



NEW: HIGH FLOOR SOHO LOFT WITH SUPERB LIGHT

Fall Awakening?

The third quarter of 2017 produced weak results at the high end of the New York real estate markets. But like all reporting in real estate land, these reports mostly reflect what happened many weeks and even months/years ago. Did these reports reflect the signed contract for a penthouse at 160 Leroy Street that is supposedly in the mid 40's? What is being signed right now is what matters and in the past few weeks we have seen a notable up-tick in viewing and inquiry activity. These signed contracts have mostly a few things in common:

- 1) They are either brand new or require little or no renovation.
 - 2) The sale price was negotiated if the asking price was not very appealing.
 - 3) Substantial price reductions or very enticing pricing delivers results.
 - 4) Time on market for the high end has grown tremendously. There are few, if any, 'quick-sales'. There is more to see and buyers take more time to decide.
 - 5) There is a wave of 'shadow-signings'.....un-reported contracts signed in new developments. One day (hopefully) our antiquated industry will insist on this data being reported in a more timely basis.
 - 6) A group of buyers who had been out of the market for many months are back. And many buyers did not commit even though they started searching 18-24 months ago.
- Now the most important unknown arises: will this activity uptick last? We are in a unique moment with significant price adjustments and more realistic seller expectations, the ability to negotiate, more choice, more time to decide.....AND capital available to finance. Hopefully sanity prevails and the state and city tax deduction is not removed via a new tax code which is almost certain to have a poor effect on the New York luxury markets.



\$1,500,000 PRICE ADJUSTMENT! NOW \$12.95 MILLION FOR A BRAND NEW 4-5 BEDROOM GREENWICH VILLAGE PENTHOUSE WITH PARKING AND 2 TERRACES.



NEW: TURN-KEY WEST VILLAGE TOWNHOUSE



Mixed-Use West Chelsea Townhouse

504 WEST 22nd ST
CHELSEA
\$11,995,000

Nestled along The High Line Park, this unique never-lived-in mixed-use Townhouse has been gut renovated to perfection. The building is comprised of an owner's triplex over a ground floor retail space.

Located along 22nd street, one of West Chelsea's most desired tree-lined gallery blocks, the approximately 1,900 square foot two-level retail space with a new expansive storefront window is ideally designed for either a gallery or boutique retail tenant.

Best Priced Village Penthouse With Parking For 2 Cars

12 EAST 13th ST
GREENWICH VILLAGE
JUST REDUCED: \$12,950,000

This brand new, 4-bedroom 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.

Designed by renowned architect and interior designer Cetra Ruddy, you are immediately struck by the spectacular volume of the Atelier-inspired space with a 3-story wall of glass that floods the apartment with northern light all day.



Newly Renovated And Immaculately Restored

317 WEST 11TH ST
WEST VILLAGE
\$16,950,000

NEW! Perched facing south in arguably the most desirable part of the West Village, this newly renovated, immaculately restored and never-lived-in townhouse designed by Peter Pelsinski of Span-Architecture spans almost 5,000sf in size with a fully excavated basement that is equally blessed with natural light. Every detail has been painstakingly considered by the current owners in this highly detailed renovation



77 Reade St, Tribeca

\$3,000,000

Classic Tribeca Loft with Private Terrace. The entry gallery leads to a 25 foot wide south-facing sunny living and dining room, featuring 14 foot ceilings, beautiful exposed original brick walls and wide plank, white ash floors throughout.



72 Mercer St, Soho

\$4,500,000

The highest floor non-penthouse apartment facing West over prime Soho this loft-like two bedroom, two and a half bath full floor condominium home in a 24 hour doorman condominium building features 11ft+ ceilings, and superb Western light.



