



MISERABLE MONTH OF JANUARY WAS SOLID

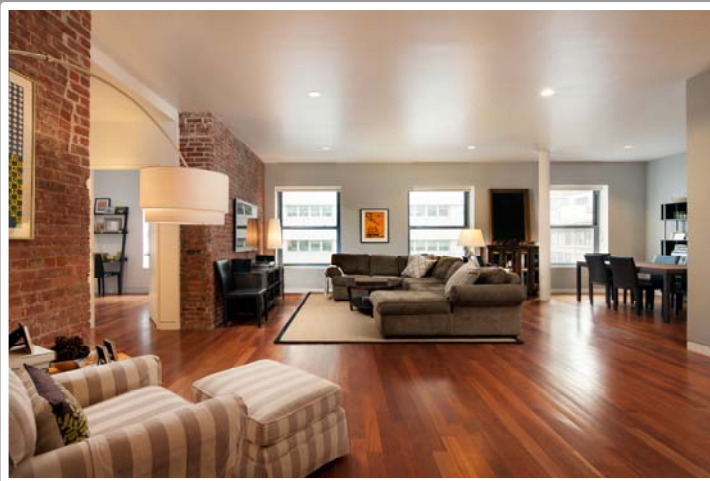
January posed some of the worst weather in New York, traditionally a bad thing for the luxury real estate market. Yet brave (smart) buyers were out and there was activity, although not crazy busy, with many 'we are coming in February/March' calls. Was it the weather, or was it the market in general, because all of a sudden, naughty brokers who generally try to hide all their listings in their pathetic attempts to avoid sharing a commission have started calling me about them early. More buyers are out looking and posing offers off the asking price, talking about 'looking at all that is out there' before committing. The inventory listed is not great: very little quality in the re-sale market. However, many new developments are doing 'early start' showings and many are beginning to look painfully generic, possibly the product of limited-taste brokers advising developers? Some crazy-priced buildings appear to be tempering their ambitions too: will \$850+/sf land prices allow sanity to prevail?

IMPORTANT REAL ESTATE TAX INFORMATION

By now you probably received a notice with your most recent tax assessment: unsurprisingly townhouses (which are already taxed at a fraction of condominiums) had their taxes raised about HALF as much as condominium owners. Condominium owners with tax abatements beware: many times you don't notice the rising taxes because abated they are low for the first few years. It is important to file any grievances prior to March 15th, 2014. To clarify with those who think I am being too hard on Mayor De Blasio on this real estate tax issue: this mess is not his fault. In fact, it's a direct result of 12 years of the Bloomberg administration's neglect while this mess became worse. I do however fault Mayor De Blasio for being totally silent on this grave injustice...surely this is **inequality** and **unfairness**, the two primary topics of his candidacy? LEONARD STEINBERG

52 THOMAS STREET – NEW!

TRIBECA



Conveniently located in central Tribeca close to all transportation, restaurants and retail, and moments from Soho, this gorgeous loft with character offers an inspired layout featuring dramatic exposed brick walls, tall ceilings and an abundance of light through numerous windows

\$2.895M

456 WEST 19th STREET – NEW!

WEST CHELSEA



Perfectly positioned in the heart of the West Chelsea Arts District, yet moments from The Meatpacking District, the Highline and Hudson River Parks, this chic, 2 Bedroom + Study, 2 Bath loft-like duplex is virtually brand new, perched in the distinctive Cary Tamarkin-designed brick and steel windowed building that is both contextual and modern

\$3.5M

471 WASHINGTON STREET

TRIBECA



NEW: This immaculate, full-floor apartment boasts superb protected views towards the Hudson River. Massive entertaining spaces with a sleek, open, expertly equipped kitchen and three large bedroom suites (with superb storage) make this a unique find, in a modern, 24-hour doorman condominium. The light and multiple exposures are truly wonderful, with A-grade fittings and fixtures in a chic-contemporary style. Convenient to Tribeca, Soho and the Hudson River Park.

\$7.25M

BRAND NEW TOWNHOUSE FOR SALE
450 WEST 25th STREET



WEST CHELSEA

Located in the heart of West Chelsea, across the street from AVENUES SCHOOL, and in the very center of the internationally acclaimed West Chelsea Art's District, just south of the Hudson Yards where an entire city is being constructed and connected to the city center via a new subway line, this magnificent, contemporary townhouse is undergoing a gut renovation to transform it into a superb single family residence with multiple terraces, A-grade finishes, an elevator and a sensational, south-facing, sun-flooded garden. Designed by Wayne Turett, the leading authority on contemporary townhouses, this townhouse will deliver lofty rooms of grand proportions, 4-5 bedrooms including a lavish Master Suite floor, a penthouse lounge and all brand new mechanicals, roof, re-configured floors and façade. Completion scheduled for winter 2013.

