



TRUMP

INTERNATIONAL REALTY

LUXURY MARKET REPORT

4Q 2020



The quarterly Luxury Market Report provided by Trump International Realty is a resource compiling pertinent data and analytics to give you a pulse on the current luxury real estate market in New York City. This report primarily covers the Manhattan Luxury Market which is comprised of the top 10% of residential sales based on the sales price. Trump International Realty has become the premier luxury full-service, specialized real estate brokerage by leveraging its global brand recognition, real estate vision and tremendous resources.

Figures and statistics contained in Trump International Realty's Luxury Market Report are sourced from the Automated City Register Information System (ACRIS) and REBNY Listing Service (RLS) and based on the data available at the time of each quarterly report release. The previous quarter statistics in the subsequent report are revised to include the full quarter period after the data becomes available.

GLOSSARY

Average Sale Price: Calculated by adding all final sales prices and dividing the sum by the total number of properties that sold prior to the publication of this report.

Median Sale Price: Price point directly in the middle of the whole, half way above and half way below all recorded sale prices.

Average Price Per Square Foot: Average price divided by the average square footage.

Median Price Per Square Foot: Price point directly in the middle of the whole, half way above and half way below all recorded sales price per square foot.

Closed Sales: Recorded closings at the time the report is prepared.

Days on Market: The total number of days a listing is on the active market before it is sold.

Inventory: Total number of all the properties listed for sale at any point during the quarter.

Luxury Threshold: Minimum price point at which a property is considered to be in the Luxury Market. Thresholds change each quarter reflecting the market trends.

Luxury Market Share by Co-op and Condo: Measured by number of sales.

Price Discount %: Difference between the initial asking price and the final recorded sales price.



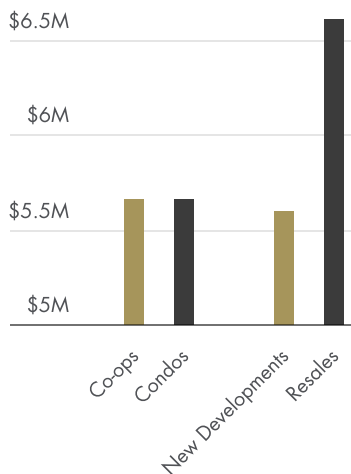
MANHATTAN LUXURY MARKET OVERVIEW

The Manhattan luxury market ended 2020 on a recovering note, with the average and median price improving versus the prior year. Notably, the number of sales fell by 21% as luxury market activity picked up late in the year. The luxury threshold, defined by the top ten percent of transactions, rose nearly twenty percent from last year, most likely due to the smaller number of deals, but suggests a cautiously optimistic start to 2021.

