

# VICTORIA'S VIEW

Insight into Manhattan Luxury Real Estate



THE VICTORIAS  
LUXURY REAL ESTATE

July 2021

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

With Q2 in the books, we are already halfway through 2021. While Coronavirus remains a concern and prevalent in our daily lives, at the same time it is also exciting to see how much progress we have made in our daily lives in the first half of the year. Many of us have been able to resume some of the in-person activities and experiences we love. The real estate markets also continued their momentum that we observed in Q1 and sent a strong message that New York is back and very much alive!

Many thought cities were a thing of the past, but we have seen the resilience of New York City both first-hand on the ground and in the market data. Overall, Manhattan sales volume in Q2 increased 144% YoY and 50% compared to Q1, the latter speaking to the increase in the strong trends we were seeing at the beginning of the year. Sales prices also increased, rising 6.6% YoY and 18.5% QoQ.

Factors driving the elevated activity we are seeing have largely remained the same, namely pent up demand, a gradual return to normal life, normalized prices, and low interest rates. Additionally, there is a renewed Buyer pool of people looking to move from the suburbs to the city, including both Millennials and Empty Nesters that want to take advantage of city life.

If you have been following our newsletter in 2021, it is no surprise that the luxury sector has been experiencing robust activity. In fact, the week of July 4th extended the luxury market's streak of 30+ contracts signed on properties \$4M and above to 22 straight weeks. In Q2, ultra-luxury, or apartments priced between \$10-\$20M saw an average price

increase of 6% YoY.

While the luxury market has been busy, it is important to note that the majority of activity continues to occur within the \$1-\$3M range, and this is where we see the most competition and a Seller's market dynamic in some neighborhoods. We have previously noted that real estate is hyperlocal in a city like New York, and the Q2 data speaks to that. Downtown accounted for 31% of sales in Manhattan for Q2. The Upper East Side was also a popular neighborhood, capturing 20% of sales.

Condos saw a 1.9% increase in average price, with 3-bedroom condos seeing the largest price increase at 13% YoY showing Buyers' preference for larger apartments. Co-Ops saw notable price increases, rising on average 7% with total Co-Op sales volume the highest Q2 since 2017.

As we move into the second half of 2021, we feel optimistic about the New York market. Vaccination rates continue to rise in the city, and we look forward to international travel expanding as vaccination rates rise more broadly, ushering the return of foreign buyers. The Fed looks to be one of the largest influences on the market moving into the second half given recent fluctuations in Treasury Yields and their guidance on Inflation data. Additionally, equity investors are paying close attention to the Fed's meeting minutes for an indication of the future of monetary policy.

*Victoria Shtainer*



COMPASS

## New to Market: First High-floor A-line Available in 3 Years

**255 East 74th Street, 27A**

Highly coveted, first high floor A line available in 3 years!

This spectacular 3,500 square foot home on a high floor at Casa 74 has 10 foot ceilings and floor-to-ceiling windows that provide soaring views in every direction. The apartment offers a flexible layout with 5 bedrooms and 4 large full bathrooms plus a powder room and full laundry room. Only 7 units like this exist in the building.

**\$7,995,000**

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 | \$5,995,000

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, 2" 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



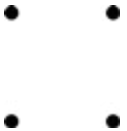


## Highly Coveted A-line at Casa 74

255 East 74th Street, 27A

5 BD | 4.5 BA | \$7,995,000

27A offers a flexible layout with 5 bedrooms and 4 large full bathrooms plus a powder room and full laundry room. The massive 38' x 17' south-east corner living/dining room offers incredible living and entertaining space and is complemented by an eat-in-kitchen with large windows. The master suite has large walk-in closets and a beautifully appointed marble bathroom with separate stall shower.



## 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.



For More Information or an Appointment, Contact 917.860.2782



## Sublime 4 Bedroom Oasis

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.

## Sweeping Views at The Sheffield

322 West 57th Street, 56Q

3 BD | 2.5 BA | \$4,250,000

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.



## Private Outdoor Space & Skyline Views

255 East 74th Street, 14C

3 BD | 3.5 BA | \$3,894,000

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.

For More Information or an Appointment, Contact 917.860.2782

## Rare Double-height Duplex

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**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.



**JUST SOLD**

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## Downtown Modern Residence

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

**3 BD | 3 BA | \$2,350,000**

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.

