

HALSTEAD BY THE NUMBERS

SECOND QUARTER 2004

The residential market reached new peaks in the second quarter, as fears of rising interest rates led many buyers to move quickly. Also adding a boost was the dramatic improvement of the City's economy, which grew 7% in the first quarter and added 21,100 jobs. The increase in economic activity will help keep demand high even as rates begin to creep up. Market highlights include:

- The average price for an apartment in Manhattan was \$1,052,435, 17% higher than the first quarter and 28% higher than a year ago.
- On the East Side prices for all sizes of apartments were substantially higher than the second quarter of 2003. Three-bedroom units posted the largest increase, rising 35% in price over the past twelve months. Apartments located between Fifth and Lexington Avenue from 59th to 79th Street were particularly strong, rising 50% in median price to \$1,250,000.
- Increases in price were also seen across the board in the West Side market. Two-bedroom units led the way by rising 28% in price over the past year. Four-bedroom and larger units were up 59% in price during this time, however the small number of these units which transfer each quarter can cause dramatic changes in the average price. The median price for buildings on Central Park West jumped 86% from a year ago, due to both an increase in the size of apartments sold and higher volume at One Central Park West.
- Two-bedroom apartments rose 32% in price in the Downtown market from 2003's second quarter, the largest increase posted in this market. While the median price jumped 70% from a year ago in Battery Park City, the median price per square foot only rose 26% indicating an increase in size for units sold. All of the loft markets surveyed have increased in price over the past year, with the 62% jump for Noho/Soho lofts being the most impressive.
- Our analysis of new construction and conversion units added to the market since 2002 indicated an average price of \$998 per square foot during the second quarter. This was 19% higher than a year ago. Although this number fell significantly from the first quarter, this is mainly due to the fact that most sales at the Time Warner Center closed during the first three months the year.

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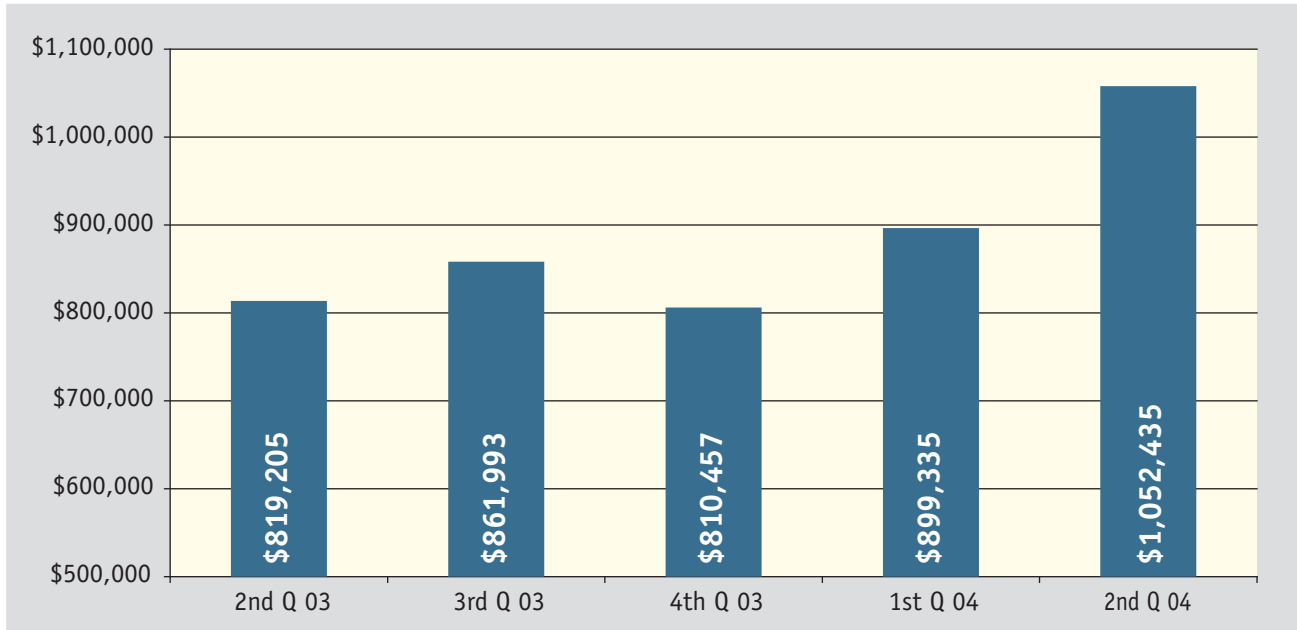
Data is provided by ValuExchange, a proprietary database that contains the transactions of all Terra Holdings companies and is the largest known survey of the Manhattan residential real estate market.

