



TRUMP

INTERNATIONAL REALTY

LUXURY MARKET REPORT

2Q 2018



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.



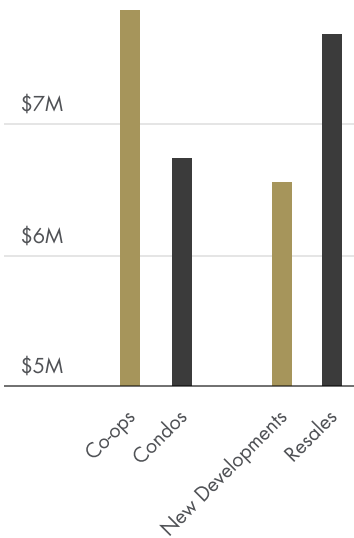
MANHATTAN LUXURY MARKET OVERVIEW

Despite rebounding price trends, the Luxury market continues to show signs of weakness when compared to the prior year. Inventory and days on market are up 25.7% and 40.5% respectively from last year and continue to rise as sellers attempt to adapt to a marketplace where leverage has shifted to the buy side. Price trends remain mixed as average price per square foot fell 10%, and the average sales price rose 7.7% compared to 2Q17.

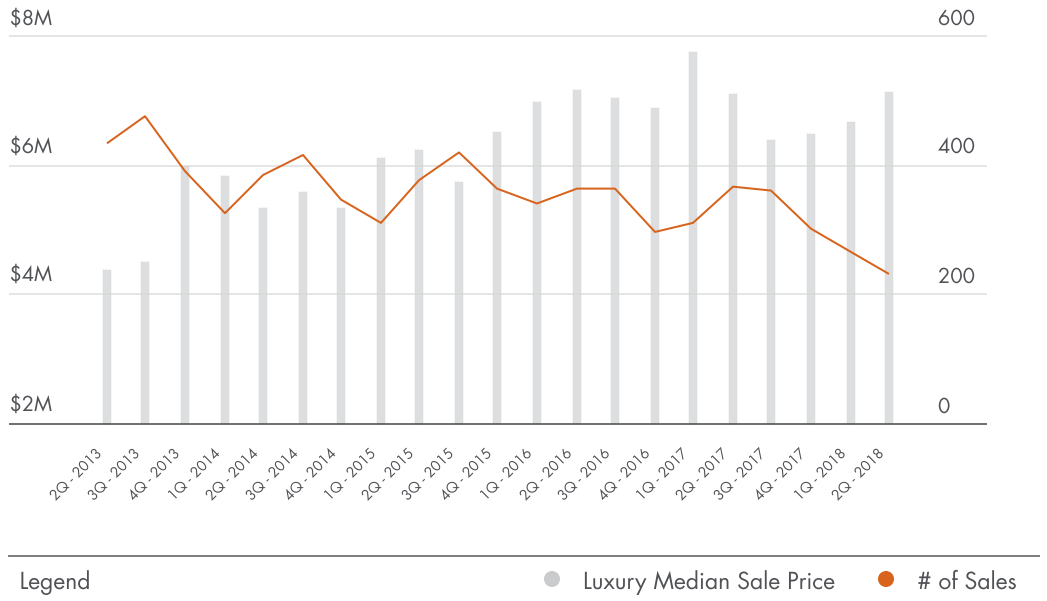
METRIC	2Q - 2018	2Q - 2017	1YEAR % CHG	1Q - 2018	1QTR % CHG
Avg. Sale Price	\$10,089,636	\$9,364,577	+7.74%	\$8,612,023	+17.16%
Median Sale Price	\$7,130,999	\$7,112,476	+0.26%	\$6,675,000	+6.83%
Avg. Price / Sq. Ft.	\$2,667	\$2,966	-10.08%	\$2,819	-5.39%
Median Price / Sq. Ft.	\$2,379	\$2,658	-10.50%	\$2,560	-7.07%
Closed Sales	232	367	-36.78%	266	-12.78%
Days on Market	166	118	+40.51%	133	+24.72%
Inventory	1,552	1,234	+25.77%	1,461	+6.23%
Luxury Threshold	\$4,600,000	\$5,100,000	-9.80%	\$4,250,000	+8.24%

LUXURY COMPARISONS

2Q - 2018
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	\$10,105,720	+15.50%	\$10,048,844	+8.27%	\$10,253,583	-4.36%
Median Sale Price	\$7,870,500	+10.85%	\$6,750,000	-4.30%	\$8,136,000	-7.76%
Med. Price / Sq. Ft.	\$2,028	-9.22%	\$2,597	-4.66%	\$1,688	-29.96%
Days on Market	171	+11.40%	152	+63.44%	312	+40.54%
Inventory	350	+32.08%	936	+24.30%	262	+23.58%

