



2019 SNAPSHOT YEAR IN REVIEW

KATZEN TEAM

PREMIUM PROPERTIES | POWERFUL PRESENCE





2019

THE STORIES BEHIND THE SUCCESS

FRANCES KATZEN

MANAGING DIRECTOR, DOUGLAS ELLIMAN

4

In 2019, as well as each year over the last decade, Frances ranked in Douglas Elliman's prestigious "Top 10" list for highest gross production and transaction volume. As the founder and leader of the Katzen Team, she frequently receives industry-wide accolades for successfully negotiating and closing complicated transactions. With \$3 billion in total sales and annual sales approaching \$700 million, Frances truly is a force in the New York City real estate market. Frances serves a sophisticated and international clientele, with contacts in the US, Europe, Australia, Asia, and the Middle East. This helps maximize demand for her clients, especially given the increasingly global bid for New York City

real estate. Frances possesses a sharp and detailed memory for real estate data, such as apartment layouts, building histories, existing and pending new developments, resale comparables, pricing, and the historical financial performance of neighborhoods, building, and apartments. This knowledge, along with a deep rolodex and an appreciation for her clients' desire for premium service, discretion, and efficiency, has earned Frances the loyalties of financiers, celebrities, real estate investors, developers, and the art culture of New York City. In addition, buyers and sellers alike benefit from her honest and straightforward approach to real estate, investment analysis, and her creative financial consultation.

As a creative marketer, her comprehensive marketing campaign includes preparation of floor plans, staging, high-quality photography, and outstanding print and online materials. In addition, Frances publicizes a monthly online newsletter, *The Katzen Report* (www.thek KatzenReport.com) which is a comprehensive source for the latest real estate trends, market data, and a showcase of spectacular homes. Frances also hosts a well regarded and widely respected podcast *The World of Real Estate with Frances Katzen*, which is a showcase of spectacular homes and a comprehensive source for the latest real estate trends and market data. Frances also possesses strong instincts, focus, creativity, and determination that help drive her success. Born

in South Africa and raised in Sydney, Australia, she came to New York City at the age of 15 to study at the School of American Ballet. Frances went on to dance professionally for 14 years with American Ballet Theater, the Miami City Ballet, and as a soloist with the Suzanne Farrell Ballet at the Kennedy Center in Washington D.C. Her creative, demanding, and competitive background has contributed to her ability to build a full-service brokerage business in one of the most fast-paced and intense industries in the world. Frances truly listens to her clients' needs and has an innate ability to anticipate their wants. As a result, Frances' clients avoid feeling the crunch and pressure of New York City's fast-paced sales market while getting the most it has to offer.



157 WEST 57TH STREET, 43C

REPRESENTED BUYER



ASKING PRICE

\$17,500,000

SOLD PRICE

\$14,400,000

% OF ASK PRICE

82%

KATZEN TEAM PPSQFT

\$4,154

AVG. BLDG. PPSQFT

\$5,039

DAYS ON MARKET

-



300 CENTRAL PARK WEST, 5K



7

ASKING PRICE

\$2,795,000

SOLD PRICE

\$2,795,000

% OF ASK PRICE

100%

KATZEN TEAM PPSQFT

\$1,035

AVG. BLDG. PPSQFT

COOP*

DAYS ON MARKET

14

PREMIUM PROPERTIES. POWERFUL PRESENCE.



301 EAST 61ST STREET, 2B

REPRESENTED BUYER



ASKING PRICE

\$1,895,000

SOLD PRICE

\$1,750,000

% OF ASK PRICE

92%

KATZEN TEAM PPSQFT

\$1,400

AVG. BLDG. PPSQFT

\$1,737

DAYS ON MARKET

-



45 EAST 30TH STREET, 12C



ASKING PRICE

\$975,000

SOLD PRICE

\$995,000

% OF ASK PRICE

102%

KATZEN TEAM PPSQFT

\$1,422

AVG. BLDG. PPSQFT

\$1,344

DAYS ON MARKET

57

PREMIUM PROPERTIES. POWERFUL PRESENCE.



