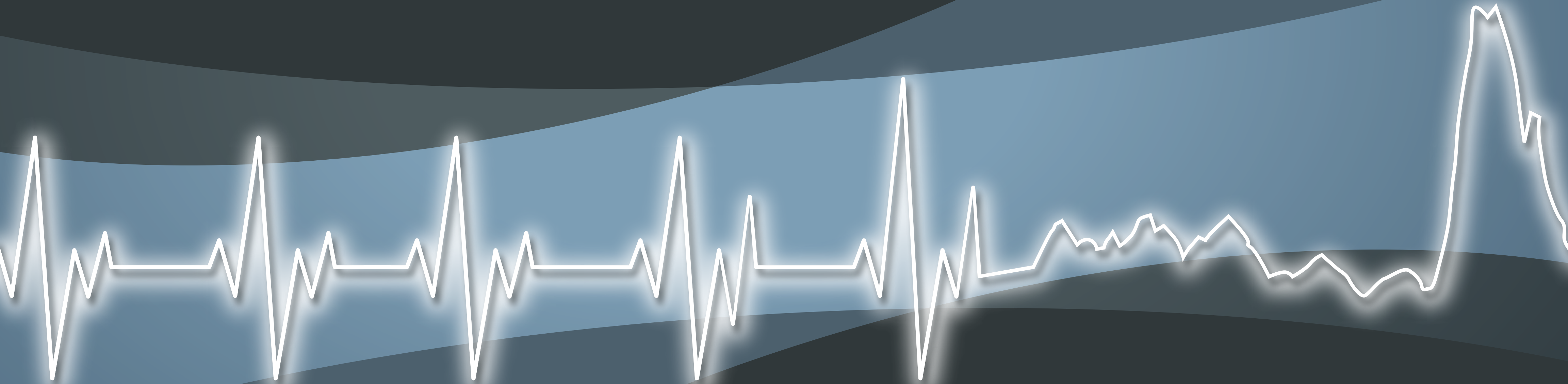


LIVE WEBINAR



WELCOME TO COFFEE & CAP RATES

NEW YORK CITY SHOCK, RECOVERY, FUTURE

PANEL SPEAKERS



SHARIF MITCHELL

Operating Principal
Dantes Community Partners

PANELIST



ROBERT DECKEY

Managing Director
Invesco Real Estate

PANELIST



BRIAN HABER

Senior Vice President
PCCP

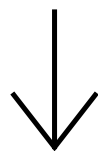
PANELIST

ABOUT ARIEL PROPERTY ADVISORS



Complementary Divisions

RESEARCH



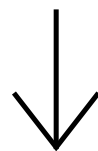
Asset Evaluations
& Market Reports

INVESTMENT SALES



Quality
Brokerage Service

CAPITAL SERVICES



Debt &
Equity Solutions



Browse Our Latest Research Reports **ARIELPA.NYC**





Congratulations Legal Outreach on winning the
\$150k Chick fil-A True Inspiration Award
First Prize Grant for Black-led Nonprofits in
Underserved Communities

