | DEVELOPER                                     | ANTICIPATED<br>SELL-OUT YEARS** |
|----------------------|------------------------------|-----------------------|--------|---|---------------------------------|
| 60 East 86th Street  | \$135M - \$149M              | \$3,101 - \$3,139     | 15     | Glenwood Management                           | 2015-2017                       |
| 27 Wooster Street    | \$86M - \$140M               | \$2,845 - \$3,081     | 16     | Stawski Group                                 | 2015-2017                       |
| 15 Renwick Street    | \$96M - \$124M               | \$2,028 - \$2,068     | 31     | IGI USA/Glacier Global                        | 2015-2017                       |
| 12 East 13th Street  | \$118M - \$121M              | \$2,544 - \$3,187     | 8      | DHA Capital/Continental Properties            | 2015-2017                       |
| The Seymour          | \$120M                       | \$1,889 - \$1,943     | 49     | Naftali Group                                 | 2015-2017                       |
| 215 Chrystie Street  | \$104M - \$120M              | \$3,625 - \$3,704     | 11     | lan Schrager                                  | 2016-2018                       |
| 234 East 23rd Street | \$114M                       | \$1,789 - \$1,826     | 57     | Naftali Group                                 | 2016-2018                       |
| 224 Mulberry Street  | \$72M - \$106M               | \$3,283 - \$3,301     | 6      | Flank   | 2015-2017                       |
| 290 West Street      | \$100M - \$101M              | \$2,771 - \$3,015     | 13     | VE Equities                                   | 2015-2017                       |
| Cast Iron House      | \$60M - \$100M               | \$1,990 - \$2,088     | 13     | Knightsbridge Properties                      | 2015-2017                       |
| 155 East 79th Street | \$80M - \$92M                | \$2,964 - \$3,059     | 7      | Anbau Enterprises                             | 2015-2017                       |
| 37 East 12th Street  | \$73M - \$89M                | \$3,075 - \$3,088     | 6      | Edward J. Minskoff Equities                   | 2016-2018                       |
| Reade Chambers       | \$64M - \$83M                | \$1,828 - \$1,916     | 18     | CBSK Ironstate                                | 2015-2017                       |
| 21 West 20th Street  | \$34M - \$80M                | \$2,151 - \$2,154     | 12     | Gale International                            | 2016-2018                       |
| 50 Clinton Street    | \$74M - \$78M                | \$2,138 - \$1,985     | 37     | DHA Capital                                   | 2017-2019                       |
| 100 Norfolk Street   | \$71M - \$74M                | \$1,765 - \$1,826     | 38     | Adam America                                  | 2016-2018                       |
| 40 East 72nd Street  | \$72M                        | \$4,409 - \$4,457     | 6      | Axia Realty                                   | 2016-2018                       |
| 19 Park Place        | \$52M - \$72M                | \$1,972 - \$2,062     | 24     | ABN Realty                                    | 2015-2017                       |
| Village Green West   | \$48M - \$70M                | \$2,148 - \$2,151     | 27     | Alfa Development                              | 2015-2017                       |
| 61 Fifth Avenue      | \$58M - \$68M                | \$2,647 - \$2,951     | 4      | Marek Kiyashka                                | 2016-2018                       |
| 432 West 52nd Street | \$57M - \$58M                | \$1,475 - \$1,484     | 55     | JVL Property/Okada/Zion Enterprises           | 2015-2017                       |
| 199 Mott Street      | \$51M - \$58M                | \$2,449 - \$2,562     | 11     | Alfa Development                              | 2015-2017                       |
| 337 East 62nd Street | \$36M - \$40M                | \$1,410 - \$1,550     | 22     | Yeung Real Estate Development                 | 2015-2017                       |
| 52 Lispenard Street  | \$32M - \$40M                | \$1,981               | 7      | Mugat Bugdaycay                               | 2015-2017                       |
| 15 Leonard Street    | \$26M - \$40M                | \$2,630 - \$2,645     | 6      | Tribeca Development Partners/Gold Development | 2016-2018                       |
| 286 Spring Street    | \$26M                        | \$1,743               | 4      | Atkins & Breskin                              | 2016-2018                       |
| 160 East 23rd Street | \$21M - \$23M                | \$1,753 - \$1,758     | 18     | 160 Realty Development                        | 2015-2017                       |
| 554 East 82nd Street | \$17M - \$18M                | \$1,740 - \$1,806     | 4      | Michael Paul Enterprises                      | 2016-2018                       |
| 25 Prince Street     | \$17M                        | \$3,276               | 3      | Omnia Group                                   | 2015-2017                       |
| 179 Ludlow Street    | \$11M - \$14M                | \$1,639 - \$1,670     | 6      | Enclave Properties                            | 2016-2018                       |
| Modern 19            | \$13M                        | \$1,490 - \$1,551     | 5      | Erez Itzhaki                                  | 2015-2017                       |
| 277 East 7th Street  | \$10M - \$11M                | \$1,332 - \$1,400     | 6      | Saddle Rock Equities                          | 2016-2018                       |

