

Their Home is A Castle
A couple spent decades renovating. **M4**

MANSION

Jenny Han
The 'To All the Boys' author found inspiration from Barbie. **M14**



HOMES | MARKETS | PEOPLE | REDOS | SALES

THE WALL STREET JOURNAL

Friday, July 14, 2023 | **M1**



All Quiet On the West Side

15 HUDSON YARDS

35 HUDSON YARDS

SALES LAUNCHED IN 2016

88 STORIES

285 UNITS

INITIAL PRICING

\$1.92 MILLION

one-bedroom unit

\$32 MILLION

penthouse

ROUGHLY 90% SOLD

Hudson Yards was supposed to be the next Park Avenue. Instead, luxury homes are a tough sell at Related's massive development in New York City.

By KATHERINE CLARKE

When the Related Companies set out to build Hudson Yards, a roughly 28-acre mega-project on Manhattan's far west side, its goal was lofty: The developer wanted to turn a windswept railyard into the next hot destination for the global elite. That meant building and marketing a brand new neighborhood with office towers, luxury stores, restaurants and high-end amenities.

The project's condominium towers—15 and 35 Hudson Yards—were designed to lure moneyed buyers further west than ever before, and set a new benchmark for pricing outside of traditional high-end enclaves, with executives at Related promoting the neighborhood as “the new Park Avenue.”

Now, roughly a decade after Related broke ground on Hudson Yards, it has struggled to make that vision a reality. At the luxury glass-and-limestone tower 35 Hudson Yards, approximately 50% of the units were still unsold as of the last

week of June, more than four years after sales launched, according to an analysis by The Wall Street Journal based on sales recorded with the city's Department of Finance. Related is slashing prices and offering incentives at the condominium, such as covering buyers' taxes and closing costs, local agents said.

Recorded sales at 35 Hudson as of late June had closed for an average of 30% less than the original prices filed with the New York state Attorney General's office, and active listings were discounted by up to 50%, the analysis shows. At least four large units at the building have sold for more than 40% off, records show. A four-bedroom apartment recently traded for \$8.5 million, about 46% less than its projected asking price of \$15.725 million, records show.

Related's Sherry Tobak, who heads sales for the two condominiums alongside new development marketing firm Corcoran Sunshine, said the developer had been forced to reassess its expectations at 35 Hudson Yards.

“When we first opened the job, we thought we'd be able to get a higher price,” she said. “The message [from the market] was that we were overreaching a little bit.”

While many developers across the city are cutting prices amid higher interest rates, the discounts being offered at 35 Hudson Yards are bigger than developer concessions in other areas of Manhattan, according to appraiser Jonathan Miller of Miller Samuel.

“The actual housing market is not seeing anywhere near that kind of discount,” Miller said. Related disputed that characterization, saying the building is performing in line with “its competitive set.”

Priced slightly lower than 35 Hudson, 15 Hudson Yards originally fared better, and is about 90% sold after almost seven years of marketing. Still, some 15 Hudson homeowners are listing their units for less than they paid as they look to resell in a shifting market.

In all, Related still has more than a

30% discount on recorded sales at 35 Hudson Yards as of late June

SALES LAUNCHED IN 2019

92 STORIES

143 UNITS

INITIAL PRICING

\$5 MILLION

two-bedroom unit

\$59 MILLION

penthouse

ROUGHLY 50% SOLD

Please turn to page M8

MANSION



35 Hudson Yards

Struggles at Hudson Yards

Continued from page M1
billion dollars worth of condos left to sell at Hudson Yards, based on the initial pricing, the Journal analysis shows.

The Hudson Yards condos were always going to be a tough sell for Related, which secured the rights to develop the massive rail-yard site through a roughly \$1 billion lease deal with the Metropolitan Transportation Authority in 2010. The far-west location—between 10th Avenue and the West Side Highway—was untested for luxury housing, and required creating an entirely new neighborhood out of whole cloth. Retail at Hudson Yards now includes high-end stores such as Cartier, Coach and Dior and restaurants including chef José Andrés' Mercado Little Spain. The project's more than 10 million square feet of office space is home to tenants such as L'Oréal and Facebook parent company Meta.

To help sell the new neighborhood it created, Related promised safety—the developer works with a private security firm to police Hudson Yards.

The reception to the new Hudson Yards neighborhood has been mixed. While some flock there for the shopping, restaurants and tourist destinations like the Edge observatory, others have described the glass skyscrapers as soulless, with little authentic personality.