LEGAL  **UTREACH**



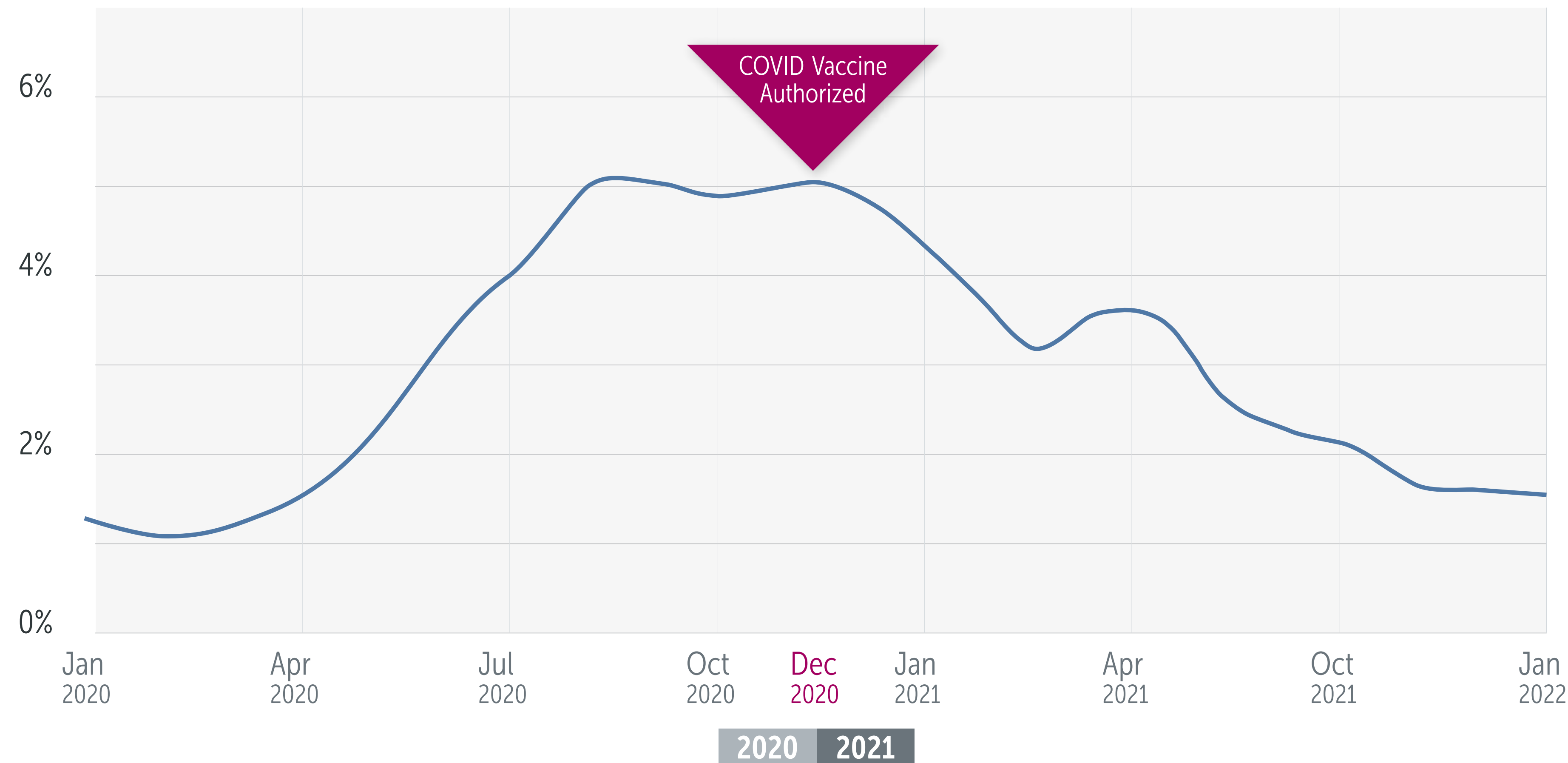


Congratulations Legal Outreach on winning the
\$150k Chick fil-A True Inspiration Award
First Prize Grant for Black-led Nonprofits in
Underserved Communities