344 WEST 12TH STREET, 3C



ASKING PRICE

\$724,900

SOLD PRICE

\$724,500

% OF ASK PRICE

100%

KATZEN TEAM PPSQFT

\$1,610

AVG. BLDG. PPSQFT

\$1,269

DAYS ON MARKET

55



323 WEST 83RD STREET, 2B



ASKING PRICE

\$949,000

SOLD PRICE

\$925,000

% OF ASK PRICE

97%

KATZEN TEAM PPSQFT

\$974

AVG. BLDG. PPSQFT

\$728

DAYS ON MARKET

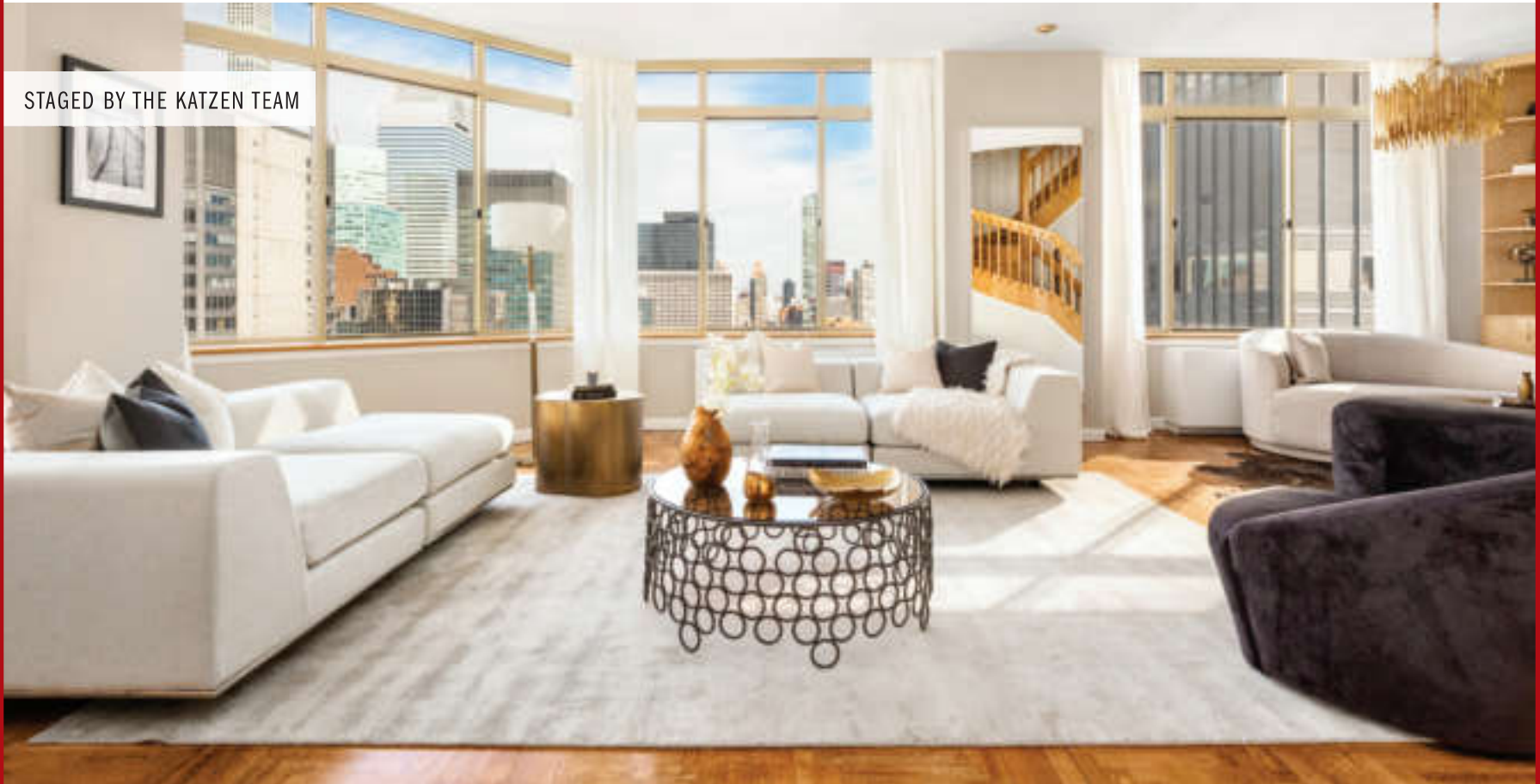
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PREMIUM PROPERTIES. POWERFUL PRESENCE.



