

CENTRAL PARK WEST NEWSLETTER

SPRING 2023



DEANNA KORY
Licensed Associate
Real Estate Broker
THE CORCORAN GROUP

MANHATTAN MARKET OVERVIEW

This Central Park West newsletter begins with a brief overview of the Manhattan real estate market over the last year. The market on Central Park West in large part followed most Manhattan trends, especially for prewar co-ops which make up most buildings on the Avenue.

Manhattan Market 2022

New York City's real estate market experienced many highs and lows in 2022, beginning with the strongest first quarter of closed sales on record, thanks to high confidence, 'post-pandemic' pent-up demand, and historically low interest rates. In mid-March when the Fed raised rates and promised more increases, cracks began to appear in the post-pandemic boom market resulting in a noticeable slowdown in sales volume. Additional concerns increased buyer apprehensions including high inflation, recession fears and the war in Ukraine. Uncertainty and interest rate hikes sidelined many buyers and contributed to the malaise, and prices began to soften in the second half of the year. Despite this, over 12,000 contracts were signed in 2022, down only 21% year-over-year but still the second highest number since 2015. Many savvy, all-cash buyers also took advantage of rising interest rates, realizing that they had the upper hand, with less competition in the market. With all the difficult trends of 2022, Manhattan still had a record year based on closings. In fact, closed sales volume exceeded that of 2021! Many

believe the shifting market last year was returning to a more "normal" market exhibiting typical seasonal patterns.

Manhattan Market 1Q 2023

Overall, there were 2,650 contracts signed in the first quarter 2023, down a significant 34% year-over-year--the number of contracts signed returning to the pace seen during the first quarters of historically slower years from 2018 - 2020. Last year's first quarter, however, set a 14-year record high, exaggerating the decline in contracts this year. In addition, steady progress was made during the first quarter as the year-over-year decline in contracts tightened from 37% below 2022 in January to 20% in March, with a notable uptick in activity starting mid-February. Contract activity in February increased 40% versus January, the sharpest month-over-month increase since late 2020.

Discounts were commonplace in February, with about two-thirds of deals trading below their asking price. The negotiability rate nearly doubled year-over-year and was essentially level to what it was in late 2020. While condo negotiability remained near five-year highs, discounts on co-op units have trended closer to sticker prices in recent months.

Currently the market is a mix of both cautious and serious buyers who are ready to purchase but are up against lower available inventory. We do still face headwinds and economic uncertainty, which has been heightened with

both regional banking crises, and yet another Fed interest rate hike. However, new properties are coming on the market every day, which has led to increased sales activity. As of this writing, the number of active Manhattan listings is over 6,600. The pace of new contracts being signed weekly to date is in line with 2019 and 2020 and is very encouraging signaling a healthy "normal" market heading into the spring season.



On the Market, 2 West 67th Street, Apartment 12/13A

Asking \$6.85M

Central Park West Market

Similar to the broader Manhattan market, the Central Park West market experienced strong sales volume in the first half of last year, followed by a slowdown in the second half. However, since the beginning of 2023, the number of large apartment sales have been increasing, with nearly one contract signed over \$4M per week since January 1st!

[Continued on page 2]

Central Park West Market - Continued

Our market snapshot shows this fact: that overall Central Park West sales volume is up. There are presently 68 active listings on the market and 30 units under contract. Although some buyers remain sidelined by interest rates, and others are taking a wait-and-see approach, serious and savvy buyers are buying and signing contracts. The data shows:

- There are currently 68 active listings and 30 currently in contract indicating an uptick in sales and demand.
- There were 41 closed sales on Central Park West in the last 6 months, which is on pace with pre-pandemic sales. The 6-month period just preceding the shutdown in March 2020 produced 43 closed sales for approximately the same time.
- The two- and three-bedroom markets are strongest in all categories with 44 active listings, 22 in contract and 22 closed sales in the last 6 months.
- Co-op sales are outpacing condos as 80% of listings in contract are co-ops and 70% closed sales are co-ops. This is seemingly normal as Central Park West is made up primarily of co-op buildings. However, condos have been selling higher even in predominately co-op markets over the past year-and-a-half, most notably on Riverside/West End Avenue.
- The highest closed co-op sale in the last 6 months was Apt 15/16A at the Beresford (211 CPW) for \$19M; a stunning, custom-designed 12-room duplex with extraordinary Central Park, skyline, and Planetarium views.
- The highest closed condo sale was Apt 37A at 15 Central Park West for \$23M; a high-floor 3,105 sf, 3-bedroom architect designed home with 47' of Central Park views. This premier Robert AM Stern building consistently commands one of the highest prices per square foot in the city.
- There are many serious buyers who are ready to purchase. Based on the data, when properties are priced appropriately, they are selling.

