

What's happening in NYC real estate March 2019

The first quarter finished upbeat with a strong rebound from the close of last year. NYC real estate is in an interesting place where buyers control the market. Sellers are cutting prices after a cold winter. 10% of active listings have experienced a price reduction. Inventory continues to rise, with an 11.7% increase in homes for sale in Manhattan over the past year. Average price per square foot numbers are back at 2015 levels. And as most New Yorkers will tell you, rent prices continue going up.

We are moving into the busiest time of the year for rentals and sales. I am helping people rent apartments all over Manhattan and Brooklyn, and have exclusive rentals in Chelsea and a sponsor unit studio at 69 Fifth. Our listing at 189 Bridge Street is in contract, and the co-op purchase of apartment 6/7C was finally approved by the board.

In the news there is a big debate over the proposed "Pied-a-Terre Tax" and the estimated \$665M yearly income it could bring to the city. The Federal Reserve reversed interest rate forecasts and are now expecting a rate decrease, attractive for first time home buyers. Also Hudson Yards is open, and "The Vessel" is one of the many attractions! Spotlight this month is on Downtown Brooklyn which is exploding with new inventory.



Chelsea Rentals @ 213 Seventh Ave

At 213 Seventh Avenue we have listed two unique one bedrooms and a studio. These are the most authentic NYC apartments you will find, and offer one-of-a-kind Chelsea living. There is a one bedroom duplex on the top floor with superior views, another full floor one bedroom with private outdoor space, and a newly renovated studio. We priced them to rent quickly!

Downtown Brooklyn Contract Signed

Our listing at 189 Bridge Street already has a signed contract. All-cash for \$840,000. This deal represents the strong condo market in Downtown Brooklyn. 189 Bridge was built in 2009, the worst time to be buying real estate. Ten years later this is one of the nicest apartments in the area, with unique features you cannot find in the new developments. Best of all the 421A tax abatement still runs another five years.



Board Approval @ 69 Fifth

In case you forgot, we are closing one of



the longest sales in history at 69 Fifth Avenue. This really shows how long a co-op purchase can take and is a good reminder for anyone looking to purchase a co-op. It is very important to understand your timeline. As many co-op purchasers are first time homebuyers who are currently leasing, it's important to get a jumpstart on this lengthy process.

In the news...



Pied-a-terre Tax

The MTA budget is the talk of the town in NYC. Lately, there have been a lot of new ideas of how the state will be able to raise money. Options range from congestion pricing to marijuana legalization. The proposed pied-a-terre tax has caused a huge stir in the real estate realm. An estimated \$665M annual income has been debated, as opponents say the income wouldn't be nearly as much, and would hurt the housing market.



Rate Decrease

Mortgage rates have decreased to the lowest level in over a year. Mortgage applications are increasing. Eyes are on the Federal Reserve who have made it clear that they will be lowering rates. Buyers can take advantage of this new normal and secure financing. Prices have suffered from the story of rising rates that has been going around over the past year. Low rates have historically helped the market.



The Vessel

Hudson Yards is officially open, and people from all over the world are visiting this spectacular development by Steve Ross of the esteemed Related Companies. Above is the centerpiece of New York's newest community, it's a \$150M artwork by the architect Thomas Heatherwick. Right now it has been given a temporary name "The Vessel". Next door is 15 Hudson Yards, the tallest residential building in NYC.

SPOTLIGHT ON: DOWNTOWN BROOKLYN



Since being rezoned in 2004, Downtown Brooklyn is exploding with new condominiums and has developed into a thriving live/work neighborhood. It the third-largest central business district in New York City and has over 50,000+ residents. Growth in Downtown Brooklyn has been unprecedented and shows no signs of slowing. In total, more than 9,100 new units were delivered from ~30 new developments between 2014-2018. As of late 2018, there are 1,600 condominiums and 600 market rate rentals in upcoming inventory. Median rent is ~\$3,329 and the price per square foot of a new condo is \$1,350. Come check out Downtown Brooklyn and see what it's all about!

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