



150 CHARLES STREET

2013: THE NEW WORLD OF NEW DEVELOPMENT FINISHES

Gone are the days of the hideous finishes that were once the hallmark of new developments until recently. The world has changed forever and the New York luxury real estate buyer's eye will forever be elevated. It started with Adam Gordon's 54 Bond Street where those French Oak chevron floors, rosewood paneled powder rooms and exquisite detailing designed by Steven Harris opened the eyes of all and raised the bar for what a newly developed building should, or could, look like. That was the first building ever to be featured in *WORLD OF INTERIORS*, possibly the highest accolade any developer has achieved. Then along came One 57 where Thomas Juul Hansen's sleek, contemporary interiors revolutionized the look of a highrise finish out. Walker Tower followed soon thereafter setting a very polished uptown tone for downtown living. Now 150 Charles Street (pictured above) is being greeted with accolades for its distinctly custom-feeling interiors, with Alan Wanzenberg-designed Nanz polished nickel hardware, LeFroy Brooks fixtures, Molteni kitchen cabinetry, elegant baseboard details, and understated, chic amenity spaces including a large swimming pool. Sophisticated, smart developers have heard the roar of buyers (and brokers) that waiting a long time for a new apartment is one thing, but then having to bring the wrecking ball to re-do all the inexcusable design mis-steps is another thing altogether. High end Manhattan real estate has definitely entered a new phase and the 'bad old days' of bad finishes are hopefully history.

THE LUXURYLOFT TEAM RANKED #1 AT DOUGLAS ELLIMAN

A huge thanks to our team who this year was ranked the NUMBER ONE team of Douglas Elliman out of 3,800 agents.

LEONARD STEINBERG

MARCH 2013 SELECTION

497 GREENWICH STREET

SOHO



The best of modernism: At the crossroads of Soho, The Village and Tribeca, this ultra-wide, sleek condo affords over 2,600sf of living space with 2 balconies in a full service building with a swimming pool moments from the Hudson River Park. **\$ 4.25m**

372 FIFTH AVENUE

MIDTOWN



One bedroom with sleeping loft in a 24-hr doorman building, directly on Fifth Avenue moments from the SETAI, Morgan Library, Grand Central Station, the Garment Center and so much more. Roof-deck. Pied-a-terre allowed **\$499K**

519 WEST 23rd STREET

WEST CHELSEA

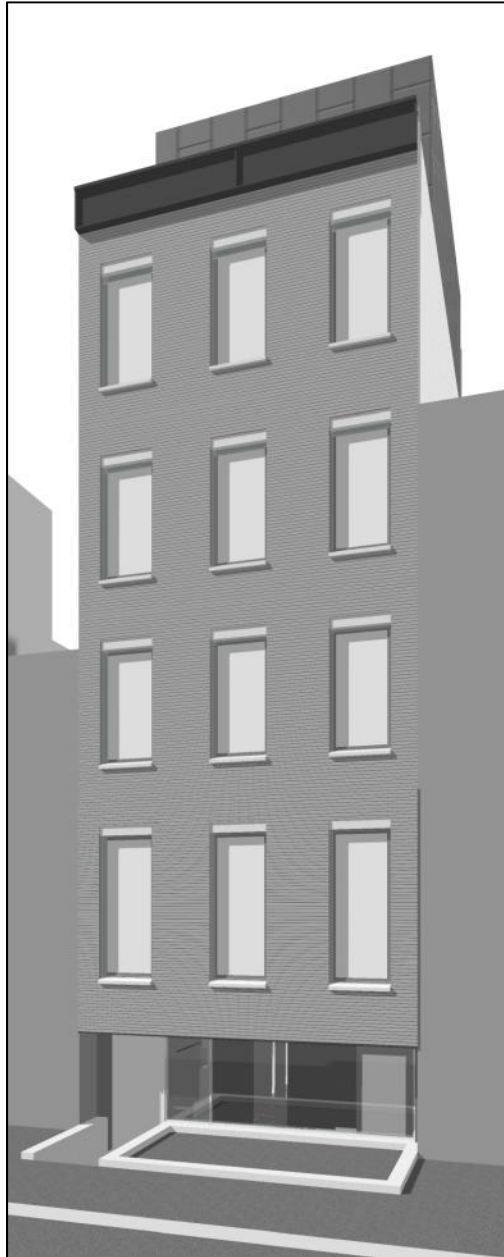


NEW! — The best priced Penthouse in Chelsea! This 3 Bedroom, 2.5 Bath sponsor-owned modernist triplex home features a private elevator entrance, 13 FT ceilings, and floor-to-ceiling windows showcasing views to the north and south, including amazing views of the High Line Park. Enjoy the city skyline from your private 1,000SF terrace. Located in the heart of Chelsea, this one-of-a-kind home is not to be missed! **\$4.5m**

