

# The Real Deal

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<http://therealdeal.com/blog/2011/12/30/2012-residential-real-estate-predictions-donald-trump-elizabeth-stribling-of-stribling-associates-dottie-herman-of-prudential-douglas-elliman-weigh-in-on-what-to-expect-next-year/>

### 2012 NYC residential real estate predictions

Trump, Stribling, Herman weigh in on what to expect next year

By Lauren Elkies



From left: Donald Trump, president of the Trump Organization, Dottie Herman, president of Prudential Douglas Elliman, Elizabeth Stribling, president of Stribling & Associates, Stuart Saft, chairman of Dewey & LeBoeuf's global real estate department, and Frederick Peters, president of Warburg Realty Partnership, and Lois Weiss, real estate columnist for the New York Post

In the wake of [Sandy Weill's reported \\$88 million sale](#) of his 15 Central Park West penthouse, *The Real Deal* wanted to touch base and see if real estate executives had any last minute predictions for the New Year since speaking with the magazine for the [December residential market report](#).

Dottie Herman, president of Prudential Douglas Elliman, and Frederick Peters, president of Warburg Realty Partnership, said to expect 2012 to be a bit of a repeat of 2011, while developer Donald Trump said "really good real estate will have excess value." Elizabeth Stribling, president of Stribling & Associates, predicts a "continuing strong demand for new condominium offerings all over town," while Stuart Saft, chairman of Dewey & LeBoeuf's global real estate department, said "the euro will continue to be in trouble causing a flight to safety to the U.S. and particularly New York City, so New York City properties will trade at even lower cap rates."

Meanwhile, Citi Habitats President [Gary Malin](#) and Halstead Property Development Marketing President Stephen Kliegerman recently told amNY that 2012 would bring [more development and fewer amenities](#) to New York City's real estate market.

#### Check out what the pros told *The Real Deal*:

**Andrew Heiberger**, founder and CEO at Town

On the Manhattan sales front, I believe that prices and price per foot in all parts of Tribeca, the far West Village, Noho and west of Park Avenue on the Upper East Side will rise the most due to a lack of supply. The same is true for townhouses and other single-family residences, where quality supply is also limited. Overall, I believe 2012 will see more sales transactions and slightly higher prices in Manhattan, with the market buoyed in part by interest rates remaining at historic lows during this upcoming election year. [In terms of the] new development sales market, I believe Gary Barnett's [One57](#) will be a grand slam and the success story of 2012. On the Manhattan rental front, the vacancy rate will remain low and rents are sure to rise starting around the second quarter. If I were renewing a lease right now I would try to extend for two years if given the choice, because once employment numbers pick up, rents will jump even further to record highs. Low mortgage rates are keeping rents in check because the alternative of buying becomes feasible once you approach the \$80-per-square-foot threshold for units under \$1.5 million.