



TOWNHOUSE-SCALED LIVING ON ONE FLOOR WITH FULL SERVICES

WEST CHELSEA PENTHOUSE WITH TWO LARGE TERRACES



Did You Know?

01

Only 5% of homes built in 2022 were accessible for low- or moderate-income renters. Since 2015, the number of people homeless or unsheltered is up 35%.

02

Affordable housing is not just an issue for the poor: it applies to the middle class and 'middle rich' too. Developers have placed too great a concentration on building much higher priced - and more profitable - homes.

03

An important culture opening this FALL in FiDi/Tribeca/City Hall Park: the new Perelman Performing Arts Center, a neighborhood game-changer!

04

For weekly insights on market activity, please follow us on Instagram at: @theleonardsteinbergteam

Wealthy Future Trend-Spotting?

Do (some of) the wealthiest amongst us see things - and opportunity - well before the rest of us? As we close the first half of 2023, here are some observations:

1. Inflation is down from 8.6% in January to about 4% today, down over 53% in 6 months. Progress.
 2. The DOW is up about 3.7% in the first half, and 12% compared to a year ago.
 3. The NASDAQ is up about 38% in the first half, and 32% compared to a year ago.
 4. The S+P 500 is up about 15.5% in the first half, and 17.7% compared to a year ago.
- In the year prior to this June 30th, 2021-22, markets were down anywhere from about 10% up to 18%. The GREAT REBALANCING of 2023 and the artificial - relatively short-term - impact of the Covid-and-Ukraine-Russia-War-fueled surges being corrected. Similar patterns are visible in real estate where some irrational

exuberance fueled by super-low rates, federal fiscal stimulus, and and imbalance between supply and demand caused some prices to soar unrealistically that are now pulling back to more realistic levels. While ramping up paper towel production can take weeks/months, our ability to ramp up home building will take much longer, especially in classifications that remain grossly under-supplied.

And it appears some of the wealthiest see opportunity right now, like many did six and 12 months ago in the equity markets: Manhattan signed contract volume in the \$4 million-plus markets in June 2023 versus June 2022...was up.....over 35%! And in the past few weeks we saw a notable signed contract uptick (19) in the \$10 million plus category....is confidence in the future returning before everyone else sees it?

MONTHLY MARKET INSIGHTS *JUNE 2023*

MiniLUXE - (properties priced \$1 million and under)

Manhattan: 501 (May: 484) Brooklyn: 495 (May: 452). (Combined, UP 6.4%)

MidiLUXE - (properties priced \$1-3 million)

Manhattan: 424 (May: 394) Brooklyn: 348 (May: 357). (Combined UP 2.7 %)

CenterLUXE - (properties priced \$3-5 million)

Manhattan: 106 (May: 87) Brooklyn: 33 (May: 35). (Combined UP 13.9 %)

UltraLUXE - (properties priced \$5-10 million)

Manhattan: 81 (May: 82) Brooklyn: 5 (May: 7) (Combined FLAT)

MegaLUXE - (properties priced \$10 million-plus)

Manhattan: 23 (May 26) Brooklyn: 1 (May: 0). (Combined DOWN 7.7%)

TOTALS: 1,135 (May 1,073, UP 5.7%) 882 (May: 851, UP 3.6%)

Insights:

** Most classifications showed continued recovery from May's solid uptick.*

LUXEfind - BARNES INTERNATIONAL

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No. 33 Park Row - Tribeca/South Street Seaport/Financial District

Starting at \$1,825,000. (NEW: Penthouse showcase here: \$19.5 million)

1-3 bedroom and PENTHOUSE Park front condo homes by Richard Rogers | RSHP | Gym | Doorman | Roof terrace | Theater | Outdoor Yoga Loggia Terrace | Longe with kitchen | Hobby Room. TRI-DI IMMEDIATE OCCUPANCY. BRAND NEW.



500 West 22nd Street - Park House Chelsea - West Chelsea

Starting at \$2,500,000

1-3 bedroom Park front homes designed by Selldorf Architects

IMMEDIATE OCCUPANCY. BRAND NEW.