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

450 WEST 25th STREET

WEST CHELSEA

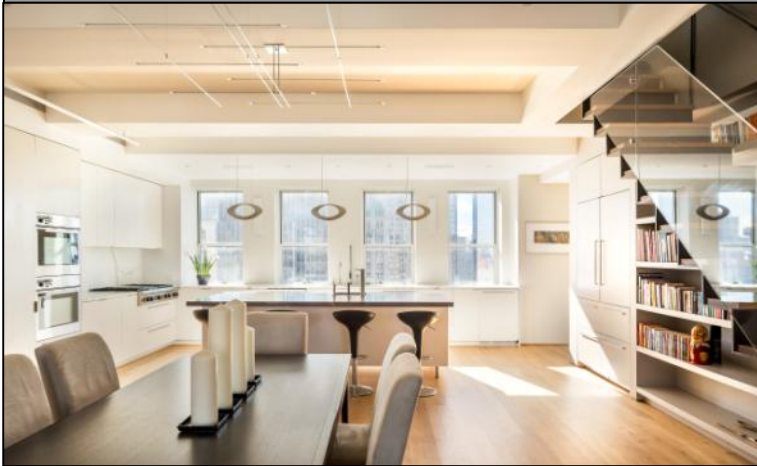





Located in the heart of West Chelsea, across the street from AVENUE'S SCHOOL, and in the very heart of the internationally acclaimed Art's District, this magnificent, contemporary townhouse is undergoing a gut renovation to transform it into a superb single family residence with multiple terraces, superb finishes, an elevator and a sensational, south-facing, sun-flooded garden. Completion scheduled for late 2013.

PLEASE CONTACT LEONARD STEINBERG AT (917)385-0565 FOR MORE DETAILS.

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MARCH 2013 SELECTION

<p>270 BROADWAY</p>	<p>TRIBECA</p>		<p>270 BROADWAY</p> <p>TRIBECA</p> 
<p>Extraordinary, five bedroom suite Steven Harris-designed penthouse in an A-grade full service building with panoramic, wraparound protected views and incredible light in every room. No expense spared renovation, with two magnificent terraces and every conceivable luxury and amenity. \$12.5m</p>		<p>This duplex (brand new, never-lived-in) penthouse features a supreme quality renovation with three bedroom suites and an amazing rooftop terrace with magical protected southern views towards the Gehry Tower and the Woolworth building: dreamy light streams in through 22 windows all day long. \$6m</p>	
<p>205 EAST 63rd STREET</p>	<p>UPPER EAST SIDE</p>		<p>173 PERRY STREET</p> <p>WEST VILLAGE</p> 
<p>This perfectly proportioned high floor studio apartment features a gracious entry foyer with a charming, quiet sleeping alcove, a large living area and an abundance of closets. Unit can be combined with 8B. \$375k</p>		<p>Located directly on the Hudson River Park in a Richard Meier designed contemporary masterpiece, this full floor 2 bedroom, 2.5 bathroom showstopper with a balcony basks in light all day with protected views in a premium full service building. \$4.495m</p>	

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75 BANK STREET

WEST VILLAGE



NEW! - Sex and The City lives in this prime West Village jewel box studio. Located in an Art Deco chic, full service luxury doorman building. This apartment underscores quality over quantity on a quaint tree-lined street. **\$525K**

285 LAFAYETTE STREET - RENTAL

SOHO



Unlike anything anywhere, this grandly scaled 3,200sf+ one-bedroom loft in an A-grade full service doorman condominium features dramatically scaled entertaining space, a massive kitchen and a bedroom with a brand new en suite bathroom. **\$25k/month**

144 DUANE STREET



Built in 1862, and recently gut renovated to the highest standards, this exceptional limestone LOFT MANSION located in the heart of Tribeca is a one-of-a-kind masterpiece. With 30,000 sq. ft. of usable interior space, this is one of the largest and most beautiful properties to ever become available downtown. Built 41ft x 109ft with six floors above grade and two floors below grade, this property has been completely renovated both structurally and cosmetically to retain the structure's original character. The grand proportions of this building, with ceiling heights ranging from 12-17 feet, huge windows and multiple skylights bathe all areas with superb light. Brand new mechanical systems and an elevator are in place, as well as top-of-the-line appliances, fixtures and hardware. The building features an owner's penthouse (approx. 11,000 sq. ft. of living space) on the 4th, 5th and 6th floors with an extraordinary, fully landscaped roof deck and terrace (2,775 sq. ft.). This Penthouse also comes with a private gym and half basketball court in the basement (2,650 sq. ft.). The property generates substantial rental income from two floors of meticulously renovated rental units (2nd and 3rd floor, 4000 sq. ft. each) that if desired can be delivered vacant, and a high end showroom on the ground/retail floor with a half basement (7,750 sq. ft.).

