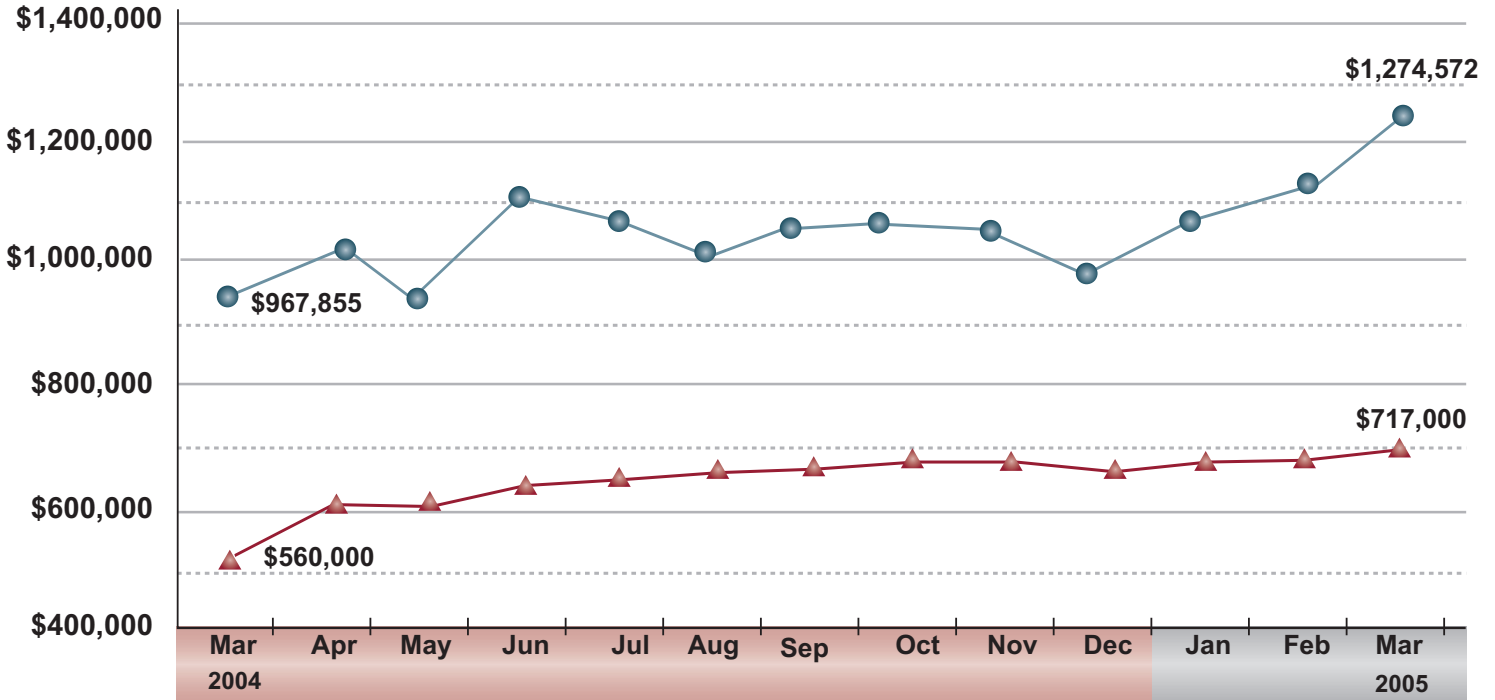


## Monthly Market Report

MARCH 2005

- The average price for a Manhattan apartment set a new record in March, reaching \$1,274,572. This is both 32% higher than during March of 2004, and 14% higher than just last month. Sharply rising condo prices, particularly in new developments, are largely responsible for this increase. Looking at the median price, which gives us the most stable view of the market, we see a 28% increase over the past year to \$717,500.
- Availability continues to tighten, as the number of new listings fell in each market from a year ago. The biggest drop continues to be seen on the West Side, where 26% fewer apartments were listed than during March of 2004. The largest decline was for studios, down 45% during this time. On the East Side, a jump in new studio listings was offset by declines in every other size category. Overall, this market saw 15% fewer new listings than a year ago. Big declines in new listings for studio and three-bedroom units led the overall Downtown figure down 5% over the past year. For lofts, 30% fewer listings were added to the market than a year ago.
- Cooperative apartments of both the prewar and postwar variety continue to rise in price. For prewar units, the median price per room rose 31% from March 2004 to \$199,333. The median price per room of \$167,550 for postwar units is up 30% from a year ago.
- For condominiums, postwar apartments rose 33% in median price per square foot over the past twelve months, to just under the \$1,000 mark. This is a gain of 8% from just last month. Prewar condos posted a median price of \$915 per square foot, which is 18% higher than during March of 2004.
