2023 Mortgage Survey Report

New York City Rent Guidelines Board

April 20, 2023

New York City Rent Guidelines Board
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What's New

- ☑ Average interest rates for new multifamily mortgages increased 212 basis points, to 6.02% this year.
- ☑ Average points for new loans fell from 0.32 points last year to 0.29 points this year.
- ☑ Average maximum loan-to-value ratios decreased from 73.8% last year to 72.5% this year.
- ☑ Vacancy and collection losses decreased from 4.05% last year to 3.40% this year.
- ☑ A total of 889 buildings containing rent stabilized units were sold Citywide in 2022, a 14% increase from the prior year.

Introduction

Section 26-510 (b)(iii) of the Rent Stabilization Law requires the NYC Rent Guidelines Board (RGB) to consider the "costs and availability of financing (including effective rates of interest)" in its deliberations. To assist the Board in meeting this obligation, each winter the RGB research staff surveys lending institutions that underwrite mortgages for multifamily properties containing rent stabilized units in New York City. The survey provides details about New York City's multifamily lending market during the 2022 calendar year as well as the first few months of 2023.

The survey, which reports data solely for buildings containing rent stabilized units, is organized into three sections: financing availability and terms; underwriting criteria; and additional mortgage questions, including vacancy and collection losses, operating and maintenance expenses, and portfolio performance information. In addition to the survey analysis, sales data of buildings containing rent stabilized units, obtained from the NYC Department of Finance, are also examined.

Overview

The Mortgage Survey of buildings containing stabilized units this year found that interest rates significantly rose this year, but points decreased. In addition, vacancy and collection losses fell; as did maximum loan-to-value ratios. Furthermore, our analysis of sales of buildings containing rent stabilized units found that sales volume increased Citywide between 2021 and 2022.

This report will more fully detail this data, beginning with a discussion of the characteristics of all this year's survey respondents, followed by a longitudinal analysis of those responding both last and this year. In addition, it will examine sales of buildings containing rent stabilized units by volume and price.

Survey Respondents

Ten financial institutions responded to this year's survey, the same number as last year. This year's respondents include traditional lending institutions, such as savings and commercial banks, as well as non-traditional lenders.[1]

Institutions holding deposits insured by the Federal Deposit Insurance Corporation (FDIC) supply details about their holdings on a quarterly basis to the FDIC, including their multifamily real estate loan portfolios, which vary considerably among the respondents. Seven surveyed lenders report their multifamily real estate loan portfolios to the FDIC, with values ranging between $319 million and $37.2 billion.[2] Of those, two of this year's respondents reported

Terms and Definitions

Basis Points - one basis point is equal to 1/100th of 1%, or 0.01 percentage point; they are commonly used to express differences in mortgage interest rates and fees

Debt Service - the cash required to make periodic repayments of loan principal and interest

Debt Service Coverage Ratio (DSCR) - net operating income divided by the debt service; measures the risk associated with a loan; the higher the ratio, the more money an institution is willing to lend

Loan-to-Value Ratio (LTV) - the amount institutions are willing to lend as a proportion of a building's value; the lower the LTV, the lower the risk to the lender

Maximum LTV - the maximum LTV ratio that a lender will consider when making a loan

Points - up-front service fees charged by lenders as a direct cost to the borrowers; one point equals one percent of the principal amount of the loan charged as the service fee

Term - the amount of time the borrower has to repay the loan multifamily holdings of over $9 billion, while another three institutions held less than $1 billion. The multifamily real estate loan portfolio of our survey respondents averaged $8.3 billion in 2022, an 8% increase from the prior year.

Mortgage Survey Analysis

Financing Availability and Terms

As of March 2023, the average interest rate for new multifamily mortgages was 6.02%, 212 basis points (or 54%) higher than a year earlier, the second consecutive yearly increase, and the highest interest rate since 2010 (see graph on this page and Appendices 1 and 5). The moving five-year average interest rate was 4.47%, up from 4.23% last year. In addition, the average interest rate reported by lenders for the full 2022 calendar year was 4.81%, a 106 basis points (or 28%) increase from 2021.

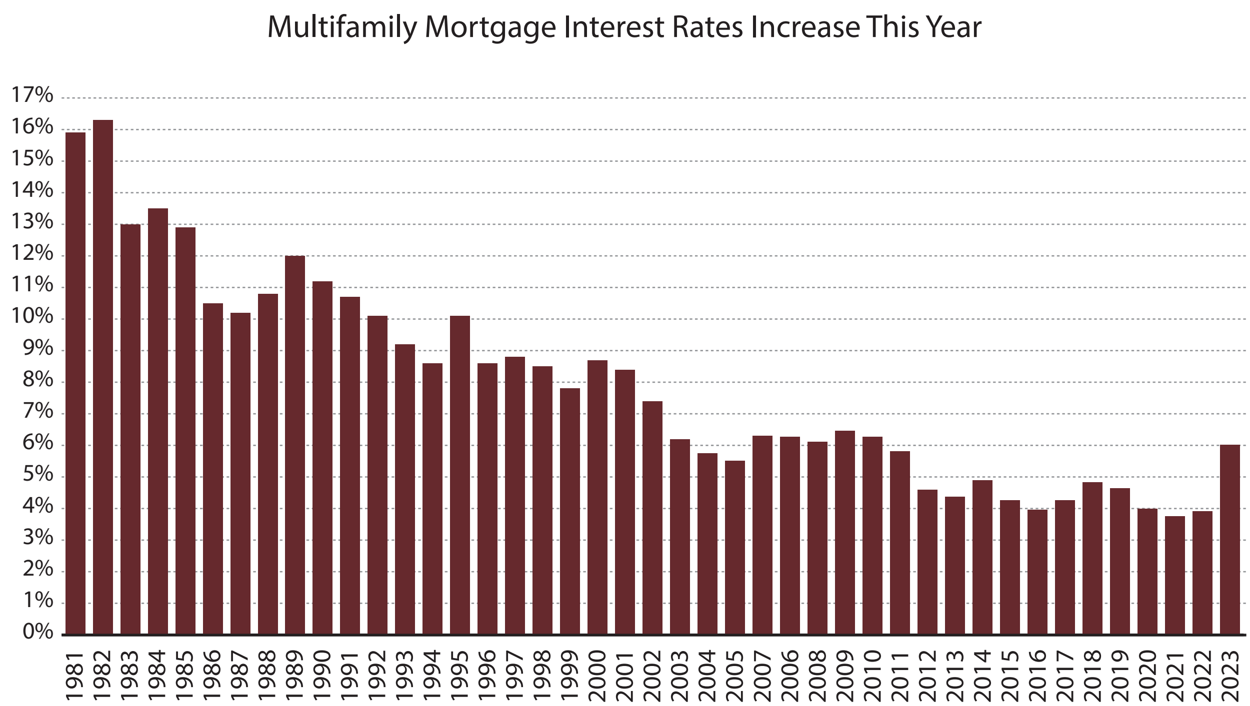
Average interest rates as of March 2023 increased from a year earlier among the institutions surveyed, corresponding with the Federal Reserve (The Fed) raising interest rates on eight occasions since the release of last year's *Mortgage Survey Report*. The Discount Rate — the interest rate at which depository institutions borrow from a Federal Reserve Bank — rose 450 basis points over the past twelve months.

