



COMPASS

# The Stoltz Report: Interpreting the Market

Bronxville Area Real Estate  
2021 Semi-Annual Summary

# 2021 Semi-Annual Summary & Outlook

Dear Neighbor,

The first six months of 2021 were very busy for the Bronxville area real estate market. The activity of 2020 continued unabated. Inventory remains low in our area across all markets and sale prices have increased. Through June 30, 2021, the average price per square foot in Bronxville Village for a single family home increased to \$623 as compared to \$589 in 2020. There are 48 home sales, either pending or closed, as compared to 62 homes closed for all of 2020. I expect we will finish 2021 with near record volume and improved pricing. The high end of the Bronxville market has also been active with 29% of the homes selling above \$3.0 million. Buyers seem to want larger homes with more bedrooms and office space.

The effects of Covid-19 and the deteriorating living conditions in New York City benefited the Bronxville area but to a lesser extent than towns farther from Manhattan. Remote work and remote learning enabled buyers to move to less expensive areas farther from New York City. I anticipate this trend to change now that New York City based companies are starting to resume "business as usual" with in-person work. The Bronxville area will be one of the biggest beneficiaries of the "return to normalcy" as buyers want to be close to but not live in New York City, have a manageable commute and have access to top ranked schools.

Covid-19 also caused people to think more about living closer to extended family. Bronxville is the ideal place for extended family living because Bronxville offers attractive housing inventory including single-family homes, co-ops, town homes, and rentals. Bronxville is the perfect walking community and offers residents, of all ages, wonderful places to shop, to dine and most importantly to have access to world-class health care.

I have had a busy but inspired spring as I recently joined Compass. The Compass brand and platform provides me an incredible opportunity to offer best-in-class service to my clients. I am excited to announce that work will begin shortly on our new office space, directly across from the train, at 27 Pondfield Road. Wishing everyone a wonderful summer and I look forward to a busy fall market.

Sincerely,

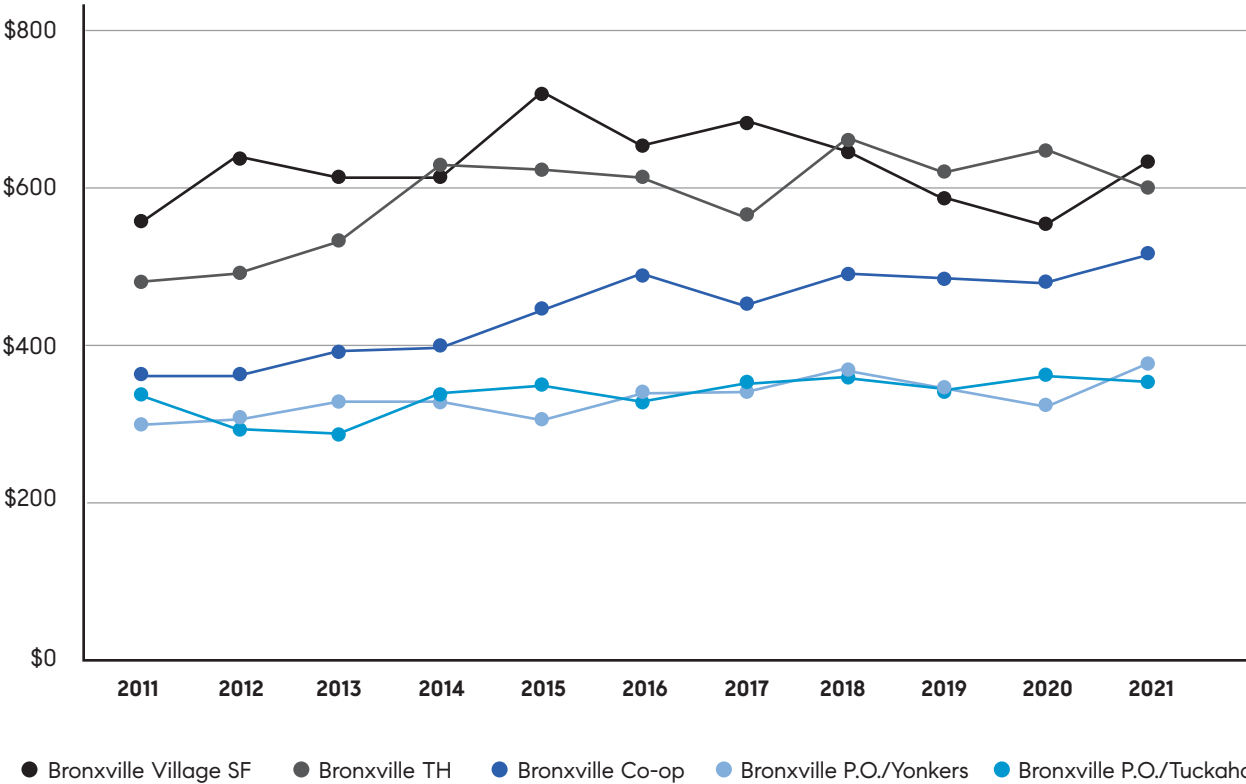
**Sheila Morrissey Stoltz**

Licensed Real Estate Associate Broker

914.310.6220

# Bronxville Area Summary Statistics

	BXV SF	BXV TH	BXV Co-op	BXV P.O./Yonkers	BXV P.O./Tuckahoe
Median Sale Price	\$2,750,000	\$1,100,000	\$570,000	\$831,500	\$808,750
Average Sale Price	\$2,639,311	\$1,100,000	\$654,000	\$898,603	\$952,925
Average PPSF	\$623	\$595	\$492	\$373	\$354
High Price	\$4,300,000	\$1,100,000	\$1,540,000	\$1,495,000	\$1,985,000
LowPrice	\$1,050,718	\$1,100,000	\$264,200	\$545,000	\$500,000
# of Sales	28	1	13	34	20
# Pending	19	3	10	17	4
2021 YTD Sales	47	4	23	51	24
Total 2020 Sales	62	13	27	71	36

