

VICTORIA'S VIEW

Insight into Manhattan Luxury Real Estate



THE VICTORIA SHTAINERTeam
LUXURY REAL ESTATE

May 2021

www.thevictoriashtainerteam.com

And the Spring awakening continues in New York City. That is the theme of the past month - since we last penned Victoria's View, deal volume continued to pick up pace, and the Manhattan luxury market deal volume continues to break WoW records. A year ago, many would not have bet that the market would rebound as quickly as it has. The numbers in April we even more robust than those observed in March.

The Manhattan Market exhibited exceptionally strong performance in the month of April. Each week in April saw more than 30 contracts inked for properties priced \$4M and up, with 2 of those weeks seeing over 50 contracts signed! The streak of 30 or more deals is now running 12 weeks in a row. This is the longest streak for contract volume at this level since the early 2000s.

One notable week was near the end of April, heading into the month of May. For the week ending April 25th, the Manhattan market saw 56 deals signed on luxury properties. Condos have been outpacing sales of Co-Ops at a stronger pace than we have recently observed. This can likely be attributed to continued interest from Buyers in New Development where Developers have offered enticing incentives in recent years to move Supply.

What is driving the strong and increasing pace of demand in recent weeks? New Yorkers! New Yorkers are back or in the process of coming back, returning to the city from Florida, The Hamptons, or suburbs where they fled during the height of the Pandemic. Mass vaccination and widespread availability continues to boost confidence in New Yorkers returning to the City full time - Restaurants, Shops, and Streets are noticeably more crowded throughout New York. While New Yorkers enjoyed their time away from the City, the notion of

their "past life" is tugging them back. As the City re-opens, people are itching to be apart of the revival.

Attractive pricing that started at the beginning of the pandemic drew in Buyers that knew it would not last. Those "few" Buyers has now grown into Buyers en masse thanks to Seller's having adjusted pricing, low mortgage rates, and confidence in the vaccine.

The strong demand across price points has tilted Manhattan's market to a Seller's Market, a dynamic we have not seen in a number of years. If you have been reading our newsletter in recent years, you will know that Supply has been a consistent topic, namely high levels of Supply in the luxury market. Now, that narrative is changing, especially in the \$1-\$3M price range where properties are moving quite quickly.

While myriad new inventory has come to market thanks to this demand motivating Sellers to list, there is still opportunity for Seller's to tap into this demand during the months ahead by listing their apartment. Many transactions we are seeing across both the sales and rental markets are New Yorkers looking to trade up or move in to something new as part of their post-pandemic life.

The sight of bustling outdoor dining and laughter on the street has been so welcomed across New York. This Spring has been especially rejuvenating given how far we have come in just a year's time. With that said, even more exciting times are ahead of us. With NYC targeting a July 1st re-opening, the "Summer of NYC" may be upon us! Welcome to the New York Renaissance.

Victoria Shtainer



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.