CONTACT LEONARD STEINBERG
AT: (917)385-0565

Offered at \$10.75M

62 COOPER SQUARE



GREENWICH VILLAGE



62 COOPER SQ – With over 70 feet of frontage facing East over historic, treed Cooper Square, this superb, authentic loft located moments from Astor Place at the crossroads of NOHO and the East Village (and minutes from SoHo), is flooded with light through ten over-sized windows. The remarkable, fully renovated 2 bedroom, 2 bathroom and study area loft-apartment is afforded beautiful views overlooking enchanting Cooper Square that is surrounded by iconic architectural landmarks.

Offered at \$6M

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

SELECTION

FEBRUARY 2014

1 MAIN STREET

DUMBO



Stunning 1,200SF loft in DUMBO's premiere Clocktower Condominium. This over-sized 1 bedroom plus home office has one of the biggest open living/dining/kitchen in the neighborhood. Close to shopping, transportation and minutes from Manhattan

\$5,500/month

VILLEFRANCHE-SUR-MER

FRANCE



State of the art property in the Heights of Villefranche located within 3.5 km of Cap Ferrat & 14.5 km of Monaco. Loft-like, with two separate living areas and dining room all lead into the custom kitchen, which opens onto a wooden decked terrace with a sizeable hot tub. Superb views. Price upon request

KANE MANERA: m: (432) 559-7213

250 WEST STREET –THE HUBERT STREET PENTHOUSE - TRIBECA



Affording unrivaled views of the Hudson River and City skyline all the way to the Statue of Liberty, this is the ultimate Tribeca penthouse with four exposures from enormous landscaped wrap terraces. Grandly proportioned, exquisitely finished-out entertaining spaces are flooded with light from dramatic skylights. Located in a prime, full service building with a swimming pool and numerous amenities, a private elevator whisks you up from an exclusive car drop-off and lobby. The Master Suite is unlike any other both in its scale and elegance. 3 additional bedroom suites complete the picture. Co-exclusive.

Offered at: \$39.5m

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



FIVE SIXTY

WEST 24TH STREET

The most important new building to come to the West Chelsea Arts District, 560 West 24th Street represents the pinnacle of Architectural Digest 100 architect Steven Harris esteemed career as one of New York's greats. With only eight residences, meticulously detailed in collaboration with Adam Gordon and Tavros, These full floor apartments with two duplex penthouses deliver a quality-of-life bar none.

By appointment: (212) 727-6162

BRAND NEW TOWNHOUSE - 6 BEDFORD STREET

GREENWICH VILLAGE



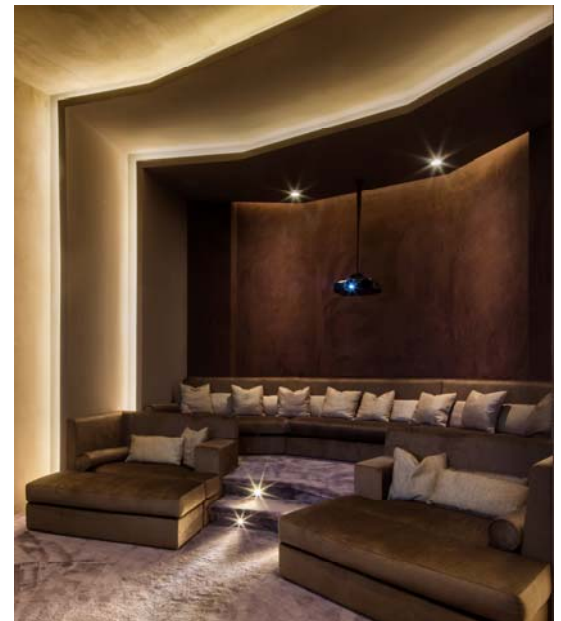
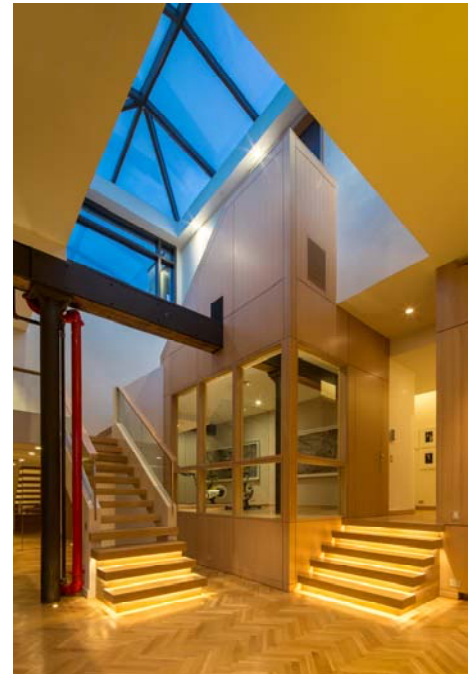
Nestled amongst the most charming townhouses of Central Greenwich Village, conveniently located to the West Village and Soho, this recently completed 5-story, 22 foot wide house with an elevator has been gut renovated with an exceptional structural framework. The Historic Landmark's approved façade with its landscaped set-back porch is a welcoming face, but enter to discover a wonderfully contemporary interior: the entry vestibule leads to a cozy living room overlooking the rear garden courtyard. Stairs lead you to the lower level that is grandly voluminous. The kitchen with its radiant heated floors serves a dining room that leads onto the elegant courtyard. The house features 5 real bedrooms with a generously proportioned master suite. All bathrooms feature radiant heated flooring. The stairs lead all the way up to the roof where a deck is possible. Wide, rift-cut, quarter sawn solid oak flooring is featured throughout the house and all the brand new mechanicals, including 10-zone heating and air, low voltage wiring and systems streamline the entire concept of townhouse living. Rarely, if ever, does a mint, move-in townhouse become available in a prized location with over 4,000sf of living space.