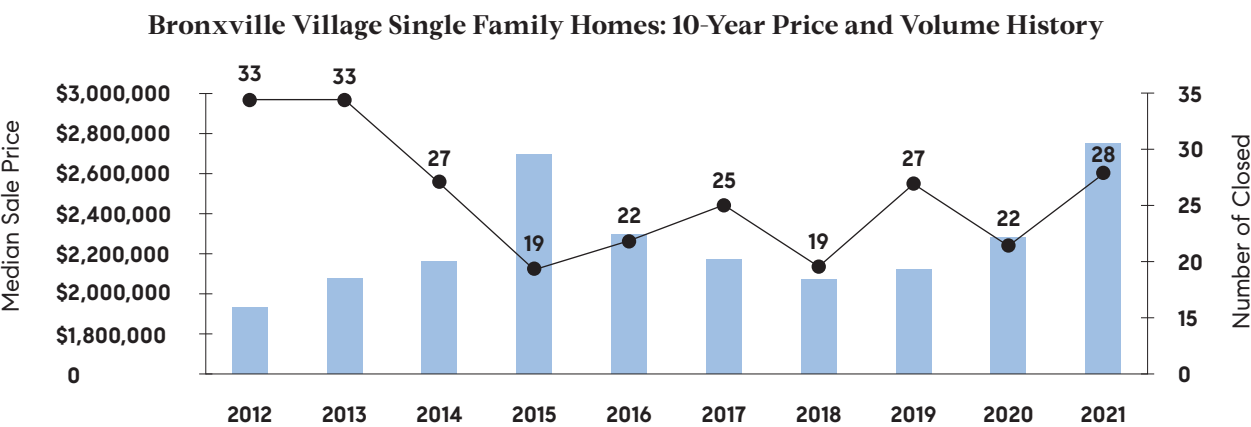




# Bronxville Village

## Single Family Homes

Bronxville Village single-family home sale market is experiencing strong volume and improved pricing. The median home sale price was \$2,750,000 in the first half of 2021 as compared to \$2,275,000 in 2020, and the average price per square foot increased to \$623 as compared to \$551 in 2020. In the first half of 2021, 28 homes closed as compared to 22 in the first half of 2020. There are currently 19 homes under contract as compared to 19 last year so I expect a strong volume year in 2021. Approximately 44% of all homes in the Village sold between \$2.0-\$3.0 million in the first half of 2021; 29% of all homes sold above \$3.0 million which is encouraging for the high end. The highest price paid for a home in the first half was \$4.3 million and the lowest price paid was \$1.05 million.



	2017	2018	2019	2020	2021
Median Price	\$2,196,000	\$2,100,000	\$2,150,000	\$2,275,000	\$2,750,000
Average Price Per Sqft	\$684	\$644	\$586	\$551	\$623
High Price	\$5,100,000	\$5,450,000	\$4,650,000	\$6,975,000	\$4,300,000
Low Price	\$999,900	\$1,100,000	\$999,000	\$1,425,000	\$1,050,718
10 Year Median CAGR					2.7%

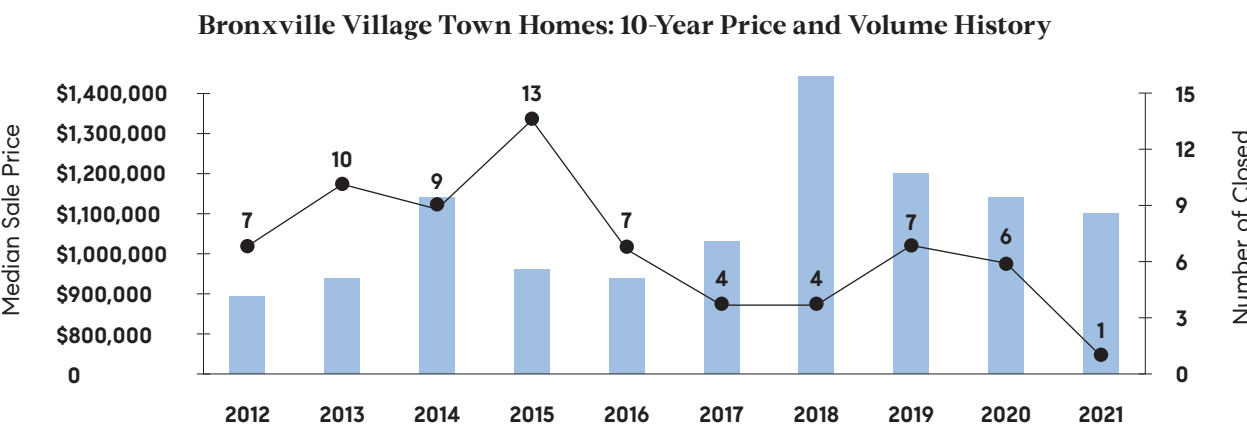
**Unit Sales By Price Category (1/1 - 6/30)**

