

2024 YEAR-END SALES REPORT

WESTCHESTER



277
TRADES

\$901 M
VOLUME

\$3.3 M
AVG DEAL
PRICE

CURRENT TRENDS AND OPPORTUNITIES IN INVESTMENT SALES

By John Barrett, Managing Director at RMF

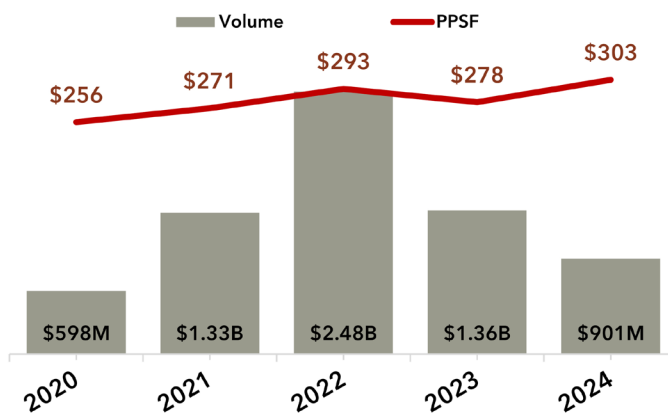
GENERAL MARKET TRENDS

The 2024 market has demonstrated remarkable resilience, particularly in the industrial, retail, and mixed-use asset classes. However, office and multifamily pricing have continued to lag behind, reflecting ongoing challenges in these sectors.

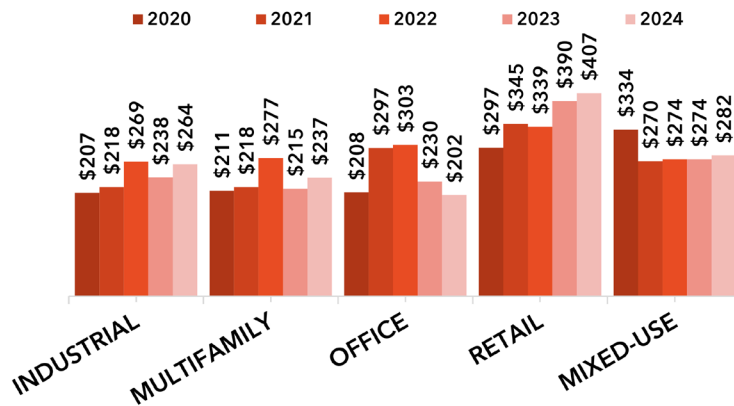
New development has been a significant and consistent trend over the past five years and is widely expected to remain a defining feature in the foreseeable future. At present, there are 24,957 multifamily housing units either under construction or recently completed in the cities of Yonkers, New Rochelle, and White Plains, as well as in Port Chester and Sleepy Hollow. Furthermore, an additional 1,061 units have been built recently or are currently under construction in Mount Vernon, Peekskill, and Harrison. Beyond these, approximately 10,000 additional units are in various stages of planning and proposal across the county.

This trend is expected to persist as the market continues to gradually absorb these newly available units. Nearly all completed projects have already achieved financial stability, further reinforcing optimism for the future. For additional details and insights, you can request a copy of our recently released report, **A Frontline Report on New Development in Westchester County, NY: Surprising Impacts & Opportunities.**

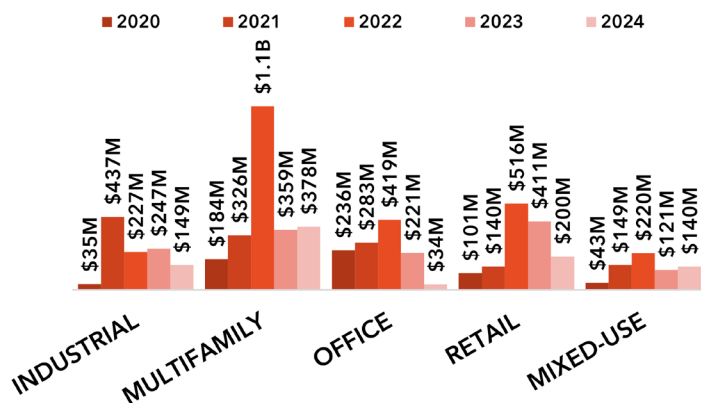
AVERAGE PPSF & TOTAL VOLUME ^{1 2}



MARKET SEGMENTS: AVERAGE PPSF ¹



MARKET SEGMENTS: VOLUME ¹



1) Westchester Investment/Building Sales
2) Data Excludes Known Development Sites & Specialty Use Properties

