



500 West 22nd Street, PHA

CHELSEA | 3 BEDS | 3.5 BATHS | 3,005 SF | \$9,985,000

Annabelle Selldorf Designed Duplex Penthouse with Private Terrace and Roof Deck

The Value Of Buyer Representation

Those who have established their understanding of what a professional real estate buyer's agent does from some of the dreadful clowns who appear on reality TV shows have a very inaccurate version of the facts. The shows designed to entertain via loosely scripted dramas have portrayed real estate agents in the worst light possible, encouraging and inspiring tens of thousands of others to emulate their champagne-swiggling, private-jet-setting lifestyles where most of the day is spent throwing parties and calculating commissions prior to a showing.....that's if they are not too busy counting all the cash they earn within a few hours' work.

The reality is very, very different. Agents who represent buyers cover a wave of tasks that often require years of learning, honing negotiation skills, people skills and the ability to extrude insight from a sea of often inaccurate data, fed to the world via inefficiencies and questionable agendas. The work which is performed 7 days a week, often starting early in the morning till late at night, not only requires data-driven knowledge, but also the ability to manage expectations and find common ground in often

acrimonious negotiations where both buyer and seller have to come to a meeting of minds....if they wish to transact. The work begins weeks, months and even years before a transaction occurs. It continues all the way through the search and transactional phase, and then continues forever after and covers every aspect of the complex world of a transaction as well as many other aspects related to home and life.

Those who have worked with a professional buyer's agent closely know the value they bring to the table as they have witnessed it more closely. However, even these people don't witness lots of the less glamorous stuff that keeps the wheels turning. A professional always tries to keep everyone focused and tries to hide much of the ugliness that often occurs. Real estate is almost as stressful as death or divorce. A great editor who saves their clients time, provides detailed, verified, accurate data and insights that go well beyond the Google-able, is truly invaluable.

The price is high: but often the value can bepriceless!

Did You Know?

01

Over 10,000 tech-related companies in New York City employ around 375,000 people.

02

Over 550,000 New Yorkers work in healthcare, with some of the US' top-rated hospitals including Mount Sinai and NY Presbyterian.

03

255,000 New Yorkers are employed in education with over 200 colleges and universities within its 40 mile radius attracting students from around the globe. Education attracts people from around the globe.

122 West 73rd Street



122 West 73rd Street

6 BEDS | 6+ BATHS | 6,627 SF | \$14,6 MILLION

UPPER WEST SIDE

Originally built in 1900, on land once owned by Edward Clark, the developer of The Dakota, this gorgeous elevator brownstone - perfectly positioned on one of the most conveniently located Upper West Side blocks between Amsterdam and Columbus Avenues, 1,25 blocks from Central Park - has just completed an extensive gut renovation beautifully designed by award winning Murdoch-Solon Architects. This well-scaled classic contemporary home that features a hydraulic elevator, 10-zone Air Conditioning and heating and Crestron control systems has been remarkably re-imagined for today's lifestyle with an outstanding level of care and detail.

Monthly Market Insights

OCTOBER 2023 SIGNED CONTRACT ACTIVITY



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

MANHATTAN	↑ 323	(Sept: 257)	BROOKLYN	↑ 282	(Sept: 259)	COMBINED	+17%
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MidiLUXE *(properties priced \$1-3 million)*

MANHATTAN	↑ 254	(Sept: 216)	BROOKLYN	↓ 204	(Sept: 206)	COMBINED	+8.5%
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CenterLUXE *(properties priced \$3-5 million)*

MANHATTAN	↓ 55	(Sept: 65)	BROOKLYN	↑ 22	(Sept: 17)	COMBINED	-6%
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UltraLUXE *(properties priced \$5-10 million)*

MANHATTAN	↑ 36	(Sept: 31)	BROOKLYN	↑ 4	(Aug: 1)	COMBINED	+14%
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MegaLUXE *(properties priced \$10 million-plus)*

MANHATTAN	↑ 22	(Sept: 9)	BROOKLYN	- 0	(Aug: 0)	COMBINED	+144%
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Insights:

October showed a notable uptick in areas, but especially on the highest end of the market where the wealthiest armed with cash and less restricted by interest rates are scooping up prize properties at prices we have not seen in a while....not always, but often. AND....they live by the philosophy: Buying top quality at a fair price is always better than buying fair quality at a bargain price.

LUXEfind

Just in time for.....THANKSGIVING? A beach! Yup, the Hudson River has welcomed its first ever beach with sand on the last remaining undeveloped pier close to the NEW WHITNEY Museum and the Meatpacking District.



