



161 Hudson Street  
\$16,000,000



260 West Broadway  
\$7,000,000



870 Fifth Avenue  
\$10,950,000



560 West 24Th Street  
\$14,000,000 or \$40,000/month

## A New Buyer Profile Emerges

The luxury markets downtown performed relatively well in April although there seemed to be a bit of a pause over the Holidays. A cold Spring is not the best for real estate marketing. However, a new - and rather potent - buyer has emerged in the market: We call this buyer the "WAIT-AND-SEE-EXHAUSTED-BUYER". This buyer decided about 2 years ago that they would rather 'wait-and-see' what happens in the markets, suspecting pricing was going to come down. They were right. They continued looking at EVERYTHING. Like many hesitant shoppers, most discovered reality:

- Smart buyers have already latched onto some outstanding properties at rather appealing prices. Only one buyer gets the property.
- Most of the best apartments come down in price, but not that much, and sometimes not at all. Buy now and save the new Mansion taxes too....
- Often prize apartments are owned by very wealthy owners who take their property off the market in lesser markets.
- There is no such thing as perfection. It does not exist. Waiting for perfection is a certainty for disappointment.
- We are all running out of time: Time is the last luxury. Waiting years for perfection to arrive - at the perfect price - mostly does not happen.
- The new SALT tax deduction limitation did not impact the high end of the market as much as some feared it would. Lowered tax rates and loopholes helped. Technical mortgages alleviate the SALT changes.
- The wealthy always have money: there is always a market for the best.
- Lower prices, adjusted seller expectations, low-interest rates, and a booming economy have made buying now more attractive again.



## DID YOU KNOW?

Miami -Dade County is more rent-burdened than New

York City.

### 54 MacDougal St Penthouse with Private Roof Deck

#### Price Upon Request

The key-locked fob-controlled elevator opens directly into this elegant & dramatic 4-bedroom, 4.5 bathroom penthouse with over 1,200 square feet of outdoor space. Upon entering you are immediately impressed by the show-stopping double height ceilings with a wall of West-facing windows and french doors that reveal the charming views down tree-lined King Street that allows superb privacy, floods the apartment with light and open exposures that become part of the interior experience.



#### 260 West Broadway, Tribeca \$7,000,000

With almost 45 feet of south-west-facing, sunny frontage overlooking Tribeca Park with its majestic London Plane trees, this centrally located authentic 5-bedroom loft with massive arched windows used to be home to the recording studio of world-renowned musicians including Earth, Wind & Fire, not to mention some of the most notable names in fashion. Tall ceilings further enhance the majestic pre-war architectural details that abound throughout this home.



#### 43 West 13Th St, Greenwich Village \$5,000,000

Nestled on one of the most desirable treed Central Greenwich Village Gold Coast blocks, moments from Union Square, this massive loft - almost 5,000sf gross in size - with soaring 14ft ceilings awaits your touch. Bring your architect or designer and create a dream home. At just about \$1,000/sf this price is impossible to replicate, certainly not in a location of this caliber. (VIRTUALLY STAGED)

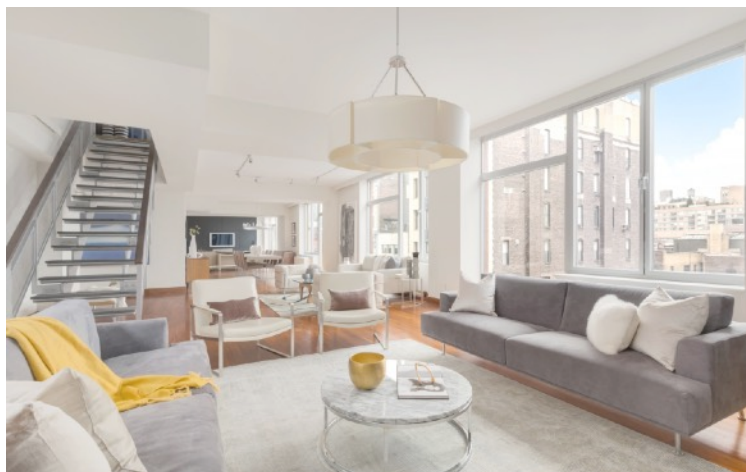


For more information or to schedule an appointment please call 646.780.7594



**34 East 30Th Street, Nomad**  
**\$2,500,000**

This authentic full floor loft provides an incredible opportunity to create your dream home in a boutique NoMad pre-war building moments from Park Avenue South, Madison Square Park and Dover Street Market. Virtually Staged



**151 West 17Th Street - Penthouse - Chelsea**  
**\$6,500,000**

Offering 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.



