



Snapshot 2023

A YEAR IN REVIEW

KATZEN TEAM

AT DOUGLAS ELLIMAN REAL ESTATE





The stories behind our success
in 2023





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 2023, 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 founder and leader of The Katzen Team, she regularly receives industry-wide accolades for successfully negotiating and closing many 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.



240 Park Avenue South, 12AD



ASKING
PRICE

\$3,499,995

KATZEN TEAM
SOLD PRICE

\$3,710,000

PERCENTAGE
OF ASKING PRICE

106%

KATZEN TEAM
PPSQFT

\$1,555

AVERAGE PPSQFT
OF BUILDING

\$1,608



116 East 68th Street, 8B



ASKING
PRICE

\$3,950,000

KATZEN TEAM
SOLD PRICE

\$3,808,000

PERCENTAGE
OF ASKING PRICE

96%

KATZEN TEAM
PPSQFT

\$1,523

AVERAGE PPSQFT
OF BUILDING

\$1,320



160 Wooster Street, 5B



ASKING
PRICE

\$2,895,000

KATZEN TEAM
SOLD PRICE

\$2,750,000

PERCENTAGE
OF ASKING PRICE

95%

KATZEN TEAM
PPSQFT

\$1,999

AVERAGE PPSQFT
OF BUILDING

\$1,558



354 Central Park West, TH



ASKING
PRICE

\$6,500,000

KATZEN TEAM
SOLD PRICE

\$5,800,000

PERCENTAGE
OF ASKING PRICE

89%

KATZEN TEAM
PPSQFT

\$1,160

AVERAGE PPSQFT
OF BUILDING

\$985



533 Pacific Street, 7B



Represented Buyer

ASKING PRICE

\$1,775,000

KATZEN TEAM SOLD PRICE

\$1,782,967

PERCENTAGE OF ASKING PRICE

100%

KATZEN TEAM PPSQFT

\$1,655

AVERAGE PPSQFT OF BUILDING

\$1,739



20 Greene Street, 2B



ASKING PRICE

\$7,999,999

KATZEN TEAM SOLD PRICE

\$7,550,000

PERCENTAGE OF ASKING PRICE

94%

KATZEN TEAM PPSQFT

\$2,870

AVERAGE PPSQFT OF BUILDING

\$2,113



1818 Newkirk Avenue, 3Q



ASKING
PRICE

\$995,000

KATZEN TEAM
SOLD PRICE

\$995,000

PERCENTAGE
OF ASKING PRICE

100%

KATZEN TEAM
PPSQFT

\$765

AVERAGE PPSQFT
OF BUILDING

\$628



77 Bleecker Street, 921



ASKING
PRICE

\$850,000

KATZEN TEAM
SOLD PRICE

\$665,000

PERCENTAGE
OF ASKING PRICE

79%

KATZEN TEAM
PPSQFT

\$1,108

AVERAGE PPSQFT
OF BUILDING

\$1,177



260 Park Avenue South, 12I



ASKING
PRICE

\$2,200,000

KATZEN TEAM
SOLD PRICE

\$2,150,000

PERCENTAGE
OF ASKING PRICE

98%

KATZEN TEAM
PPSQFT

\$1,618

AVERAGE PPSQFT
OF BUILDING

\$1,581



300 East 59th Street, 2701



ASKING
PRICE

\$1,275,000

KATZEN TEAM
SOLD PRICE

\$1,175,000

PERCENTAGE
OF ASKING PRICE

92%

KATZEN TEAM
PPSQFT

\$940

AVERAGE PPSQFT
OF BUILDING

\$1,020



1165 Fifth Avenue, 2C



Represented Buyer

ASKING
PRICE

\$3,250,000

KATZEN TEAM
SOLD PRICE

\$2,750,000

PERCENTAGE
OF ASKING PRICE

85%

KATZEN TEAM
PPSQFT

\$1,250

AVERAGE PPSQFT
OF BUILDING

\$1,455



33 Saint Marks Place, 2



Represented Buyer

ASKING
PRICE

\$1,395,000

KATZEN TEAM
SOLD PRICE

\$1,350,000

PERCENTAGE
OF ASKING PRICE

97%

KATZEN TEAM
PPSQFT

\$1,264

AVERAGE PPSQFT
OF BUILDING

\$1,353



324 West 108th Street, 32



Exclusive Katzen Team
New Development

ASKING
PRICE

\$2,269,600

KATZEN TEAM
SOLD PRICE

\$2,260,000

PERCENTAGE
OF ASKING PRICE

100%

KATZEN TEAM
PPSQFT

\$1,880

AVERAGE PPSQFT
OF BUILDING

\$1,686



353 Central Park West, 5



Off-Market Sale

ASKING
PRICE

\$6,200,000