- The recent acceleration in prices is well reflected in the East Side market, where the median price for all sizes of apartments is well above the same month a year ago. While the three-bedroom and larger category increased the most in median price during this time, this 65% gain must be viewed in light of both the small number of these transactions, as well as the broad range of apartment sizes in this category. All other size categories rose at least 25% in median price from March 2004.
- On the West Side, two-bedroom apartments rose 42% in median price from a year ago, the largest gain of any size category. During March of 2004, many of the larger apartments at the Time Warner Center closed. These apartments posted very high prices, and drove up the median price for three-bedroom and larger units to just under \$2.5 million. Now that activity has dwindled in the complex, the median price for these units has fallen slightly, but this is not an indication of softness in this market.
- An increasing number of sales in new developments are helping to keep Downtown prices rising at a fast pace. For two-bedroom apartments, the median price in March of \$1,122,500 is 32% higher than a year ago. Smaller units also rose sharply in median price, with one-bedrooms up 26% and studios up 24% during this time.
- Although down slightly from last month, the median price per square foot for lofts of \$841, is 20% higher than during March of 2004.

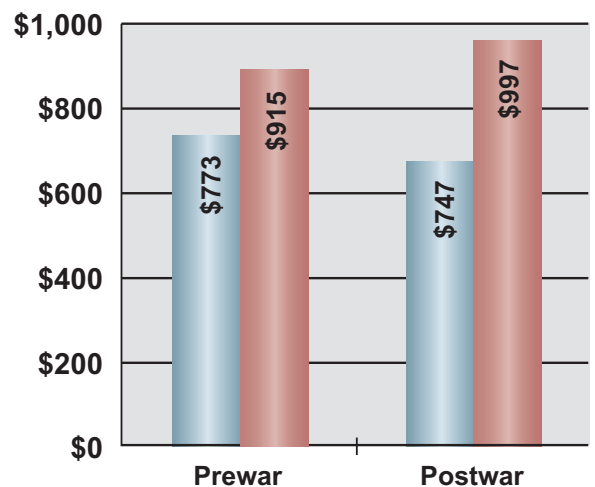
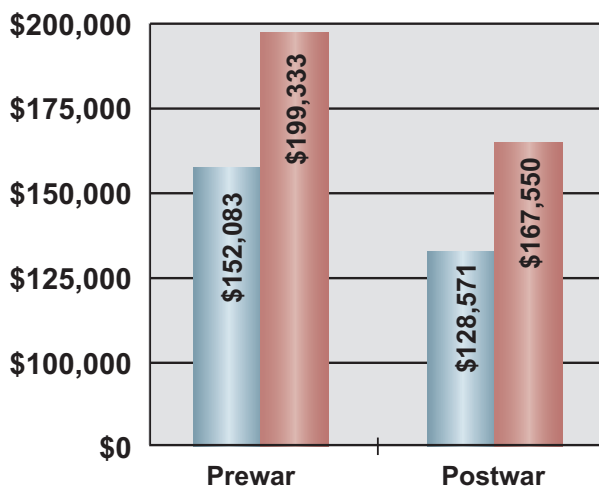
## All Manhattan Apartments



● Average Sales Price  
▲ Median Sales Price

### COOPERATIVE Median Price Per Room

### CONDOMINIUM Median Price Per Square Foot



■ MAR 04 ■ MAR 05

## Median Sale Price By Market Area

### East Side

	March 2004	March 2005	Change
Studio	\$253,000	\$315,000	25%
One-Bedroom	\$419,500	\$542,500	29%
Two-Bedroom	\$935,000	\$1,195,000	28%
Three-Bedroom & Larger	\$1,937,500	\$3,195,000	65%