Offered at: \$9M

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

SOHO LOFT PENTHOUSE MANSION
383 WEST BROADWAY

SOHO



Never before has a loft penthouse of this caliber existed in the Downtown market: while it has the authentic and impressive scale of the best Soho tradition, the quality and detailing of finish out is of a standard that defies description. With almost 7,500sf of interior space with ceiling heights ranging from 16ft to almost 30ft, and 4,200sf of magnificent terraces with panoramic views bracketed by the Freedom Tower and the Empire State Building, this property boasts grand entertaining spaces with exposed, illuminated steel columns, a wood-burning fireplace, a spectacular media room/cinema, an expertly appointed kitchen engineered to perfection and a Master Suite that entralls with dreamy closets and a bathroom that features a hexagonal skylight (one of several throughout the apartment). There are an additional three bedroom suites, a powder room, home office, gym, spa, massage or maids room and an outdoor kitchen serviced by a dumbwaiter. Each room is meticulously appointed with the very best fittings, fixtures and materials. This brand new, never-lived-in apartment can be delivered fully furnished. Co-exclusive. **Offered at: \$32m**

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

MINLUXE – VOLUME RISES, PRICING RISES

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

of properties sold: 152 SIGNED AND CLOSED (UP compared to previous month)
 Average price: \$1,414m (\$1,188/sf, DOWN compared to previous report)
 Average size: 1,177sf (UP compared to previous report)
 OUR ANALYSIS: *Volume rises. Pricing dips below \$1,200/sf.

MIDLUXE – VOLUME RISES, PRICING DIPS

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

of properties sold: 177 SIGNED AND CLOSED (UP notably compared to previous month)
 Average price: \$2,754m (\$1,527/sf, DOWN compared to previous month)
 Average size: 1,658sf (DOWN compared to previous month)
 OUR ANALYSIS: * Volume rises, and pricing dips below \$1,600/sf.

ULTRALUXE – VOLUME RISES, PRICING ABOVE \$ 2,000/sf

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

of properties sold: 29 SIGNED AND CLOSED (UP notably compared to previous report)
 Average price: \$4,654m (\$2,086/sf, UP since previous report)
 Average size: 2,194sf (DOWN compared to previous month)
 OUR ANALYSIS: * Activity improves, and average pricing approaches \$2,100/sf. Higher signed contracts volume.

MEGALUXE – VOLUME STRONG, PRICING DOWN

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

of properties: 58 SIGNED AND CLOSED (EVEN compared to previous month)
 Average price: \$7,424m (\$2,829/sf, DOWN compared to previous month)
 Average size: 2,222sf (DOWN compared to previous month)
 *Pricing dips below \$3,000/sf: as we stated in the last report, the figures were skewered a bit by the large transaction volume at GREENWICH LANE where they released figures all at once in December.

HOUSELUXE – VOLUME UP, RECORD VILLAGE SALES

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

of properties: 17 SIGNED OR CLOSED (UP compared to previous month and STRONG)
 Average price: \$9,591m (UP compared to previous month)
 Average width: 21 feet
 OUR ANALYSIS: *42 West 12th closed for a record \$28 million and Annie Liebovitz's house on Greenwich sold and closed for \$ 28,5million. This was a super-strong month for townhouses.

Leonard Steinberg, Hervé Senequier, Lois Planco, Matt Amico, Alexander Bank, 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

luxuryfind – NEW CHELSEA RESTAURANT

THE MONARCH ROOM

A swell ROMAN AND WILLIAMS designed restaurant has opened in West Chelsea.....the MONARCH ROOM, located 408 west 15th Street moments from the Meatpacking District. Tel: (646)790-7070



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