## Convertible 3 Bed with Park Views

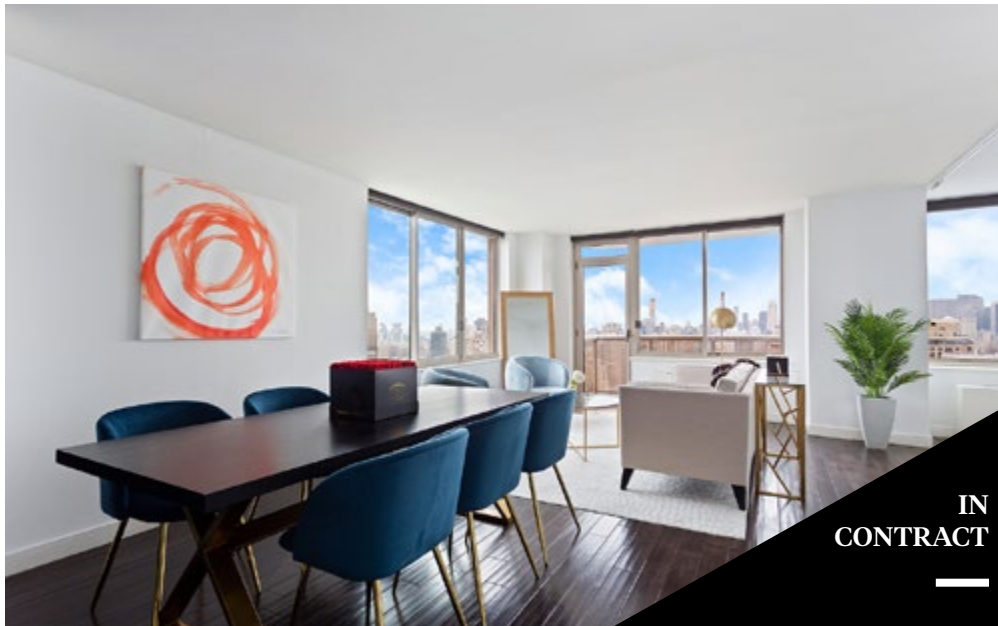
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**200 East 89th Street, 40D**

**3 BD | 2.5 BA | \$2,195,000**

This bright, sunny and generously sized apartment can easily be converted into a 3 bedroom off of the living area. The apartment features an oversized living and dining area perfect for entertaining with a private terrace off of the living room.



**IN CONTRACT**

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For More Information or an Appointment, Contact 917.860.2782



### 166 East 61st Street, 15H

1 BD | 1 BA | \$650,000

Welcome home to this high floor, generously sized, fully renovated convertible 1 bedroom / XL alcove studio located in a full service luxury co-op building located in the heart of the Upper East Side.

This Upper East Side gem features a fully renovated kitchen & bath, central A/C & heat and a large open floor plan (that can be converted into a one bed – see alternative floor plan). Gorgeous eastern sunlight all day with unobstructed city views!

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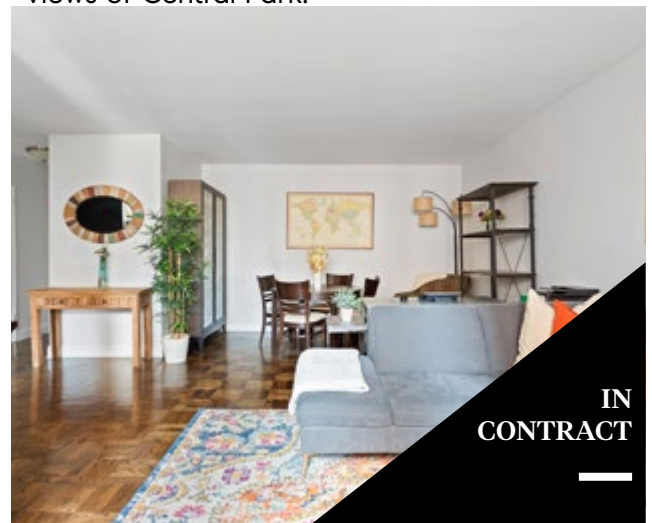


### High-floor 2 Bed at Le Premier

112 West 56th Street, 24N

2 BD | 2.5 BA | \$1,750,000

Welcome home to this sun filled, spacious, high floor two bedroom, 2.5 bath bathroom residence located at Le Premier Condominium in the heart of Midtown. This 1,700 square foot home is generously proportioned and has a well designed open layout with fifteen windows facing the northern skyline featuring partial views of Central Park.



### Opportunity to Own a 1 Bed Under \$1M

315 East 72nd Street, 10M

1 BD | 1 BA | \$725,000

This fully renovated, bright and airy apartment is a great value in a full-service co-op building with a low maintenance. With generous proportions throughout (approx 900 square feet) this apartment boasts a bright living room space, a windowed galley kitchen with dishwasher, a very spacious bedroom that fits a king bed plus additional furniture, through wall A/C units in the living & bedroom and incredible closet space throughout.

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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# Market Data

## Q2 Manhattan Market Recap

Prices climbed toward their pre-pandemic values, while sales rebounded to levels not seen since 2014.

**\$1,914,783**

Average  
Sales Price

**\$1,359**

Average Price  
Per Square Foot

**\$1,125,000**

Median  
Sales Price

**207**

Average Days  
on the Market

**\$2,636,246**

Average  
Condo Price

**9%**

Average  
Discount

**\$1,238,484**

Average  
Co-op Price

**35%**

of Properties Took  
More than 180 Days  
to Enter Contract





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

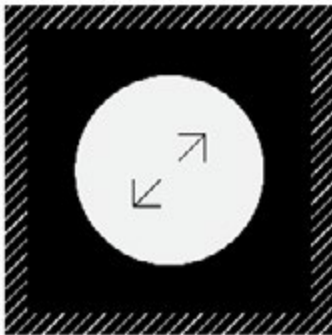
In light of the evolving situation around COVID-19, we are taking precautions to ensure the safety of our clients, prospective buyers, and team.

