

VICTORIA'S VIEW

Insight into Manhattan Luxury Real Estate



THE VICTORIA
SHTAINER TEAM

December 2020

www.thevictoriashtainerteam.com

December – we find ourselves rapidly approaching the end of 2020. Despite the immense challenges we have all faced throughout this year, the time has seemingly flown by.

The high-end Manhattan market continued its post Covid march higher in November as we headed into the Holiday season. 25 homes priced \$4M and higher went into contract for the week ending November 22. This was 3 more than the previous week and 25% higher than the unofficial benchmark of recent years of 20 contracts. The rebound of the NYC market since June has been so uplifting and is proof to the point that New York always bounces back. We are a resilient city and a resilient bunch.

Heading into the final month of 2020, we expect that active Buyers will look to finalize deals before the end of the tax year. The Holiday season typically brings a slower pace to the Manhattan market as many take a pause to spend time with family and loved ones. The understatement of the year is that 2020 has been quite the year. Looking back over the past 12 months, we faced many challenges, but also learned many new things along the way. Some highlights and things to note of the past year:

Strong Start: 2020 started on a very strong note for the Luxury market. Pricing was stabilizing, and volume was picking up.

A Pause: Activity came to a virtual halt with the Pandemic in March as the Real Estate industry was forced to end in-person showings. The restrictions on the market that we saw in 2020 were unlike any previously seen within the industry.

Adapting: After the initial shock of being shut down, the real estate industry demonstrated its ability to be nimble and adapt. We quickly adopted virtual technology across all facets of our business to continue to serve our clients in the “new normal.” From Virtual 3D Tours, to Zoom Closings, technology is at the core of our business and serving our clients. This will be here to stay.

New Priorities: increased time at home and the new meaning of “home” changed consumer preferences. Home is now not only home, but also the office, the school, and the gym. We saw a strong shift to increased size, private outdoor space, and the resurgence of Townhouses in the city.

Resurgence: NYC was hit particularly hard at the onset of the Pandemic. Many fled the crowded city streets for open space of the suburbs. Many had projected that this trend would persist, however, we have seen that New York came back in a strong way. When in-person showings were allowed to resume in June, the market immediately picked up and has been on a persistent uptrend since. Additionally, we have seen first-hand folks returning to life in the city.

Low Rates: Mortgage rates trended very favorably for homebuyers throughout 2020. In fact, Mortgage rates set record lows more than a dozen times thus far in 2020. We expect rates to stay historically low, but may see some upward trends in the year ahead.

We wish you a warm Holiday Season, positive finish to 2020, and an uplifting year ahead.

Victoria Shtainer



Incredible Central Park Views at One Beacon Court

151 East 58th Street, 48D

Exceptional opportunity to live in a furnished or unfurnished 3 Bedroom corner apartment with incredible Central Park Views.

This high floor unit boasts spectacular Central Park, River, and Manhattan skyline views, with excellent light streaming in through the floor-to-ceiling glass. The high ceilings give the unit a very spacious and open feel.

\$29,995/MO

For More Information or an Appointment, Contact 917.860.2782



Mint Condition with Park and River Views

151 East 58th Street, 42B

2 BD | 2.5 BA | \$5,950,000

Apartment 42B is a rarely available, two bedroom at One Beacon Court featuring split views of Central Park and River views from the living area. This high floor unit boasts spectacular Central Park, River, and Manhattan skyline views, with excellent light streaming in through the floor-to-ceiling glass.

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Sublime 4 Bedroom Condo at Casa74

255 East 74th Street, 19A

4 BD | 3.5 BA | \$4,895,000

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.



For More Information or an Appointment, Contact 917.860.2782



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Landmarked Upper East Side Townhouse

12 Henderson Place

3 BD | 4.5 BA | \$4,795,000

Welcome home to 12 Henderson Place, a landmarked Queen Anne-Style townhouse once the set of Woody Allen's film "Manhattan." Located in a private cul-de-sac on East 86th St between York and East End Avenue, this home is directly across from Carl Schultz Park and Gracie Mansion. No expense was spared in this single-family townhouse, a gut renovated stunning 3-bedroom, 4.5-bathroom home with a private outdoor patio, a roof deck, and a rare exclusive private parking space directly in front of the home.



Expansive 4 Bedroom at The Emory

422 East 72nd Street, 4D

4 BD | 4 BA | \$4,600,000

This incredible 2,800 sq. ft. home offers a gorgeous open concept layout with spacious living areas and a formal dining room area perfect for entertaining or hosting fabulous dinners. The residence features a modern open chef's kitchen with an adjoining breakfast room and den. This private and quiet home is an entertainer's or family's dream with the expansive indoor/outdoor space, perfect for creating an indoor and outdoor oasis. The floor plan lends to have all of the bedrooms in a separate wing for complete privacy. The home has 2,500 sq ft of private outdoor space.

For More Information or an Appointment, Contact 917.860.2782



Midtown Home in the Sky

322 West 57th Street, 56Q
3 BD | 2.5 BA | \$3,945,000

Enter the spacious nearly 2,000 sq ft 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.