Offered at \$49.5million

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497 GREENWICH STREET – THE PENTHOUSE



This Penthouse atop iconic 497 Greenwich Street has been meticulously crafted to exceed conventional luxury standards, and customized to enhance the prolific architecture of Winka Dubbeldaum, perched at the crossroads of West Soho, Tribeca and the West Village. The triple mint, never lived in 3,500+ square foot duplex, is a work of un-paralleled sculptural architecture: The creation of something beautiful and thought-provoking is an abstract turned reality with a unique façade of double story, western exposed glass, through which one can view sunsets over the Hudson River and the Statue of Liberty from every vantage point in the apartment. This spectacular backdrop provided the canvas for interior architect Sally Rigg to draw from the world's best materials, appliances and fixtures, to stylishly landmark this Penthouse with its deserved global renown. The grand living spaces, replete with gas fireplace and home theatre, lead to a magnificent terrace that runs the full width (almost 50ft) of the property facing West. The kitchen is fully customized by Boffi, with Miele, Sub Zero and Gaggenau appliances: adjoining is an intimate, glamorous dining area. There is a guest bedroom suite, or study, on this floor and a powder room. Upstairs the seductive Master bedroom features a dramatic en suite bathroom with a free-standing tub: the two walk in closets are equally impressive. An additional bedroom suite features a private terrace. An elevated study can also serve as a fourth bedroom and there is an additional half bathroom: the windowed laundry room is an amenity both luxurious and practical. With the entire home outfitted by SONOS's ZonePlayer and ceiling speakers in every room, the audio experience of the Penthouse is commanding without intruding into the aesthetic. Form meets function with the 1,500+ square foot landscaped private rooftop terrace, that seamlessly marries a gracious, open living room with an outdoor kitchen/wet bar. With every necessity of lifestyle finery catered to, the crown is the signature illustration of New York City opulence: a Sky Dining Terrace located on the roof's highest point that will leave even the most discerning critic breathless. The building amenities exemplify a thoughtfully conceived, boutique residence of a superior caliber: a chic, well equipped gym with natural daylight, sauna, endless swimming pool, wine cellar, full time doorman, screening room, meeting room, guest suite, and landscaped courtyard complete the picture.

CONTACT KANE MANERA: mobile: (432) 559-7213

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MINLUXE – VOLUME UP, PRICING UP

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

of properties sold: 140 SIGNED AND CLOSED (UP COMPARED TO PREVIOUS MONTH)
 Average price: \$1,489m (\$1,217/sf UP compared to previous report)
 Average Size: 1,244sf (DOWN compared to previous report)
 OUR ANALYSIS: * Pricing rises above \$ 1,200/sf as volume rises.
 * Sales volume eeks up.

MIDLUXE –VOLUME STABLE, PRICING STABLE

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

of properties sold: 107 SIGNED AND CLOSED (UP compared to previous month)
 Average price: \$2,839m (\$1,431/sf) (DOWN compared to previous month)
 Average Size: 1,952sf (DOWN compared to previous month)
 OUR ANALYSIS: * Pricing remains stable as fewer properties sell due to low inventory of re-sale units. Most new development sales are not registering yet but when they do, brace yourself!

ULTRALUXE –VOLUME AND PRICING RISE

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

of properties sold: 24 SIGNED AND CLOSED (UP compared to previous report)
 Average price: \$4,497m (\$1,707/sf, DOWN from previous report)
 Average size: 2,609sf (DOWN compared to previous month)
 OUR ANALYSIS: * Activity and pricing rise, as the Spring season kicks into full gear.

MEGALUXE –VOLUME AND PRICING ROAR

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

of properties: 55 SIGNED AND CLOSED (UP notably compared to previous record-breaking month)
 Average price: \$ 11,918m (\$1,255/sf. UP notably compared to previous month)
 Average size: 3,646sf (UP compared to previous month)
 * Volume soars as new development sales offices come to life. The high end is ON FIRE.
 * The averages prices will continue to rise in this classification as more new buildings on the very high end register.

HOUSELUXE – STRONG ACTIVITY CONTINUES

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

of properties: 15 SIGNED OR CLOSED (UP compared to previous month)
 Average price: \$ 5,977m (DOWN compared to previous month)
 Average width: 20 feet
 OUR ANALYSIS: * Increased activity continues. Expect a wave of gut-renovated houses coming to the market this year.

Leonard Steinberg, Hervé Senequier, Lois Planco, Matt Amico, Glen Jackson, Amy Mendizabal, Yoko Sanada, Kane Manera, Aimee Scher and Maria Hadjidemetriou 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 T:(212)727-6164 REAL ESTATE SOLUTIONS

***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.

DOUGLAS ELLIMAN
26 West 17th Street 7th Floor
New York, NY 10011

LUXEFIND – A CHAIR THAT PROVIDES PRIVACY

KEILHAUER TALK CHAIR

We meet families and individuals who simply need to escape every now and then to a quiet corner for some down-time, a phone call or just a moment to clear your head and think....or think absolutely nothing. Here is a potential solution: the TALK CHAIR from KEILHAUER not only provides a stylish chair, but also incubates the person sitting in it with sound insulation from the world around you: a perfect solution for large spaces where sound carries and privacy is impossible?



theLUXURYLOFTteam REAL ESTATE SOLUTIONS



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