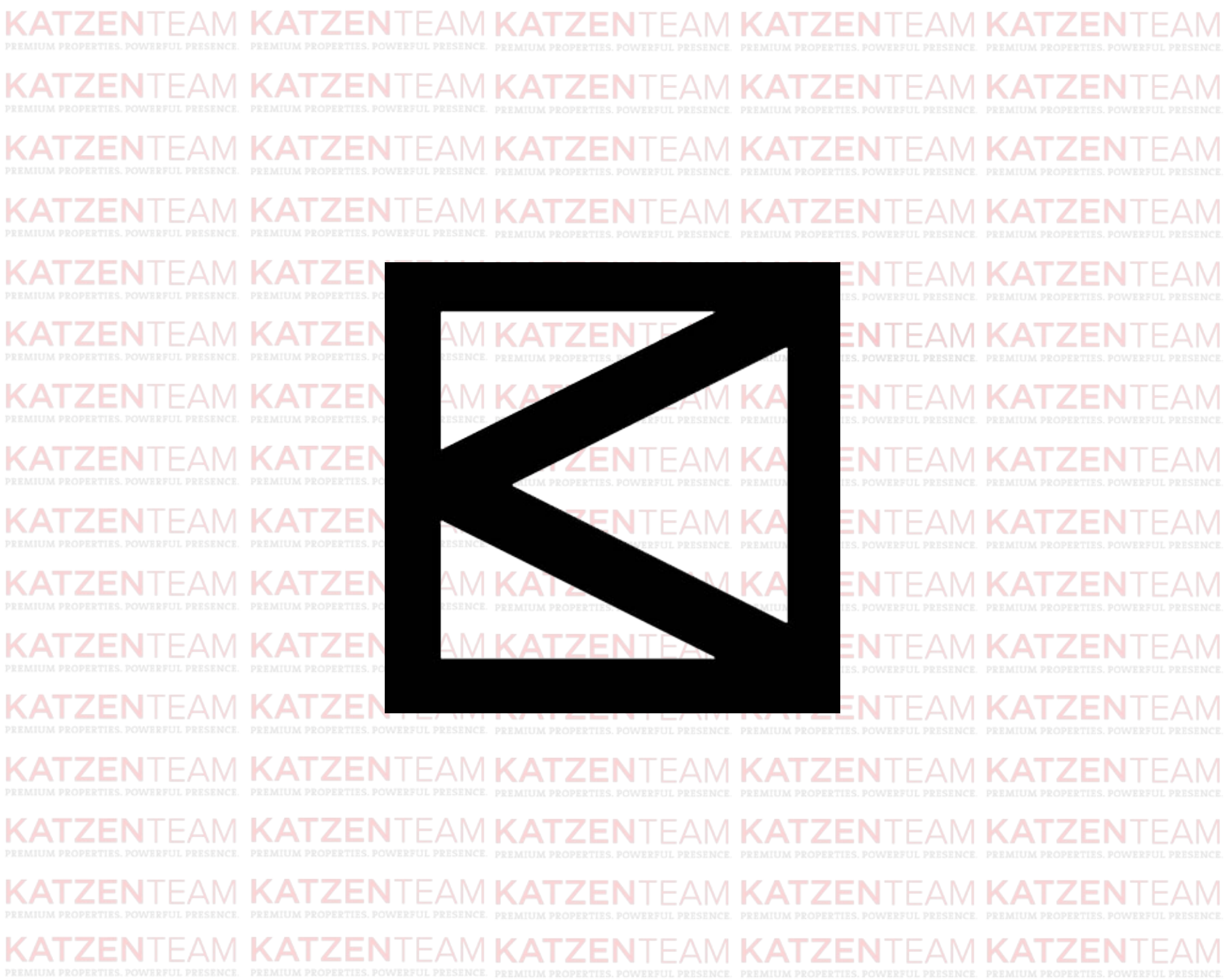




KATZENTTEAM

UNRIVALED EXPERIENCE. SUPERIOR RESULTS.

2015 | SNAPSHOT OF
YEAR IN REVIEW



2015

THE STORIES BEHIND THE SUCCESS

Frances Katzen

Managing Director

Douglas Elliman

In 2015, 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 well over \$1.2 billion in total sales and consistently selling in excess of \$150 million annually, 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 straight forward 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 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.

