



TRUMP

INTERNATIONAL REALTY

LUXURY MARKET REPORT

1Q 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.



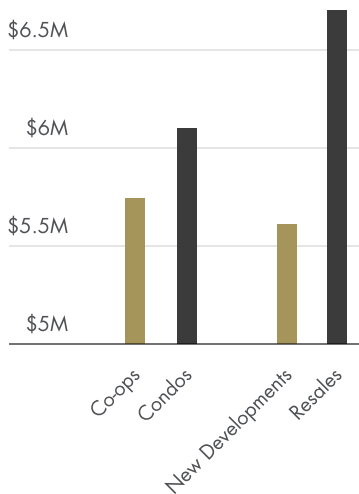
MANHATTAN LUXURY MARKET OVERVIEW

The Manhattan Luxury market entered 2020 in recovery mode. Despite lower year-over-year numbers, 1Q20 saw a 16.10% quarterly increase in median price. However, the market has been put on pause due to coronavirus concerns. With property tours a near impossibility, the luxury market is in hibernation and price discovery for 2Q20 will not be for several months. In the meantime, we will focus on real-time metrics for guidance.

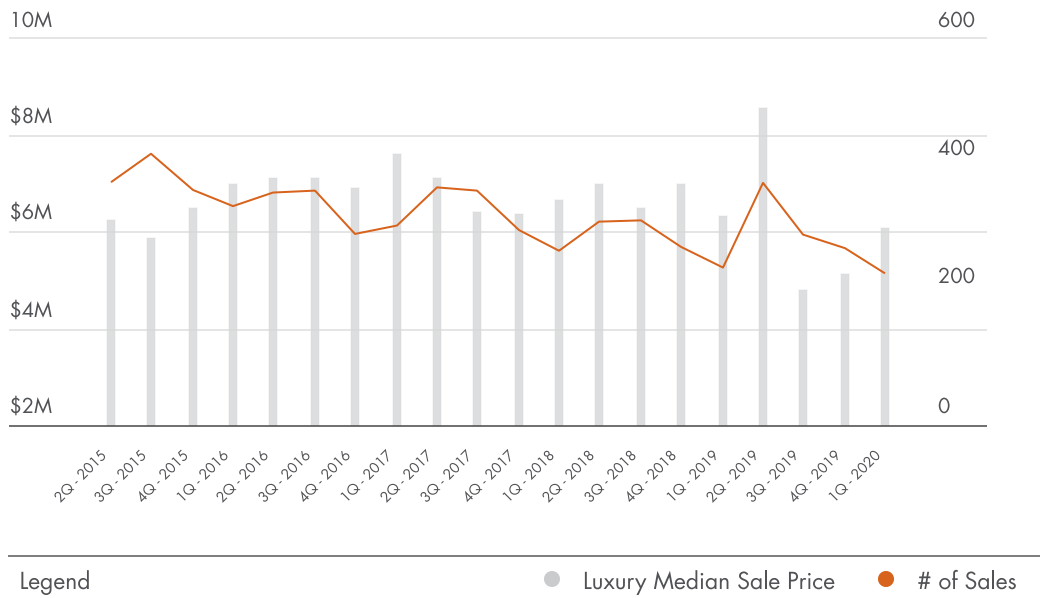
METRIC	1Q - 2020	1Q - 2019	1YEAR % CHG	4Q - 2019	1QTR % CHG
Avg. Sale Price	\$8,070,231	\$8,881,502	-9.13%	\$7,645,332	+5.56%
Median Sale Price	\$6,182,500	\$6,412,500	-3.59%	\$5,325,000	+16.10%
Avg. Price / Sq. Ft.	\$2,580	\$2,860	-9.79%	\$2,468	+4.54%
Median Price / Sq. Ft.	\$2,383	\$2,350	+1.40%	\$2,128	+11.98%
Closed Sales	246	258	-4.65%	288	-14.58%
Days on Market	171	139	+22.58%	140	+22.14%
Inventory	1,526	1,716	-11.07%	1,906	-19.94%
Luxury Threshold	\$4,139,186	\$4,000,000	+3.48%	\$3,500,000	+18.26%

