LUXURY *LETTER*

April, 2010

the only monthly downtown new york luxury real estate market report







HOW DOES NEW YORK CITY RATE?

New York fares well in comparison to other global capitals following the economic downturn of 2008, according to *Cities of Opportunity*, an annual report on what makes cities thrive, released in a report by the Partnership for New York City and Price Waterhouse Coopers. The report analyzes how twenty-one global cities perform as centers of business opportunity, according to 58 variables in 10 indicator areas. New York City holds the top spot in two categories and ranks in the top 6 cities in 8 of the ten categories. New York City and other long-standing world business capitals have weathered a global recession with core economic assets intact but challenges to our pre-eminence are emerging from cities that people find more livable and affordable. Mature cities will need to keep down the costs of living and doing business and improve quality of life to retain top talent and the best jobs in an increasingly competitive world.

- #1 in **Technology IQ and Innovation**, an indicator of a city's ability to adapt to and take advantage of technological advances in the global economy.
- #3 in **Economic Clout**, which indicates a city's ability to influence world markets, attract investment, and stimulate growth. London and Paris take first and second place.
- # 1 in the **Lifestyle Assets** category. As with Economic Clout, this category favors larger, more mature cities that have well-established entertainment, tourism, fashion and culinary industries.
- # 2 in the **Intellectual Capacity** category, beat out by Paris, followed by Tokyo, London, Seoul, and Chicago, dependent primarily on a city's share of top universities and medical schools, as well as its percentage of population with higher education.
- # 13 out of the 21 cities surveyed in the **Cost** category, which the report cites as one of the most basic considerations for business location and expansion decisions, down from #9 (out of 20 cities) in last year's report. New York City fares particularly poorly in cost of living and cost of business occupancy. Los Angeles, Toronto and Chicago rank in the top five.
- # 6 in the **Sustainability** category (tied with London). Stockholm is first, followed by Sydney and Frankfurt. We received a poor rating in air quality and carbon footprint, reflecting the challenges of a densely developed and highly trafficked city.
- # 8 in **Demographics and Livability**, which measures viable housing options, commute times, climate, healthcare, and education. "Second cities" consistently outperform historically dominant "power" cities here.
- # 4 in Transportation and Infrastructure.
- #3 in Ease of Doing Business
- #6 in Health, Safety and Security.

This all bodes well for our city that seems to have weathered the recession almost as boldly as it weathered 9/11!

FIRST QUARTER 2010 UPDATE: We saw a sharp up-tick in the volume of transactions compared to the first quarter of 2009 and the last quarter of 2009. Extremely strong results were seen at the high end of pricing where robust activity continues. We hear of some super-sized deals coming...

CHECK OUT OUR NEW BLOG!..... LUXURYBLURB.COM

APRIL 2010 SELECTION

60 JANE STREET WEST VILLAGE 51 CROSBY STREET SOHO





Located on one of the West Village's most desired tree-lined, cobbled streets, this gut-renovated beauty delivers on every level with over 22ft width and every imaginable convenience and luxury. This is townhouse living at its best! \$9.75m

This full-floor loft style apartment may be entered on Crosby Street or at 210 Lafayette Street with a 24 hour doorman. A classically modern 2 bedroom, 2 bath, with tall ceilings, a fireplace, large windows and superb finishes. \$2.25m

231 TENTH AVENUE **GREENWICH VILLAGE 519 BROADWAY SOHO**





NEW! Located in the heart of the West Chelsea Arts District, overlooking the Highline Park, this remarkable one bedroom 2 Bath is housed in a recently completed boutique-sized condominium with a 24-hour doorman. Large terrace! \$1.5m

NEW! This massive, full floor loft in the heart of SOHO has been gut renovated, including a new lobby. Every imaginable designer fixture features, but it is the many side windows allowing four bedrooms that sets it apart. \$4.9m

For more information on any of these properties, or to schedule an appointment to view, please call: (212)727-6162











54 BOND STREET

Seldom, if ever, does a property of this caliber come to the market: Located on Noho's prized block with 106ft frontage on Bond Street, sandwiched between Greenwich Village, The East Village and Soho, this extraordinary example of Cast Iron architecture is a neighborhood landmark. After recently completing an extensive, detailed renovation to the most exacting standards, the building now comprises 2 retail spaces, 2 full floor loft apartments, and a triplex penthouse with significant outdoor space: 7 floors in total plus the basement. No expense has been spared in this meticulous renovation that is respectful of the past, yet delivers every conceivable modern convenience including a virtual doorman system with a package room. The building represents a unique opportunity for a user/investor or a single user with office space needs. Ceiling heights range from 19ft to 10ft, and the 1,760sf basement has 7ft ceilings. The building has the capacity to generate annual income in excess of \$ 1.65million. The building is delivered with a completed certificate of occupancy. Financing is available. Offered at: \$ 29,950,000.00

