

VICTORIA'S VIEW

Insight into Manhattan Luxury Real Estate

We are certainly in the throngs of the dog days of summer. While many are on summer vacations, the real estate market has not taken a vacation from activity and industry changes this summer. There has been a strong amount of activity for the summer season as well as a major change impacting the rental market from StreetEasy.

Activity: While the summer season generally brings a lower volume of activity than seasons such as spring and fall, the summer season thus far has showed significant signs of activity on a seasonally adjusted basis, especially when thinking about summers of the past. In The Hamptons, a market where many have been speaking to the slowdown over the past year or so, has come alive in a strong way. Sales volume is up 8% compared to a year ago and the mid-market showed signs of big advancement while the high end began to show signs of renewed life in June and July.

Likewise, the Manhattan market continues to move at a steady pace throughout the summer months. Despite many feeling that the luxury market is dead, it is certainly still alive! The buyers at this price point are very savvy. They will purchase when the time aligns for them, thus negotiations on high ticket apartments have been taking longer, but they are happening. The proof is in 2 units asking \$70 million each going into

contract at 520 Park Avenue as well as the Southern penthouse at 70 Vestry which went into contract with an asking price of \$65 million. The latter would be the largest sale in downtown history if it closes near the asking price.

StreetEasy: In late July, real estate search giant, StreetEasy, announced that they would begin charging agents \$3 a day to have their rental listings syndicated on the site. The brokerage community showed its feeling through a boycott of the program – rental inventory on the StreetEasy site plummeted nearly 40% overnight. Since inception of the program, there is still a large discrepancy between listings on the Compass website and StreetEasy given lack of agent participation. You should be aware of this change as this site is where nearly all go to search the NYC market. If you are searching for a rental this will impact you. We have the ability to see all listings as before through our proprietary listing system, so please reach out if you or someone you know is looking or considering a rental in the NYC market.

Looking Ahead: Given the persistent activity of the luxury market this summer, we anticipate the fall season to be an exciting. Notable and highly anticipated new developments will launch sales including Raphael Vinoly designed 125 Greenwich Street, 45 Park Place, and The Soori Highline.

Victoria Shtainer

August 2017

New To Market



151 East 58th Street, 39D

2 BD | 2.5 BA | \$15,995/MO

Enjoy beautiful city and water views from this south and east facing unit at One Beacon Court. This spacious, 1512 square foot apartment has a large living room that receives excellent light throughout the day. The kitchen has top-of-the-line appliances, and there is a washer/dryer in the unit. The corner master bedroom overlooks the 59th Street bridge and offers gorgeous water views. One Beacon Court is one of the premier addresses in New York! It offers residents a high floor gym with full free weight and cardio equipment, large party room, children's playroom, doorman, concierge, and private driveway

SALE SELECTION

Enjoy iconic views of Central Park and the city skyline from this three bedroom, three and half bathroom, 3,058 square foot home at One Beacon Court. Offering floor-to-ceiling glass, 11 foot ceilings, Lutron Sivoia shades, and a complete Crestron home automation system, this rarely available A-line is truly one of the most unique and updated homes in the city. The living room, which has a Crestron control system for Lutron lighting, a LED full-spectrum cove lighting system, and a wall panel of three 65 in. Panasonic plasma HDTV's mounted side by side. This is one of the premier addresses in New York!



151 East 58th Street, 47A

3 BD | 3.5 BA | \$13,995,000



255 East 74th Street, 24B

4 BD | 3.5 BA | \$5,575,000

Apartment 24B is a fully renovated home that features custom design work by Daniel Romualdez, one of the world's most renowned architects and designers. This four bedroom, three and a half bathroom home with landscaped balcony features Central Park views, West, North and East exposures. The gorgeous, custom eat-in kitchen boasts top-of-the-line appliances including Miele oven, microwave, and range, and a Subzero fridge and wine cooler and a built-in banquette for added comfort. Many valuable upgrades have been made throughout the apartment, including Waterworks fixtures in the bathrooms, a built-in custom speaker system, and working fireplace in the living room.

18RS is an opportunity to own a spacious 1800 square foot condo in one of New York City's best locations. With gorgeous views of Central Park, moments away from Columbus Circle shopping, Whole Foods, Lincoln Center, and public transportation, this home is near to some of the best conveniences of the city, making it a highly desirable location. A huge 31'5 x 22'5 living and dining space, boasting southern and eastern exposure to Central Park, greets you as you enter the home. Because of the large space, the dining room can be converted into a third bedroom or home office.



