

VICTORIA'S VIEW

Insight into Manhattan Luxury Real Estate

As we pen this newsletter, we find ourselves in unprecedented times. The market was showing signs of rebounding from overpricing and legislative hurdles during the first quarter of 2020, and the Coronavirus spread rapidly around the United States and the world. The number of sales in Manhattan in Q1 actually jumped 13.5% compared to the same period in 2019. This marked only the second time in 2 years that a YoY increase was observed. The stage was set for a strong Spring buyer season.

Just as the world came to a pause because of the coronavirus outbreak, so too, did New York as Americans stay home. During these times of trial and tribulation for many Americans, many of us have a new found appreciate, love, or definition of what Home means. Home – it is no longer simply a physical place. Home has become our workplace, school, gym, daycare, and sanctuary. We recognize that Home is a place of shelter, secure from the outside World.

Because of that, Home is a place where we can weather the storm. Just as we are all weathering the storm at home, we think the market will weather the current storm as well. It is hard to make predictions given the lack of data points currently available, however, the market was building momentum prior to the virus. There was not a profound weakening of fundamentals, but rather an

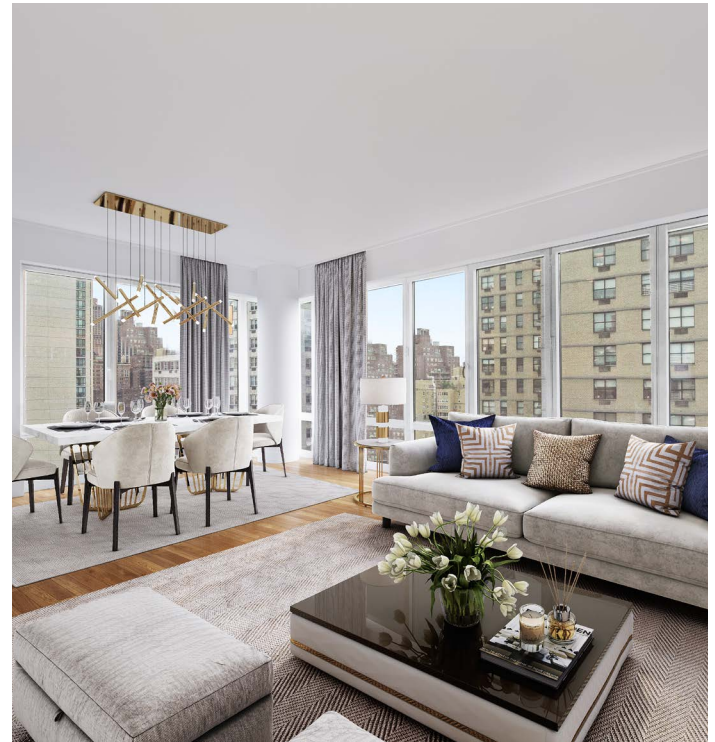
outside force that has created a temporary pause that shall pass. People realize the importance of Home and spending so much time at Home will likely create pent up demand. Buyers that started their search in late February-early March will return and a pipeline of new demand is being created during this pause. Past crises have typically generated sizeable demand as people want to be able to move on with their lives – Sellers list their homes at adjusted pricing based on market feedback and Buyers continue their search, both sides looking to get a deal done and move on with their lives. People will always need to buy, sell, or rent their homes regardless of circumstances.

Times like these show how resilient individuals are – we have been amazed by the way industries, including ours, have adapted nimbly to the New Normal of working. We moved swiftly to shift all business practices to virtual channels in order to maintain business continuity. Communities have come together in a strong way, helping family, neighbors, and healthcare workers to name a few.

We hope you and your families are safe and healthy, and we look forward to connecting with you in-person when the time comes.

April 2020

COMING SOON



255 East 74th Street, 8C

3 BD | 3 BA | \$2,995,000

**Bright 3 Bed with Multiple Exposures at
Casa74**

Apartment 8C is a gorgeous 3 bed / 3 bathroom home with ten foot ceilings, bamboo flooring throughout, and excellent sunlight all day. The floor-to-ceiling windowed corner living room offers beautiful North and East exposures and is flooded with sunlight.

SALE SELECTION



100 East 53rd Street, Unit 52
3 BD | 3.5 BA | \$11,275,000

This gracious 3,385 SF three bedroom, three-and-a-half bath residence is one of a select collection of full-floor residences with spectacular panoramic views and direct double elevator access. Upon arrival, you are welcomed into a grand entry gallery and led through double oak doors into a spacious great room with dramatic northern, western and eastern exposures outfitted with 8-inch oversized wide-plank white oak flooring, floor-to-ceiling Starphire UV-coated windows, custom full-height curtains, and nearly 11-foot ceilings with integrated reveals for custom lighting that draw attention to views and light.

