



TRUMP

INTERNATIONAL REALTY

LUXURY MARKET REPORT

1 Q 2017



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.



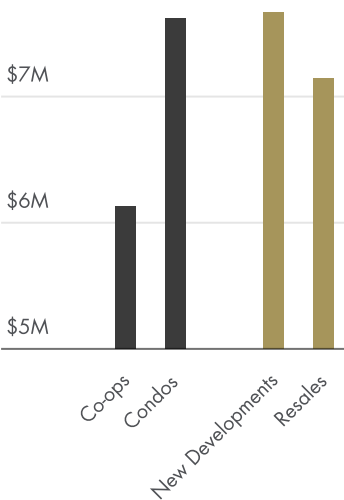
MANHATTAN LUXURY MARKET OVERVIEW

The Luxury sector continues to show improvements as it transitions into recovery mode after a difficult year. While buyers today do have more choices, overall, prices have stabilized and improved year-over-year as sellers adjusted to a changing market. This report will point out diverging trends that define this market transition, and show that while the market still favors buyers, stabilizing conditions imply increasing price firmness.

METRIC	1Q - 2017	1Q - 2016	1YEAR % CHG	4Q - 2016	1QTR % CHG
Avg. Sale Price	\$9,749,849	\$8,566,625	+13.81%	\$8,788,639	+10.94%
Median Sale Price	\$7,400,000	\$6,695,487	+10.52%	\$6,609,389	+11.96%
Avg. Price / Sq. Ft.	\$2,950	\$3,076	-4.10%	\$2,840	+3.87%
Median Price / Sq. Ft.	\$2,834	\$2,676	+5.90%	\$2,540	+11.57%
Closed Sales	-	238	-	212	-
Days on Market	109	140	-22.42%	110	-0.91%
Inventory	1,176	1,163	+1.12%	1,073	+9.60%
Luxury Threshold	\$4,648,311	\$4,283,723	+8.51%	\$4,358,110	+6.66%

LUXURY COMPARISONS

1Q - 2017
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	\$7,335,749	-7.90%	\$9,665,278	+13.85%	\$12,603,183	+25.00%
Median Sale Price	\$6,122,500	-7.99%	\$7,615,894	+15.22%	\$9,148,120	+3.08%
Med. Price / Sq. Ft.	\$1,891	-25.17%	\$2,902	+8.28%	\$1,746	-18.37%
Days on Market	64	-32.11%	103	-25.90%	181	+2.84%
Inventory	265	-8.30%	783	-3.93%	126	-15.44%
Luxury Threshold	\$4,648,311	+8.51%	\$4,648,311	+8.51%	\$4,648,311	+8.51%