PARKHOUSECHELSEA.COM





SOHO
27 Wooster Street, SoHo
4 Bedrooms + study, 4.5 Baths
\$18,950,000

Rare, mint, move-in, full-floor, exquisitely appointed 5,000sf single-floor home with parking included.



CENTRAL VILLAGE - NEW PRICE
832 Broadway
4,100SF Loft
\$3,850,000

Bring Your Architect,
Opportunity Aounds!



EAST VILLAGE
428 East 12th Street
2 bedroom, 2.5 bath
\$2,995,000

Coveted Two Bedroom in The Steiner



Park/River-front Brooklyn Heights Penthouse with Panoramic Views

Penthouse 1215 is a combination of the 2 best units in the 1928 industrial building, resulting in a luxurious 2 bedroom and double-library, potentially 4 BR, gorgeous 3,442 sf home with 1,900 sf terrace that wraps the entire apartment. A two-year renovation was required to convert raw loft space into the most exciting and detail-oriented interiors imaginable.

360 Furman Street, 3 Bed, 3.5 Bath, 3,442SF. \$7,500,000



Duplex Tribeca Penthouse with Private Roof Deck and Terrace.

No attention to design and detail was spared in constructing this exceptional home atop this 1857 Landmark cast iron structure which has undergone a complete renovation and restoration conversion to seven immaculate residences, all spoken for, but for the proverbial crown jewel.

53 White St, PH
4 Bed, 5.5 Bath, 5,088SF
\$20,000,000 or \$75,000/month



NEW! Chelsea Collector Penthouse, Private Pool + Parking

Unprecedented, custom-built, and finished in 2020, this architecturally significant Penthouse Oasis features panoramic, protected views, a private rooftop featuring a full-sized pool & hot tub, and private parking in the basement directly accessed via the building elevators.

55 West 17th Street
6 Bed, 5+ Bath
\$35,000,000



CHELSEA (cover)
505 West 19th Street
5 Beds, 4.5 Baths
\$20,000,000

RARE 5,000sf-plus Simplex Penthouse with Two Terraces



UPPER EAST SIDE
1025 Fifth Avenue
3 Beds, 3 Baths
\$4,500,000

Move in ready home with a
Lovely Terrace



UPPER WEST SIDE
875 West End Ave
3 bedroom, 3 bath
\$3,000,000 NEW!

Renovated home in a prestigious Pre-
War Building designed by Rosario
Candela



WEST VILLAGE
150 Charles St, 8BN
3 Beds, 2.5 Baths
\$9,850,000

Penthouse Style Home with Views
and a Terrace



UPPER EAST SIDE
108 East 82nd Street
3 bedroom, 2 bath
\$2,500,000

NEW Charming high-floor pre-war home





NEW! Mint Townhouse CHELSEA

Conveniently located on a tree-lined Central Chelsea block between the Flatiron District and West Chelsea, 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 courtyard garden plus an elevated terrace.

204 West 21st Street

4 Bed, 5.5 Bath, 3,364SF
\$8,750,000



A neo-Renaissance mansion with a stunning, original, marble facade, steeped in history and provenance.

4 East 77th was once the epicenter of the world's most notable 20th century artists including Andy Warhol, Roy Lichtenstein and Cy Twombly. The first house off of Fifth Avenue, referred to as the Gold Coast of Manhattan, and one of the most desirable areas in Manhattan. Just east of this beautiful tree-lined street you will find the five-star Mark Hotel, while just to the west you have one of the most beautiful entrances to Central Park. 4 East 77th Street is positioned to become one of the most significant, single family residences in New York City or it could be utilized differently as the first two floors are zoned commercially* allowing you to earn passive income while living on the top three floors, plus the cellar: the possibilities are endless.

4 East 77th Street

6 Bed, &+ Bath, 11,695SF
\$25,000,000





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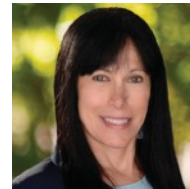
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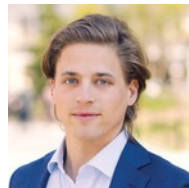
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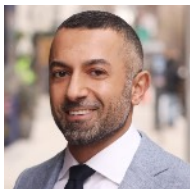
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