Hotel-like amenities also include a wellness facility, 60-foot sunlit swimming pool, sauna and steam room, yoga and pilates rooms, highly-curated residential library and residential lounges.

Enter the spacious nearly 2,000-square-foot residence where Nordic Ash hardwood floors usher you to a phenomenal living room wrapped in southern light and open city views, seemingly never-ending, spanning all the way south to the Hudson River and the Statue of Liberty. The living room offers a perfect flow for living and entertaining. Open chef's kitchen with a breakfast bar has everything you need for the gourmet cook. Custom Italian cabinetry, calcutta marble, Miele, Bosch and sub-zero appliances make this a tastefully equipped premier kitchen.

This wonderful apartment is located in the Sheffield Condominium renowned for its incredible amenities. The Sky Club, a glorious rooftop with panoramic views of the city, indoor/outdoor heated salt water pool, outdoor sun decks, state of the art health club, space services, sauna & steam rooms, yoga studio, spin classes, a children's playroom, two lounges and rooftop BBQs.



322 West 57th Street, 56Q
3 BD | 2.5 BA | \$4,295,000

29A is 1,638 SF two bedroom, two-and-a-half-bath residence situated in the tower of One Hundred East Fifty Third Street. Interiors elegantly conceal service functions, balance soaring views and domestic intimacy, and allocate generous space for art. Enter into the spacious corner living and dining room with northern and eastern exposures outfitted with Carlisle 8" oversized wide-plank white oak flooring, floor-to-ceiling Starphire UV-coated windows, custom full-height curtains, and nearly 10-foot ceilings with integrated reveals for custom lighting that draw attention to views and light.

The split bedroom layout features two private master suites with luxurious ensuite master bathrooms. Master Suite One's bathroom is adorned with heated Silver Striato travertine floors, a wire-brushed oak vanity with Silver Striato travertine slab countertop and integrated sink, glass-enclosed shower with rainhead, and complemented with Aquabrax fixtures



100 East 53rd Street, 29A
2 BD | 2.5 BA | \$4,200,000

Contact 917.860.2782 for an appointment

SALE SELECTION

At approximately 3,100 square feet, with an additional 1,500 square feet of outdoor space, this duplex apartment with private roof terrace features double exposure, brick walls, original columns from 1880 and two functioning wood-burning fireplaces.

The first floor provides a grand master suite with a stainless steel jacuzzi, and a glass ceiling double shower. This level also features triple pane windows, a launch area, 3 additional bedrooms, 2 bathrooms, and washer/dryer.

The second floor is a dream entertaining space that includes an oversized living and dining space with eastern exposure and oversized windows.

The eat-in open kitchen with glass doors leads to an expansive 750 sqft terrace and the stairs to the private roof terrace with wonderful open City views.



247 Water Street, PH

4 BD | 3.5 BA | \$3,999,995

Also Available for Rent: \$14,995/MO

29B is a gracious 1,375 SF one bedroom, one-and-a-half-bath residence situated in the tower of One Hundred East Fifty Third Street. An oak pocket door slides open to reveal the private master bedroom suite featuring a luxurious ensuite master bathroom adorned with heated Silver Striato travertine floors, wire-brushed oak vanity with Silver Striato travertine slab countertop and integrated sink, recessed medicine cabinets, Apaiser alcove tub, and complemented with Aquabross fixtures throughout.

This elegant and modern residence also features western and eastern exposures, a private guest powder room, concealed Miele washer and dryer, LED lighting throughout, seamlessly integrated linear diffusers, and year-round zoned temperature control via a 4-pipe fan coil HVAC system.



100 East 53rd Street, 29B

1 BD | 1.5 BA | \$2,800,000

Residence 8A is a bright delightful 2 Bedroom home featuring stunning city views with South, West and Northern Exposure. Designed by the renowned architect-designer, Paris Forino, this unique and airy floor plan is the only 2 Bedroom 1 Bathroom residence available in the building.

The pristine apartment offers high ceilings, California Closets - including a walk in, 5-inch wide plank white oak floors all throughout, and separate front loading washer and vented dryer by LG. The kitchen includes custom Italian cabinetry, top-of-the-line Miele appliances, a fully-paneled Miele refrigerator, white marble countertops and backsplash and a waste disposal. The master Bedroom has gorgeous open city views and the master bathroom offers Dolomite marble floors, a Toto toilet, a deep-soaking tub and polished chrome fixtures by Waterworks.



