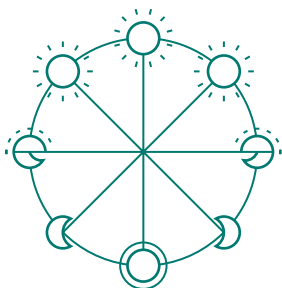
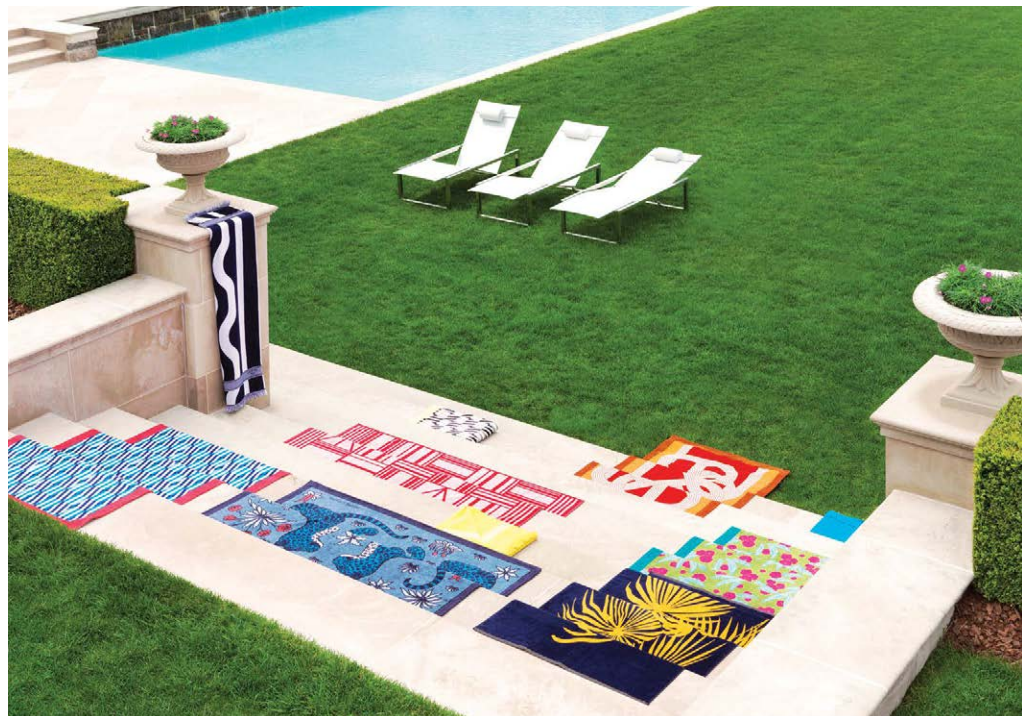




Compass

Quarterly



The finer things in life.

A high-end real estate brokerage waxing lyrical about luxury is nothing new. Our hope for this edition was to, instead, use its pages to toss around some ideas, talk to our agent community, and draft our own definition.

What elements of the good life are distinctly modern? Who do we revere in the luxury space? How does a company create a memorable client experience?

For some of us, we found, luxury is beauty — tangible, refined, impeccably crafted. Something worthy of passing down for generations. For others, luxury is innovation — speed, precision, responsiveness. Service at a click.

Both concepts are imbued in our company, which is built around sophisticated design and equally sophisticated technology. We add to that powerful combination the unparalleled guidance of our agents from coast to coast.

So whether you’re living large in a New York City high-rise, retreating to a Colorado ranch, or weekendending at a Hamptons farmhouse, we hope you carve out some time to find those meaningful indulgences. Being alone in the park with a favorite novel or being surrounded by friends on a sunset sail. Sunday drives, beachfront picnics, spontaneous adventures to a new time zone and terrain.

Summer is the season when longer days make room for simple pleasures and the occasional splurge is even sweeter.

Features

Entrepreneurship

14
Perfect Attendants
On the frontlines of the new luxury, these innovators are refining the customer relationship with technology and the indispensable human touch.

Data

22
Redeeming Features
We asked our 800+ Compass agents, spread across eight cities and 22 offices: What are the hottest amenities of 2016 and beyond?

Culture

33
Master Class
Hailing from the world’s most exclusive industries and privy to their hallowed traditions, Compass agents bring a commitment to excellence to real estate. Meet a few members of our nationwide network.

Design

40
Garden Estate
In the tradition of New Jersey’s most imaginative properties, one manor inspires the season’s ease with a houseful of modern indulgences.

Knowledge

51
Speaking Volumes
A book, a nice nook, and a little solitude — sign us up. Read on for a warm-weather reading list, curated by our most prolific authors and readers.

Leadership

63
Time is the Last Luxury
Compass President Leonard Steinberg lives by these five little words, whether on or off the clock, advising clients in Manhattan or taking five in Capri.

Interiors

- 9

Top of the Line
With a host of modern amenities, this East Hampton retreat invites summer in from every angle.
- 27

A Life Less Ordinary
Where the calls of Manhattan's most enviable renters are answered — 14 suites within the iconic Pierre Hotel.
- 57

Home on the Range
Comprising 35 acres of undulating Colorado hillside and glistening creek, this is the country compound perfected.

On the Market

- 3

Hamptons
Breathtaking landscapes, unprecedented amenities, and striking design converge in the Hamptons.
- 8

Hamptons
From modern marvels to timeless forms, stunning architecture characterizes these East End estates.
- 13

New York City
The city's most prized properties embody classic warmth and endless contemporary comforts.
- 21

Los Angeles
Oceanside influence and visionary design inform the graceful ease of SoCal's most stunning homes.
- 26

New York City
Spectacular panoramas and storied addresses define the city's most luxurious listings.
- 31

New York City
Featuring intelligent design and exceptional finishings, these urban abodes elevate everyday living.

Boundaries

- 4

Resident Expert
Discover the secrets of summer, from coast to coast, as recommended by the most knowledgeable insiders — our Compass agents.
- 64

Insights
Explore the Compass network around the nation.
- 32

Washington DC
Graceful lines, time-honored touches, and fresh finishes characterize these premier Capital homes.
- 48

Miami
Dynamic silhouettes, lush landscaping, and uncommon promising views anchor South Florida's on-the-water appeal.
- 54

Hamptons
Boasting traditional charm and expansive proportions, the island's finest homes exemplify coastal chic.
- 56

Aspen
From Aspen's iconic mountains to its serene valleys, these homes take luxury living to new heights.
- 61

Los Angeles
Graceful lines, state-of-the-art materials, and intelligent design distinguish today's most visionary addresses.
- 62

New York City
Dramatic dimensions and superlative views reign in Manhattan's most esteemed residences.

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Sophisticated and graceful, this traditional estate has been updated to perfection and is sited upon 1.4 pristine acres.
335 Mitchells Lane | Bridgehampton | 7 Bed | 7.5 Bath | \$6,500,000
EVAN KULMAN 917.453.0733

Set on 2+ acres with tennis court and backing reserve, this stunning, 9,000-sqft± traditional is truly best in class.
20 & 22 West Hills Court | Southampton | 7 Bed | 6.5 Bath | \$5,500,000
BRYAN MIDLAM, VANESSA MOTHE\$ 631.235.8545

This exquisite three-acre estate, perched high atop the Montauk bluffs, delivers sweeping ocean views from every room.
406 Old Montauk Highway | Montauk | 6 Bed | 8.5 Bath | \$29,500,000
THE PETRIE TEAM 516.885.9365

Hamptons : On the Market

Breathtaking landscapes, unprecedented amenities, and striking design converge in the Hamptons.

A modern interpretation of a classic farmhouse, this stunning, newly-built home sits on a quiet street, convenient to East Hampton Village amenities and ocean beaches.
16 Palma Terrace | East Hampton Village Fringe | 5 Bed | 5.5 Bath | \$4,250,000
JAMES PETRIE, MATT BURNS 631.830.2084

On 2.3-acre oceanfront with unobstructed views of Wainscott Pond, this retreat offers 3,500 square feet of living space, high ceilings, and large windows that enhance the vistas.
120 Beach Lane | Wainscott | 3 Bed | 2.5 Bath | \$21,500,000
THE PETRIE TEAM 516.885.9365

Famed architect Stanford White designed the first cottages in an exclusive association that would eventually form Montauk.

The Hamptons and North Fork boast more than 60 premium wineries and vineyards.

@compass @compassinc /compass /compassreel medium.com/compass-quarterly

Compass Quarterly

72°18'45" N 40°56'09" W

Resident Expert

Summer's Secrets from Coast to Coast



Spend a day on Malibu's shores

"Start your outing with a fried-egg and arugula sandwich at **Malibu Farm** on the pier. From there, pack up some oversized Japanese-cotton towels by **James Perse** and **Shade**'s all-natural sunscreen and head for the bluff-backed sands of **Little Dume**. Surf, swim, play beach mahjong, and eventually welcome the evening with a dinner in the dunes. Fire up a hibachi and assemble a portable picnic table, canvassing it with a **Beacho** tablecloth, vintage hurricane lamps, and lots of laughter." — Malibu Estate Director Lily Harfouche



Cruise the East End's most scenic routes

"The optimal way to experience the diverse Hamptons landscape is peering out your windshield or a couple of rolled-down windows," describes Hamptons Broker Evan Kulman. "With so many picturesque pathways to choose from, here are a few I frequent in my classic car."

For the homes: "Whenever I'm in East Hampton, I make it a point to head down **Mill Hill Lane**. This quaint village road is lined with 300-year-old sycamore trees and charming, cedar-shingled homes on manicured lots."

For the beachfront: "Extending along Southampton's peninsula, **Meadow Lane** offers breathtaking, open glimpses of bay and ocean."

For the fields: "**Hedges Lane** is one of my favorite detours in Sagaponack. The verdant crops and distant ocean views contrasted against old farmhouses and freestanding barns remind me of a bygone era."

For the views: "The iconic, 77-year-old **Ferry Road** bridge connects Sag Harbor and North Haven and boasts dramatic panoramas of the bay and cove on either side, always causing me to marvel. It doesn't hurt that my favorite home store, the impeccable Monc XIII, happens to be on the way!"

Malibu photo by Christian Sorensen Hansen. Hamptons photo by Lauren Naeff.



Stock your kitchen with the Capital's best supplies

Looking forward to al fresco gatherings? Stop by the District's culinary purveyors for gourmet essentials, as curated by DC Realtor / Senior Vice President Jenn Smira.

Prep Your Station: Hill's Kitchen

"This Capitol Hill shop carries classic cookware as well as quirky staples. I buy my kebab skewers and grill-top cedar planks here, but can't resist also picking up a whimsical apron on occasion for my daughter."

Grab Some Snacks: DC Markets

"When entertaining or attending an event, I duck into Union Market for the crowd-pleasing Neopol Savory Smokery's Smoked Hummus and Bowers Fancy Dairy in Eastern Market for local Cherry Glen Chevre."

Get Cooking: Salt & Sundry

"For festive ingredients, I love Logan Circle boutique Salt & Sundry. I never leave without Jack Rudy's Small-Batch Tonic for fizzy cocktails and Lindera Farms Honey Vinegar for homemade salad dressings!"

Resident Expert

Luxuriate in verdant Prospect Park

"In Europe, communities congregate at town squares; in Brooklyn, our parks are our gathering centers. On Saturdays, flock to the **Greenmarket** at **Grand Army Plaza**. First, stock up on Long Island sweet corn while it's in season. Then step up to the **Waffles & Dinges** truck for banana-and-Nutella-topped Liège waffles, and head for the benches of serene **Bailey Fountain** near the iconic archway. Later, make your way south through the park for a **Brooklyn Lager** from the **Le Frak Center** patio bar." — Brooklyn Real Estate Salesperson Joe Ryan





View Manhattan's art scene in a new light

In a city of postcard-worthy views, some of its most striking vantages are less obvious, more artistic. Here's where NYC Associate Broker Julia Hoagland goes to gain perspective:

FROM THE GROUND

"I love relaxing in **Madison Square Park** and gazing upward; this greenspace is uniquely surrounded by skyscrapers, including the Flatiron, rather than a mix of short and tall structures." Swing by for a limited-time glimpse of American sculptor Martin Puryear's installation "Big Bling."

ACROSS THE SKIES

"I once represented the buyer of choreographer Tommy Tunes' Park Avenue penthouse. I'd seen panoramas of Central Park, the East River, and Empire State building, but never all at once." For a next-best experience, head to the **Metropolitan Museum of Art's** roof for Insta-worthy uptown scapes.

THROUGH A TIME-WARP

"Prewar Manhattan wasn't all glamour. **Cortlandt Alley** is a Chinatown passage that epitomizes old New York: dark, labyrinthine, and gritty." While strolling the three-block stretch, pause at the city's smallest art space, **Mmuseumm**. It's a former freight elevator with rotating exhibits of found objects.

Cycle Colorado's most rewarding roadways

"Aspen boasts some of the country's greatest mountain biking, but the road cycling scene is heralded by enthusiasts worldwide as well. Set atop the most photographed mountains in North America, **Maroon Bells** (simply called 'The Bells') is an 8.4-mile climb with a 4% grade and an approximate 1,630-foot elevation gain. Its sister ride, **Castle Creek**, runs parallel, and while it's not as steep, it is longer and arguably as picturesque. Up for a challenge? When the locals brave both Castle Creek and The Bells on the same day, it's called 'The Double Dip.' Want to go even steeper? **Independence Pass** is not for the faint of heart — or lungs or legs for that matter. The fourth highest paved road in Colorado, it is definitely an exhilarating ride."

— Aspen Managing Director Steven Shane



Miami photo by Mary Beth Koeth.

Score the best scoops in SoCal

"After a jaunt on the Venice boardwalk, my family dips into **Salt & Straw** for ice cream; they use ingredients from around the state: LA's **Massey Honey Co.**, Oxnard, CA-grown strawberries, and lavender from **Central Coast Lavender Farm**. I swear by their Rhubarb Crumble.

Sourced from the **Los Angeles Farmers' Market**, the stalks are poached in orange juice and cinnamon until they're deliciously tender. Join their Pint Club for a sampling of five flavors a month, shipped to your door!"

— LA Estate Director Diana Braun



Savor the New England sounds of summer

Cambridge and Boston are rich in musical events, and warmer temps provide endless opportunity for open-air enjoyment.

IF YOU LIKE CLASSICAL

Between Tanglewood performances, the **Boston Pops** plays its annual Independence Day concert at the Hatch Shell, a historic venue on the Charles River Esplanade.