#### New Developments (Partially Sold Out)

| NEW DEVELOPMENT             | ESTIMATED<br>AGGREGATE SALES | ESTIMATED<br>PRICE/FT <sup>2</sup> | UNITS* | DEVELOPER                  | ANTICIPATED<br>SELL-OUT YEARS** |
|-----------------------------|------------------------------|------------------------------------|--------|----------------------------|---------------------------------|
| One57                       | \$670M - \$788M              | \$5,850 - \$6,519                  | 38     | Extell Development         | 2013-2015                       |
| 530 Park Avenue             | \$297M - \$303M              | \$3,033 - \$3,293                  | 61     | RFR Holding                | 2013-2015                       |
| 150 East 72nd Street        | \$133M - \$210M              | \$2,512                            | 15     | Macklowe Properties        | 2013-2015                       |
| 737 Park Avenue             | \$208M - \$209M              | \$3,559 - \$3,829                  | 22     | Macklowe Properties        | 2013-2015                       |
| Baccarat Hotel & Residences | \$188M - \$205M              | \$3,923 - \$4,230                  | 29     | Tribeca Associates         | 2014-2016                       |
| The Puck Penthouses         | \$140M - \$185M              | \$5,064 - \$5,612                  | 5      | Kushner Companies          | 2014-2016                       |
| The Marquand                | \$166M - \$175M              | \$5,688                            | 11     | HFZ Capital                | 2014-2016                       |
| Philip House                | \$151M - \$175M              | \$2,534 - \$2,713                  | 37     | Cheshire Group             | 2013-2015                       |
| 325 Lex                     | \$76M - \$91M                | \$2,021 - \$2,089                  | 81     | Carmel Partners            | 2015-2017                       |
| Huys                        | \$33M - \$62M                | \$2,684 - \$2,782                  | 11     | Kroonenberg Groep          | 2014-2016                       |
| 93 Worth Street             | \$25M - \$60M                | \$2,384 - \$2,387                  | 13     | Izaki Group                | 2013-2015                       |
| Stella Tower                | \$34M - \$43M                | \$2,537 - \$2,786                  | 15     | JDS Development            | 2014-2016                       |
| The Irvin House             | \$28M - \$30M                | \$1,147                            | 38     | Pinnacle Managing Co.      | 2014-2016                       |
| Seven Harrison              | \$18M - \$30M                | \$2,728 - \$3,061                  | 3      | Matrix Development/Clarion | 2015-2017                       |
| The Leonard                 | \$26M - \$29M                | \$1,901 - \$1,953                  | 12     | Bizzi & Partners           | 2014-2016                       |
| 42 Ann Street               | \$17M - \$20M                | \$1,221 - \$1,267                  | 5      | EMP/Empire Capital         | 2015-2017                       |
| 132 East 30th Street        | \$13M - \$19M                | \$1,374                            | 5      | Teresharan Land Company    | 2013-2015                       |
| 22 Central Park South       | \$7M - \$15M                 | \$3,884                            | 3      | Elad Group                 | 2014-2016                       |
| The Gramercy 24             | \$10M - \$11M                | \$1,363                            | 6      | Quail Realty Co.           | 2013-2015                       |

## gregate Sales By Neighborhood

New development units planned or on the market in Midtown East total more than \$9 billion, suggesting that it will soon be the highestgrossing section of Manhattan in new apartment sales. In 2014, Midtown West had the highest sales total--with \$1.2 billion in recorded closings--\$1 billion of which were for apartments in One57.

