

The Milestones Issue

# Compass

Quarterly

Culture  
Real Estate  
Design  
Innovation  
Entrepreneurship  
Interiors



# Our vision — then and now.

Nothing forces reflection more than the dawn of a new year. As Compass confronted the arrival of 2017, we paused to consider the accomplishments and advances made across each of our verticals.

This year, we witnessed formerly futuristic fields — artificial intelligence, virtual reality, intergalactic travel — actualize around us. We observed the reinvention of neighborhoods nationwide, who leveraged their industrial pasts in order to springboard into the future. We outfitted our homes with nascent products designed for easing the stresses of the 21st-century. We watched as our agents adopted game-changing digital tools in order to elevate their client service at every touchpoint.

And our team expanded to nine dynamic markets across the nation, our network swelling to a collaborative, innovative group of 1,400 individuals (and counting), all bound by a singular goal.

Just as we look back, so, too, do we anticipate the achievements yet to come. From intelligent new infrastructure in Boston and Miami to the restoration of landmarks in San Francisco and the Hamptons, 2017 promises to deliver beyond expectation. And as our cities evolve, our role assumes a richer perspective.

Every company goal, every agent initiative, is intended not only as a gain for the industries we touch — real estate, technology, design — but, more importantly, for the communities we serve. Every milestone represents another brick in the future of real estate.

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## Ideas That Changed the Way We Live in 2016

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GOOGLE HOME

By Clint Carter

### **Work**

EERO WI-FI

By Patrick Sauer

### **Adopt**

COMMON + WELIVE CO-HOUSING

By Christopher Ross

### **Congregate**

NATIONAL MUSEUM OF AFRICAN  
AMERICAN HISTORY AND CULTURE

By Jon Roth

### **Restore**

HUDSON YARDS

By Alyssa Giacobbe

### **Revive**

UHOO AIR SENSOR

By Sarah Engler

### **Design**

TILT BRUSH + MICROSOFT PAINT 3D

By Laurence Lowe

### **Explore**

SPACE X TRAVEL

By Mike Darling



Sculpture & Images by Elise

ARTIFICIAL INTELLIGENCE IS NO LONGER A FANTASY.  
IT’S HERE, NOW. AND IT ONLY COSTS \$129.

The fantasy of a robotic assistant took hold long before personal computers, and even longer before the internet began to reshape our daily lives. Irona, the robo-maid from the *Richie Rich* comic books, made her debut in the early '60s. The same holds for Rosie, the blue bot from *The Jetsons* who was treated as family. She'd roll around on casters, dusting and vacuuming while George kicked back after a shift at Spacely's Space Sprockets. It was clear then that we expected artificial intelligence (A.I.) to absorb some of the tedium of daily life so we'd have more time to relax.

Last November, Google brought the Rosie dream closer to reality with Google Home, a sleek appliance with no visible buttons and an uncanny ability to engage in something charmingly close to conversation. Home is Google's effort to swoop in on the digital-assistant category that opened in 2011, when Apple equipped its iPhone 4S with Siri. Unlike Irona or Rosie, Siri was software-based, a concept inconceivable during the 8-track era. To summon Siri, you held down the iPhone's home button and spoke clearly, slowly, and with a small prayer that she would understand what you were saying.

What's interesting about those first few months of talking iPhones is how quickly we moved beyond the practical uses. Sure, Siri could schedule meetings and text our friends for us, but could she hang? Was she cool?

Within days of Siri's release, stories began to emerge about her wit. *The New York Times* published an online story about how well she handled conversation. To the question, "What is the meaning of life?" Siri replied, "To think about questions like this," or "I don't know, but I think there's an app for that." With that dash of personality, she'd won our hearts.

But most people don't actually need Siri in their phones. A recent report from the market research firm Creative Strategies found that of the people

who use the smartphone-based digital assistant, only 6% do so in public. People are more comfortable talking to their smartphone in the car, where it's unsafe to text, or at home, where roughly four in 10 Siri users talk to her.

With that knowledge, Amazon upped the A.I. ante last year by releasing Alexa. At launch, the digital assistant lived inside just one device, called Echo, which plugs into the wall and sits on a table or countertop. Echo looks like an elegant cheese grater, but its insides are stuffed with a motherboard with enough processing power to make Alexa sound borderline sentient. Even better, the assistant is always paying attention. Anytime you say the word "Alexa," her ears — or rather, a set of seven microphones attached to cool blue lighting — perk up. She's ready to field questions and carry out commands, set a cooking timer or order you a pizza. And to be sure, Alexa is fantastic. Two-thirds of Echo's 44k reviewers on Amazon have awarded it five stars. But that's partly because the device never promised to be conversational. And it's not.

Google Assistant, the brains inside Google Home, wants to do better. (Companies give the software distinct names so that they can port it into new devices — like a phone or auto console — later.) Google Assistant follows the Alexa model, perking up when you utter the wake words — in this case, "Okay, Google." It also lives in your home, where research shows you're more likely to use it.

Like Alexa, Google Assistant will give you weather reports, queue up music playlists, and control your smart-home devices. At launch, it works with Philips Hue lightbulbs, Nest thermostats, and Google's Chromecast devices, which allow you to stream music to external speakers or pull up movies on your television. You can also pair it with Samsung SmartThings outlets to teach it tricks like turning on a baby monitor or brewing coffee. Home also creates

the illusion of knowing you, thanks to its ability to use location data and pull information from your Google calendar, Spotify account, and other online services where you share bits of info about yourself. You can tell it to add laundry detergent to your shopping list, and when you ask about your day, it will inform you that you have a playdate scheduled for 3 p.m.

But where Google is really trying to win the A.I. race is with its enhanced ability to talk to you like a human. "We're not concerned about the fact that we're not first to market," says Michael Collins, a Google product manager. "What we offer are richer answers and conversational skills."

And Google Assistant will grow smarter, in its own way. Like Alexa, it learns new skills and tricks as time goes on, and Google will continue developing its software and pushing out updates automatically through your WiFi. But even out of the box, it can understand context in a way Alexa can't. Imagine you're making dinner, so you ask, "Okay, Google, what's the temperature for medium-rare steak?" Google responds: "Medium rare, 130°F to 135°F, is the range at which steaks are most tender, juicy, and flavorful."

Then it hits you that you don't have a meat thermometer. But since you're already chatting, you ask a follow-up, dropping the detail about what you're trying to make. "Okay, Google, how long do I cook it?" This question would flummox Alexa, but Google Assistant nails it: "Place the steaks on the grill and cook until golden brown and slightly charred, 4 to 5 minutes. Turn the steaks over and continue to grill for 3 to 5 minutes for medium rare."

Interactions like this make it easy to imagine the moment we have our first full conversation with a device, peppering in inside jokes along the way. It's not that far off. To imbue its countertop A.I. device with a gab-worthy charm, Google has already hired talent from *The Onion* and Pixar.

If Wall-E could win hearts without speaking a word, imagine what a cheerful chatterbox could do armed with the gobs of data we share with it through casual banter. So for now, it's just an appliance. But soon, you may call it your friend.

# Automate



## Your New Houseguest Has Arrived



# Getting the Home Office Up to Speed



## THE EERO PROMISES YOU'LL NEVER HAVE TO WORRY ABOUT SLOW WIFI AGAIN.

If 2016 proved one thing about the American workforce, it's that the corner office is officially dead. Long live the corner office.

The majority of workers still go to a place of business, yes, but it's no longer the absolute standard, and professionals across the board crave a schedule that allows more flexibility to contribute from home. A June 2016 report from the Society of Human Resource Management found that in the 20 years the organization has studied employee benefits, the desire for telecommuting has gone from 20% to 60%. And the most recent Bureau of Labor statistics find 38% of people in management, business, and finance (and 35% of professionals overall) do some or all their work from home. And it makes a difference. A survey from the HR association World at Work revealed that more than three-quarters of managers and staff polled globally said workplace flexibility increases employee engagement and satisfaction, and more than two-thirds noted an increase in employee motivation.

There was another sea change in 2016 that ensures working remotely is a permanent way of life. The first members of Gen Z — kids born starting in 1994 — joined the workforce (at a time when some 10,000 Baby Boomers retire a day). For them, and their Millennial predecessors, it's a nearly even split between those who crave a corporate cubicle and those who want to plug-in from their living room or set up camp in a coworking space.

Flexibility is far more important than stability, so long as they have the connectivity that makes a mobile workforce possible. The entire freelance/home business lifestyle — from garage startups to kitchen-table operations — collapses under spotty WiFi. Is there anything more frustrating than trying to meet a deadline as the signal keeps falling out?

Have no dropout fear, the Eero is here. Launched in February 2016, it's the world's first residential WiFi system.

And CEO Nick Weaver is so confident in Eero's streaming ability, he makes a solemn promise to entrepreneurs on the company website. "No more buffering. No more dead zones."

Named after Eero Saarinen, the architect and industrial designer behind works as varied as the Tulip chair and St. Louis' Gateway Arch, the device eliminates the single-router system. "Relying on one router to provide Internet throughout your home is like expecting a light bulb to illuminate your entire house. It's simple physics. WiFi waves don't travel through walls or objects easily," says Nate Hardison, Eero's co-founder and CTO.

"Nick approached me a few years after we graduated from Stanford. He'd spent the past decade playing IT admin for his friends and saw how challenging it was to set up routers and manage networks and how, too often, the WiFi simply didn't work. WiFi is as essential a utility as electricity, yet people are still hooking their routers up to Christmas tree timers to reboot them overnight. This is why we set out to build the best home system."

A common complaint about mesh networks is that installation can be complicated. Eero's is relatively hassle-free; all it takes is an app, attests *Computerworld* Contributing Editor JR Raphael. A freelancer, he recently moved into a larger home only to find his best-laid WiFi plans were a joke.

"My office resides in a basement, so I figured I'd put an Ethernet port there for reliably speedy Internet access, since the router was upstairs. As it turned out, there was no great way to get a hardwired connection to my 'bunker,' so WiFi was my only option. The first day I tried to get online, I discovered the signal was weak, bordering on unusable, so I ran out to pick up an Eero. Within minutes, I had fast, dependable Internet at my desk and everywhere else in the house."

Basically, each unit covers 1,000 square feet and should be at least 40 feet apart for download speeds between 90 and 150 MBPS — yes, even in that formerly dead spot in your rec room. Reviewers at Gizmodo and Engadget have raved, the latter opening with "Before we get to its blistering speeds, let's start with just

### Startup Starter Kit 2.0

Home offices run on game-changing services like Bench for accounting, SquareSpace for websites, and Moo for business cards. All launched in 2016, here are a few more to add to your toolbox:

The average American spends 42 hours a year in traffic. Wouldn't it be great to get those 2,520 minutes back? Enter this site focused on flexible gig and career opportunities. The ten-buck trial is a small price to pay for freedom.

Perhaps productivity is down because your home is where your heart — and all of your distractions — are. This UK firm just teamed up with Podzooks for US distribution of its \$30k "shedquarters": curved plywood walls, porthole windows, and a gullwing door. Finally, an orb of one's own.

There's one guarantee to running a home business — stress. Designed by Harvard psychologists, this five-minute-a-day meditation app reduces stress while increasing creativity and allowing you, the blissed-out industrialist, to get a good night's sleep.

Ryan Holmes, CEO of popular social-media dashboard Hootsuite, started propping his laptop on a box following a back injury. Now a more refined model can be yours with the \$25 Oristand, a portable, cardboard perch. Science has linked sitting all day to higher death rates, so get fitter by going bipedal for parts of the day.

Anywhere Workday

Archipod

Simple Habit

Oristand

how cool this thing looks." One of Eero's selling points is that it's both compact and elegant. The glossy white pods are about the size of a cheeseburger, but stylish enough to sit out in the open.

"Apple and Nest have taught consumers not to settle for ugly gadgets," says Hardison. "Traditional routers resemble spaceships with the antennae and blinking lights. But this you don't have to hide in the closet."

The working world is changing. Strong WiFi is as vital to the modern economy as the assembly line was to the last century. "A network like Eero can certainly address one hurdle of working from home," says Raphael. The corner office isn't dead; it's just in your basement. Long live the corner office.

## The Commune Makes a Comeback

FROM SAN FRANCISCO TO NEW YORK,  
CO-LIVING SOLUTIONS ARE GOING  
MAINSTREAM—AND UPSCALE.

Whether in the form of a cozy studio or a three-story brownstone, for most Americans, the real estate dream has always been to have some room of one's own. "Good fences make good neighbors," the poet Robert Frost once wrote, summarizing a national sentiment that's tended to prize privacy and personal space.

But a remarkable new movement known as co-living or cohousing is disrupting this basic assumption about what desirable homes look like, instead embracing residential arrangements that encourage and facilitate built-in communities. An umbrella term, co-living encompasses a diverse array of options, from luxurious rentals where affluent creatives bond over meditation classes and shared kitchens to back-to-the-land collectives intended for empty-nesters.

The trend has been bolstered by a surge of entrepreneurial and development companies seeking to cater to the growing demand for co-living options, a rise precipitated by skyrocketing rents in major cities, an aging class of Baby Boomers, and a rising cultural tolerance for sharing. Even condominiums that aren't expressly co-living oriented are offering more and more communal amenities to draw in millennials.

Over the course of the past year, the co-living phenomenon burst onto the public stage in major American cities, thanks in particular to the efforts of two highly polished, well-funded start-ups. In April of last year, the property manager WeWork, valued at \$16 billion, launched

# A d a p t





“Are developers in three or five years going to be building units from the ground up, designed for this concept? I have no doubt about that. I think the appeal plays out across multiple generations, multiple demographics, and multiple types of housing.”

its residential co-living venture WeLive in Brooklyn and Washington DC, offering furnished apartments available month-to-month. Then in December, Common — a co-living real estate company that currently rents shared spaces in New York and San Francisco — expanded to DC’s Shaw neighborhood with a 24-bedroom unit. By the end of 2017, they plan to open in three new cities.

On the West Coast, California real estate firm OpenDoor specializes in co-living, running three houses in Berkeley and Oakland, including Euclid Manor, a 6,200-square-foot mansion that’s home to 11 residents who cook, clean, and play under the same roof. In San Francisco, 21st-century communes like Assembly, the Loft, and the Convent are flourishing, offering digital nomads, entrepreneurs, and coders the chance to pal around and network.

“We’re seeing large numbers of people moving to major metropolitan areas who need a secure, inviting place to live,” say Bridgette Farrer,

Common’s West Coast general manager. To date, Common has received more than 10,000 applications for spots at its five properties scattered throughout Brooklyn — including an upscale, 20,000-square-foot, 12-suite complex in Williamsburg — and two in San Francisco. Roughly half of the residents — typically professionals in the 20-to-30 age range — are new to the cities. The appeal of Common, says Farrer, is, “about an idea of community, wanting to know your neighbors, creating a sense of home through living with others, events, and dinners.”

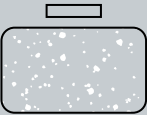
Residents pay from \$1,340 to \$2,600 for single bedrooms outfitted with West Elm furniture; Casper mattresses and Parachute linens are provided. Bathrooms are occasionally shared, as are spaces like kitchens, living rooms, and roof decks. Common living is fairly cushy: cleaning crews come through weekly to keep things tidy, paper products and kitchen supplies are regularly stocked, and utilities and Wi-Fi are folded into the monthly fee.

**Room Traits**  
Presaging this co-living craze, the 2008 launch of Airbnb signaled that many people were willing to share their homes with strangers. Envisioned as an alternative to pricey hotels for short-term travelers, the peer-to-peer renting site has since inspired many surprising uses, thanks to its 60 million guests and 600,000+ hosts.



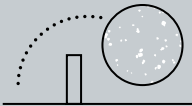
Disaster Relief

When disasters strike, nearby empty homes are life-savers. Airbnb has assisted in 47 global emergencies; during Hurricane Matthew, the company offered 3,000 accommodations in affected states for free.



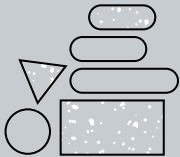
Business Travel

Companies such as Google and Morgan Stanley are increasingly putting up traveling staff in Airbnb rentals, which tend to be cost-effective and foster a communal vibe among colleagues.



'Hood-Hopping

For people moving to a new city or current residents looking for a change, Airbnb has become an exploratory tool, allowing prospectors to drop into a neighborhood for a few days at a time to get a first-hand feel for the locale.



Developer Opportunities

With house prices rising, some home builders have begun designing properties with paying guests in mind. At the annual New American Home show last year, a developer unveiled a 5,200-square-foot house that could accommodate two families at once.

Common eschews the comparison to “adult dorms,” though the spaces — and the plethora of organized group activities including book clubs and bowling outings — do resemble collegial environments meant to foster friendships between strangers.

“There’s a good segment of the population that’s eager to have a more social living experience,” says Jason Stoffer, a general partner at venture capital firm Maveron, which led a \$7.35 million Series A financing round for Common in 2015. Stoffer now sits on its board of directors. “A big thesis of ours is that millennials in particular want to work, play, and live differently than the generations before them.”

Co-living — with its idealistic undertones and potential to disrupt a massive market — has become catnip for the VC community. WeWork, which has raised roughly \$1.7 billion in private capital, believes that WeLive will account for 21% of its revenue (around \$605.9 million) by 2018, according to a leaked investor pitch.

Commenters have pointed out that while co-living might seem unorthodox by contemporary standards, modes of collective living dot the history of human civilization, dating back to inter-family hunter-gatherer tribes and medieval-era common houses. With society showing a healthy appetite for sharing economy innovators like Uber and Airbnb, investors are betting that co-living could start shifting the real estate paradigm in the near future.

“Are developers in three or five years going to be building units from the ground up, designed for this concept? I have no doubt,” says Stoffer. “I think the appeal plays out across multiple generations, multiple demographics, and multiple types of housing.”