With a knack for putting herself in other people's shoes, Frances truly listens to her client's needs and has an uncanny 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.



"WE DO NOT JUST BROKER TRANSACTIONS, THAT IS SIMPLY THE CULMINATION OF A MUCH BROADER AND THOUGHTFUL PROCESS.

OUR MUCH MORE VALUABLE CONTRIBUTION IS SERVING AS ADVISORS FOR ONE OF THE LARGEST ASSET CLASSES IN THE WORLD, ONE WHICH OFTEN MAKES UP THE LARGEST SINGLE EXPOSURE IN OUR CLIENTS' ASSET PORTFOLIO.

THROUGH THIS ADVISORY PROCESS OUR GOAL IS TO NOT ONLY CREATE LONG TERM FINANCIAL VALUE FOR OUR CLIENTS, BUT TO ELEVATE THE EXPERIENCE OF PROPERTY ACQUISITION."

- FRANCES KATZEN



35 WEST 15th STREET #23A

FRANCES KATZEN WAS SELECTED BY ALCHEMY PROPERTIES TO SELL THE REMAINING UNSOLD 25 UNITS AND SUCCESSFULLY ACCOMPLISHED THIS TASK WITHIN 10 MONTHS.



KATZENTTEAM
PREMIUM PROPERTIES. POWERFUL PRESENCE.

LISTING PRICE

\$12,650,000

SOLD PRICE

\$12,650,000

DAYS ON MARKET

240

PPSQFT KATZEN
TEAM ACHIEVED

\$3,302

AVERAGE PPSQFT
FOR BUILDING

\$2,675

THE PERCENTAGE OF
ASK BY KATZEN TEAM

100%



60 WHITE STREET #PHW

IN A COMPETITIVE AND CROWDED NEIGHBORHOOD, SUCH AS TRIBECA, FRANCES KATZEN WAS ABLE TO SECURE FULL ASKING PRICES FOR ALL PENTHOUSES.



KATZENTTEAM
PREMIUM PROPERTIES. POWERFUL PRESENCE.

LISTING PRICE	SOLD PRICE	DAYS ON MARKET	PPSQFT KATZEN TEAM ACHIEVED	AVERAGE PPSQFT FOR BUILDING	THE PERCENTAGE OF ASK BY KATZEN TEAM
\$9,400,000	\$9,400,000	90	\$3,004	\$2,350	100%



15 EAST 26th STREET #11E



KATZENTTEAM
PREMIUM PROPERTIES. POWERFUL PRESENCE.

LISTING PRICE	SOLD PRICE	DAYS ON MARKET	PPSQFT KATZEN TEAM ACHIEVED	AVERAGE PPSQFT FOR BUILDING	THE PERCENTAGE OF ASK BY KATZEN TEAM
\$5,170,000	\$5,315,000	19	\$2,215	\$2,043	103%



781 Fifth Avenue #501



KATZTEAM
PREMIUM PROPERTIES. POWERFUL PRESENCE.

