



141 East 88Th St, Phn
\$9.750.000

Bonus Season Is Coming

Residential real estate mirrors life: expanding and contracting families, marriages, divorces, deaths, etc are all part of the essential cycles of life that require people to make changes in their home needs. The same can be said for bonus season.

While the real estate markets in New York have continued to be rather tough, -especially on the high end - with low sales volume and "wait-and see" or bargain-seeking mentality prevailing, one thing every buyer should be wary of is the inevitable bonus season. It's coming. It always does when equity markets have performed very well through the year. The S&P is up over 20% since January. And Wall Street is not the only entity that pays bonuses. Regardless of how large bonuses may be this year, they are certain to inject a large chunk of capital into the markets.... including the real estate markets.

Pricing has come down significantly in areas (not all areas), sellers are more realistic about negotiating, interest rates are super-low and financing capital is available. These factors on their own combined make for a dream buyer opportunity market. But if more buyers enter the market fueled with bonus cash, these dynamics could shift. The first half of the year/Spring Market has traditionally been the strongest market. Put this together with bonus season and buyers may be wise to select from the best before the year-end before being confronted with new buyer competition. Add into the mix an election year where we could be certain the government will do everything to make the economy look good.

Many asking prices are now hovering around or under replacement value: timing the 'bottom' of a market is always tough: capitalizing on a substantive shift prior to the 'bottom' allows choice. No market lasts forever.



For more information or to schedule an appointment please call 646.780.7594



Penthouse with Private Terrace and Roof Deck

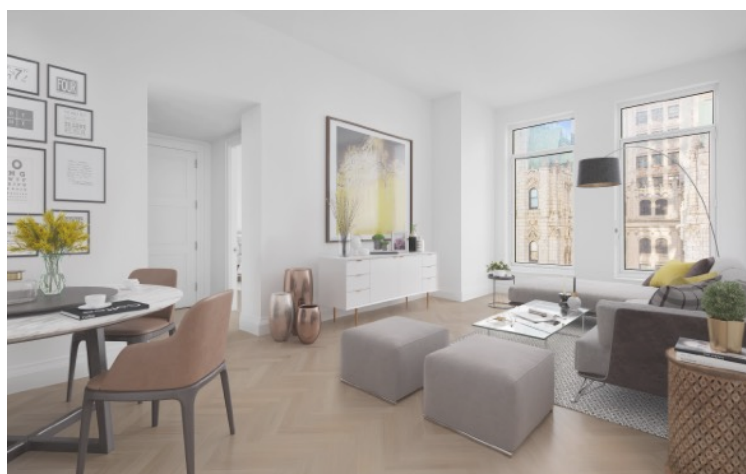
161 Hudson Street, Tribeca
\$14,000,000

Located in the heart of Tribeca this 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.



260 West Broadway, Tribeca
\$7,000,000

With almost 45 feet of south-west-facing, sunny frontage overlooking Tribeca Park with its majestic London Plane trees, this centrally located authentic 5-bedroom loft with massive arched windows used to be home to the recording studio of world-renowned musicians including Earth, Wind & Fire, not to mention some of the most notable names in fashion. Tall ceilings further enhance the majestic pre-war architectural details that abound throughout this home.



New! 30 Park Place, Tribeca
\$2,750,000

Located in the iconic Limestone clad Four Season's Tower at 30 Park Place, designed by Robert A. M. Stern, this 1,100+ square foot one-bedroom, 1.5 bathroom residence is located on the eastern side of the building with abundant light and views of Lower Manhattan. There is currently a tenant in place paying \$8,000 through 3/21/2020. Tenant would be willing to extend for another year.. (Image Virtually Staged)

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40 East 67th Street - Upper East Side