20 West 64th Street, 18RS

2 BD | 2 BA | \$3,595,000

Contact 917.860.2782 for an appointment

Please note that this unit can be sold fully furnished at \$1,995,000 This is a beautifully designer-decorated home by famous interior designer Steven G, and is in mint condition with a south-facing gigantic one bedroom with interior office and 2 full bathrooms, with the master bathroom having a heated floor. The apartment is 1230 square feet with 10 foot ceilings, boasts large closet space, generous room sizes, top-of-the-line appliances, and a washer/dryer in unit. Casa 74 features a 2400 square foot Children's Pavillion, a beautifully landscaped outdoor garden, and 5 story Equinox below.



255 East 74th Street, 5B

1 BD | 2 BA | \$1,895,000

RENTAL SELECTION

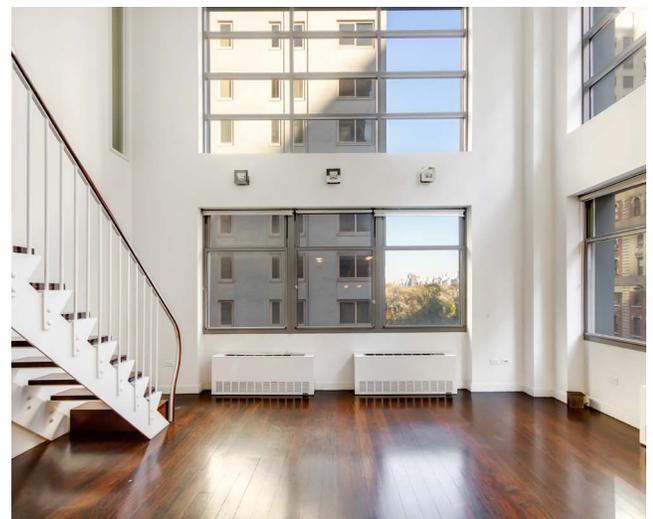


151 East 58th Street, 39D

2 BD | 2.5 BA | \$15,995/MO

Enjoy beautiful city and water views from this south and east facing unit at One Beacon Court. This spacious, 1512 square foot apartment has a large living room that receives excellent light throughout the day. The kitchen has top-of-the-line appliances, and there is a washer/dryer in the unit. The corner master bedroom overlooks the 59th Street bridge and offers gorgeous water views. One Beacon Court is one of the premier addresses in New York! It offers residents a high floor gym with full free weight and cardio equipment, large party room, children's playroom, doorman, concierge, and private driveway

A block from Central Park, Apartment 8D is a truly special 3 bedroom, 3.5 bathroom duplex in the luxurious Windsor Park condominium building. The living room has 18-foot ceilings with spectacular views to Central Park and the city. The magnificent double height windows fill the apartment with light. An open kitchen is perfect for entertaining and is outfitted with top-of-the-line appliances and has a separate island with wine cooler and dishwasher. A washer/dryer and utility closet are located immediately off the kitchen. Windsor Park is a gorgeous Rosario Candela building, with renovations by Gwathmey Siegel and Associates.



100 West 58th Street, 8D

3 BD | 3.5 BA | \$10,500/MO

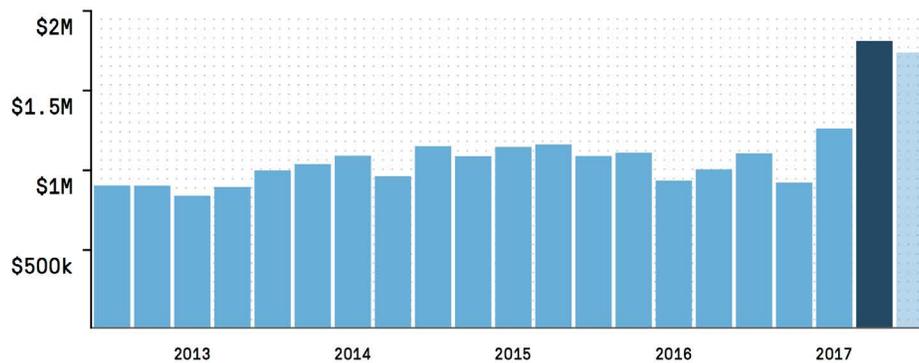
Contact 917.860.2782 for an appointment

Neighborhood Focus

Financial District

Median Price \$1,806,151 (+80.6% YoY)