Price Range	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Up to \$1,000,000	9%	3%	4%	0%	0%	4%	0%	4%	0%	0%
\$1,000,000-\$1,499,000	21%	12%	7%	0%	9%	4%	11%	15%	9%	14%
\$1,500,000-\$1,999,999	24%	33%	26%	21%	18%	32%	26%	30%	9%	11%
\$2,000,000-\$2,499,999	15%	61%	41%	16%	32%	24%	16%	11%	41%	21%
\$2,500,000-\$2,999,999	12%	9%	11%	37%	14%	12%	26%	30%	18%	25%
\$3,000,000-\$4,999,999	15%	15%	11%	21%	23%	20%	16%	11%	18%	29%
\$5,000,000 and up	3%	0%	0%	5%	5%	4%	5%	0%	5%	0%
Total Units Sold	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Total Units Sold	33	33	27	19	22	25	19	27	22	28

# Bronxville Village

## Town Homes

Bronxville Village is unique in having a prominent town home market consisting of approximately 240 town homes. In the first half of 2021 only 1 town homes sold as compared to six sold in the first half of 2020. Inventory remains low. The median town home price in 2021 was \$1,100,000 as compared to \$1,275,000 in 2020. The average price per square foot was \$595 in 2021 as compared to \$646 in 2020. The low volume of sales and inventory in this market is surprising. Town homes offer an “urban feel”, attractive Bronxville historic Village entry price point, and lower taxes in comparison to a single-family home.



Price Range	2017	2018	2019	2020	2021
Median Price	\$1,012,500	\$1,472,500	\$1,200,000	\$1,140,000	\$1,100,000
Average Price Per Sqft	\$563	\$660	\$618	\$646	\$595
High Price	\$1,242,000	\$1,685,000	\$1,500,000	\$1,275,000	\$1,100,000
Low Price	\$694,000	\$930,000	\$980,000	\$1,075,000	\$1,100,000
10 Year Median CAGR					1.8%

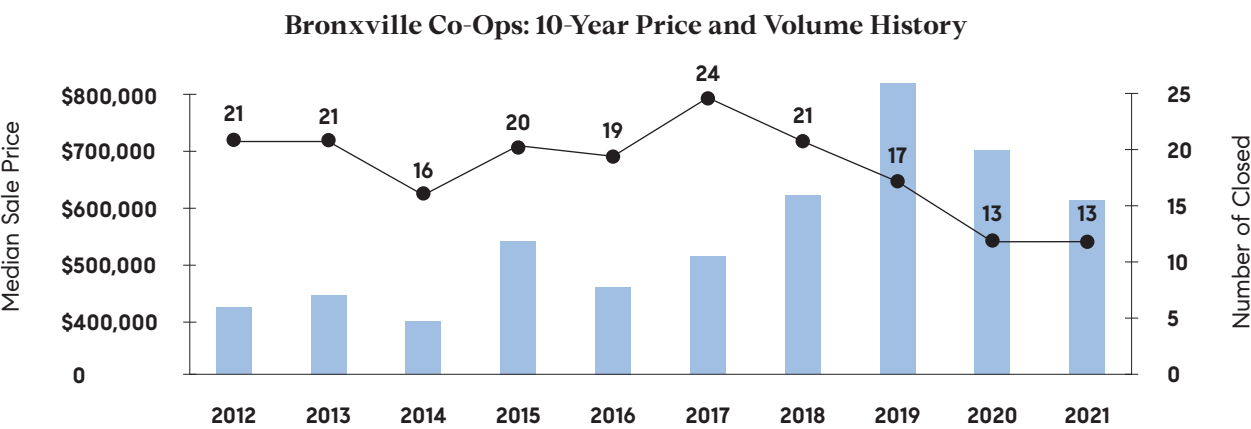
### Unit Sales By Price Category (1/1 - 6/30)

Price Range	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Up to \$499,999	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
\$500,000 - \$699,000	14%	0%	0%	0%	0%	25%	0%	0%	0%	0%
\$700,000-\$999,000	86%	70%	11%	62%	57%	25%	40%	14%	0%	0%
\$1,000,000-\$1,499,999	0%	30%	89%	31%	43%	50%	40%	71%	100%	1%
\$1,500,000-\$1,999,999	0%	0%	0%	8%	0%	0%	20%	14%	0%	0%
\$2,000,000 and higher	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total Units Sold	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Total Units Sold	7	10	9	13	7	4	5	7	6	1

# Bronxville Village

## Co-Operative Apartments

Bronxville Village has a large apartment market including approximately 1,300 apartment dwellings, most of which are Co-operative apartments. The median price point for sold apartments was \$570,000 in 2021 as compared to \$700,000 in 2020. The average price per square foot was \$492 in 2021 as compared to \$479 in 2020. Unit sales volume peaked in 2005 with 64 unit sales, and since 2011 unit volume has averaged about 45 units per year. In the first half of 2021, 13 Co-Ops closed as compared to 13 in the first half of 2020. This Co-Op market is trending to a lower volume year. The highest price paid in 2021 was \$1,540,000 and the lowest price paid was \$264,200. Inventory remains limited. The apartment market attracts newcomers to Bronxville Village who are interested in an apartment lifestyle and the affordable entry point. The apartments also are attractive to the empty nesters downsizing from larger homes but who wish to remain in the Village.



