

UrbanDigs

Current Listing Discounts

November 17, 2020



Current Listing Discounts

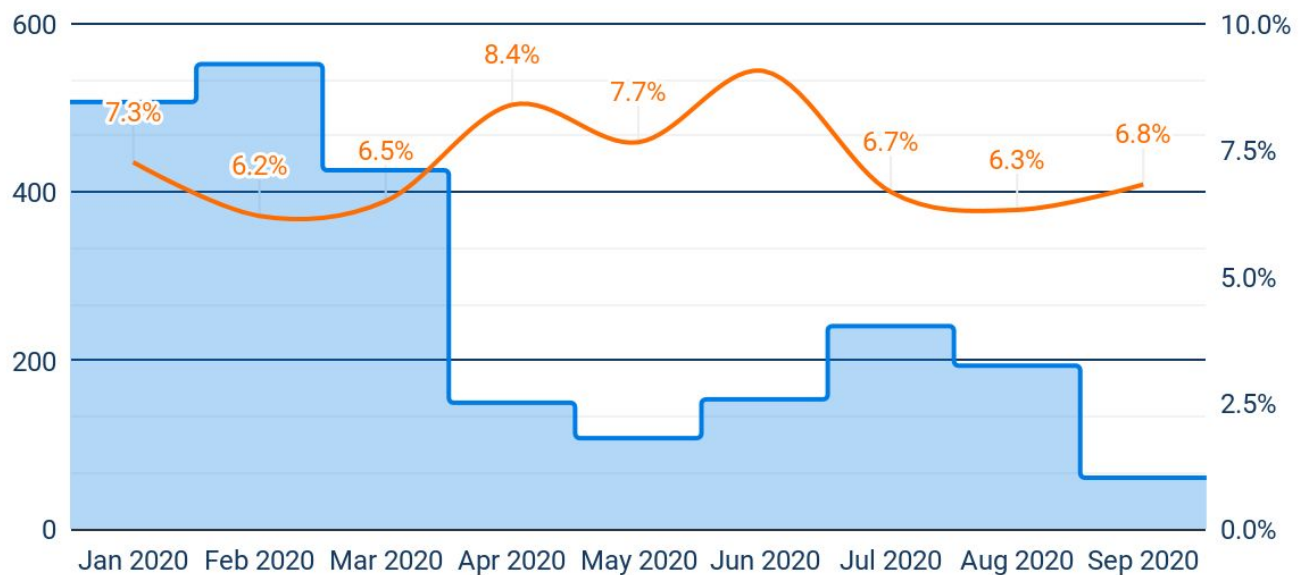
Written by John Walkup of UrbanDigs
November 17, 2020

Market: Manhattan and Brooklyn

Timeline: January 2019 - October 2020

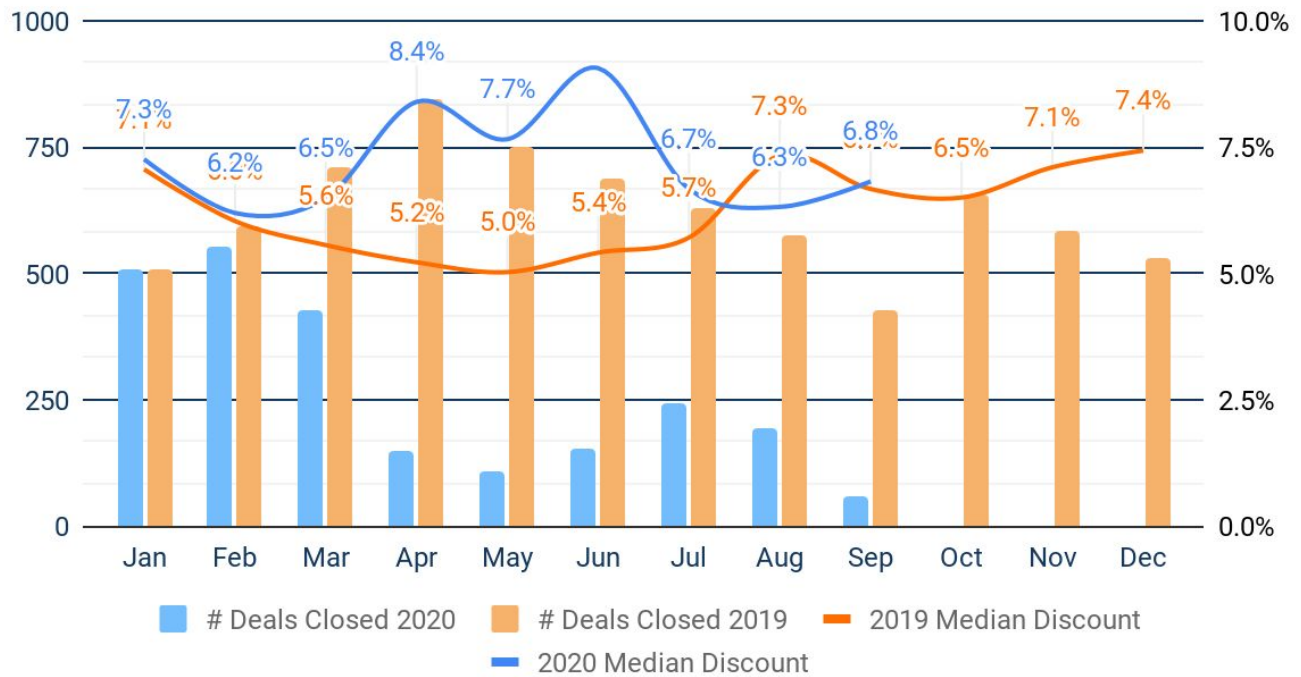
After spiking during the COVID lockdown, listing discounts have returned to typical levels with the median listing discount for Manhattan currently at 6.8%. This is nearly equivalent to the listing discount at this time last year, suggesting that market dynamics have returned to somewhat normal levels, despite the shutdown earlier this year. On a macro level, the current listing discount appears to be moderating after a five-year climb from 0% (ie sellers got full asking price) at the market peak in 2015.