LUXURY COMPARISONS

1Q - 2020 Median Sale Price



LUXURY MEDIAN PRICE TRENDS & SALES VOLUME



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Source: UrbanDigs.com



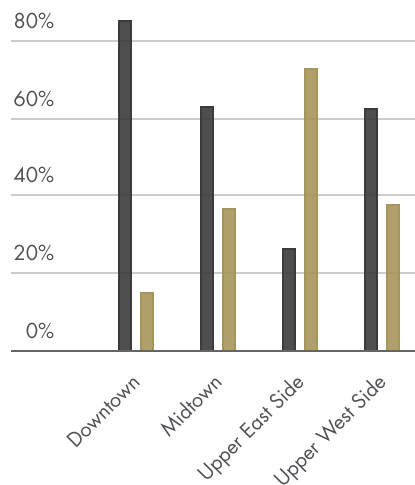
LUXURY MARKET OVERVIEW BY PROPERTY TYPE

METRIC	CO-OP	1YEAR % CHG	CONDO	1YEAR % CHG	TOWNHOUSE	1YEAR % CHG
Avg. Sales Price	\$6,920,577	-5.31%	\$8,253,209	-10.87%	\$9,769,000	+5.09%
Median Sale Price	\$5,750,000	+3.60%	\$6,100,000	+0.09%	\$7,825,000	+5.74%
Med. Price / Sq. Ft.	\$2,008	+1.62%	\$2,465	+0.49%	\$1,572	-9.71%
Days on Market	78	-42.65%	202	+55.17%	239	-8.08%
Inventory	300	-17.13%	1018	-5.30%	208	-25.45%

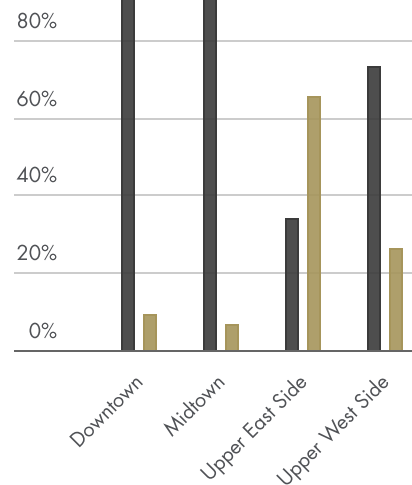
LUXURY MARKET SHARE BY CONDO VS. CO-OP

● CONDO ● CO-OP

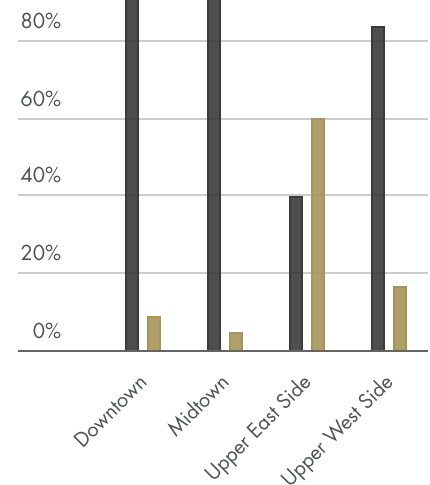
1Q - 2020



4Q - 2019



1Q - 2019



Number of Sales Over \$50M*

First Quarter 2020: 1

Fourth Quarter 2019: 5

Third Quarter 2019: 3

Second Quarter 2019: 3

*Excluded from report for statistical purposes

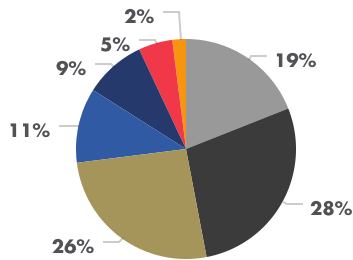
Luxury co-op and condo prices showed mixed results over the year, with the average sale price decreasing 5.31% for co-ops and 10.87% for condos. Conversely, over the quarter, the median sale price increased by 3.60% for co-ops and 0.09% for condos. The luxury threshold increased on both a yearly and quarterly measure by 3.48% and 18.26%, respectively, as the recovery firmed up. As noted previously, the coronavirus situation may require more emphasis on real-time data, such as inventory, which is down 17.13% over the year for condos and 5.30% for co-ops.

Source: UrbanDigs.com

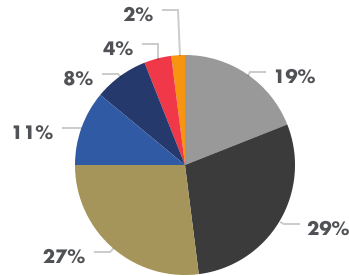


CLOSED SALES BY PRICE POINT

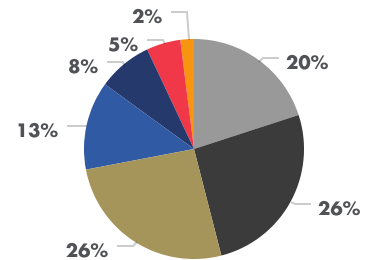
1Q - 2020



4Q - 2019



1Q - 2019



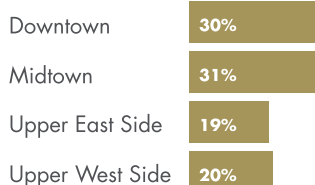
Legend ● \$0-\$600k ● \$600k-\$1M ● \$1M-\$2M ● \$2M-\$3M ● \$3M-\$5M ● \$5M-\$10M ● \$10M+