\$13,995,000

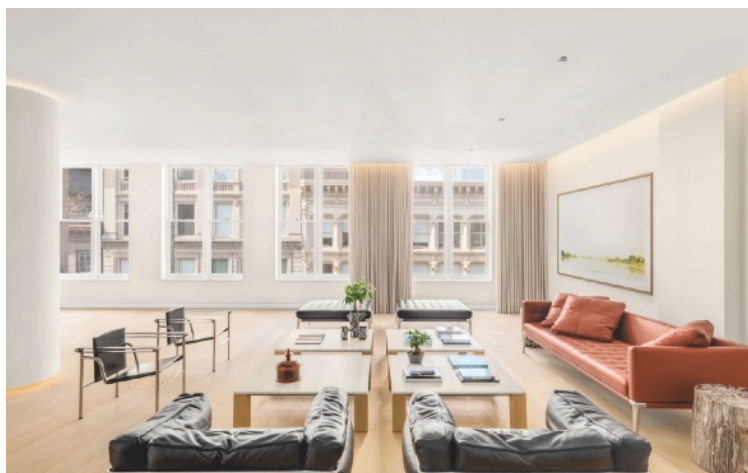
Superbly positioned moments from Central Park, this magnificent, 20-foot wide townhouse with an elevator is located between Park and Madison Avenues, in the most convenient and fashionable part of the Upper East Side.



151 West 17th Street - Penthouse - Chelsea

\$6,000,000

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.



476 Broadway, Soho

\$8,000,000

Recently completed A+++ quality minimalist modern renovation of the very highest order in a topnotch pre-war condo loft building. 3 bedrooms, 3 bathrooms, 50ft width.



53 North Moore St - Tribeca - +/-4,000sf

\$6,750,000

These two large apartments have already been partially combined on the most desirable cobblestone block of Central Tribeca with windows facing East, North and West. Rarely does a loft apartment of this scale become available in this location and building that easily accommodates 4-5 bedrooms.



870 Fifth Avenue - Upper East Side

NEW PRICE - \$10,000,000

This brand new, never-lived-in beauty is perched on a high floor with over 55 feet of frontage overlooking iconic Central Park. A recently completed extensive renovation by a leading designer has been performed to the most exacting standards.

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Bright & Breathtaking Penthouse

**141 East 88th Street
Upper East Side
\$9,750,000**

This bright, breathtaking penthouse is one of only two newly constructed penthouses perched atop the recently converted full-service Philip House, boasting a rare combination of complete privacy and tranquility with landscaped terraces on both floors. The four set-back terraces provide privacy and make this home extraordinarily quiet. This mint, meticulously detailed contemporary classic Carnegie Hill duplex is infused with light all day long through an abundance of large windows that captivate wide-open views over the most convenient and desirable neighborhood on the Upper East Side.

**DID YOU
KNOW?**

Lenders extended \$700 billion of home loans in the July-to-September quarter, the most in 14 years.



**497 Greenwich Street - Soho
\$10,000,000**

This mint condition, architectural landmark boasts exceptional light, volume and terraces that defy description. The full-service condominium features a swimming pool, gym and guest suite on the most discreet block in Manhattan.



**995 Fifth Avenue - Upper East Side
\$10,000,000**

The Stanhope: a rare 4-bedroom pre-war fully renovated (in 2015), mint, move-in Cond-op (Co-op with condominium rules) designed in 1926 by Rosario Candela - this landmark building is positioned directly across from the Metropolitan Museum of Art and Central Park, enjoying views over both.

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270 Broadway, Tribeca
\$7,500,000

This high-floor, sun-kissed spacious home with a terrace perched atop a discreet pre-war full-service condominium building boasts views and light South, West, and North, with expansive, protected views through 44 large windows.



315 East 18Th St - Gramercy - Townhouse
\$12,000,000

Nestled on a picturesque block, moments from Gramercy Park, is a recently completed Greek revival style gut-renovated townhouse that has been superbly designed and re-constructed to the most exacting standards to meet the demands of a modern lifestyle.



6 West 20Th Street, Chelsea / Flatiron
\$10,000,000

This recently completed, precisely gut-renovated private full-floor loft off Fifth Avenue is just moments from Madison Square Park. Designed by Russell Riccardi Architect and executed by John Hummel and Associates this voluminous and wide loft spanning 50 feet of frontage is bathed in natural light all day.