**1281 Madison Avenue, Carnegie Hill**  
**\$1.25 million**

Elegant restored 1885 townhouse-style one bedroom condo perched perfectly in the middle of charming historic Carnegie Hill. Nothing beats this refined and convenient location, just one block away from Central Park. (Virtually Staged)



**251 West 19Th Street, Chelsea**  
**\$3,000,000**

This 1,800sf+ loft in a doorman condominium building that has been completely re-furnished awaits your touch: Architect plans are already in place to convert this into a 2-3 bedroom showplace with soaring 11ft ceilings.



**101 West 24Th St, Chelsea/Flatiron**  
**\$2,750,000**

This spotless, high-floor, light-filled, corner home is perched atop Chelsea's premier, full-service condominium, The Chelsea Stratus. This 1,242 SF apartment offers floor-to-ceiling windows with dramatic southern exposures that showcase breathtaking views and sunsets that could leave you speechless.



**444 West 19Th St, Chelsea**  
**\$3,750,000**

This high-floor, move-in-ready beauty with three large balconies, big views, exceptional light AND private parking truly has it all. The elevator opens directly into an entry area that reveals the sizable great room - with almost 40 feet of frontage - with large windows that flood the apartment with dreamy northern light



For more information or to schedule an appointment please

## Pristine Penthouses



### 560 West 24Th St, Penthouse - West Chelsea

**\$14,000,000 / \$40,000 per month**

Classic Penthouse designed by AD100 architect Steven Harris: Perched above a brand new elegant limestone-clad building with bronze-framed windows is this exceptional duplex penthouse with multiple terraces that epitomizes grace and elegance, moments from Hudson Yards and the Highline and Hudson River Parks.



### 71 Laight St, - Huge Simplex Penthouse - Tribeca

**\$20,000,000**

A Breathtaking fully landscaped terrace surrounds this grandly scaled simplex penthouse with 3-5 bedrooms in a full service, amenities-rich building moments from the Hudson River Park. Never before listed and almost brand new. Co-exclusive with Hudson Advisory.



### 161 Hudson Street, Penthouse 9A8B

**\$16,000,000**

Located in the heart of Tribeca this exquisite Monique Gibson-designed and mint-move-in light-flooded duplex corner Penthouse with private terrace, roof deck and panoramic views blends the grandeur of loft living with apartment practicality.



### 177 9Th Avenue, Phf - Chelsea

**\$5,375,000**

This whisper quiet penthouse apartment offers an abundance of natural light and views of Chelsea's vibrant streetscape. Floor to ceiling walls of glass and steel brightens 2,129SF of interior living space and perfectly integrate the massive landscaped terrace into an open, modernized entertaining space.



### 444 West 19Th St, 502 - West Chelsea

**\$1,350,000**

Located in the heart of Chelsea moments from the High Line & Hudson River Parks, this bright, one-bedroom, south-facing apartment with a balcony features floor-to-ceiling windows that frame bright south-facing exposures.



### 160 East 22Nd St, 19C - Gramercy

**\$2,850,000**

Hovering above the heart of the Gramercy Park Neighborhood, residence 19C is an almost 1,300 square foot 2 bedroom, 2-bath condominium home in a new, full-service building with inspiring open city views that include Gramercy Park itself.





