

## Top 20 of 2020 - A year of 20/20 vision?

2020 was a rough year on any standard. As the year draws to a close, we believe this year has also delivered insightful clarity. Here are our TOP 20 visions of 2020:

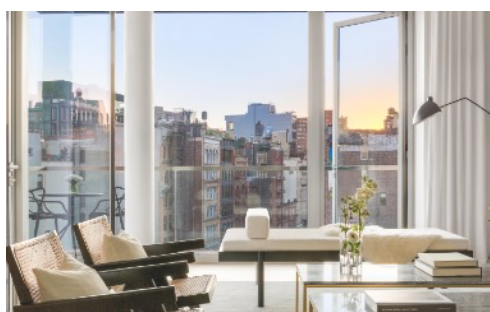
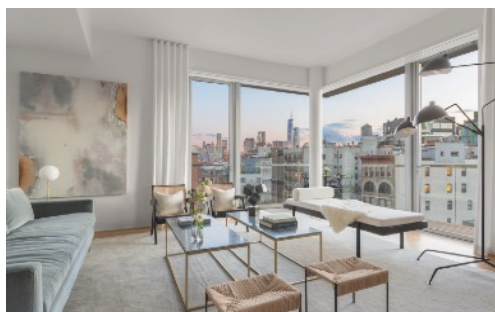
1. Time is the Last Luxury: fancy faucets and fixtures are wonderful, but it's time that's truly scarce. Anything - and anyone - who can save us time is a real luxury.
2. Health is wealth: no bulging balance sheet can compete with perfect health.
3. Home matters. A safe, comfortable home is critical to our well being. We are more aware of home than ever before.
4. When we work together we triumph: The kindness and empathy and support we have witnessed in 2020 should give us all hope of a better, brighter future.
5. Nature rules: 2020 reminded us of the importance of nature, green spaces, trees, the outdoors. Nothing can compete with the beauty and perfection of nature.
6. We learned to appreciate the things we may have taken for granted.
7. We saw how extreme wealth disparity costs us all a fortune eventually.
8. Social justice and equal opportunity still require lots of work.
9. We witnessed yet again how in recessions, the poorest are hurt most.
10. We love retail and restaurants: without them our neighborhoods feel different. They need our full support, regardless of the ease of shopping from a couch.
11. New York Real estate prices dropped but not for ALL. Those with Collector qualities fared well and remained relatively strong....and scarce. New York became more affordable now attracting a new audience. Retail rents plummeted.
12. The suburbs rebounded: SALT deduction limits had decimated the suburbs for a few years, but they have recovered and had new appeal for second homes.
13. Education really matters: kids need schooling. Parents cannot do it all. And the most educated fared best during 2020.
14. Without tourists cities don't feel the same. Our economies love tourists!
15. We miss 'normal' restaurant life but celebrated new outdoor dining options.
16. Home delivery exploded, but we miss the social joys of physical shopping.
17. Large open spaces are a luxury, but compartmented rooms have value too.
18. Markets go up and down. Cycles and big events - good and bad - are inevitable.
19. There is always hope. Always. And recovery.
20. While many feel we are deeply divided, is there such thing as a BLUE or RED state? All states - including New York - are varying shades of purple. We need to focus on that which unites us and respectfully debate - with facts and data - that which we disagree on. We are much more practical and united than most politicians would like us to believe.

As we enter the Holiday Season let's remind ourselves of our shared core values and beliefs, our moral compass, kindness and compassion for our fellow human beings.

**HAPPY HOLIDAYS!**



53 Downing Street



347 Bowery





## 347 Bowery NoHo/East Village 2 Balconies, Brand new

This 3-bedroom, 2.5 bathroom duplex on a south-west, light-infused corner at the crossroads of NoHo and the East Village, across from the Bowery Hotel at the culmination of Great Jones Street features surprisingly impressive and humanly scaled views in three directions. Both architecture and interiors are by world-acclaimed architect Annabelle Selldorf. \$7 million Immediate Occupancy.

### DID YOU KNOW?

Foreign buyers may return to New York now that the dollar is weaker, vaccines will ease travel restrictions and re-open tourism, pricing is more attractive, and a new administration may allay fears about foreigner restrictions.



## Published Penthouse with Private Heated Pool West Chelsea

**456 West 19Th Street - \$12,500,000**

A top-floor fully renovated penthouse with almost 3,000sf of interior plus approximately 2,000sf exterior living space that combines both City and 'Country' living in one. This pristine, published penthouse in the heart of the West Chelsea Gallery District has been extraordinarily renovated and re-imagined as the ultimate glamorous showstopper, an elegant sanctuary of sophistication wrapped in brick and true divided-light steel windows that offer superb light and panoramic views over West Chelsea, Hudson Yards and Midtown Manhattan.





**10 Madison Square West, Flatiron**  
**\$8,500/Month**

The loft-like home features wide-plank oak floors and soaring 10'-7" beamed ceilings and a well-proportioned, sun-soaked living and dining room with floor-to-ceiling windows framing impressive views of the Empire State Building.



