

YEAR IN REVIEW —————
2022 SNAPSHOT

KATZEN TEAM

AT DOUGLAS ELLIMAN REAL ESTATE



#TheSource





2022

THE STORIES BEHIND THE SUCCESS

FRANCES KATZEN

MANAGING DIRECTOR, DOUGLAS ELLIMAN

In 2022, 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 over \$3 billion in total sales and annual sales approaching in excess of \$750 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 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.thekatzenreport.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.



1115 FIFTH AVENUE, 6C

Represented Buyer



ASKING
PRICE

\$5,995,000

KATZEN TEAM
SOLD PRICE

\$5,474,500

PERCENTAGE
OF ASKING PRICE

96%

KATZEN TEAM
PPSQFT

\$1,564

AVERAGE PPSQFT
OF BUILDING

\$2,400



175 EAST 74TH STREET, PH19B



ASKING
PRICE

\$1,695,000

KATZEN TEAM
SOLD PRICE

\$1,800,000

PERCENTAGE
OF ASKING PRICE

106%

KATZEN TEAM
PPSQFT

\$1,440

AVERAGE PPSQFT
OF BUILDING

\$1,113



55 WEST 17TH STREET, 804

Represented Buyer



ASKING
PRICE

\$3,695,000

KATZEN TEAM
SOLD PRICE

\$3,710,000

PERCENTAGE
OF ASKING PRICE

100%

KATZEN TEAM
PPSQFT

\$1,918

AVERAGE PPSQFT
OF BUILDING

\$1,954



150 EAST 77TH STREET, 8EF



ASKING
PRICE

\$5,995,000

KATZEN TEAM
SOLD PRICE

\$5,850,000

PERCENTAGE
OF ASKING PRICE

98%

KATZEN TEAM
PPSQFT

\$1,582

AVERAGE PPSQFT
OF BUILDING

\$1,266



159 DUANE STREET, PH

Staged by The Katzen Team



ASKING
PRICE

\$6,250,000

KATZEN TEAM
SOLD PRICE

\$6,400,000

PERCENTAGE
OF ASKING PRICE

102%

KATZEN TEAM
PPSQFT

\$2,393

AVERAGE PPSQFT
OF BUILDING

\$1,900



75 GRAND STREET, 4W



ASKING
PRICE

\$6,995,000

KATZEN TEAM
SOLD PRICE

\$6,700,00

PERCENTAGE
OF ASKING PRICE

96%

KATZEN TEAM
PPSQFT

\$2,233

AVERAGE PPSQFT
OF BUILDING

\$1,300



200 EAST 66TH STREET, C1905

Staged by The Katzen Team



ASKING
PRICE

\$3,999,000

KATZEN TEAM
SOLD PRICE

\$3,700,000

PERCENTAGE
OF ASKING PRICE

93%

KATZEN TEAM
PPSQFT

\$1,978

AVERAGE PPSQFT
OF BUILDING

\$1,980



160 WOOSTER STREET, 3C



ASKING
PRICE

\$3,900,000

KATZEN TEAM
SOLD PRICE

\$3,850,000

PERCENTAGE
OF ASKING PRICE

99%

KATZEN TEAM
PPSQFT

\$2,200

AVERAGE PPSQFT
OF BUILDING

\$2,040

300 CENTRAL PARK WEST, 12G2

Estate Sale



ASKING PRICE	KATZEN TEAM SOLD PRICE	PERCENTAGE OF ASKING PRICE	KATZEN TEAM PPSQFT	AVERAGE PPSQFT OF BUILDING
\$3,975,000	\$4,000,000	101%	\$2,000	\$1,735

25 FIFTH AVENUE, 11G



ASKING PRICE	KATZEN TEAM SOLD PRICE	PERCENTAGE OF ASKING PRICE	KATZEN TEAM PPSQFT	AVERAGE PPSQFT OF BUILDING
\$2,000,000	\$2,025,000	101%	\$2,888	\$2,117



