

VICTORIA'S VIEW

Insight into Manhattan Luxury Real Estate



THE VICTORIA SHTAINERT TEAM
LUXURY REAL ESTATE

October 2020

www.thevictoriashtainerteam.com

New York City continues to regain its energy and pulse – it has been wonderful see businesses open up, people enjoying outdoor dining, and the passion of New Yorkers in supporting their city.

The real estate market is not seeing the typical subtle slowdown that fall brings as kids return to school, juggle work and extracurriculars, and prep for upcoming holidays. In fact, the national housing market is experiencing quite the opposite this fall season. High buyer interest this late in this season is likely from low interest rates, the need for more space, and demand pushed from the spring, or a combination of all of them. Realtor.com data shows that homes are lasting 12 fewer days on the market versus a year ago as Buyers continue to act quickly as to not get beat out by the competition.

On a similar note, luxury deals in Manhattan hit a pre-pandemic level for the week ending September 27th according to the latest market data. Not only did the number of contracts rise to the highest level since Mid-March, it also rose above a level that has been serving as the unofficial benchmark for the luxury market. 21 homes asking \$4 million and above went into contract last week. Prior to the coronavirus, 20 contracts had been a standing benchmark for luxury activity so seeing contract rise above this key level showed strength in the market.

We expect that attention will shift to the upcoming Presidential Election in the coming weeks. This may have an impact on luxury activity as buyers may enter a "wait and see" phase leading up to the November elections. This is a trend we will monitor in the upcoming weeks ahead.

Most elections create uncertainty; however, this particular election has cast a wider degree of uncertainty than most. Predicting outcomes is nearly impossible, however, many wealthy individuals will be looking to understand how the outcome will translate to tax implications, particularly on capital gains.

While the election is surrounded by many unknowns, there is a key known, namely The Fed. The Federal Reserve provided some clarity to real estate investors during its September policy meeting. The Fed provided guidance that it will seek to keep its short term Federal Funds rate near zero in the 0-.25% range through 2023. This has a few notable implications for real estate:

- The Fed will continue to purchase mortgage-backed securities – this will help to ensure banks can continue to lend in a downturn
- Mortgage rates will likely remain at historic lows for the near-term
- Home Equity Lines of Credit (HELOC) will be an attractive source of financing for existing homeowners as HELOC adjust fairly quickly to the Federal Funds Rate.

Despite being forced to come to a near halt for months, the New York City market has continued to exhibit robustness and rebound when in-person activity resumed in June. Additionally, positive news across city re-opening phases has been welcomed by all. We expect momentum to continue through the fourth quarter, and will be monitoring the election outcome and market sentiment closely.

Victoria Shtainer



Former Set of Woody Allen's "Manhattan"

12 Henderson Place

The entire house features clean and well thought-out built-ins designed for clutter-free city living along with imported wide plank walnut floors that exude luxury and warmth through this Manhattan oasis. Own a piece of New York City history at 12 Henderson Place, a paragon of contemporary Yorkville luxury.

More on Page 3

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 | \$4,995,000

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



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.



Home in the Sky at The Sheffield

322 West 57th Street, 56Q

3 BD | 2.5 BA | \$3,945,000

Enter the spacious nearly 2,000-square-foot 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. The living room offers a perfect flow for living and entertaining, opening to a premier chef's kitchen. equipped premier kitchen.

For More Information or an Appointment, Contact 917.860.2782



Bright With Multiple Exposures

255 East 74th Street, 8C
3 BD | 3 BA | \$2,895,000

The floor-to-ceiling windowed corner living room offers beautiful North and East exposures and is flooded with sunlight.

Rare Double-height Duplex

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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.



Expansive Outdoor Space in Williamsburg

158 Manhattan Avenue, 1B
2 BD | 1.5 BA | \$1,150,000

Be prepared to fall in love with a huge private garden and patio when you step into this stunning and spacious duplex residence in the heart of East Williamsburg.

Virtually Staged

For More Information or an Appointment, Contact 917.860.2782



Impeccable Design in a Boutique Condo

518 Maple Street, Unit 4
2 BD | 2 BA | \$695,000

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.

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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.

Market Data

Q3 Manhattan Market Recap

High-end activity
drove prices higher.

\$2,298,244

Average
Sales Price

\$1,345

Average Price
Per Square Foot

\$1,100,000

Median
Sales Price

194

Average Days
on the Market

\$3,204,476

Average
Condo Price

14%

Average
Discount

\$1,292,232

Average
Co-op Price

42%

of Properties Took
More than 180 Days
to Enter Contract



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HEALTHY HOME: GUIDE FOR SAFE SHOWINGS

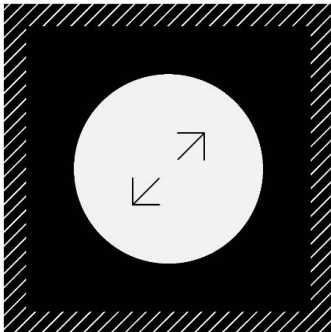
In light of the evolving situation around COVID-19, we are taking precautions to ensure the safety of our clients, prospective buyers, and team.