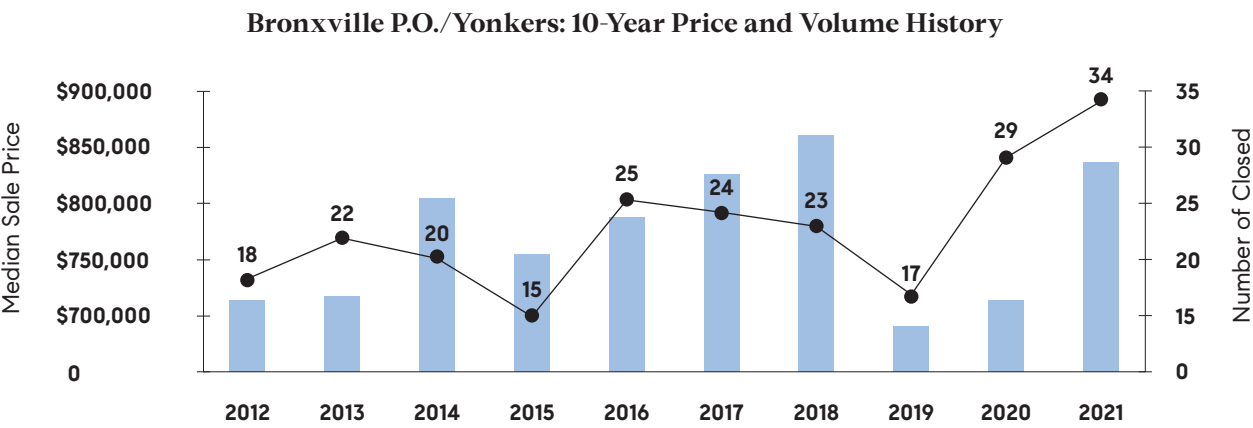
	2017	2018	2019	2020	2021
Median Price	\$522,500	\$630,000	\$815,000	\$700,000	\$570,000
Average Price Per Sqft	\$451	\$484	\$479	\$479	\$492
High Price	\$1,562,500	\$1,430,000	\$1,685,000	\$1,525,000	\$1,540,000
Low Price	\$199,000	\$165,000	\$241,000	\$314,000	\$264,200
10 Year Median CAGR					2.2%

### Unit Sales By Price Category (1/1 - 6/30)

Price Range	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Up to \$299,000	19%	29%	25%	15%	26%	25%	19%	6%	0%	15%
\$300,000-\$399,999	14%	14%	19%	25%	5%	13%	14%	12%	15%	15%
\$400,000-\$499,999	10%	19%	13%	0%	21%	8%	0%	12%	8%	8%
\$500,000-\$599,999	19%	19%	6%	25%	11%	13%	10%	0%	15%	15%
\$600,000-\$799,999	38%	10%	13%	5%	16%	25%	19%	12%	23%	23%
\$800,000-\$999,999	0%	5%	25%	20%	16%	8%	19%	41%	23%	8%
\$1,000,000-\$1,999,999	0%	5%	0%	10%	5%	8%	19%	18%	15%	15%
Total Units Sold	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Total Units Sold	21	21	16	20	19	24	21	17	13	13

# Bronxville P.O./ Yonkers

Bronxville P.O./Yonkers has had a busy first half of 2021 with 34 deals closing as compared o 29 in the first half of 2020. The median home sale price was \$831,500 through June of 2021 as compared to \$723,000 through June of 2020. The average price per square foot in 2021 was \$373 as compared to \$319 in 2020. The 10-year average sales volume in this area is 44 homes so with currently closed deals and pending deals the market will have a very healthy volume year. The highest price paid for a home in 2021 was \$1,495,000 and the lowest price paid was \$545,000.