IF YOU LIKE GLOBAL

Pack a picnic blanket and head to the **Museum of Fine Arts, Boston** on Wednesday evenings for Concerts in the Courtyard, a weekly series with a diverse range of styles: Irish instrumentals, Ethiopian drums, Appalachian folk.

IF YOU LIKE JAZZ

In September, Berklee College of Music holds the **Berklee Beantown Jazz Festival**; it's like a Back Bay block party, spanning three stages.

— Boston Managing Director John Petrowsky



Escape the Beltway for the coast

Washington DC residents looking for a getaway enjoy the season's most idyllic activities along the mid-Atlantic, attests DC Realtor Ellie Shorb. Depending on your level of commitment, here's where she suggests finding some fun in the sun.

FOR A TWO-HOUR JAUNT...

The cobblestoned Chesapeake Bay village of **St. Michael, Maryland**, is steeped in history and brims with culture. Plan to visit on August 14th for the annual Watermen's Appreciation Day and enjoy all-you-can-eat steamed crabs, live music, and a raucous boat-docking contest.

FOR A THREE-HOUR JOURNEY...

Delaware's Rehoboth Beach pairs sand and surf with boardwalk culture, nightlife, and tax-free shopping. While you're there, stop by the original brewery of craft purveyor Dogfish Head to sample this summer's seasonal suds, Festina Peche.

FOR THE LONG HAUL...

A few Saturdays away, and you might be ready to invest in a year-round retreat on Maryland's century-old enclave **Gibson Island**, just 60 minutes from the metro area. Think osprey-dotted ponds, afternoon crabbing, secret beaches, and pristine trails within a private, 1,000-acre community.



Hit South Florida's hottest scenes

"There's no better way to beat the heat than Miami's dynamic nightlife venues. Make **Fontainebleau** your first stop — not just because **LIV** is one of the liveliest spots, but because their lobby bar serves up the best drinks. Ask for Will. The **Matador Room**, nestled into the **Miami Beach Edition** hotel, plays old-school hip-hop and serves a stellar Woodford Reserve Old Fashioned. Come sunset, head downstairs to the **Basement** for the town's best DJs. Save the best for last — **Bodega!** Who knew the entrance to the coolest bar in South Beach flies under the radar as a standard taqueria? Access the speakeasy through its mock restroom. If you don't know it's there, you'd stroll right past." — Miami Real Estate Advisor Denver Bright



Hamptons : On the Market

From modern marvels to timeless forms, stunning architecture characterizes these East End estates.



Beautifully landscaped property includes a main house, four outbuildings, outdoor entertainment areas, pool, and apple orchards.
466 Further Lane | East Hampton | 7 Bed | 9.5 Bath | \$22,500,000
THE PETRIE TEAM 516.885.9365



Designed by award-winning architect Stuart Narofsky, this new home combines modern details with the area's aesthetic tradition.
14 Fieldview Lane | East Hampton | 5 Bed | 7.5 Bath | \$5,495,000
TYLER MATTSON, BRIAN BUCKHOUT 917.902.9343

Andy Warhol's East Hampton home hosted guests like Jacqueline Kennedy Onassis, Elizabeth Taylor, and Halston.

The Hamptons boast two of the top 10 golf courses in the country.



A secluded 2.1-acre lot serves as the backdrop of this sensational Resolution:4-designed residence, offered pre-construction.
492 Wainscott Harbor Road | Sagaponack | 6 Bed | 7.5 Bath | \$4,495,000
CAROLINE SARRAF, TOM MACNIVEN 631.871.6104



Sophisticated and sun-drenched, this linear beach house occupies 1.4 acres a mere block from the ocean.
34 Erica's Lane | Sagaponack | 5 Bed | 7.5 Bath | \$7,995,000
GINGER THOERNER, DEBBY KOSTER 646.322.7861



This exquisite, newly-constructed mansion boasts sweeping gables and a convenient location near Southampton's iconic bay beaches and marinas.
3 Maple Avenue | Southampton | 6 Bed | 5.5 Bath | \$2,995,000
CYNTHIA BARRETT, VICTORIA SHTAINER 917.865.9917

Interiors

Top of the Line



With a host of modern amenities, this East Hampton retreat invites summer in from every angle.

Words: Hannah McWilliams
Images: Fran Parente



Previous page: Linear cedar planks form a striking silhouette against the azure East Hampton sky.

Above: A state-of-the-art kitchen boasts sleek Gaggenau appliances and Poggenpohl cabinetry.

Left: Spacious windows invite verdant farmland views and sunlight into the contemporary living spaces.

Below left: Carrera marble sinks and a sculptural tub infuse the master suite with serenity.



“Its natural light and openness are augmented by plentiful windows and well-executed sight lines from every room.”

Tyler Mattson

Tradition courses through Long Island’s East End, imbuing this corner of the country with not only history, but heritage. The bountiful agriculture that sustained its original inhabitants is evidenced to this day by acres of vineyards. Gatsby-scale soirées still make summer evenings glitter. And the region’s farmhouses only grow more distinguished as visionaries iterate on the features Hamptons homeowners have cherished for generations.

Conceived by acclaimed New York-based architect Stuart Narofsky, the Gables House of East Hampton is among the best-executed of these. Riffing on the familiar geometry its name suggests, the home marries the textures of an Edward Hopper painting with the modernity of cedar, metal, and glass.

“The home was conceived and designed to celebrate the natural environment,” says Compass agent Tyler Mattson, referencing the pristine plot of farmland upon which it sits. “Its natural light and openness are augmented by plentiful windows and well-executed sight lines from every room.”

Designed in equal parts to serve as restful retreat and convivial gathering space, the house is seamlessly subdivided, with each of its three gables comprising a

separate wing and function. The foyer, banked by expansive glass doors, opens in one direction to private living quarters; the entertaining spaces to the other.

“The home elicits the best of contemporary details and traditional elements,” observes its developer Avi Telyas of the layout, which retains fluidity while preserving distinct spaces. “It respects conventional notions of domesticity, just as it upholds the optimism of modern design.”

Spanning an impressive 1,000 square feet, the tranquil master suite is outfitted with a walk-in closet and an exquisite bath with a sculptural stone bathtub and ash-and-Carrera-marble vanities. Further encouraging this wing’s cocoon-like appeal is exclusive access to a second-floor space, easily converted into a meditation or yoga studio, home office, or library. Connected by an interior skylight, the bedroom below benefits from additional light, while the second story enjoys an aerial view of the pristine lawn and treeline below.

Should you turn left at the home’s entrance, you will encounter a state-of-the-art kitchen, outfitted with sleek Gaggenau appliances and Poggenpohl cabinetry.

Top: Natural materials lend fluidity and grace, from a floating staircase to a skylit landing.

Below: A thoroughly modern interpretation of the classic farmhouse, Narofsky's Gables House seamlessly blurs tradition with innovative design.

“This home represents a true labor of love,” observes fellow Compass agent Brian Buckhout, “as evidenced by the consideration and quality of its finishings.” Directly adjacent is a dining room spacious enough to accommodate parties of 16, resulting in a streamlined dinner service of which the culinary-inclined would only dream.

Also housed in this central wing is the light-flooded living area, designed to proffer views of the lush environs on every side. From here, a glass stairway leads to four additional bedrooms, each boasting a private balcony and en suite bathroom, while below the home’s lower level provides room enough to house a 20-seat theater, home gym, or wine cellar — the choice is yours.

The third and final wing is occupied by a spacious garage, accessible from the living space as well as the grounds, where a sunken stone patio awaits, and further afield, a pristine gunnite pool.

A true marriage of tradition and innovation, this modern farmhouse positions East Hampton in its finest light.

16 Fieldview Lane, East Hampton
Offered exclusively by Tyler Mattson and Brian Buckhout of Compass



Featuring three generous outdoor spaces and three interior living areas, this duplex apartment is perfectly appointed for large-group entertaining.
123 East 75th Street | Upper East Side | 4 Bed | 4.5 Bath | \$4,950,000
KYLE W. BLACKMON 646.798.8898



This perfectly renovated and light-filled duplex combines the best of townhouse living with all of the services and amenities of one of Manhattan’s finest condominiums.
170 East End Ave | Upper East Side | 3 Bed | 4 Bath | \$7,750,000
JOSHUA WESOKY, STEVE DAWSON 646.455.3781



Three exposures and wraparound Manhattan vistas elevate this Park Avenue home, located in a full-service condominium.
45 Park Avenue | Murray Hill | 3 Bed | 4 Bath | \$5,395,000
FIONA DUMAS 646.322.5489

New York City : On the Market

The city’s most prized properties embody classic warmth and endless contemporary comforts.



Architecturally unique and eminently livable, a three-story, single-family home benefits from thoughtful, modern renovations and incredible outdoor space.
48 Tiffany Place | Columbia Street Waterfront | 3 Bed | 2.5 Bath | \$3,000,000
LINDSAY BARRETT 646.633.1092



Incredibly rare opportunity to combine a mint condition prewar penthouse with its neighbor, creating a grand full floor home with wrap terraces and panoramic views.
470 West 24th Street | Chelsea | 5 Bed | 4.5 Bath | \$16,500,000
JOSHUA WESOKY, STEVE DAWSON 646.455.3781

New York City restaurants claim the highest total of Michelin stars in the United States.

Bergdorf Goodman occupies the former Vanderbilt family mansion on Fifth Avenue.

Art
Technology
Travel
Interiors
Dining

Perfect Attendants

Our agents are not just knowledgeable sales people, but Compass' best brand ambassadors and most trusted stewards. On the frontlines of the new luxury, these innovators are similarly refining the customer relationship with technology and the indispensable human touch.

Words:
Christopher Ross
Alyssa Giacobbe
Chadner Navarro
Caroline Campion
Images:
Colin Clark



Photos by Kyle Knodell courtesy of Paddle8

Bringing a fresh eye to art-collecting: anywhere, anytime

Paddle8

As art sales soar to record-breaking heights, auction houses have replaced arenas, hosting a new breed of spectator sport: Watching as one billionaire's astronomical bid for a Picasso or Warhol tops another's. But is there a place in this world for those with slightly more modest tastes? And is there a way to participate without trekking to Manhattan's Upper East Side at 4pm on a Thursday?

These were the questions Alexander Gilkes (a former chief auctioneer at Phillips), Aditya Julka (a biotech entrepreneur), and Osman Khan (formerly of Goldman Sachs) sought to address when they co-founded the virtual auction house Paddle8. The three launched a slick platform where members could place a bid anytime by computer or mobile phone. The auctions operate in real time on the

site, which features an intuitive, content-rich interface and showcases art primarily within the \$1,000 to \$100,000 range — what they see as the white space between where eBay ends and traditional auction houses begin.

Five years in, their hunch has been affirmed: Paddle8 sold \$70 million worth of art in 2015, doubling sales from 2014, while bringing on juggernauts like artist Damien Hirst as an investor and gallerist David Zwirner as a board member.

The key to their success? Appealing to an underserved type of buyer: tech-savvy, affluent, still honing their tastes, and probably younger than the average Sotheby's or Bonham's goer. In addition to holding themed auctions that cover the gamut from KAWS *Star Wars* memorabilia to iconic stills of David Bowie from photographer

Mick Rock, Paddle8 has teamed up with tastemakers like *Vogue* creative-director-at-large Grace Coddington and fashion consultant Andy Spade to either deaccession parts of their own collections or handpick pieces for auctions of their favorite artists' works.

"It's very high-touch," says Stefany Morris (at right), head of fine art auctions and former director at New York's Waterhouse & Dodd gallery. She points out that, in addition to the company's strength as a digital enterprise, it can still act like an analog broker.

"We've taken the best parts of the gallery, advisory, and auction environments and wrapped them into one."

Thanks to the site's e-commerce experience — VP of engineering Ramsay Stirling II (at left) oversees the under-the-hood mechanisms for a seamless flow from browsing to shipping — buyers who wish to remain discreet can purchase artworks without ever seeing or talking to another person. On the other hand, if an aesthete wants the kind of intimate relationship a gallery provides, Paddle8 schedules in-person viewings or orchestrates private sales, as it did for the sole copy of the Wu-Tang Clan album *Once Upon a Time in Shaolin*.

As Morris says, "We've taken the best parts of the gallery, advisory, and auction environments and wrapped them into one." — CR



Founded 2011
Headquarters NYC's East Village, LA's Arts District, and the Mayfair section of London
of site members 800k across 90 countries
Highest-selling piece \$900k for a 40-inch steel egg by Jeff Koons
Average auction length Two weeks

*Pulling up anchor on
the luxury boating scene*

Sailo

There are few things as pleasurable — and forebodingly expensive — as skidding across an ocean bay on a first-rate yacht or sailboat. Luckily, the onset of the sharing economy has introduced an age in which spending a night in a penthouse or summoning a private driver is no longer a novelty. And now, thanks to Sailo, the barriers to entry that once surrounded a nautical lifestyle are falling as well. Seeking to modernize and democratize the largely arcane boat rental industry, this online peer-to-peer service connects captains and vessel owners with prospective mariners with the click of a mouse.

Founded by four boat-loving friends (two of whom graduated from Columbia’s School of Business), the company makes registered yachts, catamarans, speedboats, and skiffs available to rent in waterfront destinations along the Atlantic (New York City, Hamptons, Miami) and abroad (Greece and the Virgin Islands) via a simple interface.

The Sailo team first vets the insurance info, client reviews, and credentials of its boat owners and captains to ensure quality control, encouraging owners to post photos and descriptions that highlight what’s unique about their crafts, as Airbnb users do with their homes. The platform then facilitates what can be a time-consuming process, allowing prospective boaters to compare prices and features. Choose how long to rent (from a few hours to a week or more) and from what port, decide between captained or unattended vessels, and you’re ready to book.

“The exhilaration of being out on the water — there’s just nothing else like it,” says cofounder and head of marketing Delphine Braas (above right), who grew up chartering boats

Founded 2014
Headquarters Midtown Manhattan
of watercraft currently online 1,600+
Largest rental craft 152-foot megayacht in Miami
of Americans to hit the water this year 87 million+



“The exhilaration of being out on the water — there’s just nothing else like it. We want to make that experience more accessible to more people.”

with her family in the Mediterranean. “We want to make that experience more accessible to more people.”

Most of the Sailo staff members also have strong connections to the life aquatic. Cofounder and CEO Adrian Gradinaru developed a passion for cruising the waters of San Francisco while working there as an engineer, while Graham Mellen (at left), head of business development and partnerships, rents his own sailboat through the site (a sleek pocket cruiser from New England’s heritage boatmaker Sparkman & Stephens).

