



菲尔德旗下位于曼哈顿东85街151号的待售公寓
APARTMENT AT 151 E 85TH ST FOR SALE
LISTED BY NIKKI FIELD

PHOTOGRAPH COURTESY OF NIKKI FIELD

中国买家的时代 THE CHINESE ARE COMING

韩晓婷 BY CATHY HAN



尼基·菲尔德
苏富比国际地产高级全球房产顾问

NIKKI FIELD
SENIOR GLOBAL REAL ESTATE
ADVISOR, SOTHEBY'S INTER-
NATIONAL REALTY

房地产业界元老们一致认为目前曼哈顿的住宅销售市场正处于市场四期循环的第三期，这四期分别为衰退期、复苏期、增长期和供过于求期。扩大的外需成为近年来增长的主要动力。七月初发布的美国国家房地产协会报告指出，去年外资购买美国民宅的比例已经同比提升35%，而其中主要以中国买家为主。截止至2014年3月底，前12个月内中国顾客在美国房地产方面共消费220亿美金，约占外资消费总额的24%，相比去年同期消费128亿美金，占外资市场总额19%的比例来说，有显著提升。

苏富比拍卖行的高级全球房地产顾问尼基·菲尔德说，“在过去的19年里，美国房地产市场最大的金主主要是加拿大买家。而到了今年第二季度，中国买家已经跃居成为首要购买力。”这句话被各大报纸、杂志的房地产专栏，以及知名贸易期刊频繁转载。在《华尔街日报》的年度住民居地产经纪人评选中，尼基凭借她出色的销售记录，成为全国排名前120位，曼哈顿排名前15位的地产经纪人。她向中国买家出售了前所未有数量的高端公寓。

Industry veterans believe that Manhattan's residential real estate market is now in the third phase of the four-phase market cycle: recession, recovery, growth and over-supply. Foreign demand is definitely the key driver of growth. According to a survey published in early July by the National Association of Realtors, foreign purchases of U.S. residential real estate jumped 35 percent last year, with Chinese buyers leading the way. Chinese customers purchased \$22 billion in housing in the 12-month period ending in March 2014, or approximately 24 percent of all foreign sales by dollar volume. This figure is up from \$12.8 billion, or around 19 percent last year.

“The Canadians, for the past 19 years, have always been the largest purchasers. Chinese are the fastest growing. Just this second quarter, the Chinese became number one purchasers in the U.S.,” says Nikki Field, a senior global real estate advisor and associate broker at Sotheby's International Realty and a source often cited in the residential real estate sections of countless prominent newspapers, magazines and trade journals. In *The Wall Street Journal's* annual ranking of U.S. residential real estate professionals, Field ranked in the top 120 nationwide and in the top 15 in Manhattan for sales volume this year. She has sold an unprecedented number of high-end apartments to Chinese buyers.