KATZEN TEAM
SOLD PRICE

\$6,200,000

PERCENTAGE
OF ASKING PRICE

100%

KATZEN TEAM
PPSQFT

\$2,269

AVERAGE PPSQFT
OF BUILDING

\$2,236



1818 Newkirk Avenue, 3G



ASKING
PRICE
\$699,000

KATZEN TEAM
SOLD PRICE
\$699,000

PERCENTAGE
OF ASKING PRICE
100%

KATZEN TEAM
PPSQFT
\$635

AVERAGE PPSQFT
OF BUILDING
\$628



450 Washington Street, 505



ASKING
PRICE
\$5,295,000

KATZEN TEAM
SOLD PRICE
\$4,843,297

PERCENTAGE
OF ASKING PRICE
91%

KATZEN TEAM
PPSQFT
\$2,738

AVERAGE PPSQFT
OF BUILDING
\$2,899



764 Metropolitan Avenue, 1A



ASKING
PRICE

\$669,000

KATZEN TEAM
SOLD PRICE

\$650,000

PERCENTAGE
OF ASKING PRICE

97%

KATZEN TEAM
PPSQFT

\$929

AVERAGE PPSQFT
OF BUILDING

\$997



450 Washington Street, 414



ASKING
PRICE

\$1,695,000

KATZEN TEAM
SOLD PRICE

\$1,610,000

PERCENTAGE
OF ASKING PRICE

95%

KATZEN TEAM
PPSQFT

\$1,744

AVERAGE PPSQFT
OF BUILDING

\$2,036



450 Washington Street, 1007



Represented Buyer

ASKING
PRICE

\$2,695,000

KATZEN TEAM
SOLD PRICE

\$2,622,622

PERCENTAGE
OF ASKING PRICE

97%

KATZEN TEAM
PPSQFT

\$2,443

AVERAGE PPSQFT
OF BUILDING

\$2,600



60 Plaza Street East, 1E



Represented Buyer

ASKING
PRICE

\$645,000

KATZEN TEAM
SOLD PRICE

\$625,000

PERCENTAGE
OF ASKING PRICE

97%

KATZEN TEAM
PPSQFT

\$781

AVERAGE PPSQFT
OF BUILDING

\$860



300 Central Park West, 7L



Estate Condition

ASKING
PRICE

\$2,395,000

KATZEN TEAM
SOLD PRICE

\$2,000,000

PERCENTAGE
OF ASKING PRICE

84%

KATZEN TEAM
PPSQFT

\$1,059

AVERAGE PPSQFT
OF BUILDING

\$1,042



15 East 26th Street, 13A



Represented Seller

Off-Market Sale

ASKING
PRICE

\$6,200,000

KATZEN TEAM
SOLD PRICE

\$6,200,000

PERCENTAGE
OF ASKING PRICE

100%

KATZEN TEAM
PPSQFT

\$2,605

AVERAGE PPSQFT
OF BUILDING

\$2,127



200 East 66th Street, A1906



ASKING
PRICE

\$4,995,000

KATZEN TEAM
SOLD PRICE

\$4,675,000

PERCENTAGE
OF ASKING PRICE

94%

KATZEN TEAM
PPSQFT

\$2,101

AVERAGE PPSQFT
OF BUILDING

\$1,826



25 West 54th Street, 8DE



ASKING
PRICE

\$1,375,000

KATZEN TEAM
SOLD PRICE

\$1,225,000

PERCENTAGE
OF ASKING PRICE

89%

KATZEN TEAM
PPSQFT

\$700

AVERAGE PPSQFT
OF BUILDING

\$841



365 Clinton Avenue, 11F



ASKING
PRICE

\$929,000

KATZEN TEAM
SOLD PRICE

\$925,000

PERCENTAGE
OF ASKING PRICE

99%

KATZEN TEAM
PPSQFT

\$1,057

AVERAGE PPSQFT
OF BUILDING

\$884



301 East 69th Street, 3H



ASKING
PRICE

\$430,000

KATZEN TEAM
SOLD PRICE

\$397,500

PERCENTAGE
OF ASKING PRICE

92%

KATZEN TEAM
PPSQFT

\$723

AVERAGE PPSQFT
OF BUILDING

\$851



142 West End Avenue, 20R



ASKING
PRICE

\$485,000

KATZEN TEAM
SOLD PRICE

\$455,000

PERCENTAGE
OF ASKING PRICE

94%

KATZEN TEAM
PPSQFT

\$827

AVERAGE PPSQFT
OF BUILDING

\$854



150 E 69th Street, 12E



ASKING
PRICE

\$2,000,000

KATZEN TEAM
SOLD PRICE

\$1,800,000

PERCENTAGE
OF ASKING PRICE

90%

KATZEN TEAM
PPSQFT

\$1,025

AVERAGE PPSQFT
OF BUILDING

\$1,100



150 East 77th Street, 7E



Estate Condition

ASKING
PRICE

\$1,800,000

KATZEN TEAM
SOLD PRICE

\$1,995,000

PERCENTAGE
OF ASKING PRICE

90%

KATZEN TEAM
PPSQFT

\$986

AVERAGE PPSQFT
OF BUILDING

\$847



