



IMPRESSIVE 50FT WIDE SOUTH-FACING TRIPLEX PENTHOUSE

## The Arrival Of 'The Brass Age'.

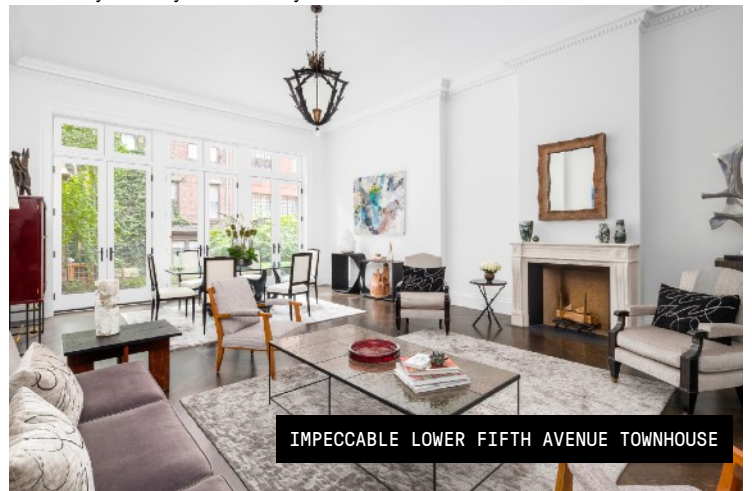
As we welcome the new year after one of the most turbulent years of all time, we turn to 2017 with renewed optimism and hope. A long list of indicators point to a strong first quarter in the luxury real estate markets, although the effects of rising interest rates, potential trade tariffs and new immigration policies are yet to be seen. Humans are wired to adjust, and the wealthy are wired to adjust a lot faster having the ability to seek out opportunity wherever it may exist. **See PAGE 7** for some highlighted insights about the 2016 market. For 2017, this is what we see ahead:

- President Trump's America could be somewhat reminiscent of the boom-times of bygone decades like the Gilded Age.....we are calling it **THE BRASS AGE** knowing Trump's affinity to brass and marble. This could well be the dawn of an era with a return to celebrating wealth Dynasty-style.
- Many will display their wealth less boldly: in 'Kartrashian Society' opulent and blatant displays of wealth are normal. However, many will shun this as we enter the 'divided-states-of-wealth-display'. Brash for some, discrete for others.
- The world reeled from the 'FAKE NEWS' syndrome.....we in real estate land have lived with fake news for decades! We believe the era of verified facts may be upon us as we have reached heightened awareness of the gross inaccuracies that are delivered as facts when often they are agenda-driven fiction. Already FACEBOOK will be placing warning labels on fake news, cigarette-box -style!

Growing inventory, easier mortgage standards, lower corporate and personal taxes, renewed interest from buyers who are returning to the market seeing adjusted pricing expectations, the promise of less regulation and large infrastructure spending/stimulus combined with the optimism of Spring and the traditional strong first half selling season should make for a very healthy real estate year. LS