333 EAST 82ND STREET, PH2

Represented Buyer



ASKING
PRICE

\$6,975,000

KATZEN TEAM
SOLD PRICE

\$6,350,000

PERCENTAGE
OF ASKING PRICE

91%

KATZEN TEAM
PPSQFT

\$2,350

AVERAGE PPSQFT
OF BUILDING

\$2,664



565 BROOME STREET, 57C

Represented Buyer



ASKING
PRICE

\$4,250,000

KATZEN TEAM
SOLD PRICE

\$4,150,000

PERCENTAGE
OF ASKING PRICE

98%

KATZEN TEAM
PPSQFT

\$2,460

AVERAGE PPSQFT
OF BUILDING

\$2,824



173 EAST BROADWAY, 2B

Staged by The Katzen Team



ASKING
PRICE

\$1,995,000

KATZEN TEAM
SOLD PRICE

\$1,900,000

PERCENTAGE
OF ASKING PRICE

96%

KATZEN TEAM
PPSQFT

\$1,055

AVERAGE PPSQFT
OF BUILDING

\$1,275



450 WASHINGTON STREET, 505

Represented Buyer



ASKING
PRICE

\$5,295,000

KATZEN TEAM
SOLD PRICE

\$4,880,000

PERCENTAGE
OF ASKING PRICE

96%

KATZEN TEAM
PPSQFT

\$2,620

AVERAGE PPSQFT
OF BUILDING

\$2,900



390 WEST END AVENUE, 2A



ASKING
PRICE

\$6,499,999

KATZEN TEAM
SOLD PRICE

\$6,500,000

PERCENTAGE
OF ASKING PRICE

100%

KATZEN TEAM
PPSQFT

\$1,529

AVERAGE PPSQFT
OF BUILDING

\$1,984



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



295 GREENWICH STREET, 4G

Represented Buyer



ASKING
PRICE

\$1,249,000

KATZEN TEAM
SOLD PRICE

\$1,155,000

PERCENTAGE
OF ASKING PRICE

92%

KATZEN TEAM
PPSQFT

\$1,444

AVERAGE PPSQFT
OF BUILDING

\$1,480



10 QUINCY STREET, 2C

Represented Buyer



ASKING
PRICE

\$1,185,000

KATZEN TEAM
SOLD PRICE

\$1,100,000

PERCENTAGE
OF ASKING PRICE

94%

KATZEN TEAM
PPSQFT

\$1,142

AVERAGE PPSQFT
OF BUILDING

\$1,316

232 EAST 18TH STREET, PH8A

Represented Buyer



ASKING
PRICE

\$999,000

KATZEN TEAM
SOLD PRICE

\$920,000

PERCENTAGE
OF ASKING PRICE

92%

KATZEN TEAM
PPSQFT

\$1,108

AVERAGE PPSQFT
OF BUILDING

\$1,140

165 CHRYSTIE STREET, 501

Represented Buyer



ASKING
PRICE

\$2,875,000

KATZEN TEAM
SOLD PRICE

\$2,750,000

PERCENTAGE
OF ASKING PRICE

96%

KATZEN TEAM
PPSQFT

\$1,711

AVERAGE PPSQFT
OF BUILDING

\$1,934



184 KENT AVENUE, B304

Represented Buyer



ASKING
PRICE

\$975,000

KATZEN TEAM
SOLD PRICE

\$999,000

PERCENTAGE
OF ASKING PRICE

102%

KATZEN TEAM
PPSQFT

\$1,449

AVERAGE PPSQFT
OF BUILDING

\$1,489



350 WEST 53RD STREET, 6A



ASKING
PRICE

\$1,125,000

KATZEN TEAM
SOLD PRICE

\$1,115,000

PERCENTAGE
OF ASKING PRICE

99%

KATZEN TEAM
PPSQFT

\$1,533

AVERAGE PPSQFT
OF BUILDING

\$1,415



984 SAINT JOHNS PLACE

Represented Buyer



ASKING
PRICE

\$2,300,000

