

the only monthly market report on downtown new york luxury real estate

Other Real Estate Reports provide information that may not be current enough to fully assess the state of the market: we offer an alternative. We are brokers working in the New York Residential Real Estate market on a daily basis, giving you an insider's perspective to gauge the market as it is...today. While other reports deal with average, our focus is luxury.

a luxuryloft production

MARKET UP 3-8%?



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Our 2007 1st quarter figures show remarkable resilience in the Manhattan Downtown Luxury Market: While these figures are not 100% accurate as they take into account signed contracts as well as closed sales, they are certainly balanced by numerous new development signed contracts that are not registered. The average price per square foot of an AVERAGE downtown condominium is approaching \$ 1,500/sffast.

Speak to any real estate office manager and the story is consistent: March, 2007 was a record breaking month...again. Inventory levels, especially in apartments deliverable within 90 days, has shrunken, and the bulk of inventory lies in new buildings, many of which will be ready 12-24 months from now..... even those are selling well. Pricing disparity is emerging between buildings that deliver on every level and those that are somewhat tired. Many newer buildings disguise ordinary and average with clever marketing campaigns that focus more on gimmicks & (often useless) amenities rather than quality of space.

Will this activity run out of steam? Will the cooling economy cool everything else? Will the buyers who were waiting out the 2nd half of 2006 find homes and then will the buyer pool run dry? Or is the demand simply too great, and the supply just insufficient? Time will tell.

THE SUBPRIME MARKET – IS THIS A MANHATTAN PROBLEM TOO?

The subprime mortgage market meltdown that has made headlines in the past few weeks has many in Manhattan asking: will this affect us? It is not sure exactly how many Manhattan buyers fall within this category, but what we do know is that Manhattan is unlike most markets. Most co-ops do not allow financing more than 80% of a purchase, and the majority of those that would qualify as 'subprime' borrowers would not make it past the Boards even if they were able to come up with the 20% cash requirement (which is extremely unlikely).....with about 75% of Manhattan properties owned through co-op structures, we feel the subprime issue should not affect Manhattan in any noticeable way. The Condominium market (about 25%) is the area where marginal borrowers could get into trouble, but a strong majority of the buyers of Condominiums in Manhattan are not struggling to make ends meet, and very few of them are investment buyers. We feel that the Boroughs are where problems could arise where less wealthy, sometimes less educated buyers with marginal credit ratings have been lured into impossible home ownership dreams by seedy lenders. ... Over the long term, if bank profits fall, and Wall Street lays off staff, one could assume a bigger picture problem for Manhattan. This seems unlikely, yet certainly not impossible.

APRIL 2007 FEATURED PROPERTIES

200 ELEVENTH AVENUE - A NEW ORDER IN ARCHITECTURE - A FIRST FOR NEW YORK



Designed from the inside out, 200 Eleventh Avenue offers 16 residences with unparalleled attention to the needs of modern living, with elevated craftsmanship throughout the entire building. Homes feature double-height ceilings and oversized glass doors that open to outdoor glass balustrades facing CHELSEA COVE and the Hudson River.

Priced from \$4.7M and up
For more info visit our web site
www.200eleventh.com

41 EAST 21ST STREET - GRAMERCY/FLATIRON OASIS



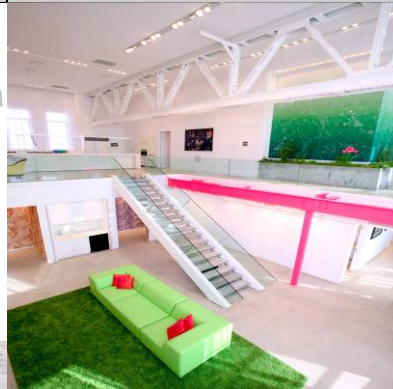
Located steps from Gramercy Park, this gorgeous pre-war 24 hr Doorman Condo loft apartment is positioned on a high floor in an elegant, pre-war building. Generous Living Room and open kitchen. North Exposures, 11ft ceilings, Roof Deck.
\$1,750m

251 WEST 19TH STREET - CHELSEA'S ULTIMATE



Words cannot describe this truly immaculate, gut-renovated, high-floor South-West corner loft apartment recently featured in ELLE DECOR. World-class standards have been applied throughout this sun-flooded home, with it's over-sized windows, soaring ceilings, floating walls and an attention to detail that is simply not to be found anywhere. The expansive Living/Dining room, perfect for glamorous entertaining, adjoins an all white kitchen with custom cabinetry featuring Sub Zero and Miele appliances. The bathrooms are a symphony of the best modernist fixtures and finishes. With custom lighting, ducted central air-conditioning and everything else you'd expect, this prized residence is located in a 24-hour doorman condominium building in the heart of Chelsea, steps from all shopping, restaurants and transportation. A chic new lobby is planned to complete this picture of pure perfection.
Low Cc's and taxes **NEW TO MARKET** \$ 2,995m

213 WEST 23RD STREET - BARONIAL LUXOCRAT LIFE



Unlike anything, ever, this cavernous duplex condo loft on the quiet side of the building radiates light of an immaculate quality through huge windows with open views. The sensational architecture makes this a one-of-a kind not to be missed. A brand new lobby and 24 hour doorman are coming too.
\$ 8,945m
Also available for rent at
\$50,000 / month

