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FROM COTTAGES TO CASTLES - BUYERS/SELLERS/RENTALS
OLD FASHIONED SERVICE COMBINED WITH STATE OF THE ART TECHNOLOGY
Barbara J. Brundige, Licensed Associate Real Estate Broker
Spring 2014 Newsletter

One Week In Manhattan With Industry Leaders & Entrepreneurs:
Some NEW MESSAGES ON DOING BUSINESS

Once again in January this year I attended Real Estate Connect, a week-long conference in Manhattan, featuring new technology ideas, comments from leaders in the industry and a preview of new Real Estate products and concepts. The keynote speaker was Ariana Huffington, CEO of The Huffington Post. As a very successful business person, she has a new view of being successful: maintaining good health amidst being extremely busy. Bad decisions are often made when tired - sleep deprivation should not be a badge of honor! Our emphasis on multitasking can lead to partial attention on projects. She has designed a computer/smartphone free bedroom and reads actual real books in a quiet area there. Success in our careers should not involve a trade off for good health!

Another theme this year was the responsibility successful agents have to search out meaningful community projects to support including ones not at the center of attention yet important and lacking local support.

Several entrepreneurs were featured that are developing new ideas and products. Parker Mills (Keyzio) can make house keys from a smart phone photo & ship them overnight! Dave Eisenberg (floored.com) provides a three dimensional view of listings.

I will report in on more seminars in my next newsletter

“All Politics Are Local” - Tip O’Neal

The same can be said for Real Estate: All Real Estate Is Local! Major television networks repeatedly report on the current real estate “big picture “. However, local markets remain quite different nationwide as well as island wide. Manhattan and “The Hamptons” have completely different market energy than the north shore of Long Island.

Call us anytime for further details on what your neighborhood Real Estate karma is doing!

It’s not about me, IT IS about you

Our **Ask Elliman** campaign ties into what should be the theme for working with today’s buyers & sellers. Our clients have a world of information at their fingertips now and we are the experts to help analyze that information when you have questions, as well as to analyze all the current trends and show new information we have as professionals. Although we are glad once again (third year in a row) to be #1 in our office & award winners in the company, our philosophy is to listen to you, respond promptly to your requests for information and to be up to date in all new marketing materials and trends.

“The Fall of the Alphas” by Dana Ardi fits into this philosophy: ego systems -> ecosystems!

Tradespersons Corner

Sand Point Shop

15 Main Street, Port Washington

Ever lose 1 earring or want to create jewelry from existing stones?

My tennis partner directed me to this wonderful store when I lost one of my beautiful gold earrings shaped like a feather from Arizona. As part of their business they design and make jewelry for cruise ships. They recreated my earring to perfection. Recently they designed a beautiful ring for our family from stones we had from existing jewelry pieces. In addition they carry a good selection of Barbour and a room full of Longchamp purses and accessories.

It is a wonderful jewelry store as well!

www.sandpointshop.com

Contact Information

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Recent Luxury Statistics From MLS

Luxury Homes Over \$4 Million Closed Since 11/2/2013

9 Evergreen Way, Old Brookville \$4,225,000

14 Rooms, 6 Bedrooms, 5.5 Baths, Traditional, 1 Family, Eat-in-Kitchen,
North Shore School District,
Full Basement, Lot Size: 3.04 Acres, Approx Year Built: 2010, Private Driveway,
ML#: 2597338

112 Centre Island Road, Centre Island \$4,460,000

13 Rooms, 6 Bedrooms, 6.5 Baths, Colonial, 1 Family, Eat-in-Kitchen, Waterfront,
Oyster Bay-East Norwich School District, Lot Size: 3.73, Approx Year Built: 2011, Private Driveway
ML#: 2581564

8 Evergreen Way, Old Brookville \$4,800,000

14 Rooms, 6 Bedrooms, 6.5 Baths, Colonial, 1 Family, Eat-in-Kitchen, North Shore School
District, Full Basement, Lot Size: 3.72, Approx Year Built: 2013, Private Driveway
ML#: 2541548

93 Wolver Hollow Road, Upper Brookville \$5,200,000

22 Rooms, 8 Bedrooms, 8.5 Baths, Estate, 1 Family, Eat-in-Kitchen,
Locust Valley School District, Full Basement, Private Driveway,
Lot Size: 11 Plus Acres, Approx Year Built: 1915
ML#: 2470267

375 Mill River Road, Muttontown \$7,000,000

18 Rooms, 7 Bedrooms, 7.5 Baths, Estate, Eat-in-Kitchen, Full Basement, Private Driveway,
Lot Size: 4 Acres, Approx Year Built: 2002, Oyster Bay-East Norwich School District
ML#: 2634648

55 Brookville Road, Brookville \$9,000,000

30 Rooms, 12 Bedrooms, 8.5 Bath, Estate, 1 Family, Eat-in-Kitchen, Locust Valley School District,
Full Partly Finished Basement, Lot Size: 31.56 Acres, Approx Year Built: 1929, Private Driveway
ML#: 2526782