#### PROJECTED 2015-2019

| NEIGHBORHOOD                   | ESTIMATED SALES* |
|--------------------------------|------------------|
| Midtown East                   | \$9.3 Billion    |
| Tribeca                        | \$4.5 Billion    |
| Chelsea                        | \$2.7 Billion    |
| Park/Fifth Ave. to 79th Street | \$2.2 Billion    |
| Greenwich Village              | \$2.1 Billion    |
| Midtown West                   | \$1.7 Billion    |
| Financial District             | \$1.7 Billion    |
| Carnegie Hill                  | \$1.1 Billion    |
| Riverside Dr./West End Ave.    | \$918 Million    |
| Lenox Hill                     | \$904 Million    |
| West Village                   | \$838 Million    |
| Murray Hill                    | \$779 Million    |
| Turtle Bay/United Nations      | \$718 Million    |
| Flatiron/Union Square          | \$703 Million    |
| Soho                           | \$698 Million    |
| Battery Park City              | \$500 Million    |
| Broadway Corridor              | \$465 Million    |
| Yorkville                      | \$407 Million    |
| Nolita/Little Italy            | \$359 Million    |
| Beekman/Sutton Place           | \$304 Million    |
| Lower East Side                | \$286 Million    |
| Noho                           | \$184 Million    |
| Gramercy Park                  | \$148 Million    |

#### 2014 CLOSINGS

| NEIGHBORHOOD                   | TOTAL SALES   |  |  |
|--------------------------------|---------------|--|--|
| Midtown West                   | \$1.2 Billion |  |  |
| Chelsea                        | \$504 Million |  |  |
| Park/Fifth Ave. to 79th Street | \$418 Million |  |  |
| Flatiron/Union Square          | \$378 Million |  |  |
| Tribeca                        | \$339 Million |  |  |
| Lenox Hill                     | \$312 Million |  |  |
| Carnegie Hill                  | \$212 Million |  |  |
| Broadway Corridor              | \$181 Million |  |  |
| East Village                   | \$168 Million |  |  |
| Gramercy Park                  | \$145 Million |  |  |
| Murray Hill                    | \$112 Million |  |  |
| Financial District             | \$31 Million  |  |  |
| Riverside Dr./West End Ave.    | \$25 Million  |  |  |
| Lower East Side                | \$9 Million   |  |  |
| Central Park West              | \$7 Million   |  |  |





2014 Closings



## Top New Developments By Aggregate Sales

The highest-grossing new development in history is 15 Central Park West, which had \$1.9 billion in sponsor sales, the majority of which were recorded in 2008. Offering plans filed for three new buildings—432 Park Avenue, 220 Central Park South and the 550 Madison Avenue—indicate that each is poised to equal or surpass 15 Central Park West's record sell-out value. In addition, it is likely that One57 will surpass 15 Central Park West's aggregate sponsor sales based on remaining in-contract and available inventory.



### **Highest Priced New Developments**

1.432 Park Avenue

2.220 Central Park South

3.550 Madison Avenue

4. The Greenwich Lane

5. 520 Park Avenue

\$1.5B

\$1.3B

\$1.0B

\$831M

\$3.1B (144 UNITS) \$3.0B (93 UNITS)\*

\$1.9B (96 UNITS)

\$1.4B (199 UNITS)

\$1.2B (39 UNITS)

\$796M

\$695M

\$526M

\$516M

### Top 10 Highest Grossing New Condo Buildings Of All Time



1. 15 Central Park West \$1.9B

**202** Units Sold Between 2007-2009 Most Sales Recorded: 2008



2. The Plaza 768 Fifth Avenue

**201** Units Sold Between 2007-2010 Most Sales Recorded: 2007



3. One57 157 West 57th Street

\$2.0B Estimated Sell-Out 54 Units Sold Between 2013-2015 Sales of 38 Units Yet to be Recorded



4. Time Warner Center 25 & 80 Columbus Circle

**190** Units Sold Between 2004-2012 Most Sales Recorded: 2004



5. Manhattan House 200 East 66th Street

\$1.1B Estimated Sell-Out 330 Units Sold Between 2008-2014 Sales of 169 Units Yet to be Recorded\*\*



6. Sheffield 57 322 West 57th Street

521 Units Sold Between 2007-2014 Most Sales Recorded: 2008



7. The Rushmore 80 Riverside Roulevard

**269** Units Sold Between 2008-2013 Most Sales Recorded: 2009



8. 101 Warren Street

\$636M

**214** Units Sold Between 2007-2013 Most Sales Recorded: 2008



9. One Beacon Court 151 East 58th Street

**105** Units Sold Between 2005-2006 Most Sales Recorded: 2005



10. Walker Tower 212 West 18th Street

46 Units Sold Between 2013-2014 Most Sales Recorded: 2014

# op Unit Sales By Year

Sales of high-priced units in new developments have reached new heights recently, as exemplified by the most expensive apartment sale in city history—a \$100 million penthouse in One57—in December 2014. Meanwhile, three units currently on the market are poised to sell for even more: A \$150 million unit at 550 Madison Avenue, a \$130 million penthouse in 520 Park Avenue and a \$110 million penthouse in the Woolworth Building. There have been rumors of other units priced well above \$100 million at projects such as 220 Central Park South, but they have yet to hit the market.

