

# VICTORIA'S VIEW

Insight into Manhattan Luxury Real Estate



THE VICTORIA SHTAINERTeam  
LUXURY REAL ESTATE

June 2021

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

The luxury market finished May on a strong note, with 40 contracts signed on properties \$4 million and above for the week ending May 30th. This extended the streak of 30+ contracts signed on luxury properties to an astounding 17 week. Since the pandemic, media outlets have harped on the fall of NYC, however, since the beginning of 2021, the market has been shining and continues to impress.

The New York market has come back much stronger than anyone could have predicted. The pent-up demand we predicted last year has fully come to life since the start of 2021. People are feeling empowered now that the city is re-opening and they want to take advantage of the market. In many ways, NYC is a black swan compared to other housing markets around the country, however, we are seeing some aspects of the NYC market mimicking what trends are occurring nationally, namely time on market. The elevated activity taking place since the beginning of 2021 as resulted in listings under \$4 million in Manhattan seeing a 12% decrease in time from listing to contract according to UrbanDigs. Based on the data, some of the hottest neighborhoods are the West Village, TriBeCa, and Soho. The variance in time on market occurring between neighborhoods speaks to the hyper locality of the Manhattan market - in some price points and neighborhoods, the market is shifting towards a Seller's market.

While the New York City market has become more competitive in recent months, the market is fluid unlike some other hot markets around the country. We still have both supply and demand. While there are exceptions within certain price points and supply has decreased overall, New York is not experiencing supply shortages to the degree that other markets such as Palm Beach and Westchester are experiencing.

In the sales market, pricing has corrected in the luxury market making for some amazing opportunities for Buyers, but it is the consistent demand and re-opening of New York that has helped

keep a floor on pricing. New data from S&P CoreLogic shows that home prices were 13.2% higher in March 2021 compared to March 2020 according to the Case-Swiler National Home Price Index. There are myriad factors contributing to the increase, many of which are tied to pent up demand that has been released into the market since late 2020 as well as low interest rates.

The rental market was hit hard by the pandemic, forcing landlords to slash prices and offer concessions to secure tenants. Median rental prices are the lowest that we have seen in a decade, however, the page is turning in the rental market as well. The NYC rental market, while softer compared to rental markets nationally, seems to have a floor in place. There are deals on rentals has pricing is lower YoY, however, we are not seeing the rock bottom pricing and highly extensive concessions we saw last year during the height of COVID. For that reason, we believe a floor has been put in place - with record leases signed in April, we expect strong numbers to continue through summer with undergraduate and graduate students returning as well as young professionals in advance of office re-openings at the end of the summer. The Rental market has excess inventory which is helping to keep prices subdued at the moment.

As we head into the summer months, we expect that similar themes will continue, namely strong activity. Not only is re-opening news driving a return to the city and also spurring New Yorkers to upgrade their living situation, but inflation fears, and rising rates are now a stronger part of the narrative that are driving a sense of urgency for Buyers.

*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

---

**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 | \$2,350,000**

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

---

- •
- •

**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.



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!