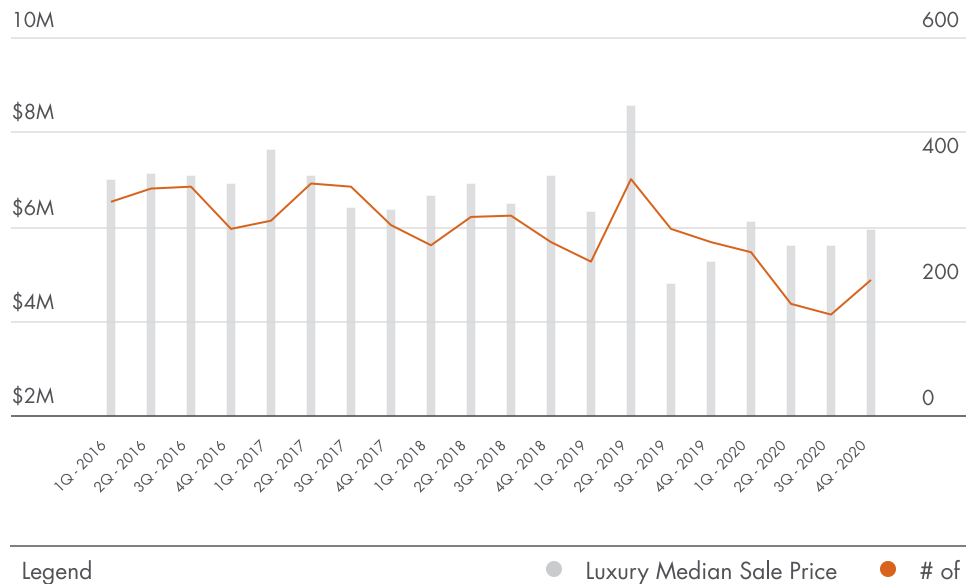
METRIC	4Q - 2020	4Q - 2019	1YEAR % CHG	3Q - 2020	1QTR % CHG
Avg. Sale Price	\$8,052,555	\$7,698,693	+4.6%	\$8,043,305	+0.12%
Median Sale Price	\$6,093,877	\$5,400,000	+12.85%	\$5,800,000	+5.07%
Avg. Price / Sq. Ft.	\$2,469	\$2,467	+0.08%	\$2,412	+2.36%
Median Price / Sq. Ft.	\$2,299	\$2,105	+9.22%	\$2,316	-0.73%
Closed Sales	229	290	-21.03%	170	+34.71%
Days on Market	89	127	-29.92%	160	-44.38%
Inventory	1,597	1,898	-15.86%	1,923	-16.95%
Luxury Threshold	\$4,230,000	\$3,527,500	+19.91%	\$3,950,000	+7.09%

LUXURY COMPARISONS

4Q - 2020 Median Sale Price



LUXURY MEDIAN PRICE TRENDS & SALES VOLUME



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Source: UrbanDigs.com



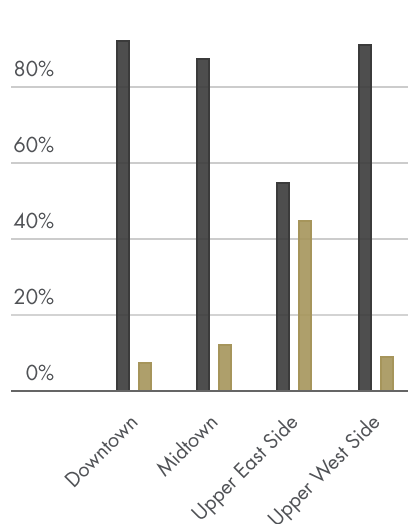
LUXURY MARKET OVERVIEW BY PROPERTY TYPE

METRIC	CO-OP	1 YEAR % CHG	CONDO	1 YEAR % CHG	TOWNHOUSE	1 YEAR % CHG
Avg. Sales Price	\$7,396,685	-1.19%	\$7,649,226	+5.82%	\$9,775,579	-2.31%
Median Sale Price	\$5,665,000	+13.41%	\$5,661,409	+11.55%	\$7,850,000	+5.55%
Med. Price / Sq. Ft.	\$1,591	+1.08%	\$2,358	+6.41%	\$1,929	+25.83%
Days on Market	61	-44.59%	92	-41.4%	98	-18.33%
Inventory	331	-18.87%	1038	-16.36%	228	-8.43%