### Highest Priced New Development Units



\$150.0M

550 Madison Avenue, #PH

Approx 21,504 ft<sup>2</sup> (\$6,975/ft<sup>2</sup>) 8 Bed, 8 Bath



\$130.0M

520 Park Avenue, #PH52

Approx 12,394 ft<sup>2</sup> (\$10,489/ft<sup>2</sup>) 8 Bed, 9.5 Bath



\$110.0M

The Woolworth Residences, 3 Park Place, #PH

Approx 9,403 ft<sup>2</sup> (\$11,698/ft<sup>2</sup>) 3 Bed, 3 Bath



\$100.0M

50 United Nations Plaza, #PH

Approx 15,597 ft<sup>2</sup> (\$6,411/ft<sup>2</sup>) 14 Bed, 13 Bath



\$95.0M

432 Park Avenue, #96

Approx 8,255 ft<sup>2</sup> (\$10,297/ft<sup>2</sup>) 6 Bed, 7 Bath

| DUILDING UNIT                              | CALEDDICE       | SQUARE                 | DED/DATH        | DDICE (ET?              |
|--|-----------------|------------------------|-----------------|-------------------------|
| BUILDING, UNIT                             | SALE PRICE      | FEET                   | BED/BATH        | PRICE/FT <sup>2</sup>   |
| 2014                                       |                 |                        |                 |                         |
| <b>One57,</b> 157 West 57th Street, #90    | \$100.4 Million | 10,923 ft <sup>2</sup> | 6 bed, 6+ bath  | \$9,198/ft²             |
| <b>One57,</b> 157 West 57th Street, #82    | \$56.1 Million  | 6,240 ft <sup>2</sup>  | 4 bed, 4 bath   | \$8,987/ft²             |
| <b>One57,</b> 157 West 57th Street, #85    | \$55.6 Million  | 6,240 ft <sup>2</sup>  | 4 bed, 4 bath   | \$8,903/ft²             |
| <b>One57,</b> 157 West 57th Street, #81    | \$55.5 Million  | 6,240 ft <sup>2</sup>  | 4 bed, 4 bath   | \$8,893/ft²             |
| <b>One57,</b> 157 West 57th Street, #80    | \$53.0 Million  | 6,240 ft²              | 4 bed, 4 bath   | \$8,485/ft²             |
| 2013                                       |                 |                        |                 |                         |
| <b>18 Gramercy Park South,</b> #PH17       | \$42.0 Million  | 6,329 ft²              | 5 bed, 5 bath   | \$6,636/ft²             |
| <b>The Abingdon,</b> 607 Hudson Street, #9 | \$29.8 Million  | 8,558 ft²              | 6 bed, 6+ bath  | \$3,480/ft²             |
| <b>The Abingdon,</b> 607 Hudson Street, #2 | \$23.4 Million  | 9,615 ft²              | 5 bed, 5.5 bath | \$2,436/ft <sup>2</sup> |
| <b>135 East 79th Street,</b> #PH17W        | \$22.4 Million  | 5,334 ft²              | 3 bed, 3.5 bath | \$4,200/ft²             |
| The Abingdon, 607 Hudson Street, #10       | \$22.4 Million  | 5,574 ft²              | 5 bed, 5.5 bath | \$4,019/ft²             |
|  |                 |                        |                 |                         |