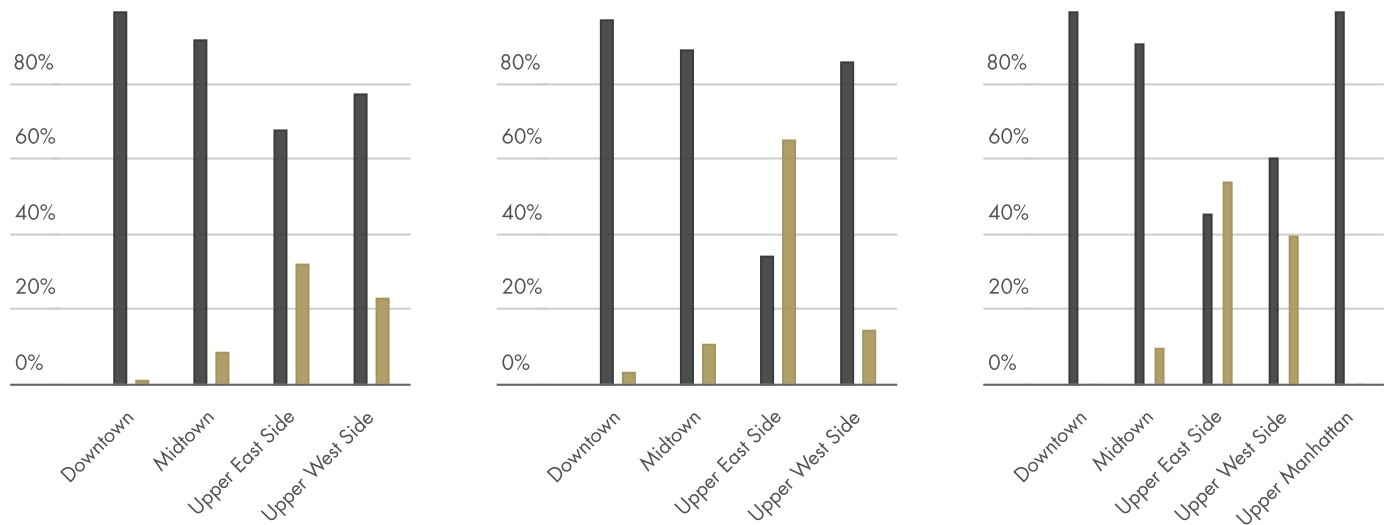
LUXURY MARKET SHARE BY CO-OP VS. CONDO

● CO-OP ● CONDO

1Q - 2017

4Q - 2016

1Q - 2016



Q1 LUXURY NOTABLE STATS

120 of 193 sales transactions were new developments, representing 62% of the total first quarter sales.

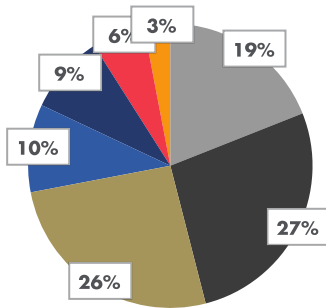
The transitive nature of the market is evident in the performance of co-ops versus condos. The median condo price improved substantially on a year-over-year basis, increasing over 17%. Meanwhile, the median co-op price fell 12.5% during the same time period. The small number of co-op sales, which trade at a discount to condos, is most likely responsible for the drastic decrease as other market metrics, such as days on market and inventory continue to improve in the co-op market.

Source: UrbanDigs.com

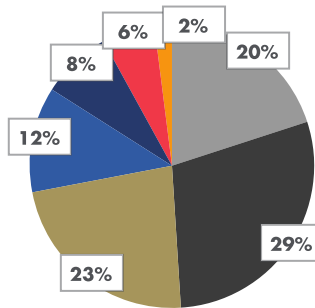


CLOSED SALES BY PRICE POINT

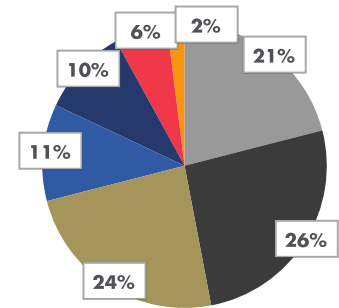
1Q - 2017



4Q - 2016



1Q - 2016



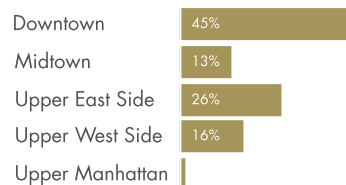
Legend ● \$0-\$600k ● \$600k-\$1M ● \$1M-\$2M ● \$2M-\$3M ● \$3M-\$5M ● \$5M-\$10M ● \$10M+

MARKET OVERVIEW BY PRICE POINT

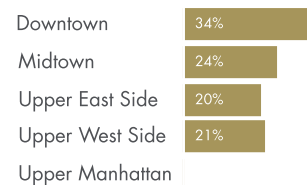
METRIC	\$1M-\$2M	1YEAR % CHG	\$2M-\$5M	1YEAR % CHG	\$5M-\$10M	1YEAR % CHG	\$10M+	1YEAR % CHG
Avg. Sales Price	\$1.41M	-3.12%	\$3.06M	+1.38%	\$6.90M	+1.56%	\$17.00M	+9.46%
Median Sale Price	\$1.37M	-5.85%	\$2.90M	0.00%	\$6.74M	+2.92%	\$14.63M	+12.42%
Avg. Price / Sq. Ft.	\$1,445	-2.03%	\$1,849	0.00%	\$2,603	-1.44%	\$4,051	-23.68%
Days on Market	89	+41.27%	79	+13.57%	86	-31.75%	174	-1.14%
Inventory	1241	+21.31%	1535	+14.72%	664	+7.27%	386	-11.06%