Financial District / Sold / Q2 2017



MEDIAN PRICE	FIGURE	LISTINGS %
0 BED	\$651,500	11.5%
1 BED	\$1,160,805	33.8%
2 BED	\$2,155,000	39.6%
3 BED	\$3,818,437	10.8%
4+ BED	\$6,607,500	4.3%
CONDO	\$2,095,000	83.8%
CO-OP	\$752,000	16.2%
CONDO-OP	N/A	0.0%
MULTI FAMILY	N/A	0.0%
SINGLE FAMILY	N/A	0.0%
0 TO 500K	\$430,000	1.9%
500K TO 1M	\$751,000	23.4%
1M TO 3M	\$1,802,302	48.7%
3M TO 5M	\$3,895,000	19.5%
5M TO 10M	\$6,215,000	5.8%
10M+	\$11,355,000	0.6%

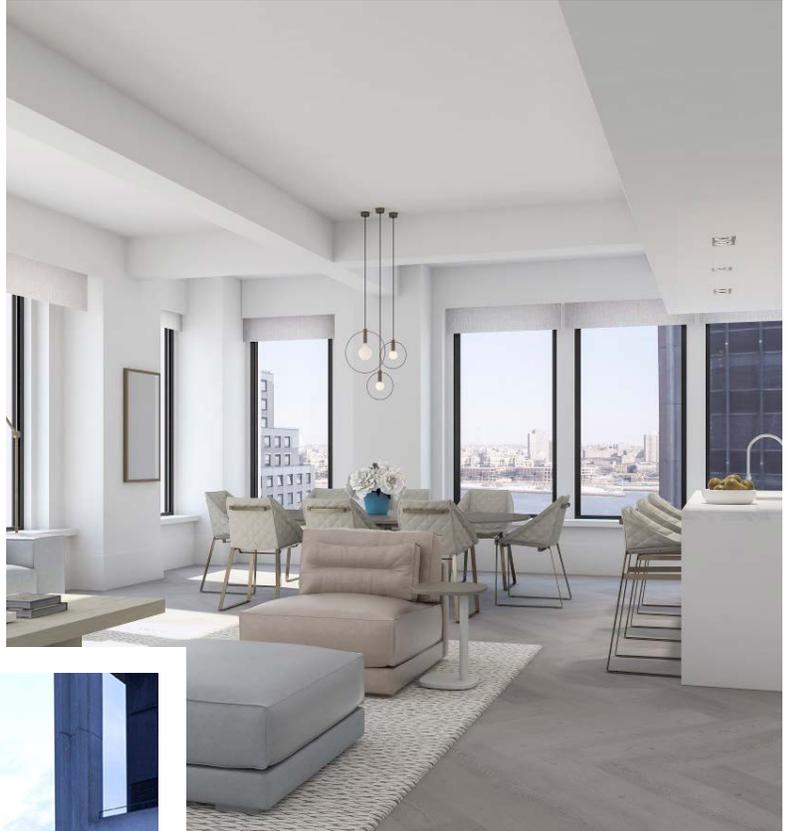
The Financial District is attracting big attention thanks to the revitalization of downtown after 9/11 and new luxury developments. People are flocking to the neighborhood for its proximity to public transportation, world-class dining and shopping, and outdoor space. New development closings such as 50 West have pushed prices up and we only expect this to continue thanks to developments such as 1 Seaport and 101 Wall that will begin closings.

Spotlight

101 Wall Street

Tucked away in the heart of the New Downtown is an Art Deco building constructed in 1931. 101 Wall Street is a luxury condo conversion by Dutch designer Piet located steps from the East River and all the exciting transformations occurring in Lower Manhattan.

The building features a glazed brick and bronze exterior facade which pays tribute to the era in which it was built. Classic decorative elements are carried from outside to the lobby with touches of bronze mixed with modern furnishings from Piet Boon. 101 Wall consists of 52 condos with some featuring setback, landscaped terraces.



The residences of 101 Wall features interiors that are simple yet sophisticated with luxurious touches such as bespoke entry doors and new casement windows. Spaces are light and airy with kitchens designed by Boon that feature honed stone countertops and a fully Bosch appliance package.

An amenity package consisting of a training studio, children's playroom, library, lounge, and landscaped rooftop roundout the offering.