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AVERAGE SALE PRICE

SECOND QUARTER 2004

ALL APARTMENTS



2nd Quarter 2003 / 2nd Quarter 2004

COOPERATIVES

	Studio	1-Bedroom	2-Bedroom	3-Bedroom	4+Bedroom	All
2nd Quarter 03	\$234,159	\$417,381	\$922,184	\$2,058,435	\$5,677,824	\$758,304
3rd Quarter 03	\$236,879	\$398,815	\$973,854	\$1,857,007	\$4,559,139	\$808,188
4th Quarter 03	\$236,704	\$425,676	\$951,263	\$1,825,066	\$3,293,864	\$758,476
1st Quarter 04	\$236,864	\$438,149	\$969,221	\$2,045,945	\$4,902,273	\$822,785
2nd Quarter 04	\$263,130	\$468,612	\$1,066,555	\$2,419,584	\$5,400,900	\$983,244

CONDOMINIUMS

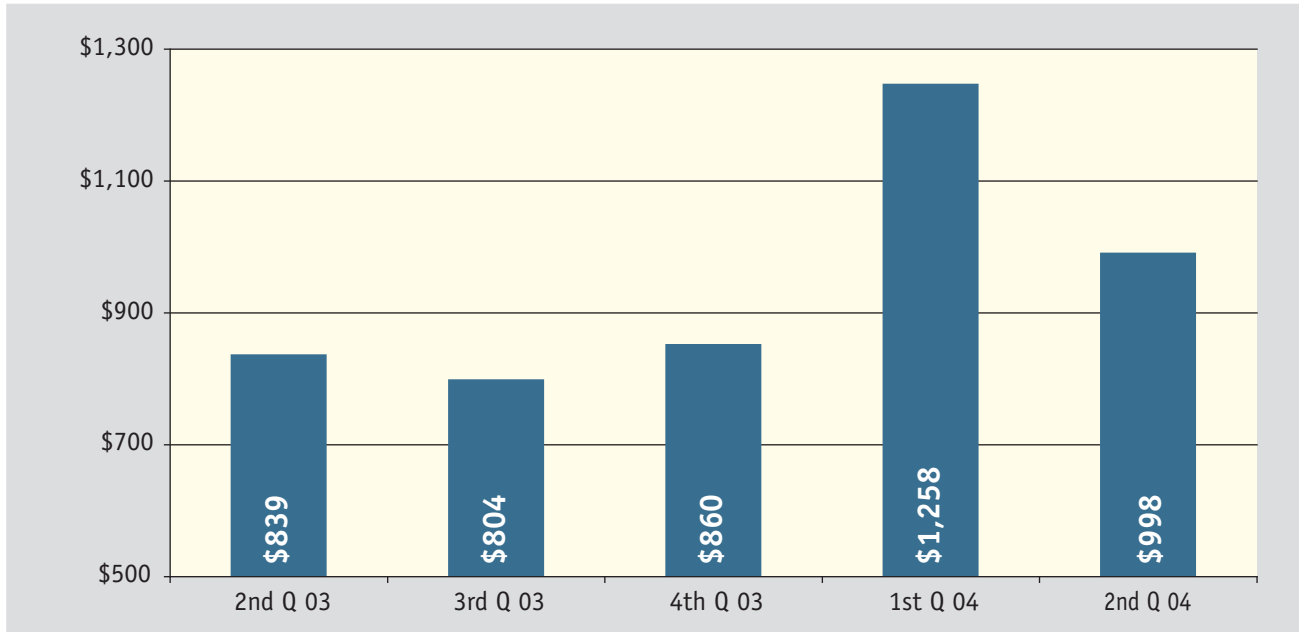
	Studio	1-Bedroom	2-Bedroom	3-Bedroom	4+Bedroom	All
2nd Quarter 03	\$304,143	\$495,017	\$1,055,941	\$1,989,277	\$3,657,479	\$929,507
3rd Quarter 03	\$302,776	\$524,206	\$1,040,306	\$2,003,974	\$4,696,240	\$986,540
4th Quarter 03	\$319,888	\$527,988	\$1,075,171	\$2,022,382	\$4,119,466	\$913,149
1st Quarter 04	\$336,852	\$544,044	\$1,197,529	\$2,426,436	\$5,643,799	\$1,052,534
2nd Quarter 04	\$361,341	\$609,898	\$1,296,831	\$2,421,250	\$4,739,793	\$1,174,948