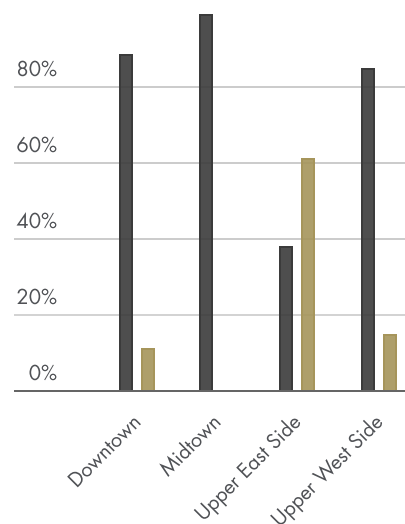
LUXURY MARKET SHARE BY CONDO VS. CO-OP

● CONDO ● CO-OP

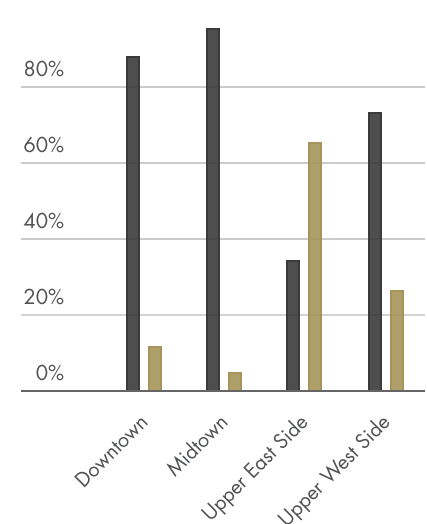
4Q - 2020



3Q - 2020



4Q - 2019



Townhouse Signed Deals

2019 → 2020

September: 13 → 8
October: 12 → 15
November: 10 → 14
December: 10 → 22

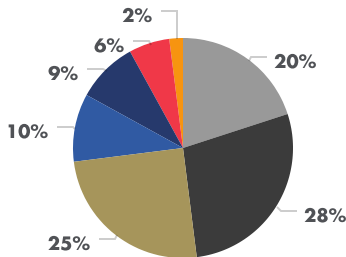
All property types showed median price gains on a year-over-year basis, with notable improvements for coops and condos. Townhouses, newly prized for privacy and space, saw a significant increase in median price per square foot. The accompanying reduction in inventory is consistent with the recovery note sounded by the market in general as the initial wave of supply post-market reopen was met by savvy buyers.

Source: UrbanDigs.com

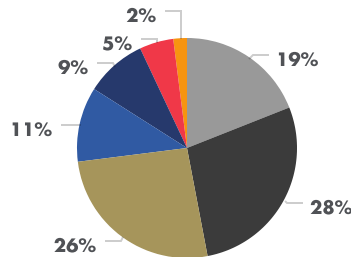


CLOSED SALES BY PRICE POINT

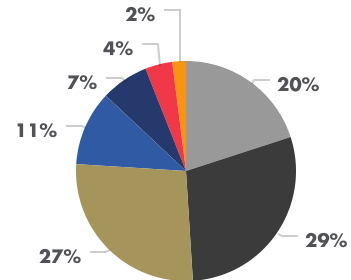
4Q - 2020



3Q - 2020



4Q - 2019



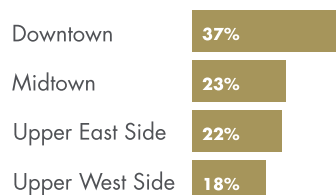
Legend ● \$0-\$600k ● \$600k-\$1M ● \$1M-\$2M ● \$2M-\$3M ● \$3M-\$5M ● \$5M-\$10M ● \$10M+

MARKET OVERVIEW BY PRICE POINT

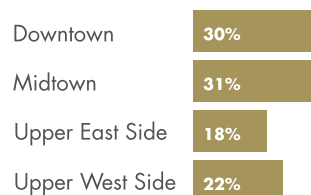
METRIC	\$1M-\$2M	1YEAR % CHG	\$2M-\$5M	1YEAR % CHG	\$5M-\$10M	1YEAR % CHG	\$10M+	1YEAR % CHG
Avg. Sales Price	\$1.47M	+0.76%	\$3.08M	+1.07%	\$6.61M	-3.5%	\$18.48M	-23.01%
Median Sale Price	\$1.47M	+3.12%	\$2.91M	+3.29%	\$6.17M	-5.01%	\$15.85M	-7.1%
Avg. Price / Sq. Ft.	\$1,330	-6.27%	\$1,817	+2.71%	\$2,312	-1.95%	\$4,184	-23.09%
Days on Market	64	-26.44%	77	-33.62%	84	-14.72%	187	+6.86%
Inventory	2110	+29.77%	2043	+8.73%	817	+3.81%	471	-1.88%