KATZEN TEAM
SOLD PRICE

\$2,100,000

PERCENTAGE
OF ASKING PRICE

91%

KATZEN TEAM
PPSQFT

\$1,000

AVERAGE PPSQFT
OF BUILDING

\$1,040



1160 OCEAN AVENUE, 2G



ASKING
PRICE

\$849,000

KATZEN TEAM
SOLD PRICE

\$849,000

PERCENTAGE
OF ASKING PRICE

100%

KATZEN TEAM
PPSQFT

\$606

AVERAGE PPSQFT
OF BUILDING

\$379



132 EAST 35TH STREET, 5E

Represented Buyer



ASKING
PRICE

\$1,095,000

KATZEN TEAM
SOLD PRICE

\$1,112,500

PERCENTAGE
OF ASKING PRICE

101%

KATZEN TEAM
PPSQFT

\$1,141

AVERAGE PPSQFT
OF BUILDING

\$1,251



196 DECATUR STREET

Represented Buyer



ASKING
PRICE

\$1,699,000

KATZEN TEAM
SOLD PRICE

\$1,700,000

PERCENTAGE
OF ASKING PRICE

100%

KATZEN TEAM
PPSQFT

\$656

AVERAGE PPSQFT
OF BUILDING

\$661

264 WEBSTER AVENUE, PH811



ASKING
PRICE
\$995,000

KATZEN TEAM
SOLD PRICE
\$889,000

PERCENTAGE
OF ASKING PRICE
89%

KATZEN TEAM
PPSQFT
\$772

AVERAGE PPSQFT
OF BUILDING
\$897

150 EAST 77TH STREET, 7E



ASKING
PRICE
\$1,800,000

KATZEN TEAM
SOLD PRICE
\$1,775,000

PERCENTAGE
OF ASKING PRICE
99%

KATZEN TEAM
PPSQFT
\$986

AVERAGE PPSQFT
OF BUILDING
\$1,050



150 EAST 69TH STREET, 12E



ASKING
PRICE

\$1,995,000

KATZEN TEAM
SOLD PRICE

\$1,800,000

PERCENTAGE
OF ASKING PRICE

90%

KATZEN TEAM
PPSQFT

\$772

AVERAGE PPSQFT
OF BUILDING

\$897



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

\$2,245

AVERAGE PPSQFT
OF BUILDING

\$1,980

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
1115 Fifth Avenue*	6C	\$5,995,000	\$5,474,500	Buyer	96%	3,500	\$1,564.00	\$2,400.00	-35%
175 E 74th Street	PH19B	\$1,695,000	\$1,800,000	Seller	106%	1,250	\$1,440.00	\$1,113.00	29%
55 West 17th Street	804	\$3,695,000	\$3,710,000	Buyer	100%	1,934	\$1,918.00	\$1,954.00	-2%
150 East 77th Street	8EF	\$5,995,000	\$5,850,000	Seller	98%	3,700	\$1,582.00	\$1,266.00	25%
159 Duane Street	PH	\$6,250,000	\$6,400,000	Seller	102%	2,675	\$2,393.00	\$1,900.00	25%
75 Grand Street	4W	\$6,995,000	\$6,700,000	Seller	96%	3,000	\$2,233.00	\$1,300.00	71%
200 East 66th Street	C1905	\$3,999,000	\$3,700,000	Seller	93%	1,870	\$1,978.00	\$1,980.00	0%
160 Wooster Street	3C	\$3,900,000	\$3,850,000	Seller	99%	1,750	\$2,200.00	\$2,040.00	1%
300 Central Park West*	12G2	\$3,975,000	\$4,000,000	Seller	101%	2,000	\$2,000.00	\$1,735.00	15%
25 Fifth Avenue	11G	\$2,000,000	\$2,025,000	Seller	101%	700	\$2,888.00	\$2,117.00	36%
333 East 82nd Street	PH2	\$6,975,000	\$6,350,000	Buyer	91%	2,700	\$2,350.00	\$2,664.00	-12%
