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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*

*Fall Newsletter 2013*



**Luxury Homes Over \$4 Million  
In Contract July - October 2013**

No homes went into contract during this time in "The Brookvilles" Gold Coast over \$4 million

**Luxury Homes Sold Over \$4 Million  
July - October 2013**

Two luxury listings closed during this time.

**20 Hickory Drive  
Old Brookville \$4,578,000**

This 16 room 6 bedroom residence built in 2006 was only on the market 37 days. The asking price was \$4,578,000 so it sold 8.3% off the list price. This residence was on 3.61 acres. Some of the luxury amenities include a lower level spa, sauna, wine cellar, gym, two 1<sup>st</sup> floor powder rooms, 5 fireplaces extensive mill work. Title date 10/4/2013.

**55 Mill River Road  
Upper Brookville \$5,600,000**

This 18 acre estate was a short sale. Listed at \$6,750,000 in November 2010 it was on the market 942 days! The 30 room tudor mansion boasts 10 bedrooms, 11 full baths, 4 half baths and 9 fireplaces. The estate has a greenhouse, carriage house and cottage. This residence was built in 1915 and is in mint condition.

Dear Friends,

The third quarter of 2013 has been energetic in many price ranges with multiple offers on some properties as well. The luxury market, however, continues with an uneven recovery and still remains PRICE SENSITIVE. This price sensitive market even applies to listings under one million. A house must be priced to market conditions to get any offers.

In addition, the real estate climate continues to balance between a buyer's and a seller's market. This makes negotiating hard as both sides adjust to the current conditions. The prospect of higher interest rates is helping buyers get into the market and step up to purchase sooner than they used to.

Preparing a listing for the market is still essential for the best sales price. In addition, buyers need to also have their preapproval letter done when they make an offer to be competitive with other offers.

The local rental market has become very strong in this third quarter. Rentals are going for asking price in many cases. This is mainly because sellers are waiting to buy after selling and there are more sales than last year at this time.

Please email me ([bjbrundige@aol.com](mailto:bjbrundige@aol.com)) for local sales or for sale statistics in your area. In addition, through several of my professional affiliations, I can locate a realtor for you nationwide as well as worldwide if you are looking for a home out of this area.

We look forward to a strong market in the fall and winter. The lower inventory in several price ranges makes this a much better time to list.

Call me anytime for the latest news on our local market!!!

**Taking The Offensive Before Listing Your Home**

We have mentioned the importance of staging your home and doing necessary maintenance work before you list. Another offensive move is to have an engineering report done so that everything can be put "to code" in an older home. For example, your home may not have GFI ( safety ) outlets in the bathrooms or kitchen. In addition the engineer can recommend necessary maintenance such as a chimney cap or fireplace damper repair that you might not be aware of. Prior water damage spots on ceilings or floors should be painted.

In an older home ( circa 1900 ) that we are listing, we prioritized what had to be done before listing and researched repair Estimates for other items the engineer noted in his report.

With taking the offensive there will be no surprises when the prospective buyers do their engineering report!!

~ Over ~

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Vacation Island Seeks Unique Solution:  
A "Green Idea" To Remove Polluting Birds

USA today in October featured a very interesting article about how Catalina Island eliminated pollution at their beaches and tourists areas. Aggressive sea gulls had taken over the area, polluting beaches and sea water.

They hired "environmental enforcers" Larry the Hawk, Chris the Falcon and Big Al the Owl. These birds are trained to drive off the sea gulls with their master falconer, Rocky Post!!!

The location of "their work" was Avalon, a town on Santa Catalina Island off the coast of L.A. Ferries, private boats and cruise ships have Catalina Island as a destination.

Professional falconers are a natural pest abatement solution. Farms and wineries use them to get rid of rodents and airports use them to get rid of geese.

At Catalina 1,000 pigeons were also nesting under the pier polluting the water. Big Al, the eagle owl, caused the pigeons to freeze with fright. The falconer removed them in bags relocating the healthy ones.

The work of the falconer at Catalina Island led to a new A plus grade from a California environmental group that had listed their beaches previously as being one of the most polluted areas four of the last 5 years.

The local business group is trying to make these "raptors" permanent residents.

National Weather Forecast / National Housing News

*Just as we would not use a national weather forecast locally, we need to also  
Analyze the national housing market news!*

The North Shore