

VICTORIA'S VIEW

Insight into Manhattan Luxury Real Estate



THE VICTORIA SHTAINEER TEAM

August 2020

www.thevictoriashtainerteam.com

As we enter the final stretch of summer, we are also entering a new phase of unknown. At the start of the pandemic, August felt far off - many thought things would be "normal" by this time. While some normalcy has returned, many questions remained unanswered. The largest topic on the mind of many is the return of school. New York's Governor has announced that NYC schools have the green light to open. Will this trigger a return to the city for many that left in the spring? Many questions about the logistics of schools remain to be seen.

Schools re-opening is just one of the unknowns. We are still faced with questions such as when will a vaccine arrive? How will the election in impact markets? There are many questions to answer, but there are also many that have been answered. During times of uncertainty, focusing on what is known and sticking to goals is important.

As it relates to the real estate market, we focus on the following known trends and themes:

Data is King - Regardless of industry, data is king. Companies are constantly looking for more data as well as way to understanding their existing data. At Compass, we access to myriad real-time market stats that guide our pricing recommendations to ensure you are set up for success. We recently unveiled a state-of-the-art Competitive Market Analysis tool that we can send fully digitally.

Virtual is Here to Stay - A change that was likely coming in the future that the pandemic forced us to adapt quickly, virtual working and engagement. It is efficient and effective.

Interest Rates are Historically Low - Rates have dropped to never before seen levels. For Buyers it is a must to take advantage of these rates. Prior to writing this, the 30-year fixed dropped below 3% for

the first time ever. Rates will likely remain low in the short to medium term, but rates will worsen at some point in the future so do not take them for granted.

Active Buyers are Serious - For Sellers, they must note that Active Buyers are more serious than ever more. They are motivated to make a transaction because of low mortgage rates as well as a concrete understanding of what they want in their next home thanks to spending so much time in their existing home recently.

Avoid Wait and See Mentality - This is true for both Buyers and Sellers. In times of uncertainty it can be compelling to "wait it out", however, many times than not this mentality can lead to inefficient results towards your goals. It is nearly impossible to time the market. For Buyers, focus on quality and the best deal that matches your defined criteria list. For Sellers, focus on why you need to sell and remember, selling at a lower market means you are also buying your next home at a lower price.

With all that in mind, we leave you with 5 trends we've noticed that illustrate the real estate bounce back that has been underway since Shelter In Place has been lifted.

1. Mortgage Rates continue to hit record lows and Buyers are taking advantage. 30 year mortgage rates dipped below 3% to the lowest level in history
2. New Mortgage Applications are up 33% from July 2019
3. Nationally, existing home sales in June rebounded 20.7% month over month. This represents the highest monthly increase ever recorded
4. Median home prices increased for 100 consecutive months
5. Homebuilder sentiment is currently at 72. The last time a yearly average was this high was in 1999

Victoria Shtainere



Recently Remodeled Upper East Side 1 Bed

315 East 72nd Street, 10C

Be the first to live in this newly renovated home!

Located in the heart of the Upper East Side, this rarely available oversized one bedroom 1 bathroom co-op apartment is your chance to live on beautiful East 72nd Street.

With generous proportions throughout (approx 900 square feet of space) this apartment boasts a brand new gorgeously renovated open chef's kitchen with breakfast bar, a spacious bedroom that fits a king bed, a XL marble bath with custom vanity, through wall A/C units in the living & bedroom and incredible closet space throughout.

COMPASS

For More Information or an Appointment, Contact 917.860.2782



Sublime 4 Bedroom Condo at Casa74

255 East 74th Street, 19A

4 BD | 3.5 BA | \$4,995,000

This breathtaking and spacious 4 bed, 3.5 bath home at The Casa 74 – a sublime, luxury full service condominium – offers phenomenal views from every room with southern, western, northern and eastern exposures.