160 East 22Nd St, 19C - Gramercy
NEW PRICE: \$2,750,000

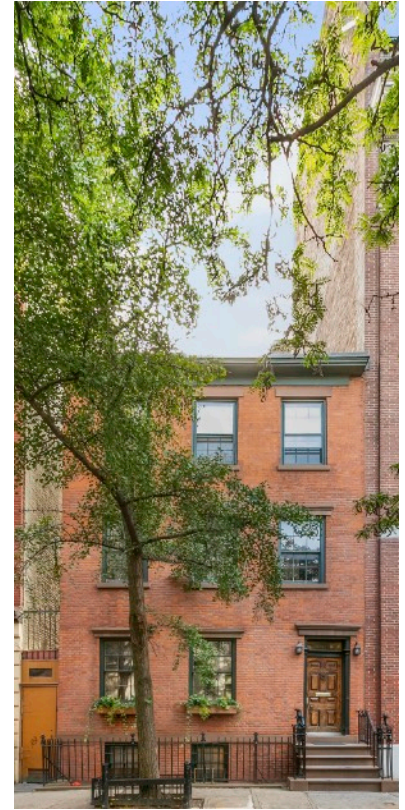
Hovering above the heart of the Gramercy Park Neighborhood, residence 19C is an almost 1,300 square foot 2 bedroom, 2-bath condominium home in a new, full-service building with inspiring open city views that include Gramercy Park itself.

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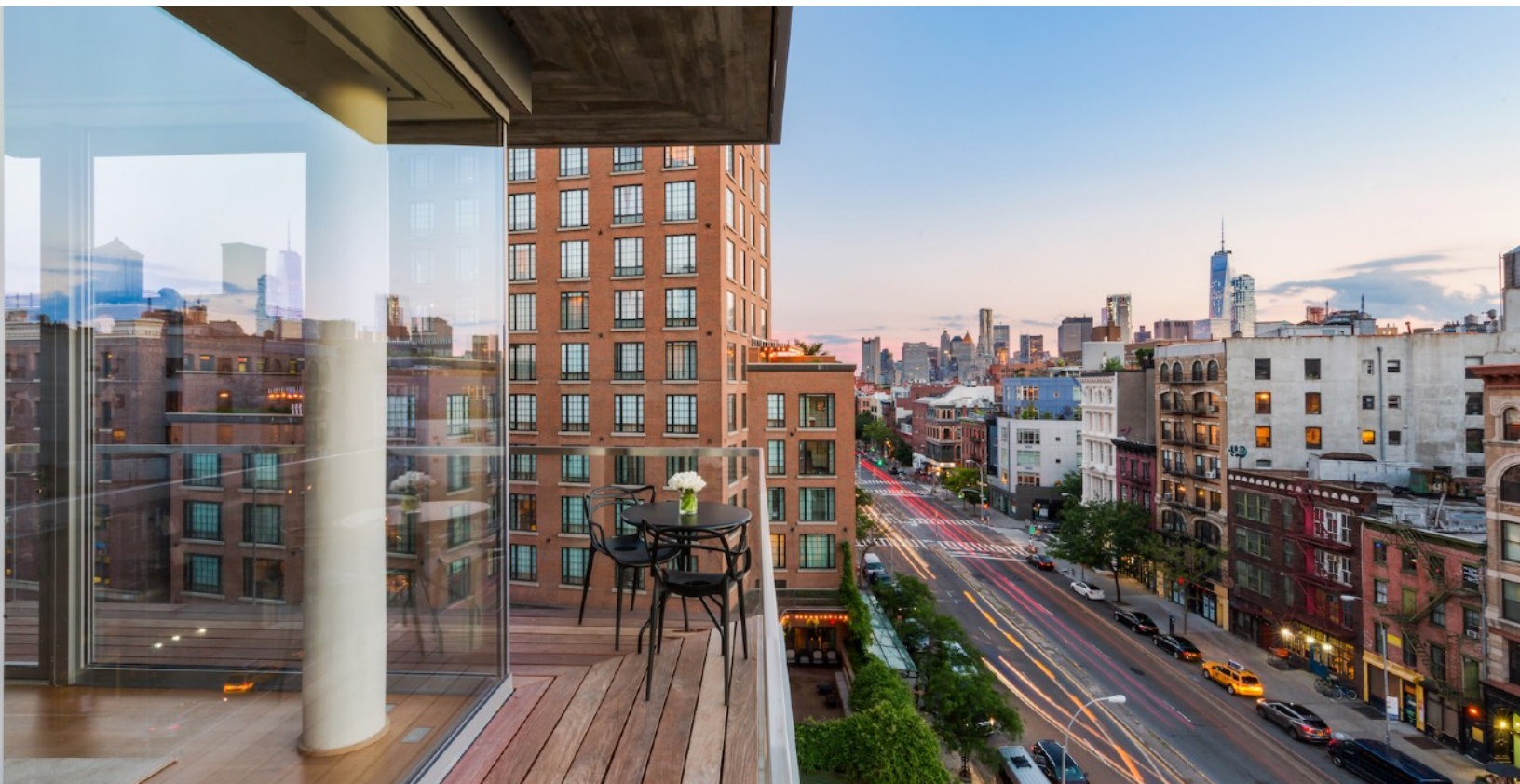
611 West 56Th Street - Hudson West - New Condominium