LUXURY MARKET SHARE BY LOCATION

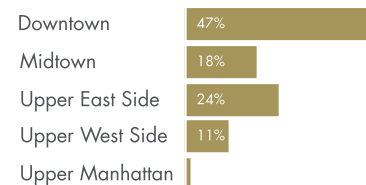
1Q - 2017



4Q - 2016



1Q - 2016



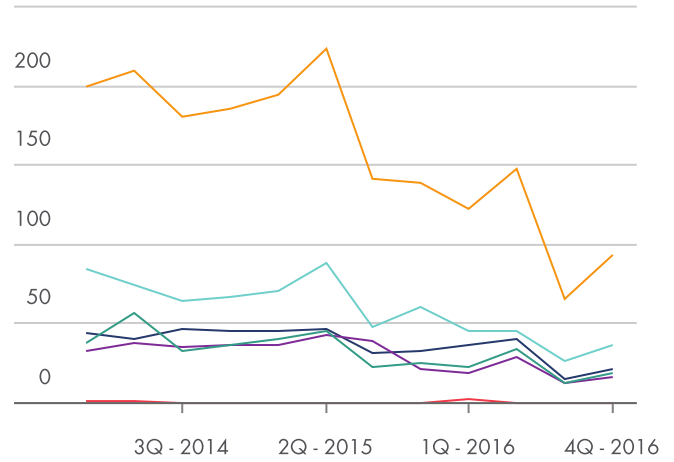
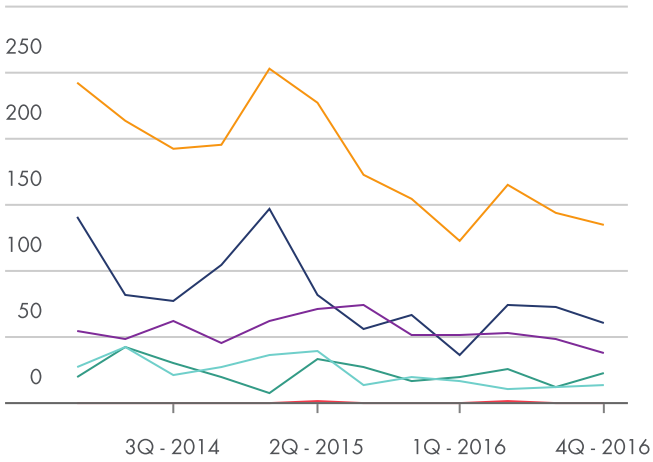
Source: UrbanDigs.com



LUXURY MARKET NUMBER OF SIGNED CONTRACTS

New Development

Resale

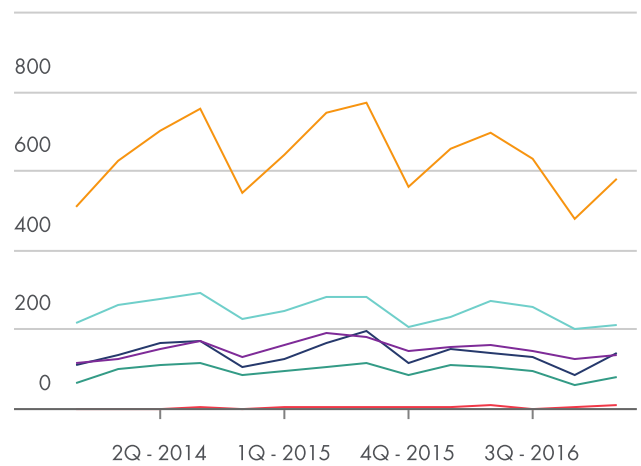
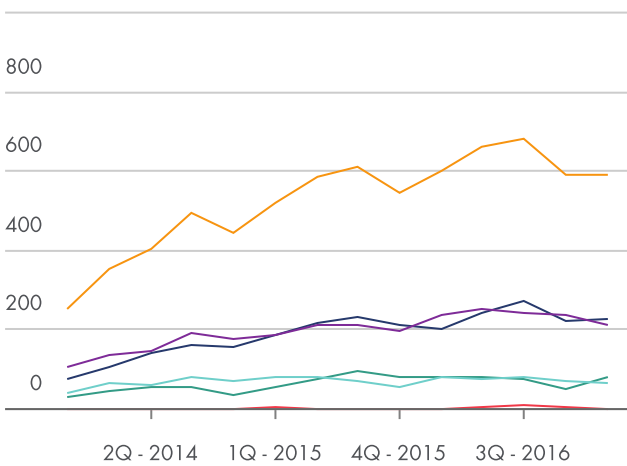


Legend Upper East Side Upper West Side Midtown Downtown Upper Manhattan Total Luxury Market