Similarly, the Federal Funds Rate — the interest rate at which depository institutions lend balances at the Federal Reserve to other depository institutions — also rose 450 basis points over the same period.[3] Rates have not been this high since 2007, and have not risen this quickly since the 1980s.

Some lenders charge a separate up-front fee, called points, as a direct cost to borrowers. The average service fee charged on new loans by lenders fell to 0.29 points, down from last year's 0.32 points. Among survey respondents, points ranged between zero and 1.1, with four surveyed lenders charging no points on new loans. Average points reported in the survey have remained around or below one point for over twenty-five years. (See graph on the next page).

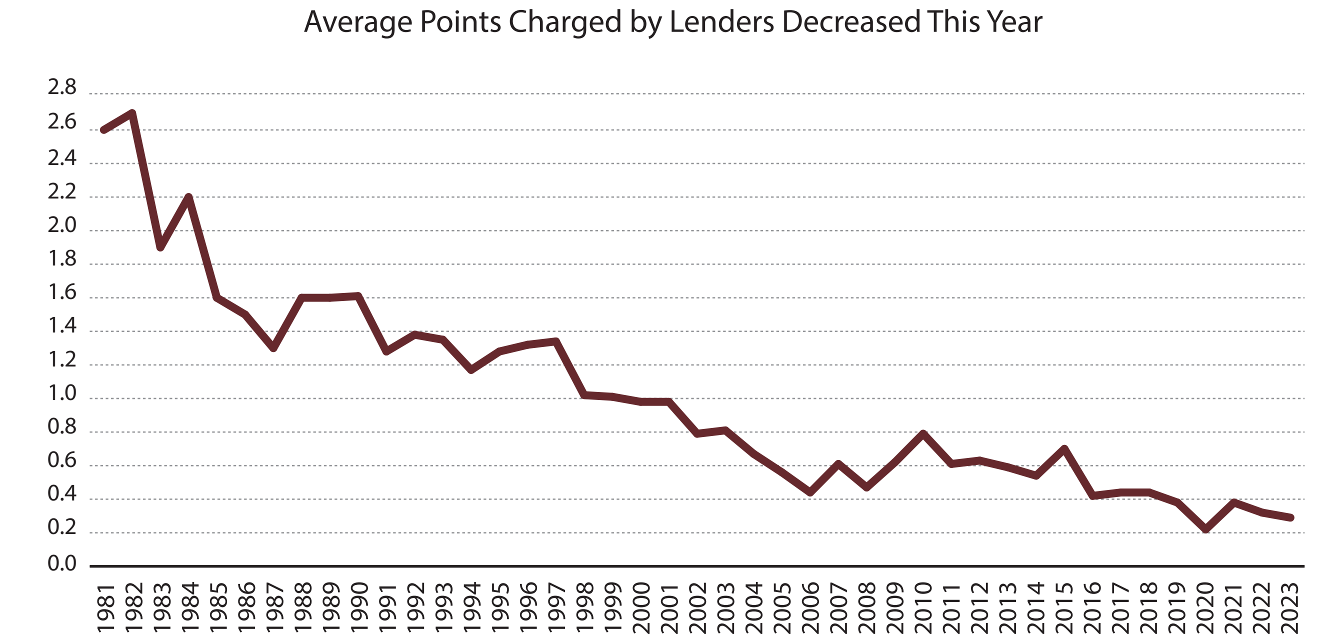
Surveyed lenders overall have become slightly less flexible in the loan maturity terms they offered

Average Interest Rates for New Loans, 1981-2023



Source: NYC Rent Guidelines Board, annual Mortgage Surveys

Points for New Loans, 1981-2023



Source: NYC Rent Guidelines Board, annual Mortgage Surveys

their borrowers. Since survey respondents typically offer a wide range of terms, it is not possible to provide an average for the range of terms offered by institutions. Lenders offer mortgages that range from 5- to 10-years or as many as 30 years.

The average volume of new mortgage originations in our survey of buildings with stabilized units declined slightly from the prior year, from 75 last year to 72 this year, a 4% decline. The median number of new loans also fell, from 25 last year to 23 this year. The average number of refinanced loans declined from 55 last year to 34 this year. The median number of refinanced loans fell as well, from 20 last year to 18 this year.

Underwriting Criteria

The survey asked lenders for their typical underwriting standards when approving new and refinanced mortgages to owners of buildings containing rent stabilized units. Some lenders this year reported tighter lending standards compared to past years.

Among surveyed institutions, the typical maximum Loan-to-Value (LTV) ratio — the maximum amount respondents were willing to lend based on a building's value — ranged from 60% to 85%. This year's average, 72.5%, decreased 1.3 percentage points from last year's 73.8% (see graph on the next page).