LISTING PRICE

\$3,650,000

SOLD PRICE

\$3,650,000

DAYS ON MARKET

7

PPSQFT KATZEN
TEAM ACHIEVED

\$1,698

AVERAGE PPSQFT
FOR BUILDING

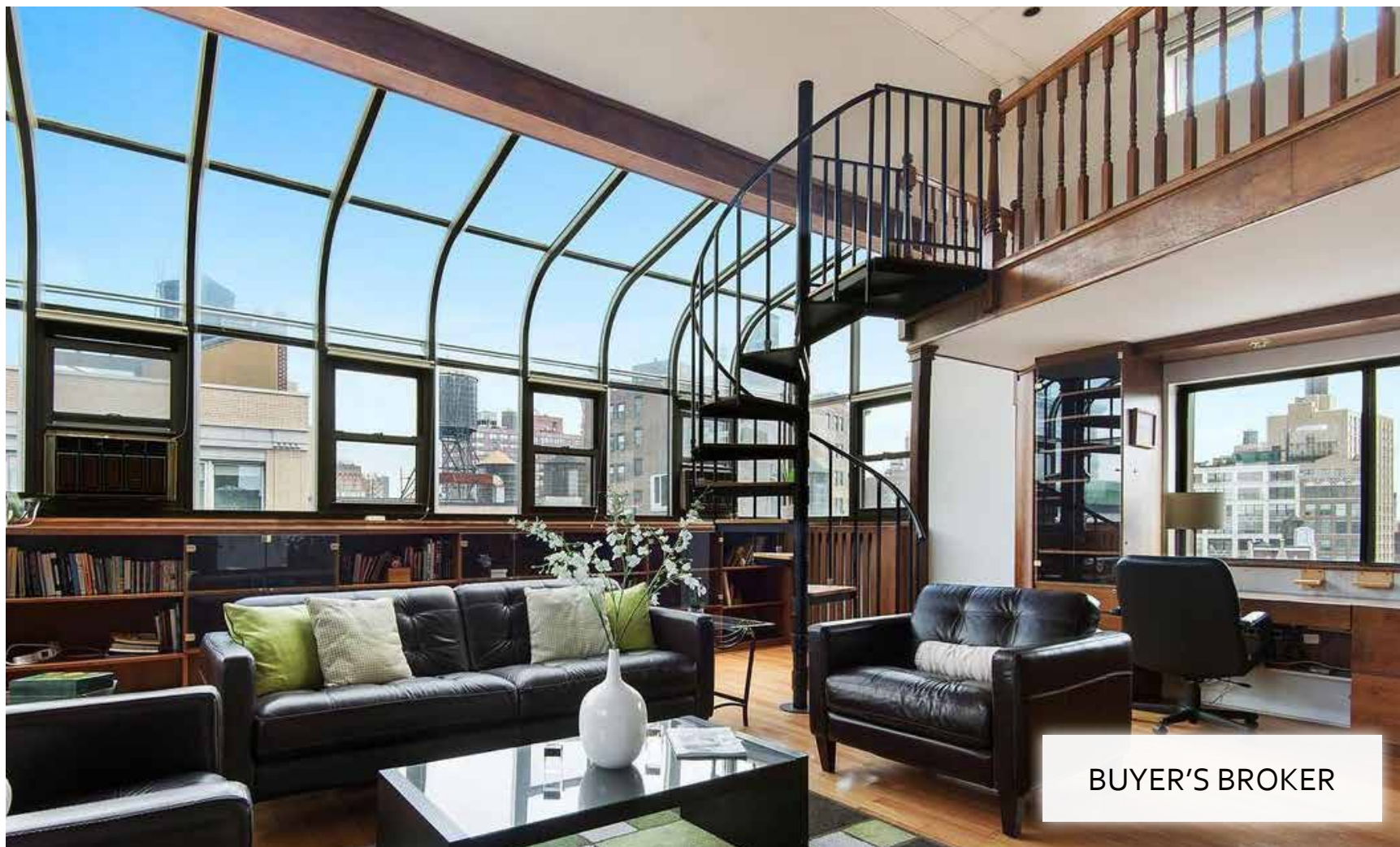
\$1,841

THE PERCENTAGE OF
ASK BY KATZEN TEAM

100%



54 EAST 11th STREET #PH11



BUYER'S BROKER

KATZENTTEAM
PREMIUM PROPERTIES. POWERFUL PRESENCE.

LISTING PRICE	SOLD PRICE	DAYS ON MARKET	PPSQFT KATZEN TEAM ACHIEVED	AVERAGE PPSQFT FOR BUILDING	THE PERCENTAGE OF ASK BY KATZEN TEAM
\$3,995,000	\$3,500,000	216	\$1,556	\$1,555	88%



5 EAST 75th STREET #4



KATZENTTEAM
PREMIUM PROPERTIES. POWERFUL PRESENCE.

LISTING PRICE

\$3,950,000

SOLD PRICE

\$3,950,000

DAYS ON MARKET

48

PPSQFT KATZEN
TEAM ACHIEVED

\$2,194

AVERAGE PPSQFT
FOR BUILDING

\$2,111

THE PERCENTAGE OF
ASK BY KATZEN TEAM

100%



350 WEST 53rd STREET #THC



KATZENTTEAM
PREMIUM PROPERTIES. POWERFUL PRESENCE.