IN
CONTRACT

389 East 89th Street, 8A

2 BD | 1 BA | \$1,495,000

Contact 917.860.2782 for an appointment

SALE SELECTION

Apartment 5C/6C presents a rare opportunity to own a duplex condominium along Central Park West, one of most sought after locations in the city. This gorgeous combination unit with spiral staircase has three functional bedroom spaces, a large living room with built-in speaker system and extensive storage, and a renovated kitchen that includes LG Fridge, Bosch dishwasher, GE Stovetop and microwave, and a custom kitchen table with removable island and extra drawer space, and solid core countertops with option for a high gloss finish. Upstairs, the apartment has a large master bedroom, a second bedroom, and also features a lounge area, wine cave, and a Frigidaire washer with vented dryer. The apartment has two full bathrooms, and a true dining space that can easily be converted into a third bedroom. Additionally, the apartment has air conditioners throughout, all of them through the wall.

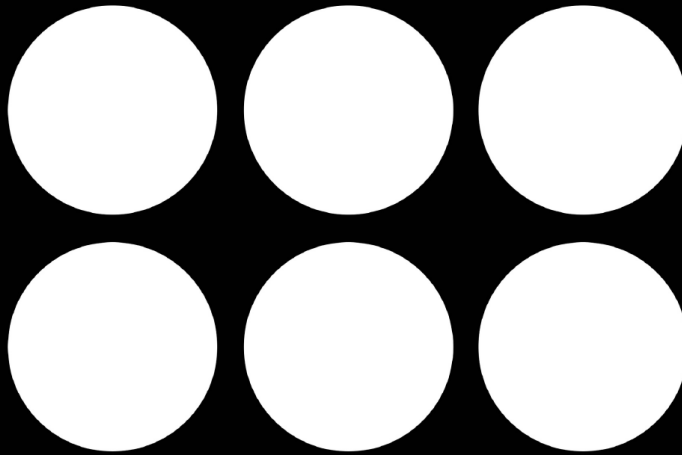


IN
CONTRACT

420 Central Park West, 5/6C

3 BD | 2 BA | \$1,250,000

Get a head start finding your new home.



Find thousands of new listings
before anyone else—discover
Compass Coming Soon.

[compass.com](https://www.compass.com)

COMPASS

Don't see what you're interested in? When you partner with us, we have access to exclusive listings before anyone else thanks to Compass Coming Soon

Contact 917.860.2782 for an appointment

100E53 by Foster + Partners

Redefined Luxury Living in Midtown East

100 East 53rd Street by Sir Norman Foster sets a new standard for luxury living in Manhattan. Located in the heart of the Midtown Culture District, 100E53 offers residents unparalleled culture, art, and design with contemporary loft living. The building harmoniously sits nearby to icons such as the Seagram Building and the Lever House with a striking glass tower that soars 711 feet into the Manhattan skyline.

The building is comprised of 94 units ranging in size from spacious alcove loft residences to unique, full-floor homes offering the utmost in privacy and luxurious, modern Midtown living. Loft units are located in the base of the building while larger homes are situated in the Tower.

We are please to represent 3 unique residences within 100E53

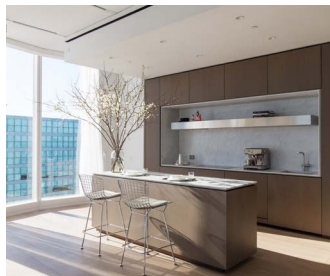


Panoramic Views

Take in beautiful views of the Manhattan skyline from Tower Residences

Attention to Detail

Custom kitchens with Aged Oak, Carrara Marble, and Stainless Steel



Hotel-like Amenities

Include a wellness facility, 60-foot sunlit swimming pool, sauna and steam room, yoga and pilates rooms, highly-curated residential library and residential lounges

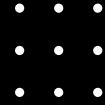


The 63-story tower sets back from the 9-story podium, and the two building components possess identifiably different residences – tower homes and loft apartments – that are generously proportioned and seamlessly integrated with infrastructure for modern cosmopolitan living.

Interiors elegantly conceal service functions, balance soaring views and domestic intimacy, and allocate generous space for art. Kitchens throughout are outfitted in Foster + Partners designed millwork and integrated Gaggenau appliances.