CURRENT TRENDS AND OPPORTUNITIES IN INVESTMENT SALES

OPERATIONAL CHALLENGES

Operating expenses across all asset classes are rising steadily, with insurance and real estate taxes driving much of the increase. The impact of the California wildfires is anticipated to further add to the already substantial burden of rising insurance costs across the board.

Although not all expense items are controllable, proactive, hands-on management remains absolutely essential for ensuring the successful operation of commercial real estate assets. This principle applies universally, regardless of the specific asset class in question.

REFLECTIONS AND PREDICTIONS

Looking ahead to the first half of next year, we anticipate minimal relief in the form of lower interest rates. However, there is optimism that the latter half of the year could finally bring some reductions.

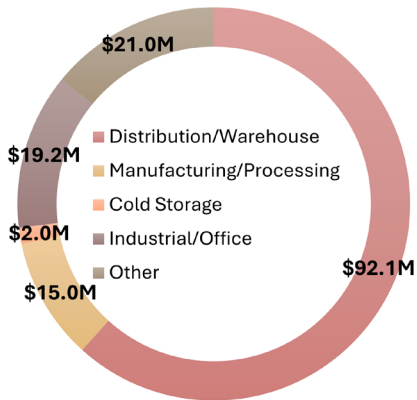
With rates remaining higher than market participants would prefer, we expect an increase in distressed assets entering the market. These will likely take the form of forced sales, REO transactions, and note sales. At the same time, national retailers are continuing to “right-size” their number of locations and geographic footprints. Meanwhile, we may see new retailers entering the market, bringing fresh opportunities.

Although the Federal Qualified Opportunity Zones initiative has not significantly impacted our market, it will be interesting to see if the new administration introduces innovative ideas for the real estate sector.

