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Urban Compass teams up with property manager

Century Management will refer owners of the 10,000 apartments in the 80 buildings it manages to the fast-growing young brokerage for help with sales and leasing. Deal comes on heels of Urban Compass raising \$40 million in funding.

[Joe Anuta](#)

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Fast-growing residential brokerage Urban Compass is teaming up with a building management company to streamline sales and leasing at more than 80 condominium, co-op and rental properties across the city with a total of 10,000 apartments. The deal with Century Management is the first such collaboration for Urban Compass, a tech-focused startup brokerage that came onto the scene last year. It comes on the heels of [a recent \\$40 million cash infusion from investors](#) and a recent lease for a new office in addition to its headquarters in Union Square.

Under the new arrangement, Century will refer unit owners exclusively to Urban Compass. In turn, the brokerage will learn the ins and outs of Century's buildings so its agents can hit the ground running once an apartment hits the market.

"Century would like to increase their grade of services to offer a more efficient process for sellers," said Gordon Golub, chief residential real estate officer at Urban Compass. "And because we have access to all this information and will have systems in place, we can operate much more efficiently."

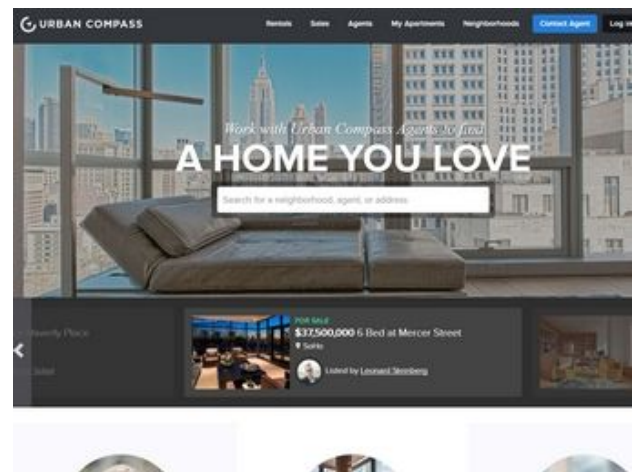
The management company's portfolio of managed properties includes the Toll Brothers' condo at 205 Water St. in Brooklyn's Dumbo, and the upcoming, Christian de Portzamparc-designed 400 Park Avenue South--though Toll Brothers will handle the initial sales for the latter.

Through the partnership, Urban Compass brokers will also know what to expect from the boards that govern many of the units in Century's portfolio, and can aid in compiling all the necessary information required before either a purchase or a sale.

"We want to work with a company that clearly understands us and every one of our buildings," said Mitchell Barry, president of Century Management.

Urban Compass has been revving up its operations since forming last year. Earlier this summer, Leonard Steinberg, a longtime top broker at Douglas Elliman, joined the firm as president, while more recently the [firm announced it inked a lease for a new office at 90 Fifth Ave.](#)

The company is being sued by an entrepreneur who alleges the firm stole his trade secrets, *The Real Deal* reported on Friday.



www.urbancompass.com

Urban Compass has teamed up with property manager Century Management.