

NYC&G

New York Cottages and Gardens

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GREENWICH
VILLAGE
SOUTHAMPTON
TURTLE BAY
UPPER
WEST SIDE



INSIDE!
THE 2021
HAMPTON DESIGNER
SHOWHOUSE
PRESENTED BY
HC&G



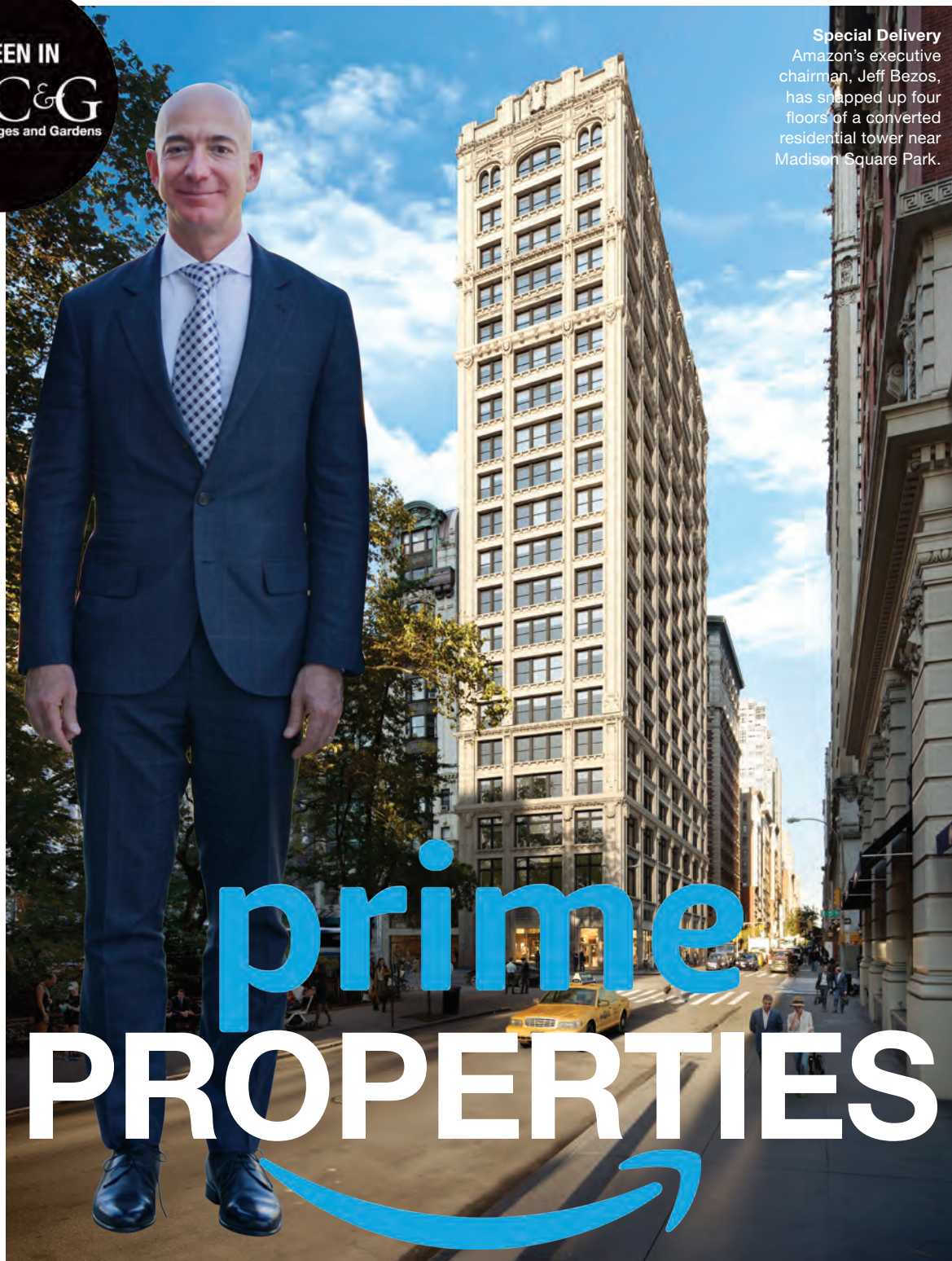
FESTIVE FLAIR



DEEDS & DON'TS

THE INSIDE SCOOP ON REGIONAL REAL ESTATE

AS SEEN IN
NYC&G
New York Cottages and Gardens



Special Delivery
Amazon's executive chairman, Jeff Bezos, has snapped up four floors of a converted residential tower near Madison Square Park.