The building is also being sold as individual units as well:

Penthouse: 3-7 bedrooms, 4-6.5 bathrooms, 4,863-7,137sf, offered at \$ 14,95million - \$ 19.9million

4th Floor: 2-3 bedrooms, 2.5 bathrooms, 2,274sf, offered at \$ 4.95million. 3rd Floor: 2-3bedrooms, 2.5 bathrooms, 2,274sf, offered at \$ 4.85million.

Retail: 2 retail stores generating in excess of \$ 600k revenue, offered at \$ 6,95million

For more information on this property, or to schedule an appointment to view, please call: T: (212)727-6162

APRIL 2010 SELECTION

163 WEST 18th STREET

PRIME CHELSEA

61 JANE STREET

WEST VILLAGE



A real 2 bedroom, 2 bathroom apartment in a 24 hour doorman, new condominium building in the heart of Chelsea. With superb closet space (and additional storage) plus a washer and dryer, this has it all. Great investment too! \$1.3m



NEW! This beautifully renovated studio faces a sun-filled, quiet picture-perfect treed exposure of the West Village, located in a solid 24-hour DM building with garage and roof deck, steps from the Meatpacking District. \$575,000.00

41 WEST 74TH STREET

UPPER WEST SIDE

350 WEST 23RD STREET

CHELSEA



Located on the most sublime Park block steps off Central Park, this 3 bedroom Triplex with superb outdoor space, located in a historic 2 unit brownstone is the dream of owning a townhouse without the hassles. Mint. \$7.25m



Last 3 BEDROOM UNIT AVAILABLE! This superb brand new modernist condo apartment with a fireplace, features surprisingly quiet treed exposures north and south in the heart of West Chelsea, close to parks & transportation. \$2.4m

For more information on any of these properties, or to schedule an appointment to view, please call: (212)727-6162



THE TOWNHOMES OF DOWNING STREET

Nestled at the southern end of Greenwich Village, steps from Winston Churchill Park, these newly constructed townhouses offer lofty open spaces with large windows, tall ceilings and beautiful gardens. Over 6,000sf in size, this is a unique opportunity to own a contemporary property in a historic district unlike any other. Offered at \$17.5million.

Info: Leonard Steinberg

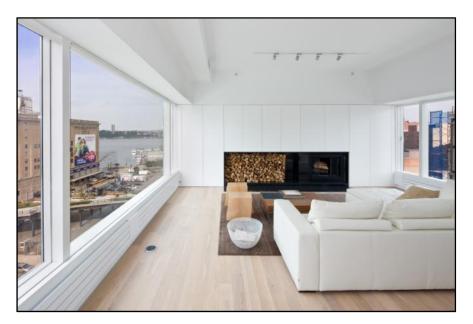
T:(917)385-0565

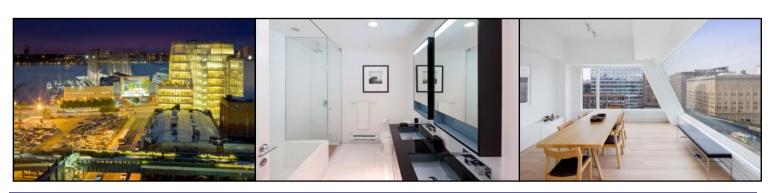
www.downingstreet.us

WEST CHELSEA/HIGHLINE PARK

459 WEST 18th STREET

Perched over the Highline Park in the West Chelsea Arts District, this sleek, sophisticated penthouse Duplex sits atop this brand new Della Valle Bernheimer doorman condominium that has set a new standard for the architectural revolution that is taking place in the area. With three bedrooms and four bathrooms, a wood burning fireplace, superb light and views in every direction and a rooftop terrace that defies description, this is a prize property with collector quality written all over it. **MAJOR PRICE DROP: \$ 6.5M**



