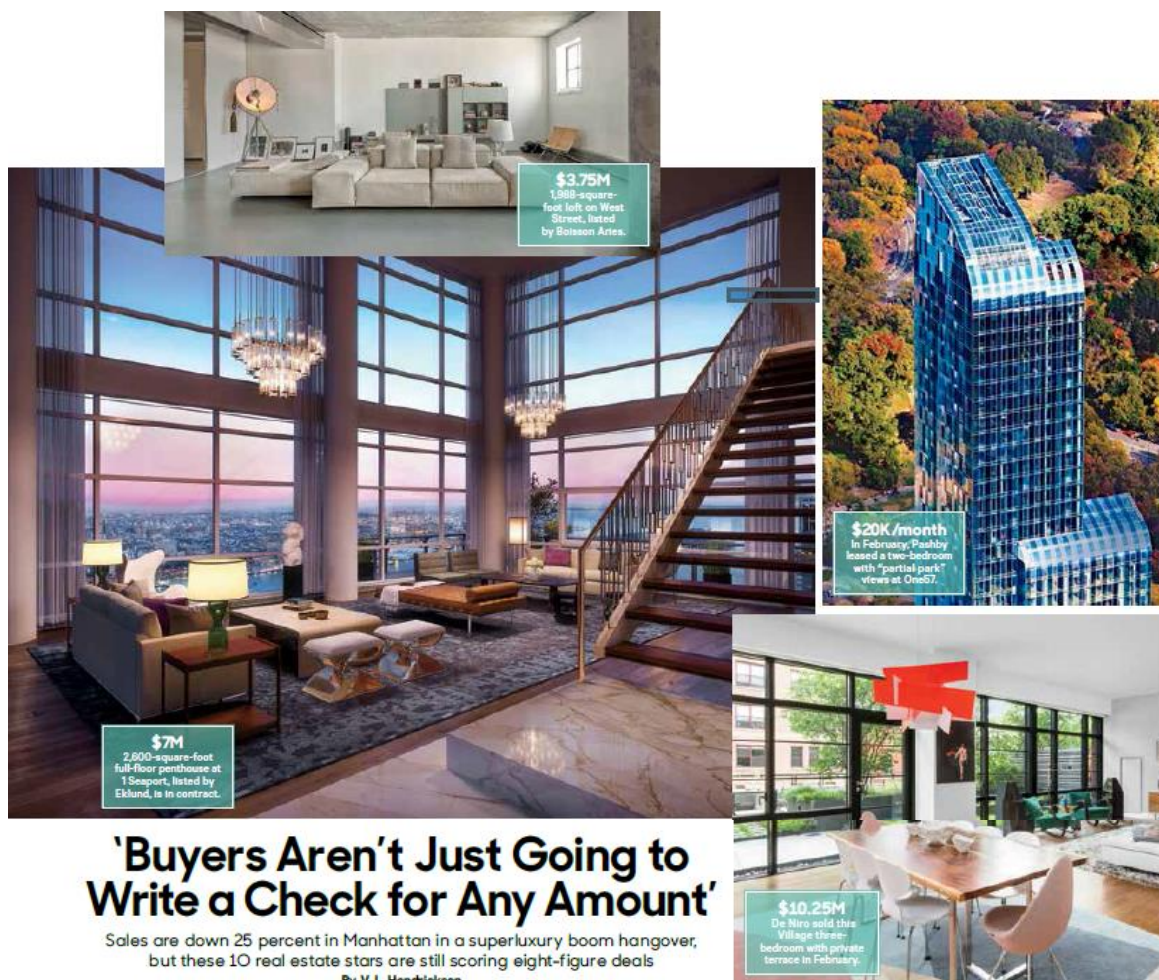


THE Hollywood REPORTER



\$3.75M
1,988-square-foot loft on West Street, listed by Boisson Aries.

\$20K/month
In February, Pashby leased a two-bedroom with "partial park" views at One57.

\$7M
2,600-square-foot full-floor penthouse at 1 Seaport, listed by Ekland, is in contract.

\$10.25M
De Niro sold this Village three-bedroom with private terrace in February.

'Buyers Aren't Just Going to Write a Check for Any Amount'

Sales are down 25 percent in Manhattan in a superluxury boom hangover, but these 10 real estate stars are still scoring eight-figure deals