In fact, the other segment of the population which has expressed the most interest in communal living situations are Baby Boomers and seniors. “There’s a shift in the culture where enough people feel like they don’t have to do what their parents did,” says Charles Durrett, a California architect who’s designed approximately 55 cohousing developments. “A lot of Boomers, after the experience of putting their parents into assisted care or nursing care, are looking for new

options.” Durrett helped popularize the term and concept of cohousing in the US after discovering such communities in Denmark in the 1970s.

These neighborhoods blend private homes with large shared spaces and a philosophy of codependency. The Cohousing Association of the United States estimates there are presently around 160 such communities in the country, with another 130 in the process of forming. They range from ventures like Serenbe, a stylish New Urbanist development outside Atlanta to the expansive Mountain View Cohousing Community, a Bay Area hamlet of 19 condominiums whose units went for \$900,000 to \$1.1 million.

Especially when kids move away, older generations find themselves looking for living arrangements where they can be helped and help each other. “We have 20 seniors in the cohousing community I live in, and they wax about how much they learn from each other and how much they need each other,” says Durrett. “It’s palpable. You walk in, and you just see a lot of people doing things together.”

While the greater portion of the population may not be quite ready for full-on co-living situations yet, a number of real estate professionals are already seeing reverberations in the larger industry that appear to reflect a similar trend. “I think in this digitally connected world, people are looking to be more physically connected to each other,” says Stoffer. Home ownership has decreased dramatically for millennials; according to one estimate, roughly 70% of people in the 18-34 age bracket rent. Meanwhile, there’s been a jump in demand among millennials for smaller square footage apartments in condos and rental buildings that feature plush communal amenities. Vegetable and herb gardens, dog parks, mini-movie theatres, and yoga studios are just some of the offerings developers are increasingly including. In the end, the ultimate luxury for today’s plugged-in savants may simply be old-fashioned good company.

## CARRYING FORTH A LONG TRADITION, TODAY'S CULTURAL HUBS STAND TO TESTIFY: IF YOU BUILD IT, THEY WILL COME.

On September 24, 2016, President Obama introduced the last full site on the National Mall — the National Museum of African American History and Culture. To a crowd of 7,000 invited guests (and thousands more watching on Jumbotron nearby) he celebrated the completion of this testament to the country's narrative, a museum that takes visitors on an emotional eight-floor journey through slavery, emancipation, segregation, and forward into a brighter future. "I, too, am America," he said, paraphrasing Langston Hughes.

"It is a glorious story, the one that's told here... And it's a story that perhaps needs to be told now more than ever." As visitors toured the 400,000-foot structure, many were both elated and overcome.

Overnight, it became the most exciting site in our nation's capital. Opening weekend tickets sold out within an hour. Two days later, advance entry tickets were booked solid through the end of the year. In a city of museums, NMAAHC still manages to be a blockbuster, proving that dynamic cultural institutions have the power to draw visitors — locals and out-of-towners alike — like nothing else.

Inventively conceived by architect David Adjaye, the physical structure has helped to — subtly, elegantly — redefine the landscape of the National Mall. "It's an enormous museum, but most of it is underground," says Kriston Capps, a writer for *The Atlantic's* CityLabs. "What you see is a jewelbox that fits existing sight lines and suits its neighbor, the Washington Monument, but what you get is a much, much larger museum that's invisible." Four underground stories keep the profile understated, but the massive steel and glass box above is enveloped in a series of rising coronas (a reference to the capitals of Yoruban columns) and sheathed in a bronze-coated aluminum grill inspired by those found in African-American communities in Charleston and New Orleans. Outside, a substantial covered porch, plentiful seating, and rippling water invite guests to convene in the shadow of the structure, taking in quintessential Capitol Hill views.

If Adjaye's creation exhibits the vitality of cultural landmarks, it's only the latest in a string of recent successes around the country. In Miami, the once down-at-heel warehouse district of Wynwood has transformed into some of the country's most in-demand real estate, largely thanks to a partnership between developer Tony Goldman and a community of brilliant graffiti artists, who made endless, windowless factory walls into their canvas.

In New York City, countless similar projects have revived neighborhoods, but none in recent memory was so effective as the renaissance brought on by the Brooklyn Academy of

Music in Fort Greene. Extant since 1861, BAM established itself as a champion of progressive performance by the 1960s, eventually tasking world-class architect Hugh Hardy with transforming the decrepit Majestic Theater into the eponymous Harvey Theater (no stretch for the performing arts specialist, who also worked on Radio City Music Hall and Lincoln Center).

It's now the most in-demand space within the BAM campus, which is currently undergoing a \$25 million initiative that will physically link their three facilities. The surrounding area, known as the BAM Cultural District, is among Brooklyn's most desirable neighborhoods, with construction of a 32-floor, residential high-rise, BAM South, currently underway.

And American cities should prepare for more culture shock. In 2018, The Nader Latin American Art Museum will open in the heart of Downtown Miami. When it does, it will be the largest museum of Latin American art in the world. Designed by Mexican architect Fernando Romeo, the plan features four colossal terraces rotating on an axis for pedestrian use, a performing arts center, and restaurant, plus two residential towers that will help fund the museum.

In New York City, Diller Scofidio + Renfro and the Rockwell Group have designed the much-anticipated Shed, a six-story visual and performing arts center with an expandable 16,000-square-foot 'roof' that extends from the façade to house additional events (New York Fashion Week has been eyeing the site eagerly).

On the West Coast, San Francisco may be the most exciting site for arts expansion — not with a museum or theater, but an entire island. A former World's Fair site, and later a naval base, Treasure Island was recently approved for a \$1.5 billion redevelopment project. This promises 8,000 new housing units on the man-made island (no small prize in one of the country's most expensive housing markets), as well as 500 hotel rooms, a new ferry station, and an agricultural park, but most interesting may be the \$50 million allocated to public art on the island. This could take the form of sculpture, light displays, performances, and festivals, and promises to draw to the space that exceeds the promise of a cheaper apartment or skyline views.

The potential is limitless, and today more than ever, it's spaces like these that beckon us beyond our doorsteps. As new landmarks dedicated to our past and present rise across America, we owe it to ourselves to come together and see them firsthand.

Places like the NAAMH and BAM, and one day, Treasure Island, are what define our cities. And what are cities if not the very intersection of humanity?

# Congregate



## The Community Concourse, Reimagined



# R e s t o r e



## America’s Industrial Past Gets a Home Makeover

### THE MOST VIBRANT RESIDENTIAL AREAS AROUND THE NATION ARE DERIVING INSPIRATION FROM THE MOST AUTHENTIC OF SOURCES: THEIR OWN HISTORY.

Rising skyward over Manhattan’s west side, 10 Hudson Yards represents 52 stories of glass, concrete, and change; its May 2016 unveiling marking the official debut of a 28-acre redevelopment project decades in the making. Upon completion in 2024, the neighborhood — built entirely on platforms elevated above a working rail yard — will feature roughly eight million square feet of office space (for companies that include Coach, HBO, and TimeWarner), 75,000 square feet of dining options (curated by Per Se chef Thomas Keller), 4,000 residences, and four acres of green space.

The massive project — the biggest private development endeavor the US has ever seen — is expected to cost upwards of \$20 billion. It’s also expected to add \$19 billion a year to the local economy, poignantly reinstating this site — historically known for accepting people and products into the city — as a thriving center of economy. “When complete, Hudson Yards will see more than 125,000 people working in, living, or visiting the neighborhood each day,” says Ken Himmel, CEO of Hudson Yards brainchild Related Companies, who worked especially hard to install marquee names that include José Andrés, Costas Spiliadis, and Danny Meyer on the food side, and Neiman Marcus (Manhattan’s first) on the retail.

Hudson Yards is but one example of an increasingly pervasive trend: One in which the most anticipated redevelopments across the country are working with, and not around, their existing spaces — many of them commercial or industrial areas that had been left for dead.

Washington DC’s Southwest Waterfront, home to the country’s longest continually operating open-air fish market (since 1918), is quickly

becoming a new kind of nerve center. Here at the confluence of the Potomac and Anacostia rivers, apartments, eateries, and offices are arising across 24 acres of seaside property.

Meanwhile, in Brooklyn, the emerging neighborhood of Gowanus — once defined almost exclusively by its polluted canal — has become an adult playground of sorts, with developers using the land to attract outdoor enthusiasts with archery, climbing walls, shuffleboard, and tennis courts. Just a few miles north, construction began on Dock 72 in the Navy Yard, a onetime hub of shipbuilding innovation and present site of New Lab, an 84,000-square-foot space housing entrepreneurs working on robotics, artificial intelligence, and renewable energy.

East Boston developer Gerding Edlen approached The Eddy, a \$135 million mixed-use development, with an eye towards honoring the community’s history. The name is an homage to Robert Henry Eddy, who created some of the earliest maps of East Boston; the buildings, fittingly, were designed to preserve waterfront access and coastal views. Running along four acres of property previously zoned for exclusive maritime use, it’s now open to the public. “By their nature, buildings create physical barriers,” says Gerding Edlen president Kelly Saito. “We did our best to not be an impediment to the neighborhood.”

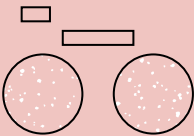
That included strategic positioning on a corner lot and integrating new green space with an existing park. And, of course, helping boost the neighborhood’s food culture, and economy, with a new eatery run by one of Boston’s most celebrated chefs, Marc Orfaly, and a ferry between the Eddy pier and Charlestown across the bay. “One of the biggest draws of East

Boston is that some of the restaurants are among the best in the city,” says Saito, “but hidden gems exist as well. We want to show people those, too.”

On the other side of the country, LA’s Downtown is rapidly transforming from a purely commercial enclave to a buzzy place to call home. With its office buildings, banks, department stores, and warehouses being reinvented as residences for the 58,000 Angelenos who live there, the neighborhood seamlessly blends historic architecture and modern skyscrapers.

And in San Francisco, the just-announced arts and innovation neighborhood Shipyard will resurrect what was once a shipbuilding lot. Helmed by starchitect David Adjaye, it will include more than 4 million square feet of studio and exhibition space for 300 of the area’s artists.

“There’s always been the client who wants the shiny new building, the Whole Foods,” says Saito. “But more and more, developers are also coming around to the thinking that there’s a segment of people who cherish the unique character of a neighborhood. They want to help preserve that. So do we.”



### A Revolution in Getting Around

All over the country, city infrastructure is adapting as neighborhood boundaries continue to expand.

In New York, the \$2.4 billion extension of the subway’s 7 line now connects the far west side to Times Square. Meanwhile, LA is bolstering its famously underused transit system to keep up with Downtown’s development.

In 2014, New York’s Water Taxi launched a route between Hudson Yards and the Financial District.

LA’s Metro Bike Share launched in July 2016 and is already planning expansion to Venice and Pasadena.

The forthcoming East River Skyway promises to transport 5,000+ people an hour between Manhattan and Brooklyn.

By Ferry

By Foot

By Train

By Bike

## RESEARCH SHOWS OUR INDOOR AIR IS FULL OF HARMFUL CHEMICALS. BUT NEW MONITORING AND PURIFYING TECHNOLOGIES ARE MAKING IT EASIER THAN EVER TO BREATHE—AND THINK, FEEL, AND SLEEP—EASIER AT HOME.

In the past few years, we've undergone a health awakening that has extended beyond tracking our steps, bedtimes, and sinful bites to each inhale we take under our own roofs. Enter the new uHoo indoor air toxin sensor. The sleek hourglass-shaped gadget, about the size of a soda can, busily monitors an unprecedented number of air contaminants.

"UHoo has eight dedicated sensors — the most on the market," says Dustin Jefferson Onghanseng, who came up with the idea for the tool with Brian Lin during a 24-hour hackathon. Users can keep tabs on temperature, dust, volatile organic compounds (VOCs), and humidity — plus carbon monoxide, carbon dioxide, ozone, and air pressure to boot.

Why the need for so much information? Well, we spend 90% of our time inside, and that trapped, recirculating air is definitely dicey. In fact, it might even be more polluted than the toxic brew you inhale while walking outside in some of the world's smoggiest cities. Study after study in recent years has shown that breathing unhealthy air can exacerbate allergies and asthma, cloud concentration, disrupt sleep, and even trigger illness.

And now that we're enlightened, we want to root out, name, and eradicate all of the invisible contaminants in our homes. So it should be no surprise that people started clamoring for uHoo (a play on the Chinese word *yohoo*, which means "excellent breathing") well in advance of its official spring 2017 release. Consumers are racking up pre-orders through uhoodair.com, and "we already have a smart city project in Europe and are doing live pilots with property developers in Asia," Onghanseng says.

The Singapore-based creators, both of whom suffer from chronic respiratory conditions, also designed uHoo with education and data-sharing in mind. Minute-by-minute air quality data is delivered to and stored in your smartphone so you can easily spot trends and send them to your health practitioners. Pretty much the only thing the uHoo can't do is actually clean your air, but it will alert you to troubling levels of any of eight measurables and give specific advice for suggested remedies (i.e. check for a gas leak, open a window, or rethink your chemical-heavy cleaning products).

Eventually, the uHoo might follow in the footsteps of Awair, an air-quality monitor released in 2015 that, last July, announced an integration with Nest, Amazon Echo, and IFTTT to make it an IoT ("Internet of Things") product. That means that it can communicate with other devices in your home — like an air purifier or de-humidifier — and automatically activate them based on its readings.

The company behind this device, Bitfinder, is targeting real estate developers and builders, as well as individual consumers. A smart move now that we have building

certifications, like Fitwel and the Well Building Standard, that signify the healthfulness of an office, hotel, or apartment building.

Delos, a wellness real estate and technology firm, is behind the Well Building Standard. The company paired with the Mayo Clinic in Rochester, Minnesota, to create a specialized lab devoted to studying how the makeup of the air inside our homes (along with light, sound, and temperature) boosts or busts our mood, health, and productivity. With those findings in mind, Delos also designed health-minded amenity packages in Massachusetts' new mid-rise Fuse Cambridge apartment building. Among the offerings are primo air purifiers that wipe out everything from pollen to pet dander to neighbors' cooking aromas.

Those who buy the multi-million dollar condos in Zaha Hadid's New York City work-in-progress, 520 West 28th Street, will enjoy indoor air that's been filtered a whopping four times. And luxury developers known for adding a LEED-certified sheen to old homes, like Troon Pacific Custom Residences in San Francisco, are considering their potential buyers' health as well as the carbon footprint by installing state-of-the-art ventilation systems and formaldehyde-free cabinetry. Starting this year, builders can even find drywall that absorbs airborne chemicals.

Air purifiers themselves have undergone a revolution in response to this clean-air craze. And some of the newest models are impressively innovative. Take the Molekule. Instead of relying on a conventional HEPA filter to trap chemicals, this contraption breaks them down at the molecular level into water and carbon dioxide. The creator, a chemical engineering professor, spent 20 years perfecting the seemingly space-age product.

Even the household giant Dyson has jumped on the breathe-better bandwagon. Its Pure Hot+Cool Link is a fan/space heater combo that claims to remove 99.97% of allergens and pollutants using a 360-degree glass HEPA filter. Put the device on "auto mode," and it will constantly respond and adjust to your home's temperature and air quality. Link it to your smartphone to track pollutant levels in real-time as well as study trends over the course of a day or week.

Dyson uses BreezoMeter to relay this information — which happens to be the same tool that real estate agents have started co-opting to provide potential buyers with the air pollution levels of specific neighborhoods or blocks.

So, sure you could get a temperature-regulating, sleep-tracking mattress or a mood-enhancing lamp to feel healthier inside your house. But to take the most holistic approach to wellness at home, you'd be wise to improve on — or invest in — that invisible element we can't live without.

# R e v i v e



## Raising the Oxygen Bar



## A New Dimension to Interiors



# D e s i g n

## HOW VIRTUAL REALITY AND 3D-PRINTING ARE CHANGING HOW WE MAKE A HOUSE OUR HOME.

To bring a three-dimensional idea to life, we humans tend to sketch a two-dimensional prototype. Initially, we scrawled on the walls of caves. Then, with the advent of the printing press, we began translating our ideas on paper. Over the last decade, computers have finally made it possible to bypass the 2D phase of idea generation. But, until now, you needed a master's degree of expertise to take advantage of these new technologies. So when the extraordinarily intuitive 3D app Tilt Brush became available to the general public last April, it marked a seismic shift in the history of human creativity.

Tilt Brush enables you to "paint" in three-dimensional space with a wide variety of colors, brushes, and textures. To scale, rotate, and walk around your work. To import 3D models into it. Even to sync your images with music. Indeed, with Tilt Brush, you can create an entire world from the virtual ground up.

This past August, indie-rock band Ball Park Music, unveiled the first (though certainly not the last) music video made with Tilt Brush. It featured visually drawn lyrics that pulse with the beat, colorful laser beams, and all manner of trippy scenes. "As someone who's spent a lot of time in virtual reality and Tilt Brush," director Jaymis Loveday explained on Reddit, "the piece is kind of exciting, but not mindblowing. For people who don't VR, their brains have been unilaterally melted."

Even though the environment you create in Tilt Brush only exists through the lens of an HTC Vive virtual reality headset, a new wave of 3D authoring tools with real-world applications are already hitting the market.

Released last October, the Paint 3D app for Windows 10 empowers the masses to create in 3D and share the results across PCs, smartphones, tablets, and the HoloLens — Microsoft's "mixed reality" holographic visor that enables you to overlay digital 3D content onto the physical world. When it comes to re-imagining your home, the possibilities are literally endless. Say you've been thinking about changing the color of a pendant light in your foyer from white to black. Simply scan the white fixture, upload it, paint it black, don your HoloLens, and "install" the digital version in your actual foyer. If you like what you see, export your creation to a 3D printer.

In other words, you can now make it *real*.

“The 3D revolution has only just begun. It will be more intuitive than sketching on paper and will democratize the design process.”

