



Brand New Soho Maisonette-Style Apartment With Private Terrace  
54 Macdougall Street

## What Comes Next?

As each week goes by, more unknowns are being answered, and the more clarity the luxury consumer has, the better they are capable of strategizing for the future. This is what we DO know right now:

- 1) The mid-term elections have delivered a more divided political environment which may inspire more compromise in Congress - and dealmaking.
- 2) The Equity markets have some stocks approaching correction territory, with some down up to 40% (and more) off their highs, not unlike some over-inflated real estate pricing that led this charge starting 18-24 months ago.
- 3) Bonus season is approaching; some bonuses will be as good as last year's and some will be better. Some will be worse, yet this capital infusion may enter the real estate markets and fuel activity and maybe even pricing.
- 4) Interest rates are up, up, up...but the Fed has signaled potential easing of future increases.
- 5) There are signs of a US-China Trade War deal in the near future.
- 6) A new US-Canada-Mexico NAFTA-style deal has been agreed to.
- 7) Future new inventory is being prevented by more cautious bankers.
- 8) Wages are rising, but still need to catch up with rising housing prices. Combined with prices adjustment, this may unlock a wave of new buyers.
- 9) Word is spreading about some outstanding buys that fearless buyers have secured in the past few months. that often price in future additional dips...if they happen.

Choice + time + lowered prices + negotiability + more knowns = opportunity.



Authentic Nomad Loft  
34 East 30th Street



## Elegant & Dramatic Soho Penthouse

**54 MacDougal Street**  
**SoHo**  
**\$9,950,000**

This penthouse is conveniently positioned on a picturesque tree-lined block in the Sullivan-Thompson Historic District at the intersection of Soho, Greenwich Village and Hudson Square. This newly built, elegant condominium is approaching completion and stands out in a sea of sameness, capturing the essence of its historic surroundings - once the site of a property belonging to Aaron Burr, the third Vice President of the USA - yet embracing all modern conveniences and amenities.

## West Village Duplex With Two Loggia Terraces Townhouse-Scaled Apartment

**397 West 12th St**  
**West Village**  
**\$15,950,000 - Newly Priced!**

Rarely does a property of this scale and caliber become available in the West Village in a prime location and condominium building with a 24-hour doorman. 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 with exterior architecture by Cary Tamarkin, this carefully considered home is both aesthetically exquisite and practical.



## Huge Light-Flooded Penthouse Tribeca - Condo

**161 Hudson Street**  
**TriBeCa**  
**\$16,000,000 - Newly Priced!**

Exquisite Monique Gibson-designed and mint-move-in light-flooded duplex corner Penthouse with private terrace, roof deck and panoramic views blends the grandeur of loft living with apartment practicality. Conveniently located in the heart of prime Tribeca, moments from all public transportation, restaurants, entertainment and amenities including the Hudson River Park, and in close proximity to Soho and the spectacular evolution of Downtown Manhattan.

For more information or to schedule an appointment please call 646.780.7594



**34 East 30Th Street, Nomad**  
**\$2,750,000 - Just Listed!**

This authentic full floor loft provides an incredible opportunity to create your dream home in a boutique NoMad pre-war building moments from Park Avenue South, Madison Square Park and Dover Street Market.



**151 West 17th Street - Penthouse - Chelsea**  
**\$6,500,000 - NEW PRICE!**

Offering close to 80 feet of south-facing, sun-bathed frontage, this impressively proportioned 3-bedroom penthouse is offered for sale for the first time since the building was completed.



**825 Fifth Avenue, Upper East Side**  
**\$8,750,000 - NEW PRICE!**

Exceptional in every way...this state-of-the-art home on Fifth Avenue on a high floor with 40 feet of frontage directly overlooking Central Park has been gut renovated to the most exacting standards.



**455 East 51St Street, Midtown East**  
**\$1,275,000**

Beautiful south-facing home overlooking the enchanting building garden is accessed via a walled entry where a gatekeeper/doorman stands guard welcoming its residents and visitors.



**301 West 53Rd Street, Hells Kitchen**  
**\$2,000,000**

Is this the most efficient renovated corner 3-bedroom apartment located in a full service building with big views, outstanding light and access to the very best of New York City? Very possibly, yes!



**196 Orchard Street, Lower East Side**  
**\$10,00 per month - JUST LISTED!**

Be the first to live at 196 Orchard Street! This is the best high-floor split two-bedroom, two-bathroom apartment with tall ceilings crafted by Incorporated Architecture & Design, boldly designed yet perfectly polished.

For more information or to schedule an appointment please call 646.780.7594



### 54 Macdougall Street, Soho

**\$4,150,000 - Just Listed!**

Upon entering the main level of this "Maisonette", one is immediately struck by an open, light infused solarium overlooking the ~900sf private landscaped yard.