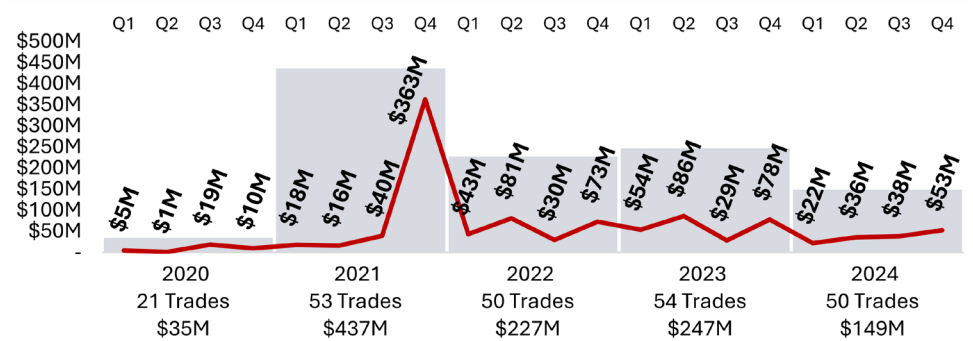
DATA POINTS

	2024	YoY
Total Volume	\$149M	↓ 40%
Velocity	50 Trades	↓ 7.4%
Avg. Deal Price	\$3.0M	↓ 35%
Avg. Price / SF	\$264	↑ 11%

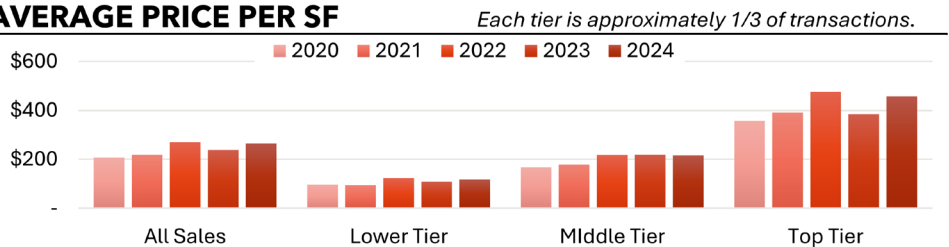
VOLUME BY TYPE: 2024



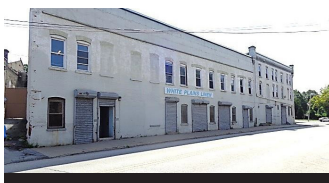
VOLUME HISTORY



AVERAGE PRICE PER SF



FEATURED TRANSACTIONS



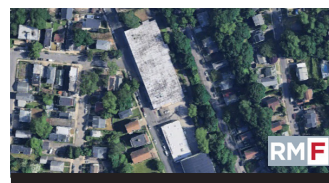
418 N Division St | Peekskill

SALE PRICE: \$3,850,000
BUILDING SF: 186,243 SF
PPSF: \$21



425 Saw Mill River Rd | Ardsley

SALE PRICE: \$19,200,000
BUILDING SF: 57,293 SF
PPSF: \$335



40 Runyon Ave | Yonkers

SALE PRICE: \$7,200,000
BUILDING SF: 36,150 SF
PPSF: \$199



420 Railroad Way | Mamaroneck

SALE PRICE: \$8,008,000
BUILDING SF: 30,866 SF
PPSF: \$259

VIEWPOINTS

JOHN BARRETT: The industrial sector continues to face significant challenges, primarily stemming from a lack of new construction and the persistent scarcity of available properties. Older industrial spaces, particularly those situated along waterfronts, are increasingly being redeveloped into luxury housing, further reducing the supply of functional industrial facilities.

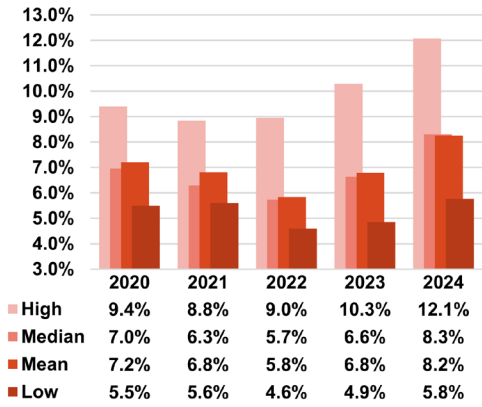
Rising operating costs—especially insurance and real estate taxes—are adding to the financial burden on business owners. Despite these obstacles, the long-term prospects for the sector remain positive, driven by the ever-growing demand for logistics and warehousing spaces, which are vital to modern supply chain operations.

In 2024, the industrial market recorded 50 transactions. The most notable of these was the sale of 425 Saw Mill River Road in Ardsley, NY, completed by a team at RM Friedland for \$19.2 million and \$335 per square foot. This deal highlights the enduring strength and value of the industrial sector, even in the face of current challenges.

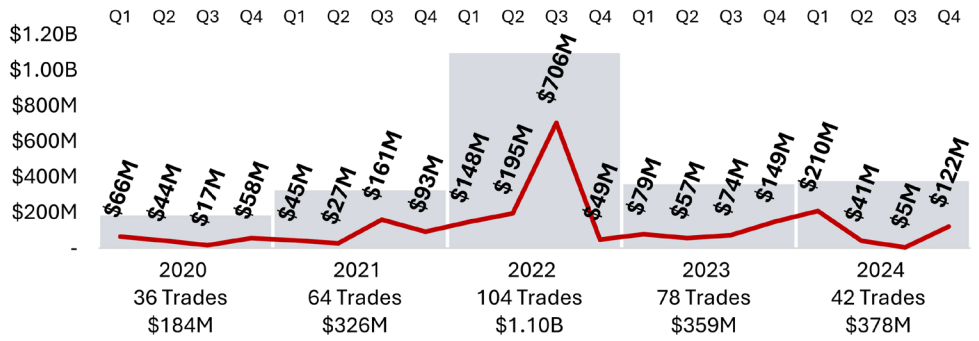
DATA POINTS

	2024	YoY
Total Volume	\$378M	↑ 5.3%
Velocity	42 Trades	↓ 46%
Avg. Deal Price	\$9.0M	↑ 95%
Avg. Price / Unit	\$176K	↓ 9.5%