Virtual Reality



ENVIRONMENT

All of your surroundings are virtual. Nothing is real.

DEVICE

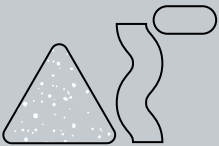
HTC Vive; Google Cardboard; Oculus Rift; Playstation VR

PRICE

\$15 to \$799

Reality Show

VR still passes muster as a catch-all term. But last July, when Pokémon Go exposed a breed of digital monsters living in our real-world midst, a new term popped up: augmented reality. It describes a different type of immersion, one likely to have a greater impact on our daily lives. Here's how they stack up.



ENVIRONMENT

Real surroundings with virtual elements mixed in.

DEVICE

Microsoft HoloLens; Epson Moverio; Google Glass; any smartphone

PRICE

\$0 to \$3,000

Digital Design Assistants

Simultaneous with the release of Paint 3D, Microsoft announced a partnership with the world's largest home renovation platform, Houzz, to capitalize on the new app's interior design potential. In the launch demo, a customer browsing the popular site selects a chair, then pulls it into his living room with a HoloLens. At \$3,000, the gadget isn't exactly a mass product, but this spring, Microsoft will put out a line of mixed-reality visors starting at an accessible \$299.

In the interim, home retailers from Wayfair to Lowe's (another Microsoft partner) are busily digitizing their catalogs for 3D viewing. Similarly, Ikea's pilot app, The IKEA VR Experience, invites you into a virtual kitchen, encouraging you to provide feedback as the company fine-tunes its own ambitious forays into virtual shopping.

Meanwhile, several new online retailers have combined Ikea's flat-pack model with innovative tech to offer unprecedented degrees of customization at a fraction of the cost. The best of this trend, Tylko — a Polish word that translates as "the only one" — offers bespoke shelving, as well as a table template conceived by the legendary SF- and NY-based industrial designer (and Tylko backer) Yves Béhar.

Tylko's augmented reality app and desktop platform enables you to visualize what a table or a shelving unit will actually look like in your home; the basic shape remains consistent, but you have free reign in determining the right dimensions to fit your space — not to mention your budget. Each time you adjust the measurements, the color and density of the wood, or the number of rows and columns in a shelving unit, Tylko provides you with an updated price quote. Béhar dubs this self-empowering approach to furniture shopping "adaptable authorship" — and it's going to become commonplace much sooner than you think.

You can also say goodbye to the days of taping paint chips to your wall; with Home Depot's Project Color app, simply hold your camera phone up to your room, then click-paint your walls to get a realistic sense of how one out of 1,000-plus hues plays with your décor. Cabinet Collection, a Dallas-headquartered custom kitchen outfitter, offers an even more immersive shopping experience: once you've settled on your specs, they'll transform 3D renderings of your renovated kitchen into a 360-degree environment you can explore via the cheapest VR headset on the market, Google Cardboard.

Frontlines of Home Furnishings

An increasing number of professional designers are uploading 3D printable files to Shapeways — the go-to 3D-printing service and marketplace. "Even a novice like me can build off their designs," says Shapeways VP of Community Engagement Rebecca Fretty before reeling off several creations on the site that have caught her eye: "Custom planters, switch plates, tableware accessories like napkin rings and wine stoppers. Like me, I think people just want everything to feel more personal."

To that end, Shapeways has partnered with designers across many verticals. Just last year, it collaborated with Philips and HP to showcase the technology's endless potential as well as the capabilities of its 5,000-square-foot factory in the Queens section of New York City.

But let's say you'd rather leave product design to the experts, leveraging the power of 3D printing to acquire their work on a limited-edition basis. OTHR, a New York City startup launched in May 2016, enlists some of the world's most acclaimed talents to craft sleek, heirloom-quality, 3D-printed objects that look and feel as if they were handcrafted.

Every two weeks, OTHR debuts a new piece: a porcelain bookend; a bronze cake knife; a geodesic steel bottle opener. Each piece gets marked with a serial number, and once it sells out, it's gone forever. By 3D-printing objects in small quantities, OTHR incentivizes designers to take greater risks while ensuring the singular nature of your purchase. Everybody wins.

Next-Gen Architecture

While today's mass-market 3D printers can only produce pieces at object-scale, it is now possible to conceive of a future when anyone with sufficient means and desire will be able to design and print their own house. A Chinese construction company called HuaShang Tengda accomplished the feat last summer, using ten 3D printers to build a two-story concrete villa on-site in just 45 days.

No sooner had it been completed than Tennessee's Branch Technology — inventor of the world's

largest free-form 3D printer — invited architectural firms and amateurs alike to submit prospective designs for America's first single-family, free-form, 3D-printable home.

The winning entry, by Chicago-based firm Curve Appeal, was an undulating, futuristic-yet-functional living structure, construction on which is slated to begin this year in Chattanooga.

Branch Technology also recently partnered with acclaimed New York City architecture firm SHoP on a pair of trailblazing structures to demonstrate the sheer beauty of digital fabrication. Inspired by the shape of a jellyfish, these two pavilions, "Flotsam and Jetsam," formed the gateway at December's Design Miami exhibition before moving to a plaza in the city's Design District.

"We don't want this to be a one-off thing," SHoP cofounder Greg Pasquarelli has said to the five-year-old industry news site 3ders.org. "Sometimes you have less ability to be experimental with a 1,000-foot-tall tower so you take opportunities with smaller projects to push what you can do. The speed at which you can do small projects like this is great since you can test new ideas and these then seep into your hand and eye, eventually impacting how you design in the next few years."

Beyond 3D printers, architects are increasingly using virtual reality to invite clients and curious fans alike to explore life-like, digitized versions of their structures with the aid of a headset. When Manhattan-based Danish starchitect Bjarke Ingels unveiled his spectacular Serpentine Gallery Pavilion in London last June, it was accompanied by a VR component that empowers anyone to stroll along its curving wall of translucent fiberglass blocks, step inside its cavernous interior, and experience its spellbinding optical effects.

The implications for anyone who commissions an architect from here on out are clear: while you may not be able to make heads or tails of a 2D blueprint, the opportunity to wend your way through a life-like simulation of your prospective dream home (before the contractor starts making it a reality) is bound to ensure a far more favorable result.

Retail Therapy

Just because online shopping is becoming more immersive doesn't mean brick-and-mortar stores aren't keeping pace. Showrooms are going to great lengths to enhance the IRL experience, and Pirsch, the high-end home chain that burst onto the scene in May 2016, provides the most persuasive picture of the future.

Populated with wares by Bertazzoni, La Cornue, and Viking, domesticity has never felt so decadent. Better yet, at its 32,000-square-foot New York City flagship — not to mention outposts in LA, Atlanta, and Dallas — every faucet, grill, and oven is ready to be test-driven.

Indeed, even taking an in-store shower at Pirsch is encouraged. Because some experiences simply can't be replicated.

#3D Everywhere

With Facebook 360 — a photo and video feature powered by Oculus, the social network's own VR arm — it's easy to recognize the potential embedded in these cutting-edge tools.

Take house-hunting. Where we once lost our precious weekends to hopping from open house to open house, soon brokerages and agents will be posting links to 3D tours on Facebook that we can take while waiting in line for lunch. Where we once shared interior design ideas via 2D images on Pinterest, soon we'll be fielding feedback from our friends in the form of immersive environments. Anytime you decide to rearrange the furniture in your living room, or think about swapping out your couch for a custom loveseat, you'll be able to compare a cross-section of reactions from the people you trust.

"The 3D revolution has only just begun, and 3D literacy is already starting to penetrate," says Oluwaseyi Sosanya, co-founder of Gravity Sketch. Initially conceived as a 3D authoring tool for professional industrial designers in 2013, the pioneering London startup has partnered with Shapeways and will release a new-and-improved version of its app this month, aimed at a mass audience.

"It's going to be more intuitive than simply sketching on paper," Sosanya promises. "We will democratize the design process."



The event in Guadalajara, Mexico, had all the trappings of a Silicon Valley product exhibition — a darkened auditorium, an audience of adoring fans, and a keynote speaker with megawatt charisma showing off a slick PowerPoint presentation.

The difference being, that speaker — SpaceX CEO Elon Musk — wasn't stepping out to show off a new laptop or revolutionary smartphone. "What I really want to achieve here," he said in his opening statement at last September's International Astronautical Congress, "is to make Mars seem possible — something we can do in our lifetimes. And you can go."

Musk is known for making such bold promises; he's the same guy who made electric cars sexy again as the owner and CEO of Tesla and who revolutionized digital banking with PayPal. There's a reason he's reported to be Robert Downey Jr.'s model for portraying the overconfident genius billionaire Tony Stark. But unlike IronMan and his flying suit, Musk's plans will require far more than CGI magic to bring them to life within a decade.

Last April, SpaceX took another big step toward making Mars colonization a reality by 2026 — its intended deadline — with the successful landing of a Falcon 9 booster rocket on a drone ship in the Atlantic Ocean. On a typical mission, the booster rocket — which provides the primary source of thrust — would simply fall back to Earth and splash into the salt water after propelling the launch vehicle into orbit. The corrosion would render it unusable for future missions.

The Falcon 9, however, is able to burn its remaining fuel reserves during this descent period and gradually lower itself back onto a drone ship's landing pad. This means SpaceX can use one rocket multiple times — drastically cutting down on the cost per mission. This development factors into Musk's long-term plans in a critical way. "If reusable rockets drive down the cost of launch, we'll see more launches, more rapid technology advancement, and ultimately more demand that can sustain an economy beyond Earth," says Mason Peck, Ph.D., associate professor in the Department of Mechanical

## COLONIZING OTHER PLANETS USED TO BE THE STUFF OF SCIENCE FICTION. IF SPACEX HAS ITS WAY, A NEIGHBORHOOD ON MARS IS WITHIN OUR SIGHTS.

and Aerospace Engineering at Cornell. "We'll do better — explore more, discover more — as spacecraft engineering comes to resemble successful examples like consumer electronics and automotive manufacturing."

That's not necessarily a job SpaceX will be able to do entirely on its own — and there are already early signs that the company is willing to collaborate with related agencies and manufacturers. Last April, for instance, they announced a partnership with NASA in which the government will provide technical support for upcoming missions in exchange for data. In 2015, SpaceX also accepted a \$1 billion investment from Google and Fidelity — Google, it's worth noting, also owns Skybox Imaging, a company that manufactures high-resolution satellites. Going forward, they could also explore partnerships with companies like Texas-based Nanoracks, which is already operating a laboratory in space, or Las Vegas-based Bigelow Aerospace, which builds lightweight, durable space habitats. So far, though, there is no evidence to suggest those partnerships have been explored.

But for Mars colonization to be truly realistic, Musk concedes that SpaceX will also need to build one of the largest spacecraft in history — one capable of carrying hundreds of people, as well as enough cargo to sustain a small colony.

Just to achieve orbit, that means SpaceX would need a rocket more powerful than the Saturn V used on the moon missions, which was retired in 1973. Even then, the shuttle would still need a significant amount of fuel to begin its journey to Mars. Musk hopes to solve this problem by having that same booster rocket detach, return to Earth multiple times to refuel, and then bring spare fuel back to the shuttle.

There are obvious concerns surrounding this plan — chief among them that SpaceX's technology, while

impressive, has already been shown to be far from foolproof. Last September, a Falcon 9 rocket burst into flames as it lifted off. The ensuing combustion destroyed all of its cargo. (Thankfully, no people were harmed, and investigators are still looking into the source.) "The explosion is definitely a concern," says Michael Shara, Ph.D., curator of the Department of Astrophysics at the American Museum of Natural History. "But remember that lots of early NASA rockets exploded, too."

Critics, meanwhile, have also begun to cast doubts on Musk's ambitious timeline and relatively conservative budget. "The proposed cost of \$10 billion should be multiplied by at least a factor of 10," says Adam Bruckner, Ph.D., a professor at the University of Washington's Department of Aeronautics and Astronautics.

"People forget that Mars has a hostile environment, colder than Antarctica," adds Bruckner, "with a thin, mostly-CO2 atmosphere that doesn't block UV radiation."

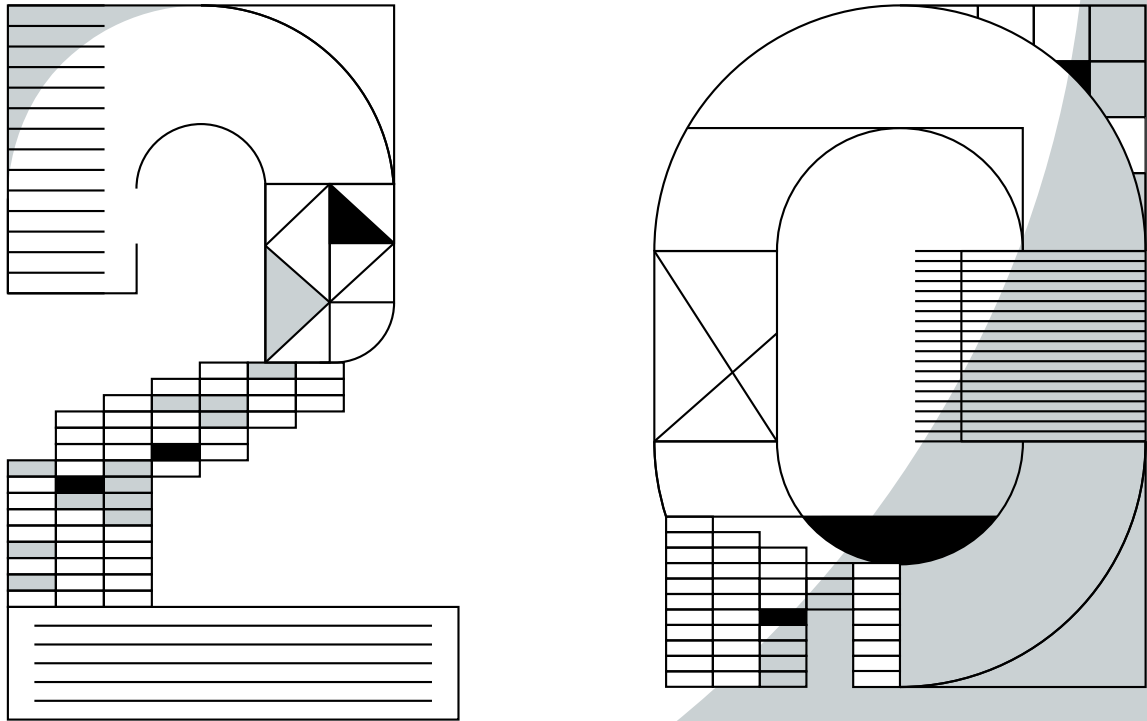
Given the scope of SpaceX's ambitions, setbacks and cost overruns may be inevitable. Through trial and error, Musk and his engineers no doubt hope to foolproof the launch process over the next decade, while honing their financial projections. In the meantime, they'll remain focused on their more immediate goals, which include the development of the company's most powerful rocket, the Falcon Heavy, expected to launch in early 2017.

If that goes as planned, it would keep SpaceX on track for its most ambitious short-term goal — the launch of its Red Dragon space capsule in 2018, an unmanned mission that will serve as its first official attempt to safely land a spacecraft on the surface of Mars. It will also be a make-or-break moment for Musk to prove that he's able to deliver on what may be the biggest promise to humanity that anyone has made this century.

# Explore

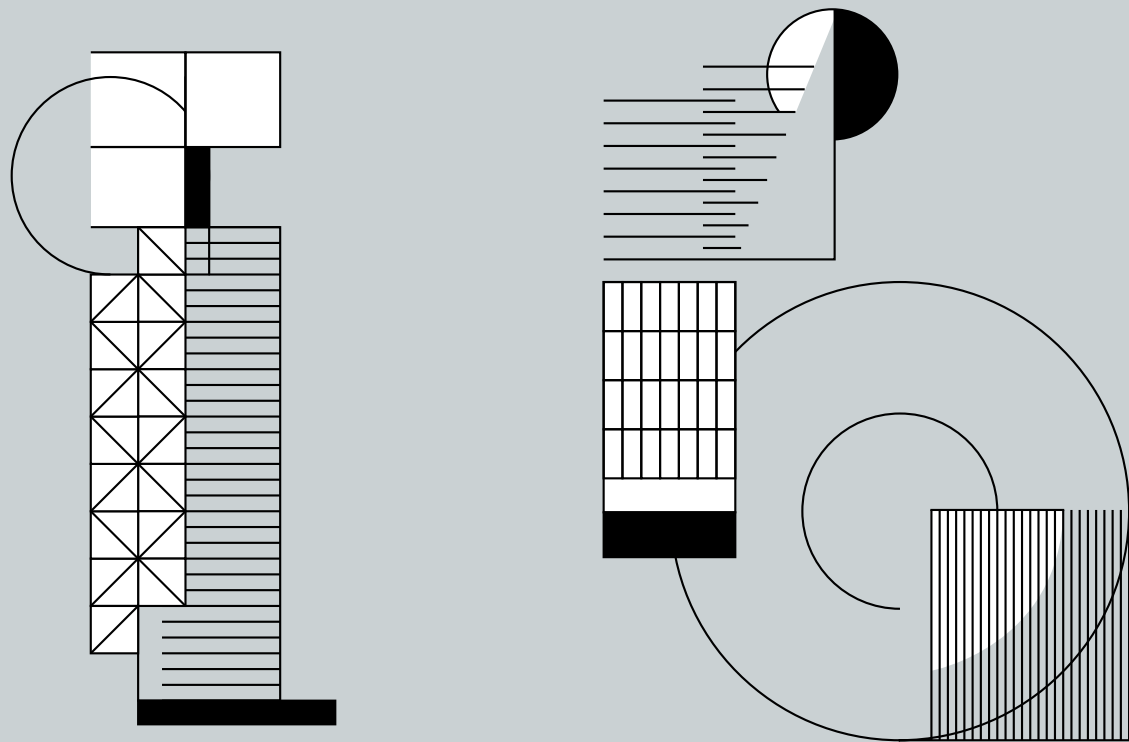


## An Intergalactic Home Address is on the Horizon



# A Year in Review

From San Francisco's shores to the slopes of Aspen, the Compass difference is hitting home. Punctuated by new markets, technology launches, and an ever-evolving brand, every quarter we accelerated our business strategy, solidified the pledge we make to our agents, and raised the bar for our clients nationwide.