LEGAL  **UTREACH**



MANHATTAN RESIDENTIAL RENTAL VACANCY 2020-2021



Source: Corcoran

MANHATTAN NET RESIDENTIAL RENT

Median Rent Prices with Concession



MANHATTAN NET RESIDENTIAL RENT

Median Rent Prices with Concession

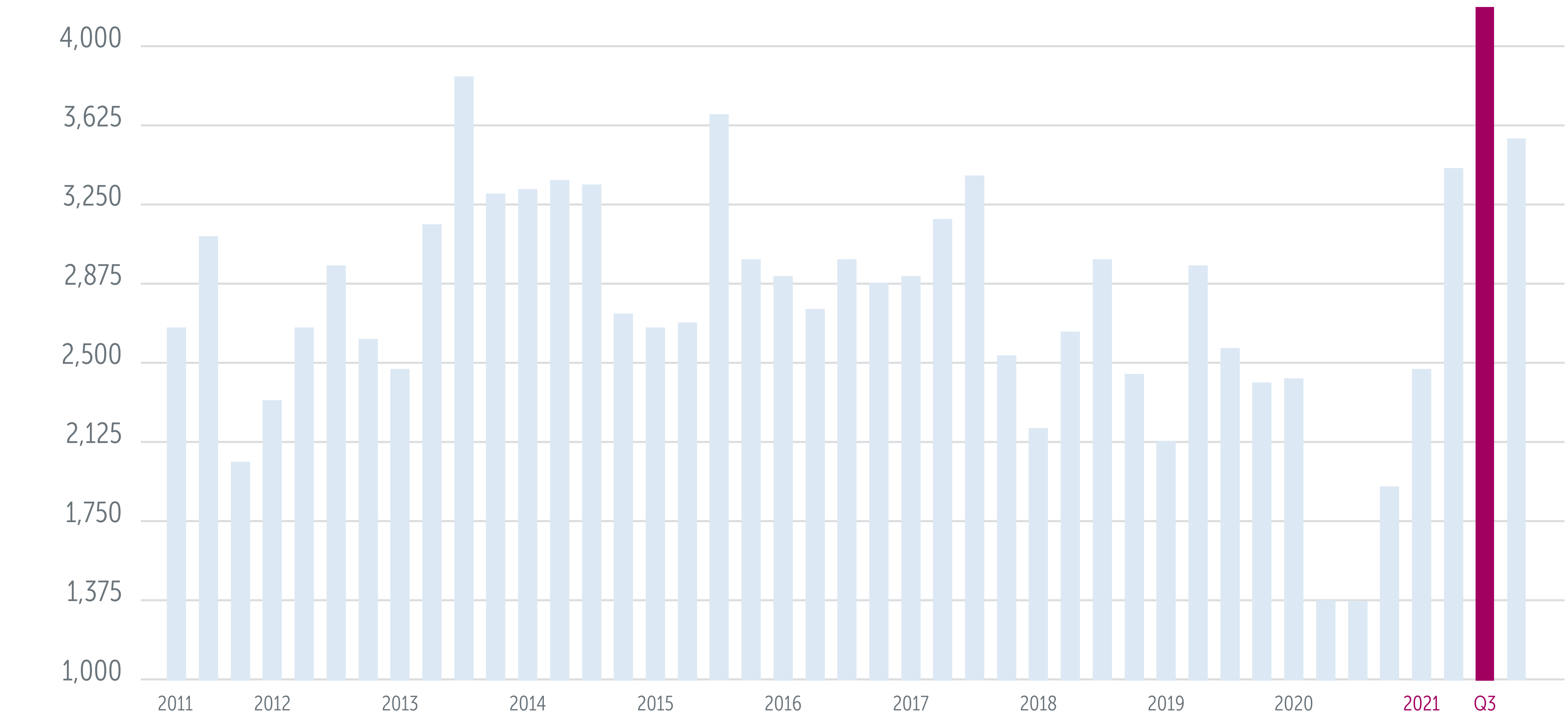


Source: Douglas Elliman

MANHATTAN CONDO SELLOUTS



■ Number of Sales