Compass NY Region Launches

VIRTUAL AGENT SERVICES (VAS)



At Compass, the health and safety of our agents, clients, staff, and the communities where they live, play, and work is our #1 priority. By pairing the industry's top agent talent with technology, we're able to make the home buying and selling experience intelligent and seamless.

Today, we are pleased to offer Compass VAS (virtual agent services) – an exclusive suite of marketing and transactional services available to all Compass clients.

AN EXCLUSIVE SUITE OF SERVICES

Virtual Open House

Using dynamic, agent-guided video promoted via digital, mobile, and social channels, we can showcase the key features of your property to interested clientele wherever they are.

Private Interactive Home Tours

Take buyers on a virtual journey through any home with sight, sound, and motion to expound on the unique features of the home. Buyers can easily provide feedback via live video, text, or emoticons that can be easily shared with agents and sellers.

Virtual Neighborhood Tour

Selling your home will be a "virtual walk in the park" with Compass' Virtual Neighborhood Tours. Buyers and their families can explore new neighborhoods and experience all that the community has to offer with snapshots of key attributes of the neighborhood.

Dynamic Digital Listing Brochures

Pages will turn, videos will play, home features will come to life with interactive brochures that create a dynamic, immersive experience for even the most discerning of buyers.

Video Mail

Got Mail? More opens lead to more closings with emails that allow you to put your best face forward using embedded video.

Live Postcards

With an animated open experience and a dream-like view of the most attractive features of the home, Live Postcards can surprise and delight prospective buyers at every stage of their journey to find their perfect place in the world.

Digital Marketing + Insights

The Compass' digital Ad tool allows for the quick and easy launch of optimized Facebook and Instagram ad campaigns to promote your property to a highly targeted audience.

Enhanced 3D Staging

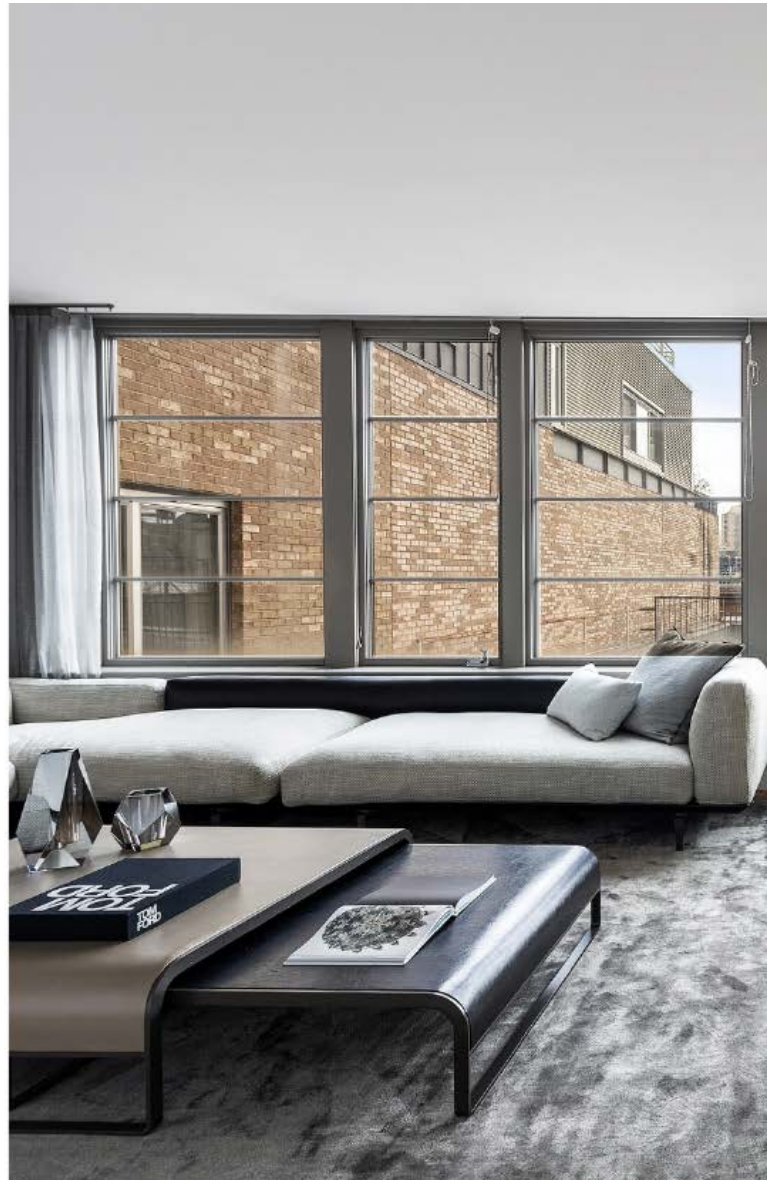
We've partnered with America's leading virtual staging firm to provide enhanced 3D staging that combines superior home staging expertise and high-end design with state-of-the-art virtual staging technology.