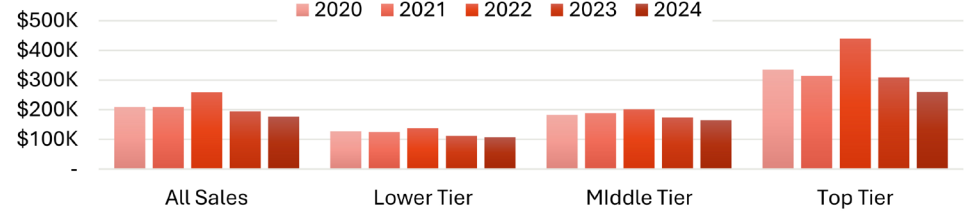
CAPITALIZATION RATES



VOLUME HISTORY



AVERAGE PRICE PER UNIT



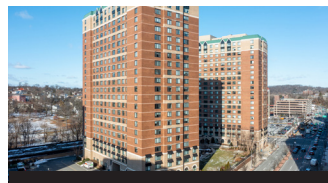
FEATURED TRANSACTIONS



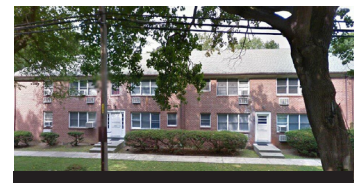
26 Scenic Dr | Croton on Hudson
 SALE PRICE: \$31,000,000
 BUILDING SF: 59,615 SF
 PPSF: \$520



1 Van Der Donck St | Yonkers
 SALE PRICE: \$79,000,000
 BUILDING SF: 170,171 SF
 PPSF: \$464



15-45 Bank St | White Plains
 SALE PRICE: \$195,000,000
 BUILDING SF: 522,788 SF
 PPSF: \$373



360 Washington Ave | Pleasantville
 SALE PRICE: \$2,000,000
 BUILDING SF: 2,590 SF
 PPSF: \$772

VIEWPOINTS

JOHN BARRETT: Velocity—or the number of properties trading within a defined time period—continues to be low in the multifamily sector as owners of rent-stabilized properties hold out hope for a reprieve from the Housing Stability and Tenant Protection Act (HSTPA) of June 2019. Market participants were disappointed last week when the Governor’s State of the State address did not include any plans to address these concerns.

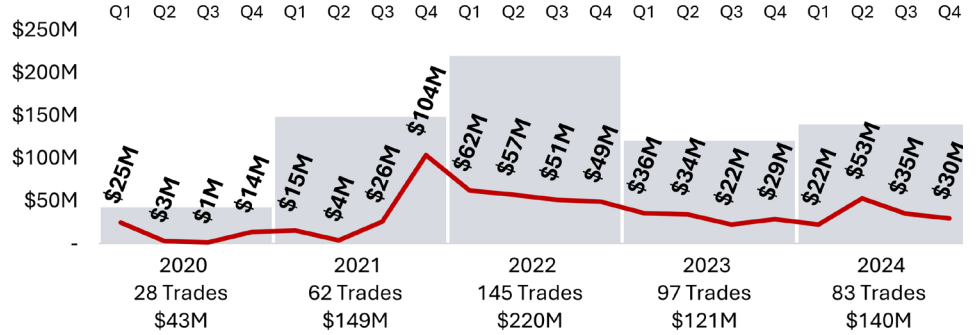
Data from sales completed in 2024 indicates that pricing remains below all-time market highs, even for recently built properties reaching the end of their typical investment period, which is generally 8 to 12 years. With rare exceptions, cap rates are in the high 7% range or higher, while some premier properties are trading just under 6%.

The multifamily market remains subdued, as both buyers and sellers adjust to ongoing regulatory and economic challenges.

