

# CORE Real Time Report

A Monthly Real Time Analysis of the Manhattan Residential Market

The Monthly CORE Real Time Report is the first of its kind in the Manhattan residential market. It is an analysis of real-time information that tracks current contract pricing and absorption. This report is different from other published reports because it reflects existing contract data, not sold and closed data, which often takes months or years to be recorded. In order to get an accurate snapshot of the current market, contract data is the most pertinent information. Sold and closed data reflects historical market information and cannot be accurately attributed to a specific time in the market due to the nature of the length of a transaction. This is further skewed with new development transactions which can sometimes reflect more than a two year period from contract signing to closing. As is the case with all residential reports, the accuracy of this report is not 100%, but this is a very reliable snapshot of current market conditions. The information in this report is gathered from numerous sources and includes parameters in Manhattan below 96th Street and does not include new development data unless otherwise noted.

## February 2009

January 2009 was historic on many fronts; the first African American President was sworn into office, economic retail indicators reflected the slowest holiday period in decades, giant conglomerates from the auto industry, banking institutions, and retailers continued to show weakness; some are on the verge of bankruptcy - or worse. Unemployment was at historic highs as were home foreclosures. New York saw more jobs lost and even lower consumer confidence. The lack of available financing is still a large contributor to this downward trend.

Manhattan real estate showed fewer contracts being signed. Pricing remained flat with December price points. We did see a rise in the pricing of 3 and 4 bedroom homes downtown. Interesting to note, (as anticipated in December) unlike past bear markets, was the decline of inventory for sale as people who aren't forced to sell have pulled their homes from the market in order to wait for a more favorable climate. Less of the available inventory was absorbed and the market remained relatively inactive.

A trend we started to see at the end of the month was an increase in traffic viewing properties.

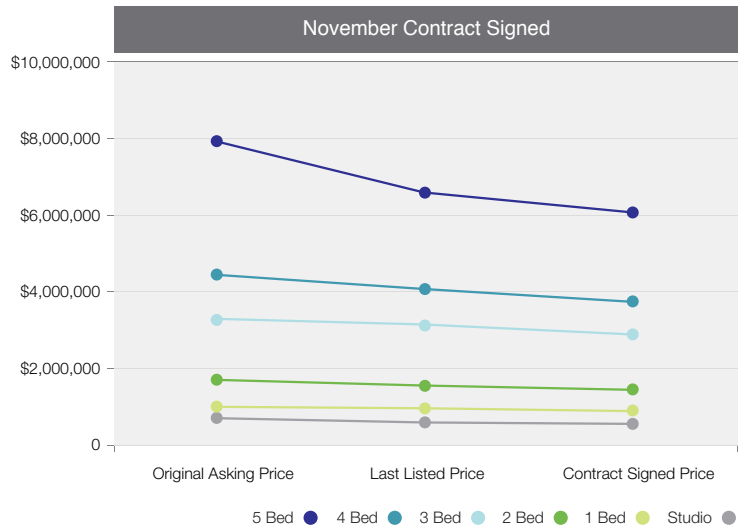
Contract Signed Price by Month and Unit Size