- •
- •



**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**

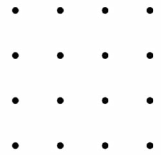
**1 BD | 1 BA | \$725,000**

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

# 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



# Le Penthouse

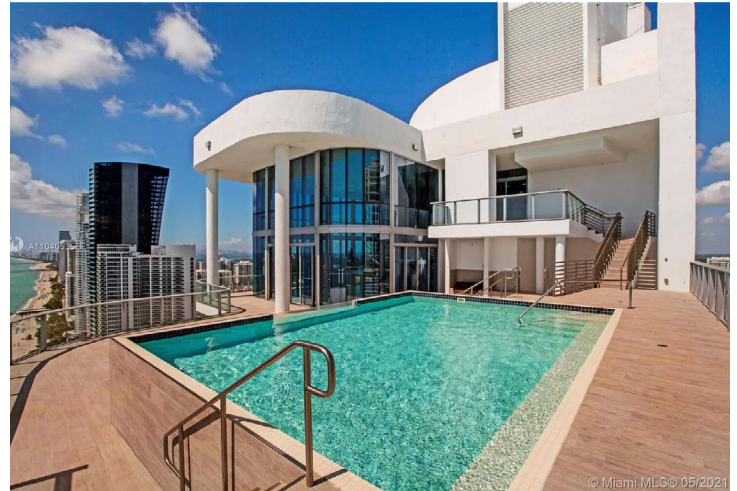
**17475 Collins Avenue, PH3201**

**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



**Micael Machado**

786.859.6311

micael.machado@compass.com

**Marc- Henri Kijner**

646.808.6476

marc.kijner@compass.com

**Victoria Shtainer**

917.860.2782

vshtainer@compass.com



For More Information or an Appointment, Contact 917.860.2782

# HEALTHY HOME: GUIDE FOR SAFE SHOWINGS

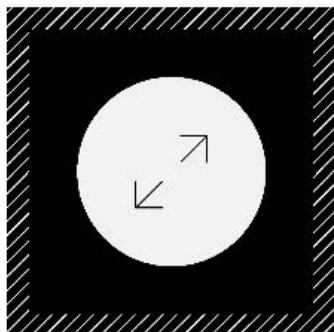
In light of the evolving situation around COVID-19, we are taking precautions to ensure the safety of our clients, prospective buyers, and team.

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

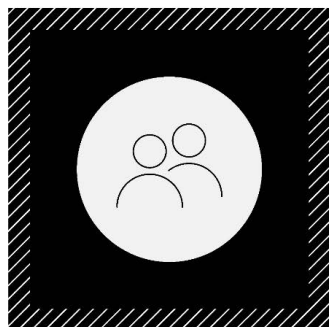
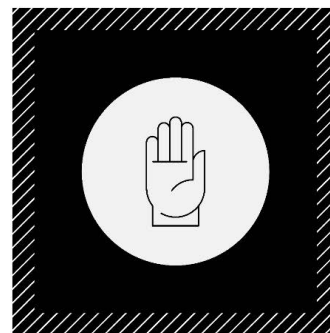


## Minimum 6ft.

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.

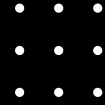


## Limited Guests

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

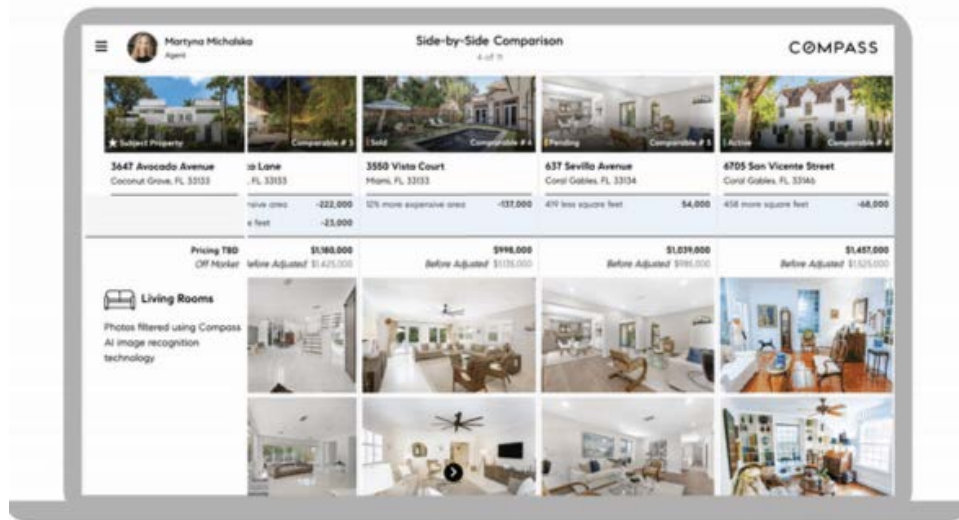
We've partnered with America's leading virtual staging firm to provide enhanced 3D staging that combines superior home staging expertise and high-end design with state-of-the-art virtual staging technology.



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.

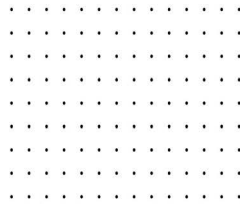
**Contact Us to get your Comprehensive, Digital CMA Report Today**

# 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](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  
255 East 74th Street, 6F  
132 East 65th Street, 2B  
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  
399 East 72nd Street, 4H - \$2.145M  
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?

