

VICTORIA'S VIEW

Insight into Manhattan Luxury Real Estate



February 2021

www.thevictoriashtainerteam.com

The first month of 2021 proved to be an interesting one across many spectrums! After 2020, we have all learned to stay on our toes! The world's desire and yearning to return to normalcy has been apparent in activity in the New York market thus far. Namely, activity has notably picked up.

Indicators across both rentals and sales heading out of 2020 and into 2021 depict the increased activity. In Manhattan, lease signings in Q4 2020 saw the highest level of new lease signings in any Q4 since the 2008 financial crisis. The volume of lease signings ended 2020 nearly 94% above where they had started the year.

Additionally, the New Year started strong in 2021 for luxury properties. During the first month of 2021, more than 84 contracts were inked for properties \$4M and up. The market entered February on a particularly strong note, with the last week of January seeing 27 contracts signed totaling \$234.79M in volume, the highest dollar volume since June of 2019! While many were wondering if they should sell Gamestop and AMC, savvy Buyers indicated NYC Real Estate as a "Buy" as we entered February.

What has been notable moving into February is the shift that is unfolding in supply. With increased contract activity, there has been a decrease in supply on a year over year basis. A decrease in supply and increased deal activity could suggest that time may be ticking for those Buyers that have been waiting on the sidelines for quite some time to get a deal. The time to get a deal is now - if the decrease in supply trend continues, we can expect less negotiability in pricing. There has been an excess of supply in the luxury market for some time now, so markets reaching more of an equilibrium point is

expected behavior.

A number of the themes we predicted as trends for the year ahead have been evident as driving forces in deal making. Namely, the appetite for larger spaces, and new preferences such a strong desire for private outdoor space and dedicated home office space. Additionally, a large number of luxury properties that went into contract have been units from Developers where Buyers have been able to see strong negotiability in their favor.

Since fall/winter of 2020, we've seen continual signs of New York recovering and the first month of 2021 gives us strong footing on the path to recovery. While the recovery and return may not be immediate, there has been a continual rise in activity. Additionally, as vaccines become more available and widespread, we anticipate the pace of a return to the city to pick up steam. Vaccines stand as one of the strongest bullish catalysts for the market overall in the near to medium term. Historically, job location was one of the largest, if not the largest, deciding factors for buying or selling a home, but there are now myriad factors influencing consumer's decisions for housing.

To that end, as individuals take advantage of the benefits that remote working and education offers, we are excited to have launched a partnership in Miami to offer first class service to our clients looking to Buy, Sell, or Rent in South Florida. Miami is the unofficial "sixth borough" of NYC, and many have been taking advantage of the Sunshine state, whether for temporary or permanent moves.

Victoria Shtainer



New to Market: Large 3 Bedroom with Private Outdoor Space on Upper East Side

255 East 74th Street, 14C

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. This home features a bonus bedroom/office room, a terrace and spectacular views & sunlight.

\$3,895,000

COMPASS

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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Rare Corner 3 Bed at One West End

1 West End Avenue, 28C

3 BD | 3.5 BA | \$4,950,000

28C is a gorgeous 3 bed, 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.

One West End Avenue provides 35,000 sqft of indoor and outdoor amenities. The indoor space is comprised of 23,000 sqft and includes a 75ft swimming pool, fitness center, private spa treatment rooms, a teen hi-tech lounge, children's playroom, private dining room, catering kitchen, billiards room, media room and fire-placed living room. The 12,000 sqft outdoor terrace is perfect for relaxing, dining, grilling, and entertaining.



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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 | \$4,495,000

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.

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Sublime 4 Bedroom Condo

255 East 74th Street, 19A

4 BD | 3.5 BA | \$4,595,000

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.



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.



**IN
CONTRACT**

For More Information or an Appointment, Contact 917.860.2782



Private Outdoor Space and Skyline Views

255 East 74th Street, 14C

3 BD | 3.5 BA | \$3,895,000

Just past the formal foyer, you will be struck by the floor to ceiling windows accentuate the already grand proportions of a 28 foot living room offering fantastic light and 14th floor views. Off of the living area is your private outdoor terrace facing West and North for the perfect Sunset views.



Rare Double-height Duplex

255 East 74th Street, 6F

3 BD | 2 BA | \$2,695,000

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.