Unlike more disruptive startups, Sailo benefits pre-existing members of its industry rather than posing a threat; it brings new business to captains rather than diverting clients away. And as the team plans to expand with additional ports along the Mediterranean and a mobile app, it is well-aligned with a new concept of luxury that places a premium on experience over material — a perfect trade-off when it comes to boats, which are famously underused assets.

“You can go out on a top-notch sailboat at sunset for less than \$100 a person,” says Braas. “People spend that in a restaurant. Instead they could be lounging on the bow, sipping rosé with the skyline as their backdrop.” — CR

Photo courtesy of Sailo



*Transporting body, mind, and
spirit in a single excursion*

Epic Road

Let’s be honest: Anyone with WiFi can plan a vacation. But when friends Mark Lakin and Marc Chafian ditched corporate gigs in philanthropy and investment management to launch luxury travel outfitter Epic Road, the plan was to sell perspective, not just posh hotel rooms.

Lakin and Chafian knew from their own experiences that the most transformative trips were intimate, immersive, and gave back in some way. “I don’t think any honeymooners ever said, ‘Let’s go strap satellite collars on big cats in South Africa,’” says Lakin (below left). “But that’s the moment that’ll define what that trip meant to them.”

The duo created Epic Road to provide that type of off-the-grid, out-of-the-ordinary travel to seekers of adventure, authenticity, and meaning. Calling on connections Lakin built through his nonprofit past, the team opens doors that would otherwise remain closed to tourists.

On their excursions, high-threadcount sheets, five-star accommodations, and *Wine Spectator*-approved bottles are bolstered by such life-altering, verge-of-extinction experiences as snorkeling with bowhead whales in Canada, riding alongside Kazakh horsemen in Mongolia, or hiking glaciers with a Norwegian climate-change scientist.

“My relationships have made possible a 10-on-10 soccer match between clients and a Malawian tribe and tea at the home of a master bamboo weaver in Kyoto,” says Lakin.

All trips are private, and no two are the same — not necessarily because they wouldn’t repeat a journey, but because “things are always changing, if you’re really

Founded 2011
Headquarters NYC’s West Village
Countries scouted 134
Miles flown by founders and scouts since launch 500,000+

Photo by Mark Lakin courtesy of Epic Road

listening,” says Lakin. Most critically, all are reviewed in advance by on-staff scouts. “We don’t sell anything that we don’t experience and love personally,” says Lakin, who’s hit five continents himself since last December.

“Often, luxury is a feeling — of being alone, of being in total awe. We make that happen.”

They take a similarly critical eye towards hiring, seeking scouts with a curious worldview and heightened attention to detail: Does the hotel staff take note of food restrictions without being reminded? Are layovers hassle-free? Clients come mostly from urban centers — New York, LA, and Miami are top markets, aided by a partnership with Soho House that includes a lecture series and group trips—and all itineraries start with an old-fashioned phone call.

After that, Epic Road works with on-the-ground operators, who’ll serve as local contacts, to build and refine the schedule based on the client’s budget. (All expenses are handled in advance, which means no waiting around for the check — ever.) Destinations span the globe; Africa, Asia, and the Arctic are well-trod territories, and they’re introducing itineraries in South America later this year.

“We look at luxury a little differently,” says scout Kelsey Bent (below right). “Often, luxury is a feeling — of being alone, of being in total awe. We make that happen.” — AG





Photos by Kyle Claire Esparros courtesy of Homepolish

*Rolling out the red carpet for all
schedules, scopes, and design styles*

Homepolish

Most start-ups share a goal: to democratize an industry by providing consumers with more options. For Homepolish, shaking up the world of interiors meant doing away with the air of exclusivity that shrouds it and putting discerning design first.

Just a few years ago, crafting your perfect space with the guidance of an interiors firm was often cost-prohibitive and unwieldy. After Stanford grad and high-end interior designer Noa Santos did for BuzzFeed alum Will Nathan what none of his contemporaries would — decorate his Chelsea apartment on a limited budget — the pair saw an opportunity. “A decade ago people didn’t have access to design resources available today, so they paid for that information,” Santos explains. “Now most of the info is free; we only want our clients to pay for a wonderful service.”

They realized that vision in Homepolish, a platform that pairs designers with residential and commercial clients (think startups like Classpass and Instacart, Blue Apron and Betterment, Google and

Giphy) under a virtually unheard-of pricing structure. Creatives like Tali Roth (at right) and Kevin Clark (at left) are available for either a single-day three-hour session or for 10+ hours over the course of a project. How those hours are spent is up to the client: solving a specific aesthetic quandary, unearthing that one perfect missing piece, or helping a gut renovation.

Homepolish has a physical presence nationwide, including in New York, DC, and LA, where designers can meet clients in person; otherwise,

“It’s not about the right paint color or pillow. We collaborate with clients to create an environment that invites them to come home.”

they harness the power of video chats, phone calls, even Pinterest boards to hash out every detail of a job.

The startup further streamlines the experience by bringing parts of the process in-house, such as partnerships that offer client discounts, whether on a Blu Dot lounge chair or a hand-knotted rug from Dwell Studio.



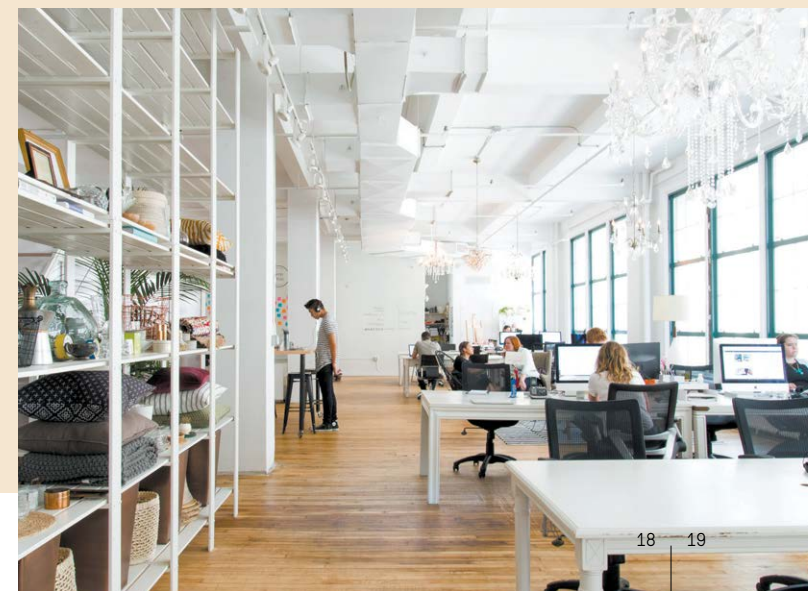
Orders are then managed by a separate team, freeing designers to focus on what they do best.

“We make design accessible to people who wouldn’t have engaged the services of a firm otherwise,” says Roth. “If budget or time is tight, we may only meet once or twice in person and spend the rest of the project sharing ideas over phone and email.”

By working with mostly up-and-comers, the company has also created an exciting destination for aspiring talent. Says Clark, “As emerging creatives, we are given opportunities to take risks, creating spaces that embody new ways to live and new ideas of what a home can mean.”

With more than 500 designers in its arsenal — whose portfolios are beautifully showcased online for easy perusal — Homepolish doesn’t subscribe to one style. Clark adds, “It’s not about the right paint color or a pillow. We collaborate with clients to create an environment that invites them to come home, use the space, and be happy in it.” — CN

Founded 2012
Headquarters The NoMad section of NYC
of spaces designed 10k homes and offices
Series A funding raised in 2016 \$20 million



Adding a dash of fun
to fine dining

The Modern

Upon first approaching the understated entrance of The Modern — the double Michelin-starred restaurant at New York City’s Museum of Modern Art — a guest might understandably feel a bit intimidated. The low-key signage (“Is this the place?”), the sinuous passageway that recalls a Scandinavian subway tunnel, the blaring midtown noise that suddenly falls away as you approach the dining room.

But at the front desk a warm, attentive greeting is proffered by a young man in an impeccably tailored suit, and from there on you feel as if you’ve been transported to the chicest watering hole on the island.



“If your employees are happy, that feeling will go forth into the dining room.”

Founded 2005
Location Midtown Manhattan
of stars bestowed by *The New York Times* 3
of restaurants and bars in Danny Meyer’s empire 14
of total James Beard Awards 26

In the energetic Bar Room, a celebrity perches solo at the gently curving marble counter, feasting on black truffle cavatelli. Elsewhere, a family relaxes on leather sofas after a day perusing Basquiats and Warhols, munching on smoked salmon sliders. Once you continue on to the dining room, the vibe becomes more serene as it overlooks the Miró- and Picasso-dotted sculpture garden.

The Modern combines the excitement and elevated experience of a fine dining destination with the ambience of a neighborhood brasserie. Where midtown regulars and out-of-towners, the glitterati and the galleristas, walk-ins and reservation-holding parties are given the same welcome. This is the vision Abram Bissell has striven to achieve since taking over as executive chef two years ago.

Before his arrival, Bissell (at left) skyrocketed through the kitchens of the inventively upscale mainstays Eleven Madison Park and NoMad. But when Danny Meyer — CEO of the Union Square Hospitality Group, which runs The Modern — asked him to oversee this institution, Bissell was,



in fact, returning home, having launched his New York City career as its chef de partie. “I’ve been drawn to Danny,” says Bissell, “because he believes if your employees are happy, that feeling will go forth into the dining room.”

A meaningful approach to both employee and guest has long been the centerpiece of Meyer’s business philosophy, an ethos that informs their no-tipping policy, a recent transition Bissell and his team have shepherded and a milestone in the customer-restaurant relationship.

Since coming aboard, Bissell has also overseen a top-to-bottom rebranding of The Modern, including hiring the restaurant’s first wine director and a dedicated florist, who softens the cool, reflective space with locally-grown foliage and flowers. “We cannot get caught up in the fact that we are part of the MoMA,” attests Bissell. “We have to stand alone.” That means iterating, whether tweaking the popular Tarte Flambée or developing closer ties with their farmers.

As The Modern continues to innovate into its second decade, Bissell and his team hope to balance high and low, creating an environment where you can dine on roasted lobster potage a stone’s throw from a Matisse, but feel as if you’re enjoying it in a favorite hangout. “We put the customer first,” remarks Bissell. “If there’s a beloved dish that’s been taken off the menu, email me! I always say, ‘Just let me know when you’re coming in, and we’ll take care of you.’” — CC



This tri-level masterpiece features a fluid design with great open spaces, clean lines, soaring ceilings, and walls of glass.
1401 Queens Way | Sunset Strip | 3 Bed | 5 Bath | \$7,995,000
GIA CASTY 310.824.3550



Remodeled top to bottom by renowned California architect Barbara Bestor in 2014, this house is the epitome of California cool.
2736 Laurel Pass | Hollywood Hills | 3 Bed | 2 Bath | \$2,350,000
TORI HOROWITZ 323.203.0965



Tucked away at the end of a long driveway, this cozy traditional is extremely private and has incredible views of the city, mountains, and Hollywood sign.
7138 Hockey Trail | Hollywood Hills | 3 Bed | 2 Bath | \$1,995,000
SCOTT SEGAL 310.480.4823

Los Angeles : On the Market

Oceanside influence and visionary design inform the graceful ease of SoCal's most stunning homes.



Situated off Mulholland within the exclusive gated community The Summit, this timeless mansion showcases classic finishes and luxurious design.
12012 Crest Court | Beverly Hills | 6 Bed | 6 Bath | \$6,495,000
ARI AFSHAR 310.780.3180



French Country influence and verdant landscaping imbue this gracious mansion with continental elegance.
1199 Chateau Road | Pasadena | 7 Bed | 7 Bath | \$7,600,000
SABRINA WU 626.688.0100

The priciest jewelry to ever grace the Oscars red carpet is a \$20 million Harry Winston necklace, designed for Titanic star Gloria Stuart.

LA has a higher concentration of luxury cars on the road than any US city.

REDEEMING FEATURES

As technology advances and aesthetics evolve, so, too, do the standards by which we measure luxury. The expansive gardens that for centuries held court now have a formidable rival in the form of vertiginous penthouse terraces. Similarly, as the homes of the elite rise ever higher, subterranean wine cellars have given way to artful, above-ground storage. Other domestic proclivities haven’t changed as markedly. Centuries ago, a legion of household staff was

the epitome of grandeur; today, a dedicated concierge or doorman continues to be held in high regard. Catering to the desires of today’s most discerning tastemakers, Compass agents are at the forefront of these housing trends. And so, to glean insight into what drives today’s buyers, we polled more than 800 members of our agent community, spread across eight markets and 22 offices. Our query: Which features and services are most essential among buyers demanding (or just

aspiring to) modern convenience? The responses we received ranged from timeless attributes — panoramic views and at-home spas — to more technical developments surrounding healthier, more intelligent homes. The following pages highlight the trends currently ruling residential real estate. Read on as we identify the most esteemed amenities and forecast their future.

Words: Shaun Courtney
Illustrations: Jeff Hunt

2016’S TOP AMENITIES

1. Radiant flooring, a favorite of Roman emperors, is making a comeback for obvious reasons (warm feet) and less apparent (energy efficiency and fewer allergens).
2. From on-call drivers to 24-hour concierges, staff to help with whatever, whenever, is more necessity than luxury for high-end buyers.
3. No longer relegated to stark, windowless cellars, wine is the centerpiece of modern homes where custom displays are crafted of steel and marble.
4. A lone treadmill and handful of free weights no longer suffices as a home gym. Today’s buyers want private pools, boxing studios, and rooftop yoga decks.
5. A view of something beautiful – Central Park, the Pacific Ocean, stunning architecture – is priceless.

1. HEATED FLOORS

2. SUPERIOR STAFFING

3. ELEVATED WINE STORAGE

4. TOP-TIER FITNESS FACILITY

5. PRISTINE PANORAMAS

6. EXCLUSIVE ELEVATOR ACCESS

7. SPA RETREATS

8. INTEGRATED TECHNOLOGY

9. GRACIOUS GUEST QUARTERS

10. OPEN-AIR SPACES

6. Whether for privacy (a personal elevator in a large building) or mobility (an in-home elevator in a multi-story residence), elevators are in high-demand and command top dollar.
7. Soaking tubs, saunas, massage tables, and more, once reserved for five-star hotels, are increasingly de rigueur in private residences.
8. Buyers seek the convenience of an energy-efficient home that cares for itself, from self-cooling on warm days to auto-adjusting the window blinds as the sun sets.
9. Forget the guest bedroom and the sleeper sofa; offer visitors a cottage of their own, and they’ll stay awhile. (Like it or not.)
10. A growing desire to incorporate environment into daily life is best-evidenced by outdoor rooms, complete with carpets, furniture, even brick ovens and showers.