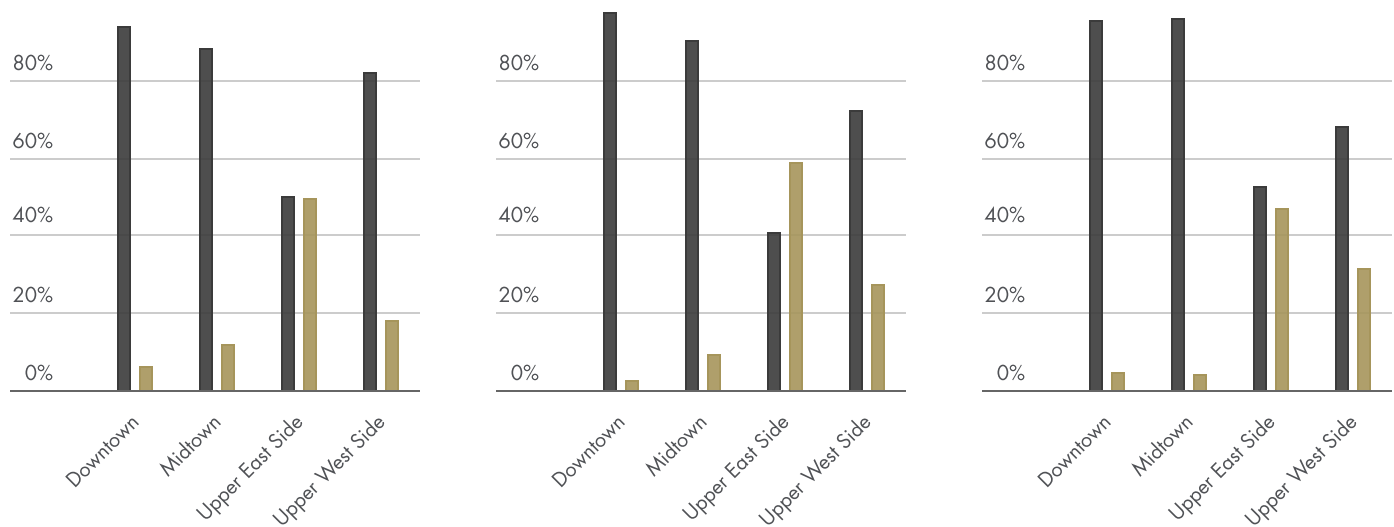
LUXURY MARKET SHARE BY CONDO VS. CO-OP

● CONDO ● CO-OP

2Q - 2018

1Q - 2018

2Q - 2017



2Q Sales Breakdown:

New Development: 45%
Average Price: \$10.7M
Resale: 55%
Average Price: \$9.6M

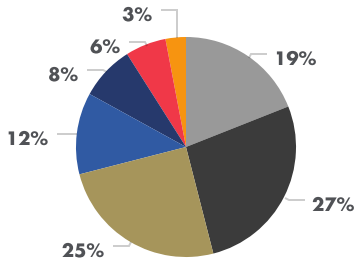
Luxury condos and co-ops saw notable increases in average sales price versus the same quarter last year. When compared to median sales prices, the market divergence continues, as co-ops showed a 10.85% increase while the condo market registered a 4.30% decline. Similar to the overall luxury market, the combination of decreasing price per square foot with increasing days on market and inventory continues to indicate a buyer's market.

Source: UrbanDigs.com

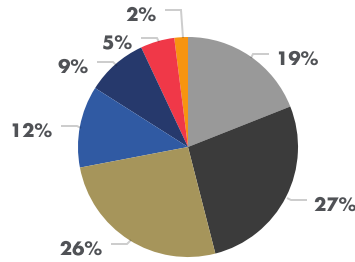


CLOSED SALES BY PRICE POINT

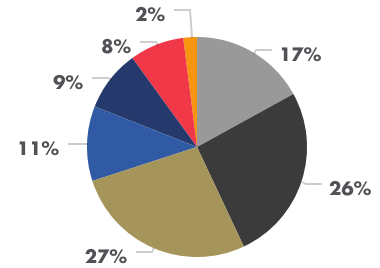
2Q - 2018



1Q - 2018



2Q - 2017



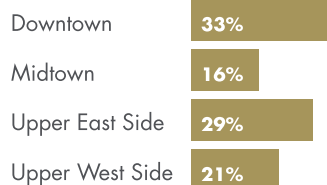
Legend ● \$0-\$600k ● \$600k-\$1M ● \$1M-\$2M ● \$2M-\$3M ● \$3M-\$5M ● \$5M-\$10M ● \$10M+