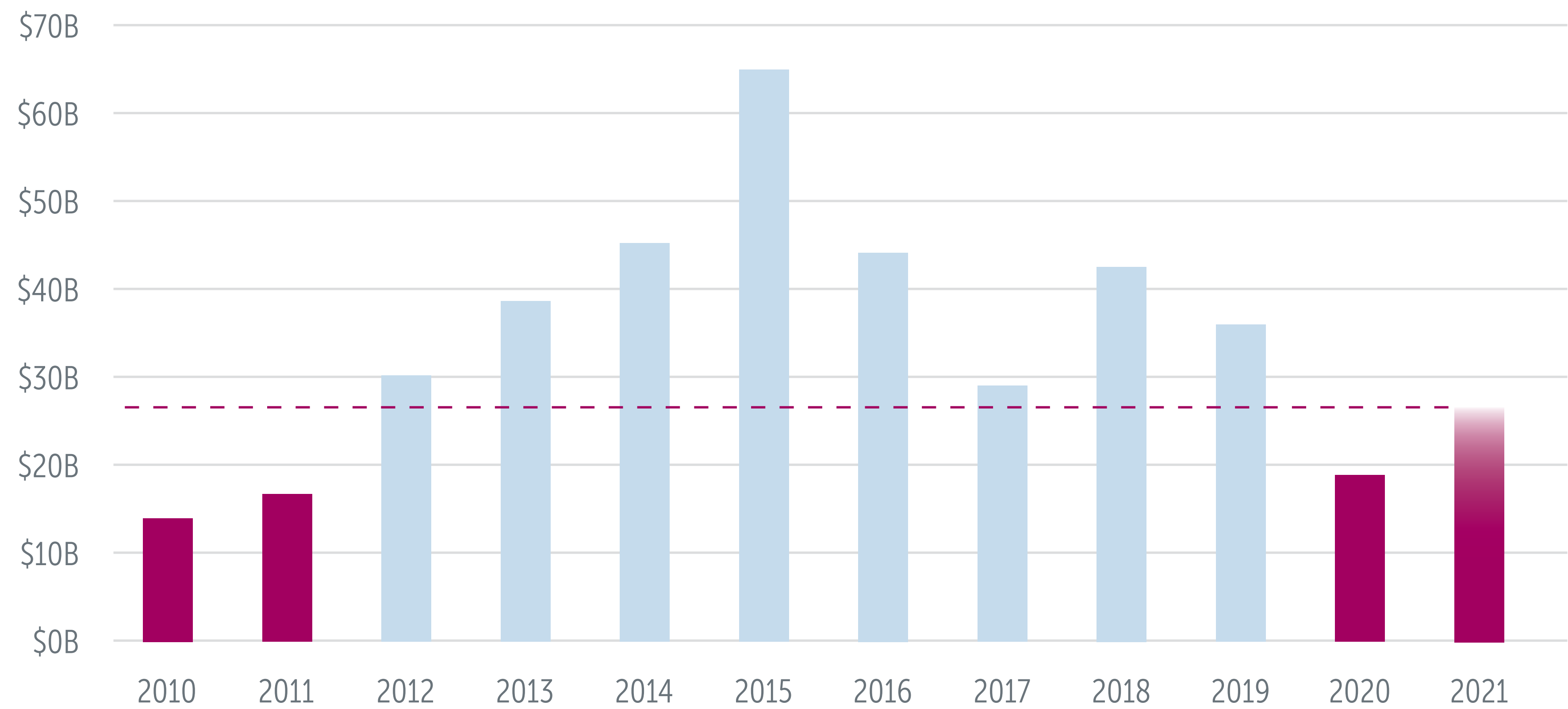


Source: Douglas Elliman

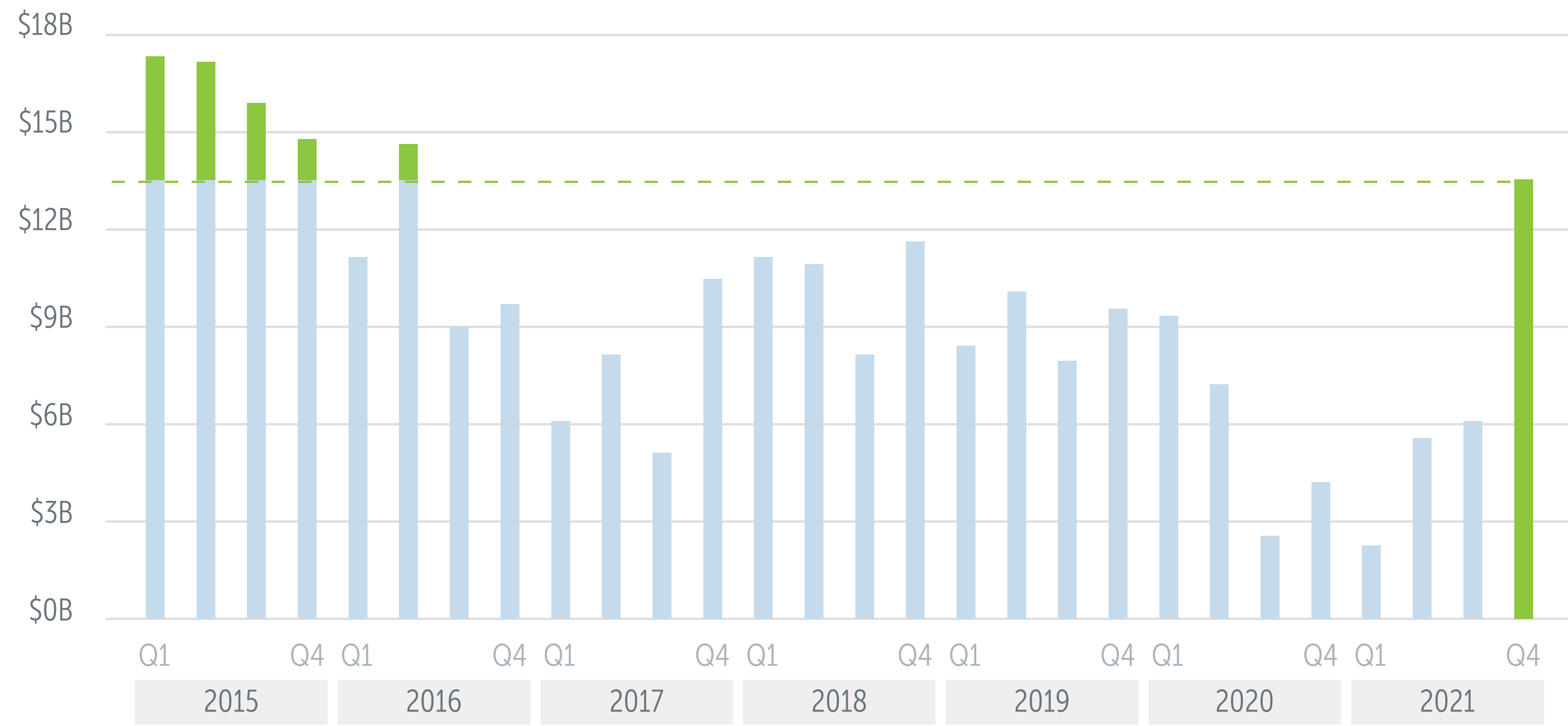
NYC INVESTMENT SALES DOLLAR VOLUME

↑ \$28B
42% increase vs 2020

NYC INVESTMENT SALES DOLLAR VOLUME



NYC INVESTMENT SALES DOLLAR VOLUME



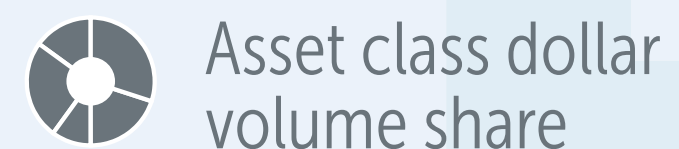
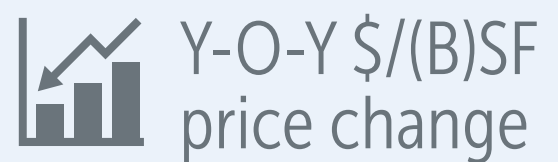
LENDING ENVIRONMENT



