

VICTORIA'S VIEW

Insight into Manhattan Luxury Real Estate



THE VICTORIA
SHANTAINER TEAM

July 2022

www.thevictoriashtainerteam.com

We are officially halfway through 2022! The NYC market experienced additional records during the first half of 2022. As we enter the back half, market dynamics have begun to shift. While markets grapple with record high inflation and rising interest rates, signed contract activity has slowed and we have also seen an uptick in inventory. In the sales market, leverage is beginning to shift toward Buyers while the Rental market continues to remain highly competitive and hot.

The New York market has had a stellar past few years, but we have not seen the lofty price appreciation levels of 20%+ that some markets around the country experienced. Coming out of Covid, we saw elevated activity metrics, given the low amount of transactions that occurred throughout most of 2020. Additionally, inventory shortages are not new to the New York market.

The downtick in contract activity does not come as a surprise given the rapid pace at which interest rates have risen coupled with lower equity markets. These events strongly impact consumer sentiment, and it takes time for consumers to digest and adjust to what is the new reality. In mid-June, a drop in contract activity was observed in the Manhattan Luxury market when just 12 contracts were signed during the week ending June 19th. The luxury market bounced back in the weeks following, with 20+ contracts signed. This was a positive as 20 has been the longstanding benchmark of stable activity for the Manhattan luxury market.

Heading into the back half, the shift in pace and market dynamics can likely be viewed as a return to normal from the

frenzied pace observed throughout 2021 and the beginning of 2022. Mixed economic signals have deterred some luxury buyers, but there are many that are still motivated by a deal. It is important to remember that most transactions in the Manhattan luxury market are cash transactions, so softening of the market surfaces opportunities for these buyers.

We expect consumer sentiment to remain uncertain heading into the back half of the year until we see data that could suggest inflation is easing or a turnaround in equity markets. The latter is one of the biggest influencers on NYC Buyer psychology and sentiment. With that said, increased prices across nearly all facets of life are causing price sensitivity. We are entering a housing market where accurate pricing will be critical to getting a deal done in a timely fashion.

Additionally, we do not anticipate construction costs for new development to drastically drop in the near future, so the opportunity cost of waiting is still something serious Buyers need to assess. Rents rise in both recessions and booms, so we also anticipate that rents will continue an upward trajectory or remain flat.

In times like these, it is very important to partner with a real estate professional that truly understands the local market - in New York, that can be as local as down to a specific building! Media headlines can often be misleading and inaccurate in the narrative they are telling - a professional is your best asset heading into the second half of the year!

Victoria Shantiner



The Central Park and Skyline Views You Have Been Dreaming Of!

151 East 58th Street, 48D

Exceptional opportunity to live in this gorgeous 3 Bedroom, 3 and a half bath corner apartment with all of the incredible Central Park Views that you've been looking for.

With impeccable finishings this mint condition home is a chance to live in one of the premier condominium buildings in Manhattan. This high floor unit boasts spectacular Central Park, East River, and Manhattan skyline views, with excellent light streaming in through the floor-to-ceiling glass.

\$11,995,000

COMPASS

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 | \$4,500,000

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



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Corner 3 Bedroom at One West End

1 West End Avenue, 28C
3 BD | 3.5 BA | \$4,895,000

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.



Coveted Unit in Ralph Walker Designed Stella Tower

425 West 50th Street, 12G
2 BD | 2.5 BA | \$3,350,000

12G is a modern 2 bedroom, 2.5 bathroom corner unit with a split layout. This residence is over 1600 SF with north and eastern exposures and is filled with natural light through the oversized custom windows which all feature custom electric shades. The 11' ceilings offer a loft-like feel and make this a great space for entertaining. Custom luxury details and finishes can be found throughout the residence, from the oversized wood doors and oak floors to the Nanz hardware and Waterworks fixtures.

Stella Tower was built in 1927 by Ralph Walker for the New York Telephone Company and was restored and converted to a luxury boutique condo by developers JDS Development Group and Property Markets Group. Amenities for the building include 24 hour doorman and concierge, fitness center, resident's lounge with pantry and bar, garden, bicycle storage and grocery storage.

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Restored in the Crown Heights North Historic District

984 St Johns Place

6 BD | 2 BA | \$2,300,000

Available for the first time in two decades!! This charming, beautifully restored two-family brownstone located in Crown Heights North Historic District is the perfect home nestled on a beautiful block.