236 EAST 47TH STREET, PH2C

STAGED BY THE KATZEN TEAM



ASKING PRICE

\$2,400,000

SOLD PRICE

\$2,400,000

% OF ASK PRICE

100%

KATZEN TEAM PPSQFT

\$1,067

AVG. BLDG. PPSQFT

\$708

DAYS ON MARKET

22



11 CHARLTON STREET, GC

REPRESENTED BUYER



13

ASKING PRICE

\$999,000

SOLD PRICE

\$999,000

% OF ASK PRICE

100%

KATZEN TEAM PPSQFT

\$1,428

AVG. BLDG. PPSQFT

\$1,411

DAYS ON MARKET

-

PREMIUM PROPERTIES. POWERFUL PRESENCE.



189 SCHERMERHORN STREET, 9E



ASKING PRICE

\$1,025,000

SOLD PRICE

\$999,000

% OF ASK PRICE

97%

KATZEN TEAM PPSQFT

\$1,147

AVG. BLDG. PPSQFT

\$825

DAYS ON MARKET

31



1355 FIRST AVENUE, 24TH FLOOR

STAGED BY THE KATZEN TEAM



ASKING PRICE

\$6,500,000

SOLD PRICE

\$6,500,000

% OF ASK PRICE

100%

KATZEN TEAM PPSQFT

\$1,884

AVG. BLDG. PPSQFT

\$1,887

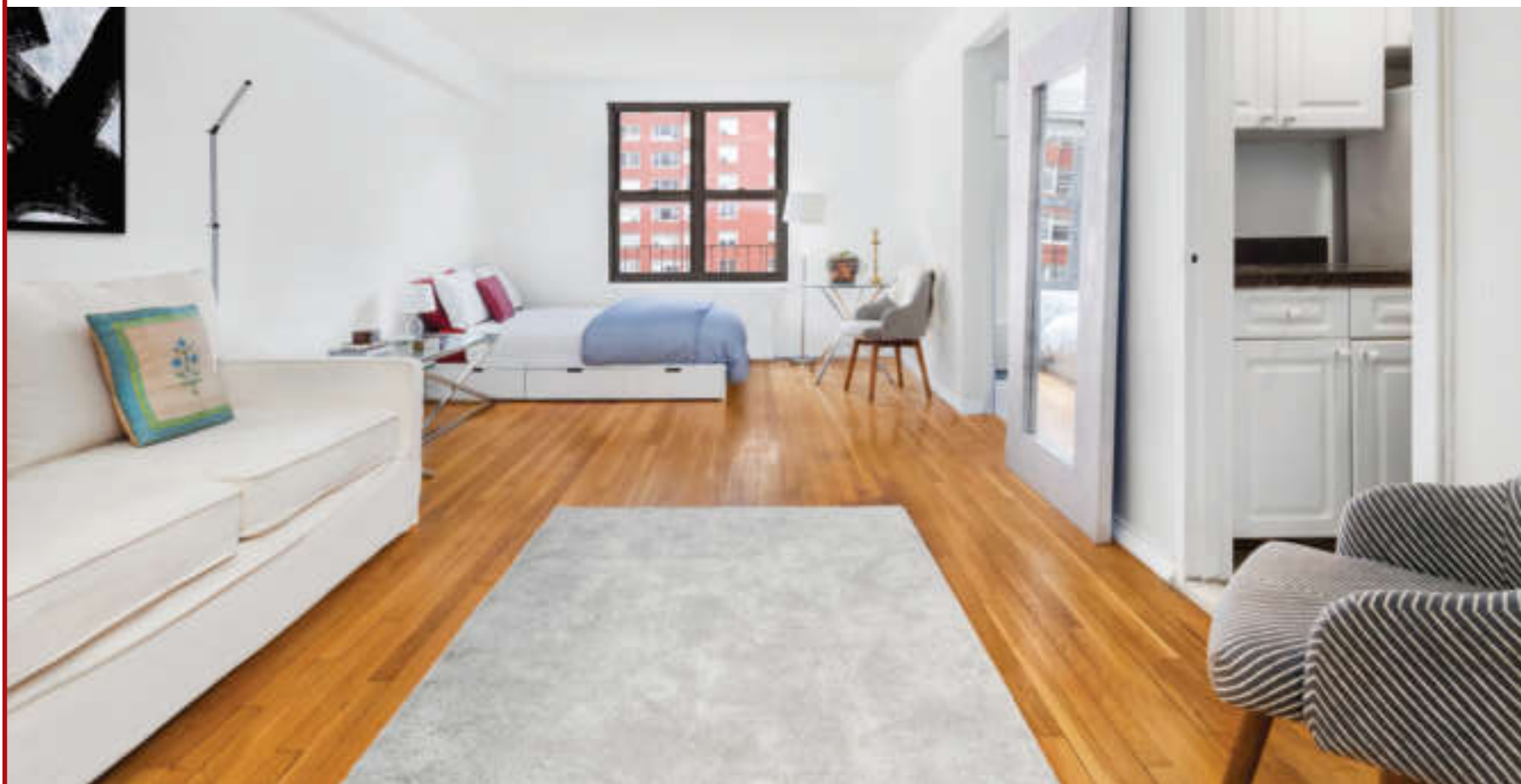
DAYS ON MARKET

158

PREMIUM PROPERTIES. POWERFUL PRESENCE.