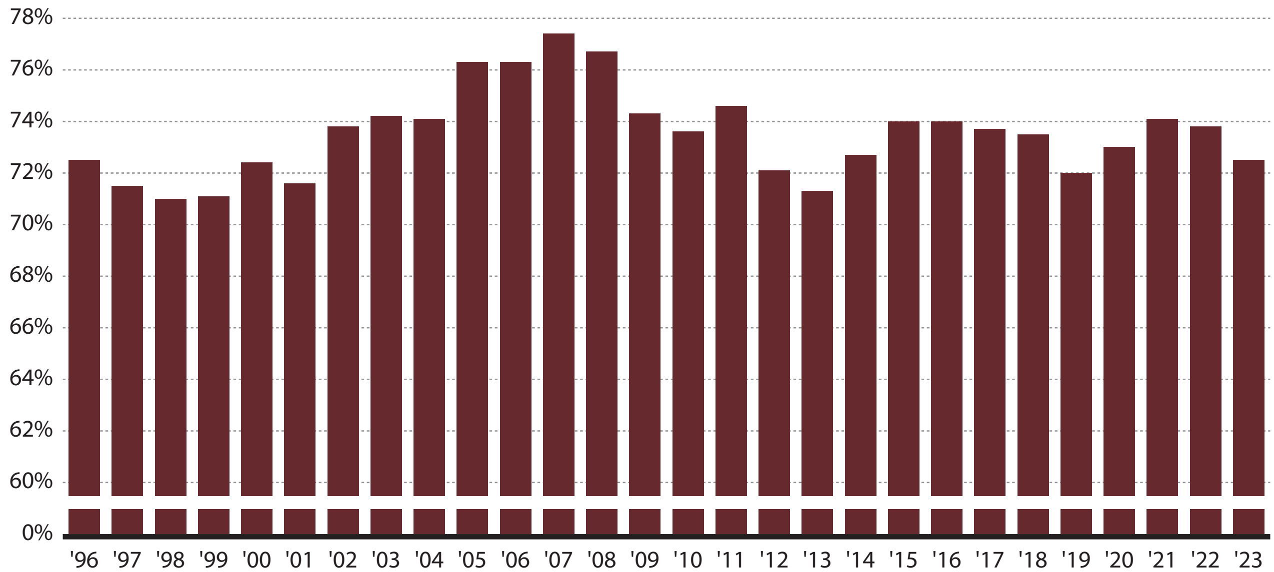
Another important lending criterion is the debt service coverage ratio (DSCR), which is Net Operating Income (NOI) divided by the debt service, reflecting an owner's ability to cover mortgage payments using its NOI. The higher the DSCR, the less money a lender is willing to loan given constant net income. The average DSCR of 1.25 was little changed from last year's average of 1.24. (See Appendix 2). Overall, DSCR at all institutions ranged between 1.15 and 1.35. Three of the ten surveyed lenders reported that they adjusted their underwriting standards over the past year, all of which report more stringent approvals.

Lenders also noted additional standards they use when evaluating loan applications. The most cited standard is good building maintenance, with nine lenders indicating that it is an important consideration when reviewing a loan application. Four in ten lenders also required a specific minimum number of units in a building.

The survey asked lenders whether their lending standards differ for buildings containing rent

1996-2023 Average Loan-to-Value Standards

Maximum Loan-to-Value Ratios Decrease This Year



Source: NYC Rent Guidelines Board, annual Mortgage Surveys

stabilized units versus non-stabilized multifamily properties. Respondents were asked whether their new financing rates; refinancing rates; LTV ratios; and DSCR for properties containing rent stabilized units were higher, lower, or the same as for other properties. This year, 80% of lenders reported that their standards for stabilized lending were no different than their other residential properties, up from 70% last year.

Non-Performing Loans & Foreclosures

The number of lenders reporting that they had non-performing loans among their portfolio of buildings with stabilized units rose from two lenders last year to four this year. Lenders on average reported that about 0.5% of their portfolios were non-performing. However, no lenders reported any foreclosures this year, compared to one last year.

Building Characteristics

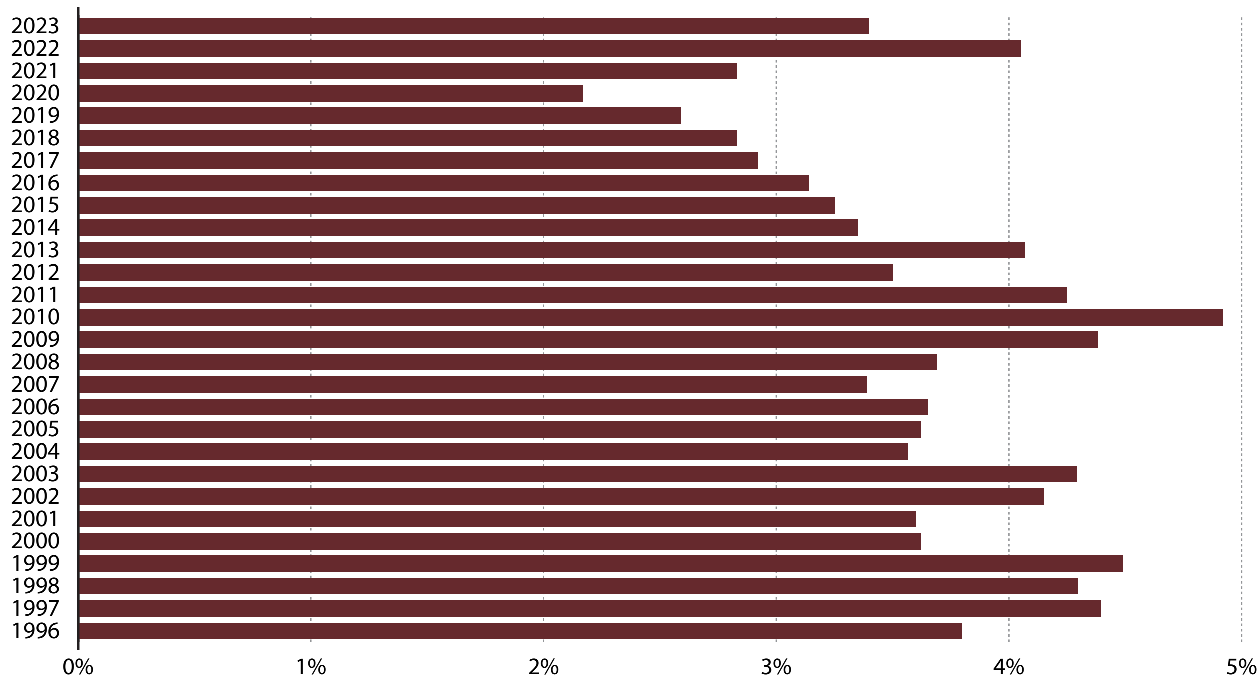
The average size of buildings varied widely among lenders. Three lenders report a typical building in their portfolios contain 11-19 units, and another three report 50-99 units. In addition, two lenders report a typical building contains 100+ units; one lender's typical building is less than 10 units; and another lender reports a typical building in their portfolio has 20-49 units.

Average vacancy and collection (V&C) losses declined slightly this year, falling from 4.05% last year, the highest since 2013, to 3.40% this year. (See graph on the next page.) Most lenders reported comparatively small levels of rent collection issues among their borrowers, but one lender reported collection issues among 15% of loans in their portfolios and another of 40% of their portfolio.

Average operating and maintenance (O&M) expenses and average rents among buildings in lenders' portfolios both fell this year. Estimated rent per unit per month decreased 7%, to $1,612 this year, while estimated expenses fell 10%, to $731. (See Appendix 2). Since average expenses fell more than average rents, the average reported O&M cost-to-rent ratio fell from 46.8% last year to 45.3% this year.