## Top Unit Sales by Year, Cont.

| BUILDING, UNIT   | SALE PRICE     | FEET                  | BED/BATH        | PRICE/FT <sup>2</sup>   |
|--|----------------|-----------------------|-----------------|-------------------------|
| 2012   |                |                       |                 |                         |
| 350 West Broadway, #PH                                 | \$17.6 Million | 5,804 ft²             | 4 bed, 5.5 bath | \$3,026/ft²             |
| Laureate, 2150 Broadway, #11ABC                        | \$17.1 Million | 7,097 ft²             | 6 bed, 6+ bath  | \$2,405/ft²             |
| rving Place, 57 Irving Place, #PH910                   | \$15.6 Million | 4,796 ft²             | 5 bed, 5.5 bath | \$3,259/ft²             |
| .aureate, 2150 Broadway, #PH1A                         | \$15.6 Million | 4,105 ft²             | 5 bed, 4.5 bath | \$3,797/ft²             |
| <b>/33,</b> 33 Vestry Street, #7                       | \$13.7 Million | 5,134 ft²             | 5 bed, 5 bath   | \$2,678/ft²             |
| 2011   |                |                       |                 |                         |
| 119 Broome Street, #5/6                                | \$17.8 Million | 9,092 ft²             | 5 bed, 5.5 bath | \$1,960/ft <sup>2</sup> |
| <b>171 Washington Street,</b> #PH                      | \$17.1 Million | 4,209 ft <sup>2</sup> | 3 bed, 3.5 bath | \$4,052/ft²             |
| One Jackson Square, 122 Greenwich Avenue, #PH-A        | \$16.9 Million | 5,695 ft²             | 4 bed, 5.5 bath | \$2,968/ft <sup>2</sup> |
| 41 Fifth Avenue, #Cupol                                | \$13.3 Million | 3,200 ft <sup>2</sup> | 2 bed, 3.5 bath | \$4,153/ft²             |
| <b>aureate,</b> 2150 Broadway, #PH1B                   | \$12.6 Million | 3,558 ft²             | 5 bed, 4.5 bath | \$3,534/ft²             |
| 2010   |                |                       |                 |                         |
| One York Street, #PH                                   | \$23.7 Million | 6,096 ft²             | 3 bed, 3.5 bath | \$3,886/ft²             |
| <b>535 West End Avenue,</b> #18                        | \$17.8 Million | 6,637 ft <sup>2</sup> | 6 bed, 6+ bath  | \$2,685/ft²             |
| 35 West End Avenue, #19                                | \$17.5 Million | 6,637 ft <sup>2</sup> | 6 bed, 6+ bath  | \$2,639/ft²             |
| <b>335 West End Avenue,</b> #14                        | \$16.3 Million | 8,451 ft²             | 6 bed, 6+ bath  | \$1,928/ft²             |
| <b>he Lucida,</b> 151 East 85th Street, #PHA/B         | \$15.8 Million | 6,837 ft²             | 4 bed, 6+ bath  | \$2,311/ft²             |
| 2009   |                |                       |                 |                         |
| <b>Superior Ink,</b> 400 West 12th Street, #PH         | \$25.5Million  | 6,321 ft <sup>2</sup> | 6+ bed, 5 bath  | \$4,027/ft <sup>2</sup> |
| <b>00 Eleventh Avenue,</b> #1718A                      | \$19.4 Million | 11,516 ft²            | 5 bed, 6 bath   | \$1,685/ft²             |
| 00 Eleventh Avenue, #PH4                               | \$18.0 Million | 4,806 ft <sup>2</sup> | 3 bed, 3.5 bath | \$3,751/ft²             |
| One York Street, 1 York Street, #7                     | \$17.2 Million | 8,513 ft²             | 6 bed, 6 bath   | \$2,016/ft²             |
| <b>70 East End Avenue,</b> #17ABS                      | \$17.0 Million | 7,068 ft²             | 5 bed, 6+ bath  | \$2,405/ft²             |
| 2008   |                |                       |                 |                         |
| <b>5 Central Park West,</b> #PH39                      | \$45.8 Million | 10,674 ft²            | 5 bed, 6+ bath  | \$4,293/ft²             |
| <b>5 Central Park West,</b> #1819A                     | \$30.5 Million | 5,902 ft²             | 4 bed, 6+ bath  | \$5,176/ft²             |
| 323 Park Avenue, #PH                                   | \$30.5 Million | 7,500 ft²             | 4 bed, 4.5 bath | \$4,073/ft <sup>2</sup> |
| 15 Central Park West, #1617C                           | \$30.0 Million | 5,417 ft²             | 4 bed, 6+ bath  | \$5,545/ft <sup>2</sup> |
| 25 Bond Street, #PHE                                   | \$28.0 Million | 8,604 ft²             | 4 bed, 4.5 bath | \$3,254/ft²             |
| 2007   |                |                       |                 |                         |
| <b>5 Central Park West,</b> #PH20                      | \$43.7 Million | 6,744 ft²             | 4 bed, 6+ bath  | \$6,478/ft²             |
| The Plaza, 768 Fifth Avenue, #509                      | \$25.5 Million | 4,284 ft <sup>2</sup> | 3 bed, 5 bath   | \$5,951/ft²             |
| <b>he Plaza,</b> 768 Fifth Avenue, #1209               | \$22.5 Million | 2,706 ft <sup>2</sup> | 3 bed, 3 bath   | \$8,332/ft²             |
| <b>5 Central Park West,</b> #14D                       | \$21.3 Million | 4,168 ft <sup>2</sup> | 4 bed, 4.5 bath | \$5,104/ft²             |
| 10 Bond Street, #8A                                    | \$17.9 Million | 5,364 ft²             | 4 bed, 4.5 bath | \$3,351/ft²             |
| 2006   |                |                       |                 |                         |
| The Mandarin Oriental, 80 Columbus Circle, #PH78       | \$29.2 Million | 8,290 ft <sup>2</sup> | 5 bed, 6+ bath  | \$3,525/ft²             |
| <b>165 Charles Street,</b> #RU26                       | \$19.5 Million | 6,906 ft²             | 6+ bed, 6+ bath | \$2,819/ft <sup>2</sup> |
| he Mandarin Oriental, 80 Columbus Circle, #PH77B       | \$17.3 Million | 4,825 ft <sup>2</sup> | 4 bed, 5.5 bath | \$3,577/ft <sup>2</sup> |
| One Beacon Court, 151 East 58th Street, #PH55W         | \$17.1 Million | 4,267 ft <sup>2</sup> | 4 bed, 4.5 bath | \$3,997/ft <sup>2</sup> |
| The Heritage at Trump Place, 240 Riverside Blvd, #15AT | \$11.6 Million | 6,006 ft²             | 5 bed, 5.5 bath | \$1,932/ft <sup>2</sup> |
| 2005   |                |                       |                 |                         |
| The Mandarin Oriental, 80 Columbus Circle, #PH79       | \$30.5 Million | 8,290 ft²             | 5 bed, 6+ bath  | \$3,685/ft <sup>2</sup> |
| <b>Fime Warner Center,</b> 25 Columbus Circle, #PH80   | \$29.5 Million | 8,290 ft <sup>2</sup> | 5 bed, 6+ bath  | \$3,562/ft <sup>2</sup> |
| One Beacon Court, 151 East 58th Street, #PH50          | \$29.5 Million | 8,709 ft²             | 5 bed, 6+ bath  | \$3,563/ft <sup>2</sup> |
| Fime Warner Center, 25 Columbus Circle, #PH78          | \$28.0 Million | 8,275 ft²             | 5 bed, 6+ bath  | \$3,080/ft <sup>2</sup> |
| The Mandarin Oriental, 80 Columbus Circle, #PH76A      | \$25.5 Million | 6,511 ft <sup>2</sup> | 5 bed, 6+ bath  | \$3,753/ft <sup>2</sup> |