LISTING PRICE

\$1,695,000

SOLD PRICE

\$1,695,000

DAYS ON MARKET

76

PPSQFT KATZEN
TEAM ACHIEVED

\$1,440

AVERAGE PPSQFT
FOR BUILDING

\$1,176

THE PERCENTAGE OF
ASK BY KATZEN TEAM

100%



15 EAST 26th STREET #15F



KATZENTTEAM
PREMIUM PROPERTIES. POWERFUL PRESENCE.

LISTING PRICE

\$5,875,000

SOLD PRICE

\$5,665,000

DAYS ON MARKET

33

PPSQFT KATZEN
TEAM ACHIEVED

\$2,370

AVERAGE PPSQFT
FOR BUILDING

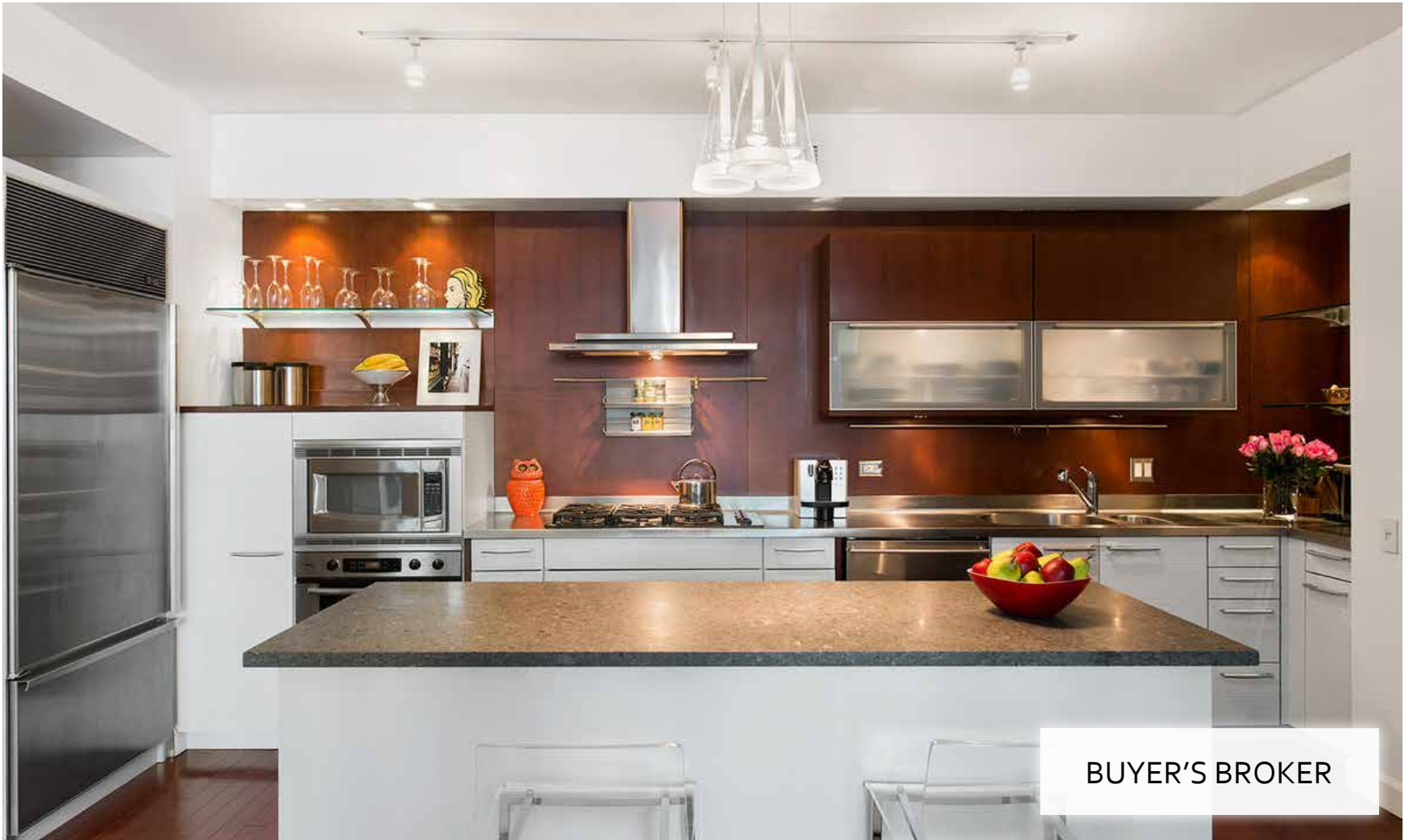
\$2,043

THE PERCENTAGE OF
ASK BY KATZEN TEAM

96%



151 WEST 17th STREET #2G



BUYER'S BROKER

KATZTEAM
PREMIUM PROPERTIES. POWERFUL PRESENCE.