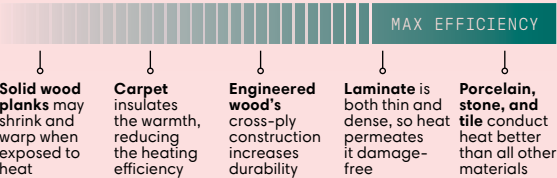


LOW-ENERGY LIVING

Increase your home’s efficiency and cut down on costs by employing a host of intelligent innovations.

RADIANT FLOORING

Looking to upgrade your underfoot experience? Choose your surfacing carefully — certain types heat feet more efficiently than others.



30°

The angle at which solar panels must be positioned for maximum efficiency. The amount you can expect to save on your energy bills by installing them? Coincidentally, another 30—percent, that is.

4M+

The number of smart thermostats (like Nest) sold nationwide in 2015, representing more than 40% of the 10 million total purchased. By next year they will probably account for half.

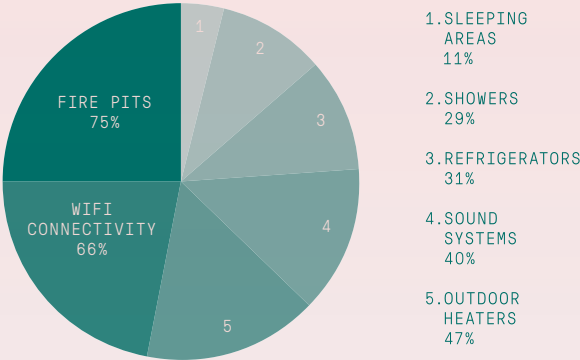
25%

The average saved in energy costs by homeowners with radiant flooring compared with traditional, forced-air heating systems. (Plus, heated flooring reduces allergen concentration!)

OPEN-AIR SPACES

Between 2011 and 2013, Americans spent more than \$26 billion on remodeling out-of-home areas like patios, terraces, swimming pools, and other yard improvements. As homeowners seek to downsize without downgrading, they invest

in their outdoor spaces, incorporating furniture, wood-burning ovens, even outdoor showers to extend the usable space. Based on the American Society of Landscape Architects' 2016 survey results, here are their predictions for this year’s most-requested upgrades.

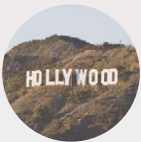


PRISTINE PANORAMAS

Did you know that a protected view in urban planning-speak is called a watershed? The visual equivalent of a watershed, they often define their cities. Buyers will pay a premium for an iconic vista; to ensure yours will stand the test of time, seek out these well-preserved vantage points.

“The proliferation of new, mixed-use high-rises in traditionally low-scale Boston brings with it buyers who place great value in a view, from Boston Harbor to Boston Common.” — Jennifer Titus, Boston Vice President

LA



In LA, views of the Mulholland Scenic Parkway are protected. The city requires that homes and development along the parkway are set back from the road, shrouded with native vegetation, and are designed “to fit and blend into the site.”

DC



Views of the US Capitol building from key sites are protected. In fact, architects were recently forced to lop off an entire floor from a proposed new development because it would obstruct sight lines of the city’s famed monument.

NYC



Landmarked scenery include places like Central Park, Prospect Park, Riverside Park, and Riverside Drive. If you secure a home that looks out on one of these, the odds are in your favor that you’ll be keeping that view.

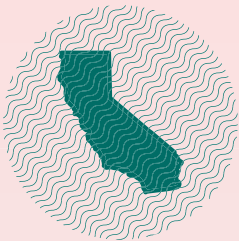
BOSTON



More than 8,000 properties are protected by Boston’s Landmarks Commission and the city’s nine local historic district commissions. For a home—and ‘hood—legally guaranteed to retain its charm, seek out these perfectly-preserved zones.

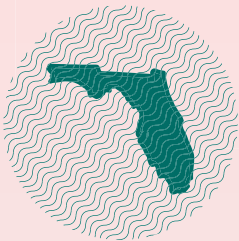
TOP-TIER FITNESS FACILITIES

Workout trends vary from market to market. Zeroing in on these differences, Jay Wright, founder of athletic design firm The Wright Fit, has tailored fitness facilities for some of the foremost residential buildings around the world. From Santa Monica to Manhattan, his company's high-end blueprints run \$1,000 per square foot before the cost of equipment and cater to each community's distinct needs. Check out some of the special requests his company has catered to in Compass markets around the country.



NYC

YOGA STUDIO
CYCLING CENTER
INDOOR POOL



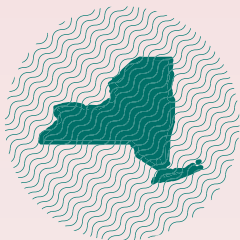
MIAMI

CARDIO LAB
MEDITATION GARDEN
OUTDOOR POOL

LA

OUTDOOR PILATES DECK
TENNIS COURT
BEACH VOLLEYBALL

"When time is your most valuable asset, having your pool or fitness facility be one elevator stop away is invaluable."
—Kyle W. Blackmon, NYC Associate Broker



"My clients prefer one-on-one personal training whether it be poolside or on the rooftop of their bayfront home. Today, custom homes come with spas and steam rooms for a whole-body fitness experience."
—Bobby Jones, Miami Founding Agent

"We have incredible demand for private, single-sport facilities in Beverly Hills. Forget the converted basement as an exercise space; give me a premier boxing ring with full basketball court."
—Victoria Massengale, LA Estate Director

★ FROM HOTEL TO HOME

Services and amenities once reserved for the world's utmost resorts have made their way into households around the country. Gain a glimpse into the trends homeowners are importing after the vacation ends.

"My clients are not just buying property; they are maintaining a lifestyle. Busy, sophisticated buyers expect in-house service staff like you find at the best hotels and restaurants."
—Alex Venditti, DC Senior Vice President

MAKE TIME FOR TREATMENTS

The spa offerings of upscale hotels have become less of a perk and more of a regime. Making space to accommodate your in-home masseuse or manicurist will cost much more than your standard shower and commode, though: A private spa bathroom comes in at \$600 per square foot compared to \$175 for the average bathroom.

VISIBLE VINTAGE

Once top-tier restaurants began putting their wine collection literally on display — rather than tucked away in a dank cave — it was only a matter of time before these custom cabinets

arrived in luxury homes. One of the country's top designers of high-end wine storage, Christine Hawley, only takes on three or four custom cellars a year at about \$500,000 per project.

FULL-SERVICE LIVING

The staff-to-resident ratio at one new Los Angeles building is one per every five apartments. These dedicated dynamos can book you a table for dinner, call you a cab, and clean your home while you are out for the evening. A growing trend, buildings increasingly offer on-call personal drivers, 24-hour concierges and, best of all, no early check-out time.

A HOME THAT GROWS

Luxury buyers are considering the future implications of today's real estate investments, paying for a lasting view or buying homes with the flexibility to accommodate changing lifestyles.

"There is a huge demand for elevators in multistory homes. For a couple who is retiring but not necessarily looking to downsize, an elevator equates to a bigger home that can be enjoyed for years to come."
— Sheila Mooney, DC Vice President

ELEVATING THE EXPERIENCE

Private elevators are found in only one out of every 10,000 listings in the US. As more people opt to "age-in-place," homes that facilitate multi-floor living without the nuisance of stairs are selling for a premium.

IN-LAW INVESTMENTS

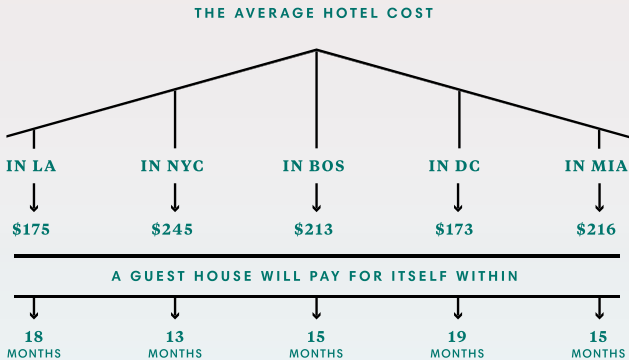
In 2012, 18.1% of the US population lived in multi-generational family households — double the number that lived in such households in 1980 — and homes that include guest apartments are currently priced 60% higher than homes without them.

THE SKY IS THE LIMIT

The new development race is for air rights as the space above plots can trade for 50 to 60 percent of what the earth beneath would claim. Not only do air rights give developers the room to build taller, they also guarantee showstopping views for decades to come by requiring neighboring properties give up their right to build skyward.

Do the Math

The average guest house tacks \$98,000 onto a property's asking price. Divide that by your city's median nightly hotel rate to quantify the investment.



LOOKING AHEAD

As developers strive to improve their offerings, once-revolutionary features are being pushed to the next level. Here, a peek at what the future holds.

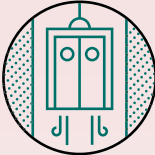
DOORMAN 2.0



Before long, robots may replace human staffers, as previewed by the automated valets within a Zaha Hadid-designed building in NYC's West Chelsea.

ELEVATORS PULL RANK

In the near future, elevators will self-regulate their service, prioritizing those riders headed to the pent-house and higher floors.



SMART HOMES UP THEIR IQ



By 2022, a typical family home could contain 500+ smart devices, says iControl Network's State of the Smart Home report.

SKYLINES SHIFT

As urban space grows scarce, prefab structures — like those of NYC-based firm Gluck+ — will stack atop and alongside historic architecture, juxtaposing old and new.



New York City : On the Market

Spectacular panoramas and storied addresses define the city's most luxurious listings.



Located on one of downtown Manhattan's most historic streets, a modern and elegant townhouse delivers a grand layout and enviable outdoor spaces.
2 Centre Market Place | SoHo | 4 Bed | 3.5 Bath | \$7,995,000
THE HUSTIS/JOVANOVIC TEAM 646.320.4667



Create a stunning modern landmark in this 25-foot-wide, 5-story brownstone, in the heart of the historic district, delivered with approved plans for a Heights dream home.
81 Pierrepont | Brooklyn Heights | 6 Bed | 5.5 Bath | \$8,000,000
LINDSAY BARRETT 646.663.1092

Chanel's 57th Street
flagship windows
mimic the iconic
Chanel No. 5 bottle.

The Union Club, the oldest private
social club in NYC, has included
Dwight D. Eisenhower and William
Randolph Hearst among its members.



Bathed in natural light, this exceptionally-restored 21-foot-wide townhouse offers casement windows, timber beams, five wood-burning fireplaces, and a chef's kitchen.
105 West 11th Street | Greenwich Village | 5 Bed | 5.5 Bath | Price Upon Request
NICK GAVIN, JOSH DOYLE 646.610.3055



Aloft on the 24th floor, this one-of-a-kind property is located in one of the finest white-glove, prewar condominiums in the city.
50 Central Park South | Midtown East | 3 Bed | 3.5 Bath | \$23,500,000
KYLE W. BLACKMON 646.798.8898



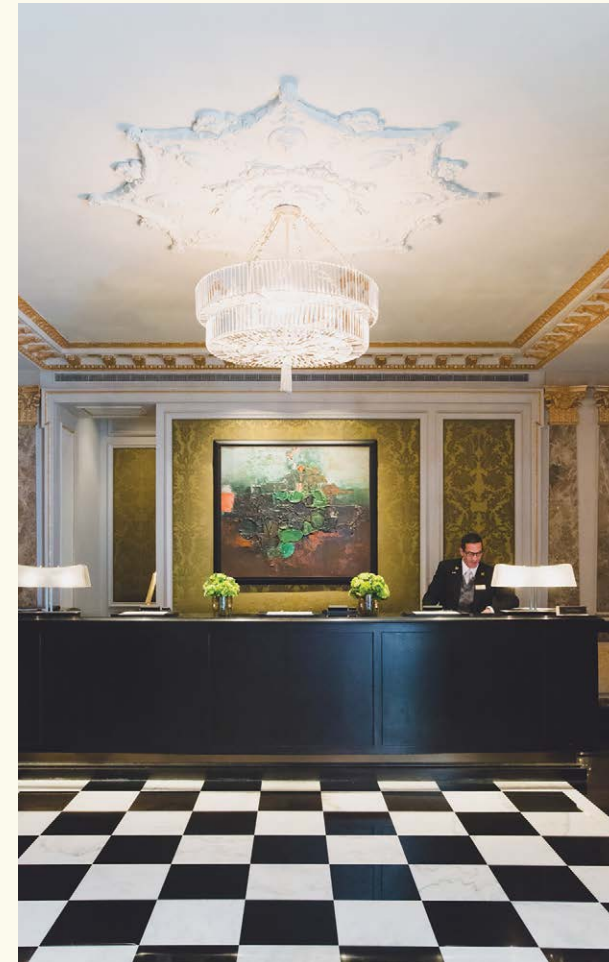
This soaring home affords dynamic skyline views of the 59th Street Bridge, the East River, and beyond.
300 East 59th Street | Midtown East | 1 Bed | 1.5 Bath | \$999,000
JULIA HOAGLAND 646.832.3544

A Life Less Ordinary

Where the calls of Manhattan's most enviable renters are answered — 14 suites within The Pierre Hotel.



Words: Hannah McWilliams
Images: Donna Dotan and Lauren Naefe



A glimpse of The Pierre's incomparable services

Dedicated concierge	Chauffeured Jaguar XJL
Twice-daily housekeeping	House doctor
Gourmet room service	State-of-the-art fitness center



Previous page: Custom shelves give way to a sophisticated dining room in this Piero Lissoni-designed apartment.

Top: Tufted upholstery, elegant chandeliers, and ornate crown molding imbue the 39th floor with timeless prewar elegance.

Left: Soaring ceilings and double doors lend grandness to every corner of the home.

Opposite: Unparalleled amenities, including the assistance of a dedicated concierge, contribute to the Residences' inimitable appeal.

Amid the mounting responsibilities of modern life, the greatest indulgences are those which provide respite from attending to our own needs. From leisurely dinners at decadent restaurants to unparalleled housekeeping staff, the utmost luxury is confident — if temporary — delegation met with excellent delivery.

The 14 residential suites at Manhattan's Pierre Hotel offer just that. An exclusive enclave of furnished rentals tucked within the esteemed home-away-from-home, they combine unequivocal privacy with an exceptional standard of living. Use of a chauffeured Jaguar XJL, concierge, twice-daily maid service, a house doctor, and state-of-the-art fitness center are but a few of the perks provided by a constant rotation of 500 staffers.

