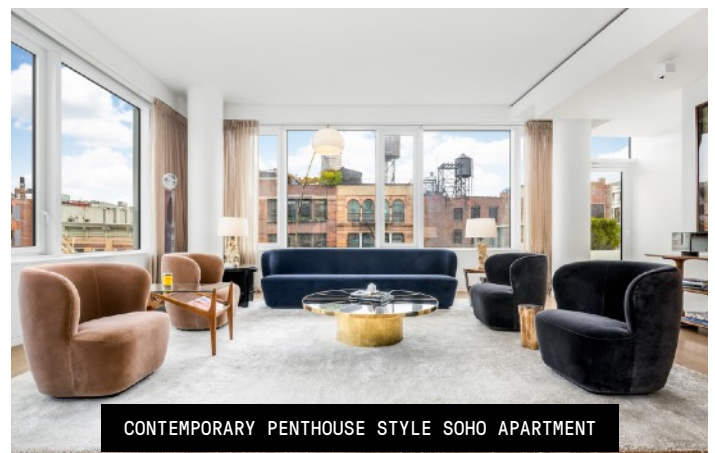


## Is 2017 A Repeat Of 2016?

The luxury markets keep chugging along (at a somewhat improved pace recently), although volume-wise the number of sales is rather similar to the first half of 2016. Downtown sales in the teens are re-emerging after a long slumber, and the time it takes to sell a \$6 million+ property has soared as there are more options and buyer urgency has all but disappeared. In-between though we are seeing multiple bids, especially for correctly priced, very desirable properties. Our Federal Government's disfunction is not helping, and unfortunately we have little control over that.

While the numbers are stable, we in New York have a uncomfortable little secret: our real state data is still weak and inconsistent. The rest of the USA has around 800 Multiple Listing Systems, keeping all data in one place and consistent, yet New York City still relies on multiple feeds for its data leaving many inaccuracies and distortions. This has to change. The consumer deserves better information with decisions that impact one of their largest monthly expenses, and for many an enormous percentage of their net worth. Add to this the 'shadow data' and information kept secretive in many new building sales that actually may help the consumer see that the markets are much more active than the data reads. Currently the consumer is relying on rear-view data: they deserve something more current, reflecting what is happening in the markets as they happen.

\* Owners of new properties experienced recent sticker shock upon receiving their recent property tax bills: our lovely government claims they are not raising taxes, yet owners in new buildings are being punished with remarkably higher tax assessments, not rates.....to pay for those who are not. Who gets to choose this? Anyone want to group together to fight this? We are ready!



**COMPASS**





Penthouse Designed  
By Steven Harris

560 WEST 24th STREET  
CHELSEA  
\$15,000,000

Perched above a brand new elegant limestone-clad building with bronze-framed windows is this exceptional duplex penthouse that epitomizes grace and elegance. The elevator door opens into a gracious Rosario Candela inspired double-height entry gallery revealing the sculptural stairway that connects the two floors. A grandly scaled living room/dining room is flanked on either end by three sets of French Doors with truly extraordinary art walls. To the north these doors lead onto a large terrace with views towards Midtown and the Hudson River

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Dramatic & Bold Penthouse

12 EAST 13th ST  
GREENWICH VILLAGE  
\$14,450,000

This brand new, 4-bedroom 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. Designed by renowned architect and interior designer Cetra Ruddy, you are immediately struck by the spectacular volume of the Atelier-inspired space with a 3-story wall of glass that floods the apartment with northern light all day.



Penthouse With Extraordinary  
Wrap Terraces And Views

311 WEST BROADWAY  
SOHO  
\$11,500,000

This magnificent single-floor penthouse features a Piet Oudolf designed wrap-around terrace planted to perfection with a myriad of perennial plantings that delight the senses through multiple seasons of flowers and foliage. (Mr. Oudolf is responsible for the design of the iconic High Line.) Beyond are some of the most alluring views of historic Soho and Downtown that serve as a unique urban backdrop to this natural wonder, truly a work of art.





### **350 West Broadway, Soho - Penthouse-Style** **\$7,400,000**

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



### **400 West 12Th St, West Village** **\$2,750,000**

Glamorous, turn-key, perfectly appointed home is also offered fully furnished down to the last impeccable detail. Located in a full-service condominium.



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

**\$4,000,000 -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.



### **92 Laight Street, Tribeca**

**\$5,000,000 - NEW PRICE!**

Enter this gorgeous home via a gracious entry foyer that leads to the main living room: unobstructed sunset views of the Hudson River. The kitchen is open to the perfectly proportioned dining and living areas, providing the ideal setting for serene living or elegant entertaining.



