



Snapshot 2024

A YEAR IN REVIEW

KATZENTTEAM

AT DOUGLAS ELLIMAN REAL ESTATE



The image shows a minimalist, modern interior space. On the left, a large window with a dark frame looks out onto a city skyline. The room's walls are composed of large, light-colored rectangular panels, some of which are curved, creating a dynamic architectural feel. The floor is a smooth, light-colored surface. Bright sunlight enters from the window, casting long, sharp shadows across the floor and walls. The overall atmosphere is clean, bright, and architectural.

The stories behind our success
in 2024

Frances Katzen

MANAGING DIRECTOR, DOUGLAS ELLIMAN

Frances Katzen’s authentic presence radiates throughout every aspect of her life, blending everyday smarts with professional prowess. Her bold transparency disrupts the typical view of a nationally renowned power broker — polishing it with a sharp edge and an elegant touch. Along with The Katzen Team, she is a go-to resource for the latest industry knowledge — providing invaluable market insights that are always delivered with Fran’s inimitable flair. From publishing informative reports about the market, to recording a podcast about the nuances of the real estate industry, Frances brings refreshing clarity to the homebuying process — leveling the field and removing the bull.

In 2024, and every year over the past decade, Frances has ranked in Douglas Elliman’s prestigious “Top 10” list — which recognizes highest gross production and transaction volume.

As the founder and leader of The Katzen Team, she regularly receives prestigious industry-wide accolades for successfully negotiating and efficiently closing many highly complex transactions.

With over \$3 billion in total sales — and annual sales approaching more than \$750 million — Frances truly is a force in the New York City real estate market. Frances caters to a sophisticated clientele, many of whom are globally connected throughout Europe, Australia, Asia, and the Middle East — as well as at home in the United States. This amplifies international exposure for her clients — especially given the increasing global demand for luxury properties in New York City. Possessing a photographic memory for real estate data and an expansive rolodex of contacts, Frances places a premium on exceptional service, absolute integrity, and seamless efficiency. Her unique working style continues to attract financiers, celebrities, real estate investors, developers, and the cultural set in New York City. In addition, buyers, and sellers alike benefit from Frances’ honest and straightforward approach to real estate, as much as her creative approach to financial consultation.



207 East 74th Street, 8M

Staged by The Katzen Team



ASKING
PRICE

\$1,799,995

KATZEN TEAM
SOLD PRICE

\$1,660,000

PERCENTAGE
OF ASKING PRICE

92%

KATZEN TEAM
PPSQFT

\$1,660

AVERAGE PPSQFT
OF BUILDING

\$806

PREMIUM PROPERTIES. POWERFUL PRESENCE.



130 William Street, PH63



ASKING
PRICE

\$7,950,000

KATZEN TEAM
SOLD PRICE

\$7,700,000

PERCENTAGE
OF ASKING PRICE

97%

KATZEN TEAM
PPSQFT

\$3,029

AVERAGE PPSQFT
OF BUILDING

\$2,771

2024 SNAPSHOT



173-175 Riverside Drive, 1G



ASKING
PRICE

\$1,695,000

KATZEN TEAM
SOLD PRICE

\$1,622,500

PERCENTAGE
OF ASKING PRICE

95%

KATZEN TEAM
PPSQFT

\$852

AVERAGE PPSQFT
OF BUILDING

\$1,348

PREMIUM PROPERTIES. POWERFUL PRESENCE.



15 Charles Street, PH



ASKING
PRICE

\$2,695,000

KATZEN TEAM
SOLD PRICE

\$2,750,000

PERCENTAGE
OF ASKING PRICE

102%

KATZEN TEAM
PPSQFT

\$3,581

AVERAGE PPSQFT
OF BUILDING

\$2,225

2024 SNAPSHOT



60 Gramercy Park North, 1J



Represented Buyer

ASKING
PRICE

\$399,000

KATZEN TEAM
SOLD PRICE

\$399,000

PERCENTAGE
OF ASKING PRICE

100%

KATZEN TEAM
PPSQFT

\$997

AVERAGE PPSQFT
OF BUILDING

\$910

PREMIUM PROPERTIES. POWERFUL PRESENCE.



