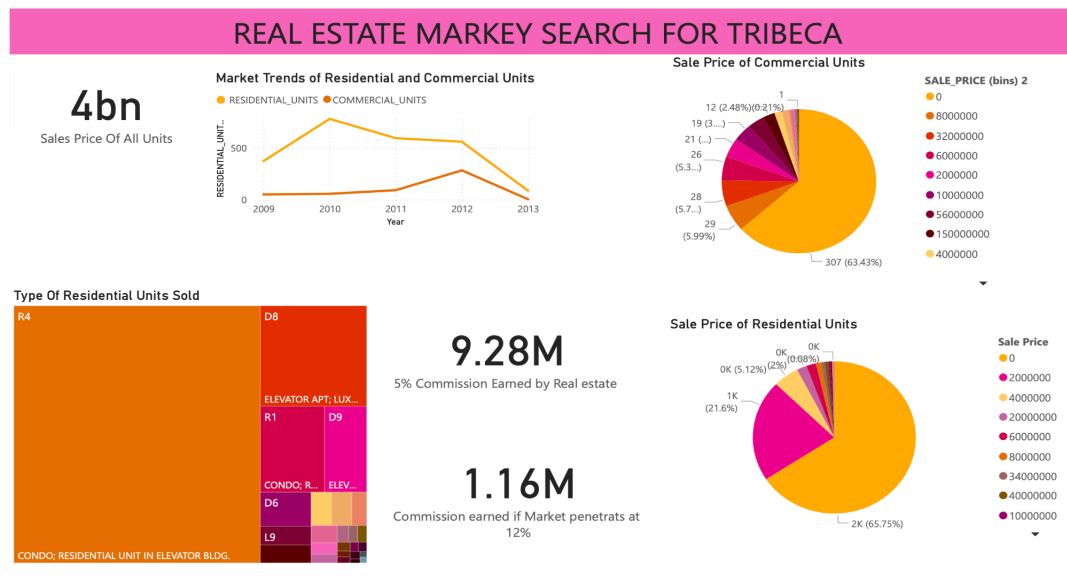




Tribeca Real Estate Market Analysis is (2009-2013)



Sales Overview

- **Total Sales Price: \$4 Billion**
- **Commission Earned:**
 - 5% Market Share: \$9.28 Million
 - 12% Market Penetration: \$1.16 Million

Market Trends (2009-2013)

- **Residential Units:** Peak in 2010-2011, then decline.
- **Commercial Units:** Gradual growth, then tapering off.

Unit Types & Pricing

- **Residential Units:**
 - 65.75% of residential units are priced below \$2,000,000.
 - 21.6% of residential units fall within the \$2,000,000 - \$4,000,000 range.
 - High-end properties (above \$4M) are rare, indicating limited demand or supply.
 - Dominant Categories: R4 & D8 continue to lead.
- **Commercial Units:**
 - 63.43% priced below \$2M, few luxury options.
 - Higher-priced units are limited, with fewer in the luxury segment.

Key Insights

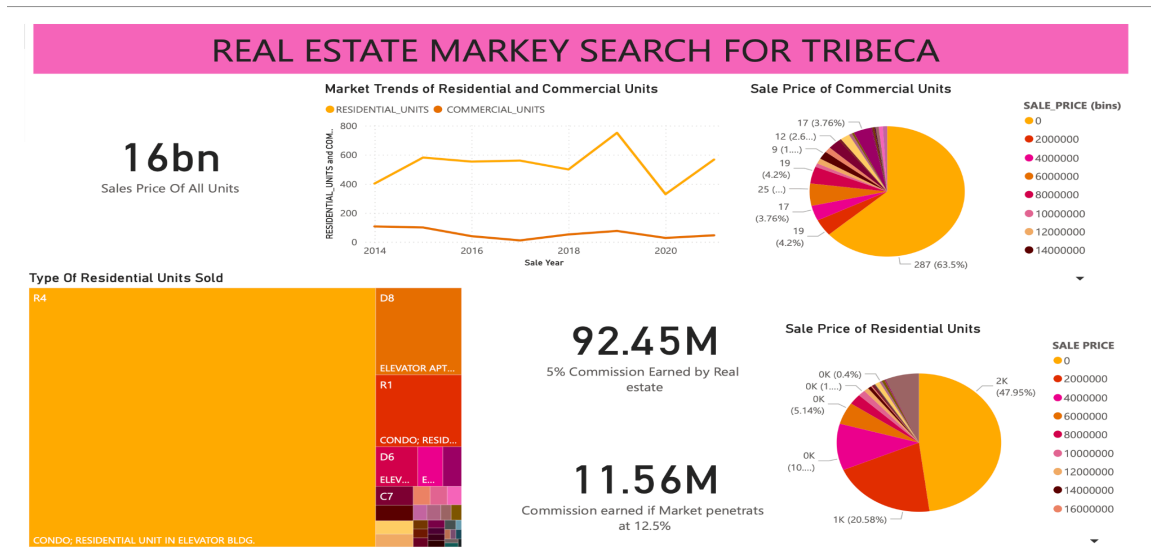
- **Dominant Lower-Priced Properties:** Most properties are under \$2M.
- **Growing Mid-Tier Market:** \$2M-\$4M residential segment expanding.
- **Limited High-End Properties:** Scarcity of properties above \$4M, indicating niche demand.