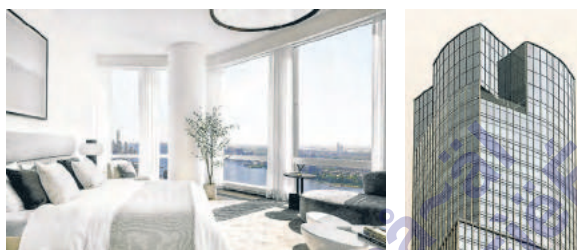
"It's a very dramatic area that's sprung out of nothing," said Manhattan real-estate agent Donna Olshan. "It's high-rise buildings, commercial real estate and a mall. It has less of a residential feeling."

A number of suicides at the Vessel, a tourist attraction that sits at the center of Hudson Yards, have generated negative press coverage and resulted in the closure of the walkable sculpture. A spokeswoman for Related said the company is evaluating solutions that would allow it to reopen the Vessel.

The first Hudson Yards condo tower, 15 Hudson Yards, was designed to have a downtown feel, said Tobak. Designed by Diller Scofidio + Renfro and Rockwell Group, the 88-story, 285-unit building resembles four interconnecting arcs of glass. The property has about 40,000 square feet



Designed by Skidmore Owings & Merrill, 35 Hudson Yards is 92 stories with 143 units. The glass-and-limestone building, which launched sales in 2019, was designed for an uptown audience with interiors by Tony Ingro.

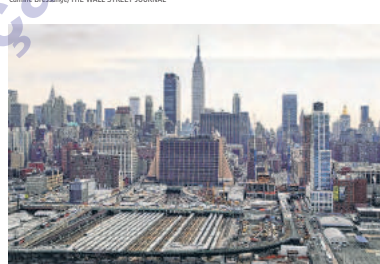
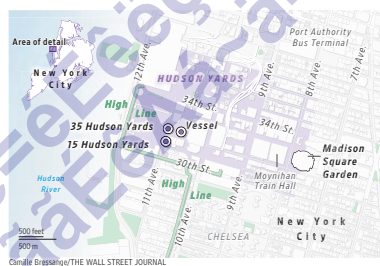


of amenities, including a fitness center, a pool and an open-air terrace wrapped in a 60-foot glass screen wall. Sales launched at the project in September 2016. Initial pricing filed with the attorney general's office started at \$1.92 million for a one-bedroom unit and rose to \$32 million for a four-bedroom penthouse.

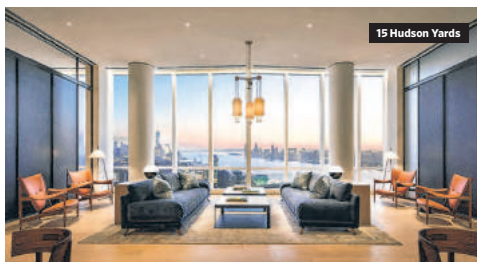
By contrast, 35 Hudson Yards was designed for a more uptown audience, and is "a little more classic," Tobak said. Indeed, Related's own founder and chairman, Stephen Ross, relocated there from another of the company's projects, the former Time Warner Center at Columbus Circle. Designed by Skidmore Owings & Merrill, 35 Hudson Yards is 92 stories with 143 units. The building has interiors by Tony Ingro, who also designed Ross's Time Warner Center penthouse, and comes with amenities such as a private gym and access to the offerings of the Equinox Hotel, which is also in the building. Initial pricing filed with the attorney general started at \$5 million for a two-bedroom unit and rose to \$59 million apiece for a pair of penthouses.

When 15 Hudson Yards

Designed to have a downtown feel, 15 Hudson Yards resembles four interconnecting arcs of glass. The property has about 40,000 square feet of amenities and launched sales in 2016.



The Hudson Yards development was built between 10th Avenue and the West Side Highway on the site of a railyard, shown in 2013.

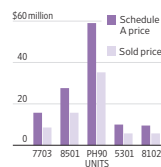


15 Hudson Yards

Mega-Discounts at Hudson Yards

Condos at the far west side mega-project have fetched significantly less than their initial projected prices.

Top five discounts at 35 Hudson Yards



Source: Department of Finance, New York Attorney General's Office

launched sales, it benefited from an upswing in the New York condo market. By the end of the first year of sales, Related had signed contracts for more than \$500 million worth of apartments, nearly a third of its projected sellout for the whole tower, property records show. Foreign buyers, particularly from Asia, were a strong component of the buyer pool, thanks to marketing and trade shows Related did there, Tobak said. A large number of those buyers have since rented their units out, according to StreetEasy.