LUXURY MARKET SHARE BY LOCATION

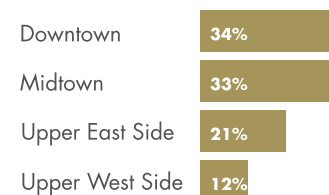
4Q - 2020



3Q - 2020



4Q - 2019

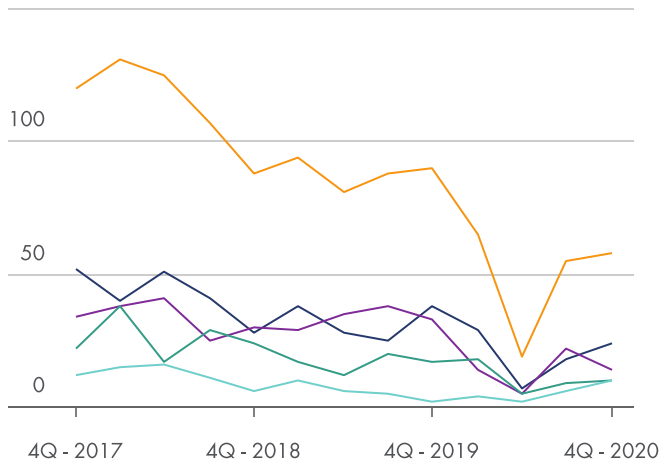


Source: UrbanDigs.com



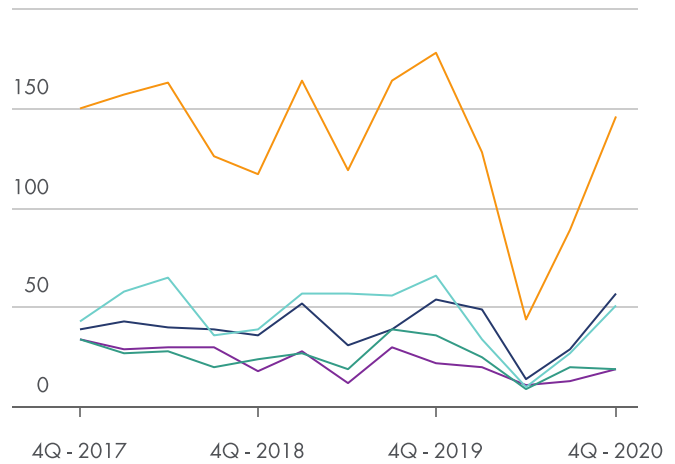
LUXURY MARKET NUMBER OF SIGNED CONTRACTS

New Development



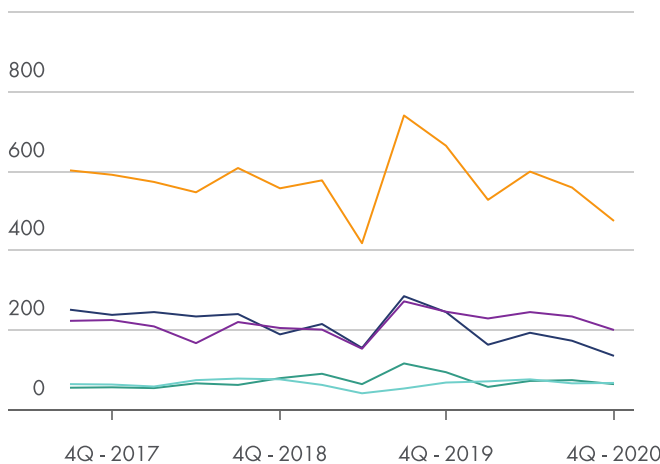
Legend Upper East Side Upper West Side Midtown Downtown Total Luxury Market