By V. L. Hendrickson

A flurry of \$30 million-plus transactions — including the \$39 million February sale of the Vanderbilt Mansion, which was owned by late Johnson & Johnson heiress **Elizabeth Ross Johnson**, to game developer **Tianqiao Chen** — can't mask a hard New York real estate truth: Total sales across Manhattan are down nearly 25 percent in the first quarter of 2018, the steepest decline since 2009, and prices in the luxury sector dipped 15 percent in that same period, according to a Douglas Elliman report. Inventory, meanwhile, is up more than 4 percent. It's still New York — which boasts three of the U.S.' top 20 priciest ZIP codes (10013, 10007, 10282), according to a recent ranking by Property Shark — but "buyers aren't just going to write a check for any amount," says Compass' **Leonard Steinberg**. Insiders attribute the slowdown partly to "legacy contracts," which were set into motion at the height of the superluxury development boom in 2014-15 but didn't close until 2016 and '17, spiking stats for those years. Another factor: Today's product is not quite as high-end, says **Jonathan Miller**, president of consulting company Miller Samuel and author of the Elliman report, who adds that a new cap on state and local tax deductions also has given buyers pause. "It's not that New York has a weak market," he notes. "But we're transitioning from an unusually robust period to a not-so-robust period driven largely by uncertainty." To help buyers navigate the shifting sands, *THR* has identified 10 real estate stars — the agents who scored the biggest sales of 2017 and boast 2018's hottest listings.



Aries



Boardman

Erin Boisson Aries

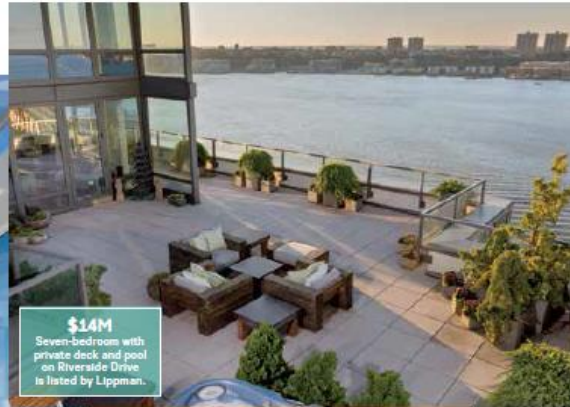
Christie's International Real Estate While still at Brown Harris Stevens, Aries and her team were responsible for the \$450 million sellout of 551W21, a 44-unit luxury tower. At the beginning of 2018, she joined Christie's recently launched brokerage, where she's now advising "some of the most affluent buyers and sellers in the world," she says. And she brought some business with her: She has the listing for a \$36.5 million apartment at 551W21, reportedly being sold by **Karen Lo**, the Hong Kong billionaire (heiress to the Vitasoy beverage empire) and philanthropist.

Style

Real Estate



\$28.5M
4,600-square-foot five-bedroom One57 condo with park views is listed by Serhant.



\$14M
Seven-bedroom with private deck and pool on Riverside Drive is listed by Lippman.



\$36.5M
Botson Aries shares the listing on this 551 W 21 seven-bedroom with river views.

Serena Boardman

Sotheby's International Realty She grew up in the upper echelons of Manhattan society and is the sister-in-law of developer **Aby Rosen**. But connections alone don't account for Boardman's success. The highest producer at Sotheby's, she has broken the record for priciest sale in Manhattan several times over. She was one of the seller's agents on the Vanderbilt Mansion and is now showing the \$70 million duplex at the Pierre Hotel.



De Niro



Eklund



Lambert



Lippman

Raphael De Niro

Douglas Elliman With his team averaging more than \$250 million in annual sales, De Niro (son of **Robert**) has worked with stars including **Renee Zellweger** and **Jon Bon Jovi**, listing the rocker's 150 Charles St. duplex for \$17.25 million in June (it sold in February for \$15 million). For clients who are ducking the paparazzi, he recommends the recently restored 108 Leonard in Tribeca, designed by renowned

turn-of-the-century architecture firm McKim, Mead & White: Its private drive-up reception area with valet is a Manhattan rarity — not to mention its turn-of-the-century Italian and Sicilian stonework. "To build a building like this today would be outrageously expensive," he says. "It's irreplaceable."

Fredrik Eklund

Douglas Elliman Eklund, who recently applied for his California real estate license, moved to New York 14 years ago with a pair of sneakers ("Literally, that's all I had") and no plan. Now the Stockholm native has more than \$5 billion in career sales and is a Bravo star, appearing on *Million Dollar Listing New York* and the spinoff *Bethenny & Fredrik* with **Bethenny Frankel**. Current projects include 75 Kenmare, with interiors by Lenny Kravitz Design, and 1 Seaport, the luxury tower in which Eklund also owns an apartment.

Alexa Lambert

Stribling & Associates Lambert, whose clients have included Disney chief **Bob Iger** and **Julia Roberts**, is selling **Robert A.M. Stern's** Two Fifty West 81st Street, one of that neighborhood's few new developments in years, as well as the West Village's Shephard, where she recently sold a \$34 million penthouse by combining two apartments.

Lisa Lippman

Brown Harris Stevens Clients don't want to see her on TV, says Lippman. "They want discretion, which is great, because that's how I do things." That attitude has made her the highest-grossing broker at Brown Harris Stevens for 2016 and 2017, with more than \$250 million in sales for 2017 alone. She was a listing agent on the Riverside Drive penthouse **Amy Schumer** purchased for \$12.2 million in 2016, and her current listings include a \$13.95 million seven-bedroom in the Aldyn in Lincoln Square.



Pashby



Serhant



Steinberg



Teub