

VICTORIA'S VIEW

Insight into Manhattan Luxury Real Estate



THE VICTORIA SHTAINERT TEAM
LUXURY REAL ESTATE

November 2020

www.thevictoriashtainerteam.com

As I pen this month's letter, the Associated Press has declared Vice President Biden as the winner of the 2020 Election, naming him President-elect. This was a historic and unprecedented Election in which Voter turnout was at levels not previously seen. While the decision will undoubtedly be challenged, America has been provided some sense of clarity for something that has been weighing on the people for months.

With the shift in power that will take place in January, many begin to wonder how this change will impact various portions of their life and the United States. What does a Biden victory mean for the Housing Market?

Biden has been named the President-elect, however, the control of the Senate remains in question and looks to be leaning toward Republican control. In this instance, a split government would be a positive for many markets, including the mortgage market. Markets do not like uncertainty, and split government means less chance for extreme policy out of either party. This means less chance for overarching new tax policies that could impact investment and impact the cost of homeownership.

Biden's agenda has pledged investing \$640 billion over the next decade in housing. Items including introducing a first-time homebuyer tax credit, reintroducing stricter regulations to agencies such as the Consumer Financial Protection Bureau, and easing restrictive zoning laws to help spur development. Interest rates are likely to remain

low to slightly unchanged as a result of the economic climate. With a fragile economy, markets simply cannot bear higher rates for the short to intermediate term.

In New York City, momentum continues in market. Various data sources continue to show that people that have left the city have come back or are coming back. In the real estate market, activity for Showings and Transactions continues to pick up pace. In fact, the week before the presidential election marked the highest total dollar volume for contracts signed above \$4M. During the last week of October, 17 contracts were inked, of which 5 were for properties above \$10M, totaling \$184.7M in dollar volume. The luxury sector has been showing momentum, but what about properties priced below \$3M? They account for even larger numbers! During the same week, contracts overall totaled \$421M in asking price, of which 89% of was deals priced \$3M and under.

What does this show? The market is active, in fact, it is very active in lower price points. The housing market has been resilient through the pandemic and throughout the election cycle. This is a promising sign as it shows, while the election is top of mind and who is in office can have an impact, Americans also recognize life will go on, no matter the outcome. We take a step back and recognize what a real estate contract signed means – a new home, a new start, a new family, and most importantly, a new future.

Victoria Shtainer



Incredible Central Park Views at One Beacon Court

151 East 58th Street, 48D

Exceptional opportunity to live in a furnished or unfurnished 3 Bedroom corner apartment with incredible Central Park Views.

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.

\$29,995/MO

For More Information or an Appointment, Contact 917.860.2782



Mint Condition with Park and River Views

151 East 58th Street, 42B

2 BD | 2.5 BA | \$6,350,000

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.

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Sublime 4 Bedroom Condo at Casa74

255 East 74th Street, 19A

4 BD | 3.5 BA | \$4,895,000

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.



For More Information or an Appointment, Contact 917.860.2782



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Landmarked Upper East Side Townhouse

12 Henderson Place

3 BD | 4.5 BA | \$4,795,000

Welcome home to 12 Henderson Place, a landmarked Queen Anne-Style townhouse once the set of Woody Allen's film "Manhattan." Located in a private cul-de-sac on East 86th St between York and East End Avenue, this home is directly across from Carl Schultz Park and Gracie Mansion. No expense was spared in this single-family townhouse, a gut renovated stunning 3-bedroom, 4.5-bathroom home with a private outdoor patio, a roof deck, and a rare exclusive private parking space directly in front of the home.



Expansive 4 Bedroom at The Emory

422 East 72nd Street, 4D

4 BD | 4 BA | \$4,600,000

This incredible 2,800 sq. ft. home offers a gorgeous open concept layout with spacious living areas and a formal dining room area perfect for entertaining or hosting fabulous dinners. The residence features a modern open chef's kitchen with an adjoining breakfast room and den. This private and quiet home is an entertainer's or family's dream with the expansive indoor/outdoor space, perfect for creating an indoor and outdoor oasis. The floor plan lends to have all of the bedrooms in a separate wing for complete privacy. The home has 2,500 sq ft of private outdoor space.