305 EAST 72ND STREET, 6CN



ASKING PRICE

\$399,000

SOLD PRICE

\$395,000

% OF ASK PRICE

99%

KATZEN TEAM PPSQFT

\$929

AVG. BLDG. PPSQFT

\$1,060

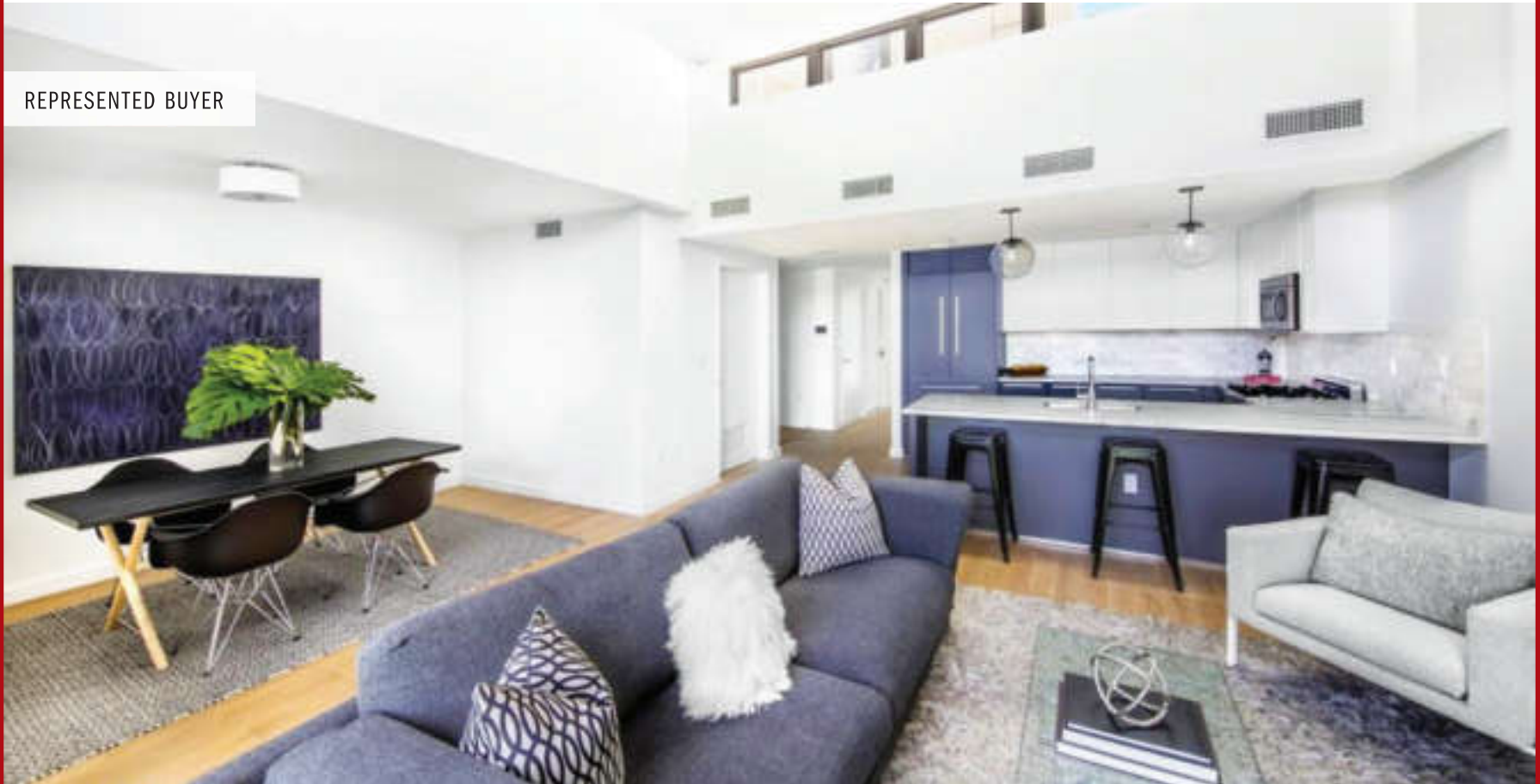
DAYS ON MARKET

85



873 PACIFIC STREET, PHB

REPRESENTED BUYER



ASKING PRICE

\$2,295,000

SOLD PRICE

\$2,200,000

% OF ASK PRICE

96%

KATZEN TEAM PPSQFT

\$1,335

AVG. BLDG. PPSQFT

\$1,378

DAYS ON MARKET

-

PREMIUM PROPERTIES. POWERFUL PRESENCE.



380 RIVERSIDE DRIVE, 2LMN



ASKING PRICE

\$2,725,000

SOLD PRICE

\$2,760,000

% OF ASK PRICE

101%

KATZEN TEAM PPSQFT

\$1,150

AVG. BLDG. PPSQFT

\$780

DAYS ON MARKET

20



444 EAST 75TH STREET, 15DE



19

ASKING PRICE

\$1,475,000

SOLD PRICE

\$1,400,000

% OF ASK PRICE

95%

KATZEN TEAM PPSQFT

\$952

AVG. BLDG. PPSQFT

\$805

DAYS ON MARKET

85

PREMIUM PROPERTIES. POWERFUL PRESENCE.