MARKET OVERVIEW BY PRICE POINT

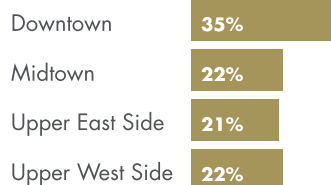
METRIC	\$1M-\$2M	1YEAR % CHG	\$2M-\$5M	1YEAR % CHG	\$5M-\$10M	1YEAR % CHG	\$10M+	1YEAR % CHG
Avg. Sales Price	\$1.45M	+0.06%	\$3.02M	-0.47%	\$6.78M	+1.86%	\$19.57M	+15.89%
Median Sale Price	\$1.43M	+1.79%	\$2.81M	-1.32%	\$6.54M	+1.47%	\$15.54M	+14.11%
Avg. Price / Sq. Ft.	\$1,453	-0.21%	\$1,853	0.00%	\$2,422	-7.98%	\$3,852	-8.46%
Days on Market	89	+36.92%	111	+19.35%	170	+55.96%	158	+19.25%
Inventory	1803	+33.95%	2056	+22.82%	856	+16.62%	530	+2.32%

LUXURY MARKET SHARE BY LOCATION

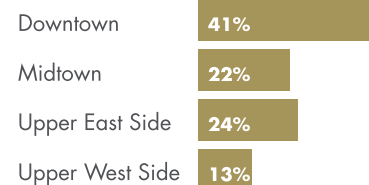
2Q - 2018



1Q - 2018



2Q - 2017



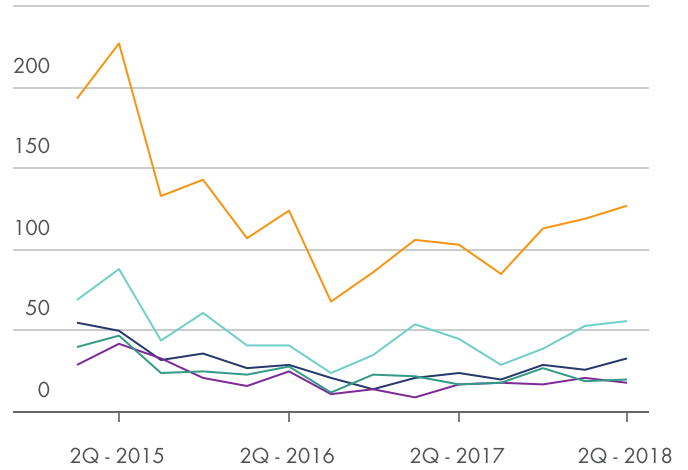
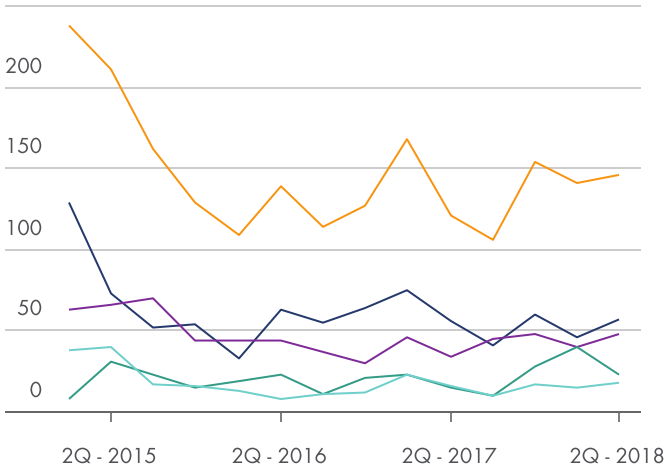
Source: UrbanDigs.com



LUXURY MARKET NUMBER OF SIGNED CONTRACTS

New Development

Resale

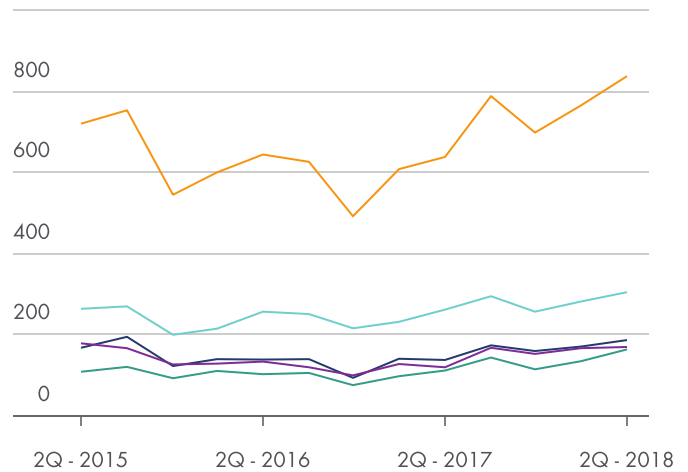
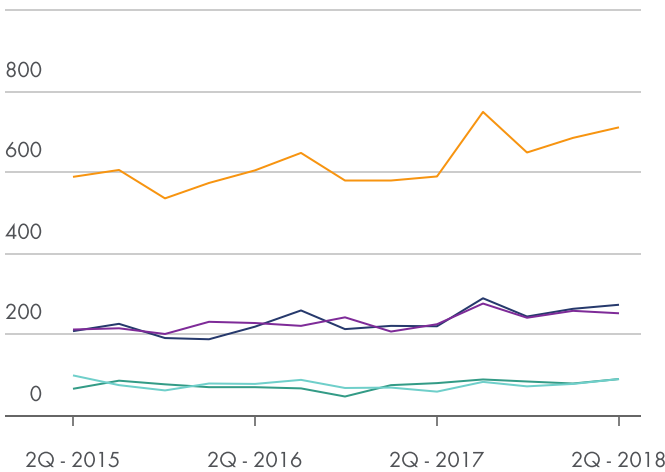