2020 Listing Discount by Month of Contract Signing

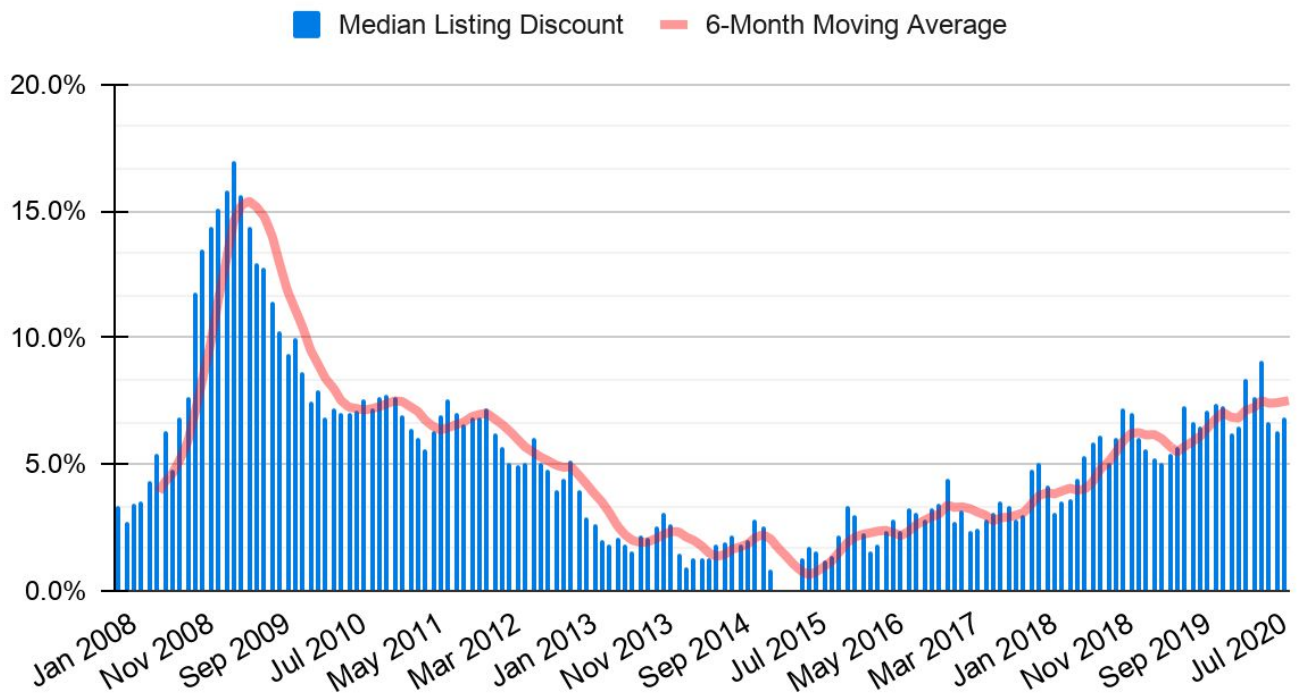


- Number of Deals Signed Which Have Also Closed
- Listing Discount for Closed Deals Signed During the Month

