

Dollar Volume of Sales Transactions

In 2019, the average monthly sales volume was slightly above \$700 million, with the peak occurring in February 2019 at over \$1.5 billion. Comparatively, the average monthly sales volume in 2020 is roughly \$471 million thus far, reflecting a decrease of approximately 33%. We tracked the dollar volume of monthly sales by tranche as seen below.

Historical Transaction Volume - New York Regional Retail (in Millions)																			
Dollar Volume 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	\$206.5	\$175.3	\$182.0	\$210.9	\$220.0	\$262.6	\$212.2	\$174.7	\$234.2	\$267.2	\$170.5	\$277.0	\$230.4	\$167.4	\$148.5	\$81.3	\$74.4	\$3,295.1	30.6%
\$5.001 to \$15.0 Million	\$155.2	\$103.7	\$169.2	\$108.6	\$131.4	\$137.5	\$126.7	\$126.2	\$198.1	\$137.0	\$120.7	\$197.8	\$175.0	\$91.2	\$137.6	\$29.9	\$37.3	\$2,183.3	20.3%
\$15.001 to \$35.0 Million	\$95.3	\$43.8	\$50.1	\$72.0	\$48.5	\$37.5	\$54.8	\$65.2	\$150.8	\$89.8	\$132.0	\$151.4	\$33.0	\$167.4	\$44.9	\$40.4	\$0.0	\$1,276.7	11.9%
\$35.001 to \$65.0 Million	\$156.9	\$0.0	\$0.0	\$59.6	\$0.0	\$0.0	\$47.0	\$53.0	\$59.3	\$99.3	\$0.0	\$0.0	\$55.9	\$42.0	\$0.0	\$0.0	\$0.0	\$573.0	5.3%
\$65.001 to \$100.0 Million	\$0.0	\$66.5	\$75.0	\$80.2	\$0.0	\$0.0	\$155.8	\$0.0	\$168.0	\$66.6	\$83.7	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$776.7	7.2%
Over \$100 Million	\$0.0	\$1,169.4	\$0.0	\$210.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$431.0	\$0.0	\$130.0	\$104.0	\$0.0	\$446.5	\$0.0	\$168.0	\$2,658.9	24.7%
Total Dollar Volume	\$614.0	\$1,558.6	\$476.3	\$741.2	\$399.9	\$437.6	\$596.5	\$419.0	\$810.5	\$1,090.8	\$507.0	\$756.2	\$598.4	\$468.0	\$777.5	\$232.7	\$279.6	\$10,763.7	100.0%
% Change from Prior Month	-	153.9%	-69.4%	55.6%	-46.0%	9.4%	36.3%	-29.8%	93.4%	34.6%	-53.5%	49.2%	-20.9%	-21.8%	66.2%	-70.1%	20.2%	-	-

Over the analysis period, the category with the highest transaction volume is in the "Up to \$5.0 Million" category, which comprises approximately 30% of all dollar volume. There were 46 and 42 sales in this category in April and May 2020, respectively. The category that recorded the second highest amount of transaction volume was in the "Over \$100 Million" category, which comprises approximately 25% of all dollar volume. There were only four sales above the \$15 million price tag in April and May 2020 combined.

Total Dollar Volume - New York Regional Retail	
Jan-19	\$613,957,945
Feb-19	\$1,558,637,283
Mar-19	\$476,320,682
Apr-19	\$741,212,370
May-19	\$399,894,423
Jun-19	\$437,644,331
Jul-19	\$596,457,215
Aug-19	\$418,996,359
Sep-19	\$810,507,230
Oct-19	\$1,090,792,954
Nov-19	\$506,959,451
Dec-19	\$756,223,770
Jan-20	\$598,354,550
Feb-20	\$467,962,227
Mar-20	\$777,528,848
Apr-20	\$232,667,298
May-20	\$279,630,502
Min	\$232,667,298
Max	\$1,558,637,283
2019 Ave	\$700,633,668
2020 Ave	\$471,228,685

The table above shows total dollar volume over the analysis period. Dollar volume was fluctuating in 2019 but was relatively high throughout the year. April and May of 2020 reversed that trend and recorded the two lowest dollar volume figures over the analysis period.

The transaction volume for April and May 2020 was \$232 million and \$280 million, respectively. This is lower than historical figures, but still an optimistic indication of market activity.