## LEADERSHIP On the Threshold

Compass' two founders reflect on the past year and predict what's to come for the company.

"As we launched in cities as diverse as Aspen, Cambridge, and San Francisco, I spent a lot of time in each and observed an important consistency. No matter the ZIP code, I witnessed agents and staff working together with the singular goal of elevating client service. I anticipate 2017 will mean even greater strides against market leadership from coast to coast."

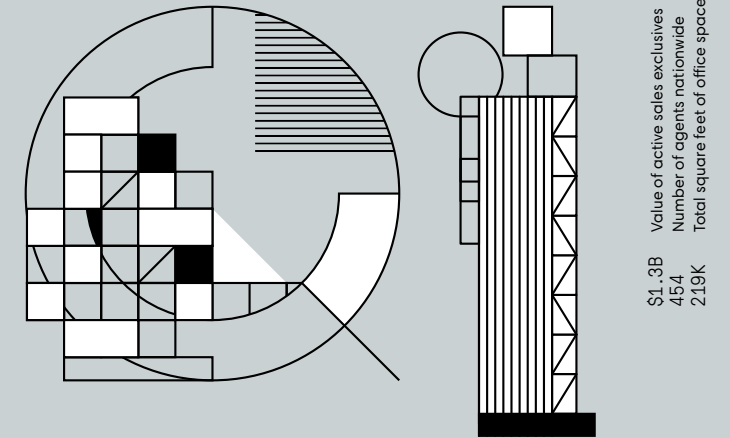
— Robert Reffkin, CEO

"From building efficiencies into vital processes, to democratizing real estate data, to optimizing client-agent collaboration, this year surfaced tremendous advances. I have every confidence that 2017 will usher in even more truly transformational technologies for agents and clients alike."

— Ori Allon, Executive Chairman

Illustration: Nick Almquist, Jeff Lai, Andrew Rutledge, and Paul Vlachou

## Milestones



Value of active sales exclusives  
\$1.3B  
Number of agents nationwide  
454  
Total square feet of office space  
219K

New cities, new time zones, new ideas  
in marketing — it's time to raise the roof.

## EXPANSION West World

On February 4, Compass continued our steady ascent up the California coast, setting up shop in Montecito. The region extended a warm welcome, with 21 leading agents coming aboard within the first three months. That set the precedent for our growth strategy throughout 2016.

**"This year we experienced a shift every growing firm aspires to, no longer pushing into new markets so much as being pulled into them. We expanded our footprint in regions where we're already operating, letting the surrounding submarkets' demand for a better real estate platform guide our growth into 18 new offices. This focus on depth led us to achieve our first double-digit market share figures."**

— Rob Lehman, Chief Revenue Officer

## ACQUISITION Peak Conditions

Venturing into the \$2 billion luxury empire that is Aspen real estate, we joined forces on March 31 with Shane Aspen, the region's foremost brokerage of 22 years.

**"I'd been approached by numerous other national firms looking to expand into Aspen, but none of them made sense. Compass is the only brokerage I'd encountered where the leadership is comprised of top minds from business, finance, marketing, and technology."**

— Steven Shane, Managing Director-Aspen

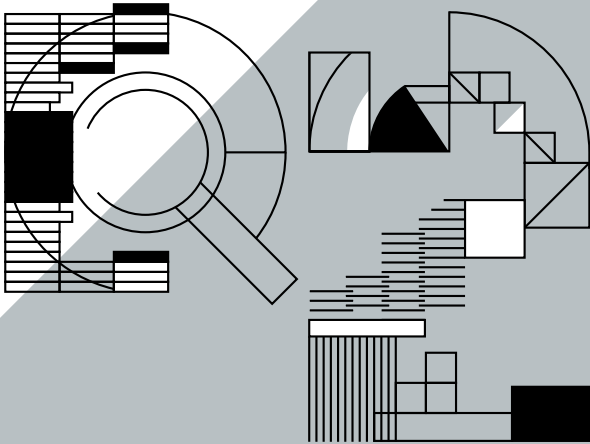
## DESIGN A Real Estate Magazine, Reenvisioned

Following its 2015 debut, *Compass Quarterly* came into its own with a vibrant sophomore edition, *The Active Life*, in March. In rapid succession, *Luxury* and *Gatherings* issues followed. Envisioned by our in-house creative agency, the team constructed sets, art-directed shoots, and commissioned the foremost illustrators, writers, and photographers to capture each theme in its finest light.

Interest piqued? Peruse our archive at [compass.com/quarterly](http://compass.com/quarterly).



\$2.3B  
646  
243K



People are the foundation of everything  
we code, craft, and calculate.

TEAM

A Grand Total

Spanning the business, tech, and creative spheres, our diverse community leverages intelligence gleaned from the foremost firms across every vertical, as seen from the pedigreed list here — all companies to which our staff has formerly contributed.

1000

In May 2016, our combined agent and staff count hit four-figures, a company touchstone. By our November press date, we cleared 1,400.

“Compass is successful because exceptional staff and agents have been recruited at every stage of our growth. For staff, we run a rigorous process, hiring fewer than 0.1% of applicants. On the agent side, we only invite agents known to have high integrity, high production, and a collaborative mindset.”

—Ciara Lakhani, Head of People & Culture

Amazon  
Apple  
Calvin Klein  
Cisco  
Coach  
Condé Nast  
FactSet  
FX  
GE  
Google  
Herman Miller  
Kaufmann Mercantile  
LinkedIn  
L'Oreal  
Paperless Post  
Palantir  
Percolate  
Pixar  
The Knot  
Toms  
Uber  
Vimeo  
Warner Music Group  
Wealthfront  
WeWork  
Zenefits

AGENTS

Now Trending

Every summer, *The Wall Street Journal* partners with industry think tank REAL Trends to honor the top 1,000 residential brokers in the nation. Compass was well-represented in 2016 as home to no fewer than 19 elite members on this year's list.

Lindsay Barrett  
Debra Bondy  
Jeannemarie Conley  
Nick Gavin & Josh Doyle  
Julia Hoagland  
Dylan Hoffman  
Doug Leibinger  
Ed Petrie  
Steven Shane  
Courtney Smith & Kurt Wisner  
The Hustis/Jovanovic Team  
The Leonard Steinberg Team  
The Mandy & David Team  
The Wesoky Dawson Team

TECHNOLOGY

Zeros + Wons

Our Product and Engineering teams released two new tools this quarter with the prospective homebuyer in mind: Open House and Toursheets.

“We assemble the best minds from a variety of backgrounds, because when innovative thinking is shared between talented engineers and agents, we can change the industry.”

— Liming Zhao, Chief Technology Officer

When used in tandem, they help Compass agents provide clients with a streamlined property-hunt process — from before you’ve even arrived at the first showing.

Open House



Allows prospective buyers to seamlessly sign in upon arrival at the property and receive future updates from the seller's listing agent.

Toursheets

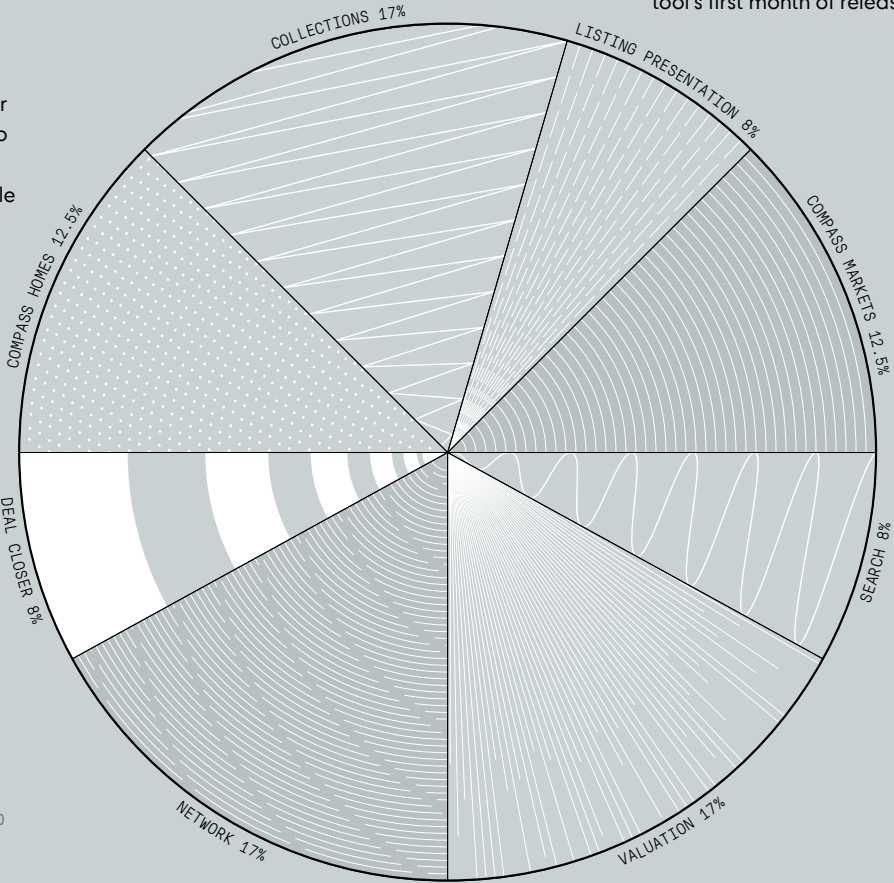


Works with Google Maps to route the most expedient path from one property to the next, while its calendar function can import addresses and appointment times directly into a client's mobile phone.

TECHNOLOGY

Industrial Revolution

Racking up more transactions in 2016 than any other Compass agent in their market, these 11 real estate pros deftly navigate their landscape with a mix of our proprietary tools. Here, they zero in on which of our time-saving products really moved the needle for their business this year.



Our Prolific Agent Panel

Diana Braun BEVERLY HILLS  
Charles Celesia MIAMI  
Tracy Do PASADENA  
Russell Grether MALIBU  
Eugene Litvak NYC  
Monica Pauli SAN FRANCISCO  
Ryan Persac BOSTON  
Steven Shane ASPEN  
Stan Tabler SANTA BARBARA-MONTECITO  
The Kulman Team HAMPTONS  
The Mandy and David Team DC

Network

Proffering real-time data on the most active realtors for any customized search area, it helps Compass agents find the optimal buy-side brokers within the community.

Search

Customized fields and unparalleled filters allow Compass agents to conduct precise property inquiries in seconds.

Valuation

Aggregating comparable properties, historical trends, and neighborhood value data, this tool provides a comprehensive, competitive price estimate.

Deal Closer

By tracking the transaction minutiae at every stage, this tool allows agents to focus on negotiating the best deal.

Listing Presentation

A marketing piece aimed at homesellers, this portfolio is designed for digital customization, letting agents easily integrate their personal narrative with our company differentiators.

Collections

Launched in November '16, the shared interface promotes client/agent collaboration, organizing properties of interest for joint decision-making.

Compass Homes

Our first mobile app, it allows agents to centralize their business on the go, accessing new-to-market properties and seamlessly communicating with clients.

Compass Markets

As the only app to put real-time residential real estate market data at the fingertips of agents and consumers, it provides access to the most recent transaction data as well as historic sales trends.

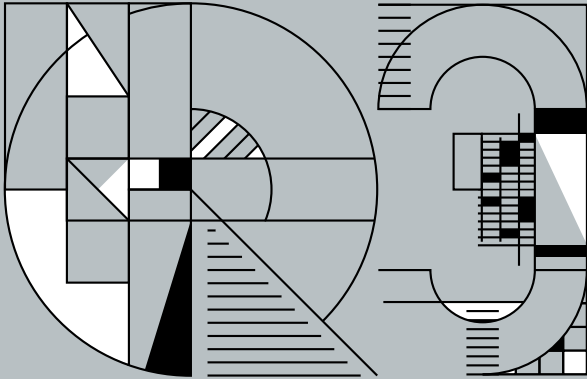
Power your search and sell experience with our apps, downloadable for your iPhone or iPad.

“Since every market is unique, we spent considerable time this year understanding agent workflows. The goal? Building tools flexible and nuanced enough for use by brokers in different regions, with different transaction processes, and different client needs.”

—Christina Allen, Head of Product

11K  
Valuations completed in 2016  
800  
Collections created within the tool's first month of release

\$3.2B  
791  
284K



The caliber of our agents, investors, and engineers opens doors.

AGENTS

Red Carpet Real Estate

July marked the debut of Compass Sports/Entertainment, a subset of our brokerage dedicated to high-visibility clientele. This group of 35 agents partners with athletes and entertainers, leveraging their own professional pasts to assist today’s celebrity clients. Consider this a sneak-peek at some of the division’s specialties:

Kaitlin Adams / NYC

Résumé: 60 Minutes, CBS News, TMZ, Anderson Cooper’s daytime talk show *Anderson*  
Roles: Assistant, producer, correspondent

Tori Barnao / LA

Résumé: Warner Bros. Records  
Roles: Marketing, label management, A&R

Gersh Gershunoff / LA

Résumé: Interscope Records  
Roles: Drummer, sound engineer

Steve Halpern / NYC

Résumé: Columbia Records  
Roles: Producer, bass player, rapper

Jeeb O'Reilly / LA

Résumé: Universal Amphitheatre  
Roles: Assistant director

Aaron Seawood / NYC

Résumé: Virgin Records  
Roles: Executive producer, artist manager, A&R

Steven Shane / Aspen

Résumé: A six-store snowboard empire  
Role: Owner

DESIGN

By the Book

This fall Compass’ creative studio released a monograph of our aesthetic and brand philosophy. The bound volume addresses our typography, pattern library, and imagemaking, all conceived to elevate everything from ads to signage, agent logos to digital interfaces.

EXPANSION

Bay Watch

September marked our arrival in SF. We immersed ourselves in the city’s startup scene, setting up shop in a Financial District WeWork space as we await the glorious restoration of Ghirardelli Square, the future home of Compass San Francisco.

AGENTS

Guided by Voices

Compass’ most tenured agents compare notes and anecdotes on how the industry has evolved over the decades.

Biggest shift since you started:

Brent Watson / LA / 24 years

I would say the abolishment of the 20-pound MLS listing book following the computer’s miraculous creation! It used to be hand-delivered to brokerages; now it’s all online.

Sheila Mooney / DC / 28 years

The ability to work from anywhere. When fax machines were new, I’d pack mine on beach trips. That alone was a great leap in mobility!

Toni Haber / NYC / 33 years

Our listings used to be printed on flashcards, and if you had to make a call while out and about, you searched for the nearest pay phone. Oy—I’m dating myself!

Innovations already outmoded:

Toni Haber / NYC

Beepers were the first major advance in out-of-office communication. I wore it on my belt loop and felt cool whenever I got a beep!

Scott Strough / Hamptons / 31 years

I carried around my first cell phone in a small suitcase! So big and clumsy, it took up the passenger seat of my car. The next to go will be small boutique brokerages as the industry consolidates more and more.

Scott Tamkin / LA / 16 years

In terms of tech flops, the biggest was the short-lived QR code. It was overly complicated and just never took off in real estate.

Industry game-changer:

Heidi Houston / Aspen / 33 years

Sourcing any info on your mobile device, instantly sending property images to clients, and being able to give altitude, sun direction, and room measurements on the spot.

Sheila Mooney / DC

Docusign! We used to hand-deliver documents all across the city at all hours to complete transactions.

Butch Haze / SF / 13 years

Zillow got everyone talking about real estate. People could quickly find out what their neighbors paid for their house. They became unofficial real estate investors, tracking the market like stocks.

Melinda Tamkin / LA / 16 years

As foreign buyers enter the US market at an increasing rate and US buyers look abroad for opportunities, I see continued growth and ease in making cross-border real estate investments.

Scott Strough / Hamptons

With an uptick in property-focused TV shows and ads, it’s become cool to design, renovate, and play the market. Real estate is a financial venture with an artistic expression.

