



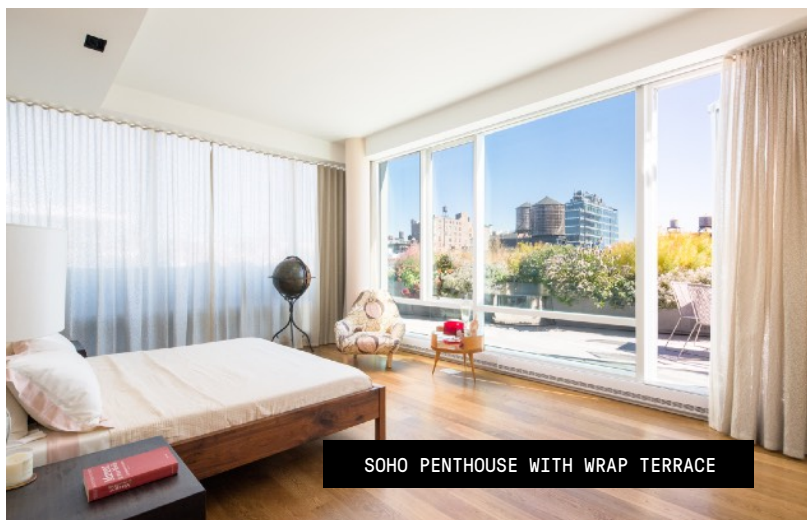
2018 Beckons - The Era Of Uncertainty?

While we enter 2018 with a cloud of uncertainty hovering over many in high tax states such as New York, New Jersey and California, sales activity in the month of December is often an indicator of what the future holds.....and if that's the case, I think we may be pleasantly surprised by the first quarter. We shall see. We are now living in an era of uncertainty, where the daily roller-coaster has become the new normal.

What we know for certain is that some very wealthy people stand to become significantly wealthier than they are now - yes, even wealthier than the 23% wealth ballooning in 2017 amongst the world's wealthiest 500 families. While wealth disparity between the classes will probably escalate, 2017 highlighted the disparity AMONGST the wealthy, where rich and REALLY rich have been lumped together under one umbrella and are often treated very differently (and unfairly) by the tax system, both federally and stateside. Because this is such a small group of people relatively speaking, I worry that their voice and concerns won't be heard. I see lawyers in their future!

With so many media outlets fighting for ratings and eyeballs, and so many politicians with selfish motives, expect more chaotic headlines, threats and salacious stories about celebrity real estate. In this market more than any other, media-conveyed data alone is insufficient to navigate the somewhat murky real estate waters. Accurate facts and data matter, but these days some of those that are conveyed are inaccurate or misleading at best. Professional guidance matters. With dishonesty seemingly rewarded with success, establishing honest insight can make a difference. The 2017 market ended a little down from 2016, indicating a leveling off, and solid signs of life returned to the townhouse market. The very high end should be fine, and the 'under \$1.5m' market will continue to experience shortages. While many are trying to discourage home ownership in favor of renting (to fuel the coffers of wealthy landlords?), we all know the longterm benefits of owning a home.

LS





Duplex Penthouse With Parking Available

71 LAIGHT STREET
SOHO
\$17,500,000

Perched atop The Sterling Mason in the heart of Tribeca featuring 4,986 square feet of meticulously curated interior space and a 1,065 square foot private terrace. Gachot Studios has expertly laid out this loft-style residence with apartment strengths, perfectly blending refined finishes with high-ceilings and grand proportions centered in the most coveted section of Tribeca.

Penthouse With Private Roof Deck & Views

72 MERCER
SOHO
\$13,950,000

Atop the seven-story structure lies this duplex penthouse, that rises above the roof levels of the neighborhood providing inspiring open sunset views to the West through enormous windows that flood the entire apartment with light all day long.



Penthouse With Collector Quality Terrace

545 WEST 20TH STREET
CHELSEA
\$6,950,000

Perched atop this historically significant loft building, the Lifesaver Lofts, this spectacular penthouse duplex reveals itself gradually once the private, key-locked elevator door opens. Doors lead out to the majestic garden-scaled terrace that measure almost 1,900sf in size. This exceptionally landscaped terrace is appointed to perfection with trellised seating areas designed to create real outdoor living spaces.