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

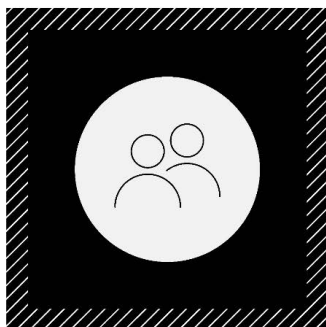
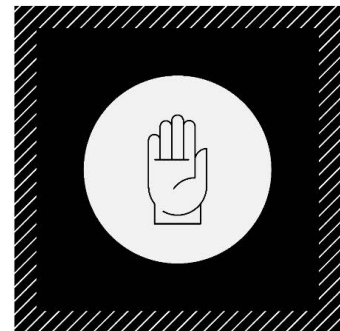


Minimum 6ft.

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.

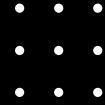


Limited Guests

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

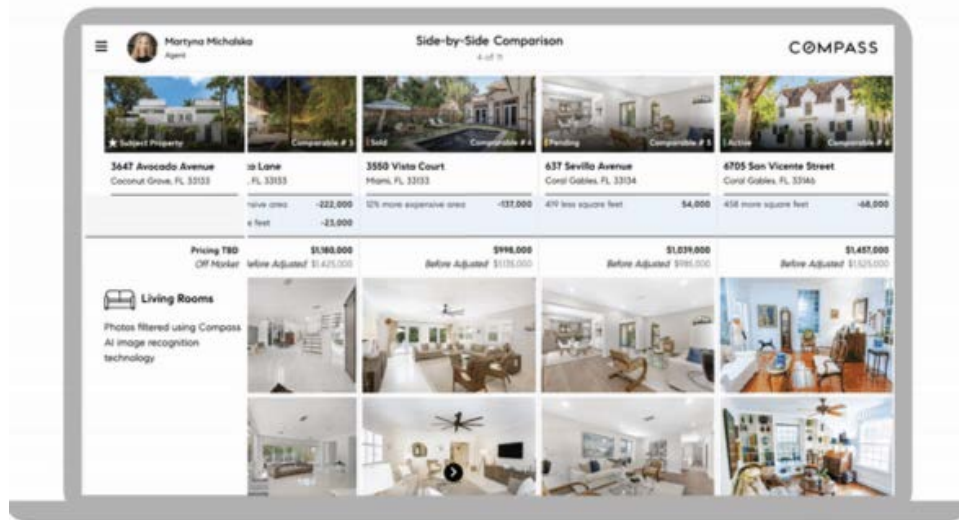
The Compass' digital Ad tool allows for the quick and easy launch of optimized Facebook and Instagram ad campaigns to promote your property to a highly targeted audience.

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.

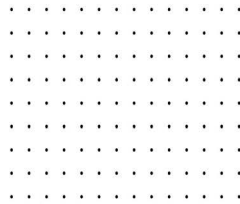
Contact Us to get your Comprehensive, Digital CMA Report Today

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

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
50 West Street, 20B- \$4.59M
1 West End Avenue, 28C- \$4.335M
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





A Smarter Real Estate
Experience

—
What's the value
of my home?

www.TheVictoriaShtainerTeam.com/Inquire



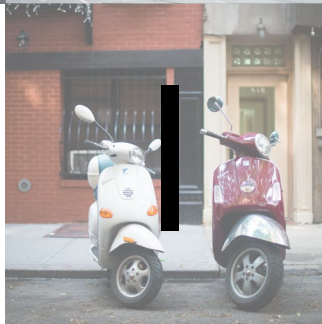
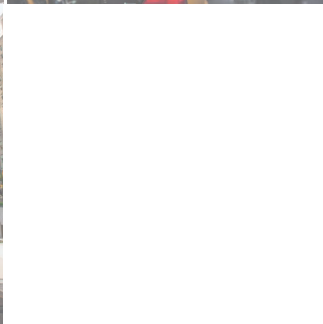
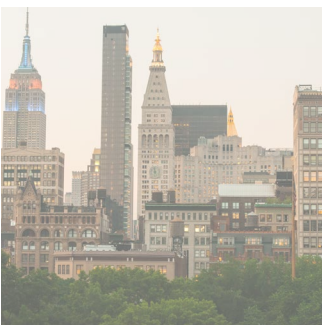
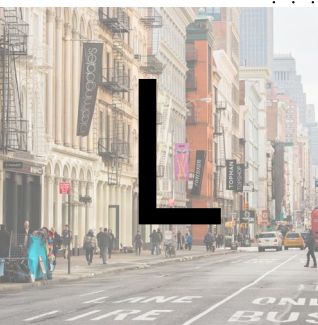
Did you Know?

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

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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



FALL FARMERS MARKET FINDS



FALL FARMER'S MARKETS

The Fall Season is the perfect time to shop local and support Farmer's Markets in your area. The New York Metro Area and Long Island is filled with wonderful Farmer's Market. In fact, some of our favorite vegetables are found throughout the various stages of the season.



EARLY FALL

Apples
Blackberries
Broccoli
Carrots
Cauliflower
Eggplant



MID FALL

Brussels Sprouts
Butternut Squash
Cranberries
Figs
Pumpkin
Sweet Potatoes



LATE FALL

Collard Greens
Kale
Mushrooms
Parsnips
Pears
Radishes



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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