MARKET OVERVIEW BY PRICE POINT

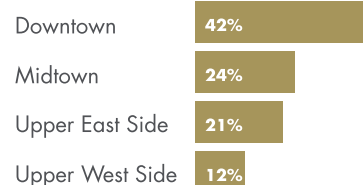
METRIC	\$1M-\$2M	1YEAR % CHG	\$2M-\$5M	1YEAR % CHG	\$5M-\$10M	1YEAR % CHG	\$10M+	1YEAR % CHG
Avg. Sales Price	\$1.46M	+1.89%	\$3.10M	+3.93%	\$6.80M	-0.13%	\$16.94M	-27.37%
Median Sale Price	\$1.43M	+2.14%	\$2.94M	+7.05%	\$6.52M	-1.58%	\$13.71M	-15.59%
Avg. Price / Sq. Ft.	\$1,385	-1.42%	\$1,835	+1.49%	\$2,436	+1.80%	\$3,913	-26.23%
Days on Market	97	+14.12%	130	+35.42%	118	-11.28%	205	-7.43%
Inventory	1600	-11.94%	1740	-15.45%	751	-8.08%	476	-14.70%

LUXURY MARKET SHARE BY LOCATION

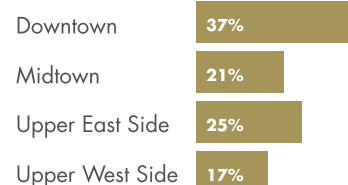
1Q - 2020



4Q - 2019



1Q - 2019

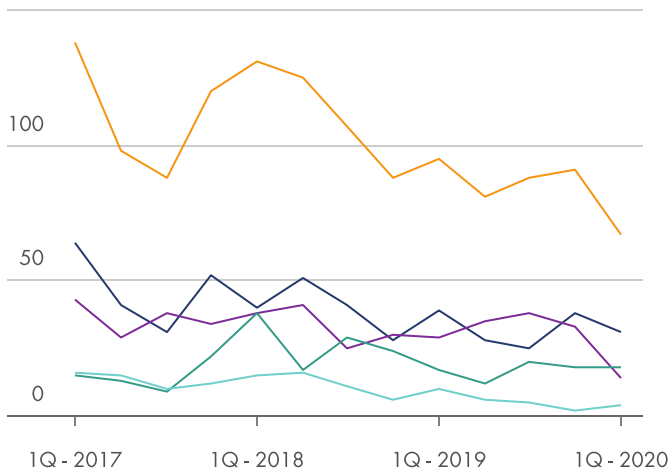


Source: UrbanDigs.com

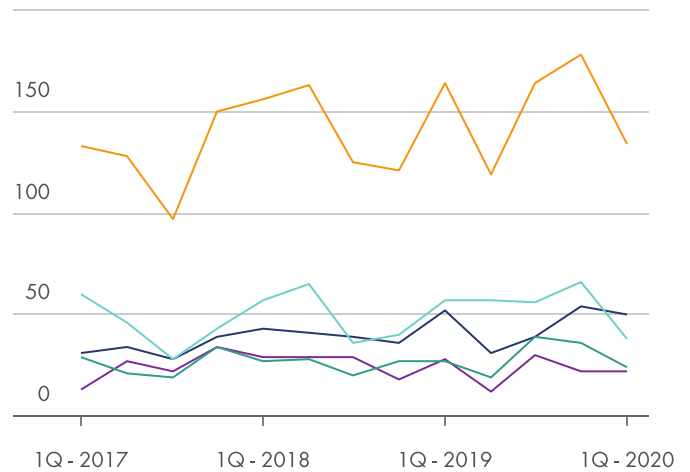


LUXURY MARKET NUMBER OF SIGNED CONTRACTS

New Development



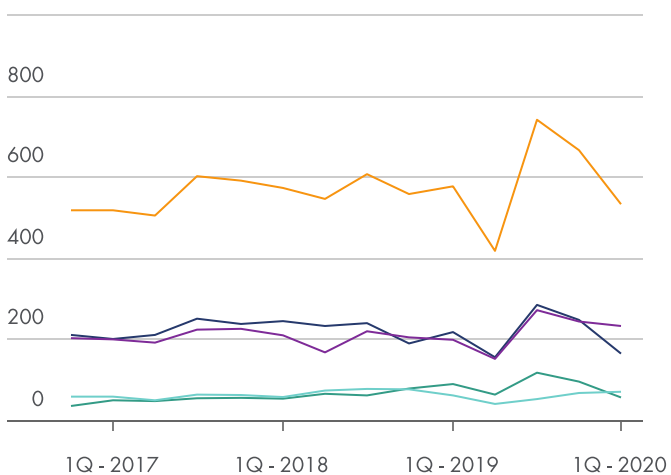
Resale



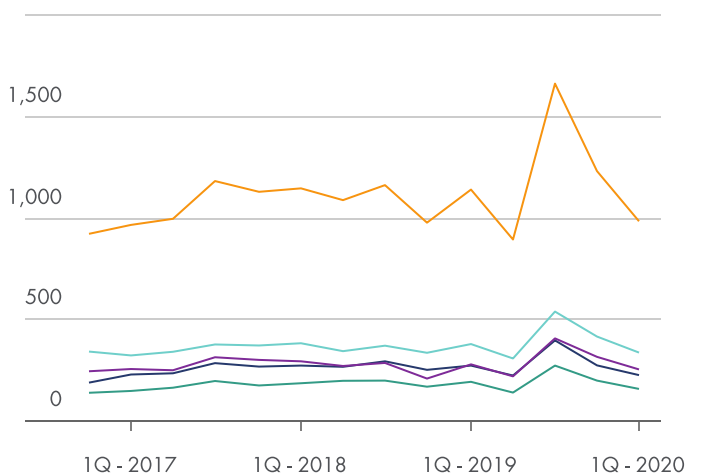
Legend Upper East Side Upper West Side Midtown Downtown Total Luxury Market

LUXURY MARKET INVENTORY

New Development



Resale

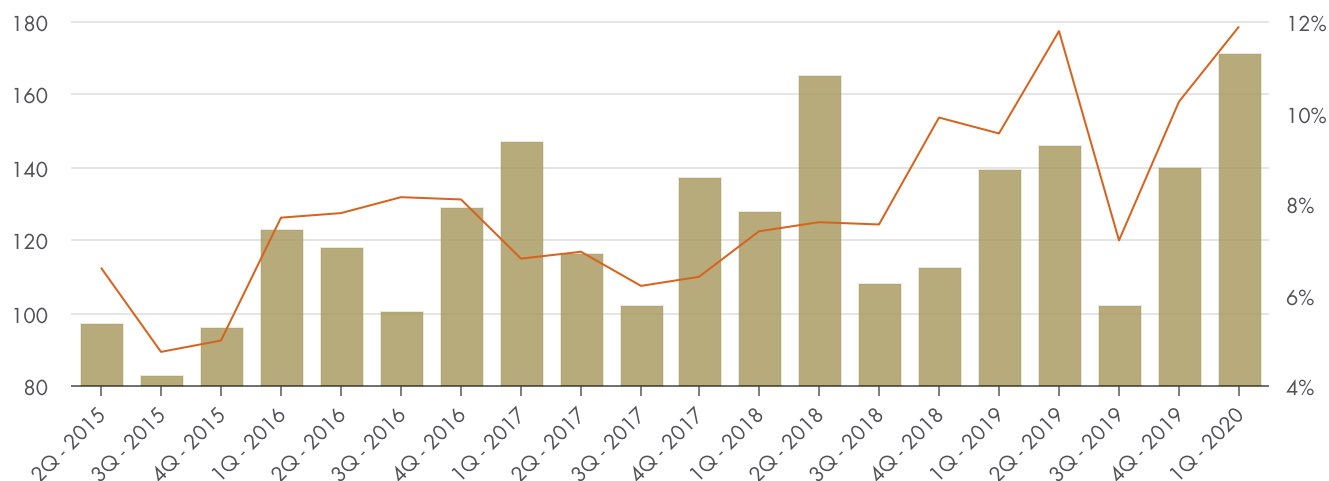


