

VICTORIA'S VIEW

Insight into Manhattan Luxury Real Estate



THE VICTORIA
SOLDIER TEAM

March 2022

www.thevictoriashtainerteam.com

Entering the final month of the first quarter of 2022, the Manhattan luxury market continues to remain strong. January and February saw a total of 244 contracts signed on properties \$4M and above, making for the strongest start to any year since 2006.

The luxury market continued to notch strong weekly activity despite weeks of challenging NYC weather, holidays, rising stock market volatility and political tensions as we exited February and entered March.

What is driving the continued activity? The underlying motives have been persistent, namely a combination of low interest rates that have been on the uptick, pent up demand being released from the pandemic, and an increase in real estate as an asset class amid inflation and volatility.

With activity remaining elevated across price points, we are seeing competition increase. In fact, we are now seeing lines at open houses and bidding wars...something that has not been seen at all price points in years. Within this competition, we have observed two notable callouts from a Buyer and Seller perspective.

Buyers - Now is the time you must use a Buyer's Agent. You do not want to be the Buyer walking into a listing without a Broker, especially in today's market. We have seen unrepresented Buyer's lose out to Buyers that have a Broker. Relationships are key in real estate, and Brokers are able to leverage those relationships with Listing Agent's to get the deal for their clients. With an increased interest in real estate investing, we are also seeing an increase in all cash Buyers, typically a hard offer to beat out in a competitive market. However, we have seen instances where Buyers with Broker representation have beaten out all cash offers thanks to their Broker's relationship with the Listing Agent. In a world where information is easily accessible, some Buyers have fell into a school of thought that they can easily manage the purchasing process themselves...

they are now realizing in a competitive market that is a losing strategy.

It is important to remember that using a Buyer's Agent does not cost you, the Buyer, as the commission is paid for by the Seller. The advocacy and representation of a Broker can only help in landing your dream home.

Sellers - Buyers are interested in your home! Inventory is becoming a pain point in all price tiers, particularly newer, or recently remodeled/updated inventory. With the Spring Selling Season just around the corner, now is the time to have discussions around listing your home. If you have been considering selling your home, or are open to the thought, now may be the opportune time to list your property and roll equity into a new property. The Median price in Manhattan has risen nearly 17% in two years (Q4 2019-Q4 2021) to stand at \$1,165,000. We have access to the best data points to help you understand the accurate price your home could achieve on the market. In any market, pricing is always key to a successful sale.

We head into the typically busy Spring season with a very interesting backdrop. Mask Mandates and Vaccine requirements are easing in both New York City and around the country. New York City schools are slated to remove mask mandates, and as early as March 7th, New Yorkers will not have to show proof of COVID vaccination for indoor venues. Easing restrictions both locally and nationally, could lead to further travel/relocation to the city in months ahead.

Additionally, the situation in Ukraine continues to change rapidly as I pen this newsletter. The repercussions of this political crisis have been rippling through stock and commodity markets, causing uncertainty. It is hard to say how this particular scenario will net out, however, often times property markets do not behave as most would expect, and transacting can increase in time of crisis as people turn to assets of safety.

Victoria Shtainer



Park and Water Views at One Beacon Court

151 East 58th Street, 42B

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. The high ceilings give the unit a very spacious and open feel.

\$19,995/MO

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

Please note that the above price reflects the Suggested Opening Bid for the property, which is being marketed for sale by private luxury auction on April 27. Sellers reserves the right to accept or reject any/all bids. Please visit prusa.com for additional terms.

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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**JUST
SOLD**

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.

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.



**IN
CONTRACT**

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JUST
SOLD

Investment Opportunity Awaits

9-11 St Marks Place, Staten Island

10 BD | 5.5 BA | \$1,000,000

Opportunity awaits. 9-11 Saint Marks Place is your chance to establish passive income. This 19th-century beauty is sprawling with old-world charm-12 foot ceilings, original woodwork and is a total cash cow! This home is situated on almost 9,000 square feet and generates (gross income) \$83,550 annually.

Renovated on the Upper East Side with Open Floorplan

241 East 76th Street, 2A

Studio | 1 BA | \$436,000

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.



IN
CONTRACT

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Corner 2 Bed with Unobstructed City Views

200 West 60th Street, 27F
2 BD | 2 BA | \$7,500/MO

Corner 2bd/2ba with un-obstructed views of the city 27 stories up, a private balcony, In unit Washer and Dryer and amazing amenities. Available for a 4 month lease assignment or new 12 month lease from April 1. Option to rent furnished at same price for 4 months.

Available Fully Furnished at One Beacon Court

151 E 58th Street, 42B
2 BD | 2.5 BA | \$19,995/MO

Unit 2F is a Modern, Bright and Spacious 2 Bedroom 1 Bathroom residence featuring 10' ceilings, oversized soundproof windows, and wide plank white oak floors.

The living area is spacious and full of light and separates the two bedrooms in the split floor plan. The chef's kitchen features an island, caesarstone countertops, custom cabinets, and stainless steel appliances.



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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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Penthouse

Bella
Capri

17875 Collins Avenue, PH4506
4 BD | 6.5 BA | \$12,900,000

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.



Please note that the above price reflects the Minimum Bid price for the property, which is being marketed for sale by private luxury auction on April 28. Please visit prusa for full details. Seller reserves the right to accept or reject any/all bids.