Month	Size	# in Contract	Orig. List	Last listed	CS Price	% List to Signed
November	Studio	35	\$573,485.00	\$451,948.00	\$415,792.18	-27.50%
			-13.44%	+7.16%	+10.10%	
December	Studio	31	\$505,532.26	\$486,822.56	\$462,481.43	-8.52%
			-10.54%	-12.52%	-16.19%	
January	Studio	35	\$457,341.00	\$432,653.00	\$398,040.76	-12.97%
Month	Size	# in Contract	Orig. List	Last listed	CS Price	% List to Signed
November	1 bed	76	\$841,776.00	\$807,421.00	\$742,827.32	-11.75%
			-4.41%	-9.25%	-6.92%	
December	1 bed	79	\$806,233.15	\$739,063.29	\$694,719.49	-13.83%
			+7.24%	+3.46%	+3.46%	
January	1 bed	68	\$869,194.00	\$765,569.00	\$719,634.86	-17.21%
Month	Size	# in Contract	Orig. List	Last listed	CS Price	% List to Signed
November	2 bed	64	\$1,559,576.00	\$1,416,425.00	\$1,260,618.25	-19.17%
			+16.39%	+16.76%	+19.47%	
December	2 bed	51	\$1,865,333.31	\$1,701,627.45	\$1,565,497.25	-16.07%
			-8.33%	-7.28%	-9.66%	
January	2 bed	48	\$1,721,857.00	\$1,586,194.00	\$1,427,574.60	-17.09%
Month	Size	# in Contract	Orig. List	Last listed	CS Price	% List to Signed
November	3 bed	27	\$3,147,148.00	\$2,992,629.00	\$2,708,329.25	-13.94%
			-13.17%	-26.25%	-26.25%	
December	3 bed	20	\$2,781,000.00	\$2,370,400.00	\$2,145,212.00	-22.86%
			+10.12%	+17.38%	+12.55%	
January	3 bed	17	\$3,094,059.00	\$2,869,147.00	\$2,453,120.69	-20.72%
Month	Size	# in Contract	Orig. List	Last listed	CS Price	% List to Signed
November	4 bed	5	\$4,294,000.00	\$3,925,000.00	\$3,611,000.00	-15.91%
			-8.95%	-15.74%	-19.64%	
December	4 bed	8	\$3,941,250.00	\$3,391,250.00	\$3,018,212.50	-23.42%
			+36.32%	+39.45%	+37.34%	
January	4 bed	11	\$6,189,545.00	\$5,600,909.00	\$4,816,781.74	-22.18%
Month	Size	# in Contract	Orig. List	Last listed	CS Price	% List to Signed
November	5/6 bed	4	\$7,772,500.00	\$6,433,750.00	\$5,790,375.00	-25.50%
			-21.00%	-21.71%	-23.07%	
December	5/6 bed	4	\$6,423,750.00	\$5,286,250.00	\$4,704,762.50	-26.76%
			-20.91%	-12.55%	-10.08%	
January	5/6 bed	3	\$5,313,000.00	\$4,696,666.00	\$4,273,966.06	-19.56%

# Monthly Resale Data

## November

Original asking prices were up from October, however we see a larger percentage decline in contract signed prices. The luxury market (5/6 bedrooms) continued to decline the most by 47%. The 1 bedroom market remained steady and resilient from October to November.



## December

The average contract signed price from November to December dropped 7%. The largest drop was seen in the luxury sector (5/6 bedrooms) with a 23% reduction. Contract signed prices in 1 bedrooms dipped slightly from November to December but remained fairly steady month to month in percentage decline from ask to signing prices.



