

# MANSION GLOBAL

## For a New York City Development Executive, Luxury is About Time, ... Gorgeous Views Don't Hurt

Miriam Harris, a lifelong New Yorker, on what is important to buyers now

BY LUCY COHEN BLATTER | ORIGINALLY PUBLISHED ON MARCH 2, 2020



*Ms. Harris with renderings of 77 Greenwich, a luxury residential development in New York City.*

Composite: Courtesy of Miriam Harris; Binyan Studios

In her role as executive vice president of the publicly held, New York-based Trinity Place Holdings, Miriam Harris, directs all aspects of the company's real estate business. She's currently overseeing the development of 77 Greenwich, a 42-story luxury tower at the site of the former Syms discount store in Lower Manhattan.

The large undertaking will include retail space, restoration of a neighboring landmark that will house a new public elementary school, and 90 upscale condominiums that will begin 150 feet above the ground. Architecture is by FXCollaborative and interiors by Deborah Berke Partners—a firm known for doing the interiors at 432 Park Ave.

Prior to her role at Trinity, Ms. Harris worked at the New York City Economic Development Corporation, where she executed the ground lease for the CornellTech campus on Roosevelt Island and the mixed-use Essex Crossing development.

We caught up with Ms. Harris, 47, who was born and raised in Brooklyn and still lives there with her family today, to discuss why a waterfront home is always most valuable, the growing importance of amenities for dogs, and more.

**Mansion Global: Describe your dream property.**

**Miriam Harris:** I'm a city girl, so for me a dream home is a calm retreat in the middle of the city, with views. A place where there's separate space for entertaining and for bedrooms. Layout is very important to me.

**MG: Do you have a real estate property that got away?**

**MH:** I grew up in Brooklyn, and I didn't grow up in a brownstone, but I spent a lot of time in them. In the late 1990s, I asked my brother if he wanted to go into a brownstone together, and we didn't. I knew it would be a good investment, but I didn't do it.

**MG: What does luxury mean to you?**

**MH:** It's time. It's not about the physical space but about spending time there. It's the things that give you back time. For me, it's being able to walk to work. At 77 Greenwich, many people will walk to work, which gives them a chance to control their time.

**MG: What area do you think is the next hub for luxury properties?**

**MH:** I'm biased, but I see a lot of new luxury going up in [Manhattan's] Financial District.

**MG: What's the biggest surprise in the luxury real estate market now?**

**MH:** Amenities for pets, mostly dogs. We have an outdoor play area for dogs and pet spa at 77 Greenwich. People in the luxury market have dogs in the city, and dogs are important members of the family.

**MG: Where are the best luxury homes in the world and why?**

**MH:** Places with water views are the best wherever you are—whether that's the coast of Sydney or the tip of Manhattan.

**MG: What's your favorite part of your home?**

**MH:** My kitchen. Not because I love to cook. It's just a lovely place to be. We have a view of New York Harbor, and even just doing the dishes, looking at it calms me. People really congregates there.

**MG: What best describes the theme to your home and why?**

**MH:** I'd use the word botanical. It was unintentional. My husband takes very good care of our plants, and they've grown a lot. I love the judicious use of wallpaper, too. And the wallpaper we choose is all modern floral patterns.

**MG: What's the most valuable thing in your home?**

**MH:** When we moved into our new home we got a luxurious Ligne Roset L-shaped couch and I love it. I have lovely artwork, too, but I'm not a collector.

**MG: What's the most valuable amenity to have in a home right now?**

**MH:** Dog amenities are really important. And there are certain must-haves: game rooms, gyms. The most valuable long-term amenities are the ones in your apartment. At 77 Greenwich, each apartment has a powder room, which means you can entertain, even in a small apartment. I also love windows in kitchens and baths.

**MG: Best piece of real estate advice?**

**MH:** A modestly sized apartment in a great neighborhood is always better than a large apartment in a not-so-great neighborhood.

**MG: What's going on in the news that will have the biggest impact on the luxury real estate market?**

**MH:** There's real demand for environmentally conscious homes. We're seeing a groundswell from both a wellness and environmental point of view. Our building will be upholding LEED standards.

**MG: What is the best area now for investing in luxury properties?**

**MH:** You don't want to be a pioneer, but you don't want to be the last one in either. The Financial District is a true example of that.

**MG: If you had a choice of living in a new development or a prime resale property, which would you choose and why?**

**MH:** Even though I live in an old church, and maybe *because* I do, I would say new. The layouts are designed for the way we live today and the systems are all updated. But it needs to be built with the right sponsor.