\$8,295,000

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 | \$5,995,000

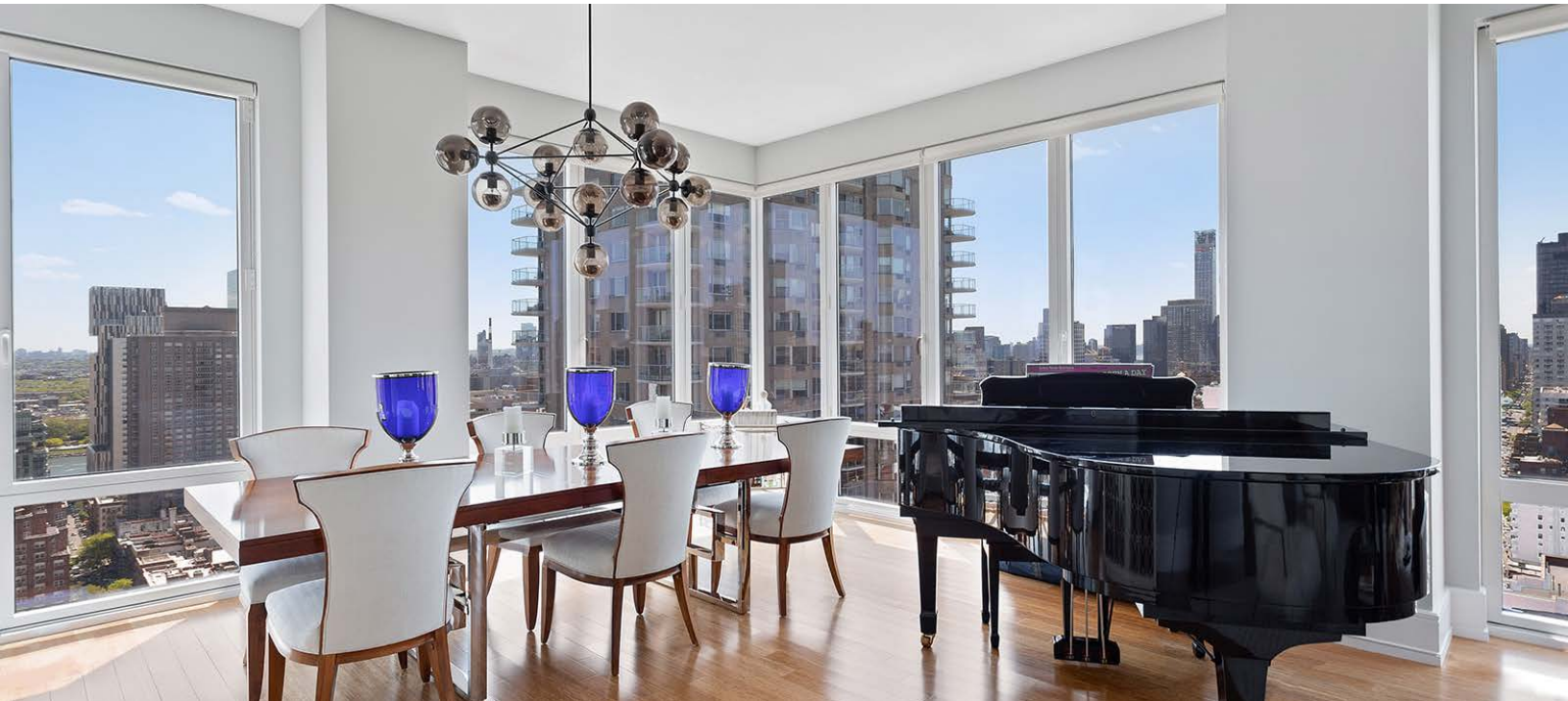
Welcome to 151 B 146th Street; A Custom-Home Designed And Crafted In 2007 And Located On The Most Exclusive Street In Neponsit. 37 Feet Tall And More Than 6,500 Square Foot, This Home Features 5 Bedrooms And 4.5 Bathrooms. The Floor Plan Offers Grand Rooms Including Formal Living Room, Dining Room, Eat-in 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 | \$8,295,000

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.

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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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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.



Private Outdoor Space & 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.

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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.



**IN
CONTRACT**



Downtown Modern Residence

200 East 27th Street, 8BC

3 BD | 3 BA | \$2,449,000

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.