Compass Concierge

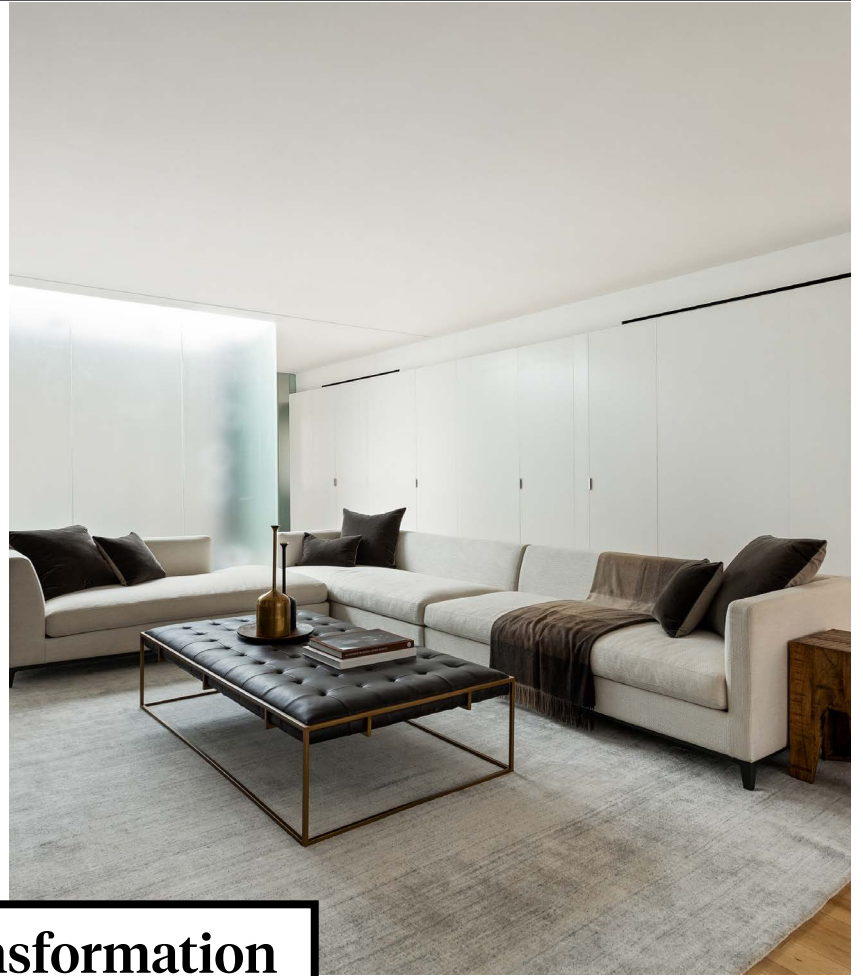
Thought of Home
Improvements Haunting
You?

Let Us Help You Get
Your Home Ready to
Bring to Market!