HALSTEAD BY THE NUMBERS

AVERAGE PRICE PER SQ. FT.

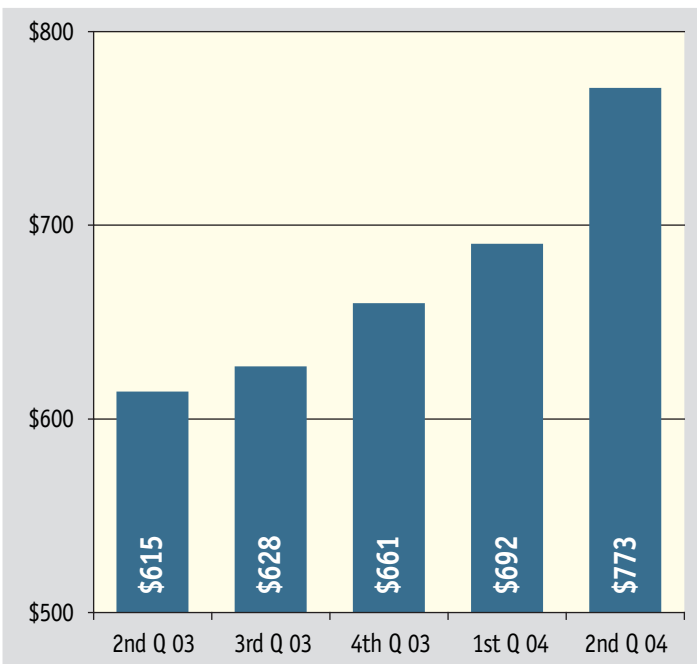
SECOND QUARTER 2004

NEW CONSTRUCTION & CONVERSIONS

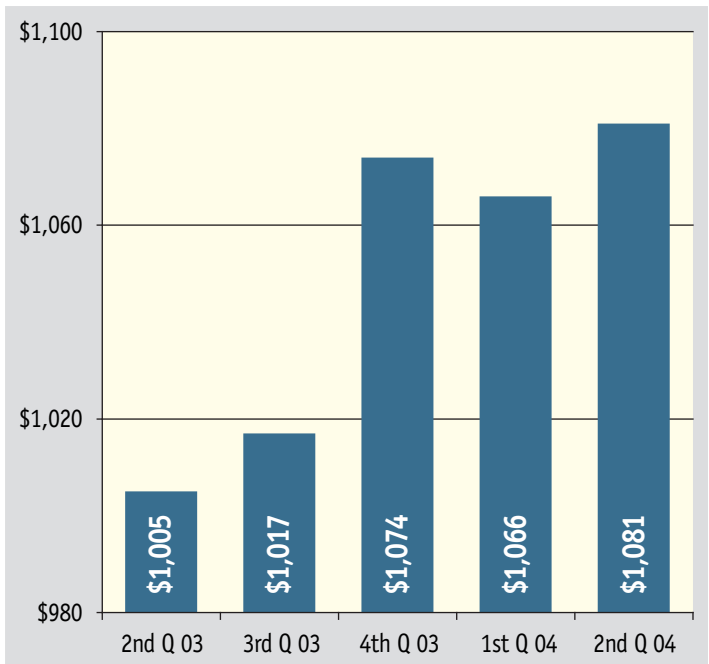


Includes apartments added to the market since the beginning of 2002.