Central Park West Market Snapshot

60th – 96th Streets

ACTIVE INVENTORY

| Size | # of units | Condo | Co-op | Average Ask Price |
|-----------------------------|------------|----------------------------|-----------|----------------------|
| 4 Bedrooms+ | 15 | 3 | 12 | \$14,647,000 |
| Average Co-op \$15,513,333* | | Average Condo \$11,187,667 | | |
| 3 Bedrooms | 22 | 7 | 15 | \$8,328,864** |
| Average Co-op \$6,321,000 | | Average Condo \$12,631,429 | | |
| 2 Bedrooms | 22 | 10 | 12 | \$4,366,364 |
| Average Co-op \$2,881,667 | | Average Condo \$6,148,000 | | |
| 1 Bedrooms | 9 | 4 | 5 | \$1,007,444 |
| Average Co-op \$1,025,600 | | Average Condo \$984,750 | | |

* There are 5 co-ops on the market over \$20M right now, including a \$40M listing at the Beresford. These uber-high-end listings are skewing average price up. Typically, co-op average prices are lower than condos.

** There are three 3-bedroom listings at 15 CPW over \$18M which accounts for the large average price. The lowest priced 3-bedroom co-op is on the first floor of 320 CPW asking \$1.45M.

CURRENTLY IN CONTRACT

| Size | # of units | Condo | Co-op | Average Ask Price |
|----------------------------|------------|----------------------------|-----------|---------------------|
| 4 Bedrooms+ | 4 | 2 | 2 | \$10,735,000 |
| Average Co-op \$10,472,500 | | Average Condo \$10,997,500 | | |
| 3 Bedrooms | 12 | 0 | 12 | \$5,386,250 |
| Average Co-op \$5,386,250 | | Average Condo N/A | | |
| 2 Bedrooms | 10 | 2 | 8 | \$4,033,000 |
| Average Co-op \$3,685,000 | | Average Condo \$5,425,000 | | |
| 1 Bedrooms | 4 | 2 | 2 | \$1,892,500 |
| Average Co-op \$1,912,500* | | Average Condo \$1,872,500 | | |

*There is a 1-bedroom corner apartment at the El Dorado (28C) in contract that was asking \$2,975,000 with extraordinary Central Park and Reservoir views from every window and two exposures from a high floor. This accounts for the higher range average asking price. We don't yet know the sale price of this unit.

SOLD & CLOSED LAST 6 MONTHS

| Size | # of units | Condo | Co-op | Average Ask Price |
|---------------------------|------------|-----------------------------|-----------|--------------------|
| 4 Bedrooms+ | 8 | 1 | 7 | \$8,185,375 |
| Average Co-op \$8,026,143 | | Average Condo \$9,300,000 | | |
| 3 Bedrooms | 14 | 2 | 12 | \$5,806,696 |
| Average Co-op \$4,570,729 | | Average Condo \$13,222,500* | | |
| 2 Bedrooms | 9 | 4 | 5 | \$3,322,444 |
| Average Co-op \$3,343,000 | | Average Condo \$3,296,750 | | |
| 1 Bedrooms | 10 | 5 | 5 | \$1,137,000 |
| Average Co-op \$1,515,000 | | Average Condo \$759,000 | | |

*Apt 37A at 15 Central Park West closed for \$23M, skewing the average condo price.

The Luxury Market Over \$4M

Last 6 Months (Sept 15, 2022 – March 15, 2023)

Below are the 19 contracts signed over \$4M during the last 6 months on Central Park West; all but two were co-op contracts and only two have asking prices over \$10M.

| Address | Asking | Rm/Bed/Bath | Type | Date Contract or Closed |
|-----------------------------|-----------|-------------|-------|--------------------------|
| 211 Central Park West, 14E | \$9.999M | 8/3/4.5 | Co-op | 3/22/2023 |
| 239 Central Park West, 8A | \$5.9M | 8/3/3.5 | Co-op | 3/14/2023 |
| 211 Central Park West, 5D | \$11.995M | 10/5/5 | Co-op | 3/10/2023 |
| 115 Central Park West, 11E | \$6.5M | 7/3/3.5 | Co-op | 3/7/2023 |
| 353 Central Park West, 7 FL | \$5.5M | 7/4/4 | Condo | 3/1/2023 |
| 15 Central Park West, 24B | \$9.75M | 6/2/2.5 | Condo | 2/20/2023 |
| 211 Central Park West, 4F | \$8.65M | 8/3/4 | Co-op | 2/15/2023 |
| 145 Central Park West, 10B | \$4.495M | 6.5/2/2 | Co-op | 2/17/2023 |
| 145 Central Park West, 8A | \$7.5M | 7/3/3 | Co-op | 1/27/2023 |
| 300 Central Park West, 25G | \$8.95M | 9/4/4.5 | Co-op | 1/9/2023 |
| 271 Central Park West, 9E | \$9.5M | 9/5/3 | Co-op | 12/20/2022 |
| 41 Central Park West, 8C | \$6.5M | 8/3/2.5 | Co-op | 12/19/2022 |
| 115 Central Park West, 31F | \$5.995M | 6/2/2 | Co-op | 12/5/2022 |
| 320 Central Park West, 19A | \$5.995M | 6/3/3 | Co-op | 11/16/2022 |
| 1 West 72nd Street, 35 | \$4.5M | 7/3/2 | Co-op | 11/15/2022 |
| 151 Central Park West, 12W | \$5.095M | 7/3/3 | Co-op | \$5.095M Closed 1/30/23 |
| 145 Central Park West, 12A | \$4.795M | 6/3/3 | Co-op | \$4.578M Closed 12/20/22 |
| 300 Central Park West, 9D | \$12.5M | 9/4/4 | Co-op | \$10.5M Closed 12/20/22 |
| 88 Central Park West, 7/8N | \$9.985M | 9/4/3 | Co-op | \$9M Closed 12/5/22 |

