

Number of Sales Transactions

We tracked the number of monthly retail sales recorded in the New York regional market, segmented into tranches as seen below. Over the prior 17-month period as of May 2020, there was a total of 2,358 transactions. Approximately 85% of these transactions were below \$5 million, roughly 14% were between \$5 and \$100 million, and less than 1% were above \$100 million.

Historical Transaction Volume - New York Regional Retail																			
Number of Transactions	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Total	% of Total
Up to \$5.0 Million	131	119	112	126	132	142	126	114	141	163	102	172	132	116	94	46	42	2,010	85.2%
\$5.001 to \$15.0 Million	17	14	19	14	15	16	14	17	25	18	16	23	19	10	15	4	5	261	11.1%
\$15.001 to \$35.0 Million	4	2	3	3	2	2	2	3	7	4	5	5	2	7	2	2	0	55	2.3%
\$35.001 to \$65.0 Million	4	0	0	1	0	0	1	1	1	2	0	0	1	1	0	0	0	12	0.5%
\$65.001 to \$100.0 Million	0	1	1	1	0	0	2	0	2	1	1	0	0	0	0	1	0	10	0.4%
Over \$100 Million	0	3	0	1	0	0	0	0	0	2	0	1	1	0	1	0	1	10	0.4%
Total # Transactions	156	139	135	146	149	160	145	135	176	190	124	201	155	134	112	53	48	2,358	100.0%
% Change from Prior Month	-	-10.9%	-2.9%	8.1%	2.1%	7.4%	-9.4%	-6.9%	30.4%	8.0%	-34.7%	62.1%	-22.9%	-13.5%	-16.4%	-52.7%	-9.4%	-	-

In terms of number of transactions, the largest number of monthly transactions occurred in December 2019, which represented a 62% increase from the prior month. Compared to the 146 and 149 sales seen in April and May 2019, the results for April and May 2020 were lower, at 53 sales and 48 sales, respectively. The figures are portrayed graphically below. In May 2020, most transactions were in the "Up to \$5.0 Million" category, in line with the high transaction volume trend seen over the analysis period.