### 444 West 19th Street, Chelsea

**\$1,375,000**

Located in the heart of West Chelsea, this bright, one-bedroom, one bathroom south-facing apartment with a balcony features floor-to-ceiling windows that frame bright south-facing exposures.



### 25 Barrow Street, West Village

**\$8,250,000 - Just Listed!**

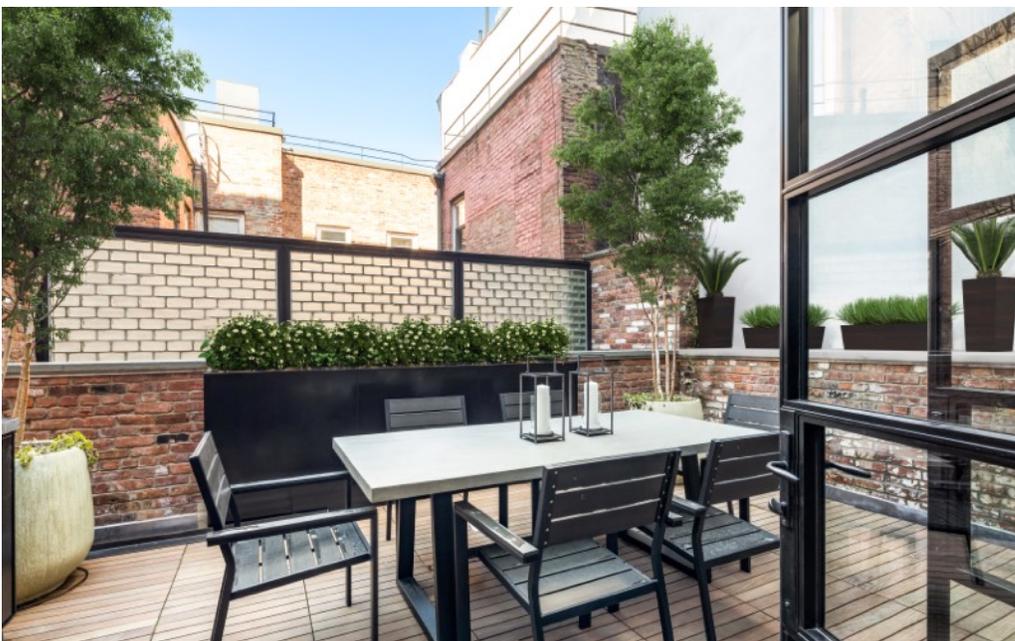
Beautiful four-story 22' wide Federal brick townhouse is on a 25' wide lot and is part of the Greenwich Village Historic District. The house offers a myriad of options to discerning buyers.



### 11 West 12th Street, Greenwich Village

**\$21,900,000 - NEW PRICE!**

25-foot wide, single-family townhouse that has been painstakingly renovated by Paris Forino to the highest caliber of workmanship and unparalleled quality. This handsome home features two roof terraces, and a private 33-foot deep garden and a coveted two-car garage.



### Single Family Townhouse With Private Garage

**53 Downing Street  
\$20,000,000 - NEW PRICE!**

Nestled on one of the West Village's most discreet and charming blocks, 53 Downing Street is a recently completed, gut renovated single-family townhouse with a garage. The Landmarked Italianate house was originally built in 1857 and has undergone a complete re-design by CWB Architects to transform it into a showplace with superb finishes, detailing and proportioning, expertly installed by master craftsmen. Every imaginable detail has been considered in this extensive renovation.



## Dream Greenwich Village Penthouse

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**130 West 12th St  
Greenwich Village  
\$21,500,000**

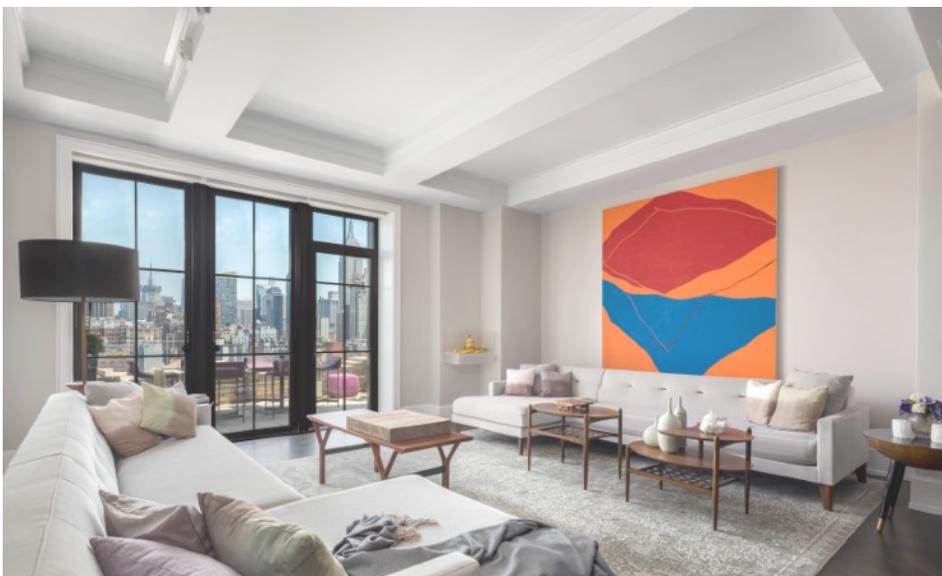
This top-floor, private-floor 1-3 bedroom penthouse is genuinely a one-of-a-kind, with usable wrap terraces that feature exterior 'rooms', exceptional, open, humanly scaled views, sublime finishes - including all new bronze windows from France - designed by AD 100 Architect Steven Harris in a top-notch condominium building with full services and access to the superb amenities of Greenwich Lane. This home is impossible to replicate anywhere.