ANNABELLE SELLDORFO-DESIGNED NOHO DUPLEX



IMPECCABLE LOWER FIFTH AVENUE TOWNHOUSE



## Seldorf Architects Bowery/Noho/Village

347 BOWERY

3-BEDROOM, 3.5-BATHROOM DUPLEXES

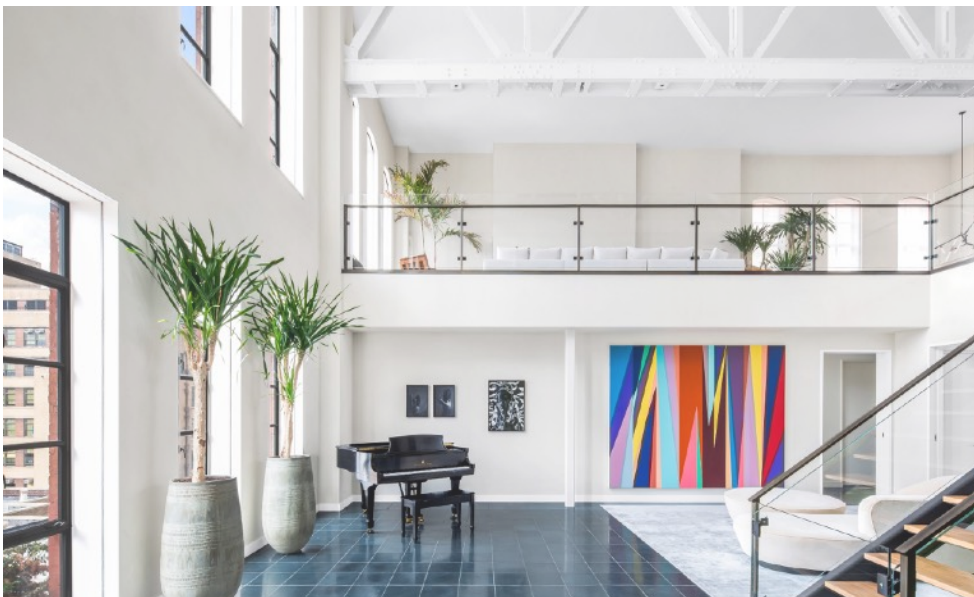
PRICING STARTS AT **\$7,500,000**

Seldorf Architect's latest zinc clad creation of 5 stacked town homes, on a prized corner opposite the Bowery Hotel. With nearly 20 foot ceilings, each residence will feature a handcrafted staircase made of plaster and white oak. Catwalk bridges on the upper levels will separate the master suite from the guest bedrooms; all of the units include balconies with spectacular sunset views over Downtown Manhattan.

## Triple Mint Townhouse Prime Greenwich Village

14 EAST 11TH STREET  
GREENWICH VILLAGE  
**\$25,000,000**

A meticulously renovated almost 21+ ft wide, 5-6 story single-family home with approximately 7,400sf of beautiful interior living space and over 1,200sf comprising a magnificent garden, terrace and rooftop deck. This gracious sun-filled townhouse with privacy and views has been painstakingly and intelligently re-built and designed by architect Steven Wang for the 21st Century in a contemporary classic style.



## Epic, Voluminous, Duplex Chelsea Loft

213 WEST 23RD STREET  
CHELSEA  
**\$14,500,000**

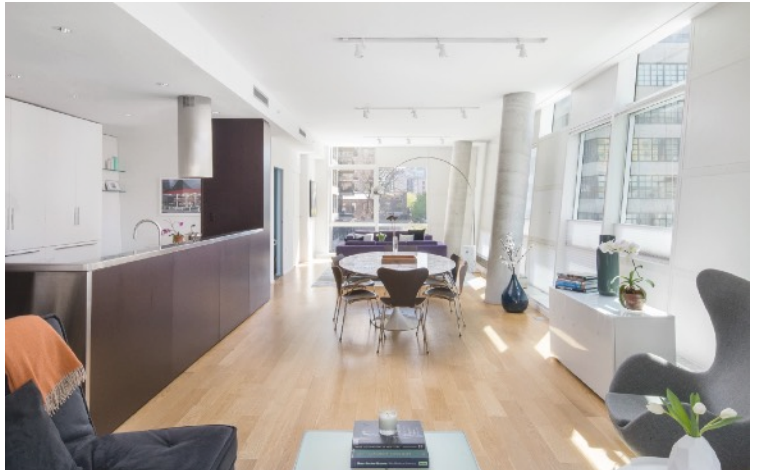
No photograph can capture the experience of walking into this exceptional property, the only one of its kind, anywhere. Located in the landmark McBurney YMCA building with soaring 29ft ceilings in the double-height living room, once the home of a gymnasium and running track, provides the most impressive entertaining space, surrounded by gigantic windows that flood this showplace with superb light all day.



### **350 West Broadway, Soho**

**\$7,995,000 - Penthouse-style living with terrace**

Inspiring views and light engulf this chic, mint, move-in full-floor three-bedroom, three-and-half-bath SoHo residence with its exceptional 644 square foot terrace designed by renowned architect William T. Georgis



### **245 Tenth Ave, Chelsea**

**\$4,000,000 - 3-bedrooms possible - NEW PRICE!**

Perched above the magnificent Highline Park this contemporary apartment located in a full service condominium sheathed in shimmering stainless steel, displays a material palette and thoughtful interior as soothing as it is stylish.



### **444 West 19th Street, Chelsea**

**\$4,500,000 - Penthouse with parking for 2 cars**

A sleek, light-bathed Penthouse with superb private terraces and PARKING is tough to find: This duplex 2-bedroom, 2.5 bathroom penthouse is unique, located in one of West Chelsea's most desirable addresses moments from the HIGHLINE PARK, the Hudson River Park and so much more.



