

## Alternative Facts, Shortages, Etc

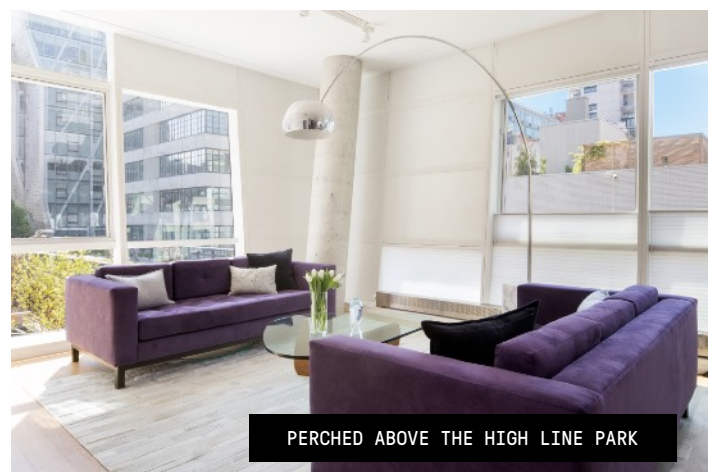
So much has been written recently about the term 'Alternative Facts'. The truth is this term is quite common in the real estate industry and may even have found its roots in it. Have you ever wondered why agents disclose inaccurate ceiling heights when a tape measure is a pretty reliable and consistent means of determining fact? Another example: all the reports you read are trying to give the world an accurate reflection of what is selling and what is not, but this data is often badly skewed by signed contracts that in new buildings that are released all at once, not as they are signed. This distorts figures rather badly, especially in a market where so many transactions are taking place in new buildings.

WE HEAR.... in the financial markets many are talking about the strong prospects of higher interest rates, higher costs....and inflation. Owning hard assets such as real estate is wise, especially now.

Overall the markets performed well this month and show signs of recovery on the high end that has been challenged for the past 12 months. Correctly priced properties are now trading after their loftier ambitions were curtailed.

***"Ever-present naysayers may prosper by marketing their gloomy forecasts. But heaven help them if they act on the nonsense they peddle."*** - Warren Buffet

If you combine the increased value of people's net worth due to soaring equity markets, the cut-back in construction financing that will limit future supply, an almost certainty of rising construction and financing costs and labor shortages, not to mention inflation, and a relatively low interest rates environment, the fundamentals for a strong real estate market are about as solid as one could wish for.







## Bowery/Noho/Village Selldorf Perfection

347 BOWERY

3-BEDROOM, 3.5-BATHROOM DUPLEXES  
PRICING STARTS AT **\$7,500,000**

Selldorf Architect's latest zinc clad landmark of 5 stacked town homes, on a prized corner opposite the Bowery Hotel. With nearly 20 foot ceilings, each residence will feature a handcrafted staircase made of plaster and white oak. A Catwalk bridge on the upper level will separate the master suite from the guest bedrooms; all of the units include balconies with spectacular south-west sunset views over Downtown.

## Loft Living On A Grand Scale At Its Very Best

158 MERCER STREET  
SOHO  
**\$12,250,000**

Located on a quintessential cobbled Soho street in The New Museum Building, a fine pre-war condominium loft landmark, this extraordinarily voluminous home offers roughly 7,000sf of duplexed space in a discreet full service building with separate entrances both off Mercer and Broadway.



## Cantilevered On Top Of The World

56 LEONARD STREET  
TRIBECA  
**\$35,000,000**

This is the first viewable full floor 6,400sf penthouse at iconic 56 Leonard Street to be made available, and in a word it is simply....breathtaking. Aside from the distinctive, bold Pritzker-prize-winning Herzog & de Meuron architecture, this home is both awe-inspiring and gracious. Also featuring the most important terrace in New York City that hovers over its sparkling lights like a helicopter, over 1,000sf in size.







### 350 West Broadway, Soho

**\$7,400,000 - NEW PRICE!**

Inspiring views and light engulf this chic, mint, move-in full-floor three-bedroom, three-and-half-bath SoHo residence with its exceptional 644 square foot terrace designed by renowned architect William T. Georgis



### 245 Tenth Ave, Chelsea

**\$4,000,000 - 3-bedrooms possible - NEW PRICE!**

Perched above the magnificent Highline Park this contemporary apartment located in a full service condominium sheathed in shimmering stainless steel, displays a material palette and thoughtful interior as soothing as it is stylish.