LIKE A GOOD AMAZON customer, Jeff Bezos has been shopping up a storm, most recently paying \$23 million for a 4,155-square-foot four-bedroom at 212 Fifth Avenue, a former office building near Madison Square Park where the e-commerce titan already owns the triplex penthouse and two units below it. This brings his total investment in the prewar structure—renovated in 2018 by Helpert Architects and interior design firm Pembroke & Ives—to about \$119 million for 24,551 square feet. Presumably, he will combine the four apartments into one mega-mansion, an easy commute to the Amazon offices in the former Lord & Taylor flagship, which the company bought from WeWork in early 2020 for around \$1 billion.

Bezos isn't the only savvy investor getting back in the real estate game: Venture capitalist Joshua Kushner and his supermodel wife, Karlie Kloss, have listed their current pad in Nolita's Puck Penthouses



**Karlie Kloss
& Joshua Kushner**
Supermodel and Venture Capitalist

for \$23.5 million (they bought it in 2019 for \$18 million) after trading up to the last remaining unit in the building, a 7,200-square-foot duplex penthouse with five bedrooms and 5,100 square feet of outdoor space. Although the ask was \$42.5 million, it's not clear

KLOSS AND KUSHNER: LEV RADIN/
SHUTTERSTOCK.COM

whether Kushner (brother to Jared) got a discount, given that the building is a historic-conversion development spearheaded by the family-owned Kushner Companies.

The real estate world is always full of drama, and actor Bryan Cranston has been doing some serious scenery-chewing of late, picking up a two-bedroom co-op on Central Park West for \$5.6 million. Uptown, Neil Patrick Harris and David Burtka have placed their 1907 Italianate brownstone in Harlem on the market for \$7.325 million with Vickey Barron and Pacey Barron of Compass. The five-story, 8,000-square-foot residence, which the couple purchased in 2013 for \$3.6 million, features five bedrooms, four outdoor spaces, three fireplaces, a wine cellar, a media room, and a gym. Speaking of hitting the gym, the host of *The Biggest Loser*, Bob Harper, is looking to shed some weight by selling his one-bedroom Chelsea abode, currently listed for \$2.295 million (he paid \$1.895 million for it in 2015).

And actor and comedian Keegan-Michael Key has scored a buyer for his 35th-floor unit at the famed "Jenga Building" in Chelsea, designed by architecture firm Herzog & de Meuron, but he took a hit on the 1,624-square-foot two-bedroom, which he bought three years ago for \$5.2 million and sold for an even \$5 million, well under his ask. Unfortunately, when it comes to New York real estate, sometimes the audience has the last laugh. —*Alyssa Bird*

BOROUGH REBOOT AND MANHATTAN MANIA

No matter the challenges put before it, Manhattan always seems to bounce back. But what about Brooklyn and Queens? Recent reports by real estate appraisal firm Miller Samuel show prices in Brooklyn reached record highs for the third straight quarter in a row, with the average sale price jumping 10.1 percent in the second quarter of 2021 over the same period last year, to \$1.135 million,

and the number of sales skyrocketing 124.7 percent. As for condo sales, the most action is taking place in the \$2 million to \$3 million range, where transactions jumped 206.3 percent between August 2020 to August 2021. But according to Douglas Elliman Real Estate broker Lindsay Barton Barrett, the strongest overall demand is for townhouses. "They're currently the darling of the market," she says, "because people still want more square footage and outdoor living spaces."

Sales in once-dowdy Queens are also on the upswing. Miller Samuel notes average and median sale prices jumping 8.2 percent and 12 percent, respectively, from the second quarter of 2020 to the same time this year, reaching record or near-record levels for the third

"Landlords and developers had been offering discounts and creative concessions, and now these perks have all but evaporated"

straight quarter. And the number of sales shot up 118.4 percent during that time.

Meanwhile, renters are feeling the squeeze as pandemic fleers start flocking back to the Big Apple. Per Miller Samuel, listing inventory in Manhattan dropped a whopping 67.7 percent in August, after hitting its peak in January, and the average rental price for a three-bedroom unit increased 10 percent, to \$7,669 a month, between August 2020 and August 2021. "The Manhattan rental market is insane," says Core broker Julie Johnson, who recently listed a three-bedroom unit in Battery Park City for \$14,500 a month and received multiple above-ask offers, including one for \$16,000, sight unseen. According to Miller Samuel, the number of new leases signed in April skyrocketed 545.8 percent compared to the same time last year. "Talk about a 360-degree shift, when landlords and developers were offering discounts and creative concessions like free Uber rides and Whole Foods gift certificates," comments Compass's Vickey Barron. "Now these perks have all but evaporated, and you can't find a decent property without multiple bids." —*Jean Nayar*

BEFORE THEY WERE BROKERS: DENISE WILDER



For more than two decades, Denise Wilder operated a luxury travel business catering to both Hollywood elite and musicians including Joaquin Phoenix, Mark Ronson, Baz Luhrmann, Steve Van Zandt, Chris Frantz, and Debbie Harry. "My life was like Mr. Toad's Wild Ride," says Wilder of her globetrotting days. "I toured the world with bands and attended some amazing events."