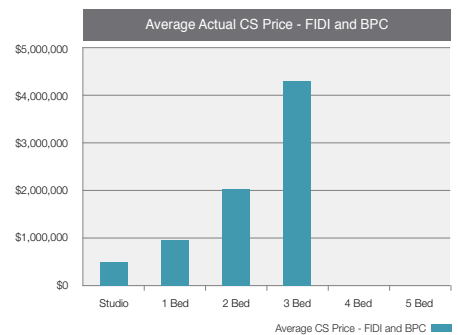
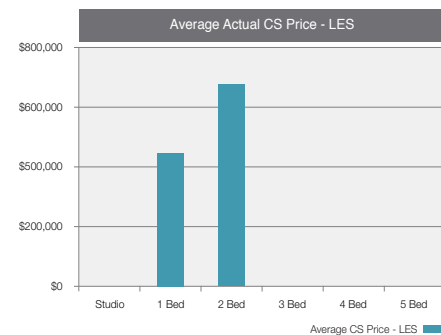
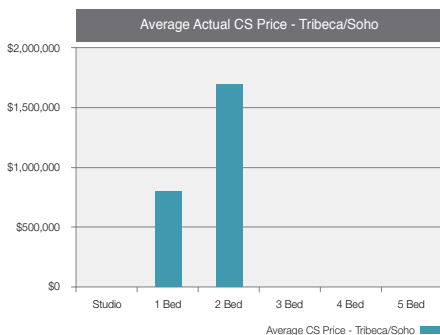
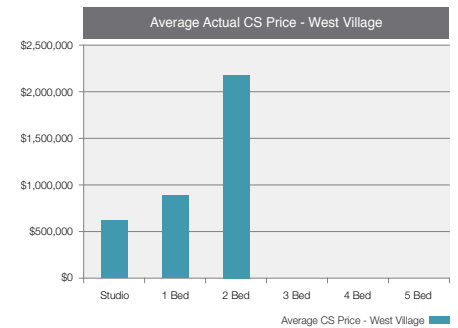
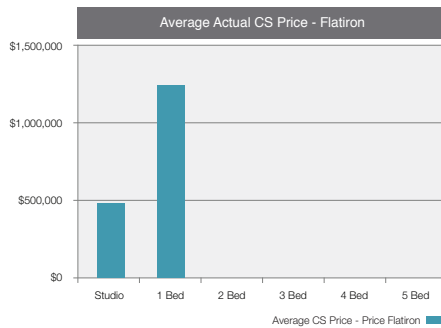
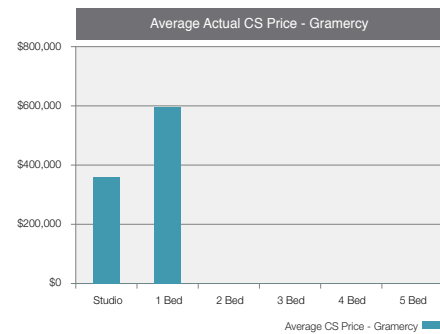
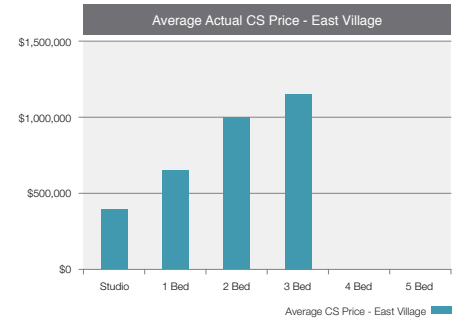
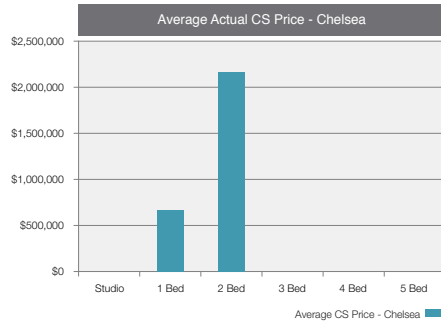
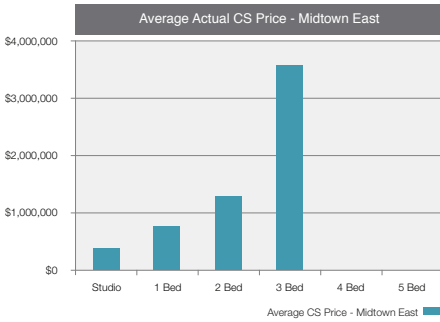
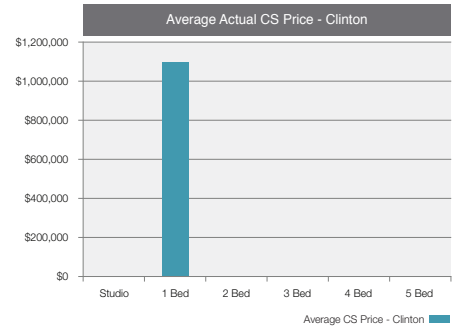
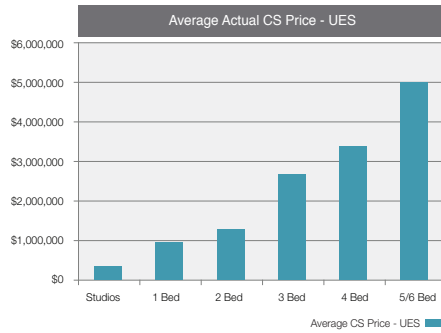
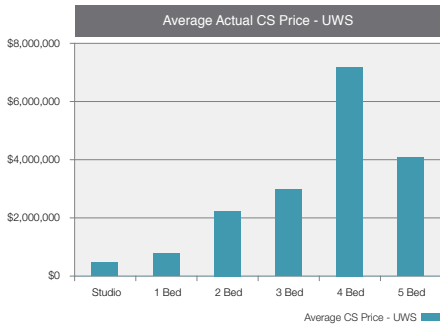
## January

The most interesting change in January's sales occurred in the 4 bedroom sector (which was heavily influenced by the UWS 4 bedroom sales. See page 3). Four bedroom units soared 37% in asking price from December while the discount from original asking price remained similar to that of December with a 22% decrease. There was also an increase in total 4 bedroom contracts signed up to 11 from 8 in December. Studios and 5/6 bedrooms price points were hit the hardest.