103 Centre Island Road, Centre Island \$9,300,000

16 Rooms, 9 Bedrooms, 9.5 Baths, Estate, 1 Family, Eat-in-Kitchen, Waterfront, Waterview,
Oyster Bay-East Norwich School District, Full Basement, Lot Size: 6.01 Acres,
Approx Year Built: 2005, Private Driveway
ML#: 2584303

Luxury Homes Over \$4 Million In-Contract (2/11/2014)

11 High Ridge Lane, Matinecock (asking \$4,950,000)

12 Rooms, 6 Bedrooms, 6.5 Baths, Colonial, 1 Family, Eat-in-Kitchen, Locust Valley School District,
Part Unfinished Basement, Lot Size: 5 Acres, Approx Year Built: 1980, Private Driveway
ML#: 2502617

111 Centre Island Road, Centre Island (asking \$5,490,000)

15 Rooms, 7 Bedrooms, 7.5 Baths, Colonial, 1 Family, Eat-in-Kitchen, Waterfront,
Oyster Bay-East Norwich School District, Full Basement, Waterview, Lot Size: 3 Acres,
Approx Year Built: 1989, Private Driveway
ML#: 2601747

OVER

Locust Valley Villagers Are Selling!!!

ACCEPTED OFFER IN 14 DAYS!!!



HELPING MARKET WITH AN EXECUTOR & ESTATE ATTORNEY

Recently we successfully staged and marketed 24 Cherry Street, the residence pictured above. As part of our offensive move for the executor, we had a house engineer do a pre-market inspection.

As a result of his visit, we had termites in the detached garage treated and provided a one year warranty for the buyer. In addition, we got estimates for the removal of asbestos in the basement.

Finally we had a cleaner come to thoroughly clean the house and then we staged it for sale.

We are a full service Real Estate Team!!!

OVER



ELLIMAN REPORT

“ Inventory fell sharply as sales jumped from prior year levels. ”

NORTH SHORE, NASSAU

- Listing inventory fell to four year low as sales jumped** The number of listings fell 16.1% from the prior year quarter to a four year low of 1,291. The number of sales surged 27.2% to 674 over the same period.
- Price indicators remained mixed** Median sales price increased up 3.7% to \$745,000 and average sales price slipped 1.8% to \$952,575 respectively from the prior year quarter.

North Shore, Nassau Market Matrix	4Q-2013	%Chg (QTR)	3Q-2013	%Chg (YR)	4Q-2012
Average Sales Price	\$952,575	3.5%	\$920,723	-1.8%	\$969,769
Median Sales Price	\$745,000	-0.7%	\$750,000	3.7%	\$718,250
Number of Sales	674	-22.1%	865	27.2%	530
Days on Market (From Original List Date)	108	11.3%	97	-12.2%	123
Listing Discount (From Original List Price)	8.0%		7.8%		10.4%
Listing Inventory (Active)	1,291	-25.2%	1,725	-16.1%	1,539
Absorption Rate (Monthly, Active)	5.7	-5.0%	6.0	-34.5%	8.7
Pending Sales	471	-19.8%	587	8.0%	436

Quintiles	Med. Sales Price	%Change (YR)
5/5	\$1,800,000	-0.8%
4/5	\$999,000	5.2%
3/5	\$745,000	3.7%
2/5	\$540,000	7.8%
1/5	\$280,000	11.1%



LUXURY, LONG ISLAND

- Price indicators were mixed as entry threshold increased** The luxury market entry threshold moved 4.1% higher to \$755,000 as median sales price rose 3.3% to \$997,000 respectively over the same period.
- Listing inventory and days on market fell** Listing inventory fell 11.7% to 2,449 from the prior year quarter as days on market was 13 days faster over the same period.

Luxury, Long Island Market Matrix	4Q-2013	%Chg (QTR)	3Q-2013	%Chg (YR)	4Q-2012
Average Sales Price	\$1,275,353	-4.9%	\$1,340,998	-3.9%	\$1,327,683
Median Sales Price	\$997,000	-7.3%	\$1,075,000	3.3%	\$965,000
Number of Sales	597	-14.3%	697	31.8%	453
Days on Market (From Original List Date)	114	10.7%	103	-10.2%	127
Listing Discount (From Original List Price)	8.2%		8.0%		10.2%
Listing Inventory (Active)	2,449	-12.7%	2,806	-11.7%	2,775
Absorption Rate (Monthly, Active)	12.3	1.7%	12.1	-33.2%	18.4
Pending Sales	485	-6.4%	518	1.5%	478

Quintiles	Med. Sales Price	%Change (YR)
5/5	\$2,100,000	0.0%
4/5	\$1,300,000	2.8%
3/5	\$997,000	3.3%
2/5	\$865,000	2.4%
1/5	\$787,500	4.3%



Note: This sub-category is the analysis of the top ten percent of all Long Island sales excluding the East End.