No. 33 Park Row



TRIBECA / SOUTH STREET SEAPORT / FINANCIAL DISTRICT

no33parkrow.com

Starting at \$1,825,000. (NEW: 5-bed Penthouse showcased 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 | Lounge
with kitchen | Hobbies Room. TRI-DI IMMEDIATE OCCUPANCY. BRAND NEW.

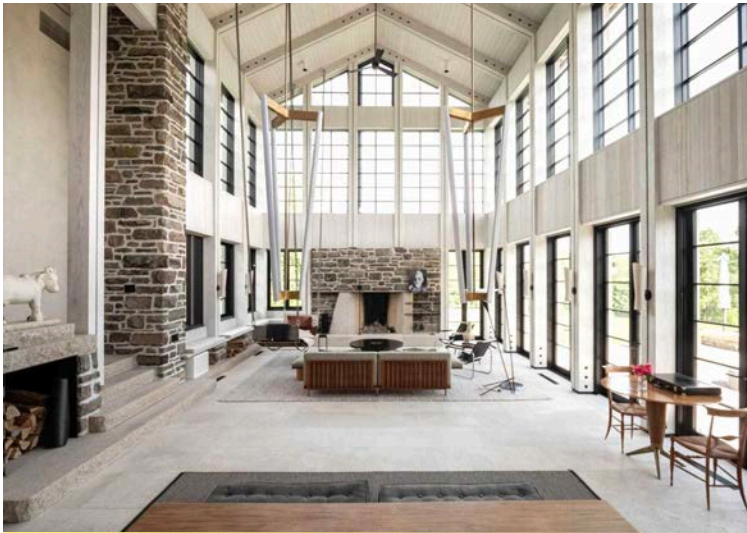
500 West 22nd Street



PARK HOUSE CHELSEA - WEST CHELSEA

parkhousechelsea.com

Starting at \$2,500,000
1-3 bedroom Park front homes + a penthouse designed by Selldorf Architects
IMMEDIATE OCCUPANCY. BRAND NEW.



Hudson River Valley Compound

This Architectural Digest featured estate comprises a modern, new main residence with multiple additional dwellings including barns and equestrian facilities overlooking two breathtaking rivers.

Silvernails Road, Upstate | Pine Plains Area

3 BED | 3.5 BATH | \$25,000,000



Turnkey Chelsea Home with Full Amenities including Parking.

Mint, move-in, high floor, gut-renovated loft-like dream home with open Eastern views and light that streams in through oversized windows. This immaculately renovated and maintained home exudes warmth and sophistication. Every detail has been carefully considered to make this kitchen both practical and aesthetically pleasing.

252 7th Avenue, Chelsea

2 BED | 2 BATH | 1,581 SF | \$3,000,000



Triple Mint Home with Private Parking

Perfectly scaled 4-bedroom, 4.5-bathroom plus study custom-crafted apartment with a south-facing balcony is perched on a private high floor of an impeccable SoHo Modern Classic Condominium designed by esteemed architects, Kohn Pederson Fox Associates, discreetly located convenient to all things wonderful about SoHo as well as Tribeca to the South and Hudson Square - or Google-Disney-Land - to the West.

27 Wooster St, SoHo

4 Bed | 4.5 Bath | 5,075SF | \$18,950,000



1025 Fifth Avenue, Upper East Side

3 BEDS | 3 BATHS | \$4,500,000

Move in ready home with a lovely planted terrace.



4 East 77th Street, Upper East Side

6 BEDS | 7+ BATHS | \$25,000,000

Neo-Renaissance mansion with important art provenance.



18 Prospect Park West, Park Slope Brooklyn

7 BEDS | 4+ BATHS | \$13,995,000

One in a Generation Gilded Age Corner Mansion



505 West 19th St, West Chelsea

5 BEDS | 4.5 BATHS | 5,622SF \$20,000,000

This grandly scaled single-floor private-floor penthouse with two terraces in the heart of West Chelsea soars above the Highline Park.



832 Broadway, Central Village

4,100 SF | \$3,850,000 | NEW PRICE

Bring Your Architect, Opportunity Abounds! 12ft ceilings!



34 West 21st Street, Flatiron

5 BED | 9 BATH | \$5,750,000 / \$10,750,000

Loft House with Private Parking. Owner financing possible.



NEW! Rare Tribeca 3 Bedroom, 3,5 Baths, Overlooking Duane Park

Architectural Digest 100 designer Thomas Juul-Hansen designed this rare high-floor corner loft apartment in arguably the most desirable setting in all of Tribeca, perched directly on Duane Park with its splendid London Plane Trees. 166 Duane Street

3 BEDS | 3,5 BATHS | \$5,500,000



LEONARD



HERVE



AMY



CALLI



NIKLAS



LOIS



AIMEE



BRETT



ROBERT



MANNY



NEIL



AREN



LEILA



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Steinberg Team

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