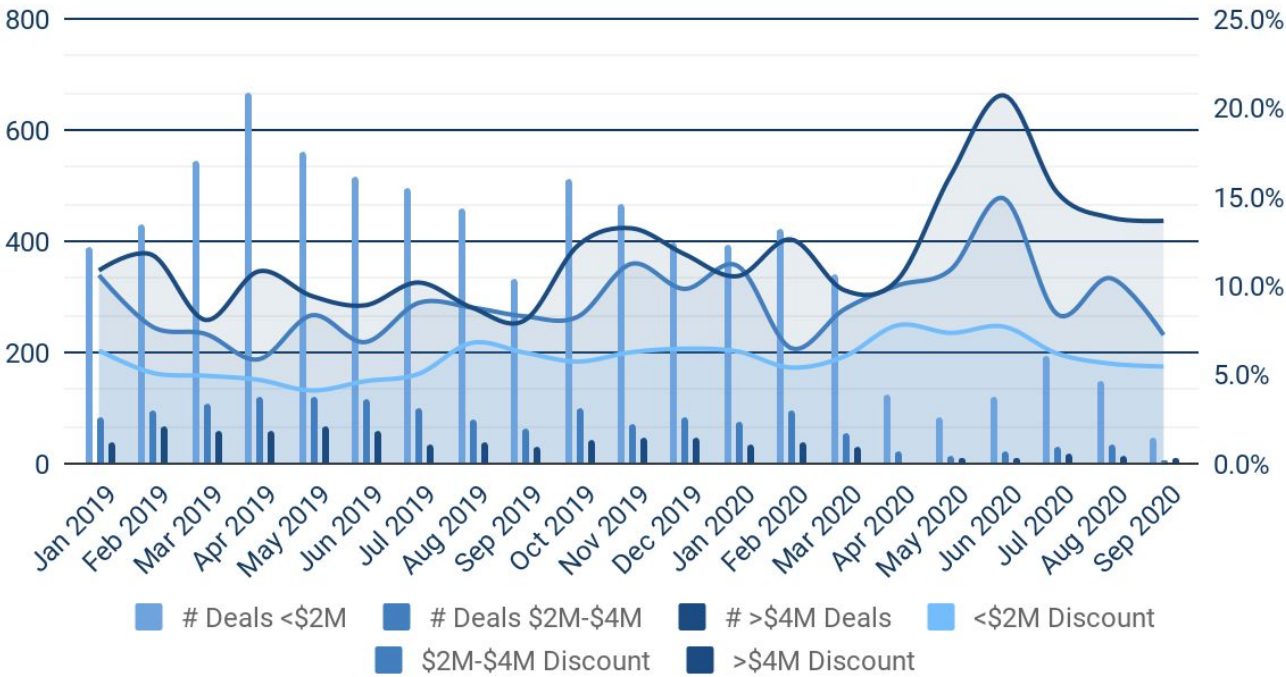
Year-Over-Year Listing Discount by Deal Month



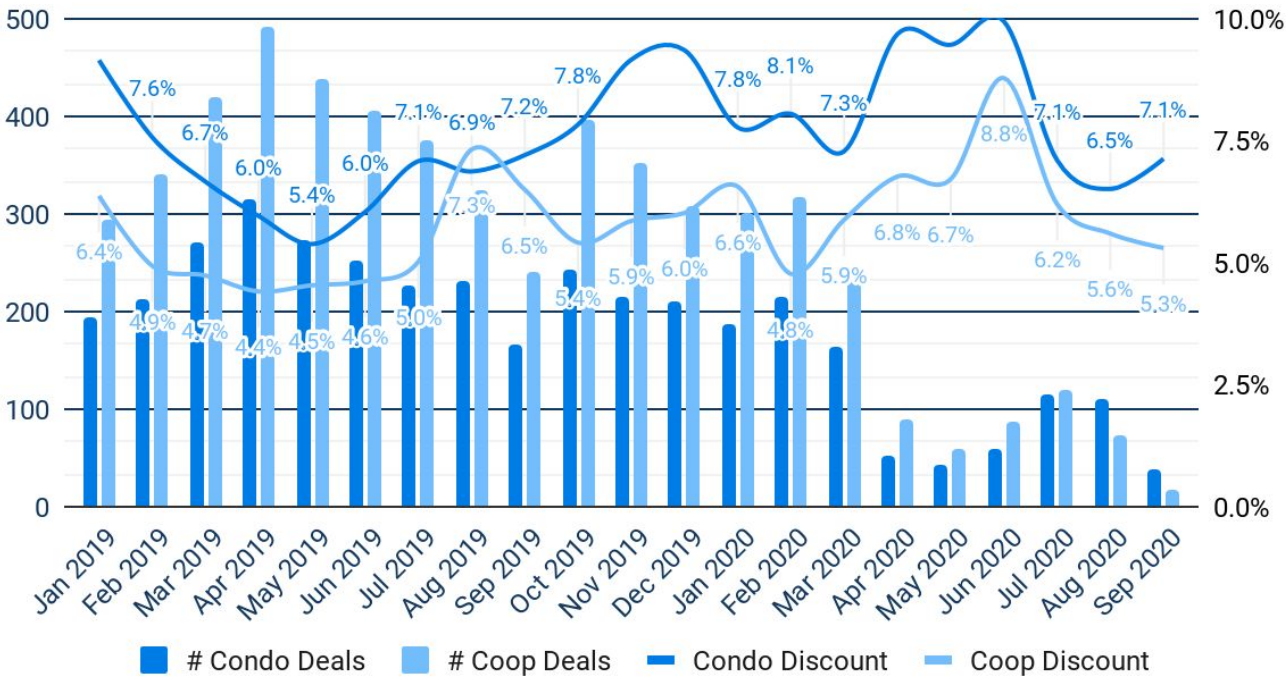
Manhattan: Median Listing Discount at Time of Deal