1001 Fifth Avenue, 6C



ASKING
PRICE

\$2,650,000

KATZEN TEAM
SOLD PRICE

\$2,525,000

PERCENTAGE
OF ASKING PRICE

95%

KATZEN TEAM
PPSQFT

\$1,683

AVERAGE PPSQFT
OF BUILDING

\$1,456

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
240 Park Avenue South	12AD	\$3,499,995	\$3,710,000	Seller	106%	2,386	\$1,555	\$1,608	-3%
116 East 68th Street	8B	\$3,950,000	\$3,808,000	Seller	96%	2,500	\$1,523	\$1,320	15%
160 Wooster Street	5B	\$2,895,000	\$2,750,000	Seller	95%	1,376	\$1,999	\$1,558	28%
354 Central Park West	TH	\$6,500,000	\$5,800,000	Seller	89%	5,000	\$1,160	\$985	18%
533 Pacific Street	7B	\$1,775,000	\$1,782,967	Buyer	100%	1,100	\$1,655	\$1,739	-5%
20 Greene Street	2B	\$7,999,999	\$7,550,000	Seller	94%	2,630	\$2,870	\$2,113	36%
1818 Newkirk Avenue	3Q	\$995,000	\$995,000	Seller	100%	1,300	\$765	\$628	22%
77 Bleecker Street	921	\$850,000	\$665,000	Buyer	79%	600	\$1,108	\$1,177	-6%
260 Park Avenue South	12I	\$2,200,000	\$2,150,000	Seller	98%	1,328	\$1,618	\$1,581	2%
300 East 59th Street	2701	\$1,275,000	\$1,175,000	Buyer	92%	1,250	\$940	\$1,020	-8%
1165 Fifth Avenue	2C	\$3,250,000	\$2,750,000	Buyer	85%	2,200	\$1,250	\$1,455	14%
33 Saint Marks Place	2	\$1,395,000	\$1,350,000	Buyer	97%	1,068	\$1,264	\$1,353	-7%
324 West 108th Street*	32	\$2,269,600	\$2,260,000	Seller	100%	1,207	\$1,880	\$1,686	12%
353 Central Park West*	5	\$6,200,000	\$6,200,000	Seller	100%	2,733	\$2,269	\$2,236	1%
1818 Newkirk Avenue	3G	\$699,000	\$699,000	Seller	100%	1,100	\$635	\$628	0%
450 Washington Street	505	\$5,295,000	\$4,843,297	Buyer	91%	1,862	\$2,738	\$2,899	-6%
764 Metropolitan Avenue	1A	\$669,000	\$650,000	Seller	97%	700	\$929	\$997	-7%
450 Washington Street	414	\$1,695,000	\$1,610,000	Buyer	95%	923	\$1,744	\$2,036	-14%
450 Washington Street	1007	\$2,695,000	\$2,622,622	Buyer	97%	1,103	\$2,443	\$2,600	-6%
60 Plaza Street East	1E	\$645,000	\$625,000	Buyer	97%	800	\$781	\$860	-9%
300 Central Park West*	7L	\$2,395,000	\$2,000,000	Seller	84%	1,887	\$1,059	\$1,042	0%
15 East 26th Street*	13A	\$6,200,000	\$6,200,000	Seller	100%	2,380	\$2,605	\$2,127	-18%
200 East 66th Street	A1906	\$4,995,000	\$4,675,000	Seller	94%	2,225	\$2,101	\$1,826	15%
25 West 54th Street	8DE	\$1,375,000	\$1,225,000	Buyer	89%	1,750	\$700	\$841	-17%
365 Clinton Avenue	11F	\$929,000	\$925,000	Seller	99%	875	\$1,057	\$884	20%
301 East 69th Street	3H	\$430,000	\$397,500	Buyer	92%	550	\$723	\$851	-15%
142 West End Avenue	20R	\$485,000	\$455,000	Buyer	94%	550	\$827	\$854	-3%
150 E 69th Street	12E	\$2,000,000	\$1,800,000	Buyer	90%	1,756	\$1,025	\$1,100	-7%
150 East 77th Street*	7E	\$1,800,000	\$1,995,000	Seller	90%	1,800	\$986	\$847	16%
1001 Fifth Avenue	6C	\$2,650,000	\$2,525,000	Seller	95%	1,500	\$1,683	\$1,456	16%

*324 W 108th Street #32 - Exclusive Katzen Team New Development - Sold at Full Price | *353 CPW 5th Floor - Off-Market Sale
*300 CPW 7L - Estate Condition | *15 E 26th 13A - Off-Market Sale | *150 E 77th - Estate Condition

#4
Manhattan Medium Team
at Douglas Elliman*

\$350M+
Sales in 2023

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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