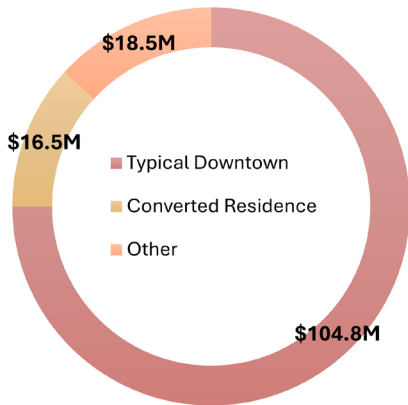
DATA POINTS

	2024	YoY
Total Volume	\$140M	↑ 16%
Velocity	83 Trades	↓ 14%
Avg. Deal Price	\$1.7M	↑ 35%
Avg. Price / SF	\$282	↑ 2.8%

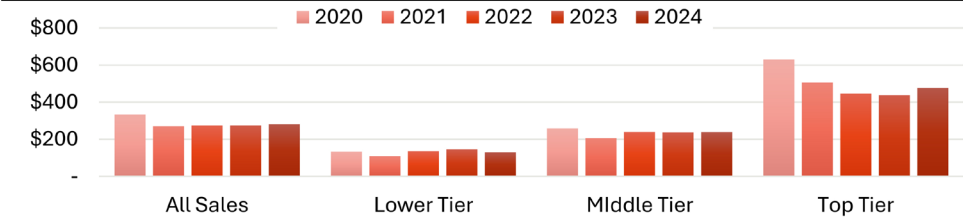
VOLUME HISTORY



VOLUME BY TYPE: 2024



AVERAGE PRICE PER SF



FEATURED TRANSACTIONS



440 White Plains Rd | Eastchester

SALE PRICE: \$7,195,000
BUILDING SF: 25,550 SF
PPSF: \$282



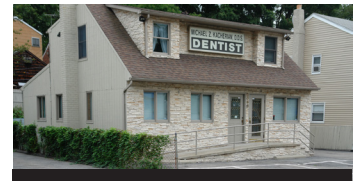
2091 Boston Post Rd | Larchmont

SALE PRICE: \$11,250,000
BUILDING SF: 64,925 SF
PPSF: \$173



46 E Parkway | Scarsdale

SALE PRICE: \$13,000,000
BUILDING SF: 23,706 SF
PPSF: \$548



2058 Central Park Ave | Yonkers

SALE PRICE: \$975,000
BUILDING SF: 1,366 SF
PPSF: \$714

VIEWPOINTS

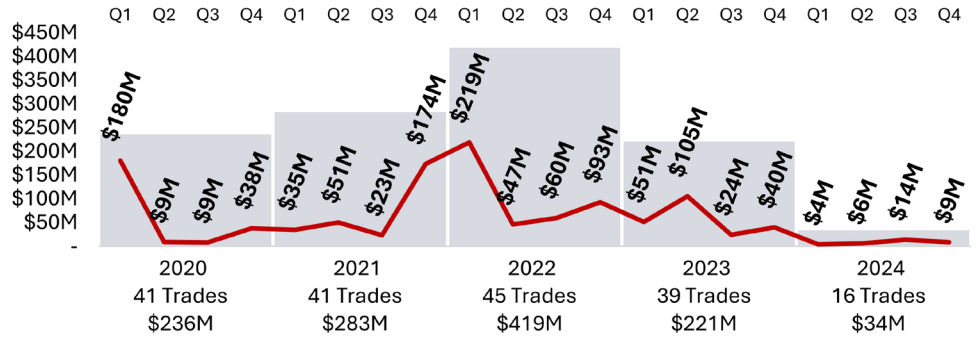
HARRY DELANY: The mixed-use market demonstrated strong performance in 2025, showing significant growth in total sales volume, even as transaction velocity saw a modest decline. This highlights a shift in the market dynamic, with higher-value deals driving performance despite a reduction in the number of trades. The majority of transactions took place in the \$1-2 million range, with the City of Yonkers standing out for recording the highest number of trades. Additionally, average pricing held steady, coming in just below \$300 per square foot, further underscoring the strength of the market.

