

# BUILDING SALES JOURNAL



**Commercial**

**Residential**



## SALES VOLUME UP . . . PRICES REMAIN FLAT

For the first time in over two years the volume of sales has increased. Statistics taken during the first quarter of 1992 show an annualized sales turnover of 3.3% of the total stock of properties in the Massey Knakal surveyed market (4,722 buildings). This figure is not quite the 1982 - 1989 average of 4.7%, but is certainly encouraging, given the 1990 and 1991 turnover of 1.9% and 1.7% respectively. We believe that this increase in activity is caused by a growing perception by the real estate community that the market has hit bottom and the appeal that real estate now has relative to other investments such as stocks and bonds. Low interest rates are enticing investors to assume some real estate risk in exchange for nine to ten percent returns on investment. Two new trends have appeared in the building sales

market today -- properties are being purchased with all cash, or substantial seller financing is being given. This is due largely to the non-existence of bank financing. For the next three months we anticipate volume will continue to be strong with prices remaining flat.

Market Facts	1992	1991
Domestic Purchasers	61%	52%
Foreign Purchasers	39%	48%
All Cash Purchases	32%	12%
Conventional Purchases	42%	67%
Seller Financed Purchases	36%	21%
Investment Purchases	43%	34%
User Purchases	57%	66%

## THORPE MANSION AVAILABLE FOR SALE

The Thorpe Mansion, located at 15 East 64th Street, is available for sale for the first time since 1949. The 31 foot wide limestone was originally built in 1916 for heiress Helen Thrope by renowned architect John C. Greenleaf. In 1941 a new elevator was installed and work was done to convert each floor to large gracious apartments. In 1949 the property was purchased by philanthropist and businessman Adolph Levitt. The family has maintained the property's condition and architectural detail since. The building is ideally suited for conversion to a single family residence, headquarters for a not-for-profit organization or U.N. Mission, or for use with the current layout as nine oversized, well appointed apartments. The asking price for the property is \$5,900,000.





**Closing Set For 277 Fifth Avenue**

In an all cash transaction, 277 Fifth Avenue (between 29th and 30th Streets) is due to close in late May for just under \$2,000,000. The property is six stories and 23 feet wide, totalling 12,000 square feet and has a six passenger elevator. The building had been occupied by Victor B. Handal Co., a children's clothing manufacturer, for 50 years. The new owner will use the property for his jewelry manufacturing business.



**33 Union Square Available For Sale**

Located between 16th and 17th Streets on the west side of Union Square, this 11 story building plus penthouse property at 33 Union Square has been put on the market for sale. The property is 30 feet wide and 138 feet deep with a small 12th floor penthouse totalling 45,300 square feet. The property is ideally suited for development into a mixed use project with commercial retail space on floors one through three and residential use on the upper eight floors, or for a user seeking a highly visible, well traveled location.



**Warehouse Sold On East 59th Street**

The 7,000 square foot commercial building at 316 East 59th Street has been sold for approximately \$550,000. The property is 25 foot wide with three stories. The building has a valid curb cut allowing for parking of a car or van on the ground floor.



**Korean Government Buys on 71st Street**

The Korean Government recently purchased the 34 foot residence at 44 East 71st Street for approximately \$10,800,000 (\$918 per square foot). The single family residence was in mint condition with a garage, elevator and detail throughout the building.

**Calvin Klein Mansion Sold**

In an all cash transaction valued at almost \$5,000,000, the property at 16 East 76th Street has been sold to the Italian Government for use as a permanent mission. The building, a 19 foot wide, five story renovated single family home, was in excellent condition as reflected in the price of \$662 per square foot.



**Landor Building Sold**

In an all cash transaction valued at \$2,450,000, the former headquarters building of San Francisco based Landor Associates was sold to Oldwick Estate Corp., an Italian investment firm. For the past 15 years, 46 East 61st Street, a five story commercial structure, has been home to Landor Associates, a commercial design and marketing consultant. The 10,000 square foot building had originally been constructed by architect Stanford White as a home to a prominent banking family.



**Kerrigan House Available For Net Lease**

The Kerrigan House, located at 53 East 77th Street, has recently been put on the market for net lease. Originally built as a single family home for a prominent New York family, the 34 foot wide property had been the headquarters for Funk and Wagnels Publishing for the past 30 years. The property has a full commercial certificate of occupancy for the entire building. The 12,000 square foot building has an elevator servicing five of six floors.



**243 East 52nd Street Sold**

In an all cash transaction valued at approximately \$500,000, 243 East 52nd Street has been sold. The property is a four story, 15 foot wide, 45 foot deep residential building on a 100 foot lot. The first two floors contained one bedroom floor-through apartments with a duplex apartment on the third and fourth floors. The total property size was approximately 2,700 square feet. The new owner plans on renovating the building into a single family townhouse.

**Singapore Buys on 51st Street**

The Republic of Singapore has recently purchased 231-233 East 51st Street. The property, a 36 foot wide, elevatored loft building, had two of its five floors delivered vacant. The price paid was a reported \$3,000,000, or \$170 per square foot.

**52 Street Corner Is Sold**

In an all cash transaction valued at \$1,500,000, 985 Second Avenue has been sold. The property is a five story, 25 foot wide, mixed-use building. There is a restaurant on the first floor and 16 one bedroom apartments on floors 2 through 5.







# MARKET UPDATE



## St. Marks Place Investment Property For Sale

Massey Knakal Realty Services was recently hired as the exclusive agent to market the investment property at 133 Second Avenue. The building is a five story and part two story mixed-use property with The Gap as the main retail tenant and contains 11 loft apartments on the upper floors. The 21,000 square foot mixed-use property has a net operating income of approximately \$413,000 per annum and an asking price of \$4,700,000.



Realty Services

**MASSEY KNAKAL  
REALTY SERVICES**

226 East 54th Street  
New York, NY 10022  
(212) 888-8850

## Questions

If you have any questions concerning information in this issue or subsequent issues of the "Building Sales Journal" or the local market in general, please feel free to contact Massey Knakal Realty Services at (212) 888-8850.