Pritzker Prize-winning Alvaro Siza's white limestone clad masterpiece offers full-service boutique-scaled living at its finest with a variety of apartments ranging in size from 1-bedroom to full floor 3-bedroom homes and a spectacular penthouse with panoramic views. Neighbor to the new Cipriani and Soul Cycle.



25 Barrow Street West Village \$7,150,000

Built in 1826, this beautiful four-story 22' wide Federal brick townhouse is on a 25' wide lot and is part of the Greenwich Village Historic District.



347 Bowery - Noho/East Village - Immediate Occupancy

BRAND NEW - 3-BEDROOM, 3.5-BATHROOM DUPLEX - \$6,500,000 - NEW PRICE!

Mini-Luxe

Volume and pricing **IMPROVE**

Smaller luxury properties between \$1m and 2m

111 properties signed and closed
Average Price: \$1,482m \$1,597/SF
Average Size: 944sf
Our analysis: Sales volume and pricing rise.

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

Midi-Luxe

Volume recovers, pricing slips.

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

81 properties signed and closed
Average Price: \$2.821m \$1,736/SF
Average Size: 1,625sf
Our analysis: Volume improves after very weak September although pricing dips.

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

Ultra-Luxe

Volume improves slightly, Pricing dips.

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

10 properties signed and closed
Average Price: \$4,458m \$2,147/SF
Average Size: 2,080sf

Our analysis: Weak sales volume improves. Pricing recovers notably after last month's distorted figures pushed down due to multiple properties requiring a gut renovation.

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

Mega-Luxe

Strong closing volume, but pricing was notably lower.

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

29 properties signed and closed
Average Price: \$8,493m \$2,584/SF
Average Size: 3,291sf

Our analysis: 3 High-priced penthouse closings signed many months ago closed pushing averages up. This figure is solid mostly due to closings.

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

House Luxe

Townhouse sales volume was solid.

Larger, single family townhouses

4 properties signed and closed
Average Price: \$8,35m
Average Width: 20 feet

Our analysis: Sales pulled back to a more normal, healthy pace. The largest sale was a brand newly renovated 5,322sf house on Perry Street that sold for \$2,396/sf.

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



152 Elizabeth Street - Nolita NEW PRICE: \$13,750,000

With an exacting eye and generous spirit, Pritzker Prize Laureate Tadao Ando and renowned interior architect Michael Gabellini are making history with 152 Elizabeth Street. Ideally situated in vibrant Nolita, the building stands as Ando's first residential work outside of Asia. Final Full floor, 4 bedroom unit with fireplace.

Under Counter Water Ionizer



Compass
111 5th Avenue
New York, NY 10003

Life Ionizer M13X Next Generation.
This 13-plate home water ionizer
produces 5-6 liters per minute of
ionized drinking water. Many believe
Alkaline Water is outstanding for
your health. Easy to install under the
sink....

lifeionizers.com

DID YOU KNOW?

Raised Mansion taxes
traditionally paid for by
the buyer are now part
of the negotiation.

Our Team

We deliver exceptional service in the New York and Brooklyn luxury real estate markets. With sales in excess of several billion and consistently amongst the USA's most respected 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. Please let us know how we may be of assistance to you.

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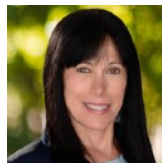
HERVE



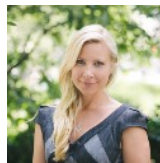
AMY



CALLI



LOIS



AIMEE



MANNY



HAROLD



BRETT



MICHAEL



PETER



NEIL



ROBERT