"Living at The Pierre offers a rare combination of luxury, service, and privacy in one of New York's most iconic buildings,"

notes Compass agent Andres Perea-Garzon. And the Pierre, designed by Schultze & Weaver and completed in 1930, is indeed a legend. Sweeping balustrades, grand stairways, and marble-lined halls imbue the property with an air only legacy can deliver.

One elegantly designed apartment opens onto a large private garden overlooking the Manhattan skyline and Central Park, a rarity on Fifth Avenue. On the 21st floor, a residence offering the striking aesthetics of Italian architect Piero Lissoni awaits, featuring dramatic floor-to-ceiling built-ins and contemporary furniture by Poltrona Frau.

Perhaps most impressive, the hotel's 39th story — a six-bedroom, full-floor expanse that dazzles with Murano glass chandeliers, private elevator, and panoramas of Central Park. But just as they brim with pre-war charm — in the form of crown moldings, French doors, and ornate fireplaces — the



Top: Enjoy haute cuisine and exquisite views from the opulent dining room of residence No. 28.

Right: Lush private terraces distinguish the architecture from its Fifth Avenue neighbors.

homes have been outfitted with Bang & Olufsen and Bose sound systems, modern Liebherr refrigerators, and Miele induction ranges.

Despite the many five-star comforts, delivered with month-to-month convenience, the Pierre's location will no doubt entice you from the premises to enjoy all that the surrounding Upper East Side neighborhood affords, whether dining al fresco at the Central Park Boathouse or strolling amid the sculptures on the Met's rooftop.

Immerse yourself in the city's finest cultural offerings and hallowed landmarks knowing home is merely minutes away — and at your beck and call.

2 East 61st Street, Manhattan

Offered exclusively by Andres Perea-Garzon of Compass



Oversized windows afford breathtaking views from this modern residence.
123 Washington Street | FiDi | 1 Bed | 1 Bath | \$2,250,000

ALI JAFRI 631.978.1581



Rockefeller-commissioned to represent the ideal home, this International Modernist abode surpasses all expectations.

24 West 55th Street | Midtown West | 2 Bed | 2 Bath | \$1,490,000

JULIA HOAGLAND 646.832.3544



Exuding warmth and serenity, this professionally designed abode represents the perfect place to relax and entertain.

325 West 13th Street | West Village | 2 Bed | 2 Bath | \$2,625,000

THE ELIASI TEAM 917.805.6468

New York City : On the Market

Featuring intelligent design and exceptional finishings, these urban abodes elevate everyday living.



This five-unit, beautifully-maintained townhouse preserves its original character and timeless charm, featuring exposed brick, marble mantels, and pristine façade masonry.
303 West 18th Street | Chelsea | 9 Bed | 5 Bath | \$6,950,000

JULIA HOAGLAND 646.832.3544



This magnificent penthouse in West Chelsea offers an indescribable living experience and unequalled panoramic city views.

520 West 19th Street | Chelsea | 5 Bed | 5.5 Bath | \$18,500,000

ADAM TAYLOR, CHRIS KASTNER 917.428.7146

In 2015, the Met Gala's decor included a vase made of roses that weighed 12,500 pounds.

Set atop one of NYC's most luxurious hotels, the iconic red "Essex House" sign stands six stories tall.

Washington DC : On the Market

Graceful lines, time-honored touches, and fresh finishes characterize these premier Capital homes.



Mid-century modernism is perfected within this treetop residence, offering covetable water views from its generously-proportioned windows and multiple balconies.
550 N Street SW | Southwest Waterfront | 3 Bed | 3 Bath | \$1,495,000
TRENT HEMINGER, KEVIN GRAY 202.210.6448



Featuring 5,200 square feet of living area, plentiful outdoor space, an elevator, and rooftop pool, this metropolitan residence is unlike any other.
2220 Q Street NW | Dupont | 5 Bed | 5 Bath | \$4,500,000
THE MANDY & DAVID TEAM 202.425.6417

Two of the District's major cultural entities, the Washington National Opera merged with the Kennedy Center in 2011.

The Jefferson Hotel's private dining room features a working dumbwaiter that delivers fine wines from its cellar.



Occupying the most expansive lot in the beautiful enclave of Kenwood, this classic mansion awaits reinvention as a modern showplace.
6204 Highland Drive | Chevy Chase | 7 Bed | 5.5 Bath | Price Upon Request
ELLIE SHORB 240.338.8919



A premier chef's kitchen, spa bath, heated flooring, and private elevator are among the unparalleled amenities offered by this four-level townhouse, located in a gated community.
4048 Chancery Court NW | Georgetown | 4 Bed | 3.5 Bath | \$1,550,000
CHRISTOPHER JOHNSON 202.306.0020



Boasting a prime location across from the National Cathedral, the views from every floor of this newly-constructed, six-bedroom custom home are unequalled.
3507 Woodley Road NW | Cleveland Park | 6 Bed | 5.5 Bath | \$3,250,000
THE MANDY & DAVID TEAM 202.425.6417

Master Class

Words: Hannah McWilliams
Illustrations: Berto Martinez and Paul Vlachou

Hailing from the world's most exclusive industries and privy to their hallowed traditions, Compass agents bring a commitment to excellence — discretion, polish, courtesy, and knowledge — to the field of real estate. Meet a few members of our nationwide network, the agents who are elevating the entire search and sell experience.

Erich Cabe

The Snow Shepherd



Born into the Vermont ski industry, DC agent Erich Cabe was raised in his family's ski school. "I remember taking naps curled up beneath piles of parkas as a child," he laughs. By junior high, Cabe was a certified trainer; by college, he had tallied years of coaching and racing. Making his home in the world's

ski capitals — Austria, Chile, New Zealand, and Colorado — he taught while adding challenging backcountry and helicopter descents to his own repertoire. Today, he leverages the same leadership skills to steer clients through the peaks and valleys of the District's competitive housing market.

— PEAK SEASON —

Looking for a luxe ski locale? Here are Cabe's international recommendations for an elevated resort experience.

Arlberg Region
Austria

This Tyrolean range is home to five iconic ski towns: Lech, Zurs, Stuben, St. Christoph, and St. Anton. Punctuated by Michelin-starred restaurants and world-class resorts, the area's hospitality and nightlife dazzle nearly as bright as the Alps' pristine powder.

Andean Slopes
Chile

Found among these formidable peaks are Portillo and Valle Nevado, two of South America's top ski hubs. Their subequatorial position has established them as an off-season training destination of the national Austrian, Italian, and US ski teams.

South Island
New Zealand

Considered the island nation's foremost ski and snowboard destination, the Southern Alps offer some of the top backcountry skiing in the world. Home to a number of exclusive club fields, these private ski areas grant access to remote, otherwise-inaccessible terrain.

— HOST OF THE TOWN —

"Luxury lies in the experience you create, not necessarily the threadcount of the sheets or the quality of the soap," notes Carter. "To make guests feel at home, you have to create a human connection." To guarantee return visitors, employ these five-star secrets the next time you roll out the welcome mat.

Give them the grand tour

Immediately show guests around, pointing out linen closets, remote controls, thermostats, and any household quirks they might find helpful.

Anticipate their needs

Stock the bathroom with toiletries and commonly forgotten items like toothbrushes, toothpaste, and contact lens solution, eliminating their need to ask.

Empower your guests

Set up coffee the night before, jot down the WiFi password, or pack a beach bag with essentials and house keys for early risers who want to explore.

Customize their experience

Do they have a favorite novelist? Preferred sweet? Leave a book on the nightstand or set out a dish on their dresser. Ask whether they have any dietary restrictions prior to arrival and stock up accordingly.



Lisa-Maree
Carter

The Hollywood Hotelier

As a college student in LA, Lisa-Maree Carter took a part-time job at the front desk of a local inn, unwittingly launching an 11-year stint in the hospitality industry. Rapidly ascending to managerial ranks, she elevated standards at some of the city's most esteemed institutions: Santa Monica's beachfront properties Hotel Casa del Mar and Shutters on the Beach as well as the former Bel Age Hotel, immortalized by *Beverly Hills 90210*. Today, Carter's impeccable sense of guest service extends to her real estate clients, who appreciate her innate understanding of personalized courtesies.

To make your guests feel at home, you have to create a human connection.

Pippa Davis

The Inveterate Vetter



Following college graduation in South Africa, Santa Barbara agent Pippa Davis began her career as a Johannesburg-based buyer for Edgars, a high-end department store with 150 locations around the country. Relying on her eye for style, attention to craftsmanship, and intuitive sense

of utility, she honed what would be a lifelong understanding of what customers want and how to deliver it. "It was there that I first learned the most critical requisite for providing elevated, professional service was listening to clients' needs and devising creative ways to deliver," she notes.

— INVESTMENT PROPERTY —

Looking to procure a few guru-approved wardrobe essentials? Here are this professional's own best bets.



A pair of tortoiseshell
Ray-Ban Wayfarers



A versatile silk scarf
by Hermès



A bamboo-handled
Gucci tote



A timeless Rolex
statement watch



Jeffrey Saad

The Culinary Mastermind

Receiving his first promotion at age 14 — from dishwasher to cook at the Chicago diner where he worked — Jeffrey Saad was designated for culinary greatness early in life. Some years later, he would graduate to owning 24 restaurants that span nearly every world cuisine, competing on the Food Network's *Chopped All-Stars*, hosting the Cooking Channel's *United Tastes of America*, and developing recipes for his book *Jeffrey Saad's Global Kitchen: Recipes Without Borders*. Not surprisingly, serving others throughout his life benefits him now as an agent in LA, allowing Saad to transfer his creative skills from one field to another.

Every day I cook for my family is like *Chopped*, except with a little more time and a great glass of wine in hand!

— COURSE OF ACTION —

When Saad cooks for his family in their Encino home, the young diners' preferences govern most meals. "Every day is like *Chopped*, except with a bit more time and a great glass of wine in hand!" he jokes. But when he hosts? Here are the principles that dictate his parties.

Hors d'oeuvre

Crostini with fresh-made ricotta, bourbon-fig jam, and a sprig of mint
"I like to start with a single bite of something indulgent upon the guests' arrival."

First course

Seared scallops with turmeric and snow peas
"This should be light — maybe two forkfuls to activate the palate. Penzeys' freshly ground spices are the best!"

Main course

Fish stew with rockfish, clams, and Santa Barbara-sourced spot prawns
"Cook for the season. In the summer, I take my daughter to buy fresh fish at the Santa Monica Farmers' Market."

Dessert

Freshly-melted salted hot chocolate shots
"Something sweet is a must, even if it's small! Dandelion chocolate, based out of San Francisco, is my favorite."



Sebastien Courret
The Vintage Virtuoso

Since 1152, Compass agent Sebastien Courret’s family has resided and produced wine from their chateaux in Bordeaux, France. After growing up there and learning the business from vine to vendors, he enjoyed a brief stint in Singapore, parlaying his MBA (earned from the American University in Paris) into a marketing role with Thomson Multimedia. Returning to his roots, he departed for California, where he founded and ran a wine import business for a number of years. Upon receiving the Ritz-Carlton’s call, he relocated to the nation’s capital to serve as the luxury hotelier’s official sommelier, where he even presided over the 2004 presidential inauguration events. Today, he leverages the same level of taste and intuition to help clients make confident decisions in the complex Washington DC real estate scene.

— BOTTLE SERVICE —

As the days grow longer, Courret discloses the six wines he’ll be drinking all summer long.

Domaine Raveneau
Valmur Chablis Grand Cru 2014
“It boasts sensational but subtle perfume, from delicate citrus notes to nuances of iodine. Favoring finesse rather than weight, it offers great texture on the palate and a superb finish of wild flowers.”



Château Jean Faure
St-Emilion 2010
“Featuring pure raspberry, spicy plum, and vanilla notes, it’s lifted by floral nuances and an austere minerality.”



Château Lafleur
Pomerol 2010
“Its concentration of 62% Cabernet Franc shines through, with refined aromas and flavors of red berries, minerals, cocoa, and violet. This Lafleur has the silkiest tannins of the vintage, too.”

O’Shaughnessy
Cabernet Sauvignon
Howell Mountain, Napa Valley California 2012
A great little number made in the mountains of Napa Valley; this is black bear and rattlesnake territory, and the wines smell and taste of the rugged landscape. O’Shaughnessy makes two Cabernet Sauvignons — one from Mount Veeder and this one from Howell Mountain. This one — with its deep spiciness, almost furry texture, and vivid black fig, dark tobacco, and cassis flavors — is the more hedonistic of the two.”

Vineyard 29
Sauvignon Blanc
Napa Valley California 2012
“This wine reveals what is possible in the Napa Valley — namely, a complex, luxurious, age-worthy California white on par with top white Bordeaux. More than anything, it’s the texture that gets you: a yin-yang between creaminess and spikiness, akin to getting a Swedish massage and shiatsu at the same time.”

Domaine Leflaive
Chevalier-Montrachet
Grand Cru 2014
“With a huge, intense nose of lime, pears, and apricot, it’s a racehorse of a wine, with amazing length, detail, and that classic stony appeal.”



— NATURAL SELECTION —

Flowers are a universally appreciated gift, but choosing the right stems can be tricky. Here, Porterfield shares her picks for occasions throughout the year. But in summertime? You can’t go wrong with peonies and viburnums — her favorite bouquet.

For a guestroom bedside table

Sunflowers tightly gathered with foliage or David Austin roses with English ivy

For summer centerpieces

Soft green garden hydrangeas, white dahlias, and white lilies with liriope (also known as monkey grass or lily turf)

For hostess and housewarming gifts

A single white Phalaenopsis orchid potted in a neutral, petite vessel, so as not to compete with existing arrangements



Hilary Porterfield
The Global Gardeness

Compass Aspen agent Hilary Porterfield hails from a long line of florists. Her grandfather founded Porterfield’s, a Kansas flower shop now operated by her father that’s in its 51st year of business, and her

mother was the owner and publisher of the trade’s foremost magazine. After moving to Colorado, she continued in her family’s footsteps, working for some of the region’s leading designers and crossing paths with the renowned Parisian floral artist Emilio Robba, who invited her to train with him in Paris. Under his direction, she set up shop aboard international cruise ships, not only providing the tour’s official arrangements, but making her services available to the guests. Traversing the Turkish coast, Panama Canal, and Baltic Sea, Porterfield invoked her extensive knowledge and talented eye to identify local, in-season blooms in each and every port before returning to Aspen to channel that same sensibility toward sourcing Aspen’s most beautiful homes.