LISTING PRICE
\$3,725,000

SOLD PRICE
\$3,575,000

DAYS ON MARKET
36

PPSQFT KATZEN
TEAM ACHIEVED
\$1,898

AVERAGE PPSQFT
FOR BUILDING
\$1,904

THE PERCENTAGE OF
ASK BY KATZEN TEAM
96%



212 WARREN STREET #7G

SPONSOR SELECTED THE TEAM TO SIMULTANEOUSLY SELL A UNIT WHILE SALES WERE IN PROGRESS WITH ANOTHER FIRM. THEY SOLD IN 2 MONTHS ACHIEVING A RECORD BREAKING PRICE NOT ONLY FOR THE PROJECT, BUT FOR THE ENTIRE NEIGHBORHOOD.



KATZENTTEAM
PREMIUM PROPERTIES. POWERFUL PRESENCE.

LISTING PRICE

\$3,295,000

SOLD PRICE

\$3,295,000

DAYS ON MARKET

22

PPSQFT KATZEN
TEAM ACHIEVED

\$2,156

AVERAGE PPSQFT
FOR BUILDING

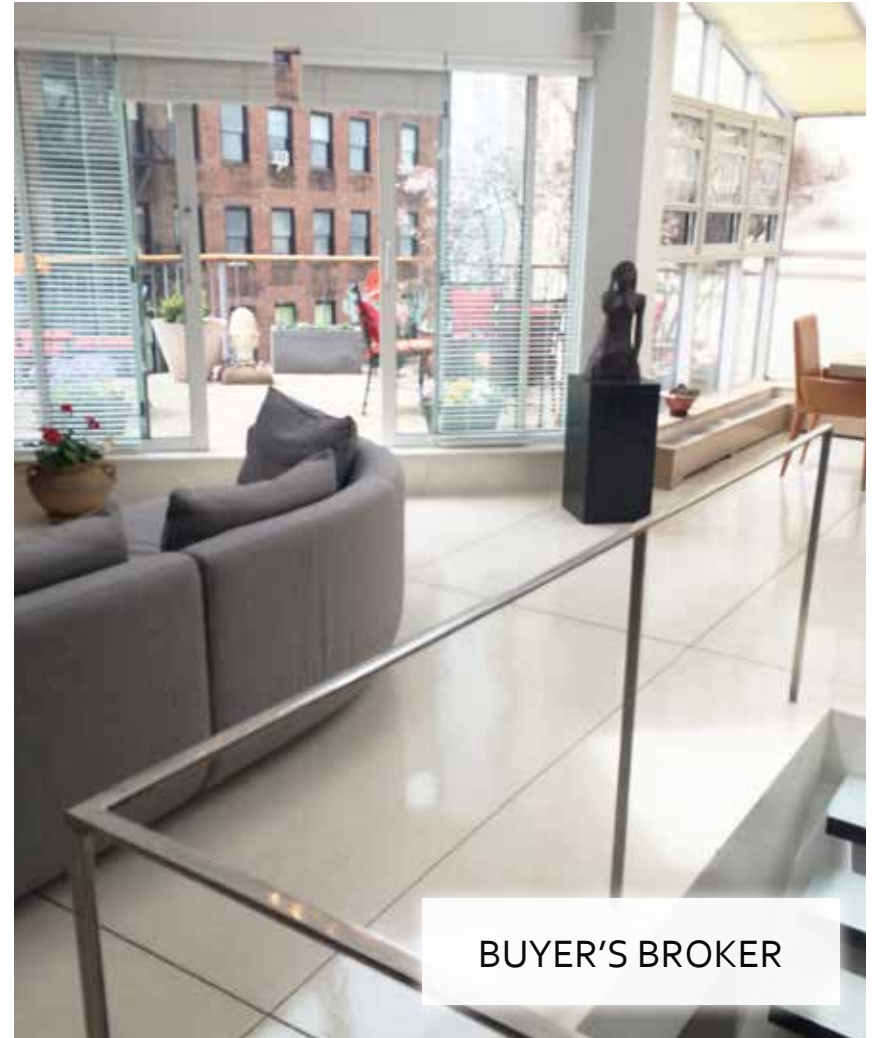
\$1,553

THE PERCENTAGE OF
ASK BY KATZEN TEAM

100%



329 WEST 108th STREET #PHA



KATZENTTEAM
PREMIUM PROPERTIES. POWERFUL PRESENCE.

LISTING PRICE

\$2,925,000

SOLD PRICE

\$2,325,000

DAYS ON MARKET

124

PPSQFT KATZEN
TEAM ACHIEVED

\$1,550