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

**\$8,000,000 - South-facing penthouse perfection!**

Impressive 50ft wide south-facing Chelsea/Flatiron Duplex penthouse combination loft of epic scale, resplendent with a large private roof terrace. This remarkable property features 2 bedroom suites, 2 home offices, 2.5 bathrooms and one of Downtown's most spectacular terraces, truly a sight to behold.



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

**\$17,500,000 - TOWNHOUSE**

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. Spring delivery!





## 504 West 24Th St, Chelsea

**\$13,000,000 - NEW!**

Nestled along The High Line Park, this unique never-lived-in mixed-use Townhouse has been gut renovated to perfection. The building is comprised of an owner's triplex over a ground floor retail space.



## 73 Washington Pl, Greenwich Village

**\$12,850,000 - NEW PRICE!**

Magnificent landmarked 22-foot wide Greek Revival-style townhouse. Delivered vacant with a full set of Landmarks-approved architectural and design plans by award-winning architects Suk Design Group.



## 21 Mercer St, Soho

**\$5,750,000 - NEW PRICE!**

A classic 3,000sf 3-bedroom loft on the most desired quintessential cobbled Soho block re-imagined for 21st Century living. This home has been meticulously and tastefully renovated to perfection with numerous custom details and extensive millwork.



## 450 West 23Rd St, Chelsea

**\$6,000,000**

This pristine home has been fully re-imagined by WORKSTEAD and Rita Liefhebber. Located in a top-notch townhouse co-op, it comprises an imposing parlor floor, and two floors below that lead south onto one of West Chelsea's most prized gardens.



## Off Market Penthouse, Tribeca

**\$25,000,000**

A magnificent Tribeca duplex penthouse comprising two full floors with wrap terraces fully designed by Architectural Digest 100 Steven Harris and Lucien Rees Roberts. Immediately you bear witness to the value of the terrace that is not only exquisitely landscaped but can also be enjoyed year-round as it is visible from almost every room on this floor.



## 20 Sullivan St, Soho - Townhouse

**\$14,995,000**

A 25-foot wide, brand newly constructed 5-bedroom townhouse with an elevator and parking. This Cary Tamarkin-designed, imposing residence constructed of brick, concrete and steel is situated on tree-lined Sullivan Street at the intersection of Soho, the South Village and Hudson Square.





### 161 Hudson St, Tribeca

**\$20,000,000**

A duplex corner penthouse with views flooded with light that blends loft living glamour and apartment practicality. Enter through a welcoming foyer gallery that leads you to an enormous corner, loft-like living room, over 37 feet in length.



### 310 West 92Nd St, Upper West Side

**\$10,950,000 - NEW!**

20-foot wide, 9,720 square foot, 5-story multifamily townhouse. A superb Beaux Arts style townhouse, the building's exterior boasts design features including Roman brick and limestone facades, wrought-iron and glass windows and doors detailing.



### 397 West 12Th St, West Village

**\$18,500,000**

With the equivalent space of a large townhouse, this south-facing, sun-kissed duplex with exposures in four directions and almost 60 feet of frontage onto 12th Street simply has it all. Designed by acclaimed interior architect Deborah Berke this carefully considered home is both aesthetically exquisite and practical.



### 56 Leonard St, Tribeca

**\$35,000,000**

Cantilevered on top of the world: this is the first viewable full floor 6,400sf penthouse at iconic 56 Leonard Street to be made available, and in a word it is simply....breathtaking. Aside from the distinctive, bold Pritzker-prize-winning Herzog & de Meuron architecture, this home is both awe-inspiring and gracious.



### 321 Pacific Street, Boerum Hill

**\$16,000,000**

A 22' wide, newly crafted single family townhouse offering private Garage Parking, an Elevator and nearly 5000 square feet of unparalleled design, energy efficient construction and impeccable detail.



### 158 Mercer Street, Soho

**\$11,500,000 - NEW PRICE!**

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.