Martine C. Paulin
The Stylish Sojourner

As a vice president at Chanel, Martine Paulin spent 15 years hopscotching the globe as a brand ambassador and retail strategist. Based in Panama for much of her tenure, she liaised with travel retail stores spanning South America to Japan. “Jetting between luxury hotels, representing a marvelous brand, wearing its suits

and accessories on a daily basis, and flying first-class were enjoyable perks, but more importantly, they enabled me to do what I like best: discover new people and experience different lifestyles.” Not surprisingly, it is these same qualities that drew Paulin to real estate and accelerated her success in the Miami market.

— BUSINESS CLASS — As a professional traveler, Paulin quickly acclimated to luxury living on the go. Find her top tactics below.

Style

Always pack timeless pieces; if the quality and cut are flawless, you will never be out of place. Diversify your wardrobe with accessories; you can shift your entire look with a simple earring switch.

Space

When you’re constantly in motion, build consistency where you can. Paulin suggests traveling with a scented candle, essential oil, or incense for your hotel room; they help create a meditative, familiar atmosphere.

Portables

Paulin ensured she was always meeting-ready by reducing wrinkling with hardside luggage. Her carry-on of choice? A Bric’s Pininfarina or a Victorinox Swiss Army standard-size case for longer journeys.

“Working with Irving Penn was like sitting for a still-life — very small, precise movements.”



Julie Wolfe
The Cover Girl

When 17-year-old Julie Wolfe first walked through the doors of Elite Model Management in Manhattan, the agency signed her on the spot. One month later, she was living in Paris, working alongside the likes of legends — Carol Alt and Janice Dickinson — and traversing Egypt, Japan, Central America, the Caribbean, and Europe for photo shoots. “It was a wonderful way to see the world and collaborate with incredibly talented people,” she says. “And I was fortunate to work with some of photography’s greats.” Following two years in the French capital, she returned to New York, securing a Giorgio Armani campaign and landing on the covers of *Self* and *Glamour*. Eventually, she parlayed her knowledge of the luxury landscape to relocate to the Hamptons, selling the nation’s most photogenic real estate.

— BIG SHOTS —

Having worked with many of the greatest names in fashion, Wolfe shares insider secrets she learned along the way.



“Guy Bourdin was a more complex personality. Extremely superstitious, his photos had an underlying sensuality. He was always referring to poets and French literature to communicate the mood he wanted to express.” Consider what you’re trying to accomplish with every photograph you pose for; attuning yourself mentally will contribute authenticity.

“Shooting *Glamour* covers and cosmetic ads with Paul Lange taught me about the different positions of my face. He preferred a 3/4 angle, looking backward, to emphasize the cheekbones.” Compare photographs taken from various vantage points of your own to determine the best ones for you.

“Working with Irving Penn was like sitting for a still-life — very small, precise movements. If he said ‘move your face to the left,’ he meant a millimeter.” Your cue? The best portraits feature subtle expressions.

“Albert Watson taught me about professionalism: being on time, manicure and pedicure in place, arriving camera-ready. We would shoot ads during the day, followed by editorial shoots from late afternoon until 3 am.” The takeaway? If you come prepared, you’ll feel more confident in front of the camera.

COMPASS
New Development

Contact
newdev@compass.com

100 East 53rd Street ➔

One Hundred East Fifty Third Street by Foster + Partners is a limited collection of modern residences in Midtown Manhattan's Cultural District.

Sales Gallery
375 Park Avenue
By appointment only

100e53.com

Contact
Tinnie Chan Sassano
Leonard Steinberg
info@100e53.com
212 913 9082



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152 Elizabeth ⬇

152 Elizabeth is an ultra-luxury condominium building—the first in New York City designed by Japanese master architect Tadao Ando. Located at the corner of Kenmare and Elizabeth Streets in Nolita.

Sales Gallery
165 Elizabeth Street
Open by appointment only

152elizabethst.com

Contact
Debra LaChance
Leonard Steinberg
info@152elizabethst.com
917 699 3724



Sponsor: File no. CD14-0848. Sponsor: 152 Elizabeth Development LLC, 520 West 27th Street, Ste. 302, New York, NY 10001.

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Sponsor: File No. CD # 14-0383. Sponsor Name: MF 585 First Ave LLC, 584 Broadway, Suite 1010, New York, NY 10012.



347 Bowery ⬆

Architecture and interiors by Annabelle Selldorf. A series of 5 stacked town-homes comprising 4 duplexes and one triplex penthouse with surprisingly impressive views.

Location
Corner of Bowery
and East 3rd

347bowery.com

Contact
Hervé Senequier
Leonard Steinberg
hs@compass.com
646.780.7594

Luminaire ⬅

Luminaire is a rare opportunity to own a home of equal parts substance and style. In this artfully designed condominium conversion, space, light, and location combine to present a brighter kind of Manhattan living.

Location
385 First Avenue
Occupancy expected 2016

luminairegramercy.com

Contact
Hervé Senequier
Leonard Steinberg
info@
luminairegramercy.com
212 268 9954

Garden Estate

In the tradition of New Jersey's most imaginative properties, the Stone Mansion inspires summer's easy living with a houseful of modern indulgences.

Images: Max Zambelli
Market Editor: Monika Evers
Set Stylist: Jenna Yankun

Ninix 195 stainless-steel loungers by Royal Botania, royalbotania.com.
Beach towels, clockwise from top-left: Dix Vagues by Hermès (hanging); Squares by Yves Delorme; Circuit 24 Nomade by Hermès; Exotique by Yves Delorme; Owami by Tabula Rasa; Leopards by Hermès; Squares by Yves Delorme, yvesdelorme.com; Loulan by Tabula Rasa, tabularasa-ny.com; Yachting by Hermès, hermes.com.



Dramatically sited on the former Henry Clay Frick estate, along the Hudson River cliffs of historic Alpine, New Jersey, Stone Mansion follows in the lineage of the state's grandest Gilded Age properties. Homes built for steel magnates and silk mill proprietors, yachtsmen and iron masters. Families with surnames like Guggenheim and Vanderbilt, Cooper and Hewitt. But the Garden State has also been home to epic getaways for wildly creative — some might say, eccentric — minds.

Inventor Thomas Edison devised the phonograph, movie camera, and light bulb from his West Orange work-live compound. Entertainer John Lake Young built an Atlantic City mansion next door to his Million Dollar Amusement Pier. Address? No. 1 Atlantic Ocean. And the heiress Doris Duke used her fortune and freedom to become a foreign correspondent, surfing champion, jazz musician, and acclaimed horticulturist, all from her

massive Somerset County “farm,” consisting of 45 buildings, 9 lakes, and 1.5 miles of stone walls.

It's in this idiosyncratic tradition that we've styled and captured the Stone Mansion, which welcomes big ideas (and expansive guest lists) within its 30,000 square feet.

It features a dozen generously proportioned bedrooms, for starters, but also a balconied ballroom, private movie theater, coffered-ceilinged library, and wine cellar ready for 4,000 bottles of inspiration. And should you need fresh air, its six acres ignite the spirit, too, from lawn to pool, pergola to tennis court.

Because, it goes without saying, a budding genius needs room to breathe.

18 Frick Drive, Alpine, New Jersey

Offered by Leonard Steinberg, Kimberlee Knecht, and Victoria Shtainer of Compass and Sharon Kurtz of Prominent Property's Sotheby's International Realty.



Hex ebonized-ash and 23K-gold mirror by Alex Drew & No One, alex-drew.com. Les Endiablés crystal vessels by José Lévy for Saint Louis, saint-louis.com. Satin Diabolo Limoges-porcelain vases by Raynaud, raynaud.fr. Antique bronze and crystal girandoles, 1stdibs.com for similar.



28d handblown-glass lamps by Omer Arbel for Bocci, bocci.ca. Kipling wallpaper in Sous-Bois by Pierre Frey, pierrefrey.com. Decanter and glasses, baccarat.com for similar.

Ro JH2 lounge chair by Jaime Hayon for Fritz Hansen, fritzhansen.com. Solveig lacquered-steel floor lamp by Avril de Pastre for Ligne Roset, ligne-roset.com. Third Eye black oro marble vessel by Chen Chen and Kai Williams, chen-williams.com. "Burning Bright Palette" (2008), acrylic and silkscreen ink on wood, by Faile, faile.net.





Blade Two floor speakers by KEF, kefdirect.com.
Cherrywood, leather, and bronze ping pong table and cherrywood and walnut paddles, all by BDDW, bddw.com.
Arch whitewashed- and lacquered-ash bench by Bower, bowernyc.com.
WA5 aluminum, vacuum-tube speaker and headphone amps by Woo Audio, woaudio.com.

Miami : On the Market

Dynamic silhouettes, lush landscaping, and uncompromising views anchor South Florida’s on-the-water appeal.



Beautifully renovated by interior designer Jennifer Post, this spectacular 37th-floor residence overlooks South Beach from within the luxe Setai Hotel and Residences.
101 20th Street | Miami Beach | 3 Bed | 3 Bath | \$13,500,000
LOURDES GUTIERREZ 305.206.8096



Luxuriate in this stunning Mediterranean home, complete with guest house and boasting 2,000+ square feet of outdoor living space.
2484 Prairie Avenue | Miami Beach | 6 Bed | 6.5 Bath | \$3,199,000
MADELEINE ROMANELLO 305.282.2133

An original Pablo Picasso oil painting sold to the tune of \$10.5 million at Art Basel in Miami Beach in 2015.

The world’s largest luxury yacht, Silver Fast, made its debut at this year’s Yachts Miami Beach Show.



Steps from the shoreline, this elegantly remodeled home resides within an exclusive full-service building.
200 Ocean Lane Drive | Key Biscayne | 2 Bed | 2 Bath | \$1,275,000
MARTINE C. PAULIN 305.773.7100



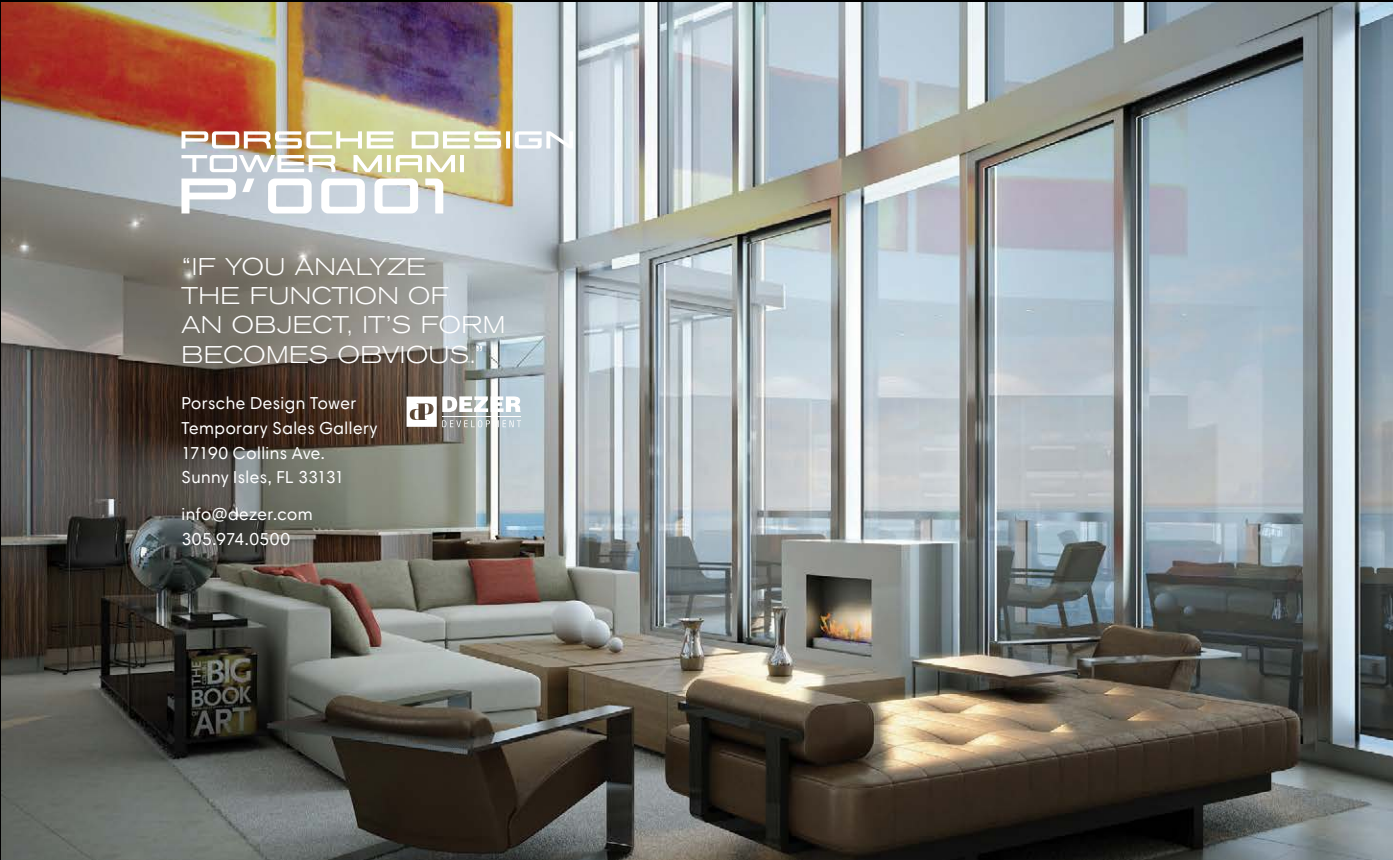
Enjoy the privacy and security of an exclusive gated community, complemented by access to nearby beaches, Bal Harbour shops, and South Beach’s vibrant lifestyle.
6103 Aqua Avenue | Miami Beach | 3 Bed | 3.5 Bath | \$1,000,000
MARTINE C. PAULIN 305.773.7100



Dramatic and urbane interiors reign in the exquisite gated community of Aqua, situated just three blocks from the beach.
220 Water Way | Miami Beach | 4 Bed | 5.5 Bath | \$2,195,000
MADELEINE ROMANELLO 305.282.2133



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Guiding you home.

From luxurious Back Bay
condominiums to charming
Cambridge residences, discover
Boston's finest homes and the
best agents to guide you there.

COMPASS



Speaking Volumes

Knowledge and its leisurely
pursuit reign as the ultimate
luxury. Featuring book
recommendations from the
company's most prolific
authors and readers, this
tableau represents the curious
minds and elevated tastes of
the Compass community.