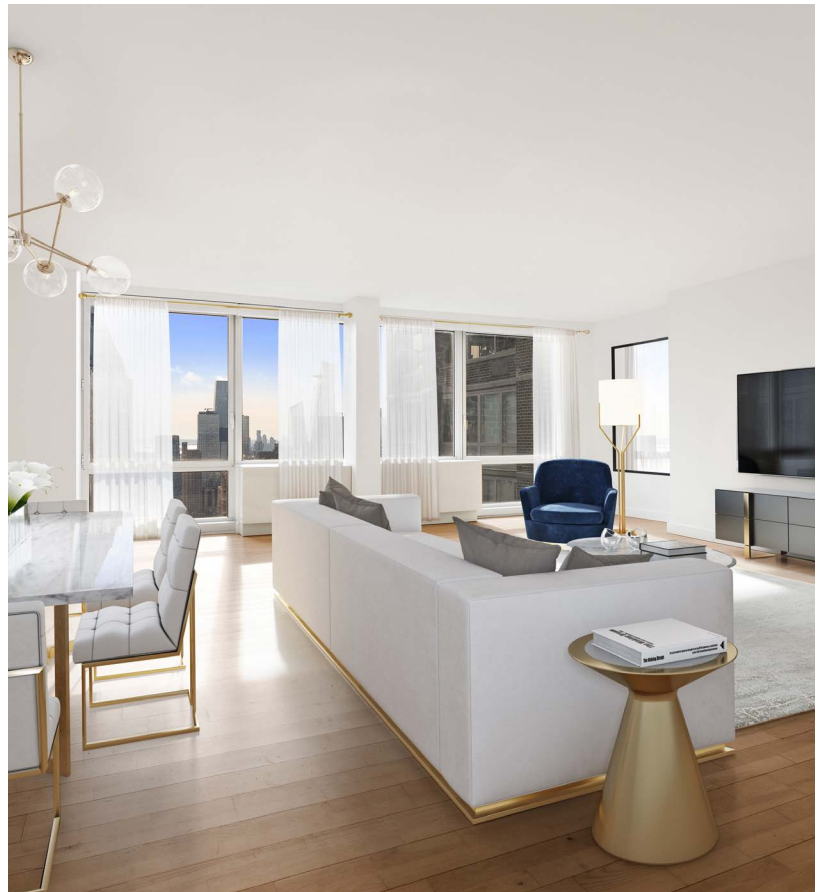
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Home in the Sky at The Sheffield

322 West 57th Street, 56Q

3 BD | 2.5 BA | \$3,945,000

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, opening to a premier chef's kitchen. equipped premier kitchen.



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Bright 3 Bedroom with Multiple Exposures

255 East 74th Street, 19A

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

The floor-to-ceiling windowed corner living room offers beautiful North and East exposures and is flooded with sunlight. Immediately off the living room, there is a windowed eat-in Italian Varena kitchen with a Breakfast space. The master suite with North and West city views has over-sized corner windows and two spacious walk-in closets.



132 East 65th Street, 2B

1 BD | 1 BA | \$1,749,500

This gorgeous one bedroom at The Touraine, the only one bedroom on offer in the building, is a jewel-box home that is the epitome of luxury living on the Upper East Side. The Touraine was completed by Toll Brothers in 2013 and designed by H. Thomas O'Hara. 10-year 421A Tax Abatement.



518 Maple Street, #4

2 BD | 2 BA | \$695,000

This extremely quiet 2 bedroom apartment with 2 bathrooms, Whirlpool washer/dryer in unit, dishwasher and big storage unit, is filled with light all day long thanks to its double exposure (South and North).

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Sunny & Chic on the Upper East Side

241 East 74th Street, 8H
Studio | 1 BA | \$480,000

Welcome home to this spacious, sunny and chic convertible 1 bedroom / alcove studio located in a full service luxury co-op building in the heart of the Upper East Side. This bright & cheerful east facing gem of a home features custom built-ins, in wall A/C unit, parquet floors, and a large open floor plan.