Resale



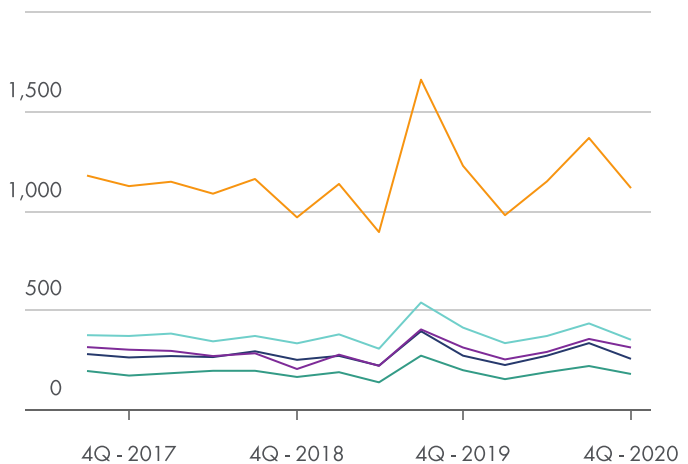
LUXURY MARKET INVENTORY

New Development



Legend Upper East Side Upper West Side Midtown Downtown Total Luxury Market

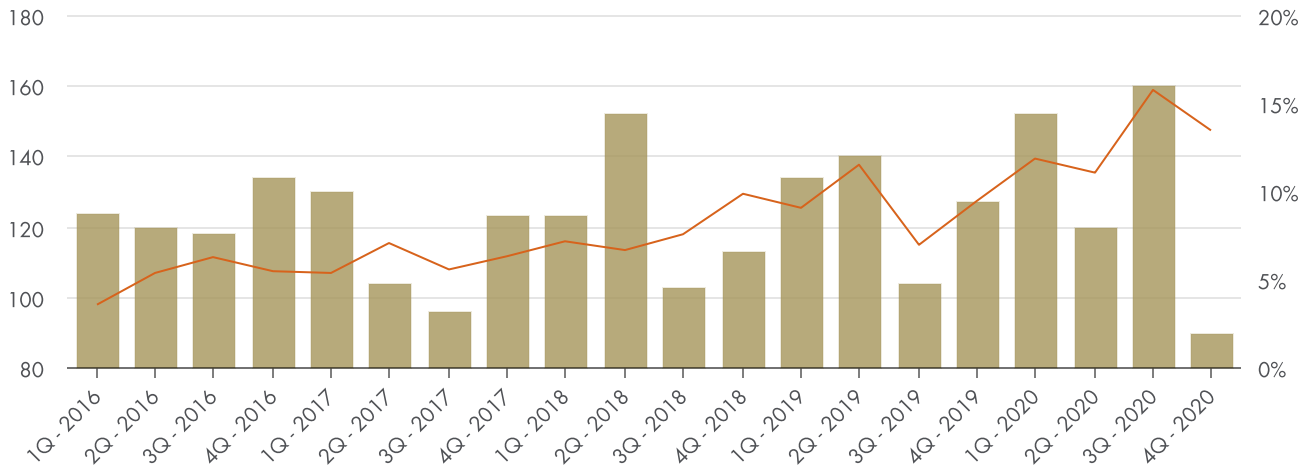
Resale



Source: UrbanDigs.com



LUXURY MARKET DAYS ON MARKET VS PRICE DISCOUNT %



New Luxury Listings Decline

Sep 2020: 318
Oct 2020: 250
Nov 2020: 142
Dec 2020: 112

Unfortunately, due to the real estate market's lockdown from March through June, days on the market is no longer an accurate indicator of market activity and will require several more months to recover fully. In the meantime, listing discount should serve as the general market proxy. With that in mind, the decrease from 3Q20's high suggests spreads are narrowing as buyers reassess risk and sellers reassess market conditions.

TOWNHOUSE MARKET OVERVIEW

METRIC	4Q - 2020	4Q - 2019	1YEAR % CHG	3Q - 2020	1QTR % CHG
Avg. Sale Price	\$7,532,462	\$6,714,473	+12.18%	\$6,997,548	+7.64%
Median Sale Price	\$6,400,000	\$4,800,000	+33.33%	\$4,325,000	+47.98%
Med. Price / Sq. Ft.	\$1,553	\$1,027	+51.22%	\$692	+124.42%
Days on Market	102	127	-19.29%	106	-3.3%
Inventory	291	294	-1.02%	337	-13.65%

Source: UrbanDigs.com



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