Rick Teed / SF / 15 years

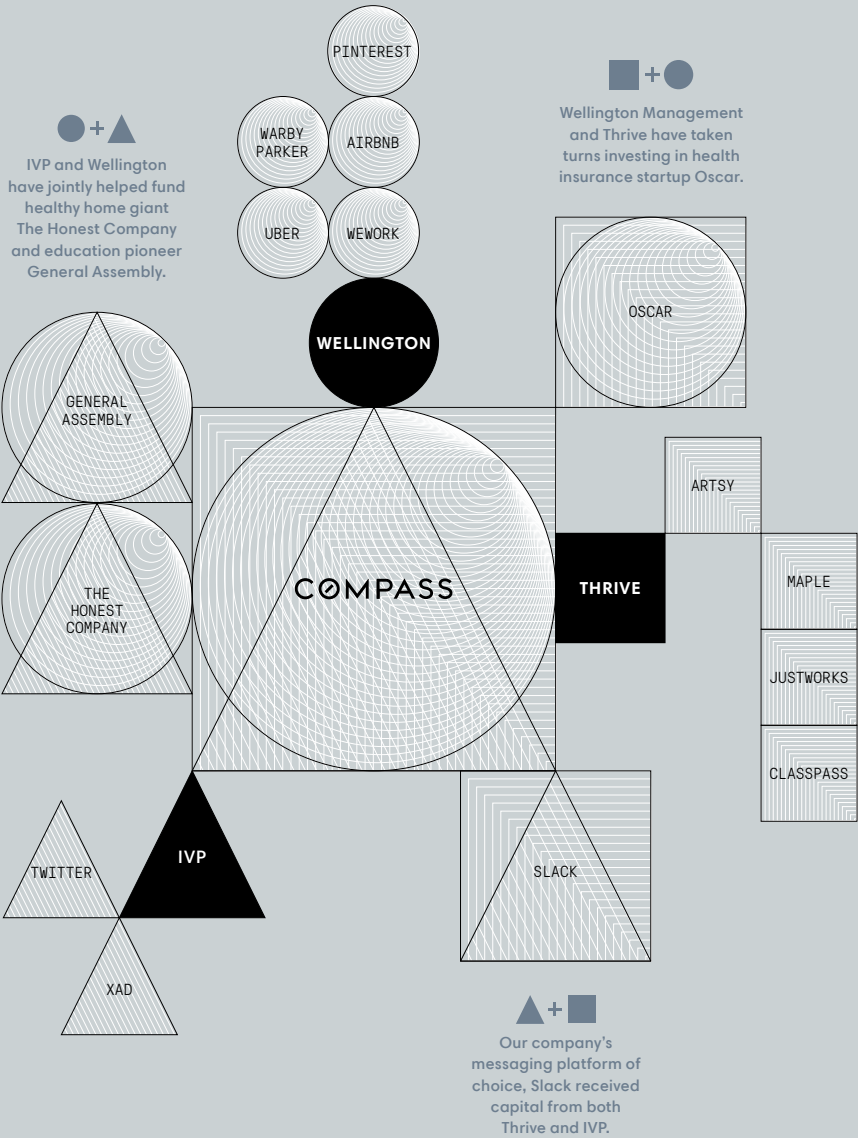
Agents will soon show homes using Oculus VR headsets and appoint robots to host open houses. Yet for all these advances, tech hasn’t replicated the incomparable human element agents provide.

INFRASTRUCTURE

In Good Company

In September, we closed our Series D financing, a round led by Wellington Management with returning investors including IVP and Thrive Capital. Together they have a track record for aligning with some of the country’s most game-changing startups.

Denoted here by shape, our major investors have overlapped on several successful companies before backing Compass.



“We’re fortunate that investors globally share a growing excitement about what we’re building. They’ve empowered us to innovate and scale rapidly in this massive market, one which they perceive has long been ripe for change.”

—David Snider, Chief Financial Officer



NEIGHBORHOODS

# Areas of Investment

Smart buys exist in every market — if you know where to find them. Here, Compass agents who've based their businesses in niche neighborhoods advise on where — and what — to look for right now.

### East Hampton's Artistic Edge

**Neighborhood of note:** The bayfront Springs section has long been a cultural cradle, boasting residents from painter Jackson Pollock to wordsmith Nora Ephron  
**Preferred stock:** Thoughtfully modernized fishermen's cottages and farm houses  
**Unexpected perk:** A low-key vibe not often experienced in the East End's glitzier enclaves  
**Expert prediction:** "While our clients in more tenured neighborhoods have enjoyed excellent appreciation, The Springs section of East Hampton represents one of the best opportunities for entry-level buyers, as property values there have not yet increased at the same rate as other areas but inevitably will in the future," says Hamptons' duo The Buckhout-Mattson Team.

### The Bay Area's Sunny Side

**Neighborhood of note:** Noe Valley  
**Preferred stock:** Elegant Victorian and Edwardian homes that break up the city's highest concentration of rowhouses  
**Unexpected perk:** The nearby Twin Peaks partly block the coastal fog and cool Pacific breezes, making it warmer than its surroundings  
**Expert prediction:** "Single-family homes with full-size lots and close to the 24th Street retail corridor will hold their value through the market's peaks and valleys," say SF agents The Droubi Team.

### Aspen-Adjacent Ease

**Neighborhood of note:** The Willits section of Basalt  
**Preferred stock:** Sleek apartment buildings flanked by parks, playgrounds, and pedestrian-friendly shopping, including the region's only Whole Foods  
**Unexpected perk:** Just a 20-minute drive from downtown Aspen  
**Expert prediction:** "New buildings like Park Modern Condos increased in price by more than 25% since debuting just two years ago," says Aspen agent Richard Duddy.

### The Capital's Trifecta

**Neighborhoods of note:** Where North Shaw, U Street, and LeDroit Park unite  
**Preferred stock:** A range of modern architecture (some by the renowned Morris Adjmi) complemented by graciously updated turn-of-the-century townhomes in a kaleidoscope of shades  
**Unexpected perk:** This NW pocket is a creative hub of sidewalk cafés, vibrant murals, and music venues  
**Expert prediction:** "Values have grown 1,000% the past decade, but there's still opportunity for investors and end-users," attest DC agents Brian Smith and Kelly Virbickas.

### Downtown's New Destination

**Neighborhood of note:** Lower Manhattan's Financial District  
**Preferred stock:** Amenity-rich high-rises with river and skyline views  
**Unexpected perk:** FiDi is becoming a foodie utopia, with recent openings from the likes of Keith McNally, Tom Colicchio, and Jean-Georges Vongerichten  
**Expert prediction:** "The area is appreciating daily. Values are going up especially on what I've seen at the W Residences," states New York agent William Stafford.

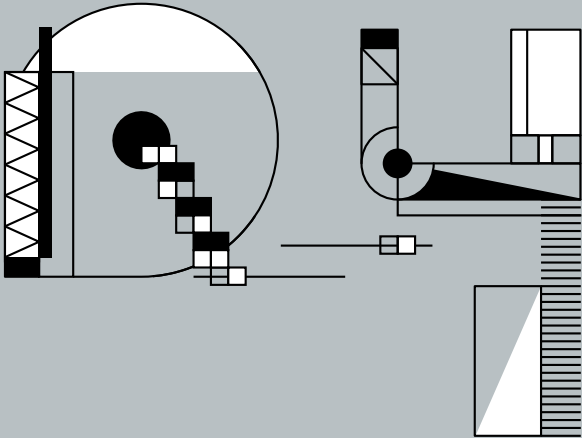
### Miami's Next Big Thing

**Neighborhood of note:** North Beach  
**Preferred stock:** Midcentury low-rises with charming courtyards and MiMo details are interspersed with luxury condos, including the upcoming Collins Avenue tower from acclaimed architect Renzo Piano.  
**Unexpected perk:** Miles of serene boardwalk edged by sawgrass-topped dunes and sea grape bushes  
**Expert prediction:** "When you take current value relative to other areas, appreciation potential, and location into account, it can't be beat," says Miami agent Mercedes Saewitz.

### DC's Most Dignified Digs

**Neighborhood of note:** West End  
**Preferred stock:** Full-service condos, like the Ritz-Carlton Residences, that pepper elegant embassies and civic buildings near the Potomac River  
**Unexpected perk:** Quiet, tree-lined streets with all the modern vitals: an arthouse cinema, Soul Cycle, and Trader Joe's  
**Expert prediction:** "Buying a newly-constructed apartment in such an established area could provide immediate equity in your investment," says DC agent Patrick Chauvin.

Milestones



\$4.5B  
1039  
338K

Acclaimed architects, first-time homebuyers, agents new and veteran — all are welcome.

INDUSTRY

### Performance Review

On average, our agents see a solid uptick in business within their first year of joining.

+26%  
Overall year-over-year business growth of Compass agents

And it's these individual agent successes that form the foundation of our regional impact. With seven of our nine regions launching less than 15 months ago, we've already made incredible strides. See how we stack up against our brokerage competitors in terms of market share:

Washington DC: #2
Aspen: #4
New York City: #4
San Francisco: #4
Boston: #5
Los Angeles: #5

DESIGN

### From the Ground Up

For November's inauguration of Compass Development, our new development division, the marketing team designed an entire visual identity. Befitting the group's bicoastal growth, four core services, and focus on form and function, the dynamic graphics channel the building process through a series of fluid arcs and customized fonts.



CLIENTS

### Exchange Rate

In 2016, Compass accounted for the transacting of more than 8,000 keys. That translates to new homes created, foundations laid, and futures secured. All in a day's work!

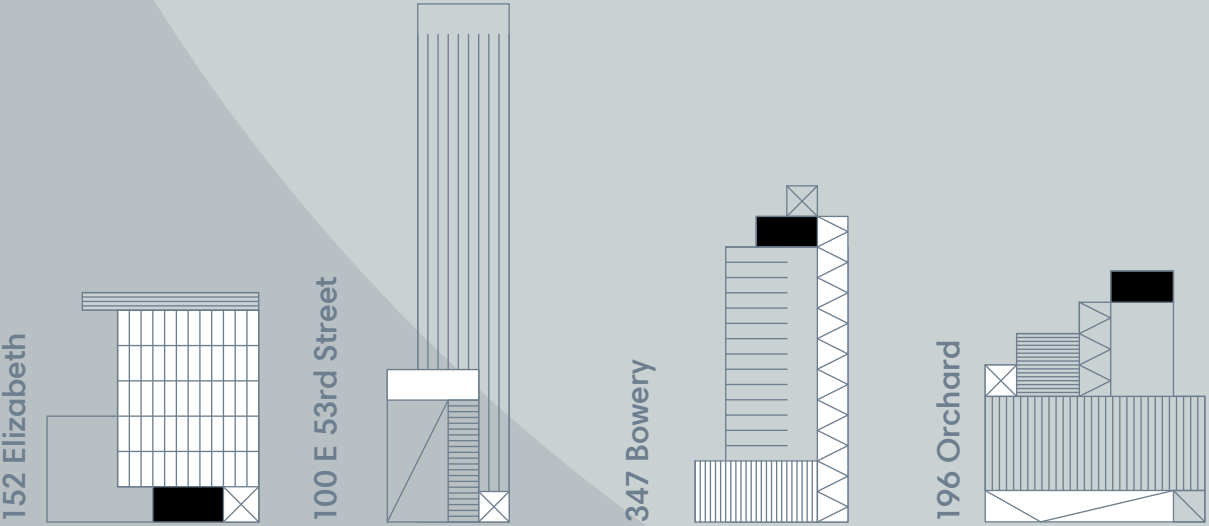
8944

Keys exchanged year-to-date — through Compass

ARCHITECTURE

# Building Inspector

As stewards of New York City's ever-transforming skyline, Compass Development offers a glimpse of their team's most-anticipated projects for 2017.



The first NYC condo building designed by Japanese master Tadao Ando, it's a study in minimalist concrete and organic elements, including a 55-foot-high and 99-foot-wide living green wall.

With 63 floors of undulating glass, this landmark-in-the-making by UK firm Foster + Partners and celebrated interior designer William T. Georgis will add more luster to its pedigreed Midtown East environs.

NoHo's new marvel, the Annabelle Selldorf tower is all about the material mix—gray Kolumba brick and luminous zinc panels—and instant popularity. (The penthouse went into contract five days after the listing went live.)

The cool interdisciplinary firm Incorporated helmed this industrial-inspired addition to the buzzy Lower East Side. Think casement windows and bronze-glazed Spanish brick, plus a 4,100-square-foot rooftop park.

Conveniently tucked between leafy Murray Hill and the legendary Grand Central Terminal, it boasts a priceless selling point: Sweeping views of the Empire State Building and East River through its shimmering, glass façade.

INDUSTRY

# The Innovation Matrix

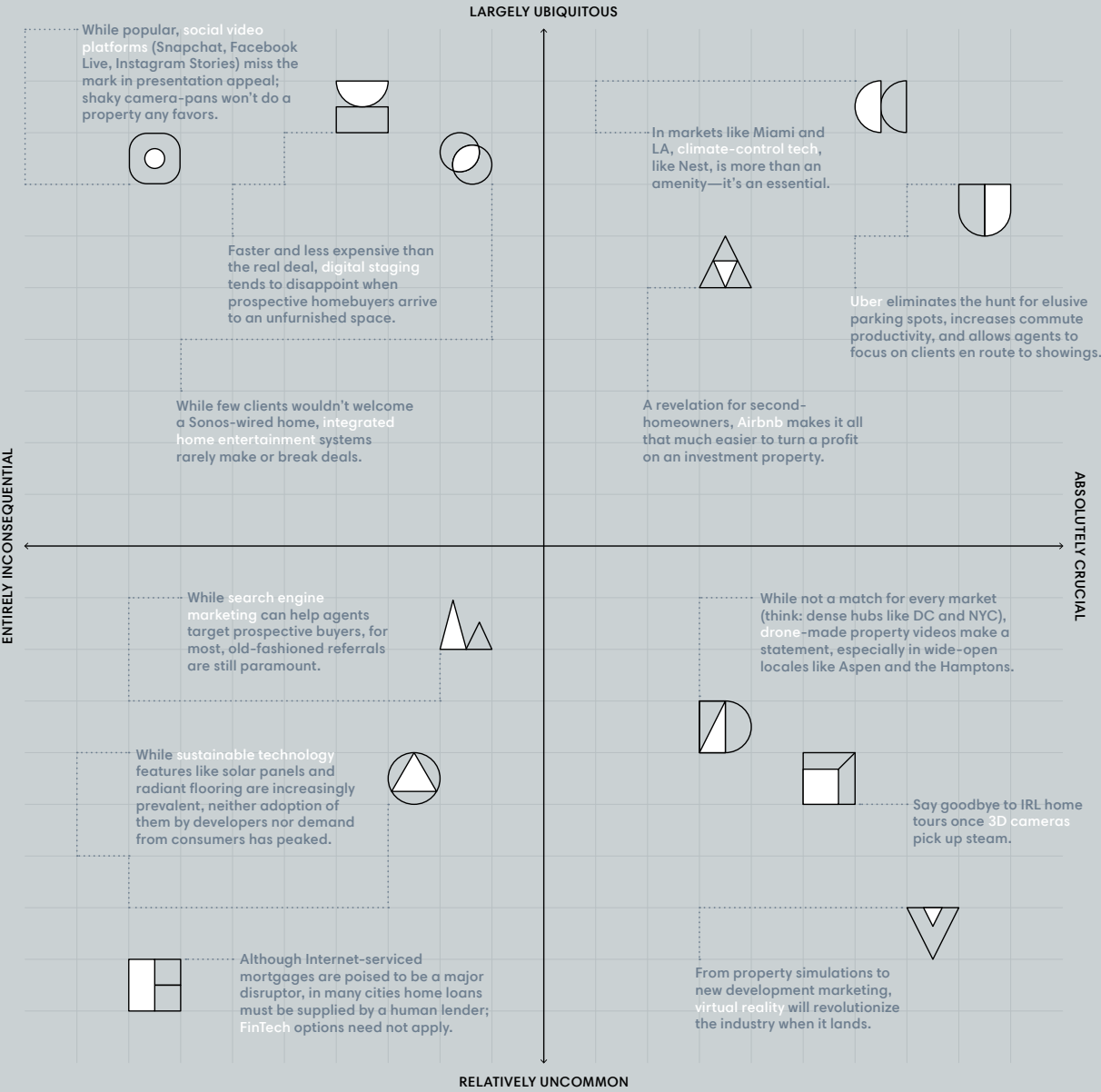
From game-changing business engines on the horizon to gadgets that boost a home's appeal, a dozen of our most forward-thinking agents rank 12 new technologies on two levels: Their impact on real estate and how readily available they are in today's market.

## Our Agent Panel

Ari Afshar LA  
Scott Diffenderfer MIAMI  
Stacey Froelich NYC  
Jay Glazer NYC

Lily Harfouche MALIBU  
Danielle Lurie BROOKLYN  
Joe Quiros NYC  
Brittanie Rockhill ASPEN

Marian Rosaaen DC  
Ginger Thoerner HAMPTONS  
Isil Yildiz NYC  
Stephanie Younger LA



DBOX



# Midtown Cultural District

## One Hundred East Fifty Third Street By Foster+ Partners

With architectural design by Foster + Partners and interiors by William T. Georgis, the residences at One Hundred East Fifty Third Street offer a rare chance to experience impeccable gallery living in the heart of the Midtown Cultural District.

The first two floors will proudly house Joël Robuchon's triumphant return to New York City with a restaurant and gourmet marketplace designed by esteemed architect Joseph Dirand.

Extensive amenities include a 60-foot sunlit swimming pool, a multilevel wellness facility, and concierge services by Quintessentially Lifestyle.

Alcove loft to three-bedroom full floor residences from \$2.6 million. Four-bedroom penthouse duplex residence; \$65 million.

Occupancy Spring 2017  
Model Residences Open Now

By Appointment only

T: 212 913 9082  
info@100E53.com

100E53.com

RFR, Owner / Developer  
Vanke, Owner  
Foster + Partners, Architecture  
William T. Georgis, Interior Design  
Hines, Co-Developer  
Compass, Sales & Marketing  
Classic Marketing, Sales & Marketing





Interiors

Miami

## South Florida's Most Turnkey Mansion

Words: David Sokol  
Images: Fran Parente



Real estate developer Felix Cohen deals in the luxuries that Miamians didn't know they wanted. In the late 1970s, he was one of the first entrepreneurs to bring European fashion to South Florida, and multiple record-setting spec houses have proved that Cohen's telepathy extends to homeownership.

Cohen's latest project is 3114 North Bay Road, and according to this triumph, what luxury buyers want next is no fuss. Cohen has detailed the seven-bedroom residence down to the Roche Bobois furnishings, Baccarat glassware, and Frette linens. "My father built this house as his own, with heart," says Compass agent Jacques Cohen, who is listing the compound with brother Julian, of this attention to detail. "It allows for a buyer to bring a suitcase and make themselves at home right away."

Which is sensible, considering how much making there is to enjoy. Tucked within a cove of Biscayne Bay, the residence is located a short bike ride from the commercial buzz of Lincoln Road and pulsing nightlife of South Beach. Presuming that this homeowner

may equally desire a haven from cosmopolitan bustle (privacy-deserving neighbors include Shakira and Calvin Klein), Cohen conceived the project as an urban resort: Escape to open water from the elevator-served boat dock, and return home in time to open a bottle from the wine cellar and watch the Miami skyline shimmer from the 2,500-square-foot roof garden.