444 West 19th Street, Chelsea - New Price!

\$3,750,000 -Penthouse with parking available

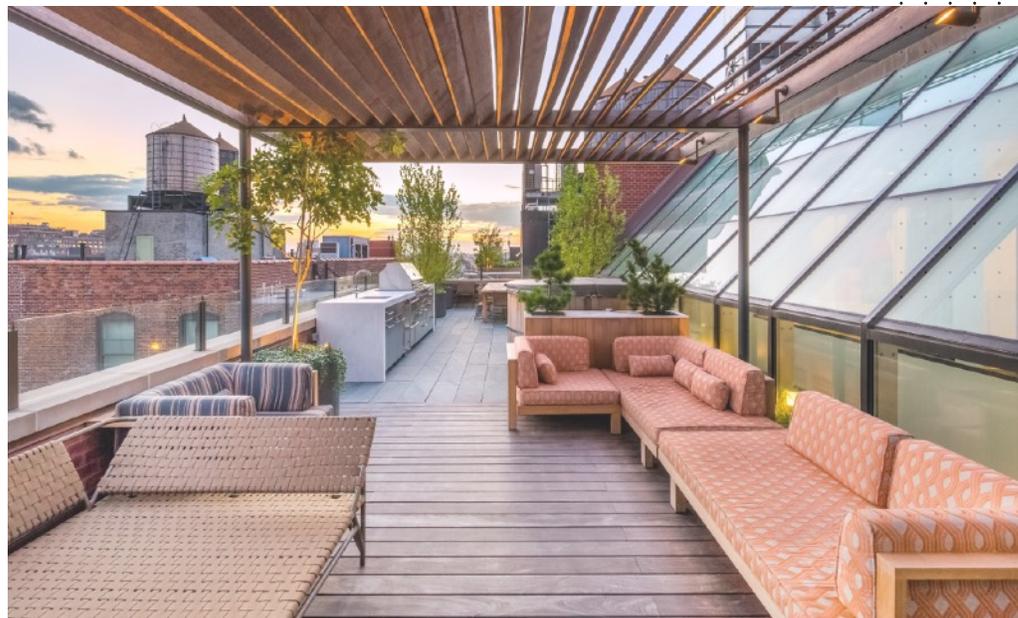
A sleek, light-bathed Penthouse with superb private terraces and PARKING is tough to find: This duplex 2-bedroom, 2.5 bathroom penthouse is unique, located in one of West Chelsea's most desirable addresses moments from the HIGHLINE PARK, the Hudson River Park and so much more.



92 Laight Street, Tribeca

\$5,000,000 or \$15,000/Month

Enter this gorgeous home via a gracious entry foyer that leads to the main living room: unobstructed sunset views of the Hudson River. The kitchen is open to the perfectly proportioned dining and living areas, providing the ideal setting for serene living or elegant entertaining.



New Price!

126 West 22nd St, Chelsea

\$6,790,000 - 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.



161 Hudson St, Tribeca

\$20,000,000

Nestled along The High Line Park, this unique never-lived-in mixed-use Townhouse has been gut renovated to perfection. The building is comprised of an owner's triplex over a ground floor retail space.



73 Washington Pl, Greenwich Village

\$11,950,000 - NEW PRICE!

Magnificent landmarked 22-foot wide Greek Revival-style townhouse. Delivered vacant with a full set of Landmarks-approved architectural and design plans by award-winning architects Suk Design Group. Virtually Staged



21 Mercer St, Soho

\$5,750,000 - NEW PRICE!

A classic 3,000sf 3-bedroom loft on the most desired quintessential cobbled Soho block re-imagined for 21st Century living. This home has been meticulously and tastefully renovated to perfection with numerous custom details and extensive millwork.



450 West 23Rd St, Chelsea

\$5,500,000 - NEW PRICE!

This pristine home has been fully re-imagined by WORKSTEAD and Rita Liefhebber. Located in a top-notch townhouse co-op, it comprises an imposing parlor floor, and two floors below that lead south onto one of West Chelsea's most prized gardens.



397 West 12Th St, West Village

\$18,500,000

Rarely does a property of this scale and caliber become available in the West Village in a prime location and condominium building with a 24-hour doorman. With the equivalent space of a large townhouse, this south-facing, sun-kissed duplex with exposures in four directions and almost 60 feet of frontage onto 12th Street simply has it all.



20 Sullivan St, Soho - Townhouse

\$14,995,000

A 25-foot wide, brand newly constructed 5-bedroom townhouse with an elevator and parking. This Cary Tamarkin-designed, imposing residence constructed of brick, concrete and steel is situated on tree-lined Sullivan Street at the intersection of Soho, the South Village and Hudson Square.



560 West 24Th St, West Chelsea - Penthouse

\$14,250,000

Contemporary Classic Penthouse designed by AD100 architect Steven Harris: Perched above a brand new elegant limestone-clad building is this exceptional duplex penthouse that epitomizes grace and elegance.