315 WEST 106TH STREET, 12A

STAGED BY THE KATZEN TEAM



ASKING PRICE

\$2,995,000

SOLD PRICE

\$3,075,115

% OF ASK PRICE

103%

KATZEN TEAM PPSQFT

\$1,281

AVG. BLDG. PPSQFT

\$1,014

DAYS ON MARKET

21



205 EAST 22ND STREET, PH6C

STAGED BY THE KATZEN TEAM



ASKING PRICE

\$2,695,000

SOLD PRICE

\$2,695,000

% OF ASK PRICE

100%

KATZEN TEAM PPSQFT

\$1,500

AVG. BLDG. PPSQFT

\$1,444

DAYS ON MARKET

29

PREMIUM PROPERTIES. POWERFUL PRESENCE.



464 WEST 44TH STREET, 3C



ASKING PRICE

\$895,000

SOLD PRICE

\$895,000

% OF ASK PRICE

100%

KATZEN TEAM PPSQFT

\$1,236

AVG. BLDG. PPSQFT

\$1,239

DAYS ON MARKET

86



60 EAST END AVENUE, 29B



23

ASKING PRICE

\$2,875,000

SOLD PRICE

\$2,700,000

% OF ASK PRICE

94%

KATZEN TEAM PPSQFT

\$1,174

AVG. BLDG. PPSQFT

\$1,128

DAYS ON MARKET

39

PREMIUM PROPERTIES. POWERFUL PRESENCE.



380 RIVERSIDE DRIVE, 4K



ASKING PRICE

\$499,000

SOLD PRICE

\$515,000

% OF ASK PRICE

103%

KATZEN TEAM PPSQFT

\$757

AVG. BLDG. PPSQFT

\$750

DAYS ON MARKET

20



212 WARREN STREET, 16G

STAGED BY THE KATZEN TEAM



ASKING PRICE

\$2,850,000

SOLD PRICE

\$2,850,000

% OF ASK PRICE

100%

KATZEN TEAM PPSQFT

\$1,724

AVG. BLDG. PPSQFT

\$1,562

DAYS ON MARKET

203

PREMIUM PROPERTIES. POWERFUL PRESENCE.



133 WEST 22ND STREET, 6K

STAGED BY THE KATZEN TEAM



ASKING PRICE

\$1,199,000

SOLD PRICE

\$1,209,000

% OF ASK PRICE

101%

KATZEN TEAM PPSQFT

\$1,880

AVG. BLDG. PPSQFT

\$1,681

DAYS ON MARKET

56



45 EAST 30TH STREET, 9A



27

ASKING PRICE

\$725,000

SOLD PRICE

\$725,000

% OF ASK PRICE

100%

KATZEN TEAM PPSQFT

\$1,200

AVG. BLDG. PPSQFT

\$1,194

DAYS ON MARKET

51

PREMIUM PROPERTIES. POWERFUL PRESENCE.



1355 FIRST AVENUE, 23RD FLOOR

STAGED BY THE KATZEN TEAM



ASKING PRICE

\$6,500,000

SOLD PRICE

\$6,000,000

% OF ASK PRICE

92%

KATZEN TEAM PPSQFT

\$1,737

AVG. BLDG. PPSQFT

\$1,887

DAYS ON MARKET

158



555 PARK AVENUE, 10W

REPRESENTED BUYER



ASKING PRICE

\$9,150,000

SOLD PRICE

\$8,000,000

% OF ASK PRICE

87%

KATZEN TEAM PPSQFT

\$1,882

AVG. BLDG. PPSQFT

\$2,229

DAYS ON MARKET

-



233 WEST 99TH STREET, 16C

REPRESENTED BUYER



ASKING PRICE

\$775,000

SOLD PRICE

\$735,000

% OF ASK PRICE

94%

KATZEN TEAM PPSQFT

\$865

AVG. BLDG. PPSQFT

\$916

DAYS ON MARKET

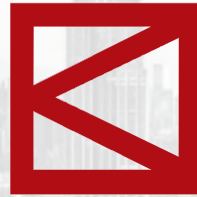
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KATZEN TEAM PERFORMANCE