Today, about 30 units remain unsold, recorded sales show, with the building's higher-priced apartments making up the majority of the leftover inventory. Tobak said that number is closer to 25 if signed contracts are factored in.

Some buyers who purchased early on are now struggling to unload their units in the current market. Ann Cutbill Lenane, a Douglas Elliman real-estate agent who has sold multiple units at Hudson Yards, signed a contract in 2017 to buy a \$4.84 million condo for herself at 15 Hudson

'The actual housing market is not seeing anywhere near that kind of discount.'

—appraiser Jonathan Miller on the price cuts at 35 Hudson Yards

Yards. Now, with her children out of the house and a need to downsize, she has accepted that she's unlikely to find a buyer willing to match that price on a resale. She has the unit listed for \$4.495 million and said she expects to sell for a loss, especially since Related is currently listing units at a discount, undercutting the price she paid.

She said she feels embarrassed to be a real-estate agent losing money on a piece of property. Still, "I can't beat myself up," she said. "You always take a risk when you step into a new product. That's just the nature of the beast."

Tobak said that buyers who purchased at the height of the market at 15 Hudson Yards are now facing inevitable market realities, but recommended that they try to wait out the current cycle. "If you hold on for a little while, you're going to make money," she said.

When 35 Hudson Yards launched sales in March 2019, it debuted at a higher price point than 15 Hudson in a much less favorable market. "By the time 35 came up, the bloom was off the rose," said Olshan.

Related signed contracts on about 15 of the 143 units at 35 Hudson Yards in the first year, records show. Then, its efforts were further hampered by the pandemic, which temporarily shut down sales offices across the city. To generate activity, Related temporarily rented units at the building with an option to buy, Tobak said.

Still, Related has struggled to build the momentum needed to meet sales targets at 35 Hudson Yards. Agents said one factor is Related's proposal to bring a casino to Hudson Yards, which potential buyers worry could draw large crowds and make the area feel tacky. "I'm sure whatever gets built is going to be very tasteful," said Dan Gottlieb of Digs Realty Group, who has done business at 35 Hudson. "But it's just an uncertainty right now that's probably also contributing to the

COLIN HALLER FOR THE WALL STREET JOURNAL; INTERIORS: JACQUELINE FOR THE WALL STREET JOURNAL; EXTERIORS: MARK LERNER/REUTERS; SCOTT FRANCES FOR THE WALL STREET JOURNAL

MANSION



Ann Cutbill Lenane bought a \$4.84 million condo at 15 Hudson Yards. Now, with her children out of the house, she needs to downsize and has listed the unit for \$4.495 million. She said she expects to sell for a loss.



PHOTO COURTESY OF THE WALL STREET JOURNAL

sluggish sales."

In response to criticism of the casino plan, Related said in a statement: "If we are fortunate enough to be one of the successful bidders for a gaming license, we will deliver a world-class resort with amenities, restaurants, retail and entertainment that will even further elevate the offerings at Hudson Yards and make the experience for the neighborhood, residents and office tenants even greater than it is today."

Of the 35 Hudson Yards units currently listed on StreetEasy, many are asking significantly less than the initial pricing.

A five-bedroom, roughly 4,600-square-foot unit is asking \$13.85 million, 49% less than its original \$27 million offering-plan price, records show. A four-bedroom, roughly 3,800-square-foot unit is asking \$9.995 million, 43% less than its original projected price.

Olshan likened 35 Hudson Yards to "a big Broadway show that just never took off."

Real-estate agents with recent deals at 35 Hudson Yards said they have been pleasantly surprised by Related's level of negotiability.

Alex Carini of the Carini Group said his firm recently helped a Brazilian family purchase a \$9.95 million condo at the tower, a 37.5% discount from the offering-plan pricing.

Related also covered the client's closing costs, he said. In this market, he said, sellers often give a discount or cover closing costs, but rarely both.

Gutlieb said his clients, onetime renters at 15 Hudson Yards, sat on the sidelines for years as they waited for prices to fall at 35 Hudson.

"They wanted a certain kind of product and they weren't willing to pay \$10 million for it," he said.

Ultimately, they secured a four-bedroom, roughly 3,400-square-foot unit for \$8.5 million, nearly 46% off the offering plan price, records show.