**212 West 18Th Street, Chelsea**  
**\$16,350,000**

At over 4,144 SF, the combination of two units has resulted in a one-of-a-kind floor plan offering two private terraces and sweeping views of the Manhattan skyline.



**53 N. Moore St, 4G, TriBeCa**  
**\$2,750,000**

Located on the most desirable cobblestone block of Central Tribeca, this large 1,548sf winged 2-bedroom loft is located on a North East corner with tree-top views and splendid morning light that streams in through multiple over-sized windows.



**40 East 67th Street, Upper East Side**  
**\$12,995,000**

Superbly positioned moments from Central Park, this magnificent, 20-foot wide townhouse with an elevator is located between Park and Madison Avenues, in the most convenient and fashionable part of the Upper East Side.



**53 N. Moore St, 4F, TriBeCa**  
**\$4,000,000**

This large 2,436sf, 2-3 bedroom loft boasts lovely morning light that streams in through multiple over-sized East-facing windows. A gracious entry gallery leads past the generously scaled kitchen with stainless steel appliances to the large living/dining room.





## 3-4 Bedroom Duplex Penthouse with Four Terraces

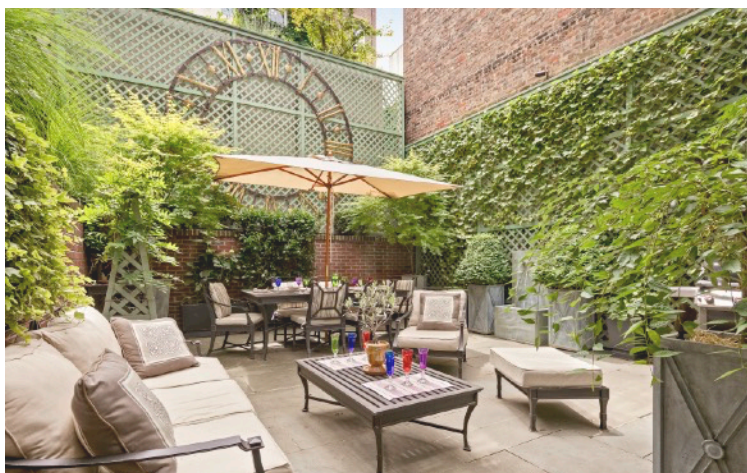
**141 East 88Th Street. Upper East Side**

**NEW PRICE! \$8,9million**

This bright, breathtaking penthouse is one of only two newly constructed penthouses perched atop the recently converted full-service Philip House, boasting a rare combination of complete privacy and tranquility with landscaped terraces on both floors. The four set-back terraces provide privacy and make this home extraordinarily quiet. This mint, meticulously detailed contemporary classic Carnegie Hill duplex is infused with light all day long through an abundance of large windows that captivate wide-open views over the most convenient and desirable neighborhood on the Upper East Side.

### DID YOU KNOW?

Prime NY retail rents are almost 50% down from their highs 3 years ago opening up opportunity for new retailers to operate profitably?



**New! 204 West 21st Street, Townhouse, Chelsea**  
**\$8,500,000**

Conveniently located on a tree-lined Central Chelsea block, 204 W 21st Street is a meticulous, recently gut-renovated 22 1/2-foot wide, sun-filled 4-story single-family townhouse comprising gracious interior living spaces and over 690 square feet of exterior living space including a magnificent south-facing garden and a terrace. Every imaginable esthetic and engineering detail has been considered in this multi-year renovation, including 4-zone central air conditioning and heating, motorized shades and radiant heated flooring. Each room has been elegantly scaled and appointed to perfection.



**152 Elizabeth Street, Nolita**  
**\$5,985,000**

With an exacting eye and generous spirit, Pritzker Prize Laureate Tadao Ando and renowned interior architect Michael Gabellini are making history with 152 Elizabeth Street. Residence 2E features two bedrooms, two bathrooms, and one powder room. With gracious proportions at 2,015 square feet, the interiors evoke a thoughtful sense of craft and refinement never found in new development  
Immediate Occupancy