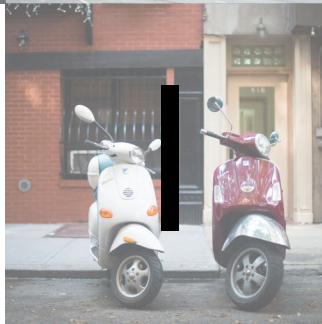
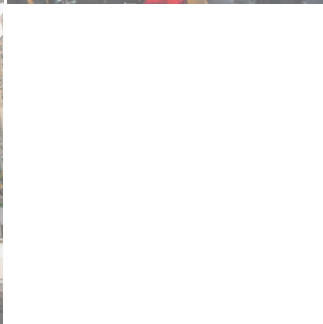
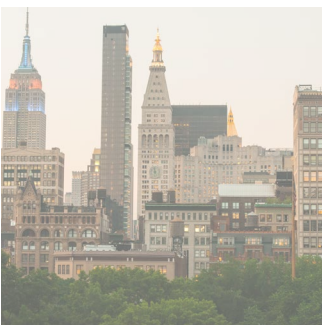
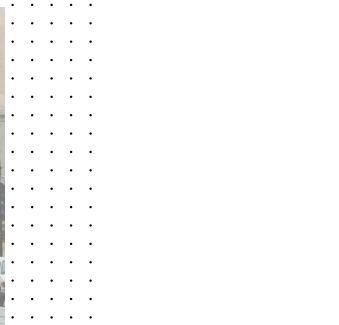
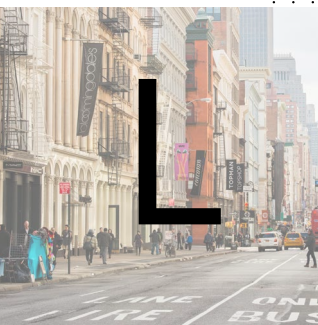
We offer **complimentary valuation reports** for your property! Powered by our proprietary suite of tools developed by the Compass technology team, we are able to accurately assess the value of your home and even recommend the ideal time to list your property if you are considering selling.

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



# Currently

NYC  
CITY



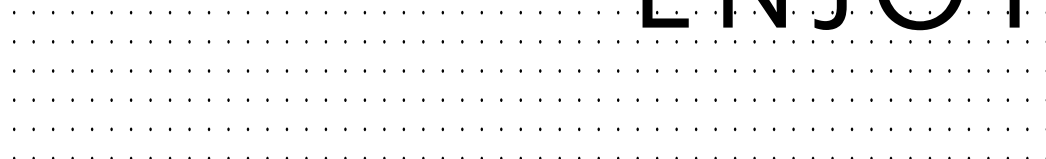
## Recommendations from The Victoria Shtainer Team



M  
I  
A  
M  
I

SHOP ● EAT ● DRINK ● TRAVEL ● EXPLORE

# ENJOY



T  
H  
A  
M  
P  
T  
O  
N  
S  
E



# EAT



## Il Buco Al Mare

Heading to the East End this Summer? There are some new restaurants in The Hamptons, and Il Buco Al Mare is definitely one on our list.

The restaurant, an offshoot of the Il Buco Alimentari in the city, took over the space that used to house Italian restaurant Sotto Sopra in Amagansett.

Il Buco Al Mare is headed by Chef Justin Smillie of Il Buco Alimentari. As the name suggests, there will be a seafood approach. Fresh produce is also a key aspect of Smillie's creations at Al Mare. Dishes range from fresh whole catches to blistered prawns with fresno chili and ginger.

Additionally, located next door is Il Buco Vida, the perfect spot to stop in the morning and grab your coffee and pastries as well as a selection of larger provisions.

231 Main Street, Amagansett



Image via Il Buco Al Mare





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

P: 917.860.2782

E: [vshtainer@compass.com](mailto:vshtainer@compass.com)



[FACEBOOK.COM/SHTAINERTEAM](https://www.facebook.com/shtainerteam)



[@VSHTAINERTEAM](https://twitter.com/vshtainerteam)



[@THEVICTORIASHTAINERTEAM](https://www.instagram.com/thevictoriashtainerteam)