Retired corporate attorney Grace Kim, 50, said she felt she had "room to negotiate" when she purchased a three-bedroom apartment for her family at 35 Hudson Yards last year.

"Mortgage rates were so high," Kim said. "Everyone was kind of afraid to jump into the buyer's market."

Kim declined to comment on what she paid, but a Related spokesperson said her unit type typically ranges in price from \$6 million to \$7.5 million. It is not clear what the apartment was originally priced at.

Kim said she feels comfortable with the investment, given that she plans on living in the building for the long term.

"I feel like the market is going to come back eventually," she said.

In the luxury segment of the Manhattan market—the top 10% of deals—the number of closed sales fell 39.6% in the second quarter from the same period of last year, according to a recent report prepared by Miller for Douglas Elliman.

The Manhattan median sales price held relatively steady, ticking up by 3.9% to \$6.7 million, during that same period.

Tobak remains optimistic. She said she sees foot traffic picking up at 35 Hudson

Yards and has sent contracts out on multiple units in the past few weeks. Factoring in contracts signed, the building is closer to 60% sold, she said.

Still, the developer has "less wiggle room than before" in terms of profitability.

"We're at a decent point," she said. "Are we making a ton of money? I don't know."

more than
**\$1
BILLION**
worth of condos left to
sell at Hudson Yards,
based on the initial
pricing

4
number of sales at
35 Hudson Yards that
have recorded for
more than
**40%
OFF**

North Chatham, MA



21 Captain's Cove Lane
5 BD | 7P | 14 BA | 5,519 SF
\$8,995,000
Kimberly Howard
774.722.0511
Kinlin Grover Compass
Chatham Office

Gaillard, CT



413 Vineyard Point Road
5 BD | 3P | 14 BA | 3,573 SF
\$5,000,000
Laurie Trulock
860.575.0372
Page Taft Compass
Gaillard Office

Dennis, MA



96 Shore Drive
4 BD | 4P | 14 BA | 3,239 SF
\$4,995,000
Amanda Kundel
508.360.7364
Kinlin Grover Compass
Barnstable Office

North Kingstown, RI



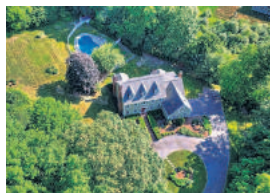
2550 Vineyard Road
4 BD | 7P | 14 BA | 9,494 SF
\$2,750,000
Ann McCrory
401.413.6075
Randall, Realtors Compass
North Kingstown Office

South Yarmouth, MA



11 South West Drive
5 BD | 4 BA | 3,100 SF
\$1,750,000
Jim and Regina Augot
508.776.3450
Kinlin Grover Compass
South Yarmouth Office

Madison, CT



362 Horse Pond Road
6 BD | 4 BA | 3,579 SF
\$1,150,000
John Campbell
203.415.5439
Page Taft Compass
Madison Office

Harwich, MA



14 McElway Road
3 BD | 3 BA | 2,671 SF
\$1,000,000
Betty Threthewey
781.608.4781
Kinlin Grover Compass
Orleans Office

Waterford, CT



61 Lathrop Road
3 BD | 2 BA | 2,805 SF
\$849,900
Cindy Schneider
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THE WALL STREET JOURNAL.

January 17, 2019

Bruce Willis Asks \$12.95 Million for New York Country Retreat

The 'Die Hard' star is selling his 22-acre Westchester property with a Craftsman-style home as his family moves to the West Coast



By: Katherine Clarke

Actor Bruce Willis and his wife Emma are listing their 22-acre country estate near Bedford Corners, N.Y., for \$12.95 million as the couple plans a move to the West Coast.

"The only reasons we are giving it up is because we are so far from our California family, which is why we have decided to return to the West Coast and make our home there," Mr. Willis, 63, said in a statement. "Our youngest daughter Mabel said last week that she wishes we could put lots of balloons on our house, like they did in the movie 'Up', and send it to the West Coast. I agree, that would be perfect."

The Willises paid \$12 million for the property in 2014, and have been splitting their time between it and their apartment in Manhattan, which is about an hour's drive away, according to Ann Cutbill Lenane of Douglas Elliman, one of their listing agents.

The roughly 9,000-square-foot, Craftsman-style main home has a large living room with views of the surrounding countryside and the nearby Croton Reservoir. There is a playroom, a media room with a video system and a wine cellar. Perched on top of the house is a small octagonal room with views of the area. There are five bedrooms in total.

