

# VICTORIA'S VIEW

Insight into Manhattan Luxury Real Estate



October 2021

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

I hope you had a relaxing and enjoyable Summer and officially welcome the Fall season! As we enter October, we enter Q4 - the final 3 months of the year. It is true, as you get older the time only goes faster! I cannot believe the end of 2021 is already on the horizon.

While we saw some weekly dips of activity within Q3, which is expected during the Summer season, the Manhattan market is entering Q4 in a particularly strong place. For those keeping score at home, you know that the market as broken many records throughout the course of 2021. Early September was no exception when Manhattan saw a 30% increase in new listings compared to 2020, breaking previous September new listing metrics and signaling that strong demand is likely to persist.

In the first 3 quarters of 2021, there have been a total of 1,329 contracts signed on properties priced \$4M and up. This figure is more than double the volume of 2020 and 42% higher than 2019.

We alluded to an increase in the rental demand and that the rental market was slowly starting to follow in the sale's markets footsteps earlier in the Summer. As Summer came to end, this narrative fully played out, in a quite dramatic way. Entering October, we are seeing one of the busiest rental markets of recent years, and rents that have risen steeply YoY.

For those that secured leases with myriad concessions during the middle of the pandemic, they are now faced

with finding a new home as those leases come to end and concessions have dwindled. Some Renters planned for these increases as they entered the aggressive leases during the pandemic while others thought the fallout from the pandemic would persist.

Anecdotally, we are hearing landlords increasing rents in excess of 20-30% in most cases, and bidding wars popping up in the rental market.

While sharply rising rents are painfully for many and making it a tough time to secure a rental, it speaks to the economic recovery the city is experiencing and has also re-engaged investors as a Buyer pool.

Heading into the final stretch of 2021, we remain cautiously optimistic. Without a doubt 2021 has been a hot year for NYC real estate, so some cooling would not be a surprise. However, rising interest rates are imminent, and this is putting pressure on sideline Buyers to act before being priced out. Additionally, we expect more workers to continue to return to offices through the end of year and early 2022 we should help to bolster demand in both sales and rentals.

New York remained strong throughout the height of Delta, so we do not anticipate any mass exodus - if folks have not left the city in the past year, they are likely here to stay. We look forward to closing the year on a high note with a strong Q4!

*Victoria Shtainer*



COMPASS

## Luxury Carriage House in Prime Gramercy Location

213 East 26th Street, CH

This Stunning private 4 bedroom/4.5 bath carriage house has been renovated with modern finishes. This Residence features an updated chef's kitchen, an in-unit washer and dryer and walk in wine cellar.

Located in Gramercy. Near shopping, nightlife, restaurants and Madison Square Park.

Parking is available to rent in the parking lot next door.  
**\$12,995/MO**

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, ?" 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**

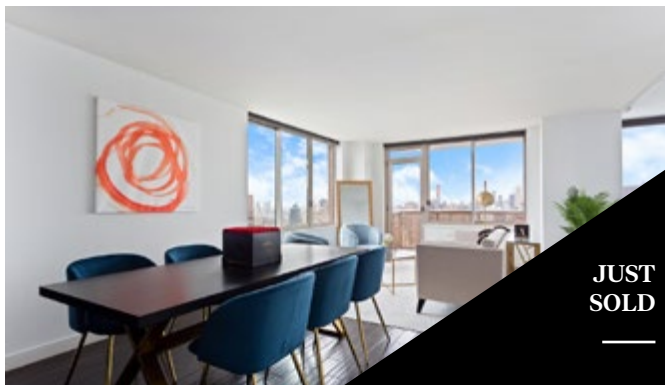
Impeccable design, premium finishes and extraordinary views make this sprawling, one-of-a-kind, 3-bedroom, 2.5 bathroom Condo a contemporary dream home in the sky.

## Downtown Modern Residence

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

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

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.



**JUST  
SOLD**

## Convertible 3 Bed with Park Views

**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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## High-floor 2 Bed at Le Premier

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**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 Condo 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.



**IN  
CONTRACT**

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**IN  
CONTRACT**

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## Tranquil NoHo 1 Bed

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**77 Bleeker Street, 507W**

**1 BD | 1 BA | \$979,000**

Tranquil one bedroom, one bathroom located in the heart of NoHo. Featuring soaring 10ft+ ceilings in the living room, spectacular oversized windows facing west overlooking tree-lined Mercer Street & Sasaki Gardens.

## Upper East Side 1 Bed Under \$1M

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**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, a very spacious bedroom and incredible closet space throughout.