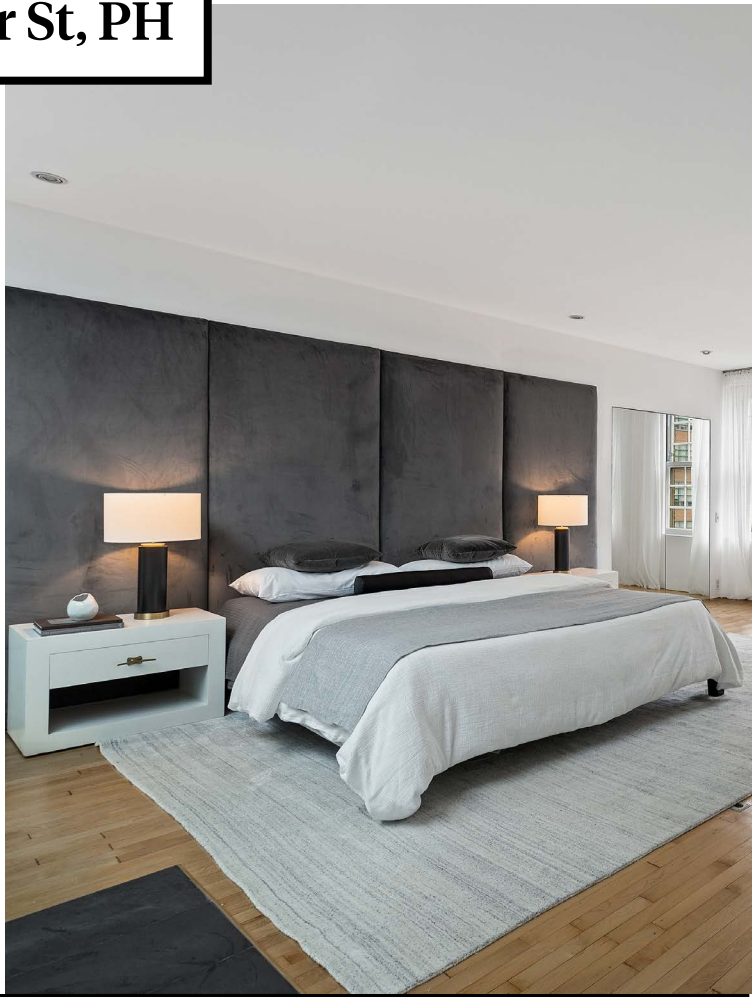


With this offering exclusive to Compass, we will front the cost of services to improve your home for a quicker, more profitable return.

-
- Our team will develop a tailored project plan with suggested home improvements and updates to prepare your home for the market.
 - You will contract directly with home improvement service providers.
 - Compass Concierge will pay the associated cost for home improvement work performed subject to your agreements with home service providers.
 - At the closing of the property, Compass Concierge will collect a fee that covers the cost of the work performed.

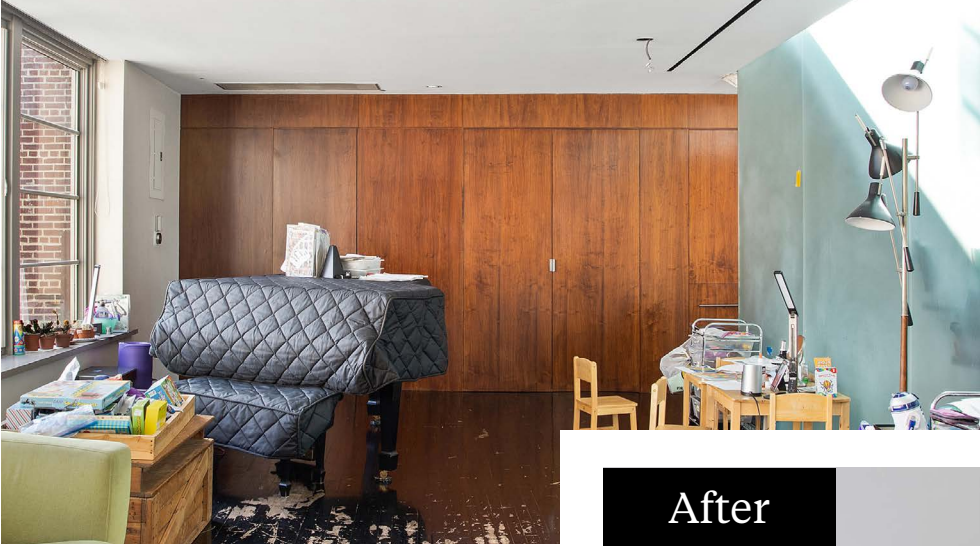


**Transformation
247 Water St, PH**



Live Example: 247 Water Street, PH

Before



Compass Concierge helped transform our newest listing at 247 Water Street, PH.

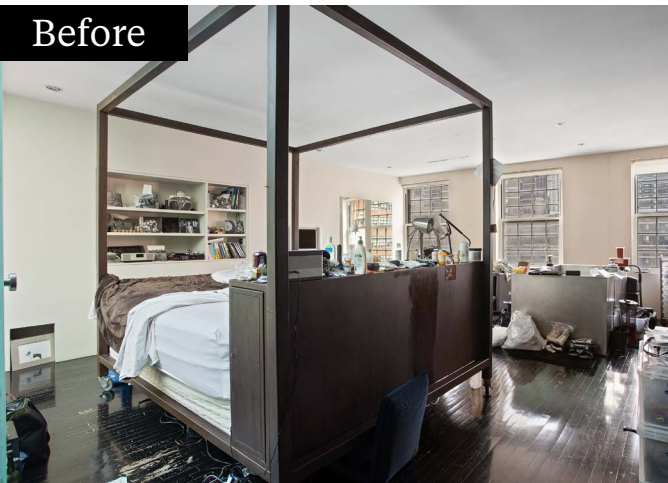
We partnered with the best vendors to revamp this duplex penthouse into a modern stunner.

Concerned about the appearance of your home, or possible upgrades? We can help!

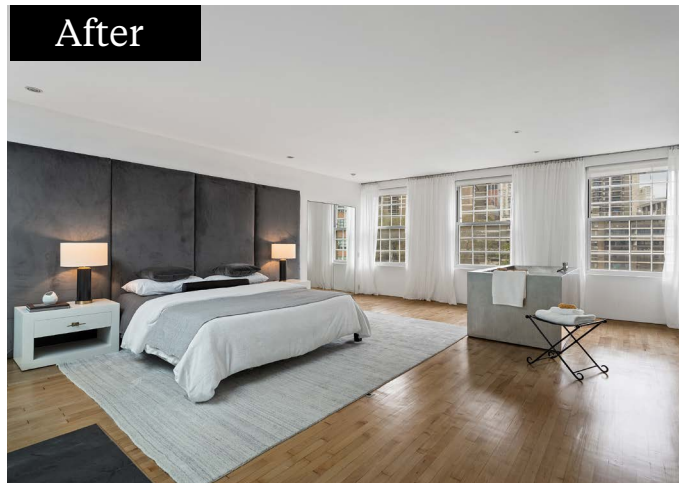
After



Before



After

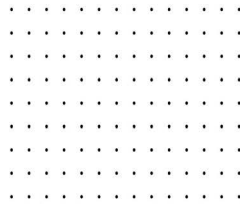


The Resource Library



We know that navigating and transacting in the real estate market can be overwhelming and highly stressful. In fact, purchasing a home has been proven to be as stress-enducing as death or divorce.

Dont worry, we are here to help.



Did You Know?

Our website offers a wealth of resources to help you get well versed in real estate. From information on why working with an agent is so important to closing costs estimators by property type, we've got you covered.



Buying NYC Real Estate

With an Agent



Visit:

TheVictoriaShtainerTeam.com/realestateresources



Market Data

MARKET DATA



Low interest rates coupled with higher work-from-home rates could mean more people are starting new home searches online.

Source: Meyers Research

Online home searches have surged! According to Meyers Research, Google searches in the U.S. for “Should I buy a house” doubled in March from the previous month. Have you been asking yourself the same question? **We're here to help - questions about the current market or conditions? Get in touch!**

While the Federal Reserve cut interest rates to near-zero, mortgage rates won't drop to that point anytime soon, and loan originators are overwhelmed with demand and need to raise their own rates in order to ensure that the loan remains profitable for them (Bankrate). However, it's still a good time for many borrowers to refinance their mortgage and reduce their monthly costs.

MARKET DATA



It's a good time for many borrowers to refinance their mortgage and reduce their monthly costs.

Source: Bankrate

Transactions

Recently Rented

- 151 East 58th Street, 34B
- 151 East 58th Street, 32C
- 15 Hudson Yards, 79A
- 151 East 58th Street, 39F
- 50 Riverside Blvd, 11L
- 50 West Street, 20B
- 151 East 58th Street, 39D
- 255 East 74th Street, 8C
- One West End Avenue, 28C
- 400 East 54th Street, 25CDE-in 1 day
- 100 West 58th Street, 8D
- 175 West 60th Street, 35A
- 450 East 83rd Street, 3D-in 1 day
- 93 Worth Street, 404
- 255 East 74th Street, 5B

In Contract

- 389 East 89th Street, 8A
- 420 Central Park West, 5/6C

Recently Sold

- 151 East 58th Street, 47A- \$11.2M
- 25 Columbus Circle, 67C- \$10.375M
- 151 East 58th Street ,47B- \$10.375M
- 151 East 58th Street, 44B- \$9,95M
- 255 East 74th Street, 29A - \$7.2M
- 255 East 74th Street, 24B- \$5.3625M
- 255 East 74th Street, 5B- \$1.65M
- 50 West Street, 20B- \$4.59M
- 1 West End Avenue, 28C- \$4.335M
- One Manhattan Square, 48C - \$3.82M
- 255 East 74th Street, 10C - \$2.99M
- 448 West 37th Street, 8A- \$1.7M
- 70 Washington Street, PH K- \$1.572M
- 315 East 72nd Street, 8B- \$1.3M
- 188 East 64th Street, 2603- \$1.175M
- 389 East 89th Street, 8A- \$1.150M
- 303 West 66th Street, 19CW- \$1.110M
- 175 West 13th Street, 9E- \$1.049M

**Anyone Can Tell You How Much Your Home is Worth.
Contact Us to Find Out How to Make It Worth More.**

P: 917.860.2782

E: vshtainer@compass.com

www.TheVictoriaShtainerTeam.com





A Smarter Real Estate
Experience

—
What's the value
of my home?

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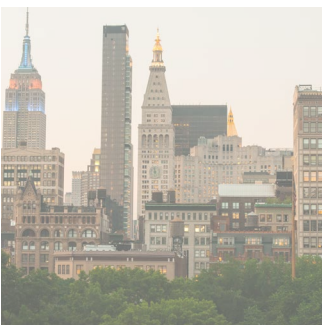
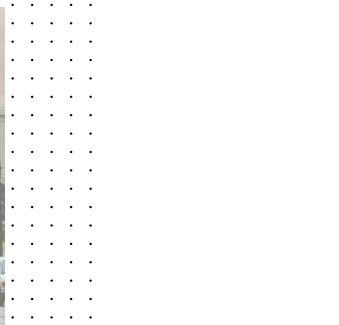
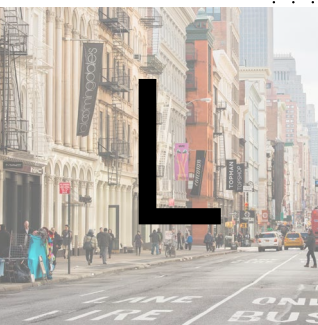
Did you Know?

We offer **complimentary valuation reports** for your property! Powered by our proprietary suite of tools developed by the Compass technology team, we are able to accurately assess the value of your home and even recommend the ideal time to list your property if you are considering selling.

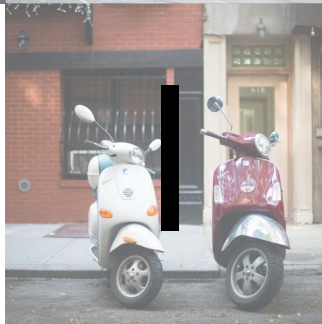
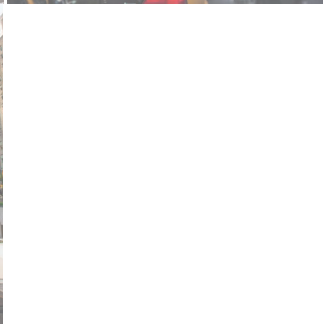
Be sure to [contact us](#) to receive your complimentary report.

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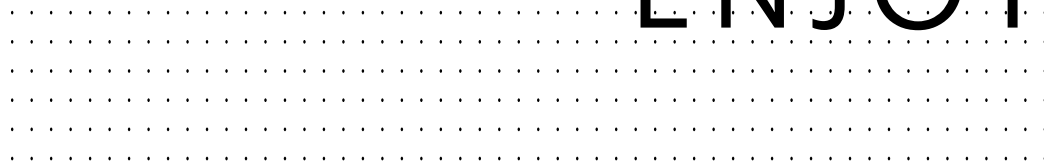
Recommendations from
The Victoria Shtainer
Team



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SHOP ● EAT ● DRINK ● TRAVEL ● EXPLORE

ENJOY



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COMMUNITY



Healthcare workers are front line fighters against COVID-19. Let's help our healthcare heroes get Personal Protective Equipment (PPE), so they can help everyone.

getusppe.org

#GetUsPPE



HEALTHCARE WORKERS NEED PPE

We are so thankful for all the healthcare professionals that are fighting on the front lines of the Coronavirus pandemic. They need our help now more than ever. There are many ways you can get involved in your local community while 1) staying home and 2) providing assistance to those most in need.

Our healthcare workers are in need of PPE so they can continue to fight against Coronavirus. You can contribute and learn more about opportunities to provide PPE by visiting getusppe.org.



THE VICTORIA
SHTAINER TEAM



The Victoria Shtainer Team is one of the most successful and creative real estate teams in New York City. With knowledge of new development, design, and market conditions, the veteran team has proven expertise in helping their clients purchase and sell condos and coops throughout the city.

- Over a decade of real estate expertise
- Represent buyers, sellers, developers, and renters at multiple price points
- Specialize in the New York, Hamptons, and Miami luxury markets
- Diverse backgrounds including law, banking, and marketing
- Languages spoken include Russian, Mandarin, and Spanish

P: 917.860.2782

E: vshtainer@compass.com



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