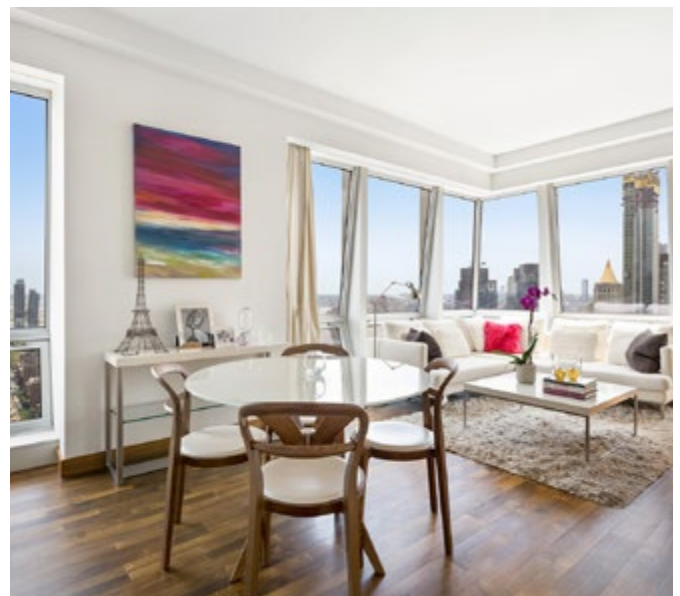
Sweeping Manhattan Skyline Views in Midtown South

400 5th Avenue, 41A

1 BD | 1.5 BA | \$1,680,000

Welcome home to this rarely available high floor A-line apartment! 41A is a gorgeous corner 1 bed,, 1.5 bath home at the luxurious Residences at 400 Fifth Avenue. With South and East exposures, and panoramic views of the city, this apartment is truly a unique opportunity to own in one of the finest condominium buildings in midtown south.

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**JUST
RENTED**

Rarely Available - Tribeca's Most Coveted Building

443 Greenwich Street, 1G

3 BD | 3.5 BA | \$35,000/MO

Welcome home to apartment 1G, a 3,092 square foot, 3 bed, 3 bath, with a separate powder room. This home has multiple exposures facing Desbrosses St. This home boasts three bedrooms, each with its own en-suite bathroom encased in marble. The primary bedroom is spacious at over 15x18 feet long.

Amenities include a 70-foot long indoor swimming pool with Turkish baths. Plus, a state-of-the-art fitness center with private yoga/pilates studios, an infrared sauna, a children's playroom, wine storage and a 5,000-square-foot landscaped roof and a central courtyard.

Terrace Lover's Dream at One Beacon Court

151 East 58th Street, 32C

3 BD | 3.5 BA | \$35,000/MO

Rarely available & truly one of a kind home! Available unfurnished at \$35,000/mo or fully furnished for \$42,000/mo. Three bedroom/ three-and-a-half bathroom with a south facing 800-square-foot private terrace of outdoor space! The apartment features 3,418 total square footage, indoor and outdoor, 11' ceilings, huge walk-in closets, laundry room, south and east views, & an eat-in kitchen.



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Endless Skyline Views and Extensive Amenities

225 Cherry Street, 48C

3 BD | 3 BA | \$12,500/MO

Available for an August 1st move in date. Welcome home to 48C, a 1,487 square foot three bedroom, three bathroom with an open gourmet kitchen and breakfast bar. This gorgeous & spacious corner residence faces South West and South East, with spectacular sunrise and sunset views overlooking the East River and Downtown Manhattan.

Bright and Fully Furnished in Chelsea

315 7th Avenue, AA6

1 BD | 1 BA | \$5,200/MO

A bright, and fully furnished corner one-bedroom loft with beamed ceilings in Chelsea.

This gorgeous home features an exquisitely renovated windowed kitchen with marble countertops and stainless steel appliances, a spa-like bathroom, bleached oak floors, ample closet and storage space, a queen size bed and full sleeper sofa. Just bring a suitcase and your are ready to go!



Light flooded loft in Brooklyn Heights

360 Furman Street, # 911

1 BD | 1 BA | \$7,250/MO

This light flooded 1,103 SF Loft features 12'5" ceilings and the ultimate flexibility when it comes to layout preference. Currently configured as a 1 Bedroom / Home Office / 1 Bathroom. The layout offers the perfect opportunity to add a second bedroom without sacrificing light and much of the space.



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Penthouse

Bella
Capri

17875 Collins Avenue, PH4506
4 BD | 6.5 BA | \$14,750,000

Bella Capri Penthouse at the luxurious and award-winning Acqualina Resort & Residences, is one of the finest private Penthouses being offered in Miami. Boasting over 6,400 SqFt of private indoor spaces, this residence offers an unmatched upscale lifestyle, combining sophisticated finishes with warm elements and iconic and luxurious upgrades. This residence is the perfect entertainers dream, with an indoor outdoor integration with panoramic views.