### 444 West 19th Street, Chelsea

**\$4,500,000 -Penthouse with parking for 2 cars**

A sleek, light-bathed Penthouse with superb private terraces and PARKING is tough to find: This duplex 2-bedroom, 2.5 bathroom penthouse is unique, located in one of West Chelsea's most desirable addresses moments from the HIGHLINE PARK, the Hudson River Park and so much more.



### 133 West 22nd St, Chelsea

**\$3,850,000 - Immaculate penthouse duplex.**

Enter into the spacious living and dining room, which opens onto a private north-facing terrace perfect for al-fresco dining. Oversized windows frame the coveted city views of the Empire State Building and flood the space with natural light all day long. The chef's kitchen is open to the living room perfect for entertaining.



### 126 West 22nd St, PH 12 S, Chelsea

**\$8,000,000 - South-facing penthouse perfection!**

Impressive 50ft wide south-facing Chelsea/Flatiron Duplex penthouse combination loft of epic scale, resplendent with a large private roof terrace. This remarkable property features 2 bedroom suites, 2 home offices, 2.5 bathrooms and one of Downtown's most spectacular terraces, truly a sight to behold.



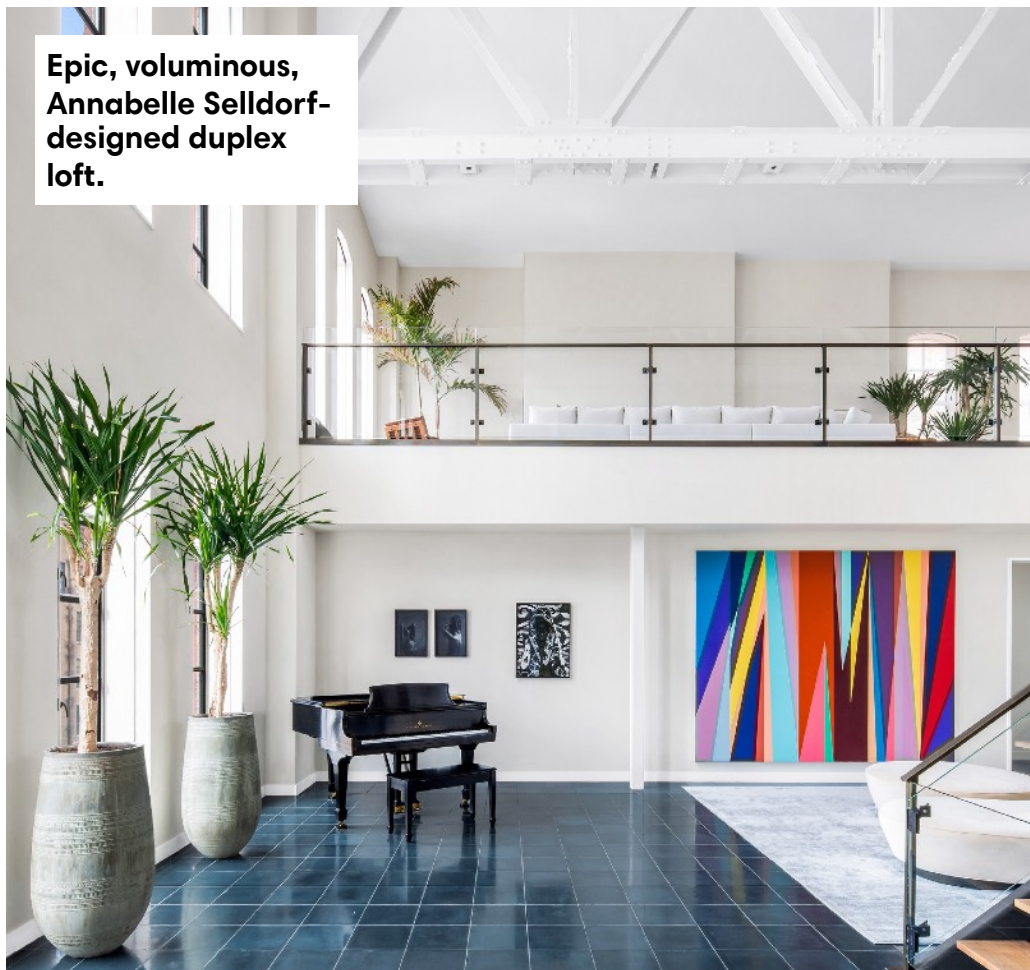
### 18 West 75th, Upper West Side, Park Block

