

# VICTORIA'S VIEW

Insight into Manhattan Luxury Real Estate



December 2021

[www.thevictoriashtainerteam.com](http://www.thevictoriashtainerteam.com)

The saying goes that time flies, but 2021 certainly seems to take this to a new level. Truly, where has the time gone? As we enter December and the Holiday season, there are many things to celebrate with 2021 coming to a close.

For those who follow my monthly newsletter, you know that many records were broken in 2021 as it relates to the market. With a new record being broken seemingly monthly, 2021 should be dubbed "The Year of the Record" for Manhattan Luxury Real Estate.

Some of the highlights of records that have been broken this year include:

- Q3 2021 was the busiest Q3 on record in 32 years
- \$10 Billion in volume on luxury properties hit by September
- A Streak of 30+ contracts signed that continued over 22 weeks
- Contracts on ultra-luxe (properties priced \$20M and up) tripled in November versus a year ago

Keeping in the theme of The Year of Records, November finished with some records of its own. The middle of the month saw the highest weekly total for Luxury contracts signed in 2021 - 60 - and also was the strongest week since December 2013.

Additionally, the Thanksgiving week broke records. The holiday week was the busiest since 2006, and the number of contracts signed was nearly 3 times the 10 year average for the week of Thanksgiving.

The uptick in activity during the middle of the month came shortly after the travel ban was lifted to the U.S. on November 8th. While the uptick may not be directly related to foreign buyers immediately coming to New York, it is likely correlated to

the ban being lifted in that buyers felt a new threat of competition.

Luxury contracts signed has already outpaced 2020 which many expected, but may be on pace to surpass pre-pandemic years as well. What is most notable as the market came out of the pandemic has been the strong resurgence of the luxury and ultra-luxury segments in 2021...quite the opposite of the market in 2020.

I have spoken of the driving forces of the market to include pent-up demand, a climbing stock market, and extremely low interest rates coming together to create the perfect storm. As we finish out Q4, we are seeing a new sense of urgency from Buyers layered onto the above factors.

Inflation rent hikes are helping to further bolster the argument of owning vs. renting in the long term. Rising rents and the threat of rising rates are creating more Buyer urgency than we saw at the beginning of the year.

With Supply under a crunch and the anticipation of foreign buyers to begin transacting post-travel ban, 2022 is looking to be an interesting one for the housing market in NYC.

Wishing you and yours a wonderful holiday season and happy and healthy New Year.

*Victoria Shtainer*



COMPASS

## New to Market 1 Bedroom at One West End

1 West End Avenue, 16C

Welcome home to this stunning 1 bedroom home located at beautiful 1 West End.

An elegant walnut door and bronze newspaper box greet you as you enter this remarkable 1 bedroom, 1 bath residence. This extraordinary residence features 788 SF, white oak wide plank floors, a rectangular living room with northern exposure and floor-to-ceiling windows which offer extraordinary natural light.

**\$1,650,000**

For More Information or an Appointment, Contact 917.860.2782



## Escape to the Serenity of Pristine Beaches Just 1 Hour from Manhattan

**151 Beach 146th Street**

**5 BD | 4.5 BA | \$5,495,000**

Welcome to 151 B 146th Street; A Custom-Home Designed And Crafted In 2007 And Located On The Most Exclusive Street In Neponsit. 37 Feet Tall And More Than 6,500 Square Foot, This Home Features 5 Bedrooms And 4.5 Bathrooms. The Floor Plan Offers Grand Rooms Including Formal Living Room, Dining Room, Eat-in Kitchen, Luxurious Master Suite, Indoor Spa With Hydrostatic Pool, And Private Elevator.

Every Bedroom Offers Its Own Unique Outdoor Space With Breathtaking Views Of The Atlantic Ocean And/OR NYC Skyline. The Grand Entry Foyer Is Filled With Marble Mosaics From Lebanon, White Calacatta Marble Stairs, Dramatic Stained Glass Windows, And Handcrafted Iron Staircase With Solid Walnut Banister.



Additional Details Incl: Handcrafted Kitchen Cabinetry Made In Italy, ?" Engineered White Oak Flooring, Radiant Heated Floors Throughout, Tilt/Turn High Performance Windows And Doors, Gunite Outdoor and Indoor Pool With Full Spa, Steam Room, 2-Car Subterranean Garage, and 360 Degree Sweeping Rooftop



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## Sweeping Views at The Sheffield

**322 West 57th Street, 56Q**

**3 BD | 2.5 BA | \$3,895,000**

Impeccable design, premium finishes and extraordinary views make this sprawling, one-of-a-kind, 3-bedroom, 2.5 bathroom Condo a contemporary dream home in the sky.

## Downtown Modern Residence

**200 East 27th Street, 8BC**

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

Vibrant downtown modern residence...3 bedroom / 3 bathroom corner apartment (Approx 1800 Sq Ft). This home consists of simple modern elegant design, along with sophisticated formal design creating the perfect combination.



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## Upper West Side 1 Bedroom with Tax Abatement

**1 West End Avenue, 16C**

**1 BD | 1 BA | \$1,650,000**

This extraordinary residence features 788 SF, white oak wide plank floors, a rectangular living room with northern exposure and floor-to-ceiling windows which offer extraordinary natural light.

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## Renovated on the Upper East Side with Open Floorplan

**241 East 76th Street, 2A**  
**Studio | 1 BA | \$439,999**

Welcome home to this spacious, fully renovated studio is located in a full service luxury co-op building in the heart of the Upper East Side. This UES gem features a fully renovated kitchen & bath, custom closets and a large open floor plan. Northern facing sunlight.