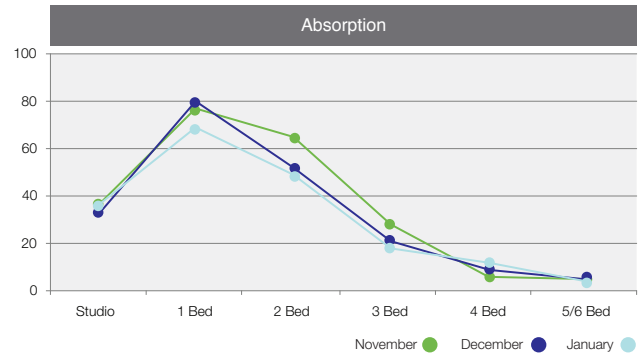
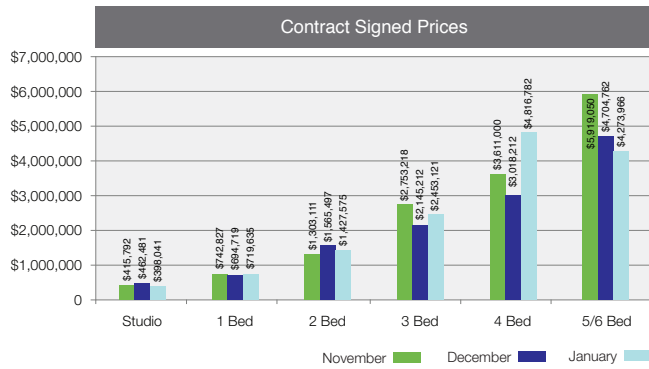
# Neighborhood Data

There was a decrease in the overall number of contracts signed in January across the board, with the exception of 4 bedrooms, 1 bedroom units were still sold in every neighborhood category. Most neighborhoods had no contracts signed in the 3, 4 or 5/6 bedroom categories with large discrepancies in pricing depending on the neighborhood. As with December, the only 2 neighborhoods with sales in every apartment size were the Upper West and Upper East Sides. Of note, is that 4 bedrooms sold for much more than 5/6 bedrooms on the Upper West Side.

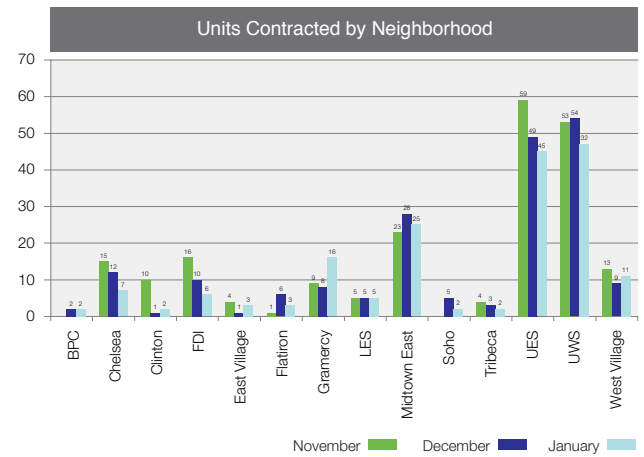
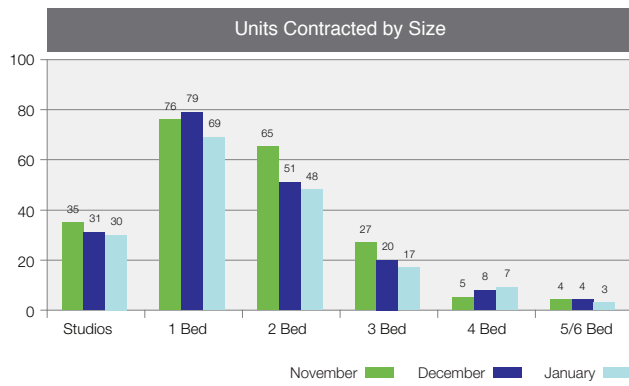


# 3 Month Comparison

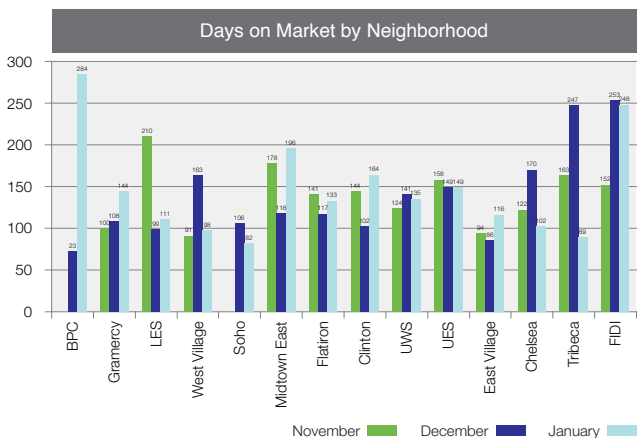
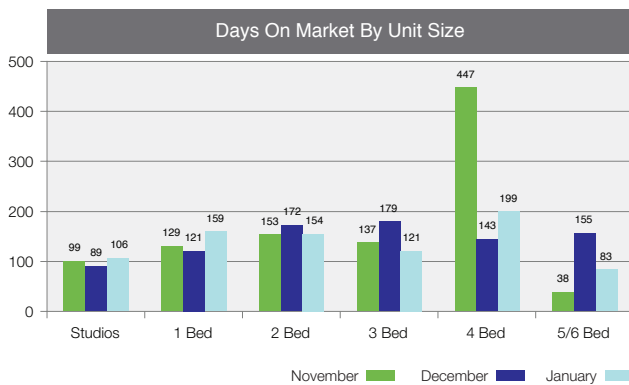
The graphs below represent both contract signed prices as well as absorption of units from November 2008 through January 2009. Interestingly, 4 bedrooms were the only units to see an increase in both price and absorption while 1 and 3 bedrooms also saw price increases but lower absorption, although 1 bedrooms units still made up a majority of the sales.