Average Vacancy and Collection Losses, 1996-2023

Vacancy and Collection Losses Decrease This Year



Source: NYC Rent Guidelines Board, annual Mortgage Surveys

The NYC Rent Guidelines Board's annual *Income and Expense (I&E) Study* examines the average O&M cost-to-rent ratio as well.[4] However, its findings should not be compared to the cost-to-rent ratio reported in the *Mortgage Survey Report* because the sources are very different, and the data studied in each report are from different time periods. In the *2023 I&E Study,* which reported on data from calendar year 2021, the average O&M cost-to-rent ratio was 73.0%.[5]

The survey asks lenders whether they retain their mortgages or sell them in the secondary market, 70% of lenders reported retaining all their mortgages, up from 60% the prior year.

Lenders are also asked whether buildings containing rent stabilized units that are offered mortgage financing contain commercial space. This information is useful to help understand the extent to which owners earn income from sources other than residential tenants. All lenders reported this year that buildings in their portfolio contain commercial space, though the proportion varies depending on the lender. On average, lenders report that 27% of their portfolios have commercial space, little changed from 28% last year.

Longitudinal Analysis

Information regarding buildings containing rent stabilized units can also be examined longitudinally to assess changes more accurately in the lending market, since many respondents reply to the Mortgage Survey in at least two successive years. This longitudinal comparison helps to clarify whether changes highlighted in the primary mortgage survey analysis reflect actual variations in the lending market or simply the presence of a different group of lenders from year-to-year. Among

Selected 2023 Mortgage Survey Data Compared to 2022 Mortgage Survey Data							
Average Interest Rates, Loan Volume, Points, Loan-to-Value Ratios, Debt Service Coverage Ratios, and Vacancy & Collection Losses							
(Averages)	NF Interest Rate	NF Loan Volume Avg	NF Points	RF Loan Volume Avg	Max LTV Ratio	DSCR	V&C Losses
2023 Mortgage Survey Data	6.02%	72	0.29	34	72.5%	1.25	3.40%
2022 Mortgage Survey Data	3.91%	75	0.32	55	73.8%	1.24	4.05%

NF= New Financing RF= Refinancing LTV=Loan-to-Value DSCR=Debt Service Coverage Ratio V&C=Vacancy and Collection

Source: NYC Rent Guidelines Board, Annual Mortgage Surveys

the ten respondents that completed the survey this year, all of them also responded last year. Since the same ten lenders responded in both years, the longitudinal comparison would be no different than the mortgage survey analysis provided herein. However, a data comparison between the last two years can still be found in Appendices 3 and 4, as well as in the table on this page.

Sales Data Analysis

The NYC Department of Finance collects and provides public property sales information. Utilizing this data, this report examines sales of buildings containing rent stabilized units from 2022 and compares them with the prior year. These properties are identified by matching buildings that are registered with NYS Homes and Community Renewal (HCR); have not converted to co-op/condo; and have sold for at least $1,000.

Building Sales Volume

In 2022, 889 buildings containing rent stabilized units were sold in New York City, a 14% increase from the prior year. (Eight percent of these buildings were constructed post-73.) Sales rose the most in Queens, up 34%; followed by Brooklyn, up 24%; and Manhattan, up 7%. However, sales fell 5% in the Bronx. (As in prior years, Staten Island was not included in this analysis because there were too few sales of buildings containing rent stabilized units to meaningfully measure change from year-to-year.)[6] See table on the next page for a numerical breakdown in the change in the number of buildings sold in each borough and Citywide.

Among buildings containing 6-10 residential units, sales volume in 2022 rose 10% over the prior year. Sales rose the most in the Bronx, up 45%; followed by Queens, up 22%; and Brooklyn, up 12%. By contrast, sales fell 14% in Manhattan.

Sales volume among 11-19 unit buildings rose 19% Citywide in 2022. Sales increased the most in Brooklyn, rising 52%, as well as in Manhattan, up 18%; and Queens, up 13%. Meanwhile, sales fell 10% in the Bronx.

Among 20-99 unit buildings, sales volume Citywide increased 13% in 2022. Sales rose the most in Queens, up 85%, followed by Brooklyn, up 52%; and Manhattan, up 11%. By contrast, sales fell 22% in the Bronx.

Among the largest buildings, which contain 100 or more units, sales volume Citywide rose from 11 buildings in 2021 to 27 buildings in 2022. We do not analyze year-to-year changes in sales by borough among the largest building category because of the comparatively small number of buildings sold. However, these buildings sales are included in the totals by borough and Citywide.[7]

Over the two decade period for which we have data, Citywide sales were at their peak in 2005, with 1,816 buildings sold. By contrast, sales reached their lowest point in 2020, with 470 buildings sold. Since then, sales volume has risen in each of the last two years. See the graph on the next page and Appendix 6 for annual sales volume Citywide. See Appendix 7 for a list since 2003 of the total number of buildings sold; the total number of residential units located in buildings containing stabilized units sold each year; and the average number of residential units per building containing stabilized units sold each year.

Building Sales Prices

We also examine sales prices of buildings containing rent stabilized units Citywide and by borough. However, in reporting median building sales prices, we are not able to take into consideration the condition of the building or the neighborhood where each building is sold, factors important in determining the sales price.

Examining sales for all sizes of buildings, the median Citywide sales price in 2022 was $4.0 million. The highest median sales price was found in Manhattan ($7.0 million); followed by the Bronx ($3.7 million); Brooklyn ($3.1 million); and Queens ($1.9 million).

Comparison of Building Sales in 2021 vs. 2022

Sales Volume Rose Citywide

	2021	2022	Change
Bronx	141	134	-5%
Brooklyn	255	316	24%
Manhattan	262	280	7%
Queens	119	159	34%
Citywide	**777**	**889**	**14%**

Note: Citywide figures exclude Staten Island.
Source: NYC Department of Finance

Looking at the smallest buildings (containing 6-10 residential units), the median sales price Citywide was $2.0 million. By borough, prices were highest in Manhattan, at $4.5 million; followed by Brooklyn, at $2.0 million; the Bronx, at $1.9 million; and Queens, at $1.5 million.

Among 11-19 unit buildings, the median Citywide price was $4.7 million. By borough, prices were highest in Manhattan, at $6.7 million; followed by Brooklyn, at $3.7 million; Queens, at $2.8 million; and the Bronx, at $2.2 million.

Buildings with 20-99 units sold Citywide at a median price of $8.3 million. By borough, these buildings sold for the most in Manhattan, at a median price of $8.9 million; followed by Brooklyn, at $8.5 million; Queens, at $6.3 million; and the Bronx, at $6.2 million.

Among the largest buildings, which contain 100 or more units, the median sales price Citywide was $105 million. However, there were too few buildings sold to accurately report building prices by borough. See Appendix 8 for a breakdown of median sales prices in each borough among different sized buildings.