Three other "cottages" on the property, accessed via a separate driveway, are used to host guests, house staff or serve as office space. Together, the three homes include an additional seven bedrooms. Mr. Willis said the extra space allows them to "offer out-of-town friends and family the option to spend loads of time with us without feeling they are under-foot."



Bruce Willis and his wife Emma are listing their country estate near Bedford Corners, N.Y., for \$12.95 million. PHOTO: GETTY IMAGES FOR BUENA VISTA INT



"The only reasons we are giving it up is because we are so far from our California family, which is why we have decided to return to the West Coast and make our home there," Mr. Willis said in a statement PHOTO: ROB LOWELL PHOTOGRAPHY

The Willises also have their own vegetable garden, and have lived a sort-of farm-to-table lifestyle by growing some of their own produce. "I'll never forget the girls proudly bringing in their first harvest of organic vegetables from our beautiful enclosed garden," Mr. Willis said.



The roughly 9,000-square-foot, Craftsman-style main home has a large living room with views of the surrounding countryside and the nearby Croton Reservoir. PHOTO: ROB LOWELL PHOTOGRAPHY

The family will keep their apartment in the city, Ms. Lenane said. In early 2018, the Willises bought a four-bedroom, roughly 3,000-square-foot apartment on the Upper West Side in a condominium project called One West End, The Wall Street Journal reported. It had been on the market for almost \$8 million.

Mr. Willis has appeared in movies such as "Die Hard" and "The Sixth Sense." His current projects include the M. Night Shyamalan film "Glass," in which he stars alongside Samuel L. Jackson and James McAvoy.

Ms. Lenane shares the listing with Nancy Strong of Douglas Elliman.

THE WALL STREET JOURNAL.

PRIVATE PROPERTIES

Renee Fleming Takes Final Bow on Upper West Side Apartment

The Grammy-winning opera singer is listing her 3,000-square-foot home with a wraparound terrace and views of Central Park for \$6.895 million



Opera singer Renée Fleming is listing her home on West 86th Street.
PHOTO: ROBERT LOWELL



Ms. Fleming, 60, said she is moving to Washington, D.C., to be with her husband Timothy Jessell, an attorney.

PHOTO: BRENT N. CLARKE/GETTY IMAGES

By Katherine Clarke

July 24, 2019 11:29 am ET

Famed soprano **Renée Fleming** is putting her Upper West Side penthouse on the market for \$6.895 million amid a planned move to Washington, D.C.

The Grammy award-winning performer assembled the apartment on West 86th Street from two apartments purchased for \$4.26 million in 2007, public records show. The resulting roughly 3,000-square-foot home has four bedrooms and a large terrace that wraps around three sides of the building with views of Central Park, Midtown and Northern Manhattan. There is also a home office with a separate entrance.

Since her two daughters were teenagers at the time of purchase, Ms. Fleming decided to put the master suite on the south side of the building and her daughters' bedrooms on the north side to give them privacy. She said she was drawn to the apartment for its large wall spaces, which allowed her to display her art collection, which includes a large tapestry depicting a portrait of her by artist Chuck Close.

“It’s a little disconcerting to walk past your face,” she joked. The art is not included in the sale.

Ms. Fleming said she has spent many hours tending to plants on her terrace, and has hosted evening dinner parties under its wisteria-clad trellis. She frequently bikes up and down the Hudson River between shows at the Metropolitan Opera, Carnegie Hall or Lincoln Center, she said.

Ms. Fleming, 60, said she is moving to Washington, D.C., to be with her husband Timothy Jessell, an attorney who lives there. The couple married in 2011, but Ms. Fleming said she put off relocating because one of her daughters was still in school in New York.

The move won’t impact her career, since she is always on the road, she said. “When people ask me where I live, I say, ‘You mean where do I keep my things?’”

Ann Cutbill Lenane of Douglas Elliman has the listing.

— *Katherine Clarke*

Write to Katherine Clarke at katherine.clarke@wsj.com



Assembled from two apartments, the resulting 3,000-square-foot home has four bedrooms and a large terrace that wraps around three sides of the building. PHOTO: ROBERT LOWELL

THE WALL STREET JOURNAL.