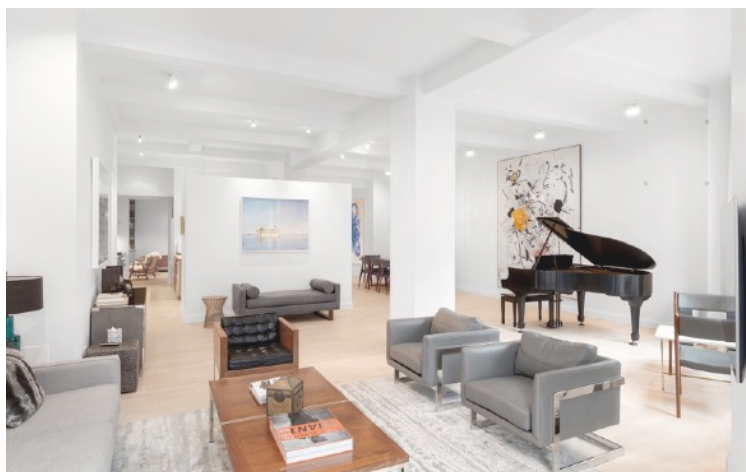
## 5th Avenue Central Park - Front Perfection Brand new and never- lived-in

**COMING SOON - 870 Fifth Avenue  
Upper East Side  
\$10,950,000**

This never-lived-in, brand new, exceptional park-front, high-floor home has been gut renovated to the most exacting standards. Currently configured as the most lavish 1-2 bedroom home.

### DID YOU KNOW?

Real Estate WIRE FRAUD has grown by 1,100% in the past 3 years alone. Cyber Security is of critical concern to all buying, selling or renting.



### 166 Duane Street, Tribeca \$7,650,000 or \$25,000/month

Large 4-bedroom loft facing Duane Park in mint, move-in condition. Full service doorman building, with numerous large windows and soaring ceilings.



### 23 Perry Street, West Village \$15,995,000

Fully renovated townhouse in the most desirable of West Village locations, this townhouse faces an enchanting mews Garden that exemplifies that Village charm that dreams are made of.



### 22 Mercer St, 2D \$4,375,000

Perfectly located in a 24-hour doorman condominium loft building on a quiet cobblestone block of Mercer Street in SoHo's historic cast-iron district, this superbly outfitted 2-bedroom, 2.5 bathroom designer loft is grandly scaled with over 2,392 square feet of living space and features a wood-burning fireplace and a small balcony, the only one of its kind in the building.



For more information or to schedule an appointment please call 646.780.7594



**315 East 18Th Street, Gramercy**  
**\$12,000,000**

Nestled on a picturesque block, moments from Gramercy Park, is a recently completed Greek revival style gut-renovated townhouse that has been superbly designed and re-constructed to the most exacting standards to meet the demands of a modern lifestyle.



**397 West 12Th St, 3 - West Village**  
**\$15,000,000**

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.



**347 Bowery - Noho/East Village - Immediate Occupancy**

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

## Mini-Luxe

Volume RISES, Pricing RISES

Smaller luxury properties between \$1m and 2m	102 properties signed and closed	UP compared to last report.
	Average Price: \$1,519m \$1,559/SF	UP compared to previous month.
	Average Size: 1998sf	DOWN compared to previous report.
	Our analysis: Sales volume improved and pricing jumped.	

## Midi-Luxe

Volume continues to rise, Pricing recovers solidly

Mid-sized luxury properties between \$2m and \$4m	86 properties signed and closed	UP from last report.
	Average Price: \$2,887 \$1,804/SF	UP NOTABLY compared to previous month.
	Average Size: 1,603sf	DOWN from previous report.
	Our analysis: Volume improved, and pricing rose notably.	

## Ultra-Luxe

Volume soars, Pricing recovers nicely, above \$2,000/sf

Larger, luxury properties between \$4m and \$5m	17 properties signed and closed	UP NOTABLY from last month.
	Average Price: \$4,434 \$2,289/SF	UP NOTABLY compared to previous month.
	Average Size: 1,956sf	DOWN from previous report.
	Our analysis: Pricing continues bold recovery, volume rises too. Pricing above \$2,000/sf!	