LUXURY MARKET INVENTORY

New Development

Resale

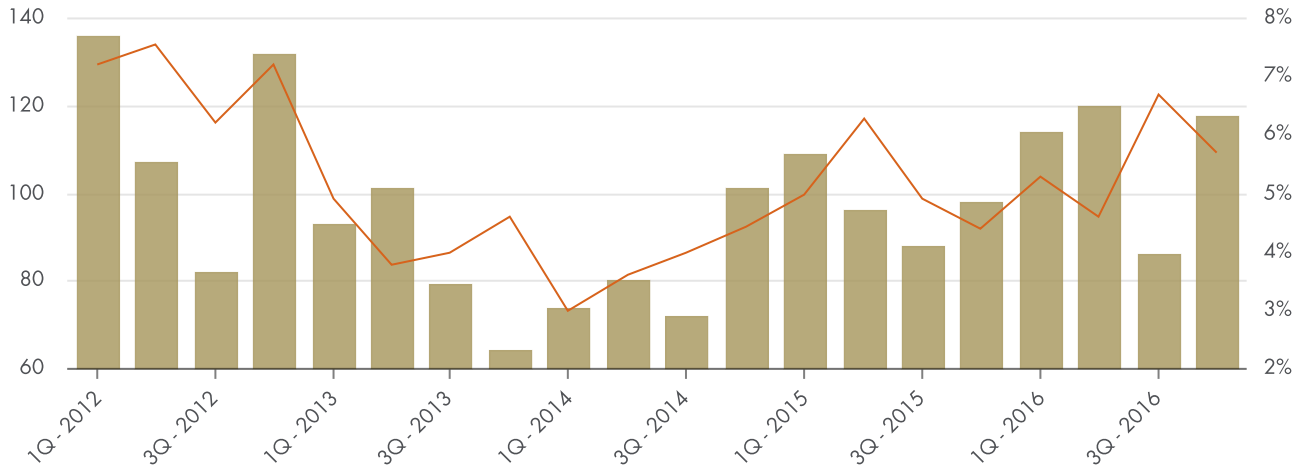


Legend Upper East Side Upper West Side Midtown Downtown Upper Manhattan Total Luxury Market

Source: UrbanDigs.com



LUXURY MARKET DAYS ON MARKET VS PRICE DISCOUNT %



LUXURY MARKET INSIGHTS

Contract Activity Picks Up

Co-op Price Trends Take a Tumble

The Luxury sector seems to be past the softness that defined much of 2016. This is evident in real-time indicators of rising contract activity and falling days on market in comparison from last year. Although downward pricing pressure remains from a waning pipeline of new development deals, when looking at market dynamics in the field today, we expect a more stable marketplace going forward.

TOWNHOUSE MARKET OVERVIEW

METRIC	1Q - 2017	1Q - 2016	1YEAR % CHG	4Q - 2016	1QTR % CHG
Avg. Sale Price	\$10,570,852	\$7,078,596	+49.34%	\$7,014,972	+50.69%
Median Sale Price	\$7,215,000	\$5,950,000	+21.26%	\$5,950,000	+21.26%
Med. Price / Sq. Ft.	\$1,724	\$1,193	+44.51%	\$913	+88.83%
Days on Market	181	148	+22.30%	78	+132.05%
Inventory	149	183	-18.58%	101	+47.52%

Source: UrbanDigs.com



Trump International Realty
108 Central Park South
New York, NY 10019
212.247.7100

Charlotte: 704.799.0700
Miami: 305.392.4945
Jupiter: 561.691.8710

Westchester: 914.373.6290
Las Vegas: 877.878.6711
Chicago: 312.644.0900



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“My family is incredibly passionate about one thing — ultra luxurious real estate. Throughout the years, we have developed and bought some of the finest properties in the most iconic locations around the world. Time and time again, we set record sales and pride ourselves on being market leaders and innovators. Trump International Realty combines our personal experiences and our hand selected top sales professionals to represent you in the purchase or sale of your home. We understand the importance and complexities of real estate and will ensure that each transaction will be treated as if it were one of our own.”

- ERIC TRUMP

OUR OFFICES

NEW YORK, NY

212.247.7100

WESTCHESTER, NY

914.373.6290

MIAMI, FL

305.392.4945

JUPITER, FL

561.691.8710

CHARLOTTE, NC

704.799.0700

CHICAGO, IL

312.644.0900

LAS VEGAS, NV

877.878.6711

VIRGINIA, VA

571.323.1745