Mixed-use properties continue to garner consistent interest from investors and tenants alike due to their inherent flexibility and potentially free-market residential components. By offering a blend of residential, commercial, and retail spaces, these properties cater to diverse needs and adapt to shifting market conditions. This adaptability makes them a resilient and attractive asset class, consistently appealing to both investors and developers.

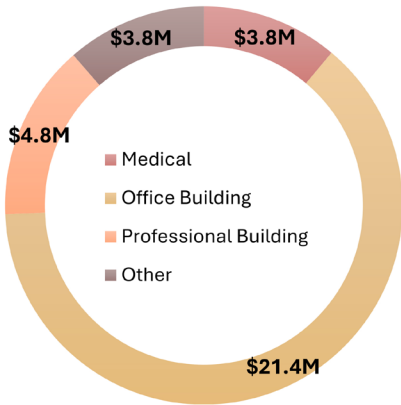
DATA POINTS

	2024	YoY
Total Volume	\$34M	↓ 85%
Velocity	16 Trades	↓ 59%
Avg. Deal Price	\$2.1M	↓ 63%
Avg. Price / SF	\$202	↓ 12%

VOLUME HISTORY

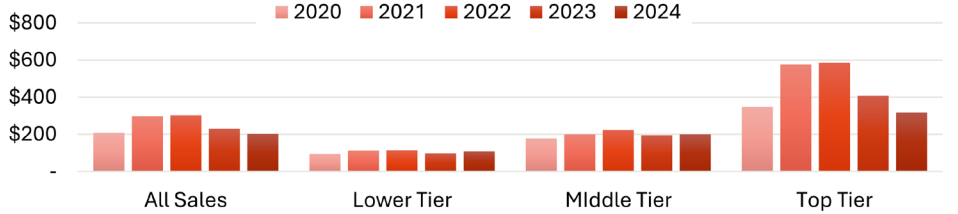


VOLUME BY TYPE: 2024



AVERAGE PRICE PER SF

Each tier is approximately 1/3 of transactions.



FEATURED TRANSACTIONS



3 Campus Dr | Pleasantville

SALE PRICE: \$2,750,000
BUILDING SF: 31,000 SF
PPSF: \$89



172 S Broadway | White Plains

SALE PRICE: \$3,600,000
BUILDING SF: 15,999 SF
PPSF: \$225



612 E Grassy Sprain Rd | Yonkers

SALE PRICE: \$4,380,000
BUILDING SF: 11,739 SF
PPSF: \$373



45 Kraft Ave | Bronxville

SALE PRICE: \$2,675,000
BUILDING SF: 9,700 SF
PPSF: \$276

VIEWPOINTS

CARMEN BAUMAN: The office market in Westchester is undergoing significant transformation, with the total inventory expected to shrink from its current 26 million square feet to approximately 20 million square feet. This reduction is largely driven by the repurposing and redevelopment of B and C class properties for alternative uses.

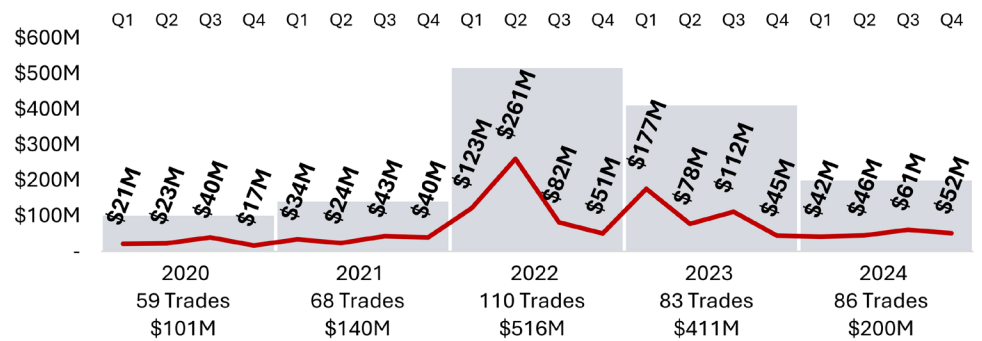
A recent example of this trend is the 110,000-square-foot B class office property that was put under contract for adaptive reuse as a multifamily development. The property's prime location, within walking distance of Westchester's busiest Metro North train station, underscores the appeal of transit-oriented redevelopment.