New York's Wealthiest Cut Losses as Manhattan Real Estate Falters

Luxury homeowners struggle to accept the new reality of home prices falling after a decadelong property boom

By Candace Taylor and Katherine Clarke

When actor Brian Kerwin decided to sell his longtime Manhattan home—an 1880s Romanesque townhouse he and his late wife had carefully restored—he was hoping it would go for about \$12 million, based on similar sales in the neighborhood. When he and his agent, Kim Mogul Wright of Douglas Elliman Real Estate, agreed on a price tag of \$8.5 million, he thought there would be “five takers within a week,” said Mr. Kerwin, 69, who has appeared in movies such as “The Help” and “27 Dresses.”

So he was shocked when the Upper West Side listing got “absolutely zero interest.” Finally, after a year on the market and several price cuts, the redbrick house is now in contract for about \$5.5 million.

Accepting that the home would sell for far less than he had imagined was a gradual—and emotional—process, said Mr. Kerwin, who bought the house for less than \$1 million in the early 1990s and raised his children there. “It’s like hitchhiking; after standing there for 10 hours you’ll take anything,” he said.

Mr. Kerwin is one of many Manhattan homeowners struggling to accept the puzzling new reality of the New York City real-estate market, as prices slide after a decadelong boom.

This year has brought into sharp focus all the pressures on the market. The slowdown began at the time of a stock market rally and record-low New York City unemployment—factors that typically accompany strong real-estate sales in the city. For that reason, many owners are reluctant to accept lower prices, even as buyers determinedly seek bargains.

New York is facing the convergence of several large economic forces: oversupply of new construction condos, a drop in international buyers as some countries impose capital controls, tax law that makes it harder to deduct high state and local taxes, as well as rising interest rates. There is also a shift in taste from uptown to downtown.

As Lee J. Stahl of the design/build firm the Renovated Home put it: “It’s a crazy Bermuda Triangle of forces that have lined up against people trying to sell and buy these properties.” The Upper East Side luxury co-op market in particular is “a train wreck,” said Mr. Stahl, who often works with agents listing properties in need of renovation.

In August, for example, financier Ramesh Singh sold his sprawling Park Avenue duplex for \$13.75 million—far less than the \$20.365 million he paid in 2008, according to public records.

That’s a far different scenario from 2016, when New York City real-estate prices climbed to new heights as moneyed buyers from all over the world stashed cash in ultraluxury megatowers.

Just two years ago, “the units sold themselves,” said agent **Ann Cutbill Lenane** of Douglas Elliman Real Estate. “We were like Vanna White pointing at the letters and they magically turned over.”



Ann's Exclusive



For Ed Harris,
acting started in
Oklahoma
MS



MANSION

*'There is such a thing as a sacred
idleness, the cultivation of which is
now fearfully neglected.'*
—George MacDonald

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THE WALL STREET JOURNAL.

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NY

THE WALL STREET JOURNAL.

MANSION

PRIVATE PROPERTIES

George Plimpton's New York Duplex Up for Sale

A New York apartment that belonged to the late George Plimpton, the charismatic founding editor of the *Paris Review*, is coming on the market for \$5.495 million.

Overlooking the East River, the co-op on East 72nd Street is known for the star-studded parties Mr. Plimpton and his wife, Sarah Dudley Plimpton, hosted there. Mr. Plimpton entertained almost constantly, hosting about one party a week, Mrs. Plimpton confirmed. The apartment served as "a nonstop salon for the New York creative class in the latter half of the 20th century," she said. Attendees included the likes of writer Norman Mailer, boxer Muhammad Ali, conductor Leonard Bernstein and artist Andy Warhol.

Mr. Plimpton, who died in 2003 at 76, cobbled together four apartments to form the approximately 4,700-square-



foot Upper East Side duplex, according to the listing agent Ann Cutbill Lenane of Douglas Elliman. Mrs. Plimpton, 65, is selling the unit because she is downsizing and plans to move to Santa Fe, N.M., Ms. Lenane said.

The home is located in a

row of almost identical five-story buildings that overlook the East River. Painted black, they are recognizable by their bright red doors. They were originally built around the turn of the 19th century, public records show. Mr. Plimpton first

rented at the building in the 1950s and then expanded his apartment to four units when the building went co-op in the early 1970s, Ms. Lenane said.

The first floor has nearly 60 feet of frontage on the river and a large living and

game room for entertaining. There are four bedrooms in total as well as a maid's room, a home office or study and a den.

Mr. Plimpton, who began editing the *Paris Review* literary magazine in 1953, was known as a "participatory

journalist." He chronicled his adventures in several books, writing about his involvement in various sporting and cultural events, including boxing matches, baseball games and playing with the New York Philharmonic.