**Lowered cost of
capital**



ASSET CLASS OVERVIEW

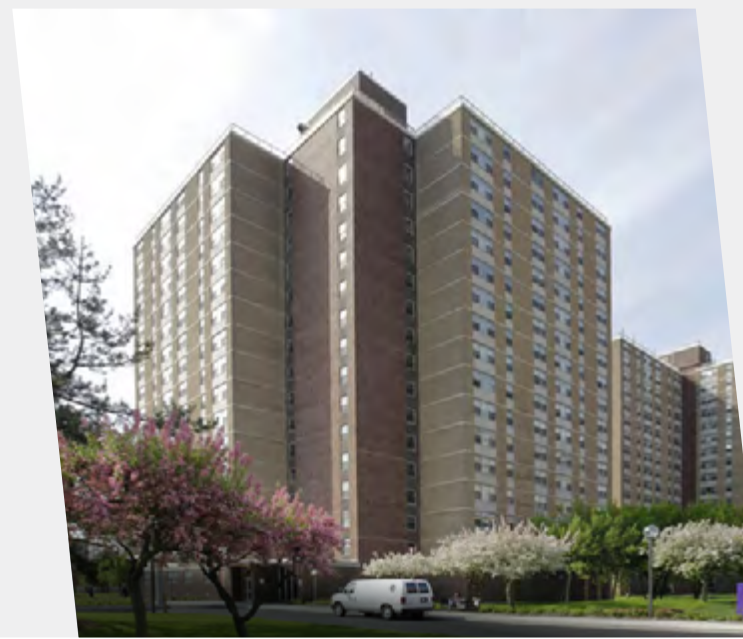


MULTIFAMILY PERFORMANCE

LUXURY BUILDINGS



AFFORDABLE HOUSING



RENT STABILIZED



MULTIFAMILY PERFORMANCE

LUXURY BUILDINGS



Brooklyn
87 JAY STREET
Sale Price: **\$220MM**



Manhattan
AMERICAN COPPER BUILDINGS
Contract Price: **\$850MM**

IN CONTRACT



Manhattan
NEW YORK BY GEHRY
Contract Price: **\$930MM**

IN CONTRACT

MULTIFAMILY PERFORMANCE

AFFORDABLE HOUSING



Brooklyn
STARRETT CITY PORTFOLIO
Total Capitalization: **\$1.8B**



Bronx
BRONX 2K PORTFOLIO
Total Capitalization: **\$350MM**

MULTIFAMILY PERFORMANCE

RENT STABILIZED



Bronx

**247 NORTH 7TH STREET &
248 NORTH 8TH STREET**

Sale Price: **\$116MM**