Office property campuses are increasingly being redeveloped into mixed-use communities designed to provide a Live-Work-Play environment. Post-Covid, momentum for returning to the office has been accelerating in certain lines of business, as more companies implement policies requiring employees to return to in-person work.

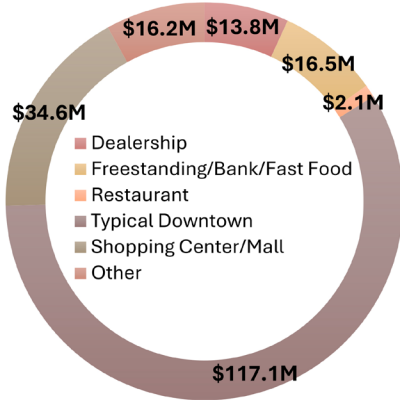
DATA POINTS

	2024	YoY
Total Volume	\$200M	↓ 51%
Velocity	86 Trades	↑ 3.6%
Avg. Deal Price	\$2.3M	↓ 53%
Avg. Price / SF	\$407	↑ 4.2%

VOLUME HISTORY

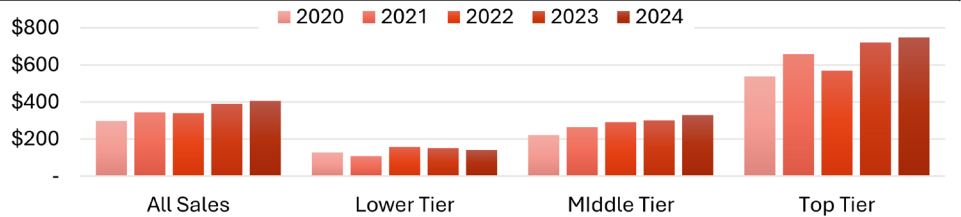


VOLUME BY TYPE: 2024



AVERAGE PRICE PER SF

Each tier is approximately 1/3 of transactions.



FEATURED TRANSACTIONS



887 Central Pk Ave | Scarsdale

SALE PRICE: \$7,912,500
BUILDING SF: 12,560 SF
PPSF: \$630



1200 Mamaroneck Ave | White Plains

SALE PRICE: \$8,500,000
BUILDING SF: 12,620 SF
PPSF: \$674



333 Saw Mill River Rd | Elmsford

SALE PRICE: \$28,050,000
BUILDING SF: 112,200 SF
PPSF: \$250



1444 E Boston Post Rd | Mamaroneck

SALE PRICE: \$3,200,000
BUILDING SF: 2,790 SF
PPSF: \$1,147

VIEWPOINTS

JOHN BARRETT: For many years, there was a perception that Westchester County was under-retailed compared to Northern New Jersey. However, in the post-pandemic environment, it has become clear that while Westchester may lack the density of big-box retail seen in its neighboring market, there is still an abundance of retail space.

A fair amount of vacant big-box retail space remains available along major retail corridors for lease or sale, with some properties being repurposed for alternative uses. In contrast, the strongest retail performance is found in village and downtown markets. Owners with tenants in experiential businesses, restaurants, food services, and health and wellness are thriving, as vacancies remain low and rents continue to perform strongly.

RM FRIEDLAND

COMMERCIAL REAL ESTATE SERVICES

For more information, contact:



JOHN BARRETT

Managing Director
914.968.8500 x320

jbarrett@rmfriedland.com



CARMEN BAUMAN

Associate Broker
914.968.8500 x316

cbauman@rmfriedland.com



HARRY DELANY

Associate Broker
914.968.8500 x301

hdelany@rmfriedland.com

Research compiled and organized by:



David Raciti
Associate Broker



Michelle Lala
Real Estate Salesperson



Tenerria Hughes
Marketing Associate

NEW YORK | CONNECTICUT | RMFRIEDLAND.COM | 914.968.8500

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