AVERAGE PPSQFT
FOR BUILDING

\$1,572

THE PERCENTAGE OF
ASK BY KATZEN TEAM

79%



4 WEST 109th STREET #2DE



KATZENTTEAM
PREMIUM PROPERTIES. POWERFUL PRESENCE.

LISTING PRICE
\$1,750,000

SOLD PRICE
\$1,810,000

DAYS ON MARKET
24

PPSQFT KATZEN
TEAM ACHIEVED
\$965

AVERAGE PPSQFT
FOR BUILDING
\$1,000

THE PERCENTAGE OF
ASK BY KATZEN TEAM
103%



350 WEST 53rd STREET #2C



EXCLUSIVELY STAGED 

KATZENTTEAM
PREMIUM PROPERTIES. POWERFUL PRESENCE.

LISTING PRICE	SOLD PRICE	DAYS ON MARKET	PPSQFT KATZEN TEAM ACHIEVED	AVERAGE PPSQFT FOR BUILDING	THE PERCENTAGE OF ASK BY KATZEN TEAM
\$1,695,000	\$1,711,000	17	\$1,368	\$1,176	101%



400 EAST 77th STREET #8EF



EXCLUSIVELY STAGED 

KATZENTTEAM
PREMIUM PROPERTIES. POWERFUL PRESENCE.

LISTING PRICE	SOLD PRICE	DAYS ON MARKET	PPSQFT KATZEN TEAM ACHIEVED	AVERAGE PPSQFT FOR BUILDING	THE PERCENTAGE OF ASK BY KATZEN TEAM
\$1,695,000	\$1,650,000	112	\$1,000	\$989	97%