504 W 22Nd St, Chelsea - New Price!

\$11,995,000 - TOWNHOUSE WITH INCOME

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.



15 West 53Rd St, Midtown

\$7,500,000 - ACCEPTED OFFER!

Perched high above the Museum of Modern Art in Museum Tower in the heart of Manhattan, this brand newly renovated, never-lived-in 3-4 bedroom residence boasts breathtaking Central Park and City Skyline views.



77 Reade St, Tribeca

\$2,850,000 - NEW PRICE!

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.



310 West 92Nd St, Upper West Side

\$8,950,000

An imposing and grand 20ft wide Limestone Mansion, moments from Riverside Park. Built around 1900, this regal townhouse measures around 9,000sf and is perfectly perched in the center of this elegant and serene tree-lined block. The 124ft ultra-deep lot delivers a light-filled, treed, 40ft deep south-facing garden.



126 West 22Nd St, Chelsea

\$6,500,000 - NEW PRICE!

Impressive 50ft wide south-facing Chelsea/Flatiron Duplex penthouse loft, resplendent with a large private roof terrace and an 8-hour-per-day, 5-day-per-week house assistant included for 2 years.



151 West 17Th St, Chelsea

\$7,500,000 - COMING SOON!

Conveniently perched atop Chelsea overlooking the iconic Barney's Building in the full service Campiello Collection Condominium, with close to 80 feet of south-facing, sun-bathed frontage, this impressively proportioned 3-bedroom penthouse is offered for sale for the first time since the building was completed in 2002.



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
\$10,995,000 - 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.



397 West 12Th St, West Village - Off Market
PRICE UPON REQUEST

Rarely does a property of this scale and caliber become available in the West Village With the equivalent space of a large townhouse, this south-facing, sun-kissed duplex with exposures in four directions.



.

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.

COMING SOON!



Steven Harris Designed Penthouse with Private Terrace

The distinctive, yet classically contemporary building is clad in limestone, a unique blend of Uptown classicism and Downtown contemporary sophistication. Enter the building through the intimate 24-hour attended lobby with Paneled Jacaranda wood walls. The correctly scaled secured elevator opens directly into a classic, Rosario Candela inspired gallery perfect for receiving guests and the display of fine art. The entire apartment is finished with European solid oak floors with a distinctive Chevron pattern in the living areas.

PRICE UPON REQUEST



444 West 19Th Street

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

A sleek, light-bathed West Chelsea Penthouse with superb private terraces and parking available is tough to find: This duplex 2-bedroom, 2.5 bathroom penthouse is unique, located in 444 WEST 19th ST, one of West Chelsea's most desirable addresses moments from the Highline and Hudson River Parks, The Meat Packing District and Hudson Yards. This exquisitely appointed 1,544 square foot urban oasis boasts a massive roof deck along with four additional balconies totaling 1,169 square feet of private outdoor space. Every room features direct outdoor space.



72 Mercer Street

\$4,500,000

The highest floor non-penthouse apartment facing West over prime Soho between Spring and Broome Streets, this loft-like two bedroom, two and a half bath full floor condominium home in a 24 hour doorman condominium building features 11 ft+ ceilings, and superb Western light. The elevator opens directly into the loft to an impressive Great Room with a gas fireplace and a western wall of floor to ceiling windows overlooking the historic buildings of Mercer Street.



Penthouse With Extraordinary Wrap Terraces And Views.

311 WEST BROADWAY
SOHO
\$10,995,000

Located in the SOHO MEWS, 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.

Pristine And Sun Drenched

160 EAST 22nd STREET
GRAMERCY
\$5,990,000

Pristine and sun drenched penthouse in a recently built luxury full service condominium moments from Prime Gramercy Park and the Flatiron District. As one of two units on the PH floor, PHB spans over nearly 1900sf of interior space and includes a private manicured/landscaped roof deck of over 900sf.