### **133 West 22nd St, Chelsea**

**\$3,850,000 - Immaculate penthouse duplex.**

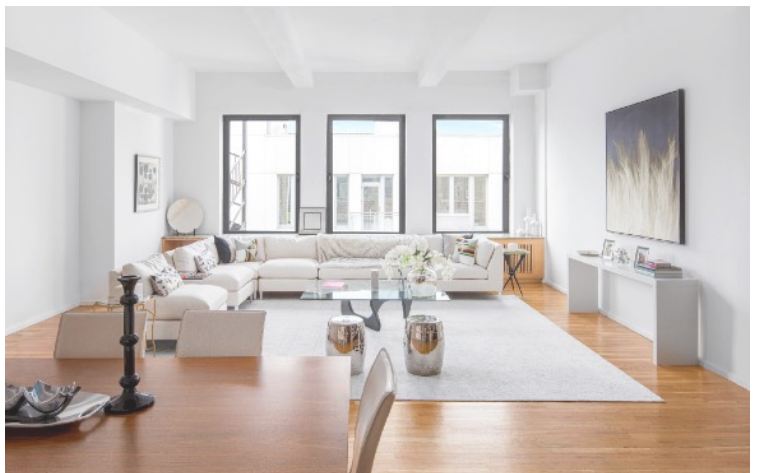
Enter into the spacious living and dining room, which opens onto a private north-facing terrace perfect for al-fresco dining. Oversized windows frame the coveted city views of the Empire State Building and flood the space with natural light all day long. The chef's kitchen is open to the living room perfect for entertaining.



### **126 West 22nd St, PH 11/12 S, Chelsea**

**\$11,895,000 - front cover**

Impressive 50ft wide south-facing Chelsea/Flatiron Triplex penthouse combination loft of epic scale, resplendent with a large private roof terrace. This remarkable property requires easily combining the fully renovated upper duplex (approved plans available) with an apartment below to create a sensational home.



### **126 West 22nd St, Chelsea**

**\$3,400,000**

The quintessential Condominium Chelsea loft comprising a 50ft width half floor of an elegant pre-war building in the heart of Chelsea. Located on the sunny and quiet south side of the building, this spacious 2-bedroom, 2-bathroom residence is perfect for entertaining with its generously proportioned light-infused spaces.



### **311 West Broadway, Soho**

**\$12,500,000**

Prized contemporary Soho condominium building designed by architects Gwathmey Siegel, this magnificent single-floor penthouse features a Piet Oudolf designed wrap-around terrace planted to perfection.



### **73 Washington Pl, Village**

**\$13,950,000**

Magnificent landmarked 22-foot wide Greek Revival-style townhouse, located on a picturesque block steps from historic Washington Square Park. Delivered vacant with a full set of Landmarks-approved architectural and design plans.



### **30 Park Place, Tribeca**

**\$8,250/month**

The amenities and services in the building are par none serviced by legendary Four Seasons Hotels and Resorts. Residents may enjoy access to Hotel amenities including a spa & salon facilities, a 75 foot pool, parking garage, restaurant, bar and lounge, as well as a comprehensive suite of a la carte services.



### **18 West 75th, Upper West Side**

**\$19,500,000**

Positioned on a prime, picture-perfect, treelined West Side block, just a few feet from Central Park, this gut-renovated and rebuilt Renaissance Revival 8,564 sf townhouse beauty delivers on every level. Designed by noted architect Wayne Turett.



### **158 Mercer Street, Soho**

**\$12,250,000**

Located on a quintessential cobbled Soho street in The New Museum Building, a fine pre-war loft landmark, this extraordinarily voluminous home offers roughly 7,000sf of duplexed space in a discreet full service building with entrances both off Mercer and Broadway.



### **146 Willow Street, Brooklyn Heights**

**\$16,000,000**

25 foot wide, single-family mansion located on the most coveted Brooklyn Heights tree-lined block. The house delivers on every level with unsurpassed detailing and sophistication. Not only is the house visually impeccable, it also benefits from advanced systems and technology that make it ultra-efficient.



## Steven Harris Designed Penthouse

560 WEST 24th STREET  
WEST CHELSEA  
**\$16,000,000 or \$40k/month**

West Chelsea Contemporary 4-bedroom, 4.5 bathroom Classic Penthouse designed by Architectural Digest 100 architect Steven Harris: Perched above a brand new elegant limestone-clad building with bronze-framed windows is this exceptional duplex penthouse that epitomizes grace and elegance. 2 wood-burning fireplaces.

Interiors by Damon Liss Design

## Prime West Village Steven Harris Townhouse

252 WEST 12TH STREET  
WEST VILLAGE  
**\$19,600,000**

This perfectly scaled and crafted Steven Harris-designed townhouse is located on arguably the most desirable of all West Village cobbled streets not too far West or East. With meticulous attention to detail, this elegant Historical landmark is just moments from the Hudson River Park, The New Whitney Museum, The Meatpacking District and all the charms of Greenwich Village that deliver on every level with the best selection of boutiques, restaurants and entertainment.