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### Methodology

For the purposes of this report, new developments are defined as both ground-up construction and conversions in Manhattan. Only condominiums have been considered; rental projects, condops, co-ops and condo-hotels were not.

For sales data, the report classifies a building as a new development for the first three years that sales in the property are recorded in public records. For example, sales at 15 Central Park West were first recorded in 2007, so sales statistics for the building are considered for 2007, 2008 and 2009.

For anticipated new development closings over time, estimates assume all building units will sell and be recorded in public records over a three-year period. For example, for a 33-unit building in which closings are expected to begin in 2015, it is assumed that 11 units will sell in 2015, 11 will sell in 2016 and the final 11 will sell in 2017.

Pricing information for Manhattan does not include buildings north of 96th Street on the East Side, above 110th Street north of Central Park, and above 125th Street west of the Park.

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Gabby Warshawer, CityRealty Director of Research and Communications, welcomes any questions and comments regarding the New York City real estate market. She can be reached at GWarshawer@cityrealty.com or by phone at 212-209-8809.



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All closed sales data has been provided by the New York City Department of Finance via the Automated City Register Information System (ACRIS). No warranty or representation is made as to the accuracy of any data provided by ACRIS or any other sources. All dimensions are approximate. For exact dimensions, you must hire your own architect or engineer and for no property included in this report shall the number of bedrooms listed be considered a legal conclusion.

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