Cantilevered On Top Of The World

56 LEONARD STREET
TRIBECA
\$32,500,000

This is the first viewable (and largest) 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, larger than a townhouse on one floor.



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**



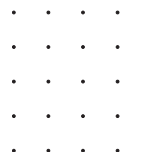
347 Bowery Noho/Soho/East Village

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
WINTER 2018



Mini Luxe

VOLUME JUMPS, PRICING STABLE

SMALLER LUXURY
PROPERTIES BETWEEN
\$1M AND 2M

123 properties signed and closed
Average Price: \$1,454m \$1,563/SF
Average Size: 940SF

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

Our analysis: Sales volume recovers notably. Supply at this price remains weak.

Midi Luxe

VOLUME RISES AND PRICING REMAINS UO

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

104 properties signed and/or closed
Average Price: \$2,907m \$1,878/SF
Average Size: 1,572SF

UP with last month.
UP compared to previous month.
DOWN with previous month.

Our analysis: Activity improves, while pricing rises.

Ultra Luxe

VOLUME DIPS, PRICING SLIPS

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

16 properties signed and/or closed
Average Price: \$4,520m \$1,936/SF
Average Size: 2,371sf

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

Our analysis: Pricing remains below \$2,000/sf, as more larger units trade.

Mega Luxe

VOLUME UP NOTABLY, PRICING SOARS PAST \$3,000/SF

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

44 properties signed and/or closed
Average Price: \$10,881m \$3,349/SF
Average Size: 3,382SF

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

Our analysis: Signed Contract Volume rises, pricing soars above \$3,000/sf. Many at this price point believe pricing in this market has stabilized.

House Luxe

THE TOWNHOUSE MARKET IS BACK!

LARGER, SINGLE
FAMILY TOWNHOUSES

7 properties signed and/or closed
Average Price: \$12,477m
Average Width: 20 feet

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

Our analysis: After many months of slumber, townhouse buyers are out again + buying! With a renovation costing \$1,000/sf, brand newly renovated houses sell for a premium.

BKLYN DESIGNS

Compass
90 Fifth Avenue
New York, NY 10011

Brooklyn Chamber of Commerce announced that BROOKLYN DESIGNS moves to the Brooklyn Museum in 2018 for its 15th edition. The event, presented by the Brooklyn Chamber of Commerce/Novità Communications, will have a new home at the borough's institution from May 12-13, during the first weekend of NYCxDESIGN.

The Team

Consistently a Top Team globally, we deliver exceptional service in the New York and Brooklyn luxury real estate markets, with offices across the USA. 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 \$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.

T 646.780.7594

C 917.385.0565

WWW.THELEONARDSTEINBERGTEAM.COM



LEONARD



HERVE



AMY



CALLI



LOIS



AIMEE



ALEX



HAROLD



MANNY



MICHAEL

COMPASS

NEW YORK - PARK SLOPE - WILLIAMSBURG - EAST HAMPTON - BRIDGEHAMPTON - SOUTHAMPTON - SAG HARBOR - WASHINGTON DC - CHEVY CHASE -
BOSTON - CAMBRIDGE - MIAMI - COCONUT GROVE - LOS ANGELES - MALIBU - SANTA BARBARA - MONTECITO - PASADENA - ASPEN - BASALT
SAN FRANCISCO - NEWPORT BEACH - HARLEM - MONTAUK - CHICAGO (NEW!) - WESTCHESTER (NEW!)



Real estate agents affiliated with Compass are independent contractor sales associates and are not employees of Compass. Equal Housing Opportunity. Compass is a licensed real estate broker located at 90 Fifth Avenue, 3rd Fl. NY, NY 10011. All information furnished regarding property for sale or rent or regarding financing is from sources deemed reliable, but Compass makes no warranty or representation as to the accuracy thereof. All property information is presented subject to errors, omissions, price changes, changed property conditions, and withdrawal of the property from the market, without notice. To reach the Compass main office call 212 913 9058