



825 Fifth Avenue - 45 Feet Of Central Park Frontage
\$8,250,000



Strong Decembers Deliver Strong First Halves?

There was an undeniable pick-up in sales activity in the final weeks of 2019 after a sluggish second half.

- * The combination of higher mansion and transfer taxes, heightened "Recession Obsession" and the awareness of the cost of the revised SALT tax deduction limits kicked in. June 2019 sales and closing activity sucked the air out of the following 4-5 months especially in the luxury markets.
- * After several months of a 'wait-and-see' mentality, many buyers - armed with bonus money and renewed economic optimism and tired of waiting - saw prices adjust to the new realities and stepped in to buy. Will this solid activity continue into the New Year? It usually does.
- * A strong December often signals a strong first half of the year, which is mostly the busier time for markets anyway with the approach of Spring and the hope of being in a new home by the Summer.
- * Add in the low interest rates (that could tick up if wages and energy prices rise) and record-level equity markets that may not produce the same huge returns of 2019 and there is a strong recipe for a solid real estate market.
- * While the almost-certain turbulence that will ensue around the Presidential Election could be a distraction, the last 4 years have shown us how resilient the consumer is to the geopolitical turbulence that never seems to cease.
- * Fears of a mass exodus from New York are distorted: Some Baby-boomers are certain to leave (as they always have), but with Apple, Amazon and Google adding around 2.4 million square feet of office space, expect a solid future.

For more information or to schedule an appointment please call 646.780.7594



DID YOU
KNOW? Google is
adding 1.3 million sf in
Manhattan. Apple is
closing in on 750,000sf
and Amazon is adding
350,000sf

• •
• •

Minimalist Modern Loft

476 Broadway, Soho
\$8,000,000

With almost 50 feet of West facing frontage, this loft - almost 4,000sf in size - benefits by Southern and Eastern windows and light too through a total of 18 large windows. The seamlessness of the installation is notable everywhere, with a flushness of installation that a true connoisseur of craftsmanship will appreciate.



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.



161 Hudson St, Tribeca - 5-Bedroom Mega-Loft
Price Upon Request

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.

For more information or to schedule an appointment please call 646.780.7594



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.



825 Fifth Ave - Upper East Side

\$8,250,000

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 with a level of detailing and precision rarely seen.



46 Mercer Street - Penthouse - Soho

COMING SOON - \$8,500,000

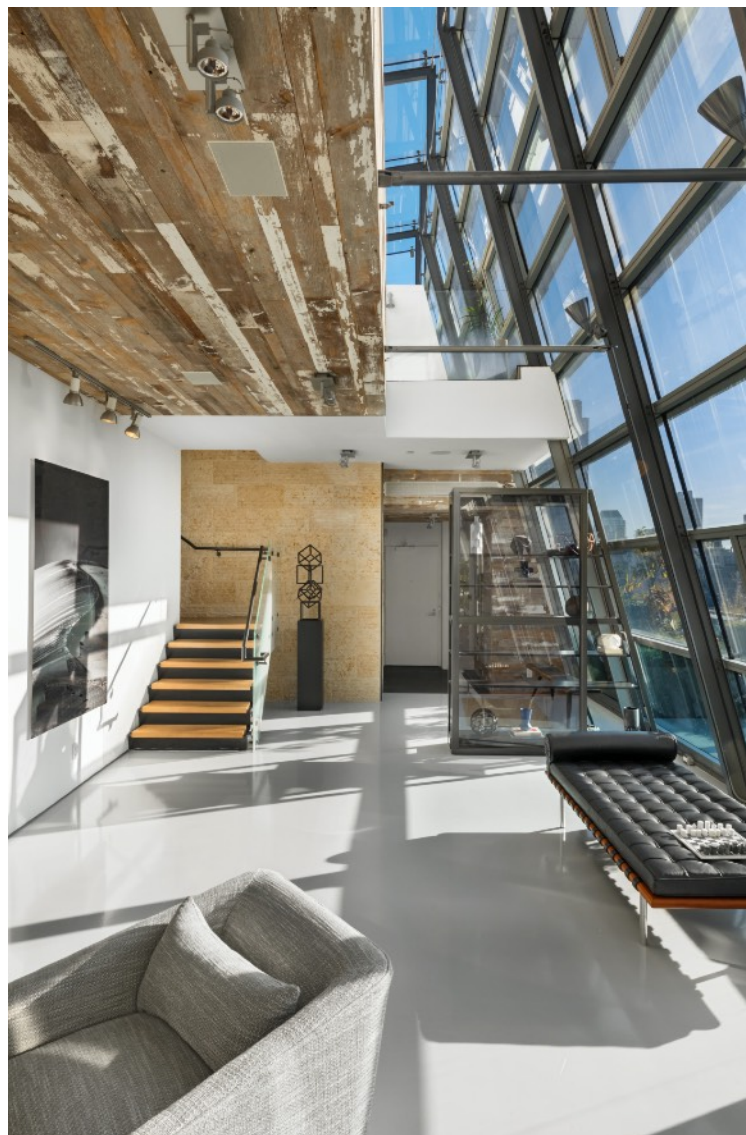
Open, big, protected sunset views in Soho are incredibly rare: The elevation of this penthouse condominium atop The Hohner Building is of collector quality, clearing all of Soho with impressive vistas that span from Downtown Manhattan all the way north past Hudson Yards to Midtown.