## Prime Tribeca Private Floor Loft 4-5 Bedrooms

**408 Greenwich St, Tribeca**  
**\$8,000,000**

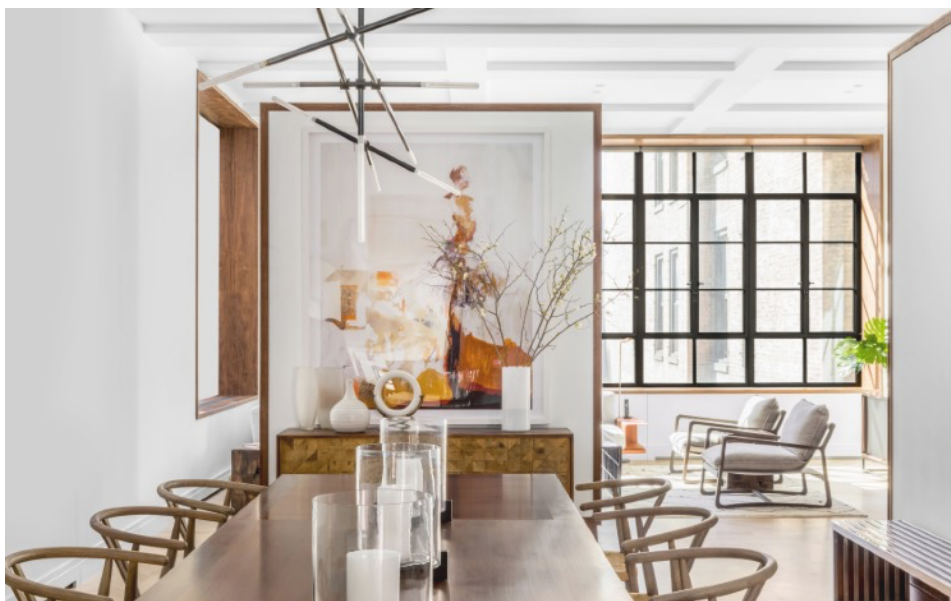
This high-floor expansive, private, full-floor 3,722sf, sun-drenched loft with over 180 feet of linear windows takes full advantage of its perfect Tribeca setting surrounded by all things wonderful about this vibrant neighborhood.

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## Gut Renovated , Triple Mint Loft

**6 West 20Th Street, Flatiron**  
**NEW PRICE! \$9,000,000**

This triple-mint, recently completed, precisely gut-renovated private full-floor loft off Fifth Avenue is just moments from Madison Square Park. Designed by Russell Riccardi Architect and executed by John Hummel and Associates this voluminous and wide loft spanning 50 feet of frontage is bathed in natural light all day.



## Superb Indoor - Outdoor Living

**150 Charles Street, West Village**  
**\$14,750,000**

Located in the highly coveted 150 Charles Street in the most desired Downtown neighborhood - the West Village - this one-of-a-kind duplex 4 bedroom, 4.5 bathroom condominium residence boasts a private, magical garden-quality terrace that delivers super outdoor as well as indoor living rooms





## Enormous & Exquisitely renovated Gold Coast Duplex

**New! 40 Fifth Avenue, Greenwich Village**

**\$15,000,000**

An extensive and thoughtful renovation has combined multiple units on the 14th and 15th floors to deliver a duplex home of grand scale combined with a sense of understatement and intimacy. Historic architecture with superbly proportioned rooms is seamlessly infused with every modern convenience. Three exposures - in an area known for low-lying buildings and townhouses - delivers exceptional protected light and views all day long. The humanly scaled views extend all the way to Midtown's Empire State Building and West overlooking Greenwich Village, the most desired of all neighborhoods with its unique mix of pre-war architecture, tree-lined streets, parks, cafes and boutiques.

### DID YOU KNOW?

Look out for a Google, Amazon or Apple! It used to be banks, Starbucks and Whole Foods that drove neighborhood gentrification....



## 53 Downing Street West Village/Hudson Sq.

**\$17,500,000**

Nestled on a discreet, quiet, treed block where the West Village meets Soho and Hudson Square, 53 Downing Street is large, 20'-3 1/4" wide, recently completed, gut renovated single-family townhouse with a garage and multiple outdoor living spaces. The Landmarked Italianate house was originally built in 1857 and has undergone a complete redesign by CWB Architects to transform it into a showplace with superb finishes, detailing and proportioning, expertly installed by master craftsmen. Every imaginable detail has been considered in the renovation of this mansion-scaled home renovation, including brand new individually zoned mechanical systems for year-round flexibility along with radiant floors in all bathrooms as well as a fully integrated Crestron AV system with ceiling speakers and connectivity for TV, Internet, and Security.





**Coming 2021: 33 Park Row - City Hall Park - Where Tribeca, The Southstreet Seaport And Fidi Intersect**

Rogers, Stirk, Harbour & Partners - architects of the Pompidou Museum, Paris, One Hyde Park, London, and One Monte Carlo, Monaco present their first residential building in the USA, perfectly perched on City Hall Park. Apartments range from 1- to 4—bedrooms and penthouses. Early 2021 Occupancy.



**161 Hudson Street, Ph9A8B, Tribeca - \$13.995M**

Enormous, 6,280sf quiet, light-filled penthouse duplex with big views and terraces located in the heart of Tribeca. This exquisite Monique Gibson-designed, mint, move-in light-flooded condominium duplex Penthouse blends the grand scale of loft living with apartment conveniences with open, protected exposures to the East, North, and West.



## DID YOU KNOW?

November Luxury Sales volume in Manhattan dropped around 12% compared to 2019, yet was very close to February 2020 levels.

For weekly insights on market activity, please follow us on INSTAGRAM at: [@theleonardsteinbergteam](https://www.instagram.com/theleonardsteinbergteam)

### Compass

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## DID YOU KNOW?

Over 450 Manhattan homes priced above \$5 million have sold and/or closed so far in 2020.



LEONARD



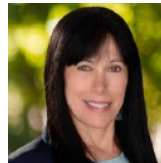
HERVE



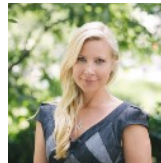
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