Eventually, Wilder turned to real estate, selling villas and condos at the Viceroy Anguilla and working for William Raveis in Newport, Rhode Island, before moving to the Hamptons and Douglas Elliman Real Estate in 2015. "I was used to sales and service, thinking creatively, and building client relationships," she reflects, "so it was a natural segue for me. I always feel fulfilled when I'm helping people problem-solve." —*A. B.*

Girl Meets World (ABOVE RIGHT) Wilder (center) with Chris Frantz of Talking Heads and Tom Tom Club and her friend Sarah Frank. (NEAR RIGHT) Wilder and some family members backstage at Madison Square Garden with Steve Van Zandt (center).



APPS ABUNDANT

Decorating has never been so much fun

WHAT IT'S CALLED:

roOomy

WHAT IT IS: An app that allows design enthusiasts to visualize how their home might appear after a refresh.

THE BASICS: Users can view what new furniture from retailers like Pottery Barn and Wayfair will look like in various spaces, and then purchase their favorite pieces.

WHAT'S MORE: A portfolio of designer rooms keeps users coming back for inspiration.


WHAT IT'S CALLED: Home Design 3D

WHAT IT IS: A 3D tool for pros and armchair enthusiasts.

THE BASICS: Users have the ability to devise floor plans, import blueprints, decorate, and do virtual walkthroughs.

WHAT'S MORE: Designs can be shared and borrowed via the app's social media platforms.

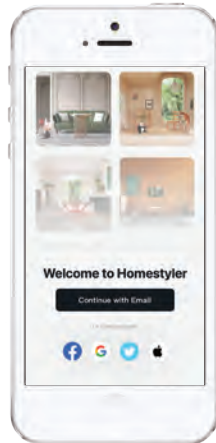
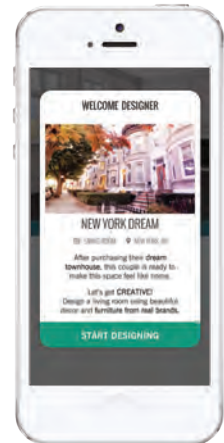

WHAT IT'S CALLED:

Design Home: House Renovation

WHAT IT IS: A game that gives players the chance to try their hand at interior design.

THE BASICS: Players embark on challenges—such as decorating a house, a hotel, or a TV studio—and win virtual furnishings along the way.

WHAT'S MORE: Trump your friends by comparing designs on the game's social media portal.


WHAT IT'S CALLED:

Homestyler

WHAT IT IS: An app that lets users build an entire house from scratch.

THE BASICS: Features range from creating 3D floor plans to choosing furnishings and fabrics to conducting virtual walkthroughs.

WHAT'S MORE: Extra dimension comes via a special feature that allows users to turn light fixtures on and off.

WHAT IT'S CALLED: Property Brothers Home Design

WHAT IT IS: In this game, users renovate and decorate alongside TV twins Drew and Jonathan Scott.

THE BASICS: The brothers offer design tips and tricks as players complete renovation tasks and challenges, earning coins to spend on virtual decor.

WHAT'S MORE: In voiceovers, the twins recall memorable moments from their popular TV show.


WHAT IT'S CALLED:

Redecor

WHAT IT IS: A game that flexes players' decorating muscle.

THE BASICS: Users face an array of imaginary design projects, from a cinema to a yacht to a restaurant. Once finished, they can see how others tackled the same spaces.

WHAT'S MORE: Final designs can be posted for others to vote on.

—Nancy Kane

THIS ISSUE'S BIG DEAL

Architecture buffs, take note: This lakeside escape in Putnam County contains not one, but two Frank Lloyd Wright-designed dwellings. Perched on a private island in Lake Mahopac and surrounded by 10-plus acres of old-growth forest, the \$9.95 million listing features a three-bedroom 1950s cottage designed by Wright in addition to the main residence, a 6,500-square-foot four-bedroom house completed in 2007 per Wright's original plans, which the current owners discovered nearly half a century after he drafted them. The grounds boast a teahouse, a second guesthouse, a beach, a dock, and a helipad, but the pièce de résistance just might be the primary house's dramatic cantilevered living room, which hovers above the lake. "The water envelops you," says Douglas Elliman Real Estate's Margaret Harrington, who shares the listing with the firm's Monica Webster. "It's as though you're on the bow of a ship." —J. N.