Demographic Conclusion

- Market caters to affordable and mid-range buyers, with a growing middle-tier market.
- Commercial spaces remain accessible, and luxury properties target a niche, exclusive demographic.
- Likely median age of residents: 35-45 years, including young professionals and families.



Tribeca Real Estate Market Analysis is (2014-2021)



Sales Price Overview

- **Total Sales Price:** \$16 Billion
- **Commission Earned:**
 - 5% Commission: \$92.45 Million
 - 12% Market Penetration: \$11.56 Million

Market Trends (2014-2020)

- **Residential Units:** Strong sales from 2014-2016, with slight fluctuations afterward.
- **Commercial Units:** Steady demand, especially in prime locations.

Unit Types & Pricing

- **Residential Units:**
 - Dominant Categories: R4 & D8 continue to lead.
 - 47.95% of residential units are priced below \$2,000,000.
 - 20.58% of residential units fall within the \$2,000,000 - \$4,000,000 range.
 - High-end properties (above \$4M) are rare, indicating limited demand or supply.
- **Commercial Units:**
 - 63.5% priced below \$2M, with fewer luxury options.

Key Insights

- **Mid-Tier & Luxury Growth:** Demand rising for \$2M-\$4M homes, while affordable properties remain dominant.
- **Stable Commercial Demand:** Most commercial properties under \$2M, attractive for small-to-mid businesses.
- **Limited High-End Properties:** Scarcity of luxury properties above \$4M.

Demographic Conclusion

- Market serves a wide range of buyers, with a strong demand for affordable to mid-tier properties.
- Commercial spaces support business expansion, and luxury properties cater to high-net-worth individuals.
- Median age likely 35-50 years, comprising professionals, families, and investors.

Final Conclusion

Over the past decade, the Tribeca real estate market has undergone a few key shifts, with notable changes in both residential and commercial segments.

1. **Residential Market Evolution:**

Residential sales peaked in 2010-2011, followed by a decline, but remained strong from 2014-2020, particularly between 2014-2016. The demand for mid-tier properties (\$2M-\$4M) has grown, while affordable properties below \$2M continue to dominate the market. High-end properties above \$4M remain rare, signaling a niche demand.

2. **Commercial Market Stability:**

The commercial market showed steady growth in 2009-2013, with consistent demand from 2014-2020, especially in prime locations. This indicates Tribeca's attractiveness for small-to-mid businesses, maintaining its position as a prime business hub.

3. **Price Trends:**

Mid-tier properties have seen rising demand, while the luxury segment has remained scarce, suggesting limited supply and targeted demand from high-net-worth individuals.

4. **Market Composition:**

Tribeca continues to offer a diverse range of properties, with the residential market catering to a broad buyer spectrum, while the commercial market supports small-to-mid businesses. The luxury segment remains exclusive and caters to a select group of investors.

In summary, the Tribeca real estate market has experienced steady growth, especially in the middle-tier segment, while maintaining its appeal for small businesses and exclusive luxury buyers. The luxury property market remains limited, reinforcing its position as a niche market for high-net-worth individuals.