Expansive Outdoor Space

158 Manhattan Ave, 1B
2 BD | 1.5 BA | \$1,150,000

Be prepared to fall in love with a huge private garden and patio when you step into this stunning and spacious duplex residence in the heart of East Williamsburg.



3 Bed at One West End

One West End Ave, 28C
3 BD | 3.5 BA | \$14,995/MO

Apartment 28C is a gorgeous 3 bedroom, 3.5 bath residence, comprised of 2,011 SF with white oak wide plank floors, a generous corner living room with north and east exposures, corner master bedroom with south and east exposures and floor-to-ceiling windows which offer extraordinary natural light.

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- ●

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HEALTHY HOME: GUIDE FOR SAFE SHOWINGS

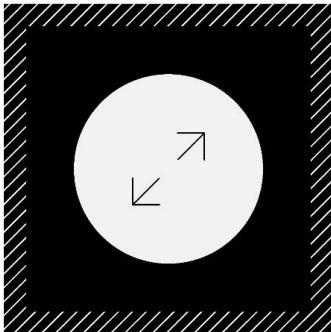
In light of the evolving situation around COVID-19, we are taking precautions to ensure the safety of our clients, prospective buyers, and team.

You should always be guided by your own sense of personal safety and know that we have the tools and resources to power transactions 100% virtually. However, know that when you view a property in-person with our team, we are taking the following safety measures and adhering to State and Local government guidelines.

Before showings of our listings, we ensure:

All inside doors are open to reduce the amount of contact on high touch surfaces such as door knobs. We sanitize and wipe down door handles before and after each showing:

- Sanitizer/Soap/Paper Towels available
- We wear gloves and face masks at all time. Face coverings are necessary for all those entering the property during the showing
- Curtains open, windows open where possible, and air conditioning units on to increase air flow and circulation

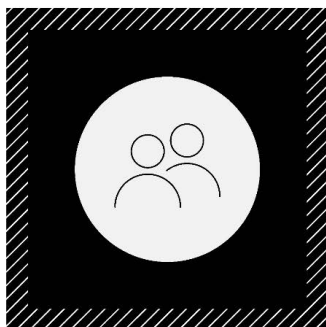
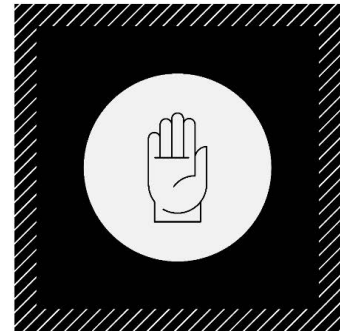


Minimum 6ft.

We will maintain the recommended 6 foot distance during the course of your visit.

Protective Wear

To prioritize the health and safety of clients and brokers, masks are required, and we request that everyone wear gloves and booties.

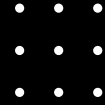


Limited Guests

A limited number of clients will be permitted in the home at one time. Discussions, paperwork, etc, can be held outside the home or remotely.

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

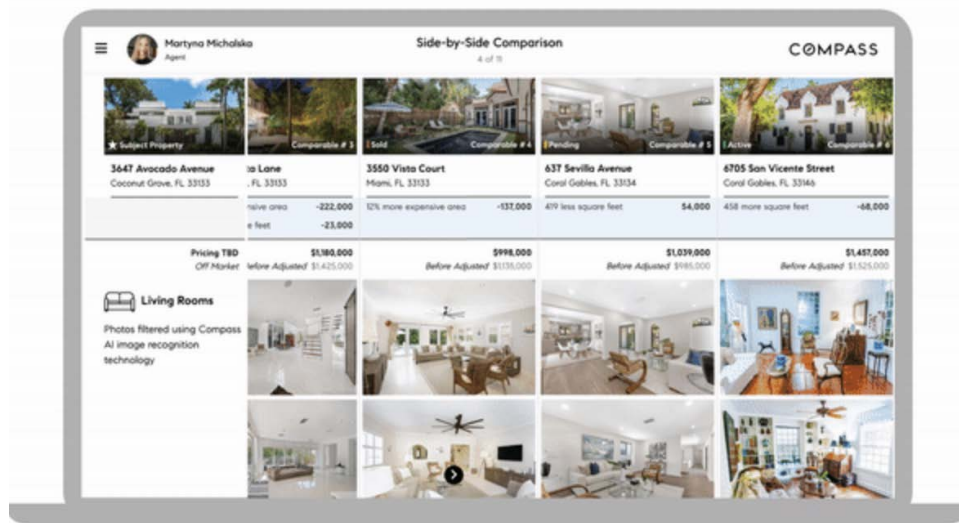
The Compass' digital Ad tool allows for the quick and easy launch of optimized Facebook and Instagram ad campaigns to promote your property to a highly targeted audience.