252 Seventh Avenue - Chelsea

COMING SOON - \$5,000,000

A light-filled, grandly scaled 3-bedroom loft apartment with low monthly carrying costs and 14 over-sized tilt-and-turn windows sits on a prime, corner perch in The Chelsea Mercantile, Downtown's pioneering full-service loft condominium building with a full suite of amenities including parking.



497 Greenwich Street - Soho - Penthouse

\$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.



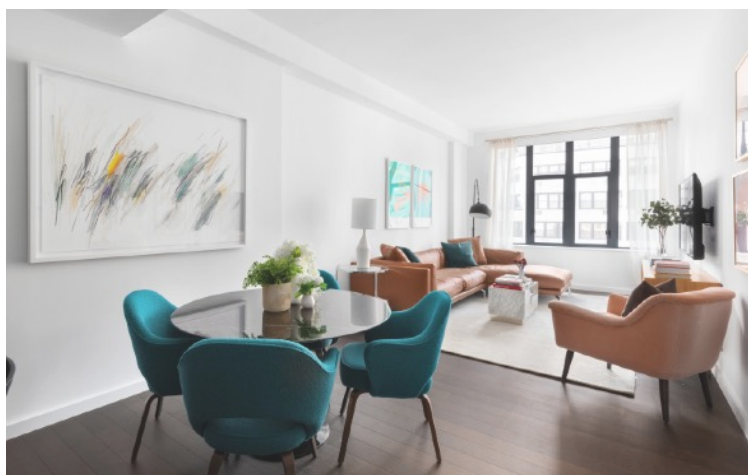
Triple Mint Full Floor Flatiron/Madison Square Park Loft

**6 West 20th Street
Flatiron
\$10,000,000**

This triple-mint, 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.

**DID YOU
KNOW?**

The S&P 500 was up 29% in 2019, its best showing since 2013. Bonus buyers have emerged.



THE LINDLEY - 591 Third Avenue - Murray Hill

This recently completed full service condominium moments from the Public Library and Grand Central Station offers beautifully finished 1-2 bedroom homes starting around \$1.25 million with a tax abatement that brings monthly costs down notably. A 24-hour doorman, gym and lounge are some appealing amenities.



38 Cobb Isle Road - Water Mill, Hampton's \$9,495,000

Welcome to 38 Cobb Isle Road, an "Aman-Inspired" waterfront home located in the beautiful hamlet of Water Mill South. The first words that come to mind when you arrive at this waterfront home are serenity and simplicity. Surrounded by inspiring views of Mecox Bay from the moment you drive up, this home was built and designed with a complete focus on water and the tranquility it infuses into your life.