325 West End Avenue, PHW



ASKING
PRICE

\$7,995,500

KATZEN TEAM
SOLD PRICE

\$7,995,500

PERCENTAGE
OF ASKING PRICE

100%

KATZEN TEAM
PPSQFT

\$2,579

AVERAGE PPSQFT
OF BUILDING

\$2,446

2024 SNAPSHOT



1001 Fifth Avenue, 8AB



Estate Condition

ASKING PRICE	KATZEN TEAM SOLD PRICE	PERCENTAGE OF ASKING PRICE	KATZEN TEAM PPSQFT	AVERAGE PPSQFT OF BUILDING
\$1,999,999	\$2,000,000	100%	\$1,064	\$1,456



320 Riverside Drive, 2A



Represented Buyer

ASKING PRICE	KATZEN TEAM SOLD PRICE	PERCENTAGE OF ASKING PRICE	KATZEN TEAM PPSQFT	AVERAGE PPSQFT OF BUILDING
\$1,585,000	\$1,550,000	98%	\$978	\$880

Penthouse A at Jardim



Represented Buyer

ASKING
PRICE

\$19,950,000

KATZEN TEAM
SOLD PRICE

\$14,688,750

PERCENTAGE
OF ASKING PRICE

84%



APPROX SQFT
OF UNIT

4,552

KATZEN TEAM
PPSQFT

\$3,295

AVERAGE PPSQFT
OF BUILDING

\$2,324



41 Crosby Street, 1R



ASKING
PRICE

\$2,750,000

KATZEN TEAM
SOLD PRICE

\$2,700,000

PERCENTAGE
OF ASKING PRICE

98%

KATZEN TEAM
PPSQFT

\$1,101

AVERAGE PPSQFT
OF BUILDING

\$982

PREMIUM PROPERTIES. POWERFUL PRESENCE.



175 West 10th Street, 4



ASKING
PRICE

\$5,500,000

KATZEN TEAM
SOLD PRICE

\$5,275,000

PERCENTAGE
OF ASKING PRICE

96%

KATZEN TEAM
PPSQFT

\$1,954

AVERAGE PPSQFT
OF BUILDING

\$2,042

2024 SNAPSHOT



116 East 68th Street, 2C



ASKING
PRICE

\$3,050,000

KATZEN TEAM
SOLD PRICE

\$2,975,000

PERCENTAGE
OF ASKING PRICE

98%

KATZEN TEAM
PPSQFT

\$1,488

AVERAGE PPSQFT
OF BUILDING

\$1,398

PREMIUM PROPERTIES. POWERFUL PRESENCE.



313 W 20th Street – Townhouse



Represented Buyer

ASKING
PRICE

\$10,995,000

KATZEN TEAM
SOLD PRICE

\$10,600,000

PERCENTAGE
OF ASKING PRICE

96%

KATZEN TEAM
PPSQFT

\$1570

AVERAGE PPSQFT
OF BUILDING

\$2175

2024 SNAPSHOT



225 Fifth Avenue, 8K



ASKING
PRICE

\$4,500,000

KATZEN TEAM
SOLD PRICE

\$4,250,000

PERCENTAGE
OF ASKING PRICE

94%

KATZEN TEAM
PPSQFT

\$2,491

AVERAGE PPSQFT
OF BUILDING

\$2,580

PREMIUM PROPERTIES. POWERFUL PRESENCE.



470 West End Avenue, 1E



ASKING
PRICE

\$1,799,500

KATZEN TEAM
SOLD PRICE

\$1,750,000

PERCENTAGE
OF ASKING PRICE

97%

KATZEN TEAM
PPSQFT

\$1,000

AVERAGE PPSQFT
OF BUILDING

\$892

2024 SNAPSHOT

415 Ocean Parkway, 3J



ASKING
PRICE

\$449,000

KATZEN TEAM
SOLD PRICE

\$449,000

PERCENTAGE
OF ASKING PRICE

100%

KATZEN TEAM
PPSQFT

\$472

AVERAGE PPSQFT
OF BUILDING

\$450

PREMIUM PROPERTIES. POWERFUL PRESENCE.

234 West 20th Street, 2A



ASKING
PRICE

\$995,000

KATZEN TEAM
SOLD PRICE

\$965,000

PERCENTAGE
OF ASKING PRICE

97%

KATZEN TEAM
PPSQFT

\$1,678

AVERAGE PPSQFT
OF BUILDING

\$1,475

2024 SNAPSHOT



300 Central Park West, 6E



ASKING
PRICE

\$5,700,000

KATZEN TEAM
SOLD PRICE

\$5,700,000

PERCENTAGE
OF ASKING PRICE

100%

KATZEN TEAM
PPSQFT

\$2,425

AVERAGE PPSQFT
OF BUILDING

\$2,050



1701 Albemarle Road, B12



ASKING
PRICE

\$1,125,000

KATZEN TEAM
SOLD PRICE

\$1,050,000

PERCENTAGE
OF ASKING PRICE

93%

KATZEN TEAM
PPSQFT

\$777

AVERAGE PPSQFT
OF BUILDING

\$851



205 West End Avenue, 16T



Represented Buyer

ASKING
PRICE

\$550,000

KATZEN TEAM
SOLD PRICE

\$520,000

PERCENTAGE
OF ASKING PRICE

95%

KATZEN TEAM
PPSQFT

\$800

AVERAGE PPSQFT
OF BUILDING

\$971

PREMIUM PROPERTIES. POWERFUL PRESENCE.