Staying put for the day is just as attractive, thanks to a lush landscape

in which palms flank a 100-foot mosaic-clad pool. The outdoor oasis flows seamlessly into ipe-clad pavilions that house entertaining and wellness facilities for a 360-degree experience that's just waiting to be unlocked.

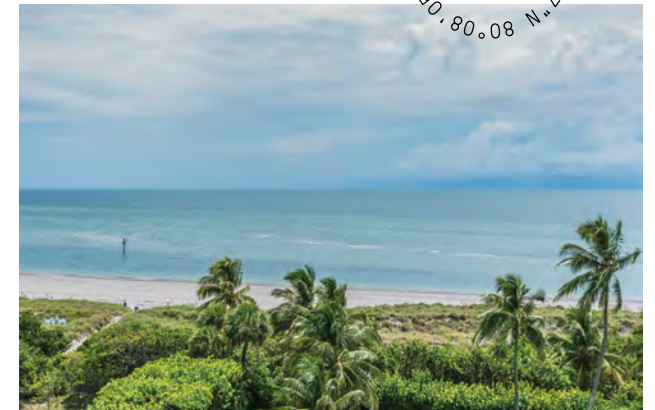
**3114 North Bay Road**  
Offered exclusively by Jacques and Julian Cohen of Compass



Perched above South Beach at the luxe Setai Hotel, this spectacular residence boasts panoramic ocean and city views.  
101 20th Street | Miami Beach | 3 Bed | 3 Bath | \$13,500,000  
**LOURDES GUTIERREZ 347.821.0816**



All 5,088 square feet of this stately Hancock Park home are imbued with incredible style and complemented by a pristine pool.  
350 North Mansfield Avenue | Hancock Park | 5 Bed | 6 Bath | \$10,500,000  
**BRENT WATSON BRENT@BRENTWATSONHOMES.COM**



This exclusive and elegant full-service beachfront property offers contemporary interiors and direct ocean access.  
200 Ocean Lane Drive, Unit 707 | Key Biscayne | 2 Bed | 2 Bath | \$1,195,000  
**MARTINE PAULIN MARTINE@COMPASS.COM**



Play to win within this exceptional estate—a dynamic composition of transporting architecture, breathtaking sunsets, and 100 feet of water frontage.  
1511 West 27 Street | Miami Beach | 7 Bed | 10.5 Bath | \$22,088,888  
**MELISSA JANE RUBIN MELISSAJ@COMPASS.COM**



Enjoy exceptional Los Angeles views from this architectural jewel in Beverly Hills.  
9354 Readcrest Drive | Beverly Hills | 2 Bed | 2.5 Bath | \$2,995,000  
**BRENT WATSON BRENT@BRENTWATSONHOMES.COM**



## Los Angeles

# The Most Instagrammable Beach Bungalow Ever

Words: Kelly Phillips-Badal  
Images: David Anderson for David Archer Photography

Nestled in the laidback lanes of Venice Beach's Oakwood enclave, this modernized 1920s bungalow feels worthy of its cool \$1.75 million right when you step into the front yard. "You literally gasp," says Compass agent Diana Braun. "Here's this teeny, teeny home — the dining room is literally outdoors — but it's on a 5,000-square-foot lot with the most amazing landscaping. The 20-foot-high ficus tree hedges make it feel like a private oasis, like you're an ant in a terrarium."

Renovated by the award-winning local firm W3, the house itself is both transporting and terrifically functional: Nest thermostat, wireless Haiku fan, Velux programmable skylights that close automatically in the rare event of rain. But the outdoors is what really begs for a barrage of sunset selfies.

A masterpiece by Santa Monica-based Red Lemon Landscape Design, it's a captivating example of uninterrupted indoor-outdoor living. Consider the details: The den seamlessly gives way to a covered gathering space on an expansive ash deck. A teak hot tub stands ready; a gas firepit beckons. There's a natural flagstone paved garden, filled with lush, fruit-bearing avocado, Moro blood orange, and Bearss lime trees. And at one end of the smooth stucco and wood frame property is the crown jewel: an adorable, two-tone 1951 camper.

The Mascot trailer by Holly Travel Coach was rebuilt — and cleverly compressed — to just three-and-a-half-feet wide by local sculptor Blue McRight. More *objet* than extended living space, it's nonetheless kitted out with a cocktail bar and a (very!) cozy reading nook and has even been the subject of a *Los Angeles Times* art review.



**651 Brooks Avenue**  
Offered exclusively by  
The Diana Braun Group of Compass



This Moorish-inspired, Charles Ward-designed home incorporates international accents and sits just north of Montana in Santa Monica.

524 11th Street | Santa Monica | 4 Bed | 4.5 Bath | \$4,900,000

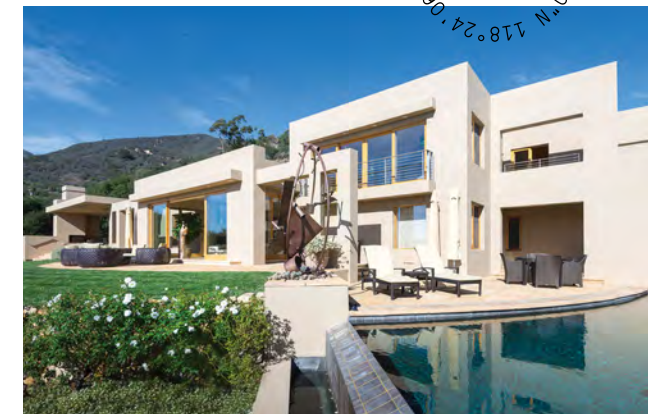
**DIANA BRAUN 310.866.5039**



The San Gabriel foothills form the backdrop of this incredible, custom-built chalet in Pasadena.

1999 Sierra Madre Villa Avenue | Pasadena | 8 Bed | 12 Bath | \$8,500,000

**STEVE CLARK 301.922.3700**



Enjoy showstopping ocean views from this contemporary villa tucked amid natural landscaping and boasting an infinity pool and two-story glass poolhouse.

900 Park Lane | Montecito | 3 Bed | 7 Bath | \$7,700,000

**COLLEEN BEALL 805.895.5881**



Escape into this meticulously restored, exotic estate, influenced by Morocco and the Balearic Islands and lushly landscaped with pool and courtyard.

2084 Alisos Lane | Montecito | 3 Bed | 5 Bath | \$6,500,000

**COLLEEN BEALL 805.895.5881**



This stylish Mediterranean estate overlooks magnificent terraced gardens, a pool, and the azure Pacific coast.

HopeRanchAlisaLane.com | Hope Ranch | 4 Bed | 4.5 Bath | \$4,360,000

**TERRY RYKEN 805.896.697**



New York City

# Uptown's Most Fashionable Address

Words: David Sokol  
Images: Evan Joseph



New Yorkers have been pursuing real estate tips for generations. Back in 1902, when Andrew Carnegie completed a mansion on Fifth Avenue and 91st Street among brownstones and small farms, fellow scions followed suit. A spate of construction transformed Carnegie's corner of the Upper East Side into a trove of revival-style architecture, each building statelier than the last.

Even in this dazzling milieu, the Carhart Mansion stands apart. The Landmarks Preservation Commission declared the Horace Trumbauer design one of the city's finest examples of Louis XVI classicism. And the building's award-winning 2005 conversion into four residences remains the gold standard of contemporary space with antique

grandeur. "It's the perfect marriage of downtown chic and uptown glam," says Compass agent Pascual Ortiz.

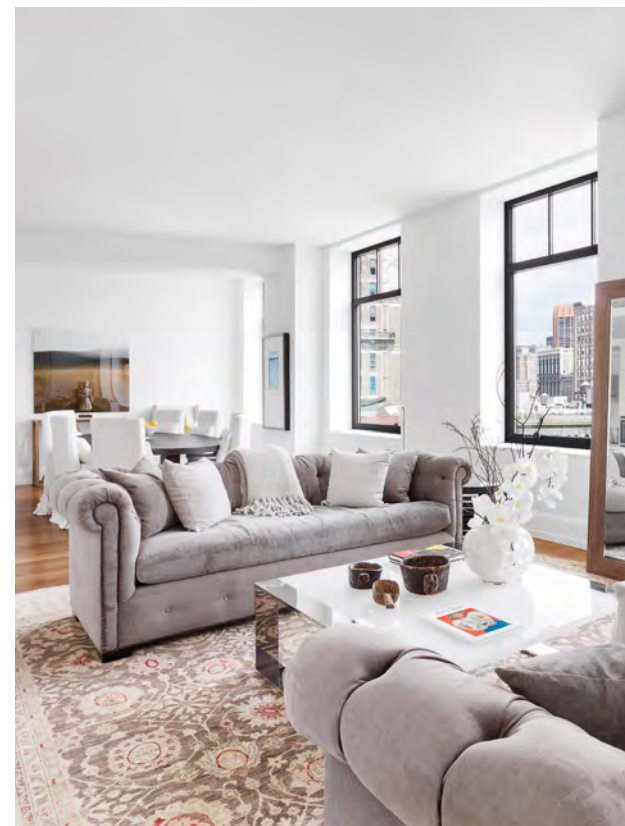
That duality is on display in the penthouse, whose owners have included, most recently, shoe designer Tamara Mellon. Epoch-crossing sumptuousness embraces you from the elevator into its center hall gallery through the sunken living room to the terrace, which matches Gilded Age proportions to indoor-outdoor informality. The most stunning union of past and present is the master bedroom, which combines a wood-burning fireplace and views of charming mansard rooftops with (apt for the Jimmy Choo cofounder) a 13-by-23-foot dressing room with abundant shoe storage.



**3 East 95th Street**  
Offered exclusively by Keith Copley, Trish Goff, and Pascual Ortiz of Compass



Verdant outdoor spaces, floor-to-ceiling windows, and a rare private garage elevate this enviable, 7,000-square-foot Gramercy townhouse.  
150 East 22nd Street | Gramercy | 6 Bed | 6.5 Bath | \$16,800,000  
**JOSHUA WESOKY 646.455.3781 NICK GAVIN 646.610.3055**



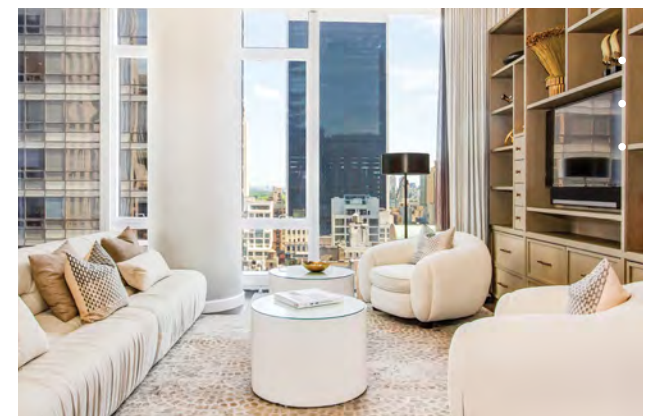
Enjoy incomparable views of Madison Square Park and the MetLife clocktower, along with a 24-hour doorman, 10k-square-foot Residents' Club, and 60-foot indoor pool.  
10 Madison Square West | Flatiron | 3 Bed | 3.5 Bath | \$9,995,000  
**KYLE W. BLACKMON 646.798.8898**



Roofdeck potential and 120-square-foot skylight rights make this 4,772-square-foot SoHo penthouse the ultimate downtown build project. Photos are virtual renderings.  
84 Mercer Street | Soho | 3 Bed | 3 Bath | \$5,900,000  
**EDWARD HICKEY 914.426.1403**



A classic pre-war condominium, this Upper West Side residence evokes both sophistication and charm.  
251 West 89th Street | Upper West Side | 3 Bed | 2 Bath | \$2,595,000  
**MARIA M. MANUCHE 917.328.2338**



This newly built luxury condominium with Baccarat Hotel and Spa amenities faces MoMA on 53rd Street between Fifth and Sixth Avenue in the heart of NYC.  
20 West 53rd Street | Midtown East | 1 Bed | 1 Bath | \$3,800,000  
**LEAH RUBIN 212.882.1505**





During the West Village's bohemian days, historic single-family townhouses were carved into labyrinths of apartments and artist studios. Now that a West Village address has become one of the most coveted in Manhattan, the residential architecture is returning to its more commodious roots. "Everyone is looking for a home with charm and personality that delivers an authentic Village experience," says Compass President Leonard Steinberg. Newly renovated by AD 100 architect and Yale professor Steven Harris and his longtime collaborator, developer Adam Gordon, this four-story home does just that, without relying solely on extant details for character.

Indeed, Gordon gutted the 20-foot-wide Italianate, whose previous incarnation was a four-unit apartment, while Harris took liberties like converting the rooftop into a sleek lounge with Jacuzzi, as well as eliminating traditional parlor-level divisions. Now the foyer and living room meld and flow casually into the kitchen and dining nook.

Steinberg imagines enjoying morning coffee from a perch at this combined room's island, looking upon its exposed brick, nonchalant open shelving, and subway tiles, or from the terrace that projects beyond the kitchen's all-glass wall. Meanwhile, guests greet the day from the ground-floor patio, and kids barely stir in bedrooms two floors above. That the home varies between open spaces and personal retreats "really rolls the best of townhouse, prewar, and loft living into one," he adds.

**252 West 12th Street**  
Offered exclusively by  
The Leonard Steinberg Team of Compass



Words: David Sokol  
Images: Tim Waltman

## Manhattan's Most Liveable Landmark

New York City



Located in the landmark McBurney YMCA building, this sun-drenched loft features soaring 29-foot ceilings, immense windows, and two wood-burning fireplaces.

213 West 23rd Street | Chelsea | 4 Bed | 3.5 Bath | \$14,500,000

**LEONARD STEINBERG 646.375.1932**



An expansive layout and prime Hudson River panoramas characterize this exquisite south-facing Chelsea/Flatiron penthouse.

126 West 22nd Street | Chelsea | 4 Bed | 4.5 Bath | \$11,895,000

**LEONARD STEINBERG 646.375.1932**



This Renaissance Revival townhouse features an elegant rooftop terrace.

18 West 75th Street | Upper West Side | 5 Bed | 6.5 Bath | \$19,500,000

**LEONARD STEINBERG 646.375.1932**



This dramatic Greenwich Village triplex penthouse offers two exceptional private terraces and two parking spaces.

12 East 13th Street | Greenwich Village | 5 Bed | 6 Bath | \$19,500,000

**LEONARD STEINBERG 646.375.1932**



A limestone-clad Chelsea duplex penthouse epitomizes grace and elegance.

560 West 24th Street | Chelsea | 4 Bed | 4.5 Bath | \$16,000,000

**LEONARD STEINBERG 646.375.1932**





This Tribeca two-bedroom loft features soaring ceilings and a keyed elevator for the utmost privacy.  
17 White Street | Tribeca | 2 Bed | 2 Bath | \$1,850,000  
**DANIELLE LURIE 310.560.6539**



This loft-like new development is ideal for aspiring entertainers and comes equipped with high-end finishes and an outdoor grilling station.  
258A 18th Street | Greenwood Heights | 3 Bed | 2 Bath | \$1,375,000  
**GABRIELE SEWTZ 718.360.7326**



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 | \$7,495,000  
**JOSHUA WESOKY, STEVE DAWSON 646.455.3789**



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/JOVANOVIĆ TEAM 646.320.4667**



Boasting majestic details and complete privacy, this Park Avenue residence is a rare opportunity to own a private floor within a full-service condominium.  
823 Park Avenue | Upper East Side | 5 Bed | 4.5 Bath | \$11,950,000  
**MARIA MANUCHE, KYLE W. BLACKMON 917.328.2338**



With views of Central Park from the living room and master bedroom, this coveted, 3,097-square-foot floor plan at the renowned 15 Central Park West is a remarkable rarity.  
15 Central Park West | Upper West Side | 3 Bed | 3.5 Bath | \$29,500,000  
**KYLE W. BLACKMON 646.798.8898**



Massive windows, landscaped terraces, and stunning scenery reign within the iconic One Hanson Place clocktower.  
1 Hanson Place | Fort Greene | 2 Bed | 2 Bath | \$1,799,000  
**CHRIS BENFANTE 917.453.7093**



This Union Square home, occupying the building's full ninth floor, is a modern oasis, designed for festive entertaining and serene relaxation.  
5 East 16th Street, 9th Floor | Flatiron | 3 Bed | 3 Bath | \$12,800,000  
**ALYSSA SOTO BRODY 347.821.6220**



A coveted One57 residence elegantly combines panoramic views of Central Park with luxury interiors designed by Thomas Juul-Hansen.  
157 West 57th Street 62A | Theater District | 3 Bed | 4.5 Bath | Sold for \$23,500,000  
**JEREMY HU 646.251.0179**



From acclaimed architects Herzog & De Meuron, Tribeca's premier condo, offered for sale or rent, features a private terrace, pool, garage, and theater.  
56 Leonard Street | Tribeca | 2 Bed | 2.5 Bath | \$5,500,000 / \$14,000 per mo.  
**HOWARD SPIEGELMAN, TIM ROTHMAN 917.653.4219**



## Santa Barbara & Montecito

# SoCal's Most Enchanting Greenspace

Words: Kelly Phillips-Badal  
Image: Zach Brown of Atlas Imagery



Santa Barbara's high-on-the-hill Riviera neighborhood is among the city's most coveted. The only catch is, most Riviera homes lack yards. "You trade that in to live with breathtaking views of downtown straight to the ocean," says Compass agent Jon-Ryan Schlobohm.