LOFTS



TOWNHOUSES

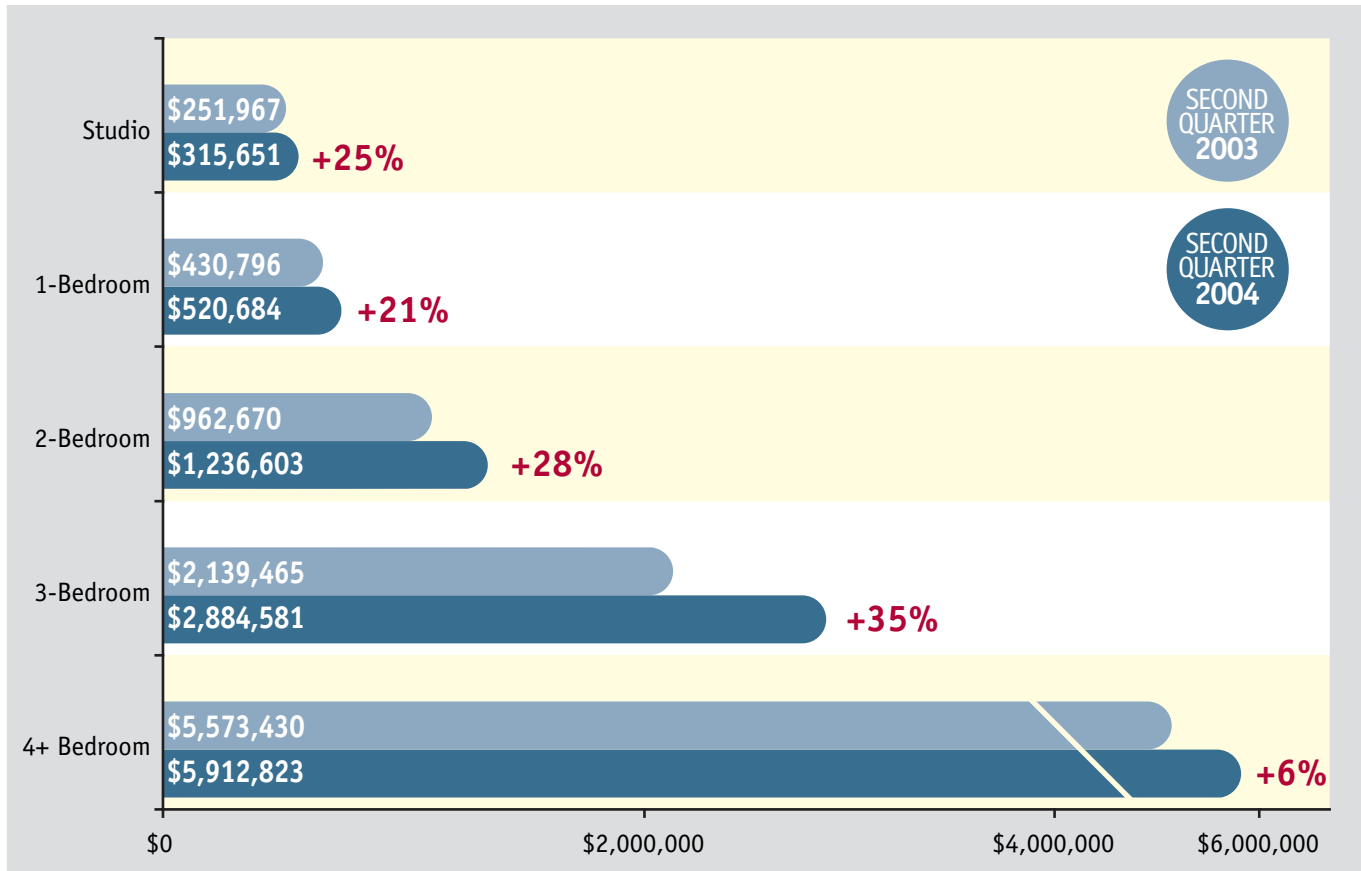


HALSTEAD BY THE NUMBERS

EAST SIDE

SECOND QUARTER 2004

Average Sale Price



Selected Market Areas

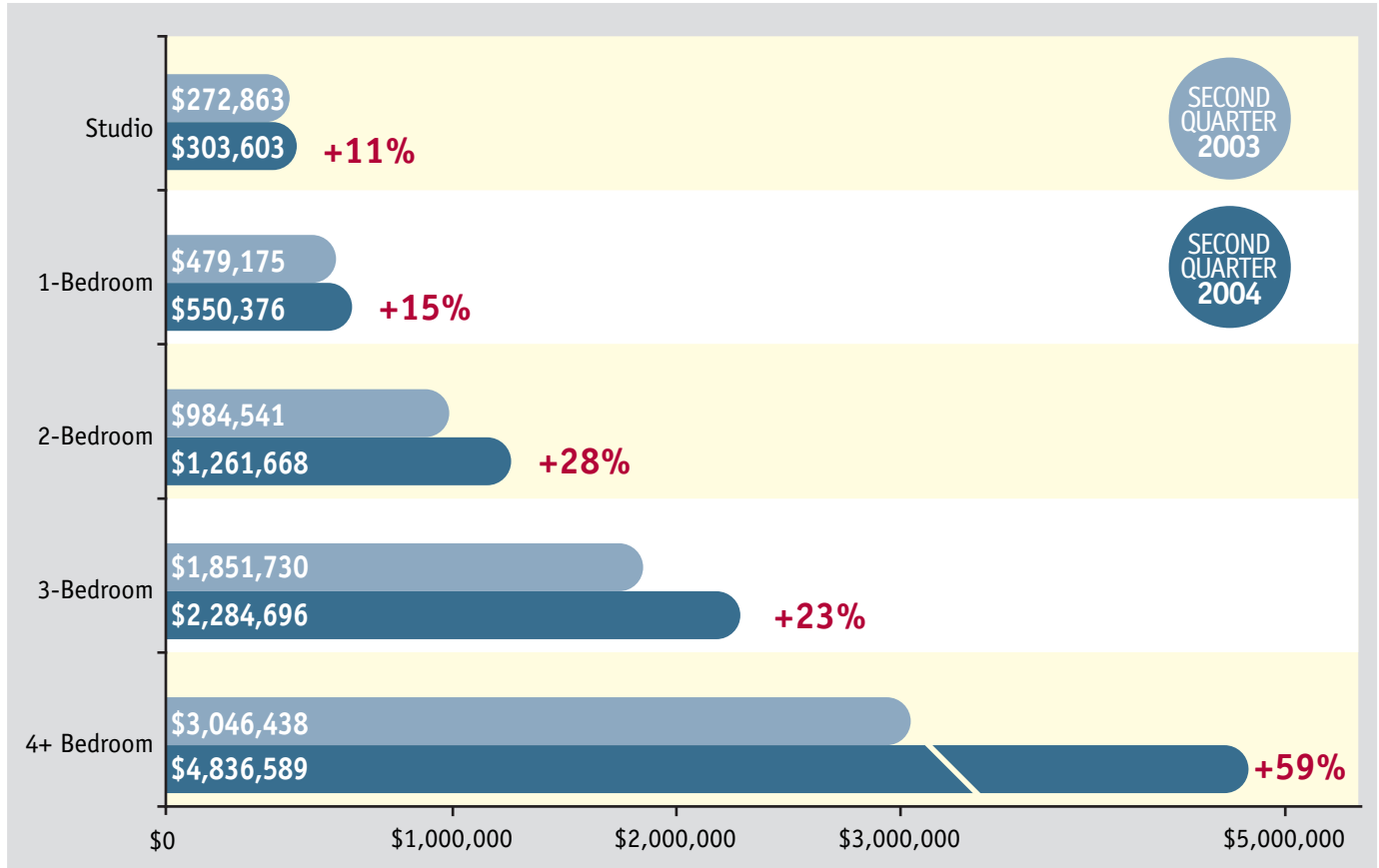
	ALL APARTMENTS		COOPERATIVE		CONDOMINIUM		
	Median Sale Price		Median Price per Room		Median Price per Sq. Ft.		
	2Q '03	2Q '04	2Q '03	2Q '04	2Q '03	2Q '04	
Fifth Avenue, 59th-96th Street	\$2,425,000	\$3,000,000	\$347,222	\$487,500			
Park Avenue, 59th-96th Street	\$1,850,000	\$2,200,000	\$312,500	\$362,500			
Between Fifth & Lexington Ave.	59th-79th Street	\$835,500	\$1,250,000	\$185,667	\$229,167		
	80th-96th Street	\$1,197,500	\$1,045,000	\$218,750	\$218,400		
Lexington Ave. to the East River	59th-79th Street	\$450,000	\$595,000	\$125,357	\$144,643	\$700	\$826
	80th-96th Street	\$426,000	\$574,500	\$108,571	\$119,722	\$585	\$781
Midtown East, 34th-58th Street	\$452,500	\$565,000	\$117,738	\$137,500	\$623	\$743	