For More Information or an Appointment, Contact 917.860.2782



Midtown Home in the Sky

322 West 57th Street, 56Q
3 BD | 2.5 BA | \$3,945,000

Enter the spacious nearly 2,000 sq ft residence where Nordic Ash hardwood floors usher you to a phenomenal living room wrapped in southern light and open city views, seemingly never-ending, spanning all the way south to the Hudson River and the Statue of Liberty.

Superior Views on Upper East Side

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255 East 74th Street, 19C
3 BD | 3.5 BA | \$3,995,000

This high floor home with private outdoor space and stupendous views from the North, East and West is the largest of 255 East 74th Street's 3 bedroom, 3.5 bath homes.



Rare Double-height Duplex

255 East 74th Street, 5F
2 BD | 2 BA | \$2,895,000

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.

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Spacious and Functional 3 Bed

399 East 72nd Street, 4H

3 BD | 3 BA | \$2,475,000

This is the home you've been waiting for...This rare three bedroom, three bathroom home is gracious and functional for a multitude of needs. Enter through a welcoming foyer which opens to a captivating west-facing great room (28' x 18') featuring a custom built-in wet bar including top-of-the-line wine fridge and ice maker. There is a potential private parking spot opportunity available for this home as well!



Impeccable Design in a Boutique Condo

518 Maple Street, Unit 4

2 BD | 2 BA | \$680,000

This extremely quiet 2 bedroom apartment with 2 bathrooms, Whirlpool washer/dryer in unit, dishwasher and big storage unit, is filled with light all day long thanks to its double exposure (South and North).

Unit 4 at 518 Maple St, is the top floor of a new boutique Condominium with extremely low Monthly Charges and a 15 year Tax Abatement.

For More Information or an Appointment, Contact 917.860.2782



Renovated and Turnkey Convertible 1 Bed

241 East 76th Street, 8G
Studio | 1 BA | \$499,000

This oversized alcove studio features a fully renovated kitchen with a dishwasher, a custom marble bath, brand new hardwood floors, custom built-ins, an in wall A/C unit and a large open floor plan. There is gorgeous eastern sunlight all day with unobstructed city views.

The gut renovated kitchen features all new stainless steel appliances accented by a brand new tile backsplash, and granite countertops.

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Fully Renovated in Astoria

24-65 38th Street, B1
1 BD | 1 BA | \$569,000

Welcome home to this completely renovated 1 bed, 1 bath at the very exclusive Astoria Lights Co-Op located in the heart of Astoria, just 15 minutes from Midtown. This very desirable B1 line apartment is a corner unit outfitted with brand new condo like finishes, an open loft-style floor plan.



3 Bed at One West End

One West End Ave, 28C
3 BD | 3.5 BA | \$13,000/MO

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.

For More Information or an Appointment, Contact 917.860.2782

LUXURY TRENDS



The luxury real estate market continues to march to the beat of its own drum. When stocks tanked in March, U.S. luxury home prices were still up a little more than 1% over the prior year, and they've only grown since. As of June, the most recent figures show the median price for the top 5% of luxury real estate had appreciated 3% from the start of the year despite high unemployment and prevailing economic uncertainty.

Luxury brands have seen promising success with personalized virtual shopping experiences. In an effort to generate greater customer satisfaction, especially during a virtual world, e-commerce applications have seen that conducting live online shopping events and consultations can boost sales of a certain luxury product by upto 400 percent.

China's number of billionaires under the age of 40 has surged in 2020 due to an ongoing tech boom, despite the global pandemic. Of the 60 billionaires in China under the age of 40, 14 of them joined the club for the first time in 2020, as a tech-fuelled stock market grew and a slew of IPOs paved the way for wealth growth amid the coronavirus downturn.

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HEALTHY HOME: GUIDE FOR SAFE SHOWINGS

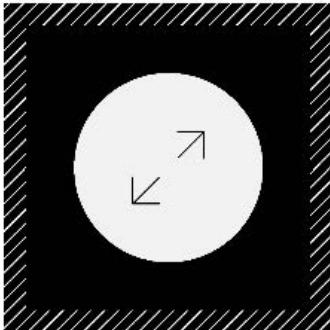
In light of the evolving situation around COVID-19, we are taking precautions to ensure the safety of our clients, prospective buyers, and team.