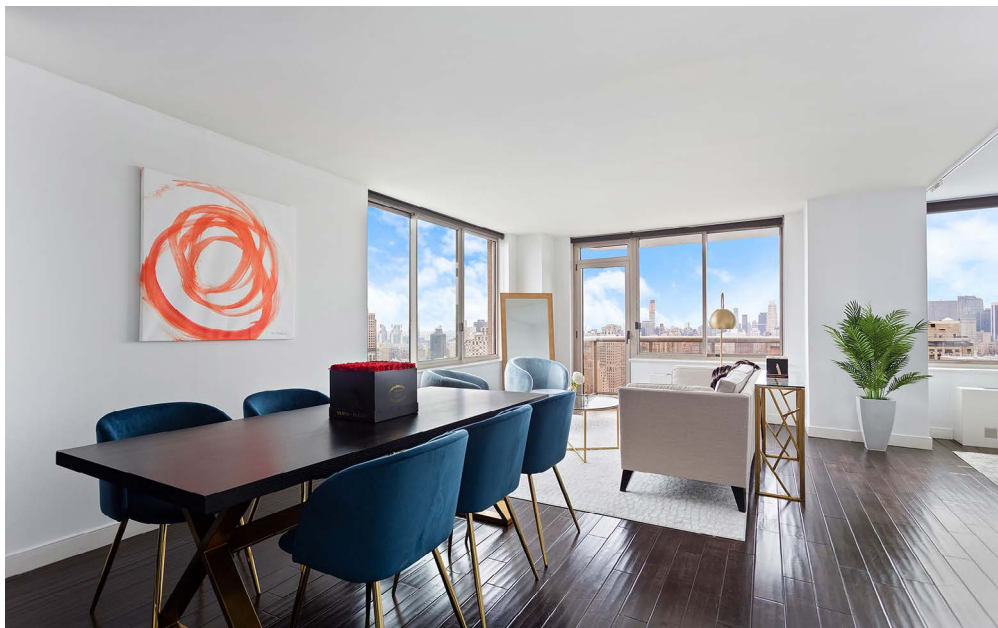
Convertible 3 Bed with Park Views

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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.



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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 | \$1,900,000

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

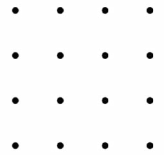
315 East 72nd Street, 10M

1 BD | 1 BA | \$749,000

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

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

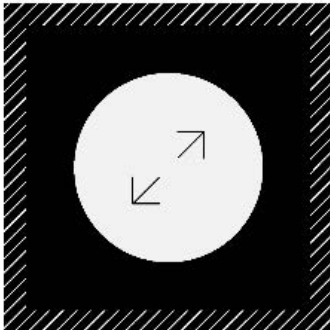
In light of the evolving situation around COVID-19, we are taking precautions to ensure the safety of our clients, prospective buyers, and team.

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

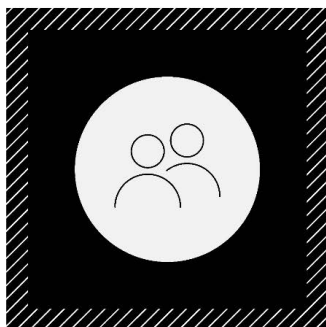
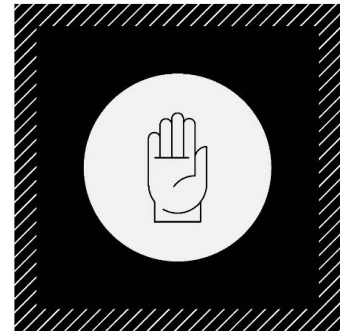


Minimum 6ft.

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.

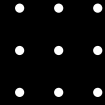


Limited Guests

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

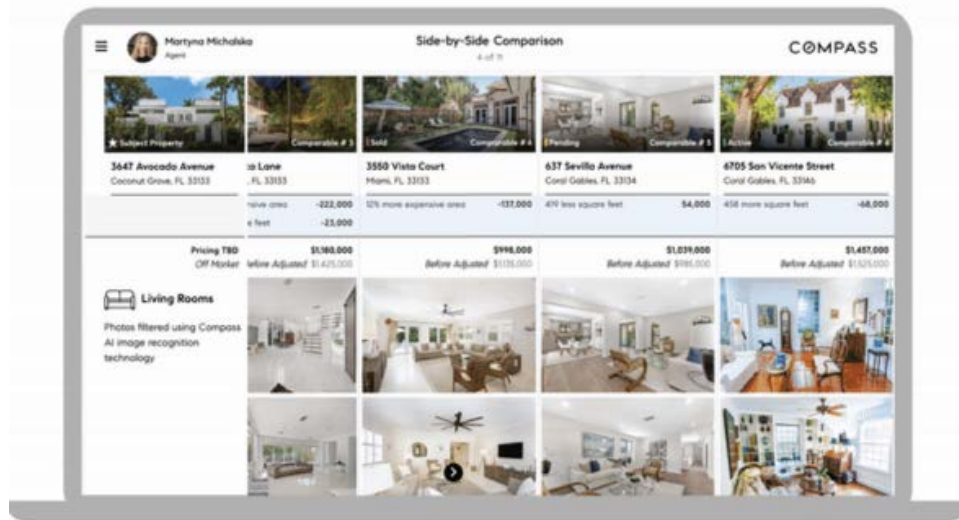
The Compass' digital Ad tool allows for the quick and easy launch of optimized Facebook and Instagram ad campaigns to promote your property to a highly targeted audience.