## Mega-Luxe

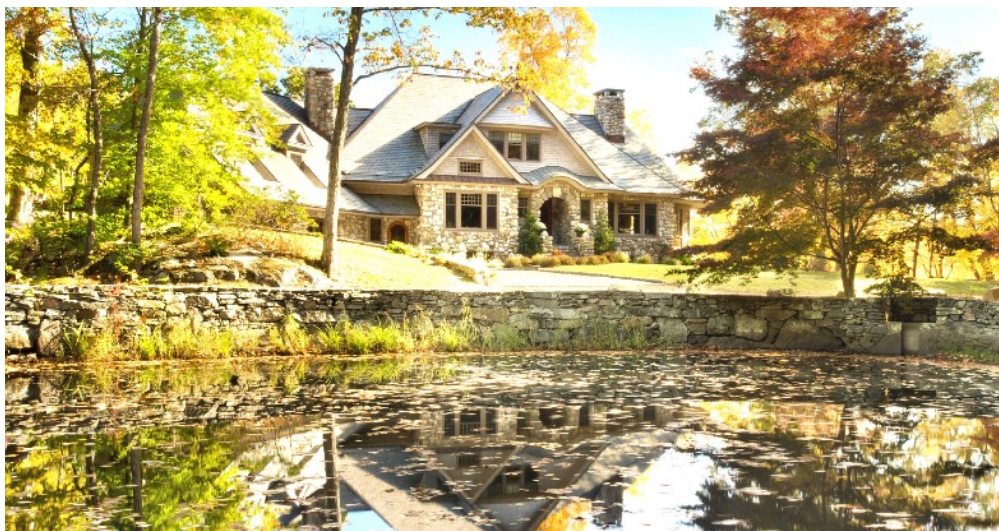
Strong volume again, pricing continues its march towards \$3,000/sf

Large, exceptional properties over \$5m, many with outdoor space	38 properties signed and closed	EVEN from last report.
	Average Price: \$9,146 \$2,868/SF	UP NOTABLY compared to previous month.
	Average Size: 3,215sf	DOWN from previous report.
	Our analysis: Pricing recovers closer to \$2,900/sf. Some notable \$10m+ properties signed.	

## House Luxe

Townhouse sales volume strong. Days on market approaches 450 days.

Larger, single family townhouses	7 properties signed and closed	EVEN compared to last report.
	Average Price: \$12,123m	DOWN compared to previous month.
	Average Width: 22 feet	UP from previous report.
	Our analysis: Solid sales volume and pricing, yet the average time to sell now is almost 450 days.	



Just 1 Hour From Manhattan Perched Directly On Lake Waccabuc, Set On Over 10 Acres With A Guest Cottage, This Newly Built 5-Bedroom 6,000Sf Beauty Is The Perfect Hampton's Alternative.  
189 Mead Street, Waccabuc  
**\$3,500,000**





**Compass**  
111 5th Avenue  
New York, NY 10003

## DID YOU KNOW?

Most millionaires immigrating to the USA move to New York, Los Angeles, San Francisco and Miami. Most come from Russia and China

### The Well

Coming To 5Th Avenue At 15Th Street. Western Doctors And Eastern Healers All Under One Roof....Coming Soon!  
Www.The-Well.Com

## Our Team

We deliver exceptional service in the New York and Brooklyn luxury real estate markets. With sales in excess of several billion and consistently amongst the USA's Top 25 Teams, our group represents developers, buyers, renters, and sellers in transactions ranging from \$500,000 to well over \$20 million. We can also connect you to the best agents around the country and the globe. Please let us know how we may be of assistance to you.

**T 646.780.7594**

**C 917.385.0565**

**www.theleonardsteinbergteam.com**



LEONARD



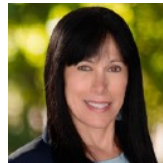
HERVE



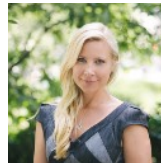
AMY



CALLI



LOIS



AIMEE



MANNY



HAROLD



BRETT



MICHAEL



PETER



NEIL



ROBERT