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IN
CONTRACT

73 South 3rd Street, Unit 2

2 BD | 2 BA | \$1,595,000

Welcome home to this 1,146 sq.ft., two bedroom, two bathroom stunning European sophistication never before seen in Brooklyn! With only 3 units in the building, you benefit from the low monthly common charges of \$360 and monthly taxes of \$164.

This stunning smart home features indoor/outdoor LED lighting, Milan solid oak flooring, zoned air conditioning with NEST smart technology, radiant floor heating throughout the entire home. For an added convenience, you have a large capacity LG washer/vented dryer, built-in audio speakers and an alarm system/ video intercom for peace of mind.

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IN
CONTRACT

Impeccable Design in 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).



Fully Renovated in Astoria

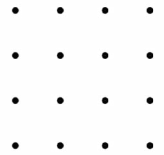
24-65 38th Street, B1

1 BD | 1 BA | \$559,000

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.

For More Information or an Appointment, Contact 917.860.2782

WE'VE EXPANDED TO SOUTH FLORIDA



We are pleased to launch our partnership with the Machado-Kijner group of South Florida.

Just as virtual technology connects everyone, we are excited to launch a new partnership in South Florida so we can connect our Clients with the markets that matter most to them. The adoption of virtual tools and remote environments in schooling and professional settings has prompted many to rethink their current and future location of residence.

Opportunity awaits in Sunny South Florida and we have experts on the ground to make it happen for you. Many are taking advantage of temporary or permanent relocation to the sunshine state to enjoy:

- flexible rental terms - stay for 3 months, 6 months, a year, etc.
- Sunny, warm weather
- beaches
- Outdoor Social life - easy ability to enjoy outdoor dining and gathering with friends
- working from outdoor terraces and the beach
- tax advantages

As former New York residents our partners in Miami understand the needs and preferences of New Yorkers.

For More Information or an Appointment, Contact 917.860.2782

HEALTHY HOME: GUIDE FOR SAFE SHOWINGS

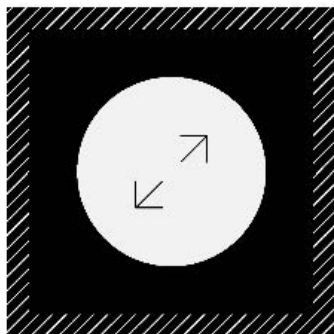
In light of the evolving situation around COVID-19, we are taking precautions to ensure the safety of our clients, prospective buyers, and team.

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

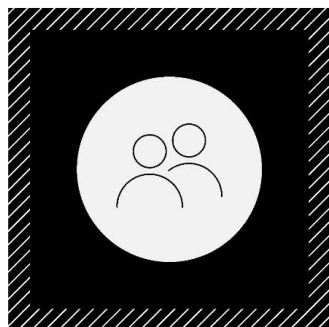
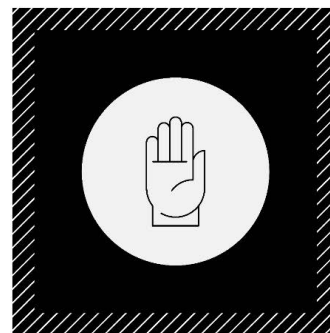


Minimum 6ft.

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.

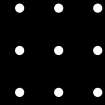


Limited Guests

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

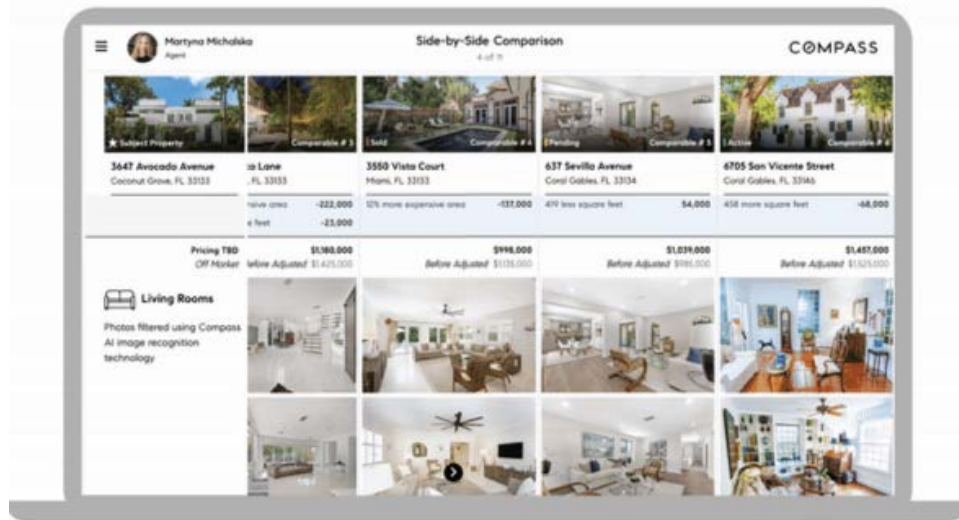
The Compass' digital Ad tool allows for the quick and easy launch of optimized Facebook and Instagram ad campaigns to promote your property to a highly targeted audience.