—Katherine Clarke

Bruce Willis Downsizes in Manhattan

The 'Die Hard' actor and his wife Emma are in contract for a roughly 3,000-square-foot apartment at new development One West End.



Actor Bruce Willis and his wife Emma went into contract on this apartment at One West End, a new development. PHOTO: EVAN JOSEPH

By Katherine Clarke

20 COMMENTS

Feb. 15, 2018 12:26 p.m. ET

Weeks after finding a buyer for their sprawling Central Park West apartment, actor Bruce Willis and his wife, Emma, are downsizing to a smaller Manhattan home.

The couple has gone into contract for a four-bedroom, roughly 3,000-square-foot apartment at One West End, according to the listing agents. The last asking price on the unit was \$7.9 million, according to one of the listing agents, John Gomes of Douglas Elliman. He declined to comment on the final contract price. The couple's roughly 6,000-square-foot Central Park West apartment, [last asking \\$17.75 million](#), went into contract last month.



One West End's amenities include a garden terrace with cabanas, a fitness center with a 75-foot swimming pool, a spa, a media room, a game room and on-site parking, according to the developers, Elad Group and Silverstein Properties. PHOTO: EVAN JOSEPH

Mr. Gomes said the couple was attracted to the building's services and amenities. They include a garden terrace with cabanas, a fitness center with a 75-foot swimming pool, a spa, a media room, a game room and on-site parking, according to the developers, Elad Group and Silverstein Properties. Units in the sculptural glass tower, which has a limestone base and a double-height cantilevered atrium, are about 80% sold, according to Samantha Sax, chief



John Gomes of Douglas Elliman, one of the listing agents, said the location of this home just off Manhattan's West Side Highway makes it easier to reach the couple's property in Bedford Hills, N.Y. A rendering of the exterior. ILLUSTRATION: DBOX

Mr. Gomes said the Willises had also fallen in love with the apartment's kitchen, which features a dedicated pastry-making area and a built-in coffee-machine system.

The family owns another home in Bedford Hills, N.Y., which they bought for \$9 million in 2014, public records show. The location of their new home just off Manhattan's West Side Highway makes the commute between the two homes easier, Mr. Gomes said. The couple couldn't be immediately reached for comment.

Ann Cutbill Lenane of Douglas Elliman represented the Willises. Mr. Gomes worked with colleague Fredrik Eklund from the Eklund/Gomes Team at Elliman.

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Mr. Willis is perhaps best known for his roles in movies like "Die Hard," "The Sixth Sense" and "Pulp Fiction."

Write to Katherine Clarke at katherine.clarke@wsj.com

THE WALL STREET JOURNAL.

REAL ESTATE | PRIVATE PROPERTIES

Ron Howard Lists \$12.5 Million Spread in Manhattan's Eldorado

In a statement, the 'Inferno' director and his wife Cheryl said they are planning to move farther downtown.



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Director Ron Howard is listing his longtime home at Manhattan's Eldorado for \$12.5 million. **ROB LOWELL**



By **CANDACE TAYLOR**

12 COMMENTS

March 29, 2017 10:14 a.m. ET

Director Ron Howard is listing his longtime home at Manhattan's the Eldorado for \$12.5 million.

Built around 1930 on Central Park West, the Art Deco-style co-op building is well known for its two towers and for attracting celebrity owners like Alec Baldwin and Bruce Willis. Mr. Howard's unit occupies the 26th floor of the north tower, with views of the Jacqueline Kennedy Onassis Reservoir in Central Park. It has three bedrooms and a library, said Robin Kencel of Douglas Elliman Real Estate, who has the listing with colleagues Lyn Stevens and **Ann Cutbill Lenane**.



Director Ron Howard and his wife Cheryl bought the Eldorado unit in 2004 for \$5.575 million, according to public records. **PHOTO: GETTY IMAGES**

The apartment also has a living room with a wood-burning fireplace, a formal dining room, an eat-in kitchen and a laundry room. In addition to a doorman and concierge, the Eldorado has a gym, children's playroom and a mini basketball court.

The Howards bought the unit in 2004 for \$5.575 million, according to public records, then did "a complete renovation," said Ms. Kencel. The Howards said in an email that they are selling because they are planning to move farther downtown, closer to

Mr. Howard's editing and post production facilities.

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By Katherine Clark

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