Words: Chelsea Mullen
Images + Styling: Irina Anisimova
and Andrew Rutledge



The Interface: IBM and the Transformation of Corporate Design, 1945-1976 by John Harwood

(University of Minnesota Press, 2011)
As the Senior Art Director for Compass' LA office and collaborator on kid-friendly coffee table book *Alphabetacool*, Jeremiah Chiu is tuned into the intricacies of visual strategy. "Beyond good design and beautiful objects, the IBM team focused on innovation and theory. In my personal and professional life, it's important for me to always ask 'why?' and to engage in design philosophy as much as design aesthetic."

The Gardening Life of Beatrix Jones Farrand, 1872-1959 by Jane Brown

(Viking, 1995)
Molly Peter, Vice President of Compass DC, connects this biography of landscape designer Beatrix Jones Farrand with her love of Capital scenery, a centerpiece of which Farrand designed. "Dumbarton Oaks, in the heart of Georgetown, is my favorite park. In a city of monumental architecture, it's a quiet jewel, designed to evolve and last — much like what I hope for as I build my team at Compass."

Creativity, Inc.: Overcoming the Unseen Forces that Stand in the Way of True Inspiration by Ed Catmull and Alice Wallace

(Random House, 2014)
Kyle Ranson-Walsh, our Senior Marketing and Creative Producer, lived *Creativity Inc.* for a decade, working in film production at Pixar. "Even after an unprecedented string of box-office and critical hits, Pixar never takes the success of its next film for granted," he says, "The lesson of its co-founder's memoir-meets-business guide is that creating an environment that fosters creativity takes intention. You don't get it for free."

Gowanus: Brooklyn's Curious Canal by Joseph Alexiou

(NYU Press, 2015)
New York-based Associate Brokers and Brooklyn locals Jesse Shafer and Greg McHale devoured this tribute to the borough's infamous waterway. "An incredibly rich perspective is unlocked when you understand a place. A true tale of innovation, industry, crime, and real estate, the story of this filthy and wondrous canal is in fact the story of Brooklyn itself."

The Boys in the Boat: The True Story of an American Team's Epic Journey to Win Gold at the 1936 Olympics

by Daniel James Brown (Viking, 2015)
LaVon Napoli, Director of New Development Marketing, is motivated by collaborative environments like the one that comes to life through the experiences of the U.S. men's rowing team at the 1936 Berlin Olympics. "This group of men overcame incredibly difficult circumstances through teamwork. One of my favorite things about Compass is its strength and drive. We work together, help each other out, and always find a way to be successful."

Zen Computer: Mindfulness and the Machine by Phil Toshio Sudo

(Simon and Schuster, 1999)
"At Compass, we're people empowered by technology," says Miami Real Estate Advisor David Carson. "*Zen Computer* is a reflection on that relationship — an inspiration to maintain mindfulness in all that we do and a reminder that, in an era of unprecedented technological progress, the way of the future is still through our attention to the present."

The Architecture of Happiness

by Alain de Botton (Vintage, 2008)
Longtime magazine editor and contributing writer of *Kate Spade: All in Good Taste*, Editorial Director Amy Perry knows selecting or selling a home is more than a financial transaction. "Both decisions are imbued with emotion: memory, harmony, self-expression." It follows that de Botton's brisk treatise makes her cut. "He illuminates an academic topic for casual architecture lovers, writing 'What we search for in a work of architecture is not in the end so far from what we search for in a friend.' It's a convincing argument with insights matched to images across styles, geographies, and eras."

Find a Way by Diana Nyad

(Knopf, 2015)
The Managing Director of our Boston office, Jeannemarie Conley finds a compelling message in Nyad's autobiography detailing her record-setting swim from Cuba to Florida. "As a real estate agent, you're faced with challenges you must overcome to close a sale. There's always more than one way to succeed, and sometimes the path you take first doesn't work out as you thought. But you must find a way!"

Lynette Yiadom-Boakye

by Naomi Beckwith (Prestel, 2014)
Compass' Senior Vice President in Boston, Less Arnold is appreciative of the way creative touches bring a space to life. "Lovingly-chosen art allows a house to reflect the personality of its owners and become a true home. At the top of my wish list: a portrait by Lynette Yiadom-Boakye. Her innate ability to snare the soul of her subjects in thoughtful reflection captures the peace that I want my new Fort Point loft to embody."

Yes is More: An Archicomic on Architectural Evolution

by Bjarke Ingels (Taschen, 2009)
As Chief Operating Officer of Compass and author of *Money Makers*, David Snider's interest in architecture and innovation led him to this "archicomic" by Danish starchitect Bjarke Ingels. "It highlights the full spectrum of the architecture process from conceptualization to completion. It especially resonated with me given the many phases of our new development work at Compass."

The Selby is in Your Place

by Todd Selby (Abrams, 2010)
Sue Apfelbaum's talents as a UX writer and author of *Designing the Editorial Experience* allow her to empathize with interiors photographer Todd Selby's endeavor to show a "just right" balance. "Writing for interfaces is sort of like the tale of Goldilocks: say too much, and you might overwhelm users, but say too little, and they'll feel out of place. Selby captures creative people living in various states of accumulation. The beauty is in how they make their homes distinct and personal, yet completely welcoming."



Several Short Sentences About Writing by Verlyn Klinkenborg *Los Angeles Apartments* by Ed Ruscha *Smarter Faster Better: The Secrets of Being Productive in Life and Business* by Charles Duhigg *Creativity, Inc.: Overcoming the Unseen Forces that Stand in the Way of True Inspiration* by Ed Catmull and Alice Wallace *Beatrix: The Gardening Life of Beatrix Jones Farrand, 1872-1959* by Jane Brown *Kate Spade: All in Good Taste* by John Esten and Katherine Betts *The Hard Thing About Hard Things* by Ben Horowitz *The Interface: IBM and the Transformation of Corporate Design, 1945-1976* by John Harwood *The Alchemist* by Paulo Coelho *Printed Matter* by Karel Martens *The Boys in the Boat: The True Story of an American Team's Epic Journey to Win Gold at the 1936 Olympics* by Daniel James Brown

Gowanus: Brooklyn's Curious Canal by Joseph Alexiou *Zen Computer: Mindfulness and the Machine* by Philip Toshio Sudo *The Architecture of Happiness* by Alain de Botton *Find a Way* by Diana Nyad *Lynette Yiadom-Boakye* by Naomi Beckwith *Bonnie Cashin: Chic is Where You Find It* by Stephanie Lake *The Elements of Style* by William Strunk Jr. and E.B. White *Yes is More: An Archicomic on Architectural Evolution* by Bjarke Ingels *Artists' Handmade Houses* by Michael Gotkin *Every Room Tells a Story: Tales from the Pages of Nest Magazine* by Joseph Holtzman *Jean-Michel Basquiat* by Dieter Buchhart, Glenn O'Brien, and Jean-Louis Prat *The Selby is in Your Place* by Todd Selby

Hamptons : On the Market

Boasting traditional charm and expansive proportions, the island’s finest homes exemplify coastal chic.



Built in 1997 by Caramagna Builders and designed by architects Zwirko & Ortmann, this stunning 2.4-acre home sits on a quiet waterfront peninsula on Georgica Cove. 7 Chauncey Close | East Hampton | 5 Bed | 6.5 Bath | \$17,750,000
THE PETRIE TEAM 516.885.9365



Stunning and newly-complete, this traditional-style mansion represents 10,000± square feet of glamorous living space. 10 Deer Run | Water Mill | 8 Bed | 8.5 Bath | \$5,350,000
EVAN KULMAN 917.453.0733

Bridgethampton’s golf club, The Bridge, is a manse of modern architecture atop the highest point of land in Eastern Long Island. In 2009, the Hamptons Classic became the second horse show ever to be recognized as a Heritage Competition.



This spectacular custom residence comprises nearly an acre and a half of beautiful grounds and offers breathtaking views of a 17-acre nature conservancy. 73 Briar Patch Road | East Hampton | 6 Bed | 7.5 Bath | \$12,995,000
EVAN KULMAN 917.453.0733



Enjoy premium details and sweeping water views from every room in this East Hampton estate, designed by architect Jaquelin T. Robertson and built by Caramagna/Murphy. 11 Cove Hollow Farm Road | East Hampton | 5 Bed | 6.5 Bath | \$19,750,000
THE PETRIE TEAM 516.885.9365



Seize the rare opportunity to own 24 acres of historic equestrian farm, surrounded by miles of trails and hundreds of acres of adjoining oceanfront reserve. 8 Old Montauk Highway | Montauk | 4 Bed | 3 Bath | \$14,750,000
THE PETRIE TEAM 516.885.9365

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Aspen : On the Market

From Aspen’s iconic mountains to its serene valleys, these homes take luxury living to new heights.



Hike, bike, or ski out the door of your 13,000-square-foot estate onto 40 acres of grounds, located just 10 minutes from central Aspen.
412 Pioneer Springs Ranch Road | Pioneer Springs Ranch | 7 Bed | 11 Bath | \$14,900,000
STEVEN SHANE 970.948.6005



Sophisticated and endlessly livable, this Italian-style farmhouse sits on 35 acres and boasts Woody Creek river frontage and a state-of-the-art barn.
391 & 401 Woody Creek Road | Woody Creek | 6 Bed | 10 Bath | \$14,950,000
DOUG LEIBINGER 970.379.9045 STEVEN SHANE 970.948.6005

During Aspen’s busiest season, up to 120 private and corporate jets land daily.

The famous members-only Caribou Club shares the Collins Block building with the likes of Fendi, Bulgari, and Brioni.



Enjoy rolling, bucolic acreage and a private swimming beach from this pristine, 80-acre estate, merely minutes from downtown.
1500 Owl Creek Ranch Road | Snowmass Village | 6 Bed | 9 Bath | \$35,000,000
STEVEN SHANE 970.948.6005



Suited for equestrians and the sporting set alike, this luxurious, contemporary ranch rests on 75 acres situated along Snowmass Creek.
3500 Snowmass Creek Road | Snowmass | 5 Bed | 6 Bath | \$12,500,000
DOUG LEIBINGER 970.379.9045



Enjoy sweeping river views from this handsome Aspen Club townhome, offered with the option to combine with its neighboring property for an 8-bedroom mountain retreat.
1423 Crystal Lake | Aspen Club | 4 Bed | 5 Bath | \$4,240,000
DOUG LEIBINGER 970.379.9045

Interiors

Home on the Range

Comprising 35 acres of undulating Colorado hillside and glistening creek, this is the country compound perfected.



Words: Hannah McWilliams
Images: Brent Moss



Access. Beauty. Grandeur. While the definition of luxury is ever-evolving, most would agree that these characteristics play an uncompromising part. Indeed, the Rocky Mountains meet every one of the traditional requirements, but perhaps most attractive is their unique ability to evoke levity in the midst of opulence.

Here in the Aspen area, skiers and equestrians retire to modern-day kingdoms; fly fishermen and climbers cap off a day in the wilderness with Michelin-starred cuisine. Ski lifts climb skyward atop many-acred country estates, while barns border mansions on the livestock-canvassed landscape. If ever a community married recreation with royalty, this is the one.

Embodying the best of the region’s live/play mentality, this Woody Creek compound presents ample opportunity for sport and sanctuary alike. Set atop 35 acres of prime Colorado countryside, the main home is complemented by a functioning, century-old barn, heron-inhabited bird sanctuary, roping arena, and countless ponds and streams.

Spend summers hiking or biking the mountain trails. Catch fresh trout for dinners al fresco. Traverse the hillsides on horseback — all without ever leaving the grounds.

As the weather cools, take to the world-renowned slopes for skiing or boarding or snowshoe your way across your own flake-dusted domain.

And at the end of every outing, return home to your Poss Architecture-designed, sandstone-and-reclaimed-wood villa. “This handsome, Tuscan-style farmhouse delivers the authentic Woody Creek experience,” asserts Compass’ Managing Director of Aspen Steven Shane, citing the home’s seamless integration amid its environs. “The perfect private retreat, it represents all that Aspen was and continues to be.”

Exposed beams, wood-burning fireplaces, and 1,000-year-old Jerusalem masonry evoke the rugged landscape, while herringbone chestnut flooring, French doors, and personal elevator exemplify refined comforts.

Complete with six bedrooms and eight bathrooms, the home entices out-of-town guests. Your most honored visitors can claim first dibs on the second master suite, complete with private terrace. “The ideal legacy compound, it certainly lends itself to countless generations of family enjoyment,” observes Aspen Vice President Doug Leibinger, “Its timelessness is only surpassed by its warmth.”



“The ideal legacy compound, it certainly lends itself to countless generations of family enjoyment.”

Doug Leibinger

Previous page: Woody Creek, the town’s namesake, ebbs and flows through the estate’s rolling acres.

Opposite: An expansive patio welcomes leisurely weekend brunches and sunset dinners.

Above: Generous windows and French doors throughout the home usher in views of the stunning scenery.

Left: Colorado Buff stonework and reclaimed wood beams afford the home’s exterior a polished, natural beauty.



Top: The barn, constructed more than a century ago, houses stables, a tack room, groundskeepers' quarters, and lofted storage.

Below: Outfitted with lpe-wood stalls, verdant paddocks, and a riding arena, the estate is perfectly-appointed for equestrian enthusiasts.



The state-of-the-art kitchen, equipped with Wolf range, Asko dishwasher, and Sub-Zero refrigerator, services both a formal dining room and intimate breakfast area. Complementing these is a gracious covered porch, replete with Viking grill, two fireplaces, and a hot tub.

Care to stay in? Adding to the extensive outdoor entertainment options are a wine cellar and tasting room, a media den complete with wet bar, and bookshelf-lined home office. Should you opt to venture out, the glamorous shops, nightlife, and eateries of Aspen are a mere 10 minutes away, while the storied ambience of Woody Creek Tavern (a no-frills watering hole favored by Hunter S. Thompson among others) is but a mile down the road.

Whether you're heeding the call of the mountain, exploring the vibrant village culture, or retreating within your pristine estate, luxuriate in a home that begs its enjoyment above all.