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

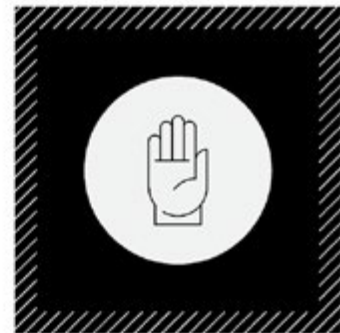


## Minimum 6ft.

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.

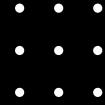


## Limited Guests

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.

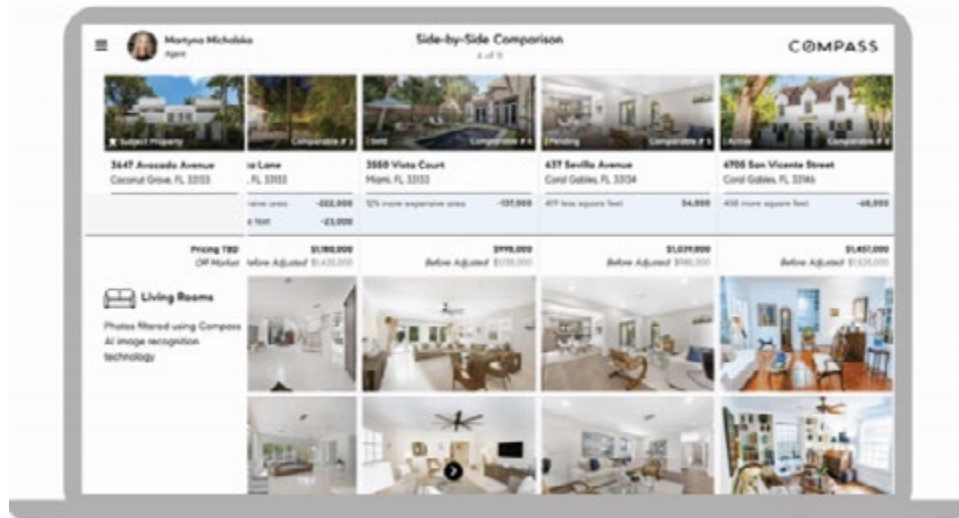
#### Enhanced 3D Staging

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

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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.

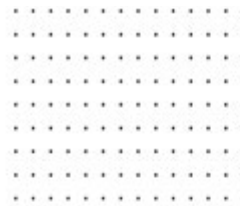
**Contact Us to get your Comprehensive, Digital CMA Report Today**

# 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  
50 West Street, 20B  
151 East 58th Street, 39D  
175 West 60th Street, 35A  
440 Washington Street, 406  
315 7th Avenue, 6A

## In Contract

255 East 74th Street, 19A  
315 East 72nd Street, 10M

## 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, 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  
132 East 65th Street, 2B - \$1.749M  
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  
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)



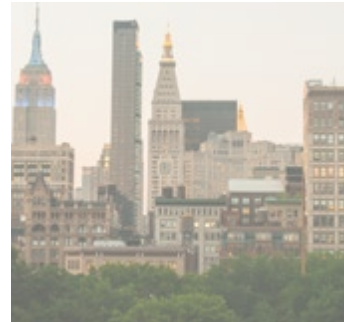
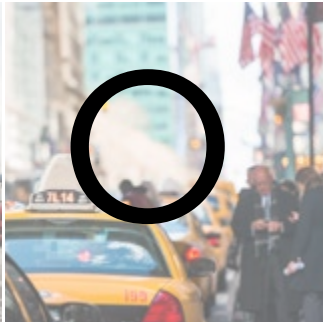
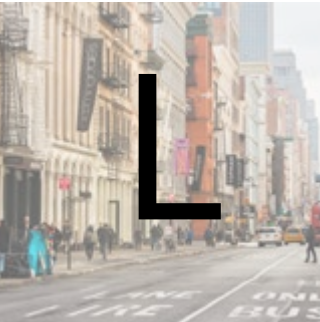
## Did you Know?

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.

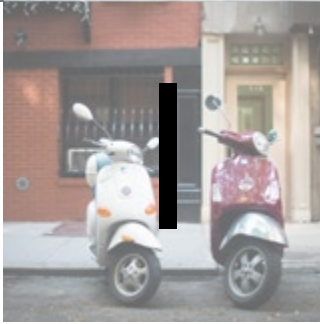
Be sure to [contact us](#) to receive your complimentary report.

# 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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# EXPLORE



## Bryant Park Picnic Performances

Broadway may still be dark for the summer, but just a few avenues down 42nd Street, live performances are returning in a big way to Bryant Park.

The park's Picnic Performances will be bringing 25 live, in-person events to the park, many featuring performers from the city's top art institutions including Carnegie Hall, Jazz at Lincoln Center, New York City Opera. All of the outdoor concerts will be free and open to the public and will also be livestreamed, further opening the audience beyond the park.

The season started on June 9th and will be running through September 20th with the 100th anniversary celebration of The Town Hall.





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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