## New Construction with Stunning Views on Lower East Side

**180 Broome Street, A2306**  
**1 BD | 1 BA | \$4,725/MO**

Welcome to Residence #2306, 23 stories above Manhattan with unobstructed views of one world trade center, Williamsburg bridge and beautiful sunsets. Be the second resident to ever live in the residence as it was just built in 2020.



For More Information or an Appointment, Contact 917.860.2782



# Le Penthouse

**17475 Collins Avenue, PH3201**

**4 BD | 7.5 BA | \$21,950,000**

Introducing Le Penthouse at Chateau Beach Residences; this 2-story sky villa offers the utmost convenience. In total, Le Penthouse consists of 9,050 square feet of interior space and 4,523 square feet of outdoor terraces.

Upon entering the home through a private elevator entrance to either level, you are immediately greeted by soaring high ceilings with unobstructed views to the ocean & city skyline.

The expansive terraces are perfect for entertaining al fresco with a grill and large see-through pool overlooking the Atlantic Ocean. Chateau Beach offers resort-style living with wine & cigar storage, bar, restaurant, Spa, Gym, and beach towel services



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# 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

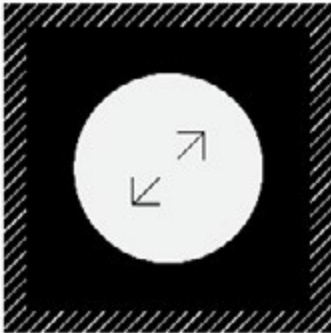
In light of the evolving situation around COVID-19, we are taking precautions to ensure the safety of our clients, prospective buyers, and team.

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.

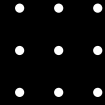


## Limited Guests

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

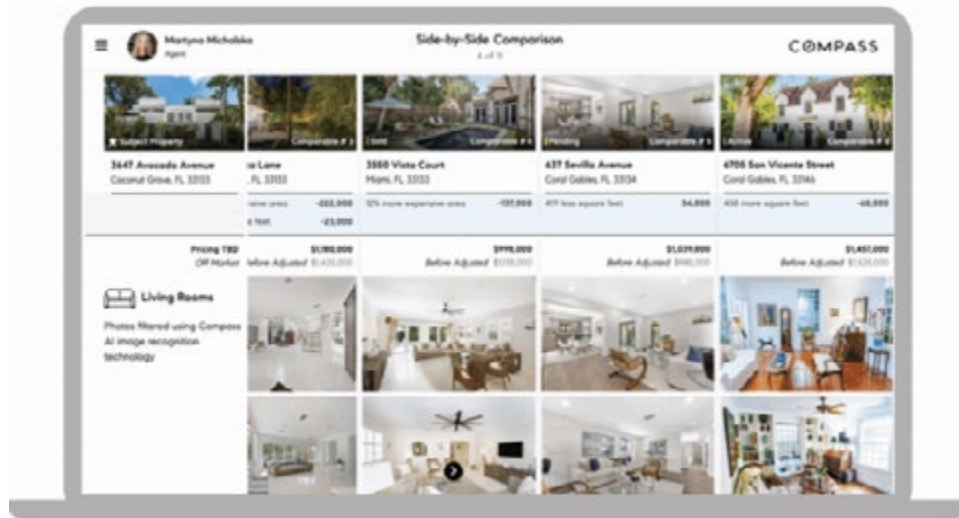
We've partnered with America's leading virtual staging firm to provide enhanced 3D staging that combines superior home staging expertise and high-end design with state-of-the-art virtual staging technology.



For More Information or an Appointment, Contact 917.860.2782

# PERSONALIZED AND POWERFUL

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## 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.

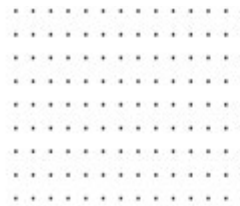
**Contact Us to get your Comprehensive, Digital CMA Report Today**

# 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](https://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  
151 East 58th Street, 39D  
175 West 60th Street, 35A  
440 Washington Street, 406  
315 7th Avenue, 6A

## 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  
12 Henderson Place - \$4.4M  
255 East 74th Street, 19A- \$4.392M  
255 East 74th Street, 19C- \$3.995M  
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  
255 East 74th Street, 6F - \$2.625M  
399 East 72nd Street, 4H - \$2.145M  
200 East 89th Street, 40D - \$2.05M  
132 East 65th Street, 2B - \$1.749M  
112 West 56th Street, 24N- \$1.675M  
78 South 3rd Street, Unit 2 - \$1.595M  
389 East 89th Street, 8A - \$1.495M  
315 East 72nd Street, 8B- \$1.3M  
420 Central Park West, 5/6C - \$1.25M  
303 West 66th Street, 19CW- \$1.110M  
315 East 72nd Street, 10C - \$740K  
315 East 72nd Street, 10M- \$715K  
518 Maple Street, 4A- \$680K  
241 East 76th Street, 8H - \$450K  
205 East 77th Street, 3E - \$385K

**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](http://www.TheVictoriaShtainerTeam.com)





A Smarter Real Estate  
Experience

—  
What's the value  
of my home?

[www.TheVictoriaShtainerTeam.com/Inquire](http://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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# EAT



## Onjium at Genesis House

Luxury car brand Genesis has created a destination in New York's Meatpacking District. You may be surprised to hear that this is the location of a top-rated restaurant.

Michelin-starred Seoul fine dining restaurant Onjium has opened its first location outside of Korea at Genesis House. Onjium is known for its modern take on Korean Royal Cuisine, a style of Korean cooking that uses recipes that date back to the 1300s.

The space includes a teahouse, library, and outdoor patio in addition to the main dining room.





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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