Legend Upper East Side Upper West Side Midtown Downtown Total Luxury Market

Source: UrbanDigs.com



LUXURY MARKET DAYS ON MARKET VS PRICE DISCOUNT %



Price/SqFt by Building Type

Median Price Per Square Foot

New Development: \$2,493

Postwar: \$2,668

Prewar: \$1,800

Negotiability, as defined by the discount from the original asking price, rose to 11.90% in 1Q20, up from 9.55% last year, implying continued challenges for the luxury sector. Days on market calculations are currently suspended due to the virus situation, allowing luxury sellers to remain on-market for without appearing stale. Before the market paused in late March, days on market was 171 days, the longest in five years.

TOWNHOUSE MARKET OVERVIEW

METRIC	1Q - 2020	1Q - 2019	1YEAR % CHG	4Q - 2019	1QTR % CHG
Avg. Sale Price	\$5,861,692	\$6,514,863	-10.03%	\$6,392,750	-8.31%
Median Sale Price	\$4,250,000	\$4,950,000	-14.14%	\$4,375,000	-2.86%
Med. Price / Sq. Ft.	\$946	\$1,454	-34.94%	\$1,172	-19.28%
Days on Market	223	232	-4.09%	129	+72.87%
Inventory	265	361	-26.59%	294	-9.86%

Source: UrbanDigs.com



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