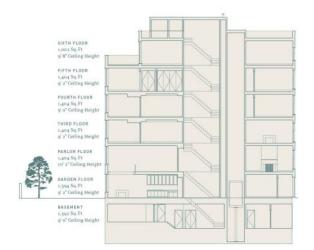


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ALMOST COMPLETE: in the heart of The Chelsea Arts dramatic duplex Chelsea Cove and the Park. Hudson obstructed, protected park river views. A private elevator opens to a foyer that leads to the grand double height 24ft ceiling living with over-sized double doors that let the outdoors in.... Enormous southern walls are an art collectors dream. The adjoining dining area abuts a custom crafted kitchen that is concealed by folding teak doors. A study or bedroom suite and powder room are on this floor. A dramatic stairway leads to the Master & 3rd bedroom suite. The Master Suite boasts sweeping river views with an adjoining bathroom that features a soaking tub carved out of a solid block of granite. Also featured adjoining En-Suite Sky Garage, a New York first. Close within 60 days. Starting at \$6.23 million. www.200eleventh.com

123 EAST 61st STREET



An extraordinary, mansion sized townhouse on a prized block nestled between Park and Lexington Avenues can be delivered as-is with plans in place for a spectacular home, or it can be delivered fully renovated with your specific needs and tastes in mind. The elevator home has a brand new front and rear façade and has been gutted. Please call Leonard Steinberg at (917)385-0565. \$13.95M

FLATIRON DISTRICT



This impressive duplex located at 40 East 20th Street in the heart of the Flatiron District, has been superbly renovated with a double-height ceiling living room, 3 bedrooms and extraordinary entertaining space. Steps from Gramercy Park, Madison Park, all transportation, shopping, entertainment and Union Square. Offered at: \$ 4.25million

MINILUXE -SHARP RISE IN VOLUME.

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

of properties sold: 166 SIGNED AND CLOSED (UP ALMOST 25% COMPARED TO PREVIOUS MONTH)
Average price: \$1,457m UP (\$1,056/sf.....Price/sf DOWN SLIGHTLY compared to previous report)

Average Size: 1,385sf (UP compared to previous report)

OUR ANALYSIS: * Activity rose dramatically from the previous month.

* Pricing dropped very slightly.

MIDILUXE -VOLUME RISES, PRICING STEADY

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

of properties sold: 86 SIGNED AND CLOSED (UP notably compared to previous month)

Average price: \$2,867 million (\$1,311/sf... DOWN SLIGHTLY compared to previous month)

Average Size: 2,212 sf (UP compared to previous month)

OUR ANALYSIS: * Pricing remains rather stable. Volume rises, but is still strong. Quality inventory continues

being absorbed. The demand for prime, well located, mint move-in units is highest.

ULTRALUXE - ACTIVITY OK + PRICING RISES

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

of properties sold: 12 SIGNED AND CLOSED (UP SLIGHTLY compared to previous report)

Average price: \$4,666 million (\$1,612/sf, UP NOTABLY from previous report)

Average size: 3,883sf (UP compared to previous month)

OUR ANALYSIS: * Pricing rises notably and activity remains even, rising slightly. Inventory keeps being

absorbed. Certain areas are experiencing shortages.

MEGALUXE -PRICING UP, VOLUME SLIPS

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

of properties: 31 SIGNED AND CLOSED (UP SIGNIFICANTLY compared to previous month)

Average price: \$6,994million (\$1,974/sf. DOWN FROM PREVIOUS RECORD MONTHS)

Average size: 3,550sf (DOWN compared to previous month)

* Activity levels rose sharply, almost doubling February, making the 1st Quarter a record.

* Pricing dips slightly from the previous month where we experienced a somewhat skewered price rise. We see a possible trend: The very wealthy are actually doing quite well....and the product that caters to them is in limited supply. Few, if any, new properties are being built to

cater to them.

HOUSELUXE - STRONG VOLUME AND OK PRICING.

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

of properties: 8 SIGNED or CLOSED (UP NOTABLY compared to previous month)

Average price: \$5.796 million

Average width: 18 feet

OUR ANALYSIS: *Much stronger activity. The demand for Greenwich Village houses strengthened. Very few

mint, move in houses to choose from Downtown, although more now than before.

Leonard Steinberg & Hervé Senequier, Terry Nye and Lois Planco are consistently Downtown's leading brokers specializing in the luxury real estate market with a proven track record for integrity, professionalism and results. For more information about our unique full service brokerage, view: www.luxuryloft.com or call: (212)727-6164 REAL ESTATE SOLUTIONS.

Prudential Douglas Elliman 26 West 17th Street 7th Floor New York, NY 10011

***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.

LUXEFIND - THE ULTRA-LUXE INTERIOR DESIGNER. PERIOD.



Since 1990, Richard Livingston has instilled his impeccable taste in some Manhattan's most beautiful interiors: Here is another superb example. Rick's stylistically diverse interiors are frequently featured in the world's leading interior design publications. His attention to detail is unrivalled. The core of every project is a studied collaboration that ultimately delivers a home that encompasses clients' goals and reflects their individuality.

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