350 WEST 53rd STREET #5J

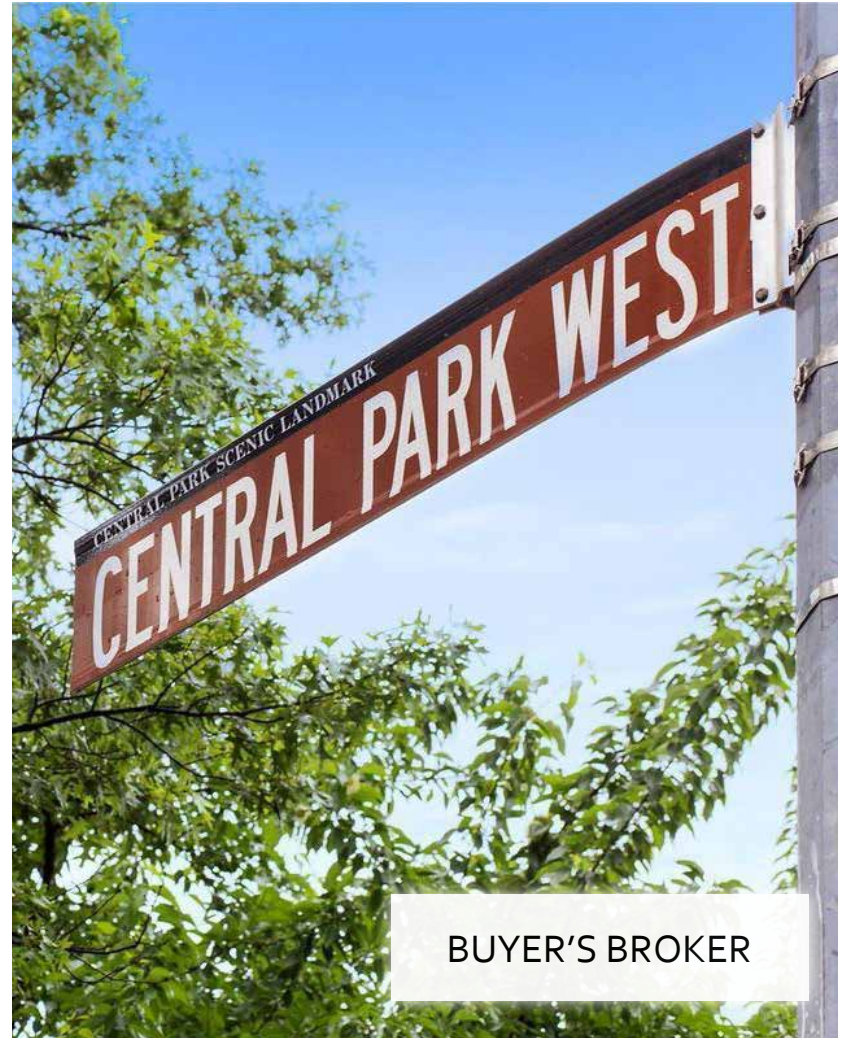


KATZENTTEAM
PREMIUM PROPERTIES. POWERFUL PRESENCE.

LISTING PRICE	SOLD PRICE	DAYS ON MARKET	PPSQFT KATZEN TEAM ACHIEVED	AVERAGE PPSQFT FOR BUILDING	THE PERCENTAGE OF ASK BY KATZEN TEAM
\$1,450,000	\$1,580,000	10	\$1,505	\$1,176	109%



400 CENTRAL PARK WEST #2E



BUYER'S BROKER

KATZENTTEAM
PREMIUM PROPERTIES. POWERFUL PRESENCE.

LISTING PRICE

\$775,000

SOLD PRICE

\$775,000

DAYS ON MARKET

160

PPSQFT KATZEN
TEAM ACHIEVED

\$1,339

AVERAGE PPSQFT
FOR BUILDING

\$1,276

THE PERCENTAGE OF
ASK BY KATZEN TEAM

100%



131 WEST 28th STREET #2D



EXCLUSIVELY STAGED 

KATZTEAM
PREMIUM PROPERTIES. POWERFUL PRESENCE.