115 FOURTH AVENUE - UNION SQUARE LUXE



Located steps off Union Square, close to every conceivable convenience, this perfect 1 bedroom, 2 bathroom jewel has been gut renovated throughout. All floors are Cherry wood, dream kitchen and bathrooms set the tone. 11ft ceilings, superb West sunlight. Double windowsjust move in!
Doorman Condo. \$ 1,485m

For more information on any of these properties, please call: (212)727-6164

THE APRIL 1, 2007 REPORT: Our 5 classifications of property:

MINLUXE - Unbelievable: busier than February

Although smaller, luxury is not compromised, priced between \$1 and \$2 million.

of properties sold: 250 SIGNED/IN CONTRACT (UP, compared to previous month)
Average price: \$1,477m (\$1,135/sf UP compared to previous month, and UP from previous quarter)
Average Size: 1,355sf (DOWN SLIGHTLY compared to previous month)
OUR ANALYSIS: * Activity levels for March continued to break records: Many buyers are shocked at how much less they can afford and how few choices are available.
* Demand far outstrips supply, especially in re-sale units

MIDLUXE – Consistently strong.

Mid-sized luxury properties, priced between \$2million and \$4million

of properties sold: 105 SIGNED/IN CONTRACT (EVEN compared to previous month)
Average price: \$2,715 million (\$1,267/sf...UP compared to previous month, UP from previous quarter)
Average Size: 2,097sf (EVEN compared to previous month) ,
OUR ANALYSIS: * Volume incredibly strong, average pricing eased upwards....

ULTRALUXE – No February craziness, but strong.

Larger, luxurious properties priced between \$4million and \$5million

of properties sold: 9 SIGNED/IN CONTRACT (DOWN compared to previous record month)
Average price: \$ 4,555million (\$1,689/sf, UP NOTABLY compared to previous month, UP from previous quarter)
Average size: 2,764 sf (DOWN slightly compared to previous month)
OUR ANALYSIS: The average pricing here rose notably as 40 Mercer Street started closing: We predicted this would happen as several new buildings pricing is higher and registers only once closed. Soon the average pricing of other reports will reflect these increases too.

MEGALUXE – Activity levels up again...

Large, exceptional properties, priced over \$ 5million mostly with outdoor space

of properties: 16 SIGNED/IN CONTRACT (UP from previous super-strong month)
Average price: \$7,676 million (\$ 1,751/sf. DOWN slightly compared to previous month)
Average size: 4,431sf (UP SLIGHTLY compared to previous month)
*As predicted last month, with so many deal signings pending, this classification saw another increase in volume, a good reflection of the global luxury market.
*Some of these buyers include those trying to re-create the volume of space they had in their vast suburban homes....this often results In a combination of units to create large apartments.

HOUSELUXE – Impressive volume.

Larger, Single family townhouses are a rare breed in the Downtown market.

of properties: 25 (UP compared to previous month)
Average price: \$5,486 million (DOWN compared to previous month (UP \$/sf))
Average width: 18 feet
OUR ANALYSIS: * Large volume of smaller houses sold this month
* Pricing per square foot keeps rising. An un-renovated house in the Village sells for well above \$ 1,500/sf if it contains some original details.
* A gut-renovated house in the West Village starts at \$ 2,000/sf PLUS....

LUXURY FINDS

ED'S LOBSTER BAR 222 Lafayette Street, between Spring and Broome Streets
Tel: (212-343-3236).

Do you love the Pearl Oyster Bar? Well, the chef has departed and opened a wonderful restaurant in SOHO with a LOBSTER theme that enthralls...and while it is strong on quality it is surprisingly well priced too. A superb RAW BAR too....

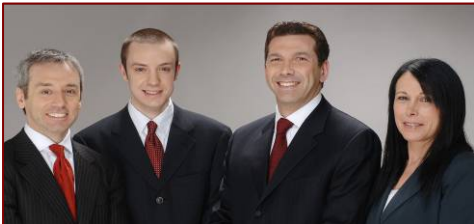


LUXURY CONNECT

Ok, ok....we know its just a vacuum cleaner.....but actually this is a vacuum cleaner that sets a whole new standard in the arena of style and quality. MIELE has introduced the S-5 series of vacuum cleaners offered in a variety of colors (to match your I-pod?).....they are super-quiet AND they have a lifespan of about 20 years. Yes, they are very expensive, but divided over 20 years they become quite cheap compared to the other cleaners out there that last a few years at best, are noisy, inefficient, and don't quite match your colors and.....they are not a MIELE!
www.miele.com



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Leonard Steinberg & Hervé Senequier, Terry Nye and Lois Planco are consistently Downtown's leading brokers specializing in the luxury real estate market.... with a track record for integrity, professionalism and results. For more information about our unique full service brokerage, view: www.luxuryloft.comor contact us at: (212)727-6164 to learn how you can benefit from our *REAL ESTATE SOLUTIONS*.

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***While every effort has been made to provide accurate, up-to-the minute information based on closed *and* contract-signed transactions, the information is provided subject to errors, omissions and changes. Our criteria for luxury may be different to others. Some prices are estimates only as they have not closed yet. For 100% accurate information, please consult a legal professional to perform the necessary due diligence.