Ultra-Luxury: The \$10M+ Luxury Report

MANHATTAN 2021

326

TOTAL NUMBER OF
\$10M+ SALES IN 2021

+91% CHANGE
YEAR OVER YEAR

\$6.31B

TOTAL \$10M+ SALES
VOLUME IN 2021

+84% CHANGE
YEAR OVER YEAR

40%

TOTAL \$10M+ SALES
VOLUME REPRESENTED
BY COMPASS



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HEALTHY HOME: GUIDE FOR SAFE SHOWINGS

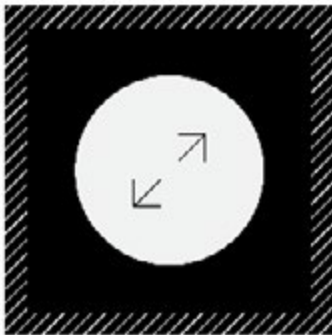
In light of the evolving situation around COVID-19, we are taking precautions to ensure the safety of our clients, prospective buyers, and team.

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.

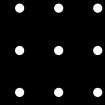


Limited Guests

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

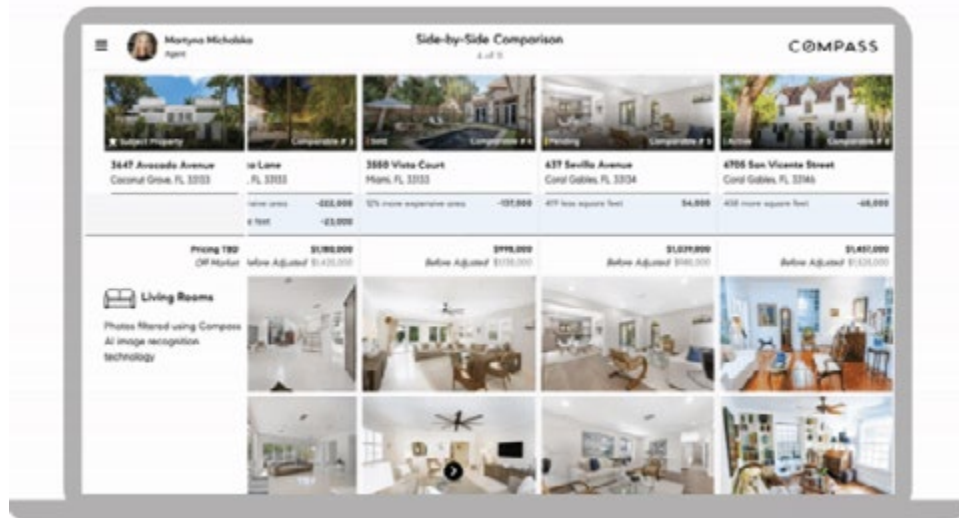
The Compass' digital Ad tool allows for the quick and easy launch of optimized Facebook and Instagram ad campaigns to promote your property to a highly targeted audience.

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.

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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.

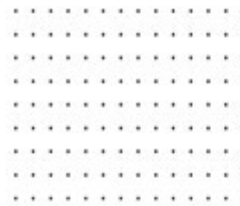
Contact Us to get your Comprehensive, Digital CMA Report Today

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
315 7th Avenue, 6A

In Contract

322 West 57th Street, 56Q
1 West End Avenue, 16C
115 York Street, 4J
241 East 76th Street, 2A

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
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
9-11 St. Marks Place - \$1.0M
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



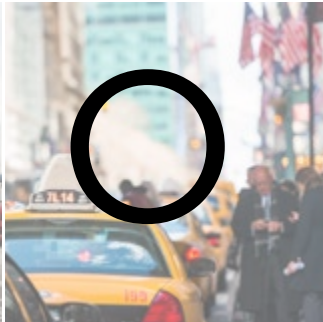
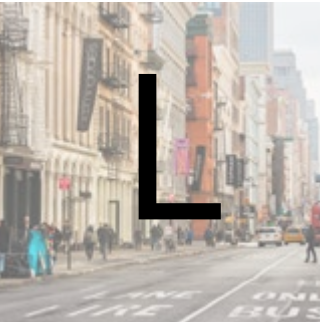
Did you Know?

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.

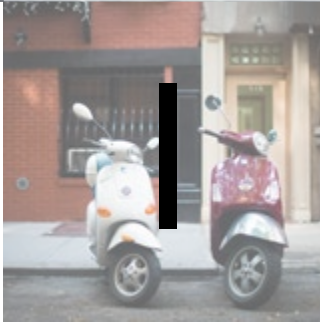
Be sure to [contact us](#) to receive your complimentary report.

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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



MACY'S FLOWER SHOW

The Macy's Flower Show is a signal that warmer weather is just around the corner. Get in the spirit for the longer, warmer days ahead by enjoying beautiful blooms at the Herald Square store.

This year's installment will disperse gorgeous fragrances alongside floral designs, including Good Girl by Carolina Herrera, Miss Dior by Christian Dior, Donna Born in Roma by Valentino and FlowerBomb Ruby Orchid by Viktor& Rolf. The floral designs themselves will focus on "impact, energy, and bold modernism, immersing the public in radiant flowers, heavenly scents, and bold color gradients."

Local floral designers will also be spotlighted during the exhibition. Each week, Macy's will showcase a new arrangement on the mezzanine of Macy's Herald Square from designers like Petals By Dani Chou, Boy Flowers by Matthew Radwan, Olivee Floral by Karla Smith and Flowerwitch by Kate Hinish.





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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