365 Clinton Avenue, 11C



Represented Buyer

ASKING
PRICE

\$1,150,000

KATZEN TEAM
SOLD PRICE

\$1,000,000

PERCENTAGE
OF ASKING PRICE

96%

KATZEN TEAM
PPSQFT

\$1,100

AVERAGE PPSQFT
OF BUILDING

\$1,170

2024 SNAPSHOT



425 Park Avenue South, 15A

Staged by The Katzen Team
Estate Condition



ASKING
PRICE

\$930,000

KATZEN TEAM
SOLD PRICE

\$900,000

PERCENTAGE
OF ASKING PRICE

97%

KATZEN TEAM
PPSQFT

\$1,125

AVERAGE PPSQFT
OF BUILDING

\$871

PREMIUM PROPERTIES. POWERFUL PRESENCE.



10 Plaza Street East, 14H

Represented Buyer



ASKING
PRICE

\$1,450,000

KATZEN TEAM
SOLD PRICE

\$1,440,000

PERCENTAGE
OF ASKING PRICE

99%

KATZEN TEAM
PPSQFT

\$675

AVERAGE PPSQFT
OF BUILDING

\$871

2024 SNAPSHOT

40 Broad Street, PH3B



ASKING
PRICE

\$1,050,000

KATZEN TEAM
SOLD PRICE

\$995,000

PERCENTAGE
OF ASKING PRICE

95%

KATZEN TEAM
PPSQFT

\$930

AVERAGE PPSQFT
OF BUILDING

\$1,086

PREMIUM PROPERTIES. POWERFUL PRESENCE.

225 East 86th Street, 302



ASKING
PRICE

\$719,999

KATZEN TEAM
SOLD PRICE

\$710,000

PERCENTAGE
OF ASKING PRICE

99%

KATZEN TEAM
PPSQFT

\$970

AVERAGE PPSQFT
OF BUILDING

\$1,128

2024 SNAPSHOT



160 West End Avenue, 10M



Represented Buyer

ASKING PRICE	KATZEN TEAM SOLD PRICE	PERCENTAGE OF ASKING PRICE	KATZEN TEAM PPSQFT	AVERAGE PPSQFT OF BUILDING
\$519,000	\$500,000	96%	\$870	\$917



800 East 17th Street, 3A



Represented Buyer

ASKING PRICE	KATZEN TEAM SOLD PRICE	PERCENTAGE OF ASKING PRICE	KATZEN TEAM PPSQFT	AVERAGE PPSQFT OF BUILDING
\$485,000	\$475,000	98%	\$594	\$658

300 West 53rd Street, 3D



Represented Buyer

ASKING
PRICE

\$799,000

KATZEN TEAM
SOLD PRICE

\$777,000

PERCENTAGE
OF ASKING PRICE

97%

KATZEN TEAM
PPSQFT

\$1,094

AVERAGE PPSQFT
OF BUILDING

\$1,046

PREMIUM PROPERTIES. POWERFUL PRESENCE.

338 Berry Street, 6E



Represented Buyer

ASKING
PRICE

\$1,195,000

KATZEN TEAM
SOLD PRICE

\$1,030,000

PERCENTAGE
OF ASKING PRICE

88%

KATZEN TEAM
PPSQFT

\$1,265

AVERAGE PPSQFT
OF BUILDING

\$1,422

2024 SNAPSHOT



146 Newel Street – Townhouse



ASKING
PRICE

\$3,895,000

KATZEN TEAM
SOLD PRICE

\$3,700,000

PERCENTAGE
OF ASKING PRICE

95%

KATZEN TEAM
PPSQFT

\$1,163

AVERAGE PPSQFT
OF BUILDING

\$938

PREMIUM PROPERTIES. POWERFUL PRESENCE.



