



November 3, 2011

The Edge Passes 75% Sold, Averaging 30 Units/Month for 2011

By Kelsey Keith

Solidly in Q4 and no update from The Most Popular Building in Town: for shame! As you may recall, between January and June, polarizing Williamsburg development **The Edge** sold more units (144) than any other building did in all of 2010. Now, MNS reports its 350th closing which puts it at 75% sold and 200 for the year. Over the summer, three penthouses went for over \$2 million each, but how are those other sale prices looking?

The larger **South tower** is chugging right along: 40 units have sold since August. As for the remainders, sixteen units are available, four of which have been pricechopped since the last update, and four of which are now more expensive. Riddle us that!

| PAST ACTIVITY FOR THIS BUILDING | | Sales (335) | Rentals (42) | EXPORT | | | | |
|---------------------------------|--------|----------------|--------------|--|--------|----------|---------|-----------------------|
| Date | Unit | Recorded Sales | | Previous Listings (may or may not have sold) | | | | |
| | | Closing Price | | Listing Price | Status | Bedrooms | Baths | Sqft |
| 11/01/2011 | #3FS | - | | \$590,000 | | 1 bed | 1 bath | 701 ft ² |
| 10/25/2011 | #21DS | - | | \$1,270,000 | | 2 beds | 2 baths | 1,157 ft ² |
| 10/24/2011 | #20B | \$677,136 | | - | | | | |
| 10/17/2011 | #28KL+ | \$1,949,439 | | - | | | | |
| 10/06/2011 | #8J+ | \$826,500 | | - | | | | |
| 09/30/2011 | #27C+ | \$1,336,453 | | - | | | | |
| 09/29/2011 | #24K+ | \$1,048,797 | | - | | | | |
| 09/29/2011 | #12B | \$640,000 | | - | | | | |
| 09/28/2011 | #23I | \$480,000 | | - | | | | |
| 09/27/2011 | #4F | \$656,771 | | - | | | | |
| 09/26/2011 | #7C | \$1,135,348 | | - | | | | |
| 09/26/2011 | #15E | \$400,530 | | - | | | | |
| 09/22/2011 | #6N | \$415,000 | | - | | | | |
| 09/22/2011 | #6T | \$610,000 | | - | | | | |
| 09/20/2011 | #PH3G | \$1,678,076 | -13.9% | \$1,950,000 | Sold | 3 beds | 3 baths | 1,532 ft ² |
| 09/19/2011 | #8T+ | \$549,855 | | - | | | | |
| 09/16/2011 | #4N | - | | \$499,000 | | 1 bed | 1 bath | 645 ft ² |
| 09/15/2011 | #12J | \$745,000 | | - | | | | |
| 09/13/2011 | #21B+ | \$680,000 | | - | | | | |
| 09/12/2011 | #7A | \$529,490 | | - | | | | |
| 09/09/2011 | #27JS | - | | \$885,000 | | 2 beds | 2 baths | 920 ft ² |
| 09/09/2011 | #24ES | - | | \$455,000 † | | studio | 1 bath | 490 ft ² |
| 09/09/2011 | #26CS | - | | \$1,340,000 | | 2 beds | 2 baths | 1,110 ft ² |
| 09/09/2011 | #28AS | - | | \$735,000 † | | 1 bed | 1 bath | 681 ft ² |
| 09/07/2011 | #17D | \$1,165,896 | | - | | | | |
| 09/02/2011 | #4N | - | | \$499,000 | | 1 bed | 1 bath | 645 ft ² |
| 09/01/2011 | #12A | \$629,024 | | - | | | | |
| 08/30/2011 | #28C | \$1,290,000 | | - | | | | |
| 08/30/2011 | #25C | \$1,260,000 | | - | | | | |
| 08/30/2011 | #9C+ | \$1,158,259 | | - | | | | |
| 08/30/2011 | #24C | \$1,250,000 | | - | | | | |
| 08/25/2011 | #25J+ | \$831,000 | | - | | | | |
| 08/24/2011 | #16A+ | \$635,000 | | - | | | | |
| 08/18/2011 | #21F | \$436,020 | | - | | | | |
| 08/17/2011 | #18A | \$661,862 | | - | | | | |
| 08/15/2011 | #9B | \$580,000 | | - | | | | |
| 08/05/2011 | #5B | \$514,216 | | - | | | | |

In the **North tower**, 26 apartments have sold in the same time period, several with slightly discounted pricing. There are 15 active listings, another four of which are offered at a slim discount. Broker **Jedi mind tricks**? Seems to be working.

| PAST ACTIVITY FOR THIS BUILDING | | Sales (170) | Rentals (13) | EXPORT | | | |
|---------------------------------|-------|---------------------------------|------------------------------------|--------|----------|---------|-----------------------|
| Date | Unit | Recorded Sales Closing Price | Previous Listings Listing Price | Status | Bedrooms | Baths | Sqft |
| 10/26/2011 | #8W | \$651,680 | - | | | | |
| 10/25/2011 | #9BN | - | \$1,265,000 | | 2 beds | 2 baths | 1,170 ft ² |
| 10/17/2011 | #6G | \$707,683 | - | | | | |
| 10/06/2011 | #4DDN | - | \$640,000 | | 2 beds | 1 bath | 859 ft ² |
| 09/23/2011 | #5F | \$725,000 5.8% | \$770,000 | Sold | 2 beds | 2 baths | 952 ft ² |
| 09/20/2011 | #4E | \$529,490 6.3% | \$565,000 | Sold | 1 bed | 1 bath | 717 ft ² |
| 09/16/2011 | #2C | \$475,000 3.1% | \$490,000 | Sold | 1 bed | 1 bath | 670 ft ² |
| 09/14/2011 | #5G | \$687,500 | - | | | | |
| 09/09/2011 | #7AN | - | \$765,000 | | 2 beds | 2 baths | 892 ft ² |
| 09/09/2011 | #4ON | - | \$1,190,000 | | 2 beds | 2 baths | 1,189 ft ² |
| 09/09/2011 | #5FN | - | \$770,000 | | 2 beds | 2 baths | 952 ft ² |
| 09/08/2011 | #2B | \$524,398 | - | | | | |
| 08/31/2011 | #4X | \$825,000 | - | | | | |
| 08/30/2011 | #3E | \$519,307 | - | | | | |
| 08/30/2011 | #2S | \$829,873 | - | | | | |
| 08/26/2011 | #4C | \$480,000 | - | | | | |
| 08/17/2011 | #8C | \$519,307 | - | | | | |
| 08/12/2011 | #6C | \$495,000 2.9% | \$510,000 | Sold | 1 bed | 1 bath | 670 ft ² |
| 08/10/2011 | #7S+ | \$1,316,200 | - | | | | |
| 08/08/2011 | #4G | \$665,000 | - | | | | |
| 08/03/2011 | #6CN | - | \$510,000 | | 1 bed | 1 bath | 670 ft ² |
| 08/03/2011 | #10AN | - | \$795,000 | | 2 beds | 2 baths | 892 ft ² |
| 08/03/2011 | #2CN | - | \$490,000 | | 1 bed | 1 bath | 670 ft ² |
| 08/03/2011 | #7RN | - | \$1,430,000 † | | 2 beds | 3 baths | 1,641 ft ² |
| 08/03/2011 | #4GN | - | \$705,000 † | | 2 beds | 2 baths | 884 ft ² |
| 08/03/2011 | #4CC | \$489,255 9.4% | \$540,000 | Sold | 1 bed | 1 bath | 685 ft ² |