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

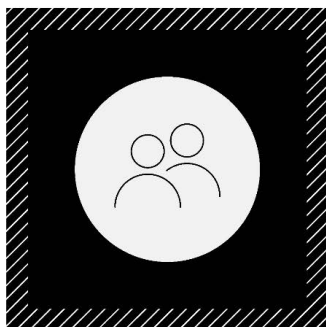
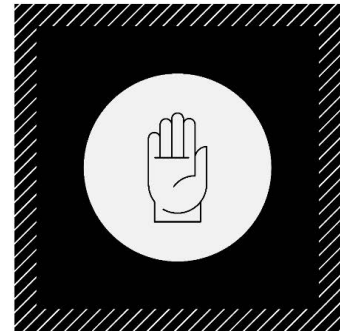


Minimum 6ft.

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.

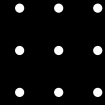


Limited Guests

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

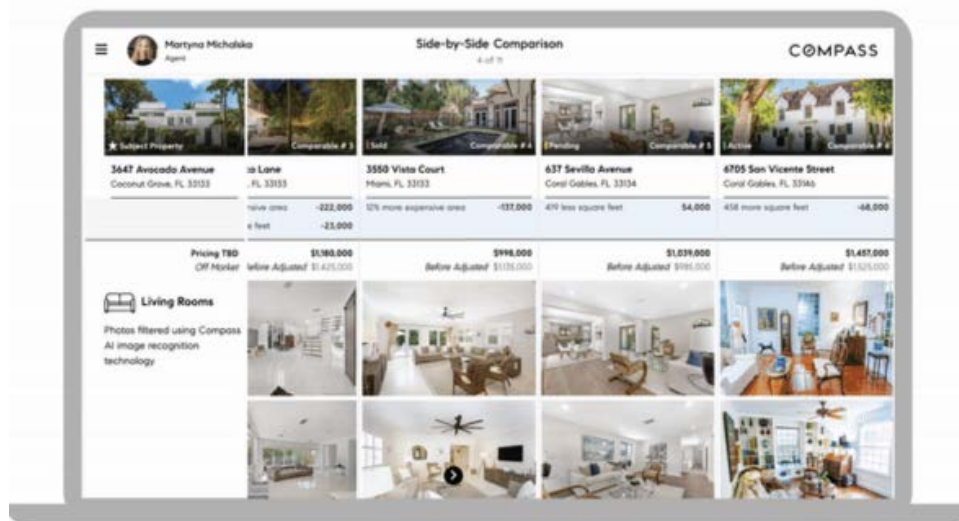
The Compass' digital Ad tool allows for the quick and easy launch of optimized Facebook and Instagram ad campaigns to promote your property to a highly targeted audience.

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



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.

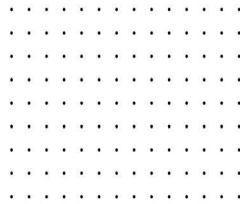
Contact Us to get your Comprehensive, Digital CMA Report Today

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
- 255 East 74th Street, 8C
- One West End Avenue, 28C
- 400 East 54th Street, 25CDE-in 1 day
- 100 West 58th Street, 8D
- 175 West 60th Street, 35A
- 255 East 74th Street, 5B
- 440 Washington Street, 406
- 315 7th Avenue, 6A

In Contract

- 255 East 74th Street, 8C
- 205 East 77th Street, 3E
- 315 East 72nd Street, 10C
- 241 East 76th Street, 8H
- 24-75 38th Street, B1

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
- 255 East 74th Street, 5B- \$1.65M
- One Manhattan Square, 48C - \$3.82M
- 255 East 74th Street, 10C - \$2.99M
- 448 West 37th Street, 8A- \$1.7M
- 389 East 89th Street, 8A - \$1.495M
- 315 East 72nd Street, 8B- \$1.3M
- 420 Central Park West, 5/6C - \$1.25M
- 188 East 64th Street, 2603- \$1.175M
- 303 West 66th Street, 19CW- \$1.110M

**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



THE VICTORIA
SHTAINER TEAM



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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DRINK



Thanksgiving Cocktail

Welcome your guests this Thanksgiving with a seasonal cocktail - **The Apple Cranberry Moscow Mule**

Ingredients:

- 4 oz vodka
- .25 cup cranberry juice
- .5 cup sparkling apple juice
- 2 7.5-oz bottles Q Ginger Beer
- fresh cranberries for garnish

Directions:

Fill two large glasses with ice. Add the vodka and cranberry juice. Add the sparkling apple juice and then fill the rest of the way with the ginger beer. Stir gently to combine and serve immediately.



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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