## Dramatic & Bold Penthouse

12 EAST 13th STREET  
GREENWICH VILLAGE  
**\$20,000,000**

This brand new, dramatic and bold 4-bedroom Greenwich Village Triplex Penthouse with over 5,700sf of living space, two exceptional 906sf private terraces and two parking spaces offers all the benefits of both townhouse and penthouse living in the most coveted location.



## 100 East 53rd Street Midtown

NEW DEVELOPMENT  
DESIGNED BY SIR NORMAN FOSTER  
STARTING AROUND \$2.6 MILLION  
[WWW.100E53.COM](http://WWW.100E53.COM)



## 152 Elizabeth Street Nolita

NEW DEVELOPMENT - June 2017  
DESIGNED BY TADAO ANDO  
[WWW.152ELIZABETHST.COM](http://WWW.152ELIZABETHST.COM)



## 196 Orchard Street Lower East Side

NEW DEVELOPMENT - WITH EQUINOX GYM  
MOMENTS FROM LUDLOW HOUSE  
STARTING AROUND \$1.35 MILLION  
[WWW.196ORCHARD.COM](http://WWW.196ORCHARD.COM)



## 54 MacDougal Street Soho

NEW DEVELOPMENT  
4 UNIT CONDO  
SUMMER 2017



## Fourth Quarter 2016 Snapshot

# -21%

DOWN Contracts signed volume 4th quarter 2016 compared to 2015  
The number of \$5m+ contracts signed dropped around 20% in 2015.

# +7%

Spike in contracts signed since the election. Some attribute this to Trump's election, while most simply needed closure. New Yorkers are more concerned about the Mayoral Election that impacts the city more directly.

# +50%

Premium paid for a new development condominium. Many buyers will pay a huge premium for brand new, top quality buildings with full amenities and services.

# -32%

Volume of \$5m+ signed contracts compared to 2015

Expect some "great buy high end rentals" with so many new building investor buyers closing all at once. And then they'll be gone and pricing will recover fast.

### Historic Average Mortgage Rates

Decade:	Average Mortgage Interest Rate
1970's:	8.86%
1980's:	12.7%
1990's:	8.12%
2000's:	6.29%

Average 30-year mortgage January 2017: **Under 4%**

# SUMMARY

We have entered the era of RATIONAL EXUBERANCE. Pricing has to reflect product. Allowances need to be made for quality, volume of competing product, and a distinct premium for brand new product. Averages have been severely distorted by super-high-end closings at 432 Park Avenue, Greenwich Lane and 56 Leonard Street.

Would You Like To  
 Receive This  
 Luxuryletter Every  
 Month Via Regular Mail  
 Or E-Mail?  
 If So, Please Subscribe  
 At:  
 Luxuryletter.Com

Compass  
 90 Fifth Avenue  
 New York, NY 10011

## The Team

Consistently a top team globally, we deliver exceptional service in the New York and Brooklyn luxury real estate markets, with offices across the country. With collective sales of over \$3 billion our team represents sellers, buyers, renters, and developers marketing and buying property that range from \$300,000 to over \$20 million. How may we help you? Compass is everywhere you want to be. We can connect you with the best agent anywhere in the world.

T 646.780.7594

C 917.385.0565

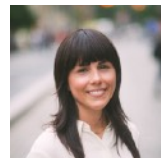
WWW.THELEONARDSTEINBERGTEAM.COM



LEONARD



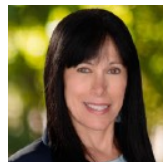
HERVE



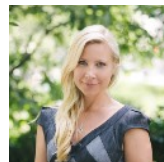
AMY



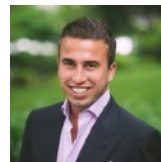
CALLI



LOIS



AIMEE



ALEX



HAROLD



MANNY



RYAN



MICHAEL

COMPASS

NEW YORK - PARK SLOPE - WILLIAMSBURG - EAST HAMPTON - BRIDGEHAMPTON - SOUTHAMPTON - SAG HARBOR - WASHINGTON DC - CHEVY CHASE -  
 BOSTON - CAMBRIDGE - MIAMI - COCONUT GROVE - LOS ANGELES - MALIBU - SANTA BARBARA - MONTECITO - PASADENA - ASPEN - BASALT  
 NEW! SAN FRANCISCO



Real estate agents affiliated with Compass are independent contractor sales associates and are not employees of Compass. Equal Housing Opportunity. Compass is a licensed real estate broker located at 90 Fifth Avenue, 3rd Fl. NY, NY 10011. All information furnished regarding property for sale or rent or regarding financing is from sources deemed reliable, but Compass makes no warranty or representation as to the accuracy thereof. All property information is presented subject to errors, omissions, price changes, changed property conditions, and withdrawal of the property from the market, without notice. To reach the Compass main office call 212 913 9058