## 100 East 53rd Street Midtown

NEW DEVELOPMENT  
DESIGNED BY SIR NORMAN FOSTER  
STARTING AROUND \$2 MILLION  
JOSEPH DIRAND DESIGNED JOEL ROBUCHON  
RESTAURANT  
**FALL 2017 DELIVERY**  
[WWW.100E53.COM](http://WWW.100E53.COM)



## 152 Elizabeth Street Nolita

NEW DEVELOPMENT  
DESIGNED BY TADAO ANDO  
[WWW.152ELIZABETHST.COM](http://WWW.152ELIZABETHST.COM)  
**MODEL APARTMENT VIEWABLE BY  
APPOINTMENT**



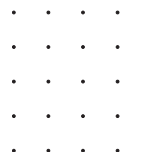
## 347 Bowery Noho/Soho/East Village

NEW DEVELOPMENT  
3-BEDROOM, 3.5-BATHROOM DUPLEXES  
PRICING STARTS AT \$7,500,000  
**SUMMER 2017 DELIVERY.**  
[WWW.347BOWERY.COM](http://WWW.347BOWERY.COM)



## 54 Macdougall Street Soho

NEW DEVELOPMENT  
4 UNIT CONDO  
**FALL 2017**



## Mini Luxe

VOLUME, PRICING REMAIN SOLID AND EVEN

SMALLER LUXURY  
PROPERTIES BETWEEN  
\$1M AND 2M

**142 properties signed and closed**  
**Average Price:** \$1,492m \$1,532/SF  
**Average Size:** 977SF

**EVEN** compared to last month.  
**EVEN** compared to previous month.  
**EVEN** compared to previous month.

**Our analysis:** Sales volume and pricing remain constant compared to prior month.

## Midi Luxe

VOLUME AND PRICING IMPROVE SLIGHTLY

MID-SIZED LUXURY  
PROPERTIES BETWEEN  
\$2M AND \$4M

**131 properties signed and/or closed**  
**Average Price:** \$2,873m \$1,886/SF  
**Average Size:** 1,531 SF

**UP** from last month.  
UP compared to previous month.  
**DOWN** from previous month.

**Our analysis:** Another healthy month. Slight increases

## Ultra Luxe

VOLUME SOLID, PRICING RECOVERS

LARGER, LUXURY  
PROPERTIES BETWEEN  
\$4M AND \$5M

**29 properties signed and/or closed**  
**Average Price:** \$4,455m \$2,118/SF  
**Average Size:** 2,123SF

**UP** from last month.  
**UP** compared to previous month.  
**DOWN** from previous month.

**Our analysis:** Pricing rises well above \$2,000/sf. Volume remains solid and improves.

## Mega Luxe

STRONG VOLUME, AVERAGE PRICING RECOVERS CLOSER TO \$3,000/SF

LARGE, EXCEPTIONAL  
PROPERTIES OVER  
\$5M, MANY WITH  
OUTDOOR SPACE

**79 properties signed and/or closed**  
**Average Price:** \$9,161m \$2,946/SF  
**Average Size:** 3,109SF

**UP** from last month.  
UP compared to previous month.  
**DOWN** from previous month.

**Our analysis:** Volume improves further, several penthouse closings.

## House Luxe

VOLUME RISES, PRICING EVEN

LARGER, SINGLE  
FAMILY TOWNHOUSES

**5 properties signed and/or closed**  
**Average Price:** \$8.7m  
**Average Width:** 19 feet

**UP NOTABLY** compared to last report.  
**DOWN** compared to previous month.  
**EVEN** from previous month.

**Our analysis: Solid improvement.** We closed on 14 East 11th Street after many months. It had been in contract before. An important house closed on Gramercy Park, the first month two \$20m+ houses sold.

# Congratulations!

...to our outstanding team who this month celebrated:

- 1.3 years at COMPASS where we have grown from 60 people to 2,000 in 30 offices...in just 36 months.
- 2.Placing in the TOP 20 of the Wall Street Journal/ Real Trend's TOP 1000 agents in the USA. 5 years in a row.
- 3.Signing up ONE BEEKMAN, the first Richard Rogers-(of Rogers + Stirk) designed building. Rogers + Stirk are the designers of ONE HYDE PARK in London. And the Pompidou in Paris! A Compass Coup!

[www.theleonardsteinbergteam.com](http://www.theleonardsteinbergteam.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 \$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.

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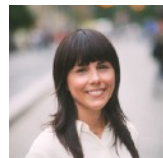
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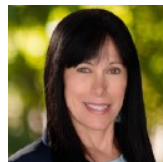
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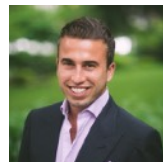
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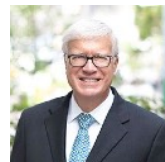
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AIMEE



ALEX



HAROLD



MANNY



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 - NEWPORT BEACH - HARLEM - MONTAUK



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