

# Monthly Investment and Residential Sales Report: Snapshot of November 2020

## During the Coronavirus (COVID-19) Crisis

The Real Estate Board of New York (REBNY) has tracked transaction activity as well as the tax revenue generated by real estate transactions on a monthly basis since March 7, when Governor Cuomo announced a state of emergency in New York due to the Coronavirus (COVID-19) crisis. REBNY has increased the frequency of its reporting in an attempt to understand the impact of the crisis not only on the industry but also on the City and State budgets. Beginning October 2020, REBNY began incorporating City and State collected mortgage recording tax in the total tax revenue values; historical data has been revised based on this newly available information.

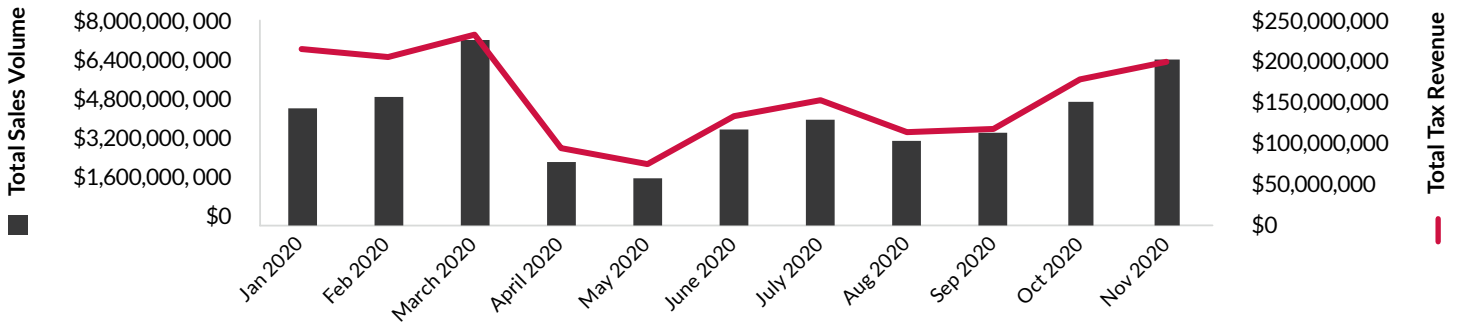
From October to November 2020, REBNY reports increases in transaction activity for both investment sales and residential sales. Total investment and residential sales volume, or consideration, remained flat in November 2020 from the same time last year and up 34% from October to November 2020. The total tax revenue generated from these sales to the City and State declined 6% from November 2019 to November 2020 and increased 13% from October 2020 to November 2020. Investment sales and residential sales year-to-date totaled \$40.3 billion, a 49% decline compared to the same time period in 2019, causing a 41% decline in tax revenue. This resulted in New York City and New York State combined experiencing a \$1.6 billion loss in tax revenue.

Tax revenue contributes to NYC’s essential services, such as salaries for first responders, building service workers, MTA employees, the maintenance of public parks, and vital repairs and maintenance of the public transportation system. Last year, real estate taxes generated \$31.9 billion for the City’s operating budget, accounting for 53% of NYC’s total tax revenue, more than double the next closest contributor – personal income tax at 21%. The health of the real estate industry is critical to the health of both our City and State.

Citywide	Nov 2019	Oct 2020	Nov 2020	%Δ Oct 2020 - Nov 2020	%Δ Nov 2019 - Nov 2020	YTD 2019	YTD 2020	%Δ YTD
<b>Total Sales Volume</b>	\$6,189,858,388	\$4,627,739,020	\$6,207,936,245	34%	0%	\$79,253,503,390	\$40,330,867,606	-49%
<b>Number of Transactions</b>	3,515	3,209	3,352	4%	-5%	43,133	27,042	-37%
<b>Total City Transaction Tax Revenue</b>	\$215,864,309	\$169,267,088	\$193,058,394	14%	-11%	\$2,816,380,867	\$1,624,922,793	-42%
<b>Total State Transaction Tax Revenue</b>	\$68,391,084	\$69,297,148	\$75,793,678	9%	11%	\$1,060,336,407	\$679,221,968	-36%
<b>Total Tax Revenue</b>	\$284,255,392	\$238,564,236	\$268,852,072	13%	-5%	\$3,876,717,274	\$2,304,144,761	-41%