**\$19,500,000 - TOWNHOUSE**

Positioned on a prime, picture-perfect, treelined West Side block, just a few feet from Central Park, this gut-renovated and rebuilt Renaissance Revival 8,564 sf townhouse beauty delivers on every level. Designed by noted architect Wayne Turett. Spring delivery!



**Epic, voluminous,  
Annabelle Selldorf-  
designed duplex  
loft.**



## 213 West 23rd Street

**CHELSEA**  
**\$14,500,000**

No photograph can capture the experience of walking into this exceptional 4-bedroom property, the only one of its kind, anywhere. Located in the landmark McBurney YMCA building with soaring 29ft ceilings in the double-height living room, once the home of a gymnasium and running track, provides the most impressive entertaining space, surrounded by gigantic windows that flood this showplace with superb light all day. Jeffrey Beers interiors.



## 73 Washington Place, Greenwich Village

**\$13,950,000 - TOWNHOUSE**

Magnificent landmarked 22-foot wide Greek Revival-style townhouse, located on a picturesque block steps from historic Washington Square Park. This home is extraordinary in its ability to provide a tranquil park setting superbly convenient to the best restaurants and retail shops of Greenwich Village, The West Village, SoHo and NoHo. This important property is delivered vacant with a full set of Landmarks-approved architectural and design plans by award-winning architects Suk Design Group with stunning detailed interiors in a classic contemporary style by Carlyle Designs.



## 146 Willow Street, Brooklyn Heights

**\$16,000,000 - TOWNHOUSE**

Six-story gut-renovated, landmarked, 25 foot wide, single-family mansion located on the most coveted Brooklyn Heights tree-lined block. The house delivers on every level with unsurpassed detailing and sophistication. Not only is the house visually impeccable, it also benefits from advanced systems and technology that make it ultra-efficient. The residence Passive House Designation delivers the ultimate in comfort including filtered fresh air throughout. Each floor is accessible by the elevator that is located alongside a gracious curved stairway.





## Steven Harris Designed Penthouse

560 WEST 24th STREET  
WEST CHELSEA  
**\$16,000,000**

West Chelsea Contemporary 4-bedroom, 4.5 bathroom Classic Penthouse designed by Architectural Digest 100 architect Steven Harris: Perched above a brand new elegant limestone-clad building with bronze-framed windows is this exceptional duplex penthouse that epitomizes grace and elegance. 2 wood-burning fireplaces.

Interiors by Damon Liss Design

## Extraordinary Wrap Terraces And Views

311 WEST BROADWAY  
SOHO  
**\$12,500,000**

Designed by architects Gwathmey Siegel, this magnificent single-floor penthouse features a Piet Oudolf designed wrap-around terrace planted to perfection with a myriad of perennial plantings that delight the senses through multiple seasons of flowers & foliage. (Mr. Oudolf is responsible for the design of the iconic High Line.) Beyond are some of the most alluring views of historic Soho and Downtown that serve as a unique urban backdrop to this natural wonder, truly a work of art.



## Dramatic & Bold Penthouse

12 EAST 13th STREET  
GREENWICH VILLAGE  
**\$18,500,000 - NEW PRICE!**

This brand new, dramatic and bold 4-bedroom Greenwich Village Triplex Penthouse with over 5,700sf of living space, two exceptional 906sf private terraces and two parking spaces offers all the benefits of both townhouse and penthouse living in the most coveted location.