800 East 17th Street, 5B



ASKING
PRICE

\$720,000

KATZEN TEAM
SOLD PRICE

\$715,000

PERCENTAGE
OF ASKING PRICE

99%

KATZEN TEAM
PPSQFT

\$707

AVERAGE PPSQFT
OF BUILDING

\$658

2024 SNAPSHOT

KATZEN TEAM PERFORMANCE

CONSISTENTLY DELIVERS ON PRICE AT HIGHER VALUATIONS VS. PREVIOUS BUILDING SALES

ADDRESS	UNIT	ASKING PRICE	KATZEN TEAM SOLD PRICE	REPRESENTED	% OF ASKING PRICE	APPROX SQFT OF UNIT	KATZEN TEAM PPSQFT	AVG PPSQFT FOR BLDG	KATZEN TEAM VS BLDG AVG
207 East 74th Street *	8M	\$1,799,995	\$1,660,000	Seller	92%	1,000	\$1,660	\$806	5%
130 William Street	PH63	\$7,950,000	\$7,700,000	Seller	97%	2,542	\$3,029	\$2,771	9%
173-175 Riverside Drive *	1G	\$1,695,000	\$1,622,500	Buyer	95%	1,904	\$852	\$1,348	-37%
15 Charles Street	PH	\$2,695,000	\$2,750,000	Seller	102%	768	\$3,581	\$2,225	61%
60 Gramercy Park North *	1J	\$399,000	\$399,000	Buyer/Seller	100%	400	\$997	\$910	1%
325 West End Avenue *	PHW	\$7,995,500	\$7,995,500	Seller	100%	3,100	\$2,579	\$2,446	5%
1001 Fifth Avenue **	8AB	\$1,999,999	\$2,000,000	Seller	100%	1,880	\$1,064	\$1,456	-27%
320 Riverside Drive *	2A	\$1,585,000	\$1,550,000	Buyer	98%	1,585	\$978	\$880	11%
527 West 27th Street	PHA	\$19,950,000	\$14,688,750	Buyer	84%	4,552	\$3,295	\$4,525	-28%
41 Crosby Street *	1R	\$2,750,000	\$2,700,000	Seller	98%	2,452	\$1,101	\$982	12%
175 West 10th Street	4	\$5,500,000	\$5,275,000	Seller	96%	2,700	\$1,954	\$2,042	-4%
116 East 68th Street *	2C	\$3,050,000	\$2,975,000	Seller	98%	2,000	\$1,488	\$1,398	6%
313 W 20th Street	TH	\$10,995,000	\$10,600,000	Buyer	96%	6,750	\$1,570	\$2,175	-28%
225 Fifth Avenue	8K	\$4,500,000	\$4,250,000	Buyer	94%	1,706	\$2,491	\$2,580	-4%
470 West End Avenue *	1E	\$1,799,500	\$1,750,000	Seller	97%	1,570	\$1,000	\$892	12%
415 Ocean Parkway *	3J	\$449,000	\$449,000	Seller	100%	900	\$472	\$450	5%
234 West 20th Street	2A	\$995,000	\$965,000	Seller	97%	575	\$1,678	\$1,475	18%
300 Central Park West **	6E	\$5,700,000	\$5,700,000	Seller	100%	2,350	\$2,425	\$2,050	18%
1701 Albemarle Road *	B12	\$1,125,000	\$1,050,000	Buyer	93%	1,350	\$777	\$851	-9%
205 West End Avenue	16T	\$550,000	\$520,000	Buyer	95%	650	\$800	\$971	-18%
365 Clinton Avenue *	11C	\$1,150,000	\$1,100,000	Buyer/Seller	96%	1,000	1,100	\$1,170	-6%
425 Park Avenue South *	15A	\$930,000	\$900,000	Seller	97%	800	\$1,125	\$871	-10%
10 Plaza Street East *	14H	\$1,450,000	\$1,440,000	Buyer	99%	2,133	\$675	\$871	23%
40 Broad Street	PH3B	\$1,050,000	\$995,000	Buyer	95%	1,070	\$930	\$1,086	-14%
225 East 86th Street	302	\$719,999	\$710,000	Buyer	99%	732	\$970	\$1,128	-16%
160 West End Avenue	10M	\$519,000	\$500,000	Buyer	96%	575	\$870	\$917	-5%
800 East 17th Street *	5B	\$720,000	\$715,000	Buyer	99%	1,010	\$707	\$658	7%
300 West 53rd Street	3D	\$799,000	\$777,000	Seller	97%	710	\$1,094	\$1,046	4%
338 Berry Street	6E	\$1,195,000	\$1,030,000	Buyer	88%	814	\$1,265	\$1,422	-11%
146 Newel Street	TH	\$3,895,000	\$3,700,000	Seller	95%	3,181	\$1,163	\$938	24%
800 East 17th Street *	3A	\$485,000	\$475,000	Buyer	98%	800	\$594	\$658	-10%

* Refers to Co-ops that provide approx sizing, not exact measurement | **Estate condition

#2

Manhattan Medium Team
at Douglas Elliman*

\$350M+

Sales in 2024

Frances is a regular contributor on well-known
TV networks and programs including:

Bloomberg News
Fox 5

TODAY Show
CNBC

Yahoo! Finance
NBC

For real-time market information and all things real estate, visit
TheKatzenReport.com or tune into our podcast, *The World of Real Estate*.



KATZEN TEAM

AT DOUGLAS ELLIMAN REAL ESTATE

A True Source for *Exceptional* Living

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