

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



THE FUTURE?

*The demand for big-city living will grow, and continue to do so for decades to come.

*The demand for family sized apartments will grow as more families want their kids growing up in the City

*Cities like New York, London, Tokyo, Paris, etc will become even more expensive.

*City dwellers are more efficient and GREEN: They consume a fraction of the energy of their counterparts.

*A tipping point has arrived in the public's acknowledgement of environmental responsibility: The concept of walking to the store seems much more responsible than driving there in your SUV.

*People across the globe are at the end of their rope with long commutes: they are expensive, irresponsible, unhealthy and steal precious free time.

*We see a potential new trend emerging: Right now there appears to be a shortage of quality apartments for re-sale: the bulk of move-in, beautifully finished out, quality units are selling mostly in new developments. When those are completed, the unsold units will add to the inventory and added to this inventory will be many units being sold by those buying into the new buildings. What those figures are exactly is a bit of a guessing game, but they will be high.

*The volume of buyers probably won't meet the volume of new construction units over the near future, and at this point pressure will mount on pricing. Average properties that are priced high will run into trouble, or may simply take a lot longer to sell.

*Super luxury properties will continue to thrive as the demand far outstrips the supply.

*Pre-war apartments will escalate significantly in value. They are becoming more of a collector item each year.

NEW CONSTRUCTION WAR IS LOOMING.....

With the 421-A tax abatement program ending this year, developers of new construction projects will be faced with a dilemma: how to develop and sell apartments with fully matured taxes and no abatement. Currently, many new construction buildings are palatable to buyers ONLY because the abatement sharply reduces real estate taxes for the first 2 years, thus keeping monthly costs affordable. The taxes rise every 2 years over a 10 year period to their full estimated value. These values are mostly ridiculously high when compared to the taxes of similar, existing properties. We think a war is looming on 2 fronts: one from frustrated developers and another from buyers who after a few years of ownership realize their real estate tax bills are absurd. Who is guilty? Both Government for over-assessing + developers for disguising fully matured real estate taxes in the sales office...

MAY 2007 FEATURED PROPERTIES

213 WEST 23rd STEET – ENORMOUS PRICE REDUCTION ON DOWNTOWN'S MOST SPECTACULAR LOFT.



Nothing compares to this exceptional, baronial scaled loft unlike anything in Manhattan. The Hollywood-quality Triplex most famous as the setting for "Ugly Betty" and more recently the movie "Music and Lyrics" has been designed without a budget, using the best of design and technology the world has to offer. With multiple bedroom suites, a cavernous living room with fireplace, a banquet sized kitchen, and an Oscar-worthy staircase, this home is now priced to sell. A brand new attended lobby is in the works. \$ 7,5million

AN ARTIST'S SHELTER ISLAND MASTERPIECE



Shelter Island Modernism: This remarkably private home has been recently gut renovated to the most exacting standards providing endless possibilities for glamorous entertaining. The large gunite pool is serene perfection. Urban tastes meet the Hampton's way of life in an inimitable style.

\$ 2,295million

251 WEST 19TH ST. – CHELSEA'S ULTIMATE PRIZE



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 \$ 2,795m

74 FIFTH AVENUE – GOLD COAST VILLAGE LOFT



This high floor, lower Fifth Avenue loft awaits your touch to transform it into a Collector quality gem. With light beaming through multiple over-sized windows on an East and South corner, this magical space with 12 ft ceilings easily accommodates 3 bedrooms. Located in an elegant, pre-war loft building, don't miss out on this rare opportunity. \$2,85million

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 MAY 1, 2007 REPORT: Our 5 classifications of property:

MINILUXE - Consistently very busy

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

of properties sold: 245 SIGNED/IN CONTRACT (UP, compared to previous month)
Average price: \$1,439m (\$1,139/sf EVEN compared to previous month)
Average Size: 1,264sf (DOWN SLIGHTLY compared to previous month)
OUR ANALYSIS: * April was again a very good month in this sector
* Pre-war apartments surge in value, even in co-ops

MIDLUXE – Stronger than March

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

of properties sold: 113 SIGNED/IN CONTRACT (UP compared to previous month)
Average price: \$2,740 million (\$1,231/sf...DOWN SLIGHTLY compared to previous month)
Average Size: 2,240sf (UP compared to previous month) ,
OUR ANALYSIS: * Volume very strong, average pricing eased downwards....
* All of a sudden, there is a larger inventory in this price-point and some (relatively) 'good buys'

ULTRALUXE – Healthy activity + pricing

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

of properties sold: 11 SIGNED/IN CONTRACT (UP compared to previous record month)
Average price: \$ 4,594million (\$1,607/sf, DOWN SLIGHTLY compared to previous month)
Average size: 2,862 sf (UP slightly compared to previous month)
OUR ANALYSIS: * Few, quality apartments in this price-point.
* 100 Eleventh Avenue is selling well

MEGALUXE – Activity evens out...

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

of properties: 9 SIGNED/IN CONTRACT (DOWN from previous record month)
Average price: \$7,886 million (\$ 1,709/sf. DOWN slightly compared to previous month)
Average size: 4,617sf (UP SLIGHTLY compared to previous month)
*Some super-luxe sales happened in the month of April, and the viewing activity is so strong that one could be certain the figures in this category will remain consistently strong.
*Some combination apartment sales will not register here as buyers needing large apartments combine 2 or more lower-priced units.

HOUSELUXE – April was very busy!

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

of properties: 18 (DOWN compared to previous month, but still well above average)
Average price: \$5,771 million (UP compared to previous month (UP \$/sf))
Average width: 20 feet
OUR ANALYSIS: * Large volume of houses traded as they become viable options to large apartments that are scarce.

LUXURYFINDS

P*ONG – Pichet Ong is an alumni of Jean Georges...this 35 seater find in the Village offers something sweet and savory...the bar is an instant hit.

150 West 10th Street, at Waverly Place (212-929-0898).



LUXURYGREENING

And now, in the spirit of environmental responsibility, here are a few EASY things to do to help our little planet (and city)...without compromising too much of our fabulous New York way of life....

- 1) Replace (at least) 1 incandescent light bulb with a fluorescent bulb (the laundry closet?)
Tinted fluorescents are more palatable for skin tones.
 - 2) When using your oh-so-chic rain-shower, reduce the pressure by a third, and/or cut back the length of the shower by 30 seconds ...
 - 3) If you MUST have a 48" fridge, buy two 24" fridges instead and turn one off when not in use...
 - 4) Install Ducted Central Air: Its much more efficient than those wall units (or window units)...and if you cannot, put timers on your units so that they don't run all day. Start them up 2 hours before you come home.
 - 5) Don't keep the water running while brushing your teeth
 - 6) Unplug electrical appliances not in use
-now multiply the above by a few million....

the**LUXURYLOFT**team
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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.