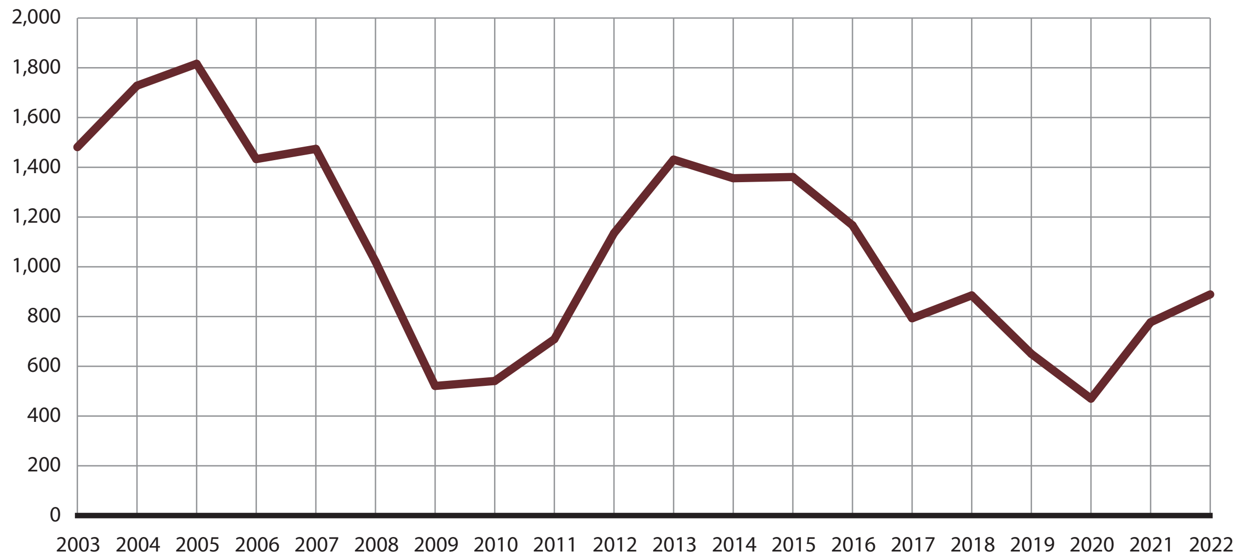
Last year, we began examining average sales prices per residential unit in buildings containing stabilized units. In 2022, the average sales price per unit Citywide was $436,603, an inflation-adjusted increase of 5.6% over the prior year. Around the City, average sales price per unit was highest in Manhattan, at $635,794; followed by Brooklyn, at $340,220; Queens, at $335,645; and the Bronx, at $254,303. See the graph on the next page for the average sales price per residential unit in NYC since 2003, adjusted for inflation. See Appendices 9 and 10 for average sales price per unit Citywide and by borough since 2003, in both nominal and real dollars.

Summary

Due to numerous rate hikes by the Federal Reserve over the last twelve months, average interest rates increased significantly this year. In addition, maximum loan-to-value ratios decreased. However, average points charged declined, as did vacancy and collection losses. The number

Sales of Buildings Containing Rent Stabilized Units, 2003-2022

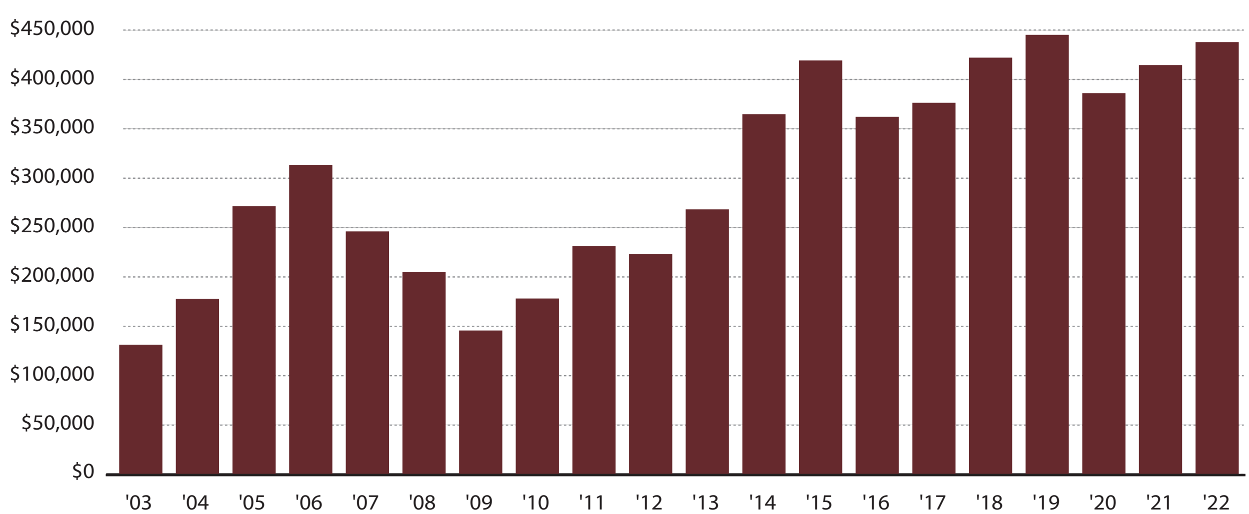
Citywide Building Sales Increase This Year



Note: Figures exclude Staten Island.
Source: NYC Department of Finance

Average Sales Price per Residential Unit in Buildings Containing Rent Stabilized Units, Adjusted for Inflation, 2003-2022 (In 2022 dollars)

Average Sales Price per Residential Unit Increases This Year



Notes: Figures exclude Staten Island. Average prices based on total number of residential units in a building.
Inflation adjustment based on Consumer Price Index for All Urban Consumers, NY-Northeastern NJ.
Source: NYC Department of Finance

of buildings containing rent stabilized units sold increased. ❐

Endnotes

1. Note that Signature Bank, in recent years one of New York's largest lenders to multifamily buildings, has not participated in the annual Mortgage Survey.

2. Federal Deposit Insurance Corporation (FDIC) website: https://fdic.gov.

3. Federal Reserve Board website: https://federalreserve.gov/monetarypolicy/openmarket.htm and https://frbdiscountwindow.org.

4. The per unit, per month O&M expense and rent figures reported in the Mortgage Survey reflect a very small, non-random sample of the City's regulated stock. The rent and expense figures in the NYC Rent Guidelines Board's *Income and Expense Study* are derived from a substantially larger number of buildings containing rent stabilized units and can be viewed as more representative.