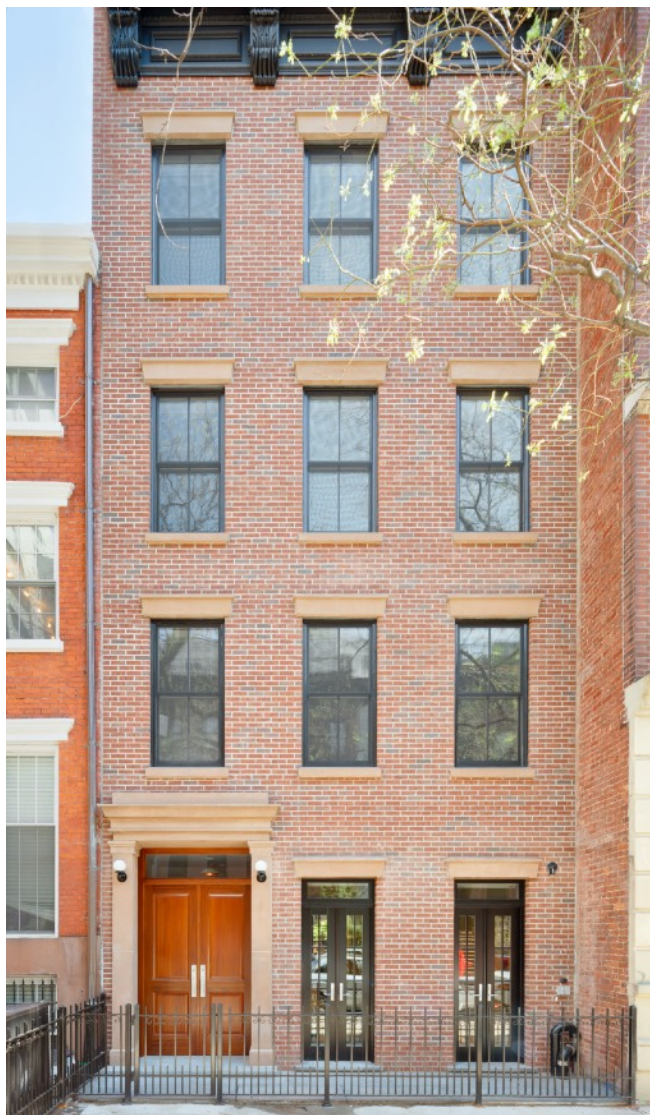
For more information or to schedule an appointment please call 646.780.7594



270 Broadway, Tribeca

\$7,500,000

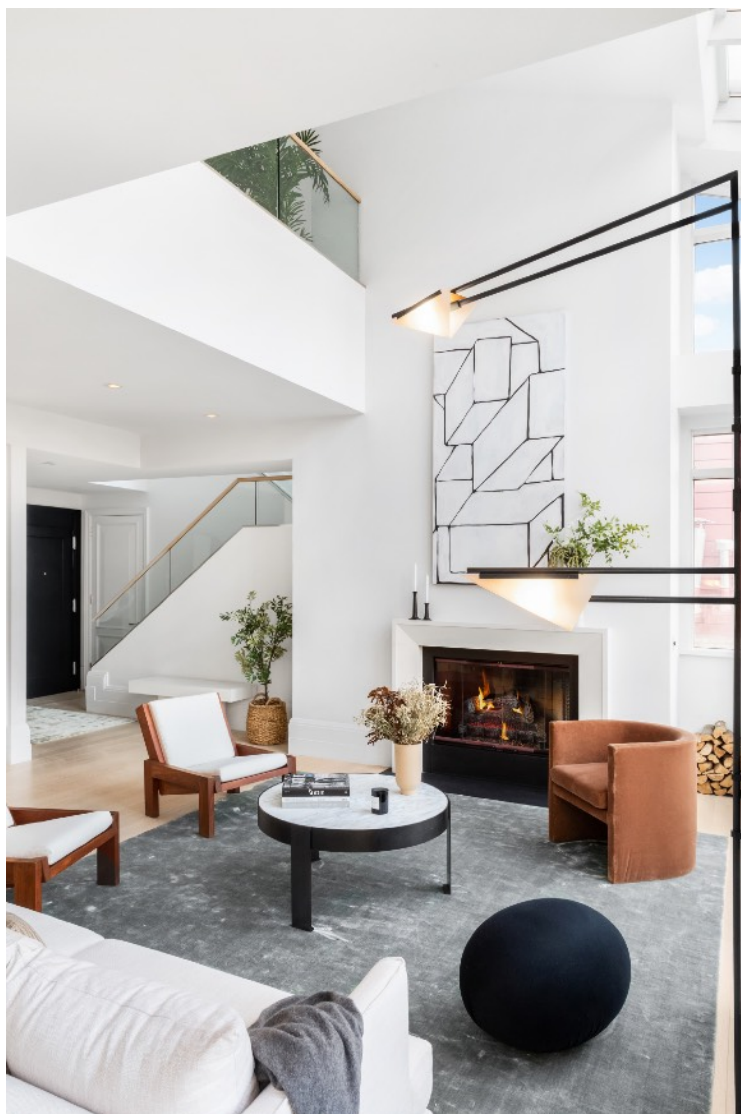
This high-floor, sun-kissed spacious home with a terrace perched atop a discreet pre-war full-service condominium building boasts views and light South, West, and North, with expansive, protected views through 44 large windows.