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.

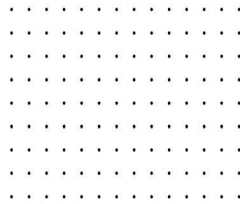
Contact Us to get your Comprehensive, Digital CMA Report Today

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
175 West 60th Street, 35A
255 East 74th Street, 5B
440 Washington Street, 406
315 7th Avenue, 6A

In Contract

12 Henderson Place
255 East 74th Street, 19C
205 East 77th Street, 3E
399 East 72nd Street, 4H
78 South 3rd Street, Unit 2
518 Maple Street, 4A
241 East 76th Street, 8H

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

—
What's the value
of my home?

www.TheVictoriaShtainerTeam.com/Inquire



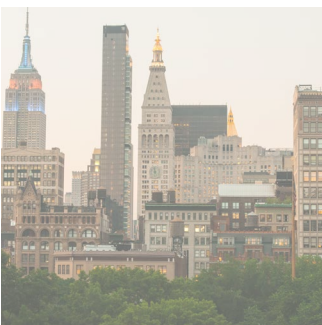
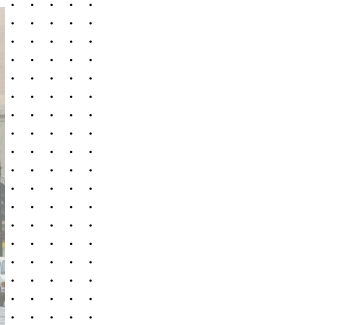
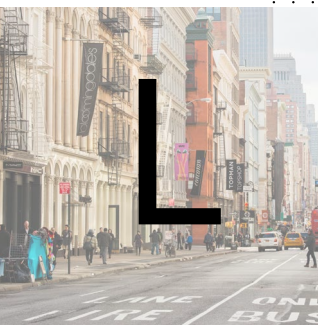
Did you Know?

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.

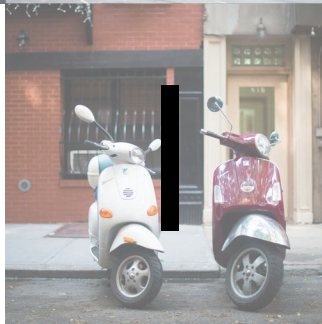
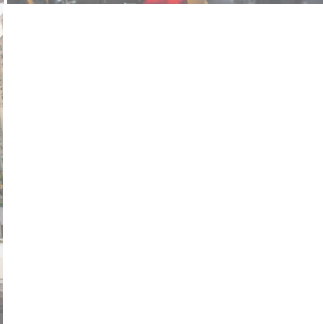
Be sure to [contact us](#) to receive your complimentary report.

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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EXPLORE



Montauk Salt Cave Downtown

Salt therapy, otherwise known as Halotherapy, offers a unique, natural therapy that allows you to get a sense of peace and serenity, while simply breathing in the beneficial, negatively-charged, ionized salt particles along with the 84 trace elements and minerals that the salt contains.

These particles help to clear all pollens, viruses, pollutants and toxins of the lungs and nasal passageways, which in essence works to treat and prevent illness.

The salt also works to heal the body as soon as its negative ions enter the nasal passageway and can treat ailments such as anxiety, sleeplessness,

asthma, allergies and even the common cold.

During a 45 minute session inside the cave, you will relax in a zero-gravity chair inside a dimly light environment surrounded by pink Himalayan salt. Meditation music plays to quiet your mind, while the twinkling lights above and the beautiful salt fireplace help you feel comfy and cozy.

Tickets can be purchased via FeverUp

Open: Monday - Friday: 10:00 am - 6:00 pm.
Saturday and Sunday: 11:00 am - 5:00 pm



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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