391 & 401 Woody Creek Road, Woody Creek, Colorado
Offered exclusively by Steven Shane and Doug Leibinger of Compass



Unassuming and sophisticated, this gated two-structure compound is flooded with light and comes complete with an idyllic pool.
650 Sunset Avenue | Venice | 2 Bed | 2 Bath | \$2,550,000

DIANA BRAUN 310.866.5039



Stylish and inviting, this country-inspired home boasts ocean views and beautiful finishings.
2885 Hidden Valley Lane | Montecito | 4 Bed | 2 Bath | \$2,949,000

SUSAN PATE, MITCH MOREHART 805.689.7233



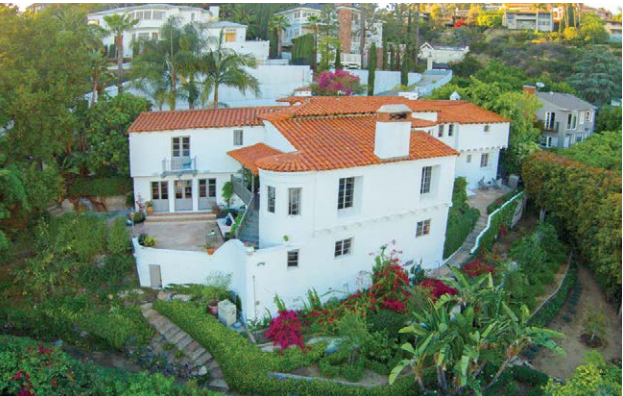
Consisting of a 2,000+-square-foot main residence and three casitas, this elegant, Spanish-inspired compound benefits from panoramic views.

3178 Carlyle Street | Glassell Park | 5 Bed | 6.5 Bath | \$1,650,000

TRACY DO 323.842.4001

Los Angeles : On the Market

Hollywood glamour, dramatic architecture, and coastal cool complement the inherent natural beauty of Southern California.



Complete privacy, serenity, and original defining characteristics of the Spanish Colonial Revival architectural style make this home the ideal hideaway.
2510 Chislehurst Place | Los Feliz | 4 Bed | 3.5 Bath | \$2,889,000

RYAN SARKISSIAN 818.263.7484



Amazing opportunity on prime Broad Beach in Malibu, CA! Walk out through the back doors of this charming beach cottage directly to the sand.
31026 Broad Beach Road | Malibu | 2 Bed | 2.5 Bath | \$9,995,000

MELINDA AND SCOTT TAMKIN 310.493.4141

House of Bijan, "the most expensive store in the world," is located on Rodeo Drive and requires a reservation to shop.

In the 1930s, The Beverly Hills Hotel imported white sand for a faux beach in the hotel's popular Sand and Pool Club.

New York City : On the Market

Dramatic dimensions and superlative views reign in Manhattan's most esteemed residences.



Designed by Asymptote Architects, the expansive 4,500-square-foot apartment is located in a full-service condominium with a 24-hour doorman.
166 Perry Street | West Village | 5 Bed | 5.5 Bath | \$13,995,000
LEONARD STEINBERG, VICTORIA SHTAINER 646.375.1932



Enjoy this mint, newly gut-renovated townhouse, complete with an elevator servicing all six floors and located on a prime Central Park block.
33 West 71st Street | Upper West Side | 6 Bed | 7.5 Bath | \$13,995,000
LEONARD STEINBERG, HAROLD FELDMAN 646.375.1932

Mercedes-Benz New York Fashion Week attendees consumed more than 240 bottles of Moët & Chandon champagne in 2013.

The Waldorf-Astoria was the first luxury hotel in the world and patented the “velvet rope” as a symbol of exclusivity.



Luxuriate within this meticulously renovated, 7,400-square-foot home, complemented by an additional 1,200 square feet of garden, terrace, and stunning roof deck.
14 East 11th Street | Greenwich Village | 5 Bed | 6.5 Bath | \$25,000,000
LEONARD STEINBERG 646.375.1932 ALEXANDER BANK 646.522.5412



Panoramic Central Park and downtown vistas elevate this 7,750-square-foot, Fifth Avenue aerie.
641 Fifth Avenue | Midtown | 5 Bed | 6.5 Bath | \$33,000,000
LEONARD STEINBERG 646.375.1932 ALEXANDER BANK 646.522.5412



Perched above the magnificent High Line in the heart of West Chelsea, this contemporary apartment is located within a full-service condominium.
245 10th Avenue | Chelsea | 3 Bed | 3 Bath | \$4,650,000
LEONARD STEINBERG 646.375.1932



Time is the Last Luxury

Compass President Leonard Steinberg has a single mantra, whether on or off the clock, advising clients in Manhattan or taking five in Capri.

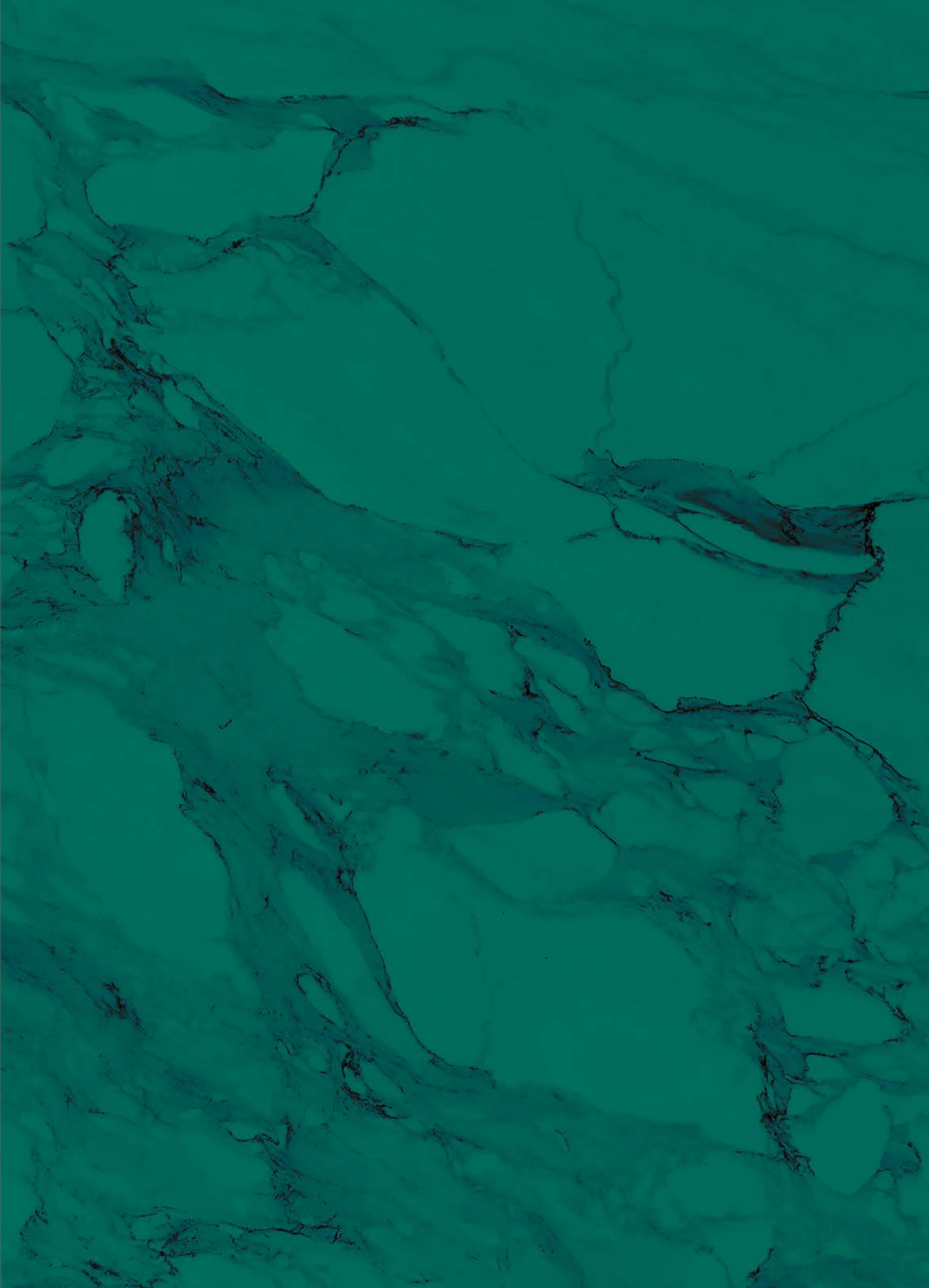
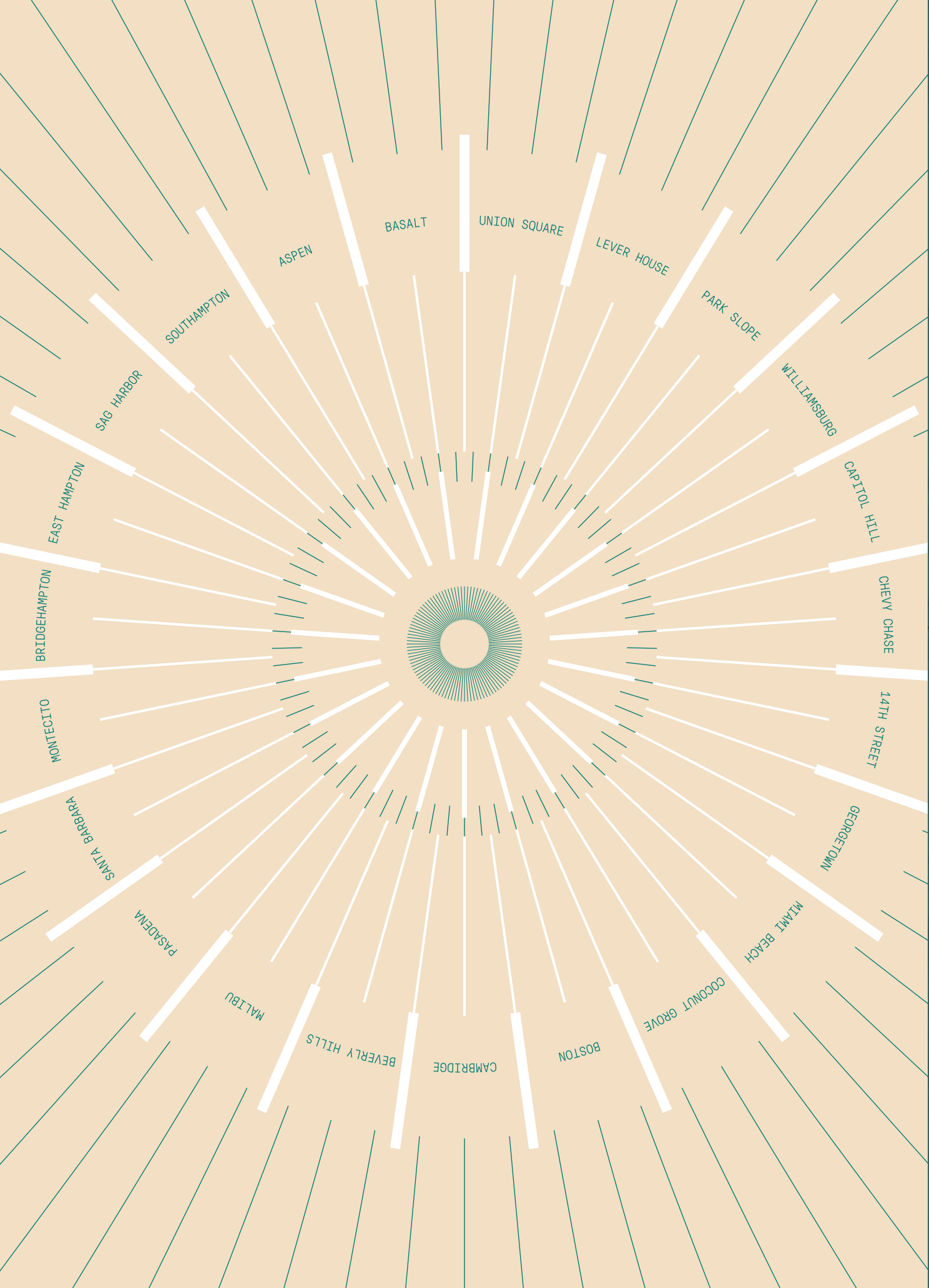
As a company leader, acclaimed agent, and inadvertent spiritual advisor, Leonard Steinberg has five words to live by: “Time is the last luxury.” He preaches it from his digital newsletter, press appearances, and industry panels. In fact, it’s evolved into an unofficial Compass slogan as we aim to make real estate data more concise, use technology to take the headache out of home-shopping, and guide sellers and buyers through more informed decisions. We call it a more sophisticated real estate experience. “Experiences are proven to deliver more happiness than possessions alone,” he says. And in the whirl of modern life, is there no greater delight than taking a moment to unplug, contemplate, and sometimes indulge? To this, Steinberg says “yes,” building time for ritual amid the routine as he helps spread the Compass ethos nationwide.

As told to: Amy Perry
Images: Lauren Naefe

Leadership

- 5:45^{AM} Write my daily memo, sipping hibiscus tea from a delicate Bernardaud cup. This company-wide email is my journal, where I explore subjects to better grasp them.
- 6:30^{AM} Catch a workout of treadmill and weights at my building’s gym (150 Charles Street) while tuning into *Bloomberg News* — facts without all the pundits.
- 8:30^{AM} Slip into a custom suit made by my Amsterdam tailor, today in white linen. Good craftsmanship is the ultimate confidence-booster. Pair it with a pale blue polo shirt — to match my hard hat!
- 9:00^{AM} Read the print edition of *The Wall Street Journal* over a cappuccino at Sant Ambroeus, an offshoot of the original Italian café opened in 1936. It’s Milanese perfection. There’s something so civilized about reading a print newspaper; I scroll the rest of the day at work.
- 10:00^{AM} Host a broker’s breakfast at Chelsea’s 560 West 24th Street. Designed by Steven Harris, it’s a taste of Paris in New York — and these industry events allow fellow agents to meander through the apartment unrushed and really study its features.
- 12:30^{PM} Eat lunch at my desk, squeezing in a jaunt to Union Square’s Hu Kitchen to pick up some salmon cakes and a broccoli chili lime salad.
- 1:00^{PM} Polish off a brand and social media strategy proposal for a developer.
- 2:00^{PM} Guide buyers through a construction tour of a new downtown development, using our Toursheets tool to organize the afternoon’s itinerary.
- 6:30^{PM} Book a much-needed vacation (Babylonstoren in my native Cape Town, Punta Tragara in Capri?) on the intuitive Booking.com app.
- 7:00^{PM} Dine with a client at Perry Street, a West Village favorite tucked into a Richard Meier building. The lamps over the tables cast a glow that makes everyone look fabulous.
- 8:30^{PM} Stroll the Hudson River Park promenade while on a call with a West Coast client, enjoying the ever-changing panoramas of fragrant chokecherry trees, filigreed crape myrtles, and lush azaleas.
- 10:30^{PM} Come home to cobbled, tree-lined streets that lift the soul. Ahead, the river soothes. Behind, the city beckons me toward tomorrow.





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