HALSTEAD BY THE NUMBERS

WEST SIDE

SECOND QUARTER 2004

Average Sale Price



Selected Market Areas

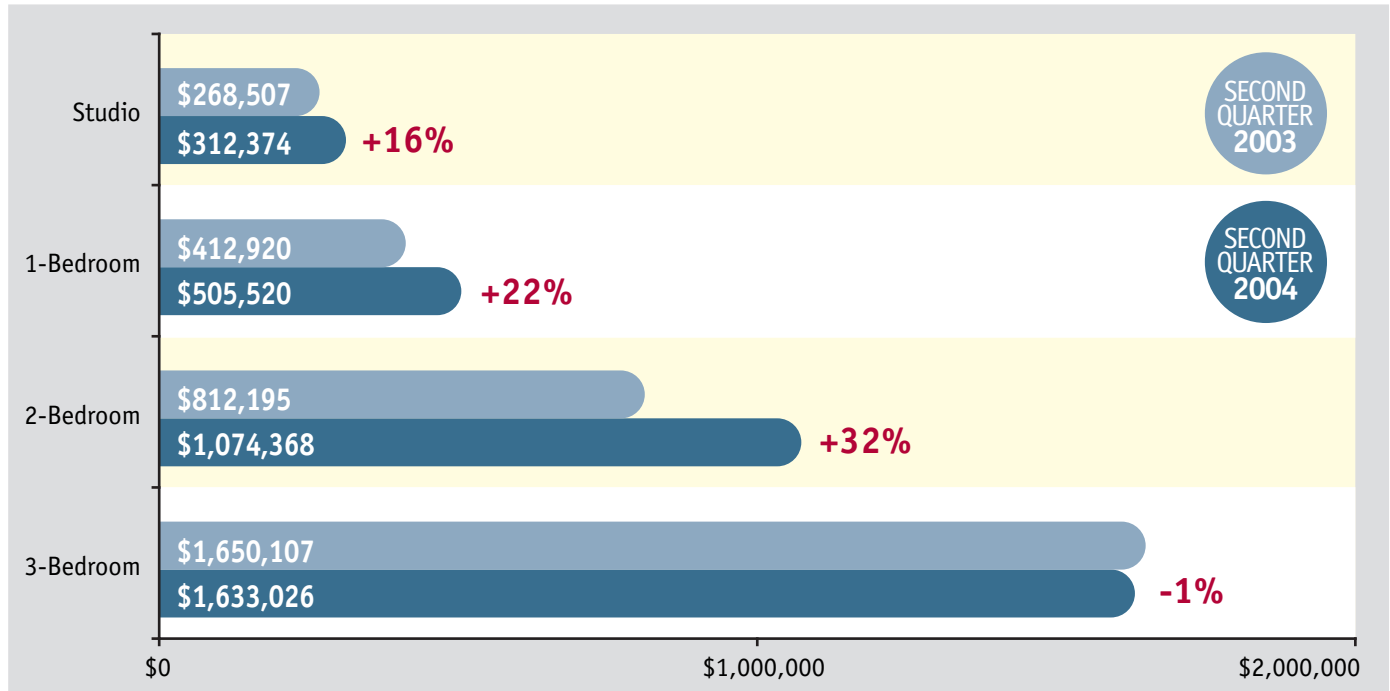
	ALL APARTMENTS		COOPERATIVE		CONDOMINIUM	
	Median Sale Price		Median Price per Room		Median Price per Sq. Ft.	
	2Q '03	2Q '04	2Q '03	2Q '04	2Q '03	2Q '04
Central Park West, 59th-110th St.	\$660,000	\$1,230,000	\$218,889	\$271,964	\$628	\$897
Riverside Drive/Boulevard, 59th-116th St.	\$855,000	\$825,000	\$149,143	\$184,833	\$837	\$947
West End Avenue, 59th-105th Street	\$477,500	\$549,000	\$124,444	\$154,167		
Between CPW & Columbus Ave., 59th-110th St.	\$574,500	\$780,000	\$150,000	\$164,292	\$677	\$1,498
Columbus Ave. to East of West End Ave. 59th-86th St.	\$490,000	\$623,500	\$130,833	\$147,600	\$729	\$955
	87th-110th St.	\$568,000	\$599,000	\$122,333	\$145,667	\$627
Between Riverside Drive & West End Ave., 59th-110th St.	\$462,000	\$558,750	\$128,750	\$146,333		