315 East 18Th St - Gramercy - Townhouse

\$12,000,000

Nestled on a picturesque block, moments from Gramercy Park is this 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.



141 East 88Th St, 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.



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.

For more information or to schedule an appointment please call 646.780.7594



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 **STABLE**, strong for December and pricing **RECOVERS**

Smaller luxury properties between \$1m and 2m

108 properties signed and closed
Average Price: \$1,543m \$1,538/SF
Average Size: 1,014sf

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

Our analysis: Sales volume remains solid, especially for a December and pricing recovers.

Midi-Luxe

Volume **JUMPS**, pricing rises.

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

93 properties signed and closed
Average Price: \$2.865m \$1,794/SF
Average Size: 1,588

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

Our analysis: Volume improves notably and pricing heads upwards.

Ultra-Luxe

Volume remains strong, especially for a December, Pricing rises.

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

19 properties signed and closed
Average Price: \$4,450m \$2,103/SF
Average Size: 2,168sf

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

Our analysis: Sales volume holds up, strong for this time of year. Pricing rises above \$2,000/sf again.

Mega-Luxe

Strong volume for December, pricing remains stable but **STRONG**.

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

24 properties signed and closed
Average Price: \$8,392m \$2,684/SF
Average Size: 3,130sf

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

Our analysis: Very solid activity for this time of the year and pricing remains stable..

House Luxe

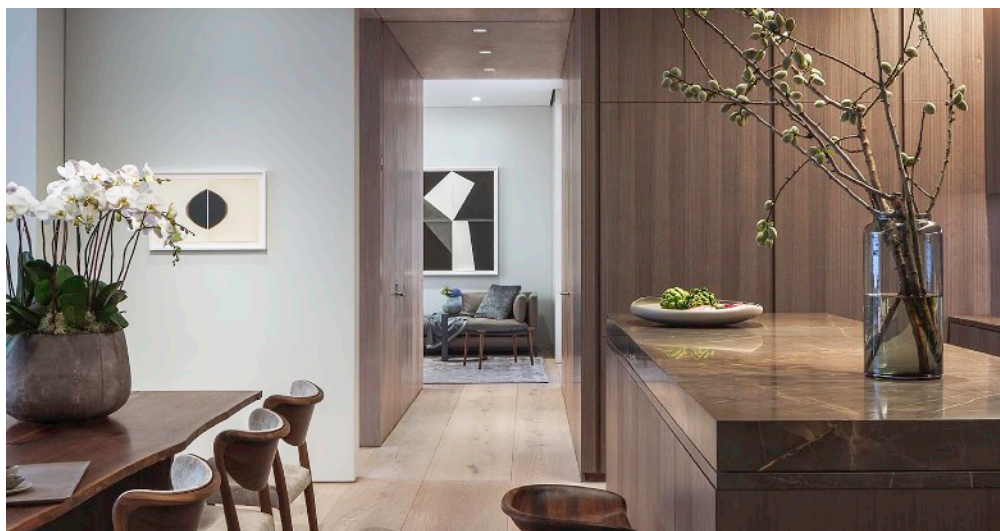
Townhouse sales volume was solid.

Larger, single family townhouses

3 properties signed and closed
Average Price: \$5,958m
Average Width: 20 feet

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

Our analysis: Stable activity, although lower priced houses were the focus this month.



152 Elizabeth Street - Nolita THE FINAL UNIT: \$5,985,000

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 half floor, 2 bedroom unit.

Furnishings With Built-In Wireless Charging.



This rather stylish bedside lamp by Masdio by Ampulla includes a built in wireless charging station for your phone (no more wires!)....and a wireless speaker.

DID YOU KNOW?
The New York Metropolitan Area's GDP is larger than Australia's entire economy.

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.

T 646.780.7594

C 917.385.0565

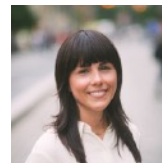
www.theleonardsteinbergteam.com



LEONARD



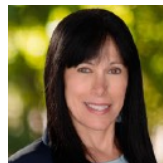
HERVE



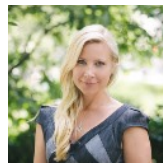
AMY



CALLI



LOIS



AIMEE



MANNY



HAROLD



BRETT



MICHAEL



PETER



NEIL



ROBERT