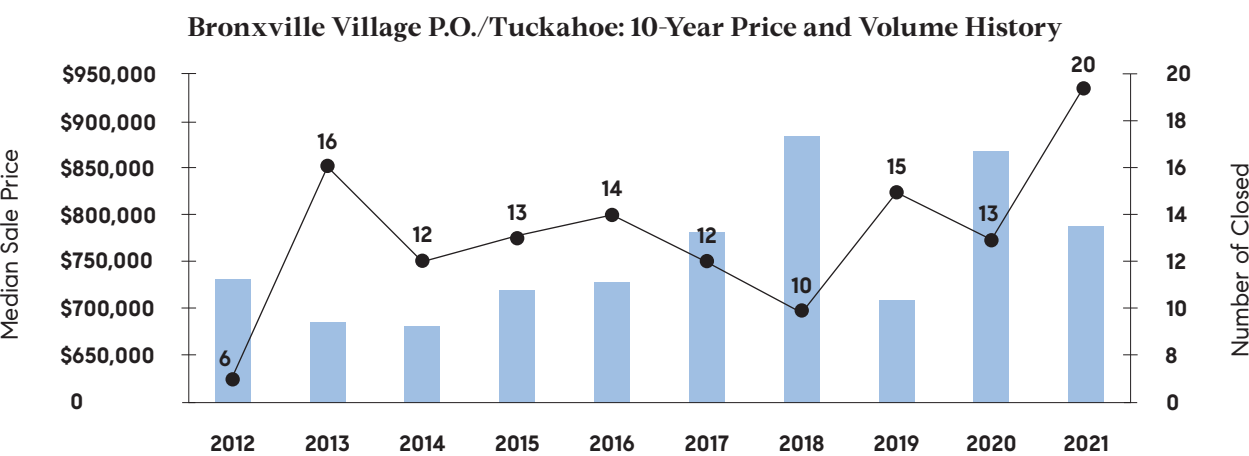
	2017	2018	2019	2020	2021
Median Price	\$839,500	\$860,000	\$687,500	\$723,000	\$831,500
Average Price Per Sqft	\$339	\$364	\$338	\$319	\$373
High Price	\$1,850,000	\$3,150,000	\$2,195,000	\$1,675,000	\$1,495,000
Low Price	\$442,050	\$304,000	\$400,000	\$689,000	\$545,000
10 Year Median CAGR					1.7%

## Unit Sales By Price Category (1/1 - 6/30)

Price Range	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Up to \$499,999	17%	18%	10%	27%	4%	4%	9%	12%	3%	0%
\$500,000 - \$699,000	33%	23%	20%	7%	24%	17%	26%	41%	38%	35%
\$700,000-\$999,000	28%	36%	30%	47%	44%	54%	48%	29%	52%	32%
\$1,000,000-\$1,499,999	17%	23%	35%	13%	20%	21%	4%	12%	3%	32%
\$1,500,000-\$1,999,999	0%	0%	5%	0%	8%	4%	9%	0%	3%	0%
\$2,000,000 and higher	6%	0%	0%	7%	0%	0%	4%	6%	0%	0%
Total Units Sold	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Total Units Sold	18	22	20	15	25	24	23	17	29	34

# Bronxville P.O./ Tuckahoe

The Bronxville P.O./Tuckahoe market continues to perform well. The median price in 2021 was \$808,750 as compared to \$865,000 in 2020. The average price per square foot was \$354 as compared to \$359 in 2020. It is encouraging that 20 homes sold in the first half of 2021 and 4 homes are under contract. In 2020, 36 homes sold in this area but I anticipate 2021 will be another strong year in this area. The highest price paid in 2021 was \$1,985,000 and the lowest price paid was \$500,000. This area remains below the peak pricing experienced in the 2005-2007 period but the higher volume and stronger pricing combined with the very manageable inventory should continue to strengthen this market.



	2017	2018	2019	2020	2021
Median Price	\$774,500	\$860,000	\$712,500	\$865,000	\$808,750
Average Price Per Sqft	\$347	\$355	\$341	\$359	\$354
High Price	\$2,100,000	\$1,750,000	\$2,850,000	\$1,950,000	\$1,985,000
Low Price	\$565,000	\$543,900	\$429,000	\$575,000	\$500,000
10 Year Median CAGR					0.5%

Unit Sales By Price Category (1/1 - 6/30)										
Price Range	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Up to \$499,999	33%	13%	8%	0%	14%	0%	0%	13%	0%	0%
\$500,000 - \$699,000	33%	38%	42%	38%	29%	42%	20%	33%	31%	26%
\$700,000-\$999,000	33%	25%	25%	31%	21%	42%	40%	27%	38%	53%
\$1,000,000-\$1,499,999	0%	19%	0%	15%	29%	0%	20%	7%	31%	16%
\$1,500,000-\$1,999,999	0%	6%	25%	15%	7%	8%	20%	13%	0%	5%
\$2,000,000 and higher	0%	0%	0%	0%	0%	8%	0%	7%	0%	0%
Total Units Sold	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Total Units Sold	6	16	12	13	14	12	10	15	13	20





# Bronxville 10708

## Summary

Pristine and picture-perfect, the one square mile village of Bronxville and the surrounding areas including Cedar Knolls, Lawrence Park West, and the Bronxville P.O./Tuckahoe area all stand out in their proximity to Manhattan (15 miles to Midtown) and in their enduring character. Bronxville is a charming English-style town with primarily single-family homes, many designed by renowned architects, pre-war and contemporary town homes, and condominium and cooperative apartment buildings. The heart of the Village — its school, town hall, library, shopping district, and train station — is within walking distance from all of the neighborhoods!

## History

The area was deeded to British colonists in 1666, and the earliest settlers arrived in the first half of the 18th century. During the latter part of the 19th century and early part of the 20th century, Bronxville was known as an artists' colony. In fact many of these artists' homes exist today: the charming Hilltop, with its winding and cobbled streets, is listed on the National Register of Historic Places. Bronxville is filled with lush green yards, towering trees, classically beautiful homes, and a small town community spirit that offers a much sought after quality of life. Close knit neighborhoods have always been the hallmark of Bronxville's history. Today, Bronxville Village has approximately 6,500 residents living in 980 homes, 240 town homes and almost 1,300 apartment dwellings.