565 Broome Street	S7C	\$4,250,000	\$4,150,000	Buyer	98%	1,681	\$2,460.00	\$2,824.00	-13%
173 E Broadway	2B	\$1,995,000	\$1,900,000	Seller	96%	1,800	\$1,055.00	\$1,275.00	-18%
450 Washington Street	505	\$5,295,000	\$4,880,000	Buyer	96%	1,862	\$2,620.00	\$2,900.00	-10%
390 West End Avenue	2A	\$6,499,999	\$6,500,000	Seller	100%	4,252	\$1,529.00	\$1,984.00	-23%
1001 Fifth Avenue	6C	\$2,650,000	\$2,525,000	Seller	95%	1,500	\$1,683.00	\$1,456.00	16%
295 Greenwich Street	4G	\$1,249,000	\$1,155,000	Buyer	92%	800	\$1,444.00	\$1,480.00	-4%
10 Quincy Street	2C	\$1,185,000	\$1,100,000	Buyer	94%	963	\$1,142.00	\$1,316.00	-13%
232 East 18th Street	PH8A	\$999,000	\$920,000	Buyer	92%	830	\$1,108.00	\$1,140.00	-3%
165 Chrystie Street	501	\$2,875,000	\$2,750,000	Buyer	96%	1,607	\$1,711.00	\$1,934.00	-12%
184 Kent Avenue	B304	\$975,000	\$999,000	Buyer	102%	689	\$1,449.00	\$1,489.00	-3%
350 West 53rd Street	6A	\$1,125,000	\$1,115,000	Seller	99%	727	\$1,533.00	\$1,415.00	8%
984 Saint Johns Place	TH	\$2,300,000	\$2,100,000	Buyer	91%	2,100	\$1,000.00	\$1,040.00	-4%
1160 Ocean Avenue	2G	\$849,000	\$849,000.00	Seller	100%	1,400	\$606.00	\$379.00	54%
132 E 35th Street	5E	\$1,095,000	\$1,112,500	Buyer	101%	975	\$1,141.00	\$1,251.00	-9%
196 Decatur Street	TH	\$1,699,000	\$1,700,000	Buyer	100%	2,590	\$656.00	\$661.00	-1%
264 Webster Avenue	PH811	\$995,000	\$889,000	Buyer	89%	1,151	\$772.00	\$897.00	-14%
150 E 69th Street	12E	\$1,995,000	\$1,800,000	Buyer	90%	1,756	\$1,025.00	\$1,095.00	-6%
200 East 66th Street	A1906	\$4,995,000	\$4,675,000	Seller	94%	2,225	\$2,245.00	\$1,980.00	13%
150 East 77th Street*	7E	\$1,800,000	\$1,775,000	Seller	99%	1,800	\$986	\$1,050.00	-6%

* ESTATE SALE - WRECK CONDITION • AVG PPSQFT FOR BLDG BASED ON APARTMENT SIZE
* ESTATE SALE - FACING THE PARK. AVG PPSQFT FOR BLDG BASED ON CONDITION OF UNIT FOR NON PARK FACING UNITS
* 150 E 77TH 7E ONLY - UNRENOVATED



Listen to my podcast for the latest real estate news and leading guest speakers.
Available on iTunes and Spotify.



Follow along on Instagram at
@FrancesKatzen and
@TheKatzenTeam

Follow along on Twitter at
@FrancesKatzen

Follow along on Facebook at
@FrancesKatzen

Follow along on Linkedin at
@FrancesKatzen

KATZEN TEAM

AT DOUGLAS ELLIMAN REAL ESTATE

PREMIUM PROPERTIES. POWERFUL PRESENCE.

O: 212.350.8575 | C: 917.705.1864 | 575 MADISON AVENUE, THIRD FLOOR. NEW YORK, NY 10022