In marked contrast this home boasts more than two acres of green space due to its position on the Riviera's mountain-facing backside. "Very few properties can compare to it, considering the size of the yard," says Schlobohm. And while the house within this gated estate carries a story of its own — it's the early work of celebrated modernist Gardner Dailey — the transformation of the landscape is what takes the expanse from exceptional to extraordinary.

The terrain now includes a formal garden with plants aligned in maze-like configurations, a pool and putting green, stone fruit trees, and flagstone walkways that connect the entire compound, leading from loggia to courtyard to dining cabana. What was there before? Rolling lawns — which took a lot of water to maintain, a difficulty in dry Central Coast California. Now, layers of drought-tolerant greenery — succulents, cypress trees, monrovia boxwood — dot allées of towering oaks.

And the best way to take it all in is through the home's dramatic entrance: a long set of gracious, gradual stairs that cuts across the grounds. "It's just breathtaking," says Schlobohm.

### 1041 Mission Ridge Road

Sold exclusively by Jon-Ryan Schlobohm and Kirk Hodson of Compass



This enchanted estate is unrivaled, beautifully merging the magic of Montecito with classic East Coast charm to create the perfect secluded sanctuary.  
Hamptons in Montecito | Montecito | 7 Bed | 13 Bath | \$24,000,000  
SUDING//MURPHY PARTNERS 805.886.1300



Situated in Montecito's Golden Quadrangle on prestigious Picacho Lane, French Country elegance is complemented by unparalleled ocean views.  
MontecitoGrandeur.com | 4 Bed | 4.5 Bath | 1.75 Acres | \$9,900,000  
TERRY RYKEN 805.896.6977



Montecito's highly desirable hedgerows are home to this artfully restored Mediterranean home.  
4 Bed | 3 Bath | Price Upon Request  
PIPPA DAVIS 805.886.0174



Nestled in the Santa Barbara foothills, this classic Tuscan estate offers spectacular harbor views.  
VillaVistaBella.com | 4 Bed | Bath | \$9,488,000  
TERRY RYKEN 805.896.6977



This incomparable self-sustaining family compound encompasses 110 acres with horse trails and abundant orchards, all minutes from Santa Barbara airport.  
SBOceanViewRanch.com | 9 Bed | 8.5 Bath | 110 Acres | \$17,777,000  
TERRY RYKEN 805.896.6977



Washington DC

# The Capital's Most Multifaceted Penthouse

Words: David Sokol  
Images: Jaren Drew Horsley



Every two years, a fresh batch of Mr. and Ms. Smiths goes to Washington DC. For the arriving public servant who needs to get settled in and down to work, the just-completed Jet in burgeoning Columbia Heights offers instant gratification. Purchase of one of the two units in this condominium comes with a two-year prepaid lease for a BMW i3, plus charging stations for the electric cars, whose compactness guarantees a parking spot at the hip restaurants that have sprung up nearby on 14th and 11th Streets.

The three-bedroom penthouse offers additional amenities for a quick transition. If you want to take locavore to the next level, the kitchen includes an Urban Cultivator hydroponic system for

growing microgreens among the Italian cabinetry and Thermador appliances. Is bureaucracy stressing you out? Then take to the stainless-steel, Japanese soaking tub in the master bathroom. Gather friends (from both sides of the aisle) around the living room's ventless fireplace, or impress colleagues with Gin Rickeys served on the 600-square-foot rooftop.

"Everything's been thought of," says Compass agent Jenn Smira, who adds that the penthouse's appeal will far outlast any political term. "It's a whole package for city living that you'll want to call home for years."

**1336 Parkwood Place NW**  
Offered exclusively by  
The Jenn Smira Team of Compass



Stunning renovations combined with unrivaled access to the city's finest attractions characterize this discreet retreat.  
3121 Appleton Street NW | Forest Hills | 6 Bed | 4.5 Bath | Sold for \$1,995,000  
**ERICH CABE 202.320.6469**



This Chevy Chase home offers classic charm and contemporary details, all within a quiet and refined community.  
3705 Blackthorn Court | Chevy Chase | 5 Bed | 5 Bath | \$1,399,000  
**CAPITAL ESTATE GROUP, J.P. MONTALVAN 301.922.3700**



A gracefully open floor plan features nearly 1,700 square feet of interior living space and an unparalleled 955-square-foot private terrace in prime downtown.  
925 H Street NW 804 | City Center-Downtown | 2 Bed | 2.5 Bath | \$3,250,000  
**THE MORRELL ROTH TEAM 202.728.9500**



This luxury duplex provides the premier urban experience with an expansive private terrace and gardens, designer renovations, and exceptional building amenities.  
3303 Water Street NW 3H | Georgetown | 2 Bed | 2.5 Bath | \$3,250,000  
**THE MORRELL ROTH TEAM, NICHOLE NORTON 703.585.6925**



Elegance and tranquility abound at this in-town estate, complete with tiered outdoor spaces and a sparkling backyard pool.  
2700 Chesapeake Street NW | Forest Hills | 6 Bed | 5.5 Bath | Sold for \$2,850,000  
**ERICH CABE 202.320.6469**



## Boston & Cambridge

# New England's Most Inspiring Work/Live Space

Words: Kelly Phillips-Badal  
Images: Samara Vise



The quintessential living quarters in Cambridge are classic wood-frame, 19th-century homes on tree-lined streets — which makes this voluminous, sunlight-drenched loft in quasi-industrial East Cambridge “a rare bird, a real standout,” says Compass agent Bruce Irving. “Most conversions around here are only for offices, not housing.”

Part of a 10-unit building converted to condos in 1996, the structure was once dedicated to truck maintenance, and a vine-covered steel gantry in the shared outdoor space nods to that history. The trendy Kendall Square 'hood it sits in has also changed dramatically, as the city's hip flock to the nearby bars and cafés. And while an airy, art-ready space like this might be desirable anywhere, in Cambridge it's one-in-a-million.

Every unit is different, but this one is particularly notable. It's centered around a two-floor atrium topped by an enormous skylight. An effort has been made to keep the space from reading too sterile in design, though, with its exposed wooden beams and splashes of bright colors on the kitchen walls and island. Poured-concrete floors in the common areas give way to nubby pine in the private quarters.

There's a home office in the mezzanine, but the open floor plan allows for scads of opportunities to create extra work zones. The existing partitions aren't structural, so they can be moved to comfortably apportion the square footage to your needs. The plentiful storage is small-business ready, while the fluid entertaining space begs for a rowdy launch party.

“The loft is a great example of a huge space that's been turned eminently liveable,” says Irving. “It's got it all for an out-of-the-box buyer.”

**243 Bent Street**  
Offered exclusively by  
Bigelow/Irving of Compass



A luxurious Beacon Hill condominium embodies the quintessential city home, complete with a picturesque and premier address.

37 Brimmer Street | Beacon Hill | 3 Bed | 3 Bath | \$3,495,000

**MELANIE OLINTO 617.817.0775**



Take in sweeping Back Bay views from the rooftop of this pristine newly-constructed South End triplex, designed with impeccable finishes, thoughtful layout, and high ceilings.

27 Warren Avenue | South End | 3 Bed | 3.5 Bath | \$2,595,000

**LESS ARNOLD 617.870.4584**



Sited along 43-acre Kellis Pond, a 9,000-square-foot, newly-built green/smart home features a spectacular kitchen, pool, elevator, and three master suites.

21 Kellis Way | Bridgehampton | 8 Bed | 8.5 Bath | \$6,788,000

**CYNTHIA BARRETT 917.865.9917**



A private elevator, 1,000-volume library, state-of-the-art kitchen, and 9-foot ceilings imbue this four-story Tudor with grandeur.

7015 Arandale Road | Bethesda, MD | 6 Bed | 5.5 Bath | Price Upon Request

**ERICH CABE 202.320.6469**



This gracious French Provincial home has been updated with a contemporary addition and indoor pool.

2842 Chesterfield Place | Forest Hills | 5 Bed | 3.5 Bath | Sold for \$1,900,000

**ERICH CABE 202.320.6469**



## Hamptons

# The East End's Cleanest Slate

Words: Kelly Phillips-Badal  
Image: Doug Kuntz



In East Hampton, beachfront property is practically priceless. The desirability is such that most coastal estates have another home, or perhaps two, nestled between them and the street. Very, very few East End properties boast street-to-sea ownership of their own secluded compound. And that's why this year's record-setting \$110 million sale of the adjoining properties of 93, 97, and 101 Lily Pond Lane made history as the fifth largest residential sale in the US and the second largest transaction in New York state.

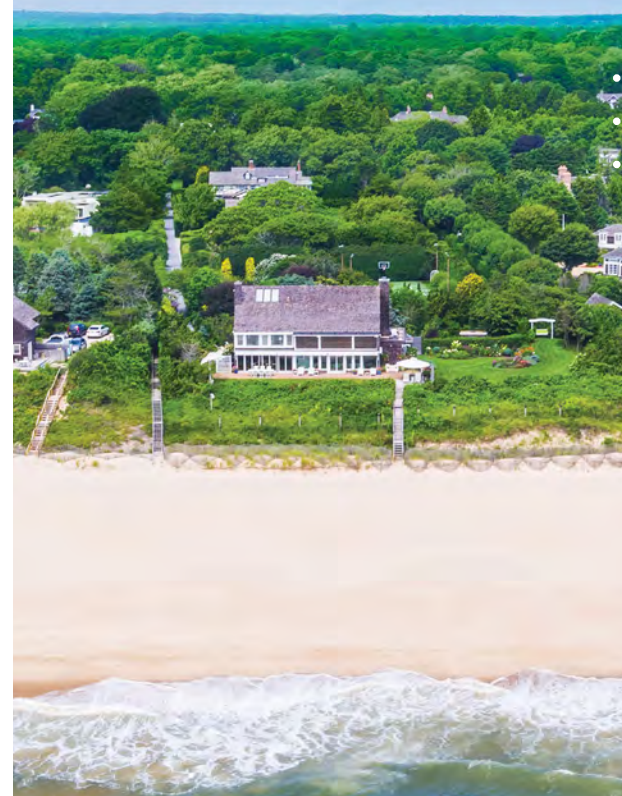
"Three back-to-back properties on Lily Pond Lane — the best address near Georgica Beach, the A++ of the neighborhood — I doubt we'll see this again," says Compass agent Ed Petrie.

The properties span 6.7 acres altogether, with 284 feet of oceanside real estate. The main house, perched atop a cliff overlooking the Atlantic, is a sprawling, French-style manor complete with a column-flanked pool and rolling lawn. The 93 address has a tear-down-ready house, and the 97 property is vacant. So as is, this unusually broad

expanse of the Hamptons' most sought-after terrain is a tabula rasa for building a dream getaway; there's plenty of land on which to add a guest cottage (or two), potager, and even a putting green.

It remains to be seen exactly how the new owner will transform and unify the trio of addresses, but one thing is certain: Can't you all-too-easily imagine Jay Gatsby throwing one of his lavish parties on this grand estate?

**93, 97, and 101 Lily Pond Lane**  
Sold exclusively by The Petrie Team of Compass



This elegant Lily Pond Lane oceanfront oasis offers a rare opportunity to acquire an exclusive property on one of the world's most coveted streets.

33 Lily Pond Lane | East Hampton South | 6 Bed | 8 Bath | Price Upon Request

**LORI SCHIAFFINO TEAM 516.606.7090**



Mere minutes from the ocean, this East Hampton historic estate has been completely renovated with a modern twist.

73 Ocean Avenue | East Hampton South | 5 Bed | 3.5 Bath | \$8,900,000

**THE PETRIE TEAM 516.885.9365**



This Bridgehampton luxury retreat is surrounded by a picturesque setting of reserves, ponds, and farmland.

359 Noyac Path | Water Mill | 3 Bed | 3 Bath | \$2,750,000

**ANJA BREDEN 516.445.1082**



Renowned architect Jacquelin Robertson has perfected the contemporary estate, embodying the refinement of East Hampton living.

21 Spaeth Lane | East Hampton South | 5 Bed | 6.5 Bath | \$15,950,000

**THE PETRIE TEAM 516.885.9365**



A staple of the original East Hampton Colonies, this French-style stone house is perfectly located between the village and ocean.

18 Ocean Avenue | East Hampton South | 7 Bed | 5.5 Bath | \$8,750,000

**THE PETRIE TEAM 516.885.9365**





## San Francisco

# The Bay Area's Coolest Optical Illusion

Words: Kelly Phillips-Badal  
Images: Vince Valdez



As the most expensive sale in San Francisco in 2016 (by our press date), this majestic, Beaux-Arts mansion is like nothing else, says Compass agent Neal Ward. And while you might expect that its lavish façade of Corinthian columns, hand-carved embellishments, and wrought-iron balconies hides an equally ornate interior, this wedding-cake of a home reveals a clever sleight of hand as you step inside: the interior is strikingly, unabashedly contemporary.

The juxtaposition was a deliberate decision. When the previous owners updated the manse, designed in 1901 by noted architect James Dunn, they determined that the undulating ornamentation of Dunn's exterior would

be painstakingly preserved, while the interior would be reborn.

LA's Paul McClean Design led the ground-up renovation, adding a foundation with seismic engineering — the same safeguard as new high-rises — plus creature comforts of 21st-century living that might seem like wizardry to the building's earliest dwellers, like an all-floor elevator, a wine room, and one jaw-dropper of an infinity pool on the rooftop terrace. And then there's that view, one of the city's most enviable. "You can see the Golden Gate Bridge, unobstructed from the main level up, and that's a real rarity," says Compass agent Malin Giddings. She's right: it's sheer magic.

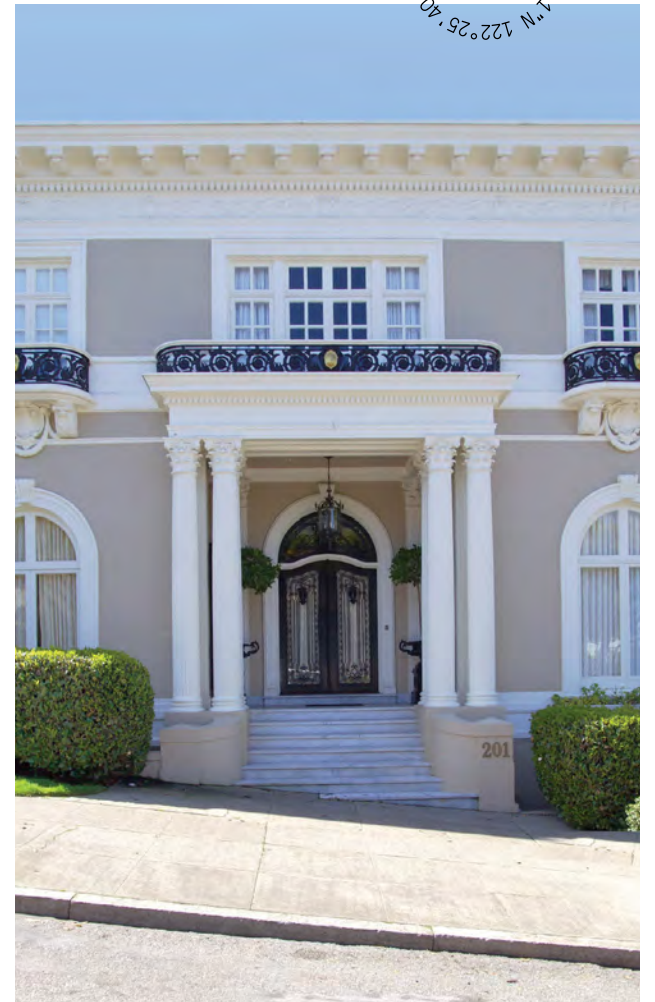
**2250 Vallejo Street**  
Offered exclusively by Neal Ward and Malin Giddings of Compass



Enjoy iconic Bay and city views from nearly every room of this landmark Russian Hill home, meticulously updated for modern comfort.  
1032 Broadway Street | Russian Hill | 4 Bed | 4.5 Bath | \$12,000,000  
**NEAL WARD 415.269.9933**



This true family home was extensively updated to include a spacious great room with eat-in kitchen, soaring ceilings, and impressive scale.  
2106 Baker Street | Pacific Heights | 4 Bed | 3.5 Bath | \$5,995,000  
**NEAL WARD 415.269.9933**



Originally built in 1915 by renowned architect George Applegarth, this magnificent Classic Revival home is located on a prime block of beautiful Presidio Heights.  
201 Locust Street | Presidio Heights | 4 Bed | 3.5 Bath | \$10,500,000  
**NEAL WARD 415.269.9933**



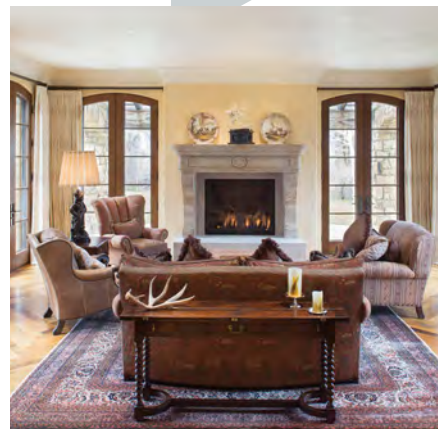
The Sea Dragon Estate is comprised of 18 acres situated perfectly above Marin's western coastline, complete with equestrian facilities and a host of entertaining venues.  
77 Olema Bolinas | Marin | 5 Bed | 4.5 Bath | \$9,500,000  
**NEAL WARD 415.269.9933**



## Aspen

# The Roaring Fork Valley's Most Urbane Ranch

Words: David Sokol  
Images: Brent Moss



If casual tourists associate Aspen with world-class skiing and see-and-be-seen shopping, then homeownership allows devotees the time to discover the other pursuits that this prestigious stretch of the Rocky Mountains has to offer. The village of Woody Creek, for example, “has long represented the artistic and literary character of Aspen,” says Compass Managing Director Steven Shane. “Ed Bradley, Ringo Starr, Hunter S. Thompson, and John Oates have all got their creative juices flowing in Woody Creek.”