## Education

The Bronxville School system consistently ranks among the top schools for its size in the country. Residents are very proud of their commitment to and the success of the public education in Bronxville. Surrounding areas offer a multitude of other award winning public, private, parochial, and nursery schools which enable families to choose the best educational plan for each of their children.

## Culture and Recreation

Only 15 miles from Midtown Manhattan, our Village is a short train ride from all that New York City has to offer. In addition, Bronxville offers a wealth of cultural experiences within and around its borders. Bronxville is home to both Sarah Lawrence College and Concordia College, institutions which enrich the community on many levels. Bronxville is also proud of its award winning public library, numerous art galleries, vibrant outdoor farmers market, and summer band concerts. For exercise and recreation, Bronxville residents enjoy miles of cycling and walking paths around the Bronx River along with public tennis and paddle courts. In addition, there are several private club options within the Village itself; and Lake Isle in nearby Eastchester — open to all Village residents — offers golf, tennis, and swimming.

# Bronxville 10708

Bronxville is 15 miles north of New York City and a 29-minute commute to Grand Central Station on Metro North. Nearby parkways provide easy access by car to the city and Westchester, LaGuardia and Kennedy Airports. No other community offers such a desirable location to New York City and major transportation hubs.

“A suburb that is  
endlessly copied  
but never matched”

—Kenneth Jackson

### Distance From Bronxville To (By Car):

Midtown Manhattan — 34 min.	34 min.
George Washington Bridge — 19 min.	19 min.
JFK Airport — 38 min.	38 min.
Newark Airport — 43 min.	43 min.
Westchester Airport — 24 min.	24 min.
LaGuardia Airport—32 min.	32 min.

### Distance From Manahattan To (by Train):

Bronxville	29 min.
Irvington	41 min.
Chappaqua	53 min.
Rye	45 min.
Greenwich	49 min.
New Canaan	72 min.

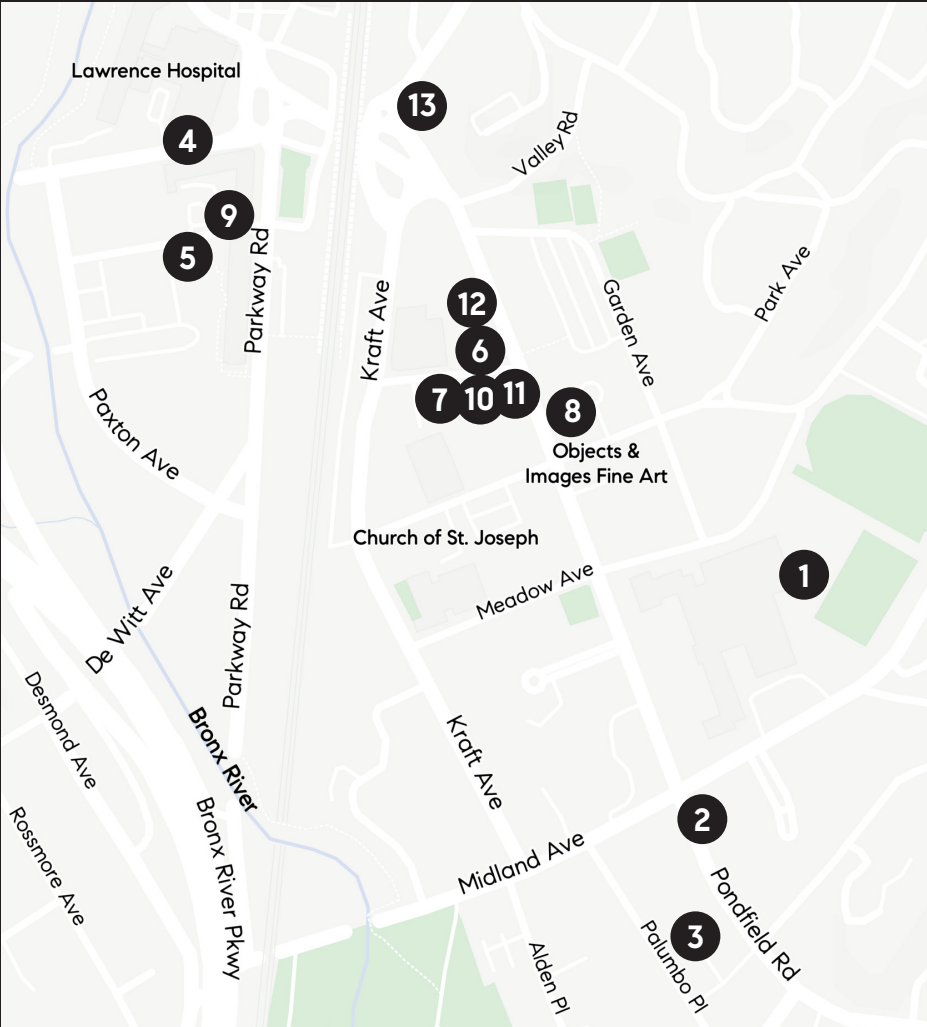
### POINTS OF INTEREST

- 1 The Bronxville School
- 2 Bronxville Library
- 3 Bronxville Village Hall
- 4 NewYork Presbyterian  
Lawrence Hospital
- 5 Bronxville Village  
Paddle Courts
- 6 Womrath Bookshop



### GASTRONOMY

- 7 Mini’s Prime Meats & Specialties
- 8 Dobbs and Bishop  
Fine Cheese
- 9 Chantilly Patisserie
- 10 Lange’s
- 11 Il Bacio Trattoria
- 12 Underhills Crossing
- 13 La Casa



# Bronxville

## Area Schools

The Bronxville School system consistently ranks among the top for its size in the country, and residents are proud of their commitment to public education. An elementary, middle, and high school, each run by its own principal, are located on a single campus in the center of the Village. Established in 1922, the school provides a blend of traditional and progressive education, tailored to meet student needs. Its academic, arts, and sports programs are outstanding. Graduates consistently receive acceptance to the most selective colleges and universities in the nation. Surrounding areas offer a multitude of other award winning public, private, parochial, and nursery schools which enable families to choose the best educational plan for each of their children.