310 West 92Nd St, Upper West Side - Mansion

\$10,950,000

20-foot wide, 9,720 square foot, 5-story multifamily townhouse. A superb Beaux Arts style townhouse, the building's exterior boasts design features including Roman brick and limestone facades, wrought-iron and glass windows and doors detailing.



311 West Broadway, Soho - Penthouse

\$10,995,000

NEW PRICE: Prime Soho Condominium Penthouse with extraordinary wrap terraces and views. 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 and foliage.



56 Leonard St, Tribeca - Penthouse

\$35,000,000

Cantilevered on top of the world: 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.



545 West 20Th St, Chelsea - Penthouse

\$6,950,000 - NEW!!

Perched atop this historically significant loft building, the Lifesaver Lofts, in the heart of West Chelsea, nestled amongst the world's leading art galleries, alongside the landmark David Zwirner Gallery across from Chelsea Piers, this spectacular newly constructed 3-bedroom penthouse duplex reveals itself gradually once the private, key-locked elevator door opens.



158 Mercer Street, Soho

\$11,500,000

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



100 East 53rd Street Midtown

NEW DEVELOPMENT
DESIGNED BY SIR NORMAN FOSTER
STUDIO LOFTS STARTING AROUND
\$2.25 MILLION
\$65 MILLION PENTHOUSE
JOSEPH DIRAND DESIGNED JOEL ROBUCHON
RESTAURANTS + POOL
FIRST QUARTER 2018 DELIVERY
WWW.100E53.COM



152 Elizabeth Street Nolita

NEW DEVELOPMENT
DESIGNED BY TADAO ANDO
WWW.152ELIZABETHST.COM
**MODEL APARTMENT VIEWABLE BY
APPOINTMENT**



347 Bowery Noho/Soho/East Village

NEW DEVELOPMENT
3-BEDROOM, 3.5-BATHROOM DUPLEXES
PRICING STARTS AT \$7,500,000
IMMEDIATE DELIVERY.
WWW.347BOWERY.COM



54 Macdougall Street Soho

NEW DEVELOPMENT
PRICING STARTS AROUND \$3 MILLION
4 UNIT CONDO
FALL 2017



Mini Luxe

VOLUME RISES, PRICING REMAINS EVEN

SMALLER LUXURY
PROPERTIES BETWEEN
\$1M AND 2M

149 properties signed and closed
Average Price: \$1,434m \$1,610/SF
Average Size: 907SF

SIGNIFICANTLY UP compared to last month.
EVEN compared to previous month.
DOWN compared to previous month.

Our analysis: Increased post-Summer sales volume, pricing continues to remain stable.

Midi Luxe

VOLUME UP AND PRICING REMAINS EVEN

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

105 properties signed and/or closed
Average Price: \$2,881m \$1,800/SF
Average Size: 1,616 SF

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

Our analysis: A slight increase in activity, pricing remains stable.

Ultra Luxe

VOLUME EVEN, PRICING EXCEEDS \$2,100/SF

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

25 properties signed and/or closed
Average Price: \$4,457 \$2,129/SF
Average Size: 2,097sf

EVEN from last month.
SLIGHTLY UP compared to previous month.
DOWN from previous month.

Our analysis: Pricing exceeds \$2,100/sf, while volume recovers after slower Summer.

Mega Luxe

VOLUME UP, PRICING DIPS A BIT, CLOSER TO \$2,700/SF

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

53 properties signed and/or closed
Average Price: \$8,986m \$2,708/SF
Average Size: 3,526SF

UP from last month.
DOWN SLIGHTLY compared to previous
month.
UP from previous month.

Our analysis: Signed Contract Volume increases and pricing remains slips a little

House Luxe

VOLUME EVEN, PRICING DOWN

LARGER, SINGLE
FAMILY TOWNHOUSES

3 properties signed and/or closed
Average Price: \$7,638
Average Width: 20 feet

EVEN compared to last report.
DOWN compared to prior month.
EVEN from previous month.

Our analysis: A beautiful Townhouse at 26 Bank Street without an elevator asking \$19.5m (or \$4,216/SF) went to contract, the second gut renovated house to sell at a premium this year with no elevator.

Compass
90 Fifth Avenue
New York, NY 10011



NEST: The company that revolutionized the thermostat is getting into home security with a new range of products worth exploring...Two new cameras Nest Cam IQ Outdoor and Nest Hello, and Nest Secure a multi device alarm system with motion sensors.

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