**Total Sales Volume and Total Tax Revenue**

August 2020 – October 2020



**INVESTMENT SALES**

**Key Takeaways**

- Total investment sales volume increased 5% from November 2019 to November 2020 and increased 84% from October 2020 to November 2020.
- Total investment sales transactions increased 5% from November 2019 to November 2020 and increased 17% from October 2020 to November 2020.
- Total NYC tax revenue declined 14% from November 2019 to November 2020 and increased 28% from October 2020 to November 2020.
- Total NYS tax revenue declined 15% from November 2019 to November 2020 and increased 27% from October 2020 to November 2020.
- Total investment sales transfer tax revenue increased 5% from November 2019 to November 2020 and increased 85% from October 2020 to November 2020.
- Total investment sales mortgage recording tax revenue declined 38% from November 2019 to November 2020 and declined 24% from October 2020 to November 2020.
- Total investment sales tax revenue declined 14% from November 2019 to November 2020 and increased 27% from October 2020 to November 2020.

**Investment Sales**

Citywide	Nov 2019	Oct 2020	Nov 2020	%Δ Oct 2020 - Nov 2020	%Δ Nov 2019 - Nov 2020	YTD 2019	YTD 2020	%Δ YTD
<b>Total Sales Volume</b>	\$3,072,316,240	\$1,744,236,310	\$3,213,078,615	84%	5%	\$37,251,118,969	\$14,618,396,580	-61%
<b>Number of Transactions</b>	260	234	274	17%	5%	3,228	1,434	-56%
<b>Total City Transaction Tax Revenue</b>	\$141,513,591	\$95,631,413	\$122,149,440	28%	-14%	\$1,925,305,158	\$1,016,109,996	-47%
<b>Total State Transaction Tax Revenue</b>	\$35,356,991	\$23,895,030	\$30,227,485	27%	-15%	\$482,800,190	\$253,907,408	-47%
<b>Total Tax Revenue</b>	\$176,870,582	\$119,526,443	\$152,376,925	27%	-14%	\$2,408,105,348	\$1,270,017,403	-47%

## RESIDENTIAL SALES

### Key Takeaways

- Total residential sales volume declined 4% from November 2019 to November 2020 and increased 4% from October 2020 to November 2020.
- Total residential transactions declined 5% from November 2019 to November 2020 and increased 3% from October 2020 to November 2020.
- Total NYC tax revenue declined 5% from November 2019 to November 2020 and declined 4% from October 2020 to November 2020.
- Total NYS tax revenue increased 38% from November 2019 to November 2020 and remained flat from October 2020 to November 2020.
- Total residential sales transfer tax and mansion tax revenue increased 44% from November 2019 to November 2020 and increased 4% from October 2020 to November 2020.
- Total residential sales mortgage recording tax revenue declined 29% from November 2019 to November 2020 and declined 12% from October 2020 to November 2020.
- Total residential sales tax revenue increased 9% from November 2019 to November 2020 and declined 2% from October 2020 to November 2020.

### Residential Sales

Citywide	Nov 2019	Oct 2020	Nov 2020	%Δ Oct 2020 - Nov 2020	%Δ Nov 2019 - Nov 2020	YTD 2019	YTD 2020	%Δ YTD
<b>Total Sales Volume</b>	\$3,117,542,148	\$2,883,502,710	\$2,994,857,630	4%	-4%	\$42,002,384,420	\$25,712,471,027	-39%
<b>Number of Transactions</b>	3,255	2,975	3,078	3%	-5%	39,905	25,608	-36%
<b>Total City Transaction Tax Revenue</b>	\$74,350,718	\$73,635,675	\$70,908,955	-4%	-5%	\$891,075,709	\$608,812,798	-32%
<b>Total State Transaction Tax Revenue</b>	\$33,034,093	\$45,402,118	\$45,566,193	0%	38%	\$577,536,217	\$425,314,560	-26%
<b>Total Tax Revenue</b>	\$107,384,810	\$119,037,794	\$116,475,147	-2%	8%	\$1,468,611,926	\$1,034,127,358	-30%

The Real Estate Board of New York's (REBNY) Monthly Investment and Residential Sales Report is a compilation of transaction activity for both investment sales and residential sales in New York City and New York State. REBNY is tracking all revenue generated by each asset class and transaction on a monthly basis to monitor changes as a result of the Coronavirus (COVID-19) crisis. The report is an analysis of official data from the NYC Department of Finance's Automated City Register Information System (ACRIS). The report captures total sales volume, number of transactions, and tax revenue. All REBNY research reports can be found at [go.rebny.com/Reports](https://www.rebny.com/Reports).

Sources: All data on transactions and mortgages is provided by the NYC Department of Finance's Automated City Register Information System (ACRIS). Tax revenue reported on includes NYC and NYS transfer tax and mortgage recording tax as well as NYS mansion tax. Historical data has been revised due to newly available information.