### Bronxville Schools - Important Facts

K-5	674	Rank in County (US News)	1
6-8	430	Tuitioning In	Call School
9-12	537	School Budget (2019-2020)	\$49.5 mil.
Total	1,641	Gross Student Expenditure	\$30,168
Senior Class	131	Average SAT Score	1,325
Avg. Class Size	21		

For detailed information on all Westchester schools and school rankings please go to:  
<http://www.usnews.com/education/best-high-schools/new-york/rankings>

### Useful School Phone Numbers

Bronxville Public Schools	395-0500
Tuckahoe Public Schools	337-6600
Yonkers Public Schools	376-8100
Bronxville Pre-Schools	
Chapel School	337-3202
Eliza Corwin Frost	779-4852
Montessori	793-2083
Reformed Nursery School	337-6332
Sarah Lawrence	395-2353

Colleges	
Sarah Lawrence College	337-0700
Concordia College	395-4507
Parochial Schools	
Saint Joseph's School	337-0261
Chapel School	337-3202

### Bronxville School Foundation

The Foundation is a non-profit organization located in Bronxville which accepts grant applications from faculty, administrators, students, and their parents to find programs designed to enrich the curriculum across all grades at the Bronxville School. Over its 28 year history, the Foundation has funded over \$10 million in grants. Every year, the Foundation raises money through donations from community members, alumni, corporations and others. In 2019, the Foundation funded over \$366,000 in grants for new technology, equipment and innovative academic programs.

### Helpful Websites when thinking about moving to Bronxville:

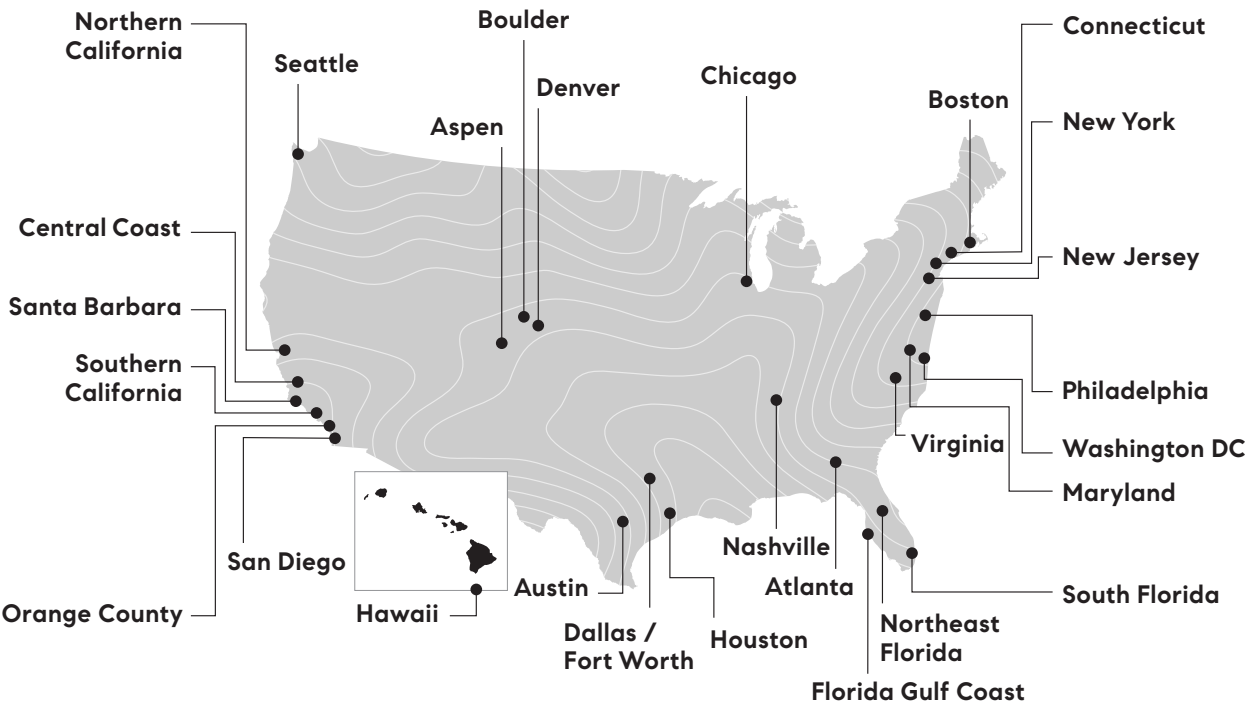
- [bronxville.k12.ny.us.com](http://bronxville.k12.ny.us.com)
- [bronxvilleschoolfoundation.com](http://bronxvilleschoolfoundation.com)
- [tuckahoeschools.org](http://tuckahoeschools.org)
- [yonkersschools.org](http://yonkersschools.org)
- [greatschools.com](http://greatschools.com)
- [villageofbronxville.com](http://villageofbronxville.com)
- [myhometownbronxville.com](http://myhometownbronxville.com)
- [bronxvillechamberofcommerce.com](http://bronxvillechamberofcommerce.com)
- [lakeislecountryclub.com](http://lakeislecountryclub.com)
- [houlihanlawrence.com](http://houlihanlawrence.com)