- Ten contracts over \$4M were signed in the first quarter of 2023.
- The two condo contracts so far this year are at 353 CPW and 15 CPW. Although Central Park West is primarily a co-op market (3.2 co-op buildings for every condo on the Avenue), luxury condos have been outpacing large co-ops on Riverside Drive and West End Avenue.
- As you can see, those 4 luxury contracts that have since closed, sale prices were averaging 7.6% off the last asking price.
- During this same six-month period in the previous year (September 15, 2021- March 15, 2022), there were 34 contracts signed over \$4M on CPW, or 45% more than this year. However, this 6-month period was during one of the most active real estate markets on record and includes a boom for large apartments due to low interest rates and the 'post-pandemic' need for more space. Interesting to note that 13 of those contracts were condos, or nearly 40%, while the last 6 months only 10% contracts were condos.

Central Park West Market - What's Ahead

Pre-pandemic, the number of grand prewar apartments that sold on Central Park West were much lower than the number of new development and condo sales. Thankfully, Central Park West co-ops gained a bit in popularity again during 2021 and early 2022. While interest rate hikes and economic uncertainty drove sales down again last year, the number of contracts of large co-op sales increased near the end of the year and have continued to increase in the first few months of 2023.

Some reasons buyers want to return to these grand and gracious homes include proximity to Central Park, schools, and the appeal of historically prestigious white glove buildings. Other desirable qualities include the gorgeous views of Central Park. For these reasons, there is also an increase in signed co-op contracts on other prestigious Uptown avenues such as Park and Fifth Avenue.

There is evidence pointing to a steady increase in sales on Central Park West this spring. There is great demand for new inventory with serious buyers looking for the next new property if you are considering selling. Make sure you seek the advice of an experienced agent who can provide you with the most accurate valuation and advice on the best ways to prepare your property to stand out amidst the competition.



I am happy to answer any questions you may have regarding your specific real estate goals and how to achieve them in today's market.

Deanna

On the Market

239 Central Park West Apartment 8B

Beautifully Renovated & Gracious
8-Room in Superb Building

Asking \$6,350,000



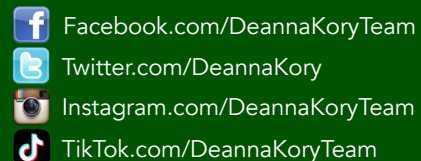
Experience. The Deanna Kory Team Advantage.



When you choose the Deanna Kory Team, you are working with a highly skilled powerhouse team with vast experience, an expansive network and resources tailored to meet every aspect of buying and selling real estate in New York.

Together, we focus on the needs of our clients, tailor an individual strategy to achieve your goals, and provide you with unsurpassed expertise in real estate marketing and negotiation. Consistently ranking among the top 3 teams in sales volume company-wide every year, we are proud of our enormous capacity to work hard and bring an intelligent approach to marketing and deal-making. Led by Deanna Kory, whose 38 years of experience and exceptional track record evokes admiration throughout the industry. Deanna has sold hundreds of properties in almost every building on Central Park West and has a proven record of achieving high sales prices on this beloved boulevard where she has lived for nearly four decades.

Interested in what is happening today in NYC real estate?
Want to keep up with the latest trends, market information
and get tips from the experts? Follow The Deanna Kory Team
on Facebook, Twitter, Instagram and TikTok .



2022 Central Park West Sales Sampling

Address

65 Central Park West, PHAD
239 Central Park West, 3E
248 Central Park West, Townhouse
300 Central Park West, 9F*
145 – 146 Central Park West, 13B*
300 Central Park West, 15/16F*
115 Central Park West, 5C
1 West 67th Street, PH909

**represented buyer*

Price

\$3,800,000
\$2,490,000
\$26,000,000
\$6,000,000
\$4,050,000
\$18,000,000
\$13,110,000
\$10,120,000



65 Central Park West, PHAD closed for \$3.8M.
Central Park views like these will always be in high demand.



Corcoran Group Real Estate
590 Madison Avenue, New York, NY 10022
DEK@corcoran.com

The Corcoran Group is a licensed real estate broker. Owned and operated by NRT LLC.