Legend ● Upper East Side ● Upper West Side ● Midtown ● Downtown ● Total Luxury Market

LUXURY MARKET INVENTORY

New Development

Resale

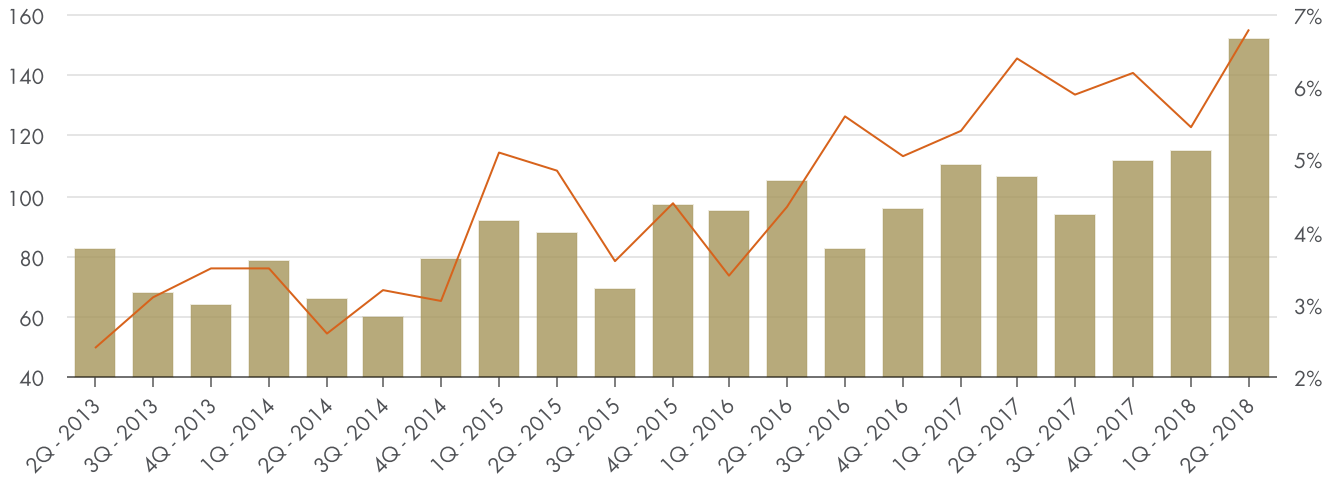


Legend ● Upper East Side ● Upper West Side ● Midtown ● Downtown ● Total Luxury Market

Source: UrbanDigs.com



LUXURY MARKET DAYS ON MARKET VS PRICE DISCOUNT %



Uptown (34th) vs Downtown:

Uptown Average Price: \$10.5M
 Number of Sales: 145
 Downtown Average Price: \$9.4M
 Number of Sales: 87

Perhaps the clearest sign of the slowdown is evident in the combination of rising days on market, inventory and listing discount from original asking price trends. As the traditionally slower third quarter begins, we expect to see sellers compete with each other to move property, further pressuring listing discount trends. While rising sales price trends do offer a glimmer of hope, we need to see inventory and days on market trends reverse course for any rebound to take hold.

TOWNHOUSE MARKET OVERVIEW

METRIC	2Q - 2018	2Q - 2017	1YEAR % CHG	1Q - 2018	1QTR % CHG
Avg. Sale Price	\$7,034,549	\$7,238,317	-2.82%	\$6,950,422	+1.21%
Median Sale Price	\$5,045,250	\$5,750,000	-12.26%	\$4,995,000	+1.01%
Med. Price / Sq. Ft.	\$1,427	\$1,064	+34.12%	\$950	+50.21%
Days on Market	287	167	+71.86%	152	+88.20%
Inventory	345	271	+27.31%	271	+27.31%

Source: UrbanDigs.com



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