5. The O&M cost-to-rent ratio from the *2023 Mortgage Survey* reflects estimates by lenders of expenses and rents for buildings containing rent stabilized units as of approximately March 2023. The average ratio is calculated from just eight respondents. By comparison, the latest available O&M cost-to-rent ratio from the *Income and Expense (I&E) Study*, in which average rent was $1,495 and average unaudited cost was $1,091, reflects rents and expenses reported by owners for calendar year 2021. Average monthly costs per unit in the Mortgage Survey this year are lower than those reported in the *I&E Study.* This is due to differences in the two data sources: lenders' estimated average of buildings in their portfolio vs. a weighted average of a large number of owner-reported data; the large variance between the two sample sizes; and the difference between the buildings studied in each analysis. Rents in the I&E are average collected rents, but it is uncertain whether rents reported in the MSR are average collected or estimates of average rent charged. In addition, I&E costs include real estate taxes while it is uncertain that real estate taxes are included in the reported MSR expenses.(Buildings required to file Real Property Income and Expense (RPIE) forms must generally have an assessed value greater than $40,000 and eleven or more units, while the Mortgage Survey does not exclude these buildings).

6. The data reflect sales of buildings that had been registered with the New York State Homes and Community Renewal (HCR) as containing at least one rent stabilized unit in 2021, the most recent year for which comprehensive registration records were available. It excludes those buildings where the sales price was listed as less than $1,000. It also excludes those buildings listed as co-ops/condos. Furthermore, all of Staten Island is excluded from all analyses due to the small number of eligible buildings sold.

7. All 100+ unit building borough categories are excluded due to the small number of buildings sold. However, while these categories are not discussed, these buildings are included in the overall statistics and analyses.

Appendices

1. Mortgage Interest Rates and Terms, 2023

Lending Institution	Interest Rates	Points	Terms	Type	New Volume	Refin Volume
5	NR	0.50	Ω	Both	5	10
7	5.40%	0.00	Ω	Fixed	20	20
28	NR	NR	NR	Both	44	36
30	NR	1.10	NR	Both	6	3
35	6.00%	0.00	Ω	Both	26	50
37	6.35%	0.50	Ω	Adj	40	75
107	6.25%	0.00	Ω	Both	484	115
117	6.00%	0.25	Ω	Both	7	7
297	5.65%	0.00	Ω	Both	75	15
401	6.50%	NR	NR	Fixed	15	7
AVERAGE	**6.02%**	**0.29**	**†**	**†**	**72**	**34**

† No average compute **NR** no response **BPS** Basis Points
Fixed Interest rate remains unchanged **Adj** Adjustable interest rate **Both** Fixed and adjustable rates offered

Ω #5 = 1.50-2.50% over swaps #7 = 5 yr, 7 yr, 10 yr - 150 bps
#35 = 5 or 10 yr balloon #37 = 5+5 or 3+3 with a 25 or 30 yr amortization
#107 = 5 and 7 years Fixed with 5 yr Option #117 = 200-225bps over 5 and 7 yrs
#297 = 30 yr amortization with 10 yr maturity. Rates based over T-bill for 5, 7 or 10 yrs

Notes: Averages for interest rates and points are calculated by using the midpoint when a range of values is given by the lending institution. Lending institution numbers reflect anonymized lenders.

Source: 2023 NYC Rent Guidelines Board Mortgage Survey

2. Typical Lending Portfolio Characteristics of Buildings Containing Rent Stabilized Units, 2023

Lending Institution	Maximum Loan-to-Value Standard	Debt Service Coverage	Vacancy & Collection Losses	Typical Building Size Range	Average Monthly O&M Cost/Unit	Average Monthly Rent/Unit
5	70.0%	NR	3.0%	100+	NR	NR
7	60.0%	NR	3.0%	50-99	$833	$1,900
28	75.0%	1.25	0.5%	11-19	$524	$1,692
30	75.0%	1.20	8.0%	20-49	$727	NR
35	65.0%	1.35	3.0%	1-10	$675	$1,650
37	75.0%	1.30	3.0%	11-19	NR	NR
107	75.0%	1.20	0.5%	50-99	NR	$1,550
117	70.0%	1.30	8.0%	50-99	$750	$1,500
297	75.0%	1.25	2.0%	11-19	NR	$1,300
401	85.0%	1.15	3.0%	100+	$875	$1,691
AVERAGE	**72.5%**	**1.25**	**3.40%**	**†**	**$731**	**$1,612**

NR no response **†** No average computed

Notes: Average loan-to-value (LTV) and debt service coverage ratios are calculated using the midpoint when a range was given by the lending institution. Debt Service Coverage refers to Net Operating Income (NOI) divided by the first mortgage debt (loan) amount, times 100. Lending institution numbers reflect anonymized lenders.

Source: 2023 NYC Rent Guidelines Board Mortgage Survey

3. Interest Rates and Terms for New Financing, Longitudinal Study, 2022-2023

	Interest Rates		Points		Terms		Type	
Lending Inst.	2023	2022	2023	2022	2023	2022	2023	2022
5	NR	4.00%	0.50	0.75	Ω	◆	Both	Both
7	5.40%	3.90%	0.00	0.00	Ω	1.4% spread	Fixed	Fixed
28	NR	4.50%	NR	NR	NR	5, 7, 10, 15 yrs	Both	Both
30	NR	NR	1.10	0.92	NR	5 - 30 years	Both	Both
35	6.00%	3.87%	0.00	0.00	Ω	◆	Both	Both
37	6.35%	3.75%	0.50	NR	Ω	250 BPS fee	Adj	Adj
107	6.25%	3.88%	0.00	0.00	Ω	◆	Both	Both
117	6.00%	3.25%	0.25	0.00	Ω	◆	Both	Both
297	5.65%	3.50%	0.00	0.00	Ω	◆	Both	Fixed
401	6.50%	4.50%	NR	0.87	NR	30 - 40 yr term	Fixed	Fixed
AVERAGE	**6.02%**	**3.91%**	**0.29**	**0.32**	†	†	†	†

NR no response   † No average computed   **BPS** Basis Points

Ω #5 = 1.50-2.50% over swaps #7 = 5 yr, 7 yr, 10 yr - 150 bps
#35 = 5 or 10 yr balloon #37 = 5+5 or 3+3 with a 25 or 30 year amortization
#107 = 5 and 7 yrs Fixed with 5 Years Option #117 = 200-225bps over 5 and 7 yrs
#297 = 30 year amortization with 10 yr maturity. Rates based over T-bill for 5, 7 or 10 yrs

◆ #5 = 1.50-2.00% spread, 50-100 BPS fee
#35 = 5/5/5yr adj balloon based on 25 yr payout or 10 yr fixed balloon based on 25 yr payout
#107 = 5 or 7 yr fixed with 5 yr Option
#117 = 5-10 yr typically par
#297 = 5, 7 or 10 yr rate period - all loans have 10 yr maturity - 25 or 30 yr amortization

Notes: Averages for interest rates and points are calculated by using the midpoint when a range of values is given by the lending institution. Lending institution numbers reflect anonymized lenders. Since all ten lenders responded in both years, the longitudinal comparison is the same as the main mortgage survey analysis.