The graph on the left represents units going into contract by size. From month to month studios, 2, 3, and 5/6 bedrooms steadily decreased in the number of units contracted by size. The Upper East Side and Upper West Side followed by the West Village and Midtown East consistently have the highest number of units contracted. January saw a spike in the contracts signed in Gramercy possibly due to lower prices than have historically been seen in that neighborhood.

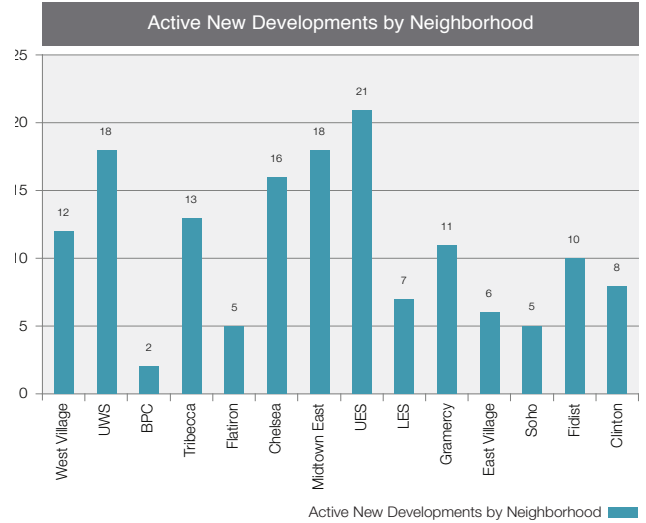
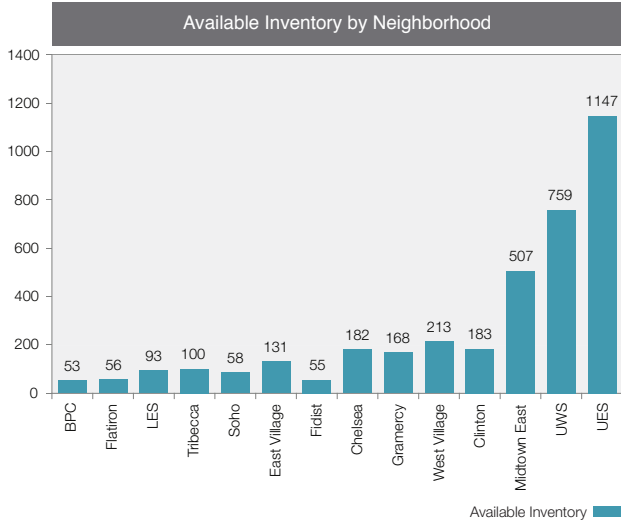


Studios, 1 and 4 bedrooms were on the market longer than last month. Four bedrooms were on the market the longest with 199 days being the average while the 5/6 bedrooms were on the market for the shortest period of time. 5/6 bedrooms also saw the sharpest drop in the days on the market from December to January. Counterintuitively, larger units with higher price points were on the market for shorter periods than smaller units at lower price points. The most interesting change from December to January for days on the market by neighborhood was the flip flop of BPC from the shortest number of days on the market to the longest time on the market before contract signing.



# Total Availability

Available inventory for resales in January dropped considerably. This drop seems to have been across the entirety of Manhattan, almost evenly as the highest numbers of available units are still seen in the Upper East and Upper West Sides as well as Midtown East. The total new developments with active listings went up from 45 last month to 52 in January. Some new developments from last month showed no active listings while smaller unit new developments became available. As in the previous month, the Upper East Side has the most active new developments followed by the Upper West Side and Midtown East with Battery Park City having the fewest.



Contract signed numbers for the month of January in new developments decreased even further from December. According to our findings Midtown East and the Upper East Side had the most contracts signed with 7 each while several neighborhoods recorded no contracts signed in January. Also of note, is the change in the Financial District, where last month, they recorded the most contracts signed by neighborhood and in January were down to 3.