### West Side

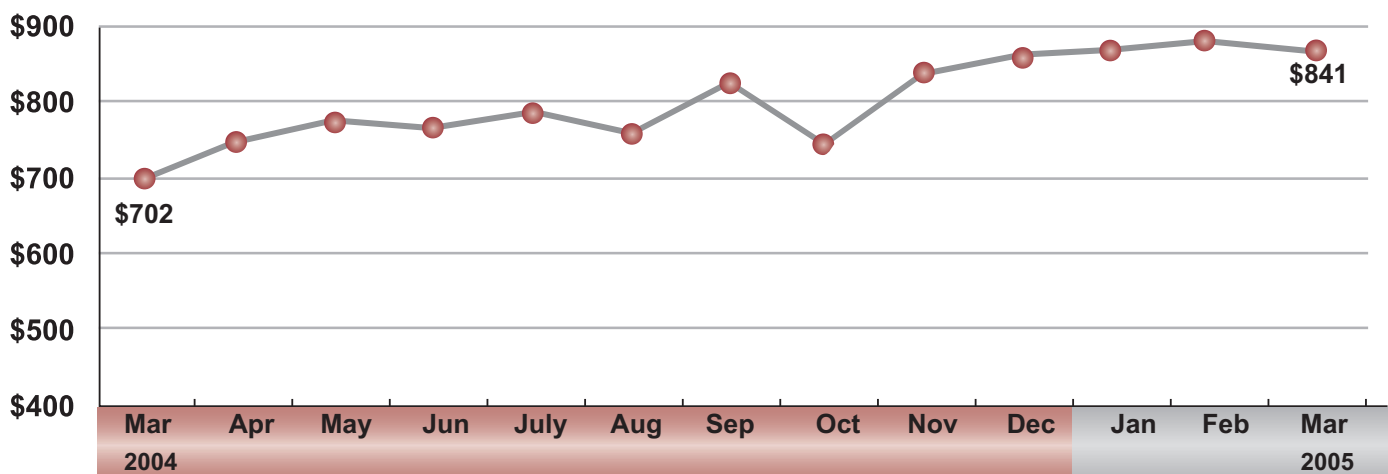
	March 2004	March 2005	Change
Studio	\$270,000	\$329,000	22%
One-Bedroom	\$496,000	\$549,000	11%
Two-Bedroom	\$910,000	\$1,295,000	42%
Three-Bedroom & Larger	\$2,490,000	\$2,350,000	-6%

### Downtown

	March 2004	March 2005	Change
Studio	\$260,000	\$322,000	24%
One-Bedroom	\$462,500	\$582,000	26%
Two-Bedroom	\$848,000	\$1,122,500	32%

\*There were not enough 3+bedroom sales Downtown for a valid comparison.

## Manhattan Lofts - Median Price per Square Foot



## Inventory Report - Number of New Listings

### East Side

	March 2004	February 2005	March 2005	12-month change
Studio	40	40	50	25%
One-Bedroom	150	119	122	-19%
Two-Bedroom	142	98	112	-21%
Three-Bedroom	64	45	56	-13%
Four-Bedroom & Larger	25	19	19	-24%

### West Side

	March 2004	February 2005	March 2005	12-month change
Studio	44	35	24	-45%
One-Bedroom	145	86	108	-26%
Two-Bedroom	133	81	103	-23%
Three-Bedroom	46	36	37	-20%
Four-Bedroom & Larger	15	13	11	-27%

### Downtown

	March 2004	February 2005	March 2005	12-month change
Studio	57	56	40	-30%
One-Bedroom	114	109	126	11%
Two-Bedroom	60	69	59	-2%
Three-Bedroom	32	24	25	-22%
Four-Bedroom & Larger	4	6	4	0%
Lofts	181	140	127	-30%

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Data is provided by ValuExchange, a proprietary database that contains the transactions of all Terra Holdings companies and is the largest known survey of the Manhattan residential real estate market.