Source: 2022 and 2023 NYC Rent Guidelines Board Mortgage Surveys

4. Lending Standards and Vacancy & Collection Losses, Longitudinal Study, 2022-2023

	Max Loan-to-Value		Debt Service Coverage		Vacancy & Collection Losses	
Lending Inst.	2023	2022	2023	2022	2023	2022
5	70.0%	70.0%	NR	NR	3.0%	8.0%
7	60.0%	60.0%	NR	NR	3.0%	3.0%
28	75.0%	80.0%	1.25	1.25	0.5%	1.0%
30	75.0%	80.0%	1.20	1.20	8.0%	8.0%
35	65.0%	65.0%	1.35	1.30	3.0%	3.0%
37	75.0%	75.0%	1.30	1.30	3.0%	4.0%
107	75.0%	75.0%	1.20	1.20	0.5%	0.5%
117	70.0%	75.0%	1.30	1.30	8.0%	8.0%
297	75.0%	75.0%	1.25	1.25	2.0%	2.0%
401	85.0%	82.5%	1.15	1.15	3.0%	3.0%
AVERAGE	**72.5%**	**73.8%**	**1.25**	**1.24**	**3.40%**	**4.05%**

NR no response

Notes: Average loan-to-value (LTV) and debt service coverage ratios (DSCR) are calculated using the midpoint when a range is given by the lending institution. Debt Service Coverage refers to Net Operating Income (NOI) divided by the first mortgage debt (loan) amount, times 100. Lending institution numbers reflect anonymized lenders. Since all ten lenders responded in both years, the longitudinal comparison is the same as the main mortgage survey analysis.

Source: 2022 and 2023 NYC Rent Guidelines Board Mortgage Surveys

5. Interest Rates for New Mortgages, 1981-2023

Year	Interest Rates for New Mortgages
1981	15.9%
1982	16.3%
1983	13.0%
1984	13.5%
1985	12.9%
1986	10.5%
1987	10.2%
1988	10.8%
1989	12.0%
1990	11.2%
1991	10.7%
1992	10.1%
1993	9.2%
1994	8.6%
1995	10.1%
1996	8.6%
1997	8.8%
1998	8.5%
1999	7.8%
2000	8.7%
2001	8.4%
2002	7.4%
2003	6.2%
2004	5.8%
2005	5.5%
2006	6.3%
2007	6.3%
2008	6.1%
2009	6.5%
2010	6.3%
2011	5.8%
2012	4.6%
2013	4.4%
2014	4.9%
2015	4.3%
2016	4.0%
2017	4.3%
2018	4.8%
2019	4.7%
2020	4.0%
2021	3.8%
2022	3.9%
2023	6.0%

Source: NYC Rent Guidelines Board Mortgage Surveys

6. Sales Volume of Buildings Containing Rent Stabilized Units, Citywide and by Borough, and Percent Change, 2009-2022

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Citywide	**521**	**541**	**709**	**1,135**	**1,431**	**1,356**	**1,361**	**1,167**	**793**	**885**	**650**	**470**	**777**	**889**
% Change from Prior Yr	**-49.0%**	**3.8%**	**31.1%**	**60.1%**	**26.1%**	**-5.2%**	**0.4%**	**-14.3%**	**-32.0%**	**11.6%**	**-26.6%**	**-27.7%**	**65.3%**	**14.4%**
Bronx	100	131	130	204	245	302	262	234	156	195	102	70	141	134
% Change from Prior Yr	-41.5%	31.0%	-0.8%	56.9%	20.1%	23.3%	-13.2%	-10.7%	-33.3%	25.0%	-47.7%	-31.4%	101.4%	-5.0%
Brooklyn	199	185	258	396	472	494	499	378	292	281	220	161	255	316
% Change from Prior Yr	-53.3%	-7.0%	39.5%	53.5%	19.2%	4.7%	1.0%	-24.2%	-22.8%	-3.8%	-21.7%	-26.8%	58.4%	23.9%
Manhattan	146	144	225	419	466	393	438	407	233	289	228	172	262	280
% Change from Prior Yr	-39.9%	-1.4%	56.3%	86.2%	11.2%	-15.7%	11.5%	-7.1%	-42.8%	24.0%	-21.1%	-24.6%	52.3%	6.9%
Queens	76	81	96	116	248	167	162	148	112	120	100	67	119	159
% Change from Prior Yr	-58.0%	6.6%	18.5%	20.8%	113.8%	-32.7%	-3.0%	-8.6%	-24.3%	7.1%	-16.7%	-33.0%	77.6%	33.6%

Note: Staten Island is excluded due to the small number of buildings sold that contain rent stabilized units.

Source: NYC Department of Finance

7. Sales of Buildings Containing Rent Stabilized Units, by Building and Residential Unit Counts, 2003-2022

Year	Number of Residential Units Sold Citywide	Number of Residential Buildings Sold Citywide	Average Number of Residential Units per Building Sold: Citywide	Manhattan	Brooklyn	Bronx	Queens
2003	30,980	1,481	20.9	29.9	12.7	31.2	19.6
2004	45,025	1,728	26.1	29.1	20.3	34.1	28.4
2005	50,168	1,816	27.6	37.2	19.3	38.1	16.5
2006	52,557	1,433	36.7	60.9	22.2	36.6	31.2
2007	42,567	1,474	28.9	30.5	19.5	41.4	29.3
2008	29,232	1,021	28.6	36.8	20.8	35.9	29.2
2009	12,827	521	24.6	28.2	18.9	37.9	15.1
2010	16,565	541	30.6	41.6	15.8	46.9	18.6
2011	18,628	709	26.3	33.8	17.3	37.9	16.9
2012	28,912	1,135	25.5	29.0	16.8	37.8	21.0
2013	37,855	1,431	26.5	31.7	15.4	38.5	25.8
2014	45,534	1,356	33.6	57.4	16.5	37.2	21.4
2015	44,847	1,361	33.0	51.0	20.0	35.0	20.0
2016	36,150	1,167	31.0	43.4	16.6	33.9	29.0
2017	18,370	793	23.2	27.6	14.5	28.6	28.9
2018	23,932	885	27.0	29.0	20.2	28.9	35.3
2019	15,278	650	23.5	26.4	15.9	31.6	25.3
2020	11,950	470	25.4	26.7	23.3	34.9	17.6
2021	16,657	777	21.4	21.2	17.9	33.5	15.2
2022	23,279	889	26.2	31.8	20.7	32.1	22.3

Note: All Staten Island buildings excluded due to the small number of buildings sold.