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

ADDRESS	UNIT	ASKING PRICE	KATZEN TEAM SOLD PRICE	REPRESENTED	% OF ASK PRICE	APPROX SQFT OF UNIT	KATZEN TEAM PPSQFT	AVG PPSQFT FOR BLDG	KATZEN TEAM VS BLDG AVG
157 West 57th Street	43C	\$17,500,000	\$14,400,000	Buyer	82%	3,466	\$4,154	\$5,039	-18%
300 Central Park West*	5K	\$2,795,000	\$2,795,000	Seller	100%	1,600	\$1,746	\$2,070	-16%*
301 East 61st Street	2B	\$1,895,000	\$1,750,000	Buyer	92%	1,250	\$1,400	\$1,737	-19%
45 East 30th Street	12C	\$975,000	\$995,000	Seller	102%	700	\$1,422	\$1,194	17%
344 West 12th Street	3C	\$724,900	\$724,500	Seller	99%	450	\$1,610	\$1,269	27%
323 West 83rd Street	2B	\$949,000	\$925,000	Seller	97%	950	\$974	\$728	34%
236 East 47th Street	PH2C	\$2,400,000	\$2,400,000	Seller	100%	2,249	\$1,067	\$708	51%
11 Charlton Street	GC	\$999,000	\$999,000	Buyer	100%	700	\$1,428	\$1,411	1%
189 Schermerhorn St	9E	\$1,025,000	\$999,000	Seller	97%	871	\$1,147	\$825	39%
1355 First Avenue	24 TH FL	\$6,500,000	\$6,500,000	Seller	100%	3,451	\$1,884	\$1,887	0%
305 East 72nd Street	6CN	\$399,000	\$395,000	Seller	99%	425	\$929	\$905	3%
873 Pacific Street	PHB	\$2,295,000	\$2,200,000	Buyer	96%	1,648	\$1,335	\$1,378	-3%
380 Riverside Drive	2LMN	\$2,725,000	\$2,760,000	Seller	101%	2,400	\$1,150	\$780	47%
444 East 75th Street	15DE	\$1,475,000	\$1,400,000	Seller	95%	1,470	\$952	\$805	18%
315 West 106th Street	12A	\$2,995,000	\$3,075,115	Seller	103%	2,400	\$1,281	\$1,014	26%
205 East 22nd Street	PH6C	\$2,695,000	\$2,695,000	Seller	100%	1,797	\$1,500	\$1,444	4%
464 West 44th Street	3C	\$895,000	\$895,000	Seller	100%	724	\$1,236	\$1,239	0%
60 East End Avenue	29B	\$2,875,000	\$2,700,000	Seller	94%	2,300	\$1,174	\$1,128	4%
380 Riverside Drive	4K	\$499,000	\$515,000	Seller	103%	680	\$757	\$750	1%
212 Warren Street	16G	\$2,850,000	\$2,850,000	Seller	100%	1,654	\$1,724	\$1,875	8%
133 West 22nd Street	6K	\$1,199,000	\$1,209,000	Seller	101%	643	\$1,880	\$1,681	12%
45 East 30th Street	9A	\$725,000	\$725,000	Seller	100%	604	\$1,200	\$1,194	1%
1355 First Avenue	23 RD FL	\$6,500,000	\$6,000,000	Seller	92%	3,453	\$1,737	\$1,887	-9%
555 Park Avenue	10W	\$9,150,000	\$8,000,000	Buyer	87%	4,250	\$1,882	\$2,229	-16%
233 West 99th Street	16C	\$775,000	\$735,000	Buyer	94%	850	\$865	\$916	-6%

* PRICING PREDICATED ON NON- PARK FACING UNITS IN NEED OF RENOVATION
AVG PPSQFT FOR BLDG BASED ON APARTMENT SIZE



PREMIUM PROPERTIES. POWERFUL PRESENCE.

THE KATZEN TEAM

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Douglas Elliman
REAL ESTATE

EST. 1911