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It Can Still be the Right Time to Buy



What homes are about to hit the market?

Earn an edge with a preview our of new listings.



While market dynamics have changed as a result of rising interest rates and short supply, that does not mean the search for your dream home has to end.

We have myriad tools to help you can an edge including access to exclusive listings coming to market soon and private Compass-only exclusives so you know whats coming before other Buyers.

Reach out to discuss if now is the right time to buy for you!

For More Information or an Appointment, Contact 917.860.2782

HEALTHY HOME: GUIDE FOR SAFE SHOWINGS

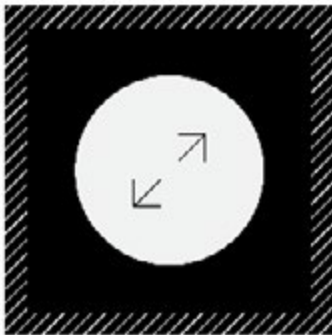
In light of the evolving situation around COVID-19, we are taking precautions to ensure the safety of our clients, prospective buyers, and team.

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.

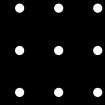


Limited Guests

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

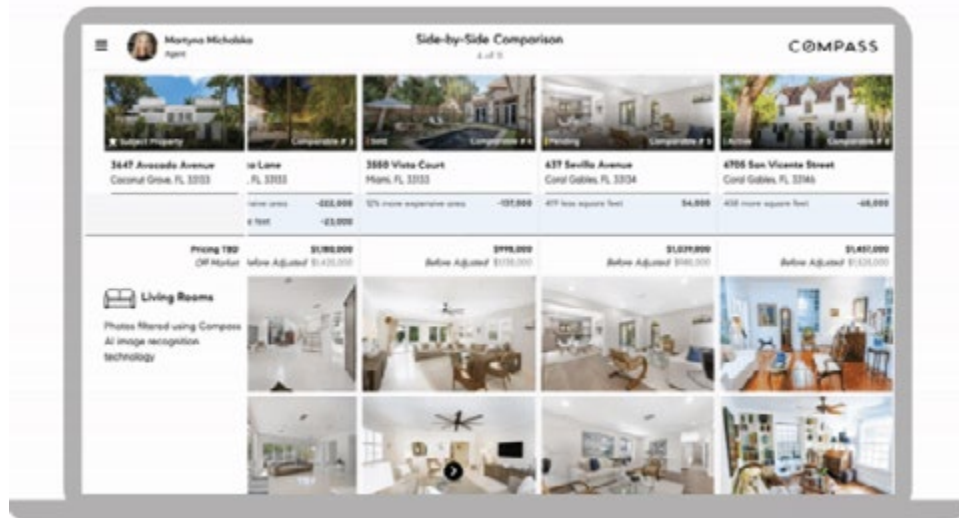
The Compass' digital Ad tool allows for the quick and easy launch of optimized Facebook and Instagram ad campaigns to promote your property to a highly targeted audience.

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.

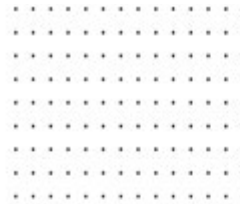
Contact Us to get your Comprehensive, Digital CMA Report Today

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
15 Hudson Yards, 79A
151 East 58th Street, 39F
151 East 58th Street, 39D
175 West 60th Street, 35A
440 Washington Street, 406

In Contract

984 St Johns Place
241 East 76th Street, 2A
834 Riverside Dr, 6E

Recently Sold

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
322 West 57th Street, 56Q - \$3.895M
255 East 74th Street, 8C - \$2.895
255 East 74th Street, 5B- \$1.65M
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
1 West End Avenue, 16C- \$1.650M
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
9-11 St. Marks Place - \$1.0M
85 Jay Street, 4J - \$946.5K
315 East 72nd Street, 10C - \$740K
237 Elvin Street - \$725K
315 East 72nd Street, 10M- \$715K
518 Maple Street, 4A- \$680K
27 Winthrop Place - \$625K
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





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

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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



Harry's Table by Cipriani at Waterline Square

The highly anticipated Food Hall and Restaurant by Cipriani on the Upper West Side is officially open for business. Harry's Table features multiple specialty counters including a coffee bar, a gelato and pastry shop, a pizza bar, a pasta lab, a fish counter, and a butcher's counter.

A full bar inspired by the glamorous days of mid-century Italy with timber paneling, leather stools and sleek light fixtures anchors the center of the space with a formal restaurant, Bellini, facing the water. A retail component is present throughout the space and includes a selection of high-quality Italian and local products and fresh produce.

Click [HERE](#) to learn more!



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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