## Renovated Single Family Home With Pool

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**109 Waverly Pl  
Greenwich Village  
\$27,500,000**

This imposing, light, Greek Revival townhouse - featured on the cover of INTERIOR DESIGN - was fully gutted and renovated, designed by acclaimed architect Wayne Turett in a contemporary style. The 6-level home with 6-8 bedrooms with an elevator measures around 8,300sf of interior space and 1,500sf of outdoor space.



## Prize Chelsea Duplex Penthouse

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**212 West 18th Street  
Chelsea  
\$24,500,000 or \$48,000/month**

This exceptional Walker Tower four-bedroom duplex has been completely transformed to achieve an unprecedented level of quality and refinement. At over 4,144 SF, the combination of two units has resulted in a one-of-a-kind floor plan offering two private terraces and sweeping views of the Manhattan skyline. The recently completed home is resplendent with bespoke details lending both a unique style and luxurious design.

For more information or to schedule an appointment please call 646.780.7594



## 100 East 53Rd Street Midtown

NEW DEVELOPMENT  
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STUDIO LOFTS START AROUND  
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JOSEPH DIRAND DESIGNED  
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**MODEL APARTMENT VIEWABLE BY  
APPOINTMENT - IMMEDIATE OCCUPANCY**  
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## 347 Bowery Noho/Soho/East Village

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3-BEDROOM, 3.5-BATHROOM DUPLEXES  
PRICING STARTS AT **\$7,000,000**  
**IMMEDIATE DELIVERY.**  
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## 51 White Street Under Construction Tribeca

The 100 plus year old landmarked building features a cast iron marble facade and is remnant of a grander architectural period in NYC history. The building is being converted into a luxury boutique condominium with some of the highest level of finishes, materials, and designs seen in this neighborhood.

## Mini Luxe

Volume DOWN, Pricing dips

Smaller luxury properties between \$1m and 2m

96 properties signed and closed  
Average Price: \$1,439m \$1,457/SF  
Average Size: 1,020sf

DOWN compared to last report.  
DOWN compared to previous month.  
UP compared to previous report.

Our analysis: Sales volume and pricing pulled back this month.

## Midi Luxe

Volume rises, Pricing remains stable

Mid-sized luxury properties between \$2m and \$4m

79 properties signed and closed  
Average Price: \$2,769m \$1,778/SF  
Average Size: 1,534sf

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

Our analysis: Volume ticks up a bit further while pricing continues to be stable.

## Ultra Luxe

Volume rises notably, Pricing dips

Larger, luxury properties between \$4m and \$5m

18 properties signed and closed  
Average Price: \$4,550m \$1,763/sf  
Average Size: 2,304sf

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

Our analysis: Pricing dips as more apartments requiring a gut renovation skewer averages.

## Mega Luxe

Even volume, pricing remains below \$3,000/sf.

Large, exceptional properties over \$5m, many with outdoor space

38 properties signed and closed  
Average Price: \$8,530m \$2,576/SF  
Average Size: 3,402sf

EVEN from last report.  
EVEN compared to previous month.  
DOWN from previous report.

Our analysis: Pricing scales back below \$3,000/sf.

## House Luxe

Townhouse sales activity remains strong. 63% of sales below \$10m

Larger, single family townhouses

8 properties signed and closed  
Average Price: \$9.3m  
Average Width: 20 feet

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

Our analysis: Houses priced below market enter multiple bidding: 24 Commerce went 33% over the asking price, although this was an unusually rare sub-\$4m townhouse in the West Village. The biggest sale was a 21,000sf gut that skewed averages slightly for the month.

# Season's Greetings!

Wishing all our friends,  
colleagues and family a  
wonderful FESTIVE SEASON!

Compass  
111 5th Avenue  
New York, NY 10003

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## Our Team

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We deliver exceptional service in the New York and Brooklyn luxury real estate markets. Achieving sales in excess of \$3 billion and consistently among the country's top teams, our group represents developers, buyers, renters, and sellers in transactions ranging from \$500,000 to well over \$20 million. We can also connect you to the best agents around the country and the globe. Contact us today to discuss how we may be of assistance.

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