Queens

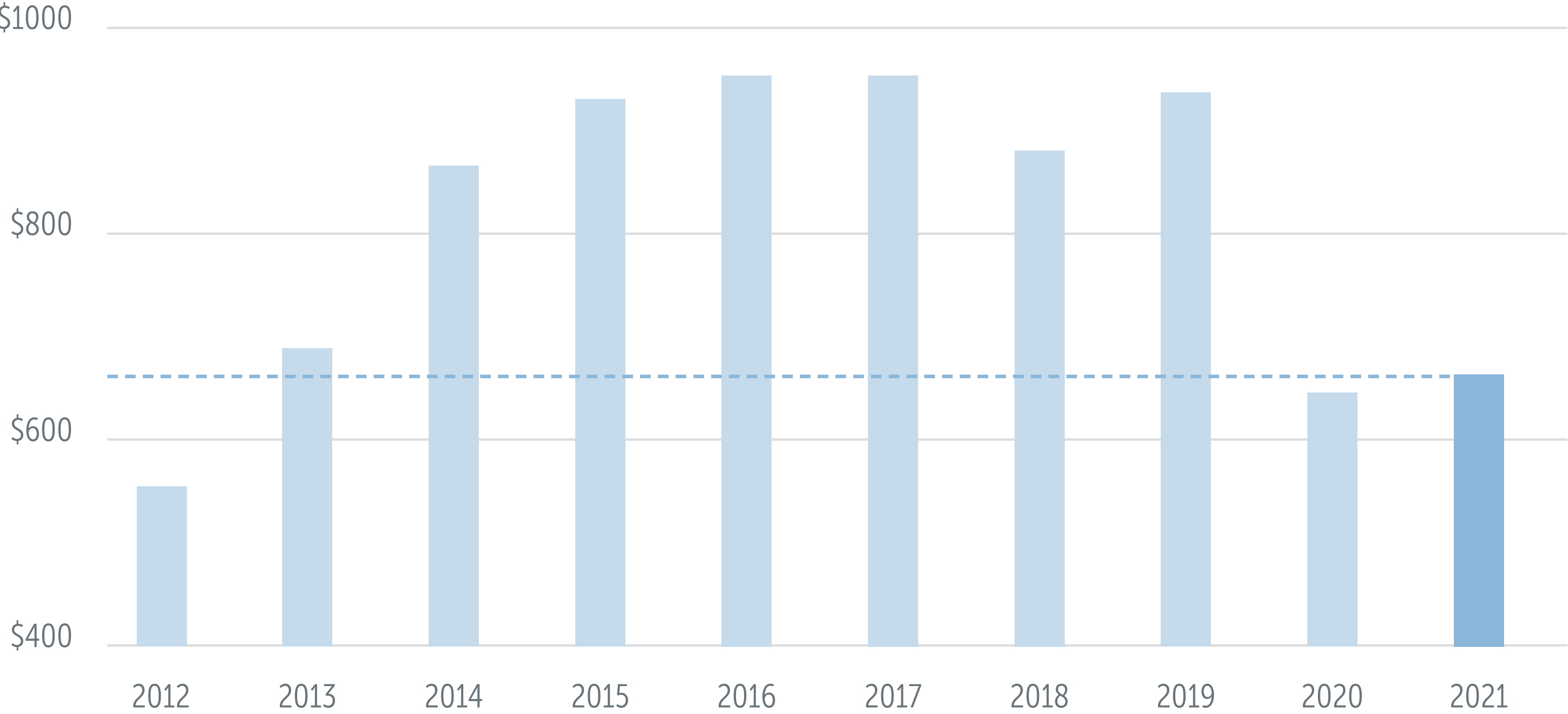
80-08/81-01 135TH STREET

Sale Price: **\$87.2MM**

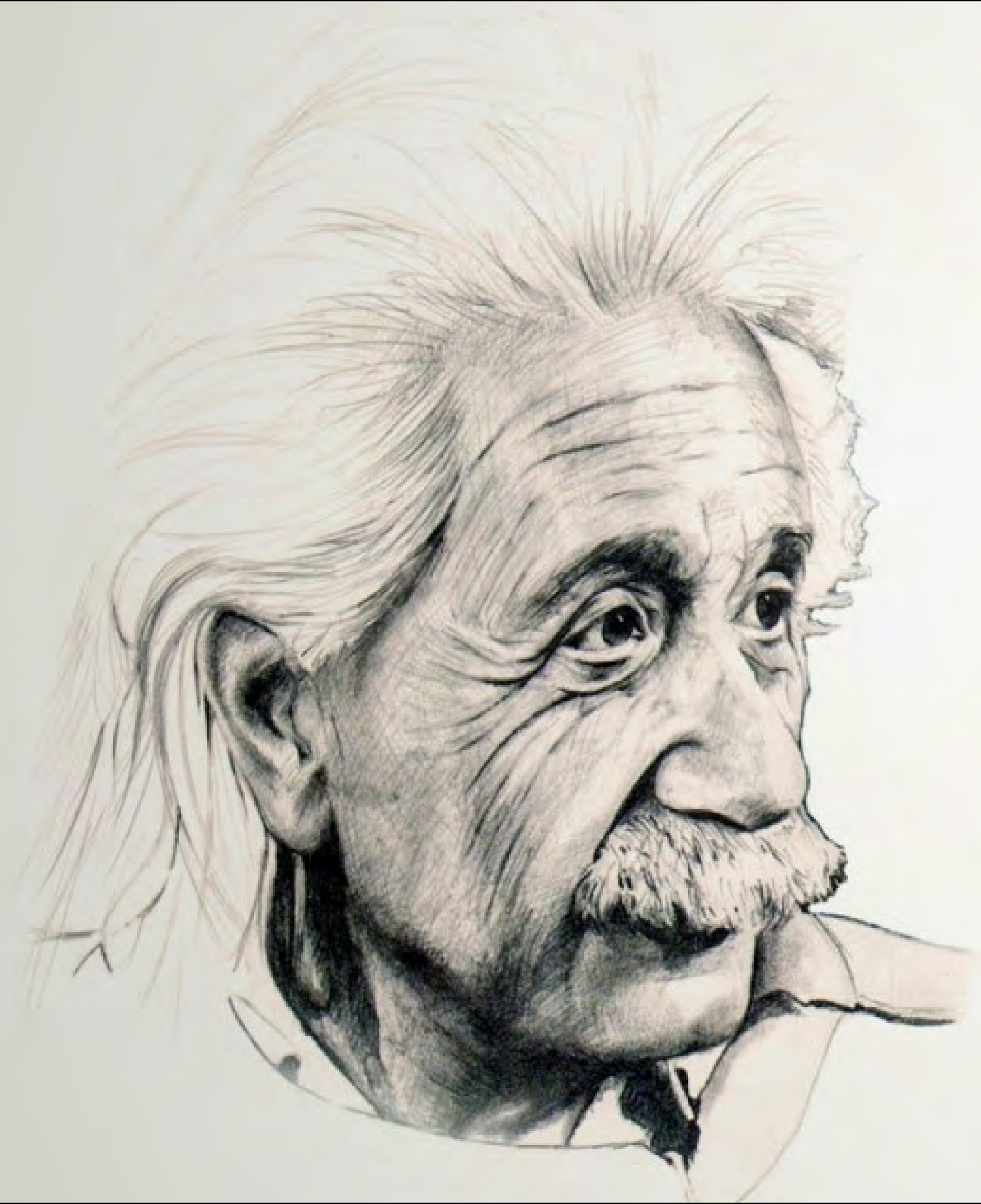
MULTIFAMILY MANHATTAN PRICE PER SF



MULTIFAMILY MANHATTAN PRICE PER SF



IT'S ALL RELATIVE

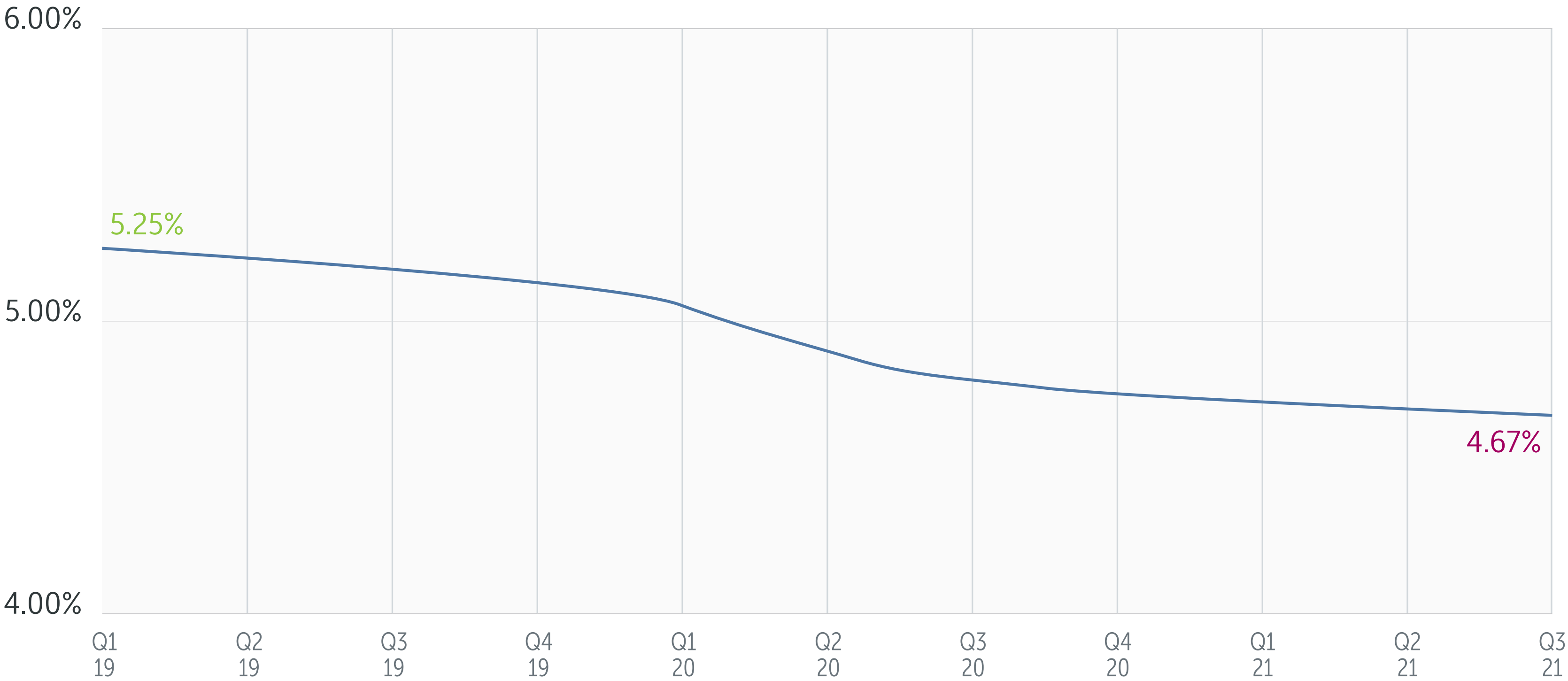


NATIONAL VS NYC CAP RATE

12 Month Trailing Average



● National Multifamily Cap Rate

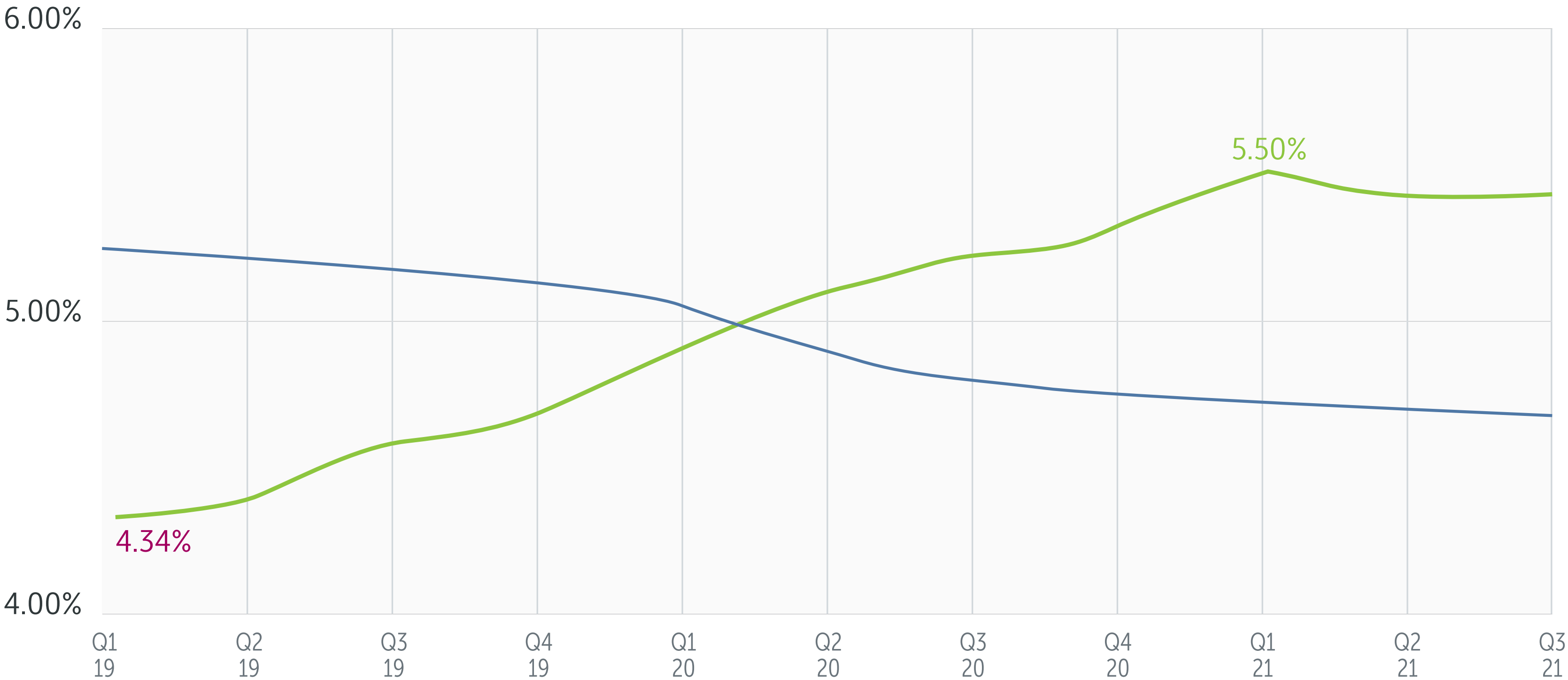


NATIONAL VS NYC CAP RATE

12 Month Trailing Average



● National Multifamily Cap Rate ● NYC Multifamily Cap Rate



National Cap Rate Source: Newmark

421A

CONDOMINIUM
DEVELOPMENTS



RETAIL / OFFICE / HOSPITALITY



4x the Restaurant
Reservations

RETAIL / OFFICE / HOSPITALITY