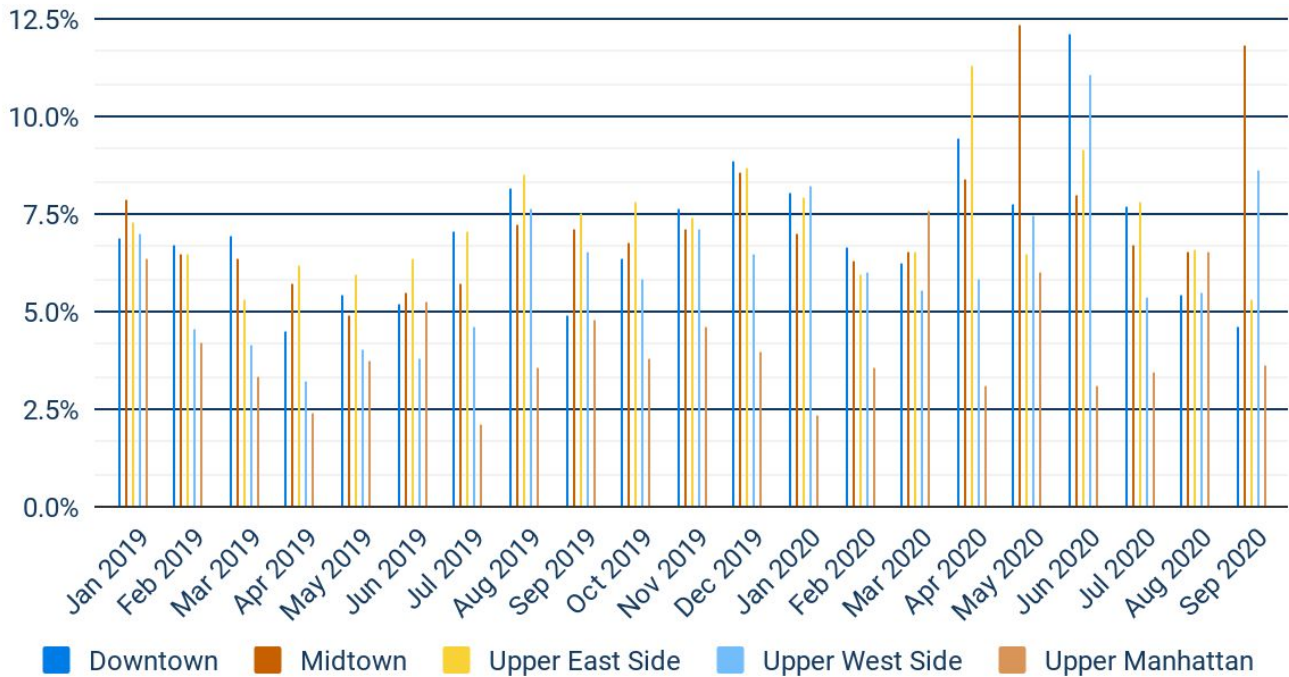
Listing Discount by Price Point



Listing Discount by Property Type



Listing Discount by Main Neighborhood



Brooklyn Listing Discount By Contract Signed Date