Residents are not only attracted to Woody Creek for its cultural bona fides, but also for wide-open countryside where they can relish the outdoors, such as at this picturesque, 35-acre

ranch on Woody Creek’s namesake boulevard, which welcomes sport and relaxation in all four seasons. Amble on horseback through the arena or pastures situated just beyond the Tuscan-style residence; teach a younger guest to hook her first trout in one of the stocked ponds; or simply invite friends over to contemplate the tapestry of meadow and forest that climbs into the surrounding mountains. The property’s many activities, social atmosphere, and heirloom craftsmanship may inspire you to pen a wistful novel or unshakeable lyric of your own.

**391/401 Woody Creek Road**  
Offered exclusively by Steven Shane and Doug Leibinger of Compass



Timeless Tuscan-inspired home with a classic mountain flair is located in the coveted Divide neighborhood. Adjacent to the Dawdler ski run it provides a perfect start to every powder day for beginners and experts alike.

340 Divide Drive | Snowmass Village | 5 Bed | 6 Bath | \$11,350,000

**DOUG LEIBINGER 970.379.9045**



Snowmass ski area retreat offers easy mountain access to either Adam’s Avenue run and the private Guggenheim Trail. Large windows and walk-out living in every room affords big views and incredible light.

1581 Wood Road | Snowmass Village | 5 Bed | 6 Bath | \$7,995,000

**DOUG LEIBINGER 970.379.9045**



A serene setting with stunning views of the surrounding mountains, this 3-bedroom main home, plus one-bedroom guest home yields an exquisite contemporary compound.

120/128 West Hillside Drive | Basalt | 4 Bed | 5 Bath | \$3,400,000

**DOUG LEIBINGER 970.379.9045**



Creekside Ranch is a newly built luxury ranch situated on Snowmass Creek and artfully designed by CCY Architects. Located just 15 minutes from Aspen or Basalt, the home has stunning views of the Snowmass ski area and surrounding mountains.

3500 Snowmass Creek Road | Snowmass | 5 Bed | 6 Bath | \$12,500,000

**DOUG LEIBINGER 970.379.9045**



This perfectly located mountain retreat with views of Aspen Mountain is just a short trip to Lift 1A or downtown Aspen’s many shops and restaurants.

700 South Monarch #204 | 3 Bed | 3 Bath | \$2,950,000

**DOUG LEIBINGER 970.379.9045**





RESIDENCES BY  
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*Architecture by César Pelli*

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RBACMiami.com  
786.629.1660



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# The Local Forecast

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From new gathering places to new ways to get around, Compass agents from coast to coast share their communities’ most anticipated openings of 2017.



The Modern Oasis

## Silver Lake Reservoir

+++  
Tracy Do, Los Angeles

In the summer of 2015, the Silver Lake Reservoir—the “lake” of Silver Lake—was completely drained so that new pipelines could be installed beneath it. Needless to say, the big empty crater in the middle of our neighborhood doesn’t have us looking our best!” laughs LA-based agent Tracy Do. “People are aware that it’s a temporary situation, and local real estate hasn’t been too adversely impacted, but that 45-foot-deep hole in the ground has grown to become an empty place in our hearts. The 96-acre Reservoir is more than just a ‘feature’ of Silver Lake—it unites us, whether we’re perched in the adjacent meadow admiring the shimmering water or taking an evening stroll around its perimeter. Recently, we received some great news: this spring, the Reservoir is set to be refilled—and even better, the city is considering improvements to the surrounding area that include promenades and docks, less concrete and more plantings, giving the entire environs a facelift for the people, mallard ducks, and blue herons who call it home.”

Images: Justin Kaneps (Do); Colin Clark (Midlam Team); Joe St. Pierre (Olinto); Marisa Guzman (Evan + Mark Team)

The Refurbished Beacon

## Cedar Point Lighthouse

+++  
The Midlam Team, Hamptons

Our East Hampton landmark since 1839 will finally reopen after a multiyear restoration,” says Hamptons agent Bryan Midlam. “After decades of environmental wear-and-tear, the structure, one of just 20 surviving lighthouses in the region, needed some TLC: new windows, doors, and roofing as well as stonework repairs. Eventually, the lantern (currently lodged at the Sag Harbor Yacht Yard) will be returned to the turret. Once complete, the lighthouse will again serve as a safe haven for visitors to our shores—now as a B&B.” Adds his teammate Vanessa Mothes, “Preserving our historic structures and natural landscape is how the East End retains its perennial appeal. Restoration of these icons is as critical as the introduction of new developments.”



The Roadside Attraction

## Infra-Space 1

+++  
Melanie Olinto, Boston

As a longtime South End resident, I’m excited to see the completion of Infra-Space 1, part of a statewide Massachusetts Department of Transportation initiative to repurpose our unused urban space. It will ultimately result in boardwalks, bike trails, dog parks, and a basketball court, plus outdoor art exhibits and a performance venue, all in the area under the elevated I-93 highway; the first phase could open as early as this year,” says Boston agent Melanie Olinto. “Spanning nearly a half mile in length through the middle of downtown Boston, it will create a new public space for residents to enjoy and bridge the neighborhoods of South Boston, the South End, and the Seaport District, heightening their market appeal.”



The Coastal Community

## The Wharf

+++  
The Evan + Mark Team, Washington DC



Opening this October, The Wharf is a mixed-use development spanning 24 acres of land and 50 acres of water in DC’s Southwest Waterfront area,” shares broker Evan Johnson. “With 870 apartments and condos, more than 20 restaurants, green space, and concert hall, it’s poised to become one of the largest developments in city history and will bring much-needed services to the Potomac River coastline.” An added bonus? “A host of nightlife, food, and entertainment options. James Beard Award-winner Fabio Trabocchi’s Mallorcan-inspired Del Mar is among DC’s most talked-about restaurant openings, while the region’s own bounty will take the stage at the Rappahannock Oyster Bar, a refurbished space within the historic Municipal Fish Market, which embodies the spirit of this project. It’s the oldest operating open-air fish market in the United States and now serves as the gateway to this 21st-century neighborhood.”



The Hopeful Host Site

## The 2024 Olympics

+++

Andrew Rhoda, Los Angeles

Our community is anticipating the International Olympic Committee’s September 2017 decision of whether Los Angeles will be the host city for the 2024 Summer Games!” says Beverly Hills-based agent Andrew Rhoda. “We have a very good chance given that LA already has many of the world-class athletic centers required — from UCLA and USC facilities to regulation-size stadiums — which will significantly reduce costs. If selected, the games

will inspire even greater investments in the city; improvements to the road, rail, bus, and subway systems were just approved this past November, and additional infrastructural upgrades will surely follow to accommodate the temporary population influx. As a Vancouver native, I’ve experienced firsthand the level of pride that comes with hosting the Olympics; it creates a lasting impact on many facets of the community, not to mention positively affects real estate values.”



The Revolutionary Railway

## All Aboard Florida

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The MB Team, Miami

We’re thrilled about the launch of All Aboard Florida’s first phase, slated for this summer,” says Miami agent Betsy Magde. “As the first privately-owned and -operated passenger rail system in the country, it will connect Miami, Fort Lauderdale, West Palm Beach, and Orlando via 235 miles of tracks, providing the sophisticated infrastructure we’ve needed as Miami has grown.” Adds her teammate Marissa Kartheiser, “People will now have greater flexibility to live, work, and travel on Florida’s Atlantic

corridor. Not only does this benefit the environment and ease congestion by removing an estimated three million cars from our roadways each year, these high-speed Brightline trains reduce travel time between cities by up to 30 percent. The first leg will link West Palm Beach to Miami, where two glistening new stations by the prestigious Skidmore Owings and Merrill will act as new transport and shopping hubs. Plus the locomotives’ distinct yellow engines complement our vibrant city perfectly!”



The Downtown Destination

## City Point Center

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Tricialee Riley, New York City

Downtown Brooklyn’s open-air mall is undergoing a makeover, ushered in by national purveyors like Century 21, Trader Joe’s, Target, and Alamo Drafthouse cinema,” says Tricialee Riley. “The development will bring back the popular Dekalb Market, too, whose vendors include local eats from Katz’s Deli, Ample Hills Creamery, and Fletcher’s Barbecue. The direct result of the development? A record 10,000-plus new apartment units are planned for the surrounding area in the coming years.”

Images: Amy Dickerson (Rhoda); Mary Beth Koeth (MB Team); Joel Caldwell (Riley); Sami Drasin (Pate); David Clifford (Leibinger); Justin Kaneps (Smit)



The Science Center

## MOXI: The Wolf Museum of Exploration and Innovation

+++

Susan Pate, Santa Barbara

A major source of local buzz is the arrival of MOXI: The Wolf Museum of Exploration and Innovation on lower State Street,” says Compass agent Susan Pate. “Located within Santa Barbara’s downtown arts and entertainment district (known by natives as the Funk Zone) and just blocks from the beach, the community’s newest hands-on experience for children (and adults too!) celebrates the spectacular vision of *Law & Order* creator Dick Wolf and his wife Noelle, who lead the project. A decade in the making, the LEED-certified museum has been designed by local firm AB Design Studio as a 17,000-square-foot space chockful of interactive exhibits conceived by Gyroscope, the creative force behind dozens of education hubs from Boston to the Bay Area. Last but not least, a Sky Garden will proffer aerial views of Santa Barbara’s awe-inspiring environs.”

The See-and-Be-Seen Ski Scene

## Alpine World Cup

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Doug Leibinger, Aspen

Hosting the 2017 Audi FIS Alpine World Cup in March will undoubtedly be among the Aspen Valley’s most electrifying events of the year,” asserts agent Doug Leibinger. “Marking the first time the finals will be held outside Europe since 1997 and the 50th anniversary of the Cup itself, this competition will draw a global ski community to our slopes. Aspen Mountain reigns as the racing site, with the World Cup International Village located in the heart of Aspen. (It might shape up to be a four-day bout between Colorado’s own Lindsey Vonn and Mikaela Shiffrin.) In between runs, a week-long series of concerts, culinary events, and parties will celebrate this monumental occasion. Personally, perhaps the

most thrilling aspect is the influx of prospective buyers who will be visiting us for the first time — an opportunity to showcase our dynamic town and unprecedented sporting scene — which I predict will produce a solid uptick in the Aspen market’s limited inventory.”



The Epicurean Paradise

## Ghirardelli Square

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Missy Wyant Smit, San Francisco

San Francisco’s Ghirardelli Square, the famed chocolate factory-turned-outdoor center near Fisherman’s Wharf, is currently undergoing renovations and upgrades by the same developers who transformed Manhattan’s Chelsea Market,” says SF agent Missy Wyant Smit. “While this has historically been

a more tourist-frequented area within the city, the arrival of world-class culinary destinations like Waxman — helmed by Jonathan Waxman of Chez Panisse fame — and the 5,000-square-foot expansion of Le Marais Bakery will undoubtedly appeal to locals and boost home values in the surrounding neighborhoods of Russian Hill, North Beach, and Marina. Coincidentally, Compass will be one of the anchor tenants in the reimagined space. As a real estate agent, actively participating in the revitalization of a neighborhood is both exciting and so appropriate!”



## 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.

<b>SALES GALLERY:</b>	<b>CONTACT:</b>
165 ELIZABETH STREET	DEBRA LACHANCE
OPEN BY APPOINTMENT ONLY	LEONARD STEINBERG
	INFO@152ELIZABETHST.COM
152ELIZABETHST.COM	917.699.3724

## 325 Lexington Avenue

Rising 31 stories with a shimmering glass facade, 325 Lex sits in the heart of Manhattan amongst New York City's most iconic buildings. Each luxury condominium residence is designed to maximize light, air, and the sweeping city views of The Empire State Building, Chrysler Building, and East River.

<b>LOCATION:</b>	<b>CONTACT:</b>
325 LEXINGTON AVENUE	JAMES MORGAN
OFFERING IMMEDIATE	JAMES.MORGAN@COMPASS.COM
OCCUPANCY	646.681.3709



Sponsor Name: MF 385 First Ave LLC, 594 Broadway, Suite 1010, New York, NY 10012. Equal Housing Opportunity.

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## 347 Bowery

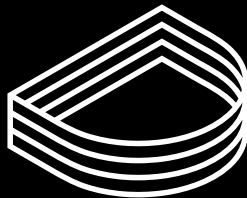
Architecture and interiors by Annabelle Selldorf. A series of 5 stacked town-homes comprising 4 duplexes and one triplex penthouse with surprisingly impressive views.

<b>LOCATION:</b>	<b>CONTACT:</b>
CORNER OF BOWERY AND EAST 3RD	HERVÉ SENEQUIER LEONARD STEINBERG HS@COMPASS.COM
347BOWERY.COM	646.780.7594

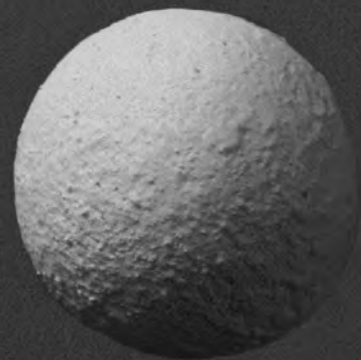
## Luminaire

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.

<b>LOCATION:</b>	<b>CONTACT:</b>
385 FIRST AVENUE OCCUPANCY EXPECTED 2016	HERVÉ SENEQUIER LEONARD STEINBERG INFO@ LUMINAIREGRAMERCY.COM
LUMINAIREGRAMERCY.COM	212.268.9954

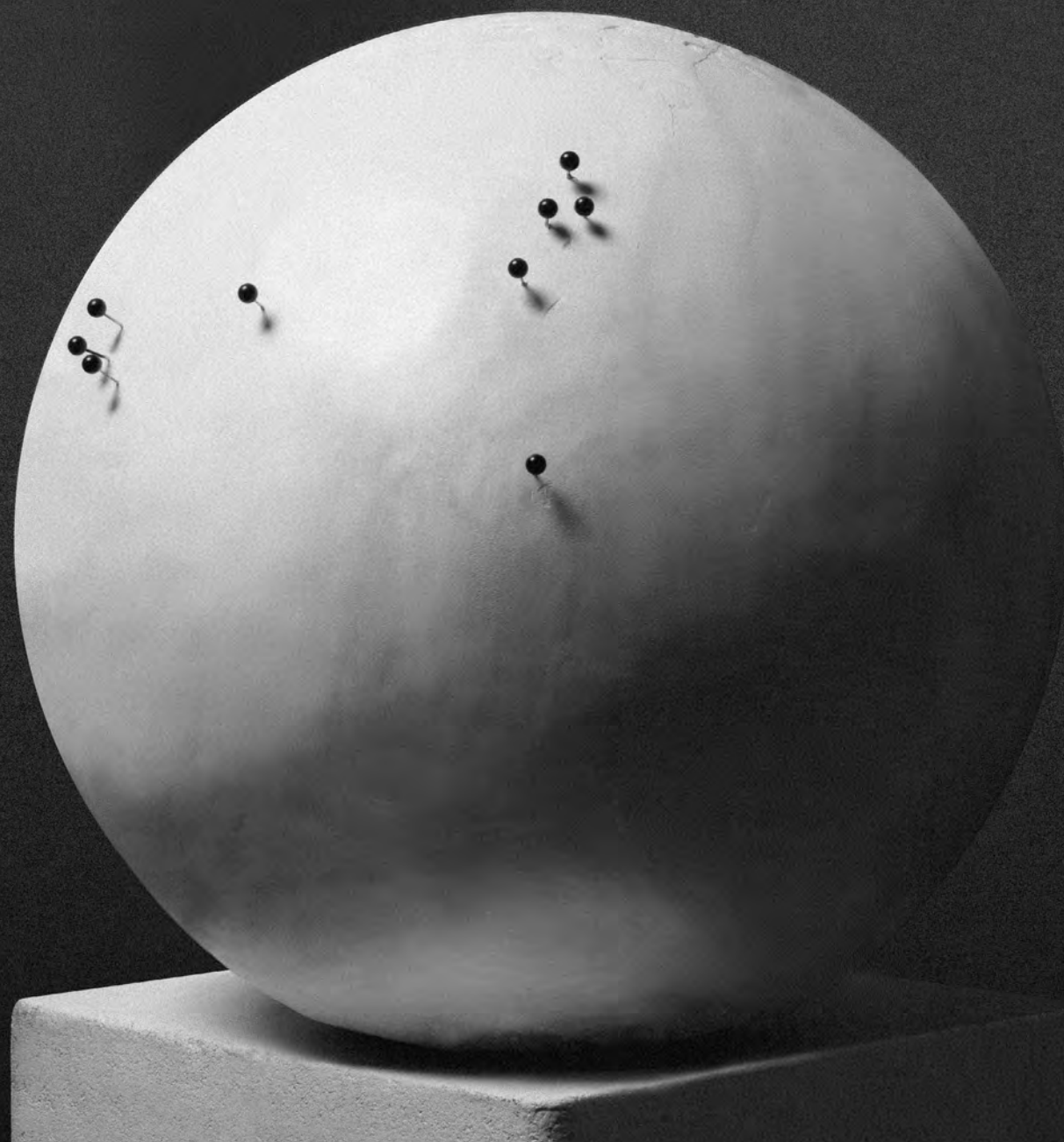






Union Square  
Upper East Side  
Upper West Side  
Cobble Hill  
Park Slope  
Williamsburg  
Capitol Hill  
Chevy Chase  
Georgetown  
Logan Circle  
Coconut Grove  
Miami Beach  
Back Bay  
Chestnut Hill

Harvard Square  
Beverly Hills  
Brentwood  
Malibu  
Pasadena  
Montecito  
Bridgehampton  
East Hampton  
Sag Harbor  
Southampton  
Aspen  
Basalt  
San Francisco





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