## 100 East 53Rd Street Midtown

NEW DEVELOPMENT  
DESIGNED BY SIR NORMAN FOSTER  
STARTING AROUND \$2 MILLION  
JOSEPH DIRAND DESIGNED JOEL ROBUCHON  
RESTAURANT  
FALL 2017 DELIVERY  
[WWW.100E53.COM](http://WWW.100E53.COM)



## 152 Elizabeth Street Nolita

NEW DEVELOPMENT- SUMMER 2017  
DESIGNED BY TADAO ANDO  
[WWW.152ELIZABETHST.COM](http://WWW.152ELIZABETHST.COM)



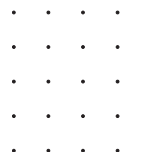
## 196 Orchard Street Lower East Side

NEW DEVELOPMENT - WITH EQUINOX GYM  
MOMENTS FROM LUDLOW HOUSE  
STARTING AROUND \$1.35 MILLION  
[WWW.196ORCHARD.COM](http://WWW.196ORCHARD.COM)



## 54 Macdougall Street Soho

NEW DEVELOPMENT  
4 UNIT CONDOMINIUM  
COMING SUMMER 2017



## Mini Luxe

### VOLUME, PRICING RISE

SMALLER LUXURY  
PROPERTIES BETWEEN  
\$1M AND 2M

**128 properties signed and closed**  
**Average Price:** \$1,453m \$1,590/SF  
**Average Size:** 927SF

**UP** compared to last month.  
**UP** compared to previous month.  
**Down** compared to previous month.

**Our analysis:** Sales volume and pricing rise notable.

## Midi Luxe

### VOLUME RISES 50%, PRICING STABILIZES

MID-SIZED LUXURY  
PROPERTIES BETWEEN  
\$2M AND \$4M

**99 properties signed and/or closed**  
**Average Price:** \$2,861m \$1,828/SF  
**Average Size:** 1,565SF

**UP** from last month.  
**EVEN** compared to previous month.  
**Up** from previous month.

**Our analysis:** Volume rises significantly, pricing that was dipping stabilizes.

## Ultra Luxe

### VOLUME STABLE, PRICING RISES

LARGER, LUXURY  
PROPERTIES BETWEEN  
\$4M AND \$5M

**23 properties signed and/or closed**  
**Average Price:** \$4,543m \$2,268/SF  
**Average Size:** 2,012SF

**EVEN** from last month.  
**UP** compared to previous month.  
**Down** from previous month.

**Our analysis:** Pricing rises nicely approaching \$2,300/sf. Volume remains even.

## Mega Luxe

### EVEN STRONGER VOLUME, AVERAGE PRICING DIPS CLOSER TO \$3,000/SF

LARGE, EXCEPTIONAL  
PROPERTIES OVER  
\$5M, MANY WITH  
OUTDOOR SPACE

**51 properties signed and/or closed**  
**Average Price:** \$9,308m \$3,084/SF  
**Average Size:** 3,022SF

**UP** from last month.  
**DOWN** compared to previous month.  
**Down** from previous month.

**Our analysis:** As 30 Park Place and 56 Leonard closings taper off, pricing returns to the \$3,000/sf mark.

## House Luxe

### VOLUME STABLE, PRICING UP

LARGER, SINGLE  
FAMILY TOWNHOUSES

**3 properties signed and/or closed**  
**Average Price:** \$11,066m  
**Average Width:** 21 feet

**Even** compared to last report.  
**EVEN** compared to previous month.  
**UP** from previous month.

**Our analysis:** This market continues to gain traction. 252 West 12th Street signed.

# Luxuryfind New Hardware?



Sometimes a quick and easy upgrade to your home is to change out all the door hardware. It can elevate the entire look of a home. This sleekly classic modern handle by SARGENT could just do just that...

## Compass

90 Fifth Avenue  
New York, NY 10011

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Consistently a top team globally, we deliver exceptional service in the New York and Brooklyn luxury real estate markets, with offices across the country. With collective sales of over \$3 billion our team represents sellers, buyers, renters, and developers marketing and buying property that range from \$300,000 to over \$20 million. How may we help you? Compass is everywhere you want to be. We can connect you with the best agent anywhere in the world.

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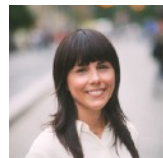
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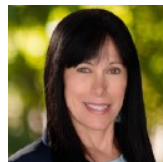
HERVE



AMY



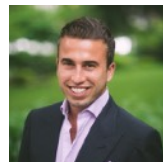
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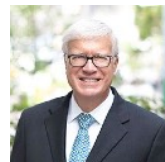
LOIS



AIMEE



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HAROLD



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RYAN



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