LISTING PRICE

\$1,295,000

SOLD PRICE

\$1,300,000

DAYS ON MARKET

52

PPSQFT KATZEN
TEAM ACHIEVED

\$1,000

AVERAGE PPSQFT
FOR BUILDING

\$1,010

THE PERCENTAGE OF
ASK BY KATZEN TEAM

100%

KATZEN TEAM PERFORMANCE

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

ADDRESS	UNIT	ASKING PRICE	KATZEN TEAM SOLD PRICE	REPRESENTED	PERCENTAGE OF ASK PRICE	APPROXIMATE Sq. Ft. OF UNIT	KATZEN TEAM SOLD PRICE PER Sq. Ft.	AVERAGE SOLD PRICE PER Sq. Ft. IN BUILDING	KATZEN TEAM VERSUS AVERAGE IN THE BUILDING
910 FIFTH AVENUE	12A	\$16,500,000	\$16,500,000	SELLER	100%	4,500	\$3,667	-\$2,388	54%
35 WEST 15 th STREET	23A	\$12,650,000	\$12,650,000	SELLER	100%	3,831	\$3,302	\$2,675	23%
60 WHITE STREET	PHW	\$9,400,000	\$9,400,000	SELLER	100%	3,129	\$3,004	\$2,350	28%
35 WEST 15 th STREET	17C	\$8,250,000	\$7,800,000	SELLER	95%	2,811	\$2,775	\$2,675	4%
15 EAST 26 th STREET	15F	\$5,875,000	\$5,665,000	SELLER	96%	2,390	\$2,370	\$2,043	16%
15 EAST 26 th STREET	11E	\$5,170,000	\$5,315,000	SELLER	103%	2,400	\$2,215	\$2,043	8%
54 EAST 11 th STREET	PH11	\$3,995,000	\$3,500,000	BUYER	88%	2,250	\$1,556	\$1,555	0%
5 EAST 75 th STREET	4	\$3,950,000	\$3,950,000	SELLER	100%	1,800	\$2,194	\$2,111	4%
151 WEST 17 th STREET	2G	\$3,725,000	\$3,575,000	BUYER	96%	1,884	\$1,898	\$1,904	0%
781 FIFTH AVENUE	501	\$3,650,000	\$3,650,000	SELLER	100%	2,150	\$1,698	\$1,841	-8%
212 WARREN STREET	7G	\$3,295,000	\$3,295,000	SELLER	100%	1,528	\$2,156	\$1,553	39%
329 WEST 108 th STREET	PHA	\$2,925,000	\$2,325,000	BUYER	79%	1,500	\$1,550	\$1,572	-1%
15 WEST 72 nd STREET	19E	\$2,790,000	\$2,703,000	BUYER	97%	N/A*	N/A*	\$1,585	N/A*-
330 SPRING STREET	8D	\$2,495,000	\$2,400,000	SELLER	96%	1,489	\$1,612	\$1,572	3%
144 EAST 84 th STREET	12DE	\$2,295,000	\$2,365,000	BUYER	103%	1,700	\$1,391	\$1,411	-1%
140 WEST END AVENUE	22C	\$2,200,000	\$2,175,000	SELLER	99%	1,536	\$1,416	\$1,324	7%
161 WEST 15 th STREET	5B	\$1,975,000	\$1,975,000	BUYER	100%	1,200	\$1,646	\$1,599	3%
20 BAYARD STREET	8A	\$1,920,000	\$1,920,000	BUYER	100%	1,296	\$1,481	\$1,500	-1%
15 BROAD STREET	3224	\$1,875,000	\$1,825,000	BUYER	97%	1,452	\$1,257	\$1,364	-8%
4 WEST 109 th STREET	2DE	\$1,750,000	\$1,810,000	SELLER	103%	1,875	\$965	\$1,000	-3%
350 WEST 53 rd STREET	2C	\$1,695,000	\$1,711,000	SELLER	101%	1,251	\$1,368	\$1,176	16%
350 WEST 53 rd STREET	THC	\$1,695,000	\$1,695,000	SELLER	100%	1,177	\$1,440	\$1,176	22%
400 EAST 77 th STREET	8EF	\$1,695,000	\$1,650,000	SELLER	97%	1,650	\$1,000	\$989	1%
610 WEST 110 th STREET	2D	\$1,650,000	\$1,600,000	BUYER	97%	1,157	\$1,383	\$1,388	0%
350 WEST 53 rd STREET	5J	\$1,450,000	\$1,580,000	SELLER	109%	1,050	\$1,505	\$1,176	28%
131 WEST 28 th STREET	2D	\$1,295,000	\$1,300,000	SELLER	100%	1,300	\$1,000	\$1,010	-1%
250 EAST 40 th STREET	28E	\$945,000	\$947,500	SELLER	100%	782	\$1,212	\$1,067	14%
376 BROADWAY	4F	\$899,000	\$920,700	SELLER	102%	820	\$1,123	\$1,029	9%
300 EAST 62 nd STREET	1701	\$819,000	\$819,000	SELLER	100%	608	\$1,347	\$1,190	13%
404 EAST 79 th STREET	26D	\$805,000	\$799,000	BUYER	99%	700	\$1,141	\$1,278	-11%
400 CENTRAL PARK WEST	2E	\$775,000	\$775,000	BUYER	100%	579	\$1,339	\$1,276	5%
175 WEST 93 rd STREET	10B	\$725,000	\$725,000	SELLER	100%	800	\$906	\$799	13%
205 WARREN STREET	3D	\$619,000	\$700,000	BUYER	113%	670	\$1,045	\$1,100	-5%
205 WEST End Avenue	14F	\$499,000	\$500,000	SELLER	100%	580	\$862	\$709	21%
170 NORFOLK STREET	5	\$485,000	\$520,000	BUYER	107%	500	\$1,040	\$1,093	-5%
70 REMSEN STREET	5I	\$325,000	\$289,000	SELLER	89%	350	\$826	\$562	47%

*co-op - square footage not listed

PREMIUM PROPERTIES. POWERFUL PRESENCE.



FRANCES KATZEN

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