Superior Views on Upper East Side

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255 East 74th Street, 19C
3 BD | 3.5 BA | \$3,995,000

This high floor home with private outdoor space and stupendous views from the North, East and West is the largest of 255 East 74th Street's 3 bedroom, 3.5 bath homes.



Rare Double-height Duplex

255 East 74th Street, 6F
2 BD | 2 BA | \$2,890,000

Rarely available, this breathtaking double entry duplex has 2 beds + a home office, and 2 baths, Walk into the double height East and South Facing living room with floor to ceiling windows.

For More Information or an Appointment, Contact 917.860.2782



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Spacious and Functional 3 Bed

399 East 72nd Street, 4H

3 BD | 3 BA | \$2,299,000

This is the home you've been waiting for...This rare three bedroom, three bathroom home is gracious and functional for a multitude of needs. Enter through a welcoming foyer which opens to a captivating west-facing great room (28' x 18') featuring a custom built-in wet bar including top-of-the-line wine fridge and ice maker. There is a potential private parking spot opportunity available for this home as well!



Impeccable Design in a Boutique Condo

518 Maple Street, Unit 4

2 BD | 2 BA | \$680,000

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).

Unit 4 at 518 Maple St, is the top floor of a new boutique Condominium with extremely low Monthly Charges and a 15 year Tax Abatement.

For More Information or an Appointment, Contact 917.860.2782



**IN
CONTRACT**

Renovated and Turnkey Convertible 1 Bed

241 East 76th Street, 8G

Studio | 1 BA | \$499,000

This oversized alcove studio features a fully renovated kitchen with a dishwasher, a custom marble bath, brand new hardwood floors, custom built-ins, an in wall A/C unit and a large open floor plan. There is gorgeous eastern sunlight all day with unobstructed city views.

The gut renovated kitchen features all new stainless steel appliances accented by a brand new tile backsplash, and granite countertops.

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Fully Renovated in Astoria

24-65 38th Street, B1

1 BD | 1 BA | \$565,000

Welcome home to this completely renovated 1 bed, 1 bath at the very exclusive Astoria Lights Co-Op located in the heart of Astoria, just 15 minutes from Midtown. This very desirable B1 line apartment is a corner unit outfitted with brand new condo like finishes, an open loft-style floor plan.



3 Bed at One West End

One West End Ave, 28C

3 BD | 3.5 BA | \$13,000/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.

COMPASS CONCIERGE

Sell Your Home Faster and at a Higher Price

Top
return-on-
investment
projects:

1. New roofing
2. New wood flooring
3. Hardwood flooring refinish

2019 Remodeling Impact Report – NAR



2019 Remodeling Impact Report – NAR

Most
appealing
interior home
improvement
projects to
buyers:

1. Complete kitchen renovation
2. Kitchen upgrade
3. HVAC Replacement
4. New wood flooring
5. Bathroom renovation

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HEALTHY HOME: GUIDE FOR SAFE SHOWINGS

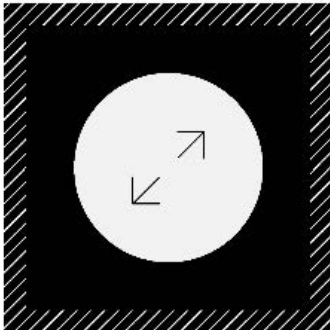
In light of the evolving situation around COVID-19, we are taking precautions to ensure the safety of our clients, prospective buyers, and team.

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

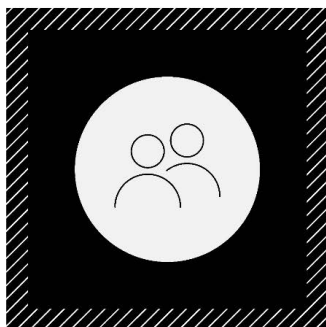
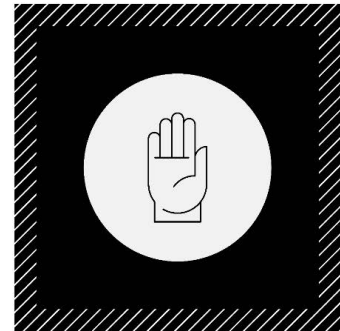


Minimum 6ft.

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.