Current availability starts with 1 beds offered at \$1.25M ranging to 3 beds offered at \$3.875M

[Contact Us today](#) for current availability and to schedule your property tour of 101 Wall Street

Images via 101 Wall Street

Transactions

Recently Rented

151 East 58th Street, 34B

151 East 58th Street, 32C

151 East 58th Street, 39F

50 West Street, 20B

400 East 54th Street, 25CDE-**in 1 day**

175 West 60th Street, 35A

450 East 83rd Street, 3D-**in 1 day**

93 Worth Street, 404

In Contract

151 East 58th Street, 44B

1 West End Avenue, 28C

One Manhattan Square, 48C

Recently Sold

151 East 58th Street ,47B- \$10.375M

255 East 74th Street, 29A - \$7.6M

50 West Street, 20B- \$4.59M

70 Washington Street, PH K- \$1.572M

389 East 89th Street, 8A- \$1.150M

175 West 13th Street, 9E- \$1.049M

93 Worth Street, 404- \$935K

16 West 16th Street, 6HS- \$935K

434 East 58th Street, 6B- \$349K

140 11th Street, Brighton Beach

Anyone Can Tell You How Much Your Home is Worth.

Contact Us to Find Out How to Make It Worth More.

Interested in finding out how much your home is worth?
Contact us to schedule a confidential meeting to discuss the
value of your property.

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E: vshtainer@compass.com

www.TheVictoriaShtainerTeam.com



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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.

Market Insights

August 2017

Real-time market data insights brought to you by the power of the Compass Markets App.

Upper East Side

2 Bed	3 Bed	
\$1,587,500	\$3,590,000	
+0.2%	+23.3%	YoY

Midtown East

2 Bed	3 Bed	
\$1,210,500	\$3,125,000	
-22.0%	-10.7%	YoY

Gramercy

2 Bed	3 Bed	
\$1,750,000	\$2,500,000	
+23.9%	+9.5%	YoY

FiDi

2 Bed	3 Bed	
\$2,760,000	\$2,693,812	
+81.0%	+39.9%	YoY

Upper West Side

2 Bed	3 Bed	
\$1,530,000	\$2,875,000	
-1.4%	+3.1%	YoY

Chelsea

2 Bed	3 Bed	
\$2,070,000	\$9,366,308	
-17.2%	+170.3%	YoY

Flatiron

2 Bed	3 Bed	
\$3,950,000	\$N/A	
+75.6%	-0.00%	YoY

West Village

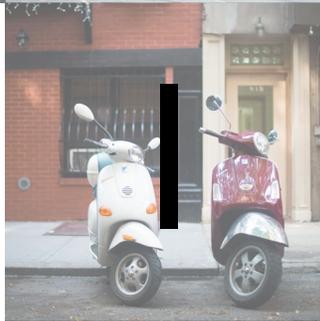
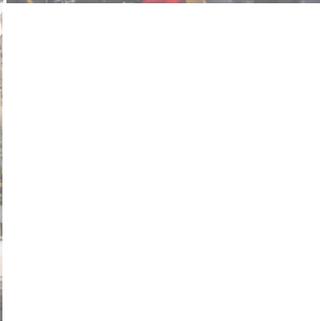
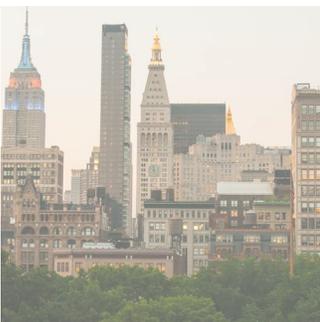
2 Bed	3 Bed	
\$1,592,500	\$N/A	
-48.9%	-0.0%	YoY

Median Price

*all data taken referenced for sold properties
as of the partial completion of Q3 on 8.1.17

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 HAMPTONS CLASSIC

August marks the return of one of the biggest event of the summer season in The Hamptons - The Hamptons Classic horse show. The Hampton Classic is one of the "it" events on the Hamptons circuit. The show, well into its third decade, is well respected from locals and equestrian-lovers alike. This year's show will be help from August 27 - September 3. The Classic is often regarded as one of the most prestigious outdoor equestrian events held in the country. This year's show marks the 42nd edition of the Classic.

The Classic became highly distinguished in 2009 when it became only the second horse show ever to receive the designation of Heritage Competition by the United States Equestrian Federation. Only those competitions that have been around for 25 or more years are eligible to receive this designation.

While the competition in the show can certainly be stiff as some of the best in the world come to keep, there is fun to be had on the grounds as well. The event is known for its celebrity sightings and high-end boutiques that host pop-up shops on the lawn.

Also returning for the second year will be "Jump for Charity" where 10 rider captains will be paired with 10 selected charities. Custom hats have been generated for each charity. If all hats sell, \$30,000 will be raised which will be allocated to the top three charities in terms of performance of their captains!

Hampton Classic: 240 Snake Hollow Road





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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