Source: NYC Department of Finance

8. Median Sales Price and Sales Volume of Buildings Containing Rent Stabilized Units, by Borough and Building Size, and Percent Change in Sales, 2021-2022

Year	2021 Median Sale Price	2022 Median Sale Price	2021 # of Sales	2022 # of Sales	Change in Sales from 2021-2022
Citywide					
All buildings	$4,250,000	$4,000,000	777	889	14.4%
6-10 units	$1,989,995	$2,000,000	394	434	10.2%
11-19 units	$4,750,000	$4,682,755	115	137	19.1%
20-99 units	$7,950,000	$8,250,000	257	291	13.2%
100+ units	-	$105,000,000	11	27	145.5%
Bronx					
All buildings	$5,150,000	$3,650,000	141	134	-5.0%
6-10 units	$1,325,000	$1,905,000	31	45	45.2%
11-19 units	$3,000,000	$2,167,500	20	18	-10.0%
20-99 units	$7,450,000	$6,224,000	87	68	-21.8%
Brooklyn					
All buildings	$2,800,000	$3,100,000	255	316	23.9%
6-10 units	$1,775,000	$1,999,950	180	202	12.2%
11-19 units	$4,190,000	$3,675,000	23	35	52.2%
20-99 units	$7,764,340	$8,500,000	48	73	52.1%
Manhattan					
All buildings	$7,800,000	$7,025,000	262	280	6.9%
6-10 units	$5,964,463	$4,462,500	102	88	-13.7%
11-19 units	$6,725,000	$6,712,500	56	66	17.9%
20-99 units	$8,879,250	$8,900,000	102	113	10.8%
Queens					
All buildings	$1,695,000	$1,900,000	119	159	33.6%
6-10 units	$1,400,000	$1,500,000	81	99	22.2%
11-19 units	$3,162,500	$2,770,000	16	18	12.5%
20-99 units	$8,475,000	$6,300,000	20	37	85.0%

Notes: All Staten Island buildings; Citywide 100+ unit buildings (2021 sales price only); and all 100+ unit buildings in individual boroughs are excluded due to the small number of buildings sold.

“All buildings” totals include buildings with 100 or more units. Therefore, these figures may not equal the sum of their subsets.

Citywide figures do not contain Staten Island building sales.

Source: NYC Department of Finance

9. Average Nominal Sales Price per Residential Unit in Buildings Containing Stabilized Units, 2003-2022

Year	Citywide	Citywide % Change from Prior Year	Manhattan	Brooklyn	Bronx	Queens
2003	$83,045	-	$110,206	$67,867	$56,009	$72,276
2004	$116,708	40.5%	$212,436	$63,422	$76,597	$90,834
2005	$185,391	58.9%	$307,938	$86,814	$85,810	$97,610
2006	$222,249	19.9%	$363,644	$108,714	$78,737	$101,671
2007	$179,185	-19.4%	$336,394	$110,843	$89,463	$101,250
2008	$154,775	-13.6%	$235,822	$109,138	$99,792	$157,871
2009	$110,381	-28.7%	$186,374	$81,488	$60,747	$96,433
2010	$137,423	24.5%	$219,117	$114,123	$72,807	$120,857
2011	$183,699	33.7%	$303,934	$108,757	$85,519	$123,973
2012	$180,659	-1.7%	$284,297	$124,352	$83,535	$123,457
2013	$221,258	22.5%	$354,949	$159,569	$100,353	$160,829
2014	$305,100	37.9%	$442,488	$217,822	$118,186	$226,207
2015	$351,161	15.1%	$484,793	$274,766	$150,075	$247,184
2016	$306,529	-12.7%	$370,252	$323,031	$171,887	$269,124
2017	$324,820	6.0%	$482,826	$289,763	$198,631	$231,190
2018	$371,313	14.3%	$554,657	$313,533	$190,210	$326,780
2019	$398,181	7.2%	$556,067	$334,907	$224,653	$330,784
2020	$351,149	-11.8%	$520,700	$291,321	$183,406	$229,240
2021	$389,581	10.9%	$526,570	$447,515	$216,955	$272,660
2022	$436,603	12.1%	$635,794	$340,220	$254,303	$335,645

Note: All Staten Island buildings excluded due to the small number of buildings sold.
Source: NYC Department of Finance

10. Average Real Sales Price per Residential Unit in Buildings Containing Stabilized Units, 2003-2022 (2022 dollars)

Year	Citywide	Citywide % Change from Prior Year	Manhattan	Brooklyn	Bronx	Queens
2003	$130,210	-	$172,798	$106,413	$87,819	$113,325
2004	$176,737	35.7%	$321,704	$96,044	$115,996	$137,555
2005	$270,322	53.0%	$449,009	$126,585	$125,121	$142,326
2006	$312,318	15.5%	$511,015	$152,772	$110,646	$142,874
2007	$244,878	-21.6%	$459,723	$151,480	$122,263	$138,371
2008	$203,587	-16.9%	$310,194	$143,557	$131,264	$207,659
2009	$144,553	-29.0%	$244,071	$106,715	$79,553	$126,287
2010	$176,948	22.4%	$282,139	$146,947	$93,748	$155,618
2011	$229,990	30.0%	$380,524	$136,163	$107,069	$155,213
2012	$221,823	-3.6%	$349,075	$152,686	$102,569	$151,588
2013	$267,182	20.4%	$428,621	$192,688	$121,182	$194,210
2014	$363,617	36.1%	$527,355	$259,600	$140,854	$269,592
2015	$417,986	15.0%	$577,047	$327,053	$178,633	$294,222
2016	$360,971	-13.6%	$436,012	$380,404	$202,416	$316,923
2017	$375,168	3.9%	$557,665	$334,677	$229,419	$267,025
2018	$420,841	12.2%	$628,641	$355,354	$215,582	$370,367
2019	$443,955	5.5%	$619,991	$373,407	$250,478	$368,810
2020	$384,934	-13.3%	$570,799	$319,351	$201,052	$251,297
2021	$413,355	7.4%	$558,704	$474,825	$230,195	$289,300
2022	$436,603	5.6%	$635,794	$340,220	$254,303	$335,645

Notes: All Staten Island buildings excluded due to the small number of buildings sold. Inflation adjustment based on Consumer Price Index for All Urban Consumers, NY-Northeastern NJ.
Source: NYC Department of Finance