HALSTEAD BY THE NUMBERS

DOWNTOWN

SECOND QUARTER 2004

Average Sale Price



Selected Market Areas

	ALL APARTMENTS		COOPERATIVE		CONDOMINIUM	
	Median Sale Price		Median Price per Room		Median Price per Sq. Ft.	
	2Q '03	2Q '04	2Q '03	2Q '04	2Q '03	2Q '04
Chelsea/Flatiron	\$519,950	\$577,500	\$124,500	\$144,500	\$772	\$899
Gramercy Park	\$350,000	\$399,000	\$109,167	\$131,000		
Greenwich Village	\$535,000	\$550,000	\$143,000	\$159,900		
Lower East Side	\$323,000	\$425,000	\$88,833	\$137,750		
Battery Park City	\$335,500	\$570,000			\$513	\$648
Loft Apartments	LOFT		LOFT			
	Median Sale Price		Median Price per Sq. Ft.			
	2Q '03	2Q '04	2Q '03	2Q '04		
Chelsea/Flatiron	\$962,500	\$1,150,000	\$624	\$640		
Greenwich Village	\$975,000	\$1,085,000	\$738	\$815		
Noho/Soho	\$1,342,500	\$2,175,000	\$625	\$860		
Tribeca	\$1,337,500	\$1,665,000	\$655	\$852		