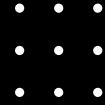


Limited Guests

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

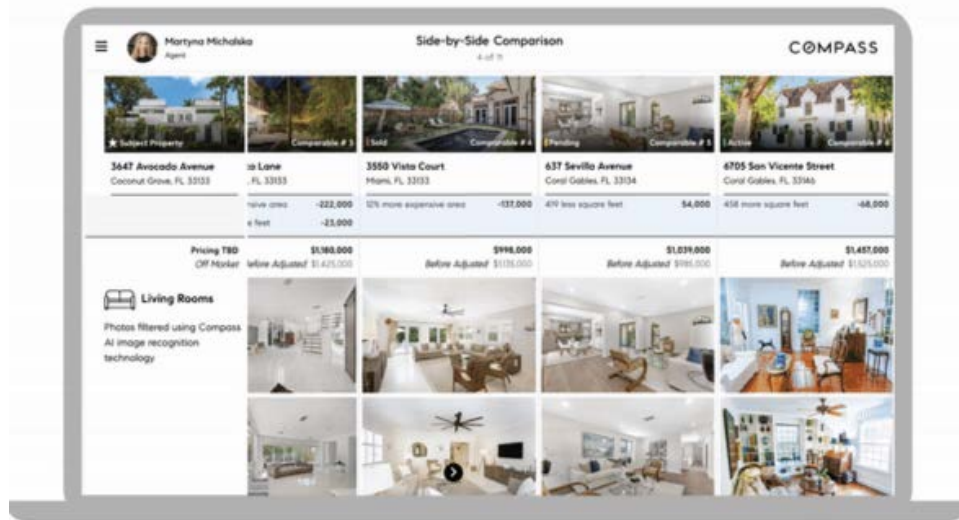
The Compass' digital Ad tool allows for the quick and easy launch of optimized Facebook and Instagram ad campaigns to promote your property to a highly targeted audience.

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.

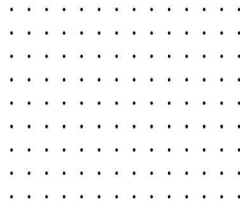
Contact Us to get your Comprehensive, Digital CMA Report Today

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
241 East 76th Street, 8H
518 Maple Street, 4A
24-75 38th Street, B1

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
15 West 61st Street, PH- \$9.4M
255 East 74th Street, 29A - \$7.2M
255 East 74th Street, 24B- \$5.3625M
255 East 74th Street, 8C - \$2.895
255 East 74th Street, 5B- \$1.65M
One Manhattan Square, 48C - \$3.82M
255 East 74th Street, 10C - \$2.99M
448 West 37th Street, 8A- \$1.7M
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
303 West 66th Street, 19CW- \$1.110M
315 East 72nd Street, 10C - \$740K

**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



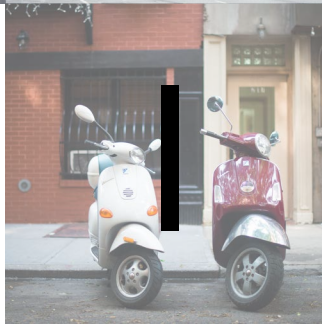
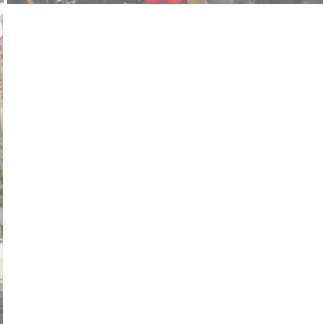
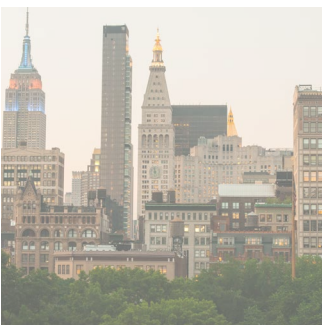
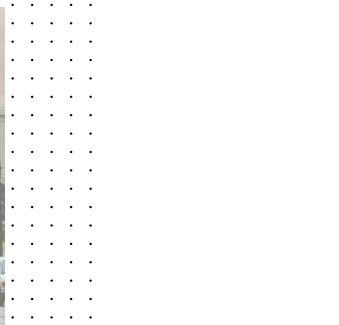
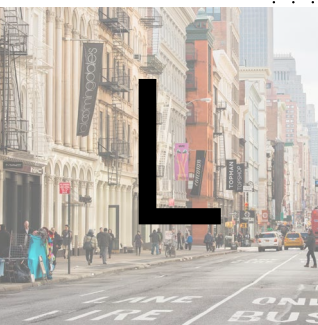
Did you Know?

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

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Recommendations from The Victoria Shtainer Team



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SHOP ● EAT ● DRINK ● TRAVEL ● EXPLORE

ENJOY

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EXPLORE



With the arrival of the Holiday Season comes the question on the mind of many- **How Much Do I Tip?**

One could argue that Tipping is even more important this year than ever before - it has been a challenging year for all, and for those that are fortunate and have the ability to tip those that have helped throughout the Pandemic, this is the year to do so.

- Super: \$150-\$200**
- Doorman/Concierge: \$100-\$150**
- Package Room: \$50-\$75 per individual***
- Housekeeper: 1 Week Salary**
- Dog Walker: 1 Week Salary**
- Garage Attendant: \$50-\$100**
- Personal Trainer: \$100***
- Personal Assistant: 1 Week Salary**
- Hairdresser: \$75-100***

*In the era of Coronavirus, it is important to remember the people fielding all those orders you are placing and the sheer volume of orders they are now receiving, just for you alone. We recommend tipping Package Room staff more than previous years. In most buildings it will be the package room employees, however, Doormen/Concierge are likely fielding these requests after hours.

Additionally, if someone such as a Trainer has moved to a Virtual Model and you continued to use their service, we recommend continuing to tip these individuals.



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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[@THEVICTORIASHTAINERTEAM](https://www.instagram.com/thevictoriashtainerteam)