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.

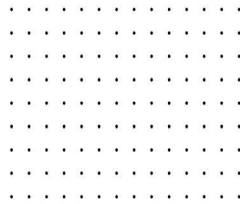
Contact Us to get your Comprehensive, Digital CMA Report Today

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

255 East 74th Street, 19A
255 East 74th Street, 6F
132 East 65th Street, 2B
399 East 72nd Street, 4H

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
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





A Smarter Real Estate
Experience

—
What's the value
of my home?

www.TheVictoriaShtainerTeam.com/Inquire



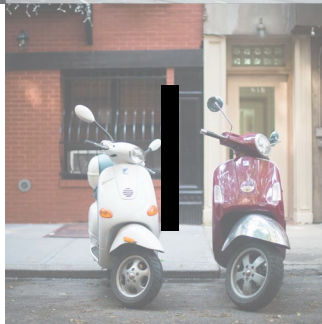
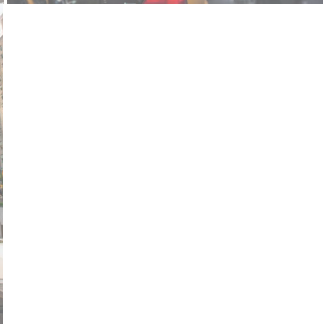
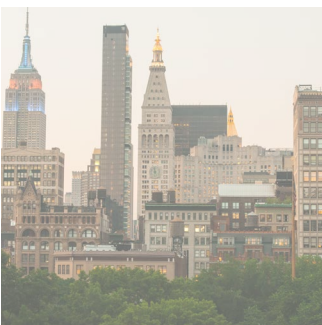
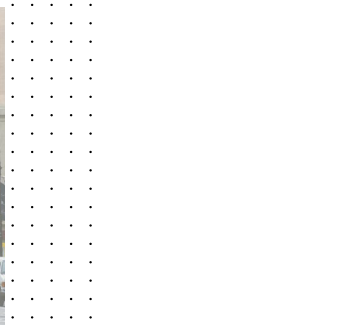
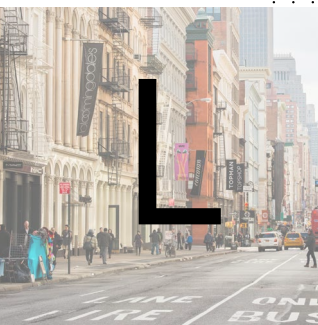
Did you Know?

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



Recommendations from The Victoria Shtainer Team



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SHOP ● EAT ● DRINK ● TRAVEL ● EXPLORE

ENJOY

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EAT



Momofuku SSam Bar

Momofuku's Ssam Bar has officially re-opened its doors in the South Street Seaport District. The highly anticipated restaurant had a year-long hiatus, but is back with a (slightly) new location and leaders. Ssam Bar is overtaking the space that was previously occupied by Bar Wayo.

Chef Eunjo Park who oversaw the opening of Momofuku's Kawi in Hudson Yards has revamped SSam's menu.

Some of the most notable additions to Park's revamping of the menu include items such as chili jam popcorn shrimp, soy marinated salmon kimbap, and cacio e pepe rice cakes.

The large format dinners for which SSam bar was known at its East Village location are not available as of now, but the restaurant expects to be making them available at a future date.

Ssam Bar: 89 South Street, Pier 17



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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