4x the Restaurant
Reservations



Well Located Assets
with Prime Tenancy

RETAIL / OFFICE / HOSPITALITY



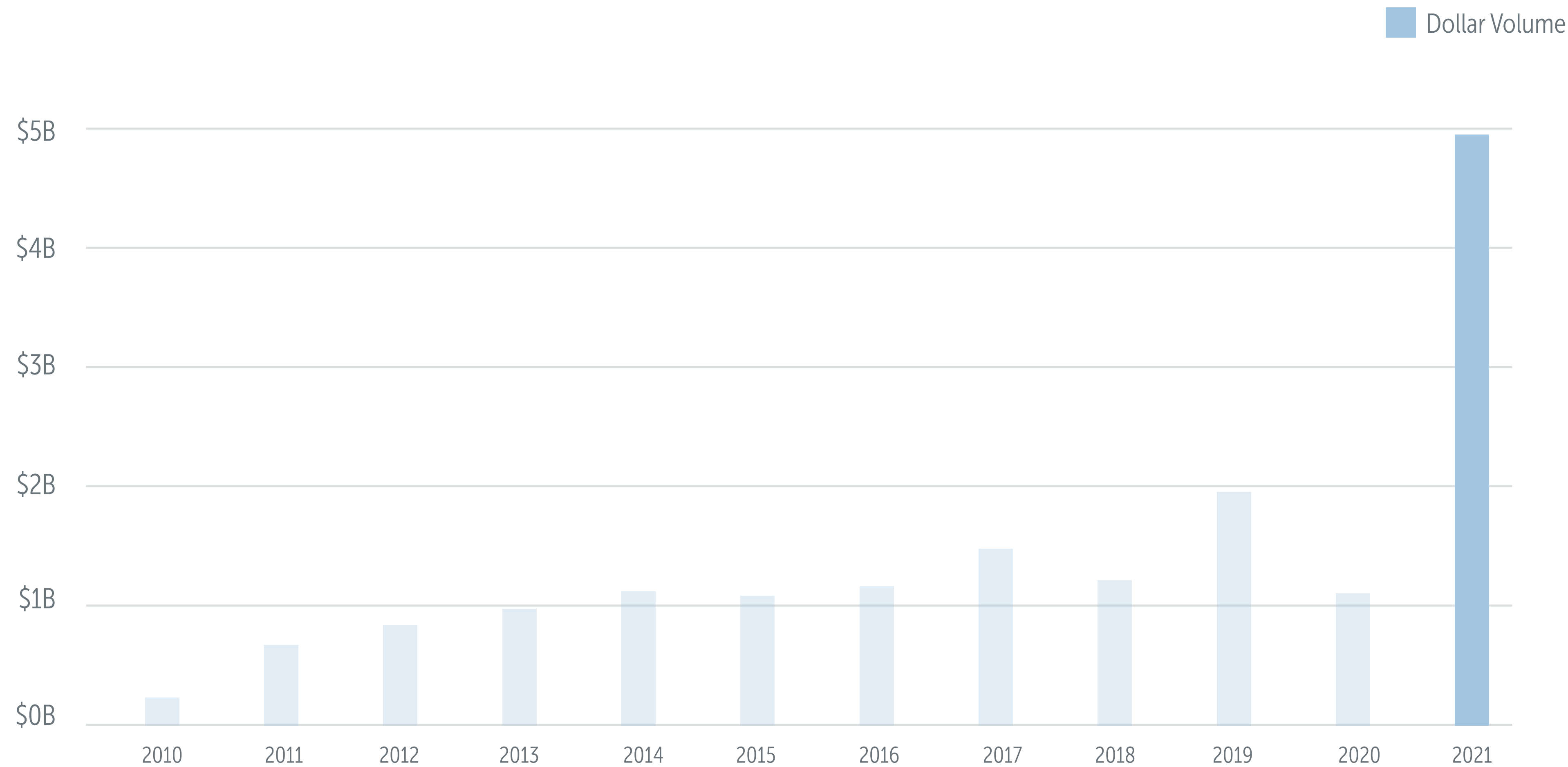
4x the Restaurant
Reservations



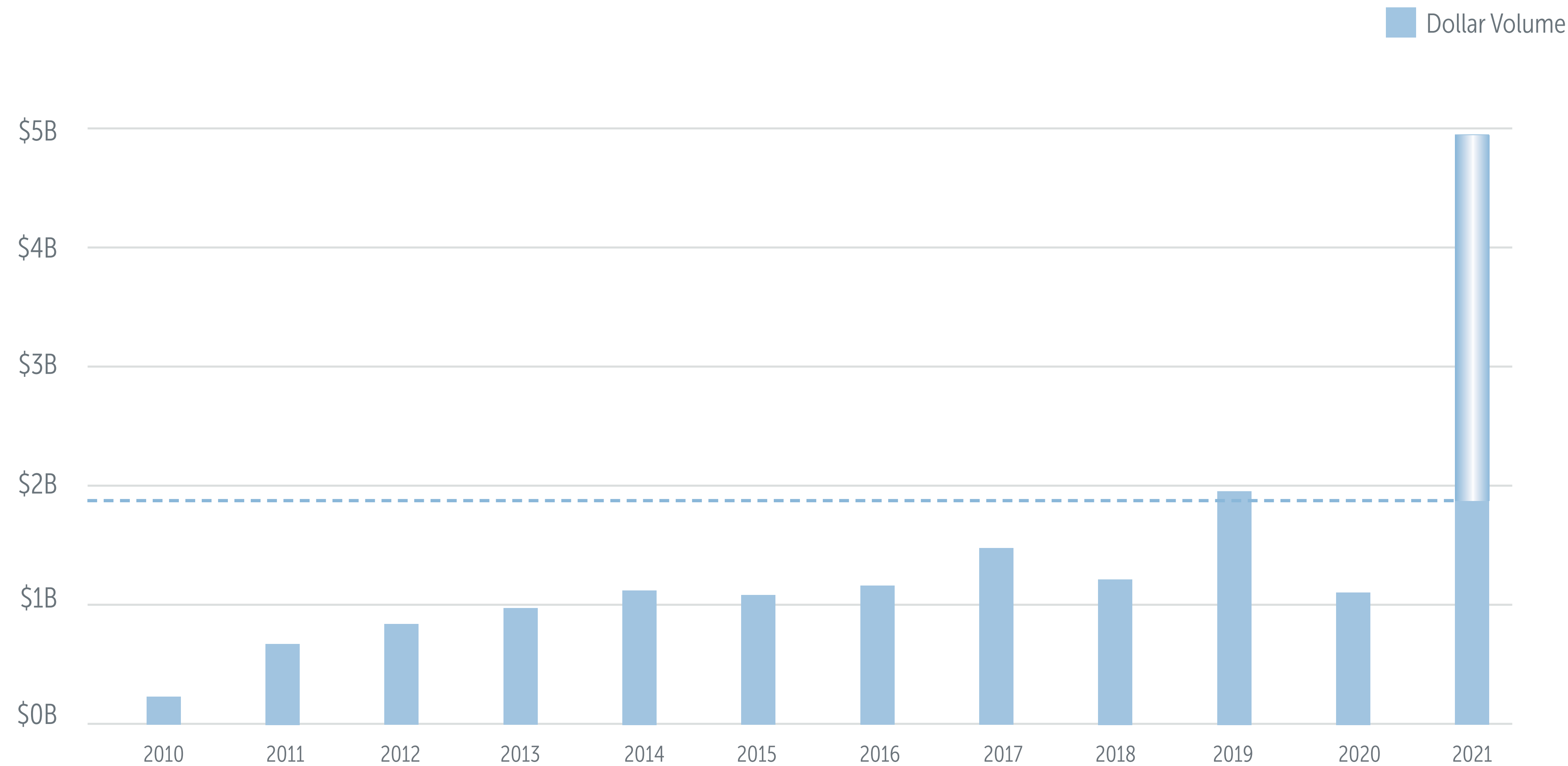
Well Located Assets
with Prime Tenancy



INDUSTRIAL / WAREHOUSE / SELF STORAGE



INDUSTRIAL / WAREHOUSE / SELF STORAGE



421-a Expiration Inflation
Interest Good Cause Eviction
Rate J-51 Local Law 97
Hikes Weak Dollar
Local and **COVID Variants**
State Legislation Mayor Eric Adams

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Interest Good Cause Eviction
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421-a Expiration **Inflation**
Interest Rate
Hikes
Good Cause Eviction
J-51
Local Law 97
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Local and COVID Variants
State Legislation Mayor Eric Adams

TAKEAWAYS



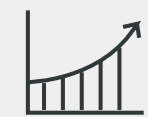
The residential market is on the rise



Land in Manhattan is an Opportunity



Office has only one way to go – Up



Industrial and Logistic Centers will continue to do well in the City

PANEL SPEAKERS



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Operating Principal
Dantes Community Partners

PANELIST



ROBERT DECKEY

Managing Director
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PANELIST



BRIAN HABER

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SHIMON SHKURY

President
Ariel Property Advisors

MODERATOR