**JUST  
SOLD**

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## Renovated and Spacious Upper East Side Alcove Studio

**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!

## Renovated on the Upper East Side with Open Floorplan

**241 East 76th Street, 2A**

**Studio | 1 BA | \$443,000**

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.





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# Le Penthouse

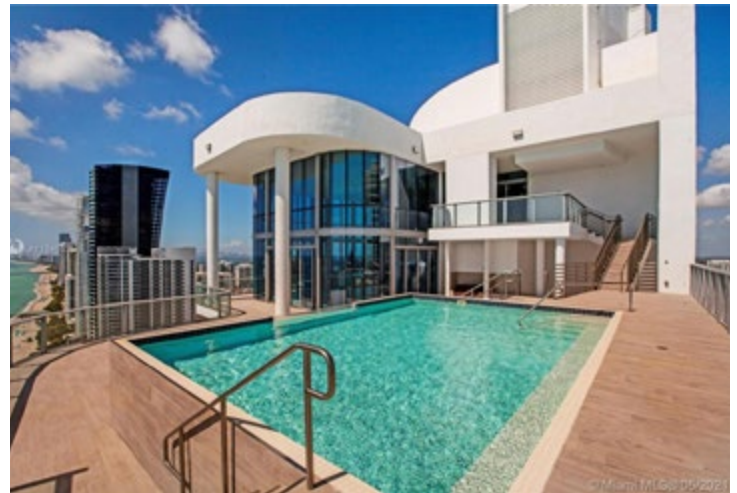
17475 Collins Avenue, PH3201

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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# 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.



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# HEALTHY HOME: GUIDE FOR SAFE SHOWINGS

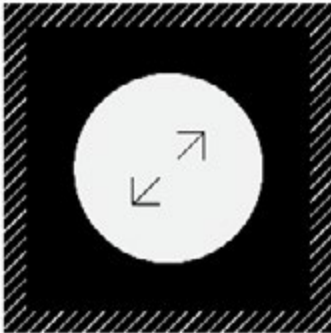
In light of the evolving situation around COVID-19, we are taking precautions to ensure the safety of our clients, prospective buyers, and team.

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.



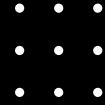
## Limited Guests

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.

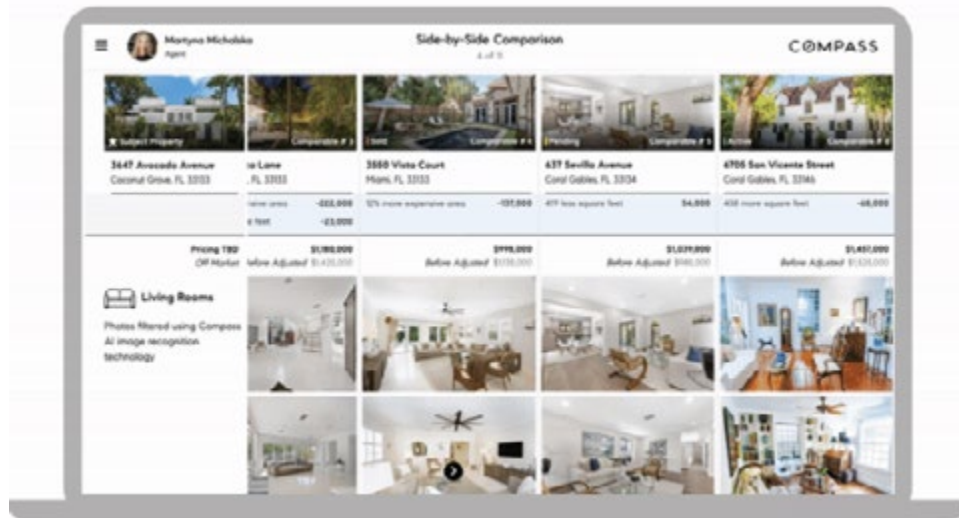
#### Enhanced 3D Staging

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.

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**

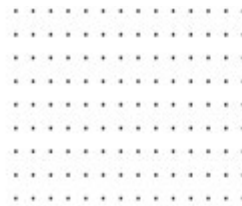


# The Resource Library



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

## In Contract

112 West 56th Street, 24N  
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, 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  
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.**

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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



## THE SUMMIT

Explore NYC's newest observation deck, SUMMIT One Vanderbilt. This 65,000 square foot, four-level entertainment space is right next to Grand Central and combines cutting-edge technology, design, nature, and a curated multi-sensory experience. Come and see the glass elevators and indoor/outdoor observation deck with glass floors.

Click [HERE](#) for ticket information and 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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