# The Compass Advantage



Compass takes a tech-driven, personalized approach, combining a collaborative agent community, in-house creative agency, and the industry’s most tenured leadership team.



**#1**  
Our rank as the nation’s largest independent brokerage

**1.9M+**  
Average monthly page views on Compass.com

**15k+**  
Compass agents worldwide

**130+**  
Compass cities

**\$6.4B**  
Our company valuation, with \$1.5B in financing raised

**100K+**  
Transactions closed across the country in 2019

**300+**  
Compass offices

**\$88B+**  
Total sales volume in 2019



# Compass Concierge

Discover how you can maximize the value of your home with Compass Concierge, the hassle – free way to sell your property for more money. From painting to flooring and everything in between, Compass Concierge helps you easily prepare your home for market by advancing the funds for home improvement services.

First, we'll work tighter to determine which services can increase your home's value the most, and set an estimated budget for the work. From there, I'll be by your side throughout the Concierge process so that you can make the most out of your sale.

## Services include

- Fresh paint
- Strategic staging
- Updated HVAC
- Updated plumbing
- Decluttering
- Moving support
- Storage support
- Roofing repair
- Cosmetic renovations
- Landscaping
- Roofing repair
- Upgraded electric
- Structural fencing
- Custom closets

## 55%

Sellers who use Compass Concierge are nearly 2x more likely to sell their home in 60 days\*

Learn more at  
[compass.com/concierge](https://compass.com/concierge)



# Morgan Stanley and Compass Marketing Partnership

We connect high-net-worth individuals to your property.

## Morgan Stanley's Reserved client network consists of:

- More than 140,000 global clients currently enrolled in the program\*
- Clients with over \$2M invested with Morgan Stanley on average\*
- Clients that have spent almost \$800M through the Reserved program\*
- Affluent and international clients, many of whom have vacation homes in addition to their primary residence

Compass has partnered with Morgan Stanley to showcase your listing to

## 140K+

Morgan Stanley Reserved clients.\*

Explore the world of Reserved Living & Giving at [msreserved.com](https://msreserved.com)



# Recently Sold/Pending by Sheila Stoltz



**6 Carriage Trail, Tarrytown NY**  
Sold | \$8,000,000 | 9 BD | 11.3 BA



**28 Avon Road, Bronxville NY**  
Pending | \$4,695,000 | 6 BD | 4.2 BA



**12 Kraft Avenue, Bronxville NY**  
Pending | \$1,895,000 | 6 BD | 3.1 BA



**10 Courseview Road, Bronxville NY**  
Sold | \$2,750,000 | 5 BD | 4.2 BA



**10 South Road, Bronxville NY**  
Pending | \$2,795,000 | 5 BD | 6.1 BA



**3 Willow Road, Bronxville NY**  
Rented | \$8,500/mo. | 3 BD | 2.1 BA





**96 Siwanoy Boulevard, Eastchester NY**  
Pending | \$1,195,000 | 3 BD | 3 BA



**9 Hilltop Road, Bronxville NY**  
Pending | \$2,898,000 | 7 BD | 3.4 BA



**9 Normandy Road, Bronxville NY**  
Pending | \$1,565,000 | 4 BD | 3.1 BA



**2036 Palmer Avenue, Unit B4, Larchmont NY**  
Pending | \$925,000 | 3 BD | 2.1 BA



**3 Midland Gardens, Unit 4GH, Bronxville NY**  
Pending | \$1,275,000 | 4 BD | 2 BA



**11 Crows Nest, Bronxville NY**  
Pending | \$2,895,000 | 5 BD | 5.1 BA

COMPASS

130 Pondfield Road,  
Bronxville, NY 10708  
[compass.com](https://www.compass.com)



**Sheila Stoltz**

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[sheila.stoltz@compass.com](mailto:sheila.stoltz@compass.com)

## Sheila Stoltz

I have had the pleasure of selling real estate in Westchester for the past 17 years. I grew up in lower Westchester County and attended The Hackley School, Phillips Exeter Academy, Harvard College, and Harvard Business School. My entire professional career, including seven years at Morgan Stanley as well as four years as a real estate analyst at Cohen & Steers Capital Management, has focused on real estate finance, real estate valuation analysis, and closing real estate transactions.

My unique background in real estate enabled me to be the top producer in the Bronxville Village market and one of the top agents in Westchester County for the past eleven years. In addition, I was recently selected as one of the top 250 real estate agents nationwide by the Wall Street Journal. I look forward to the opportunity to assist you in solving your real estate needs by putting my experience and expertise to work for you. Please feel free to call me regarding a consultation.