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.

For More Information or an Appointment, Contact 917.860.2782

PERSONALIZED AND POWERFUL



It's Never Been Easier to get a Pricing Strategy for your Home

Customized to your location and your property, our powerful new **Competitive Market Analysis** pricing tool will demystify the current real estate landscape. By seeing the sale price of other homes in your area, you can have confidence your home is priced right and listed at the best time.

Planning to Sell? Take the guesswork out of the equation. The pricing strategy I can curate for you is personalized to your home and based on the current market. It will empower you to sell faster, smarter, and with confidence.

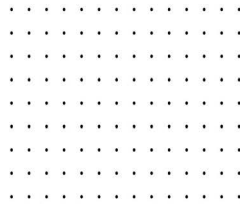
Contact Us to get your Comprehensive, Digital CMA Report Today

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



Transactions

Recently Rented

- 151 East 58th Street, 34B
- 151 East 58th Street, 32C
- 15 Hudson Yards, 79A
- 151 East 58th Street, 39F
- 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
- 255 East 74th Street, 5B
- 440 Washington Street, 406
- 315 7th Avenue, 6A

In Contract

- 205 East 77th Street, 3E
- 15 West 61st Street, PH

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
- 389 East 89th Street, 8A - \$1.495M
- 315 East 72nd Street, 8B- \$1.3M
- 420 Central Park West, 5/6C - \$1.25M
- 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

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What's the value
of my home?

www.TheVictoriaShtainerTeam.com/Inquire



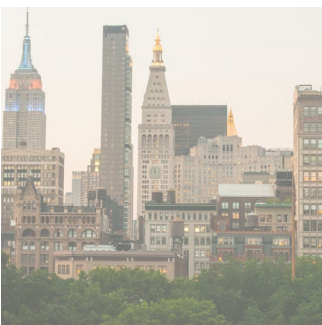
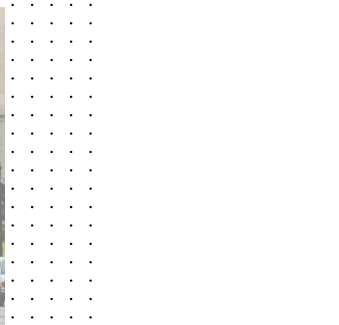
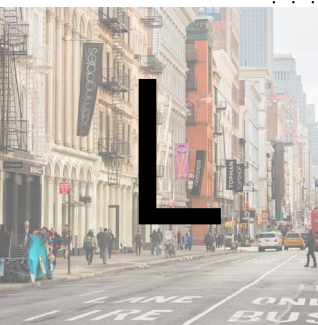
Did you Know?

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.

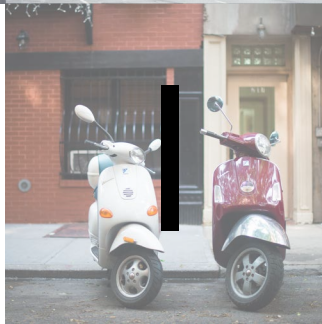
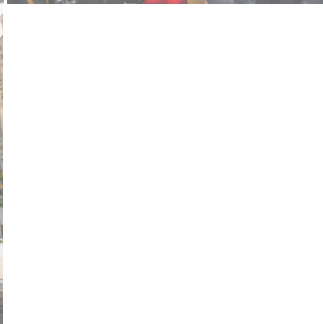
Be sure to [contact us](#) to receive your complimentary report.

Currently

NYC
CITY



L O V



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Recommendations from
The Victoria Shtainer
Team



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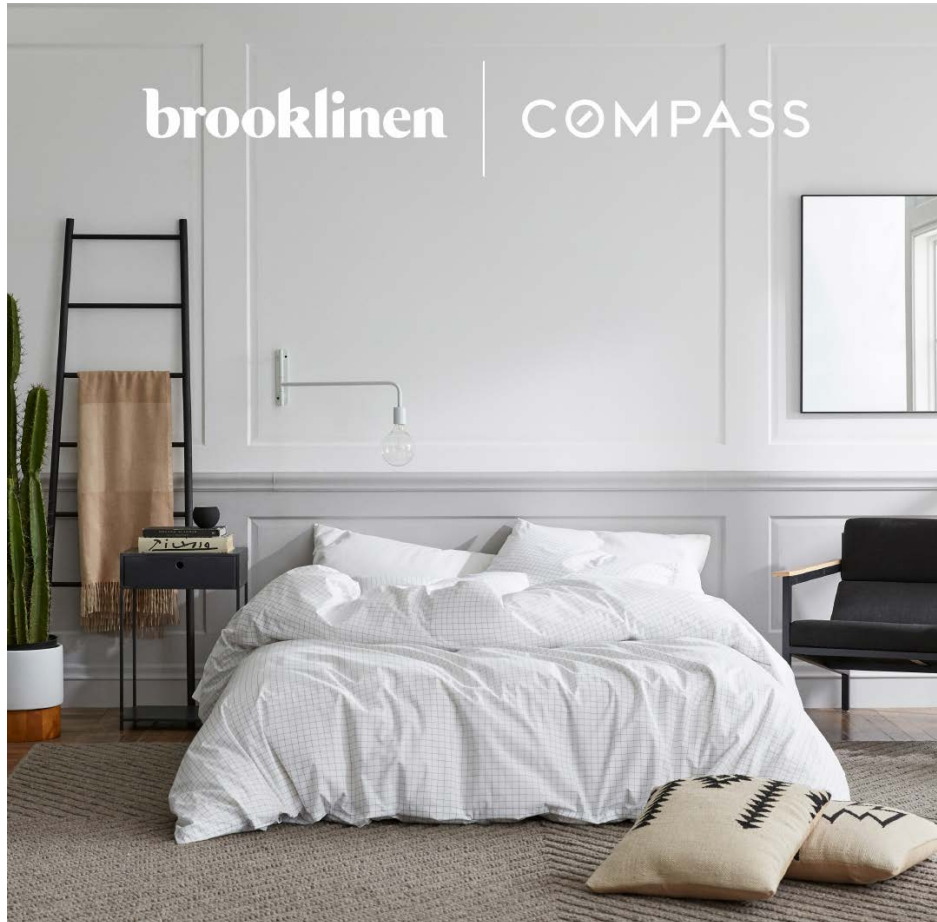
SHOP ● EAT ● DRINK ● TRAVEL ● EXPLORE

ENJOY

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SHOP



Brooklinen

Brooklinen was founded on the philosophy that people deserve simple, beautiful home essentials without the luxury markup. Checkout their [website](#) for an array of linens, bath accessories, loungewear and gifts.

Visit brooklinen.com and use code **Compass15 for 15% off your purchase.***

*Purchases must be made using code. Coupon codes are not retroactive and price adjustments will not be issued to orders placed prior to the start of any promotion. Spaces by Brooklinen products will not qualify for this offer. Offer may not be combined with other offers. This promotion has no cash value and if a return is made, your account will be credited only in the amount that you paid. Offer is non-transferrable and may not be resold. Brooklinen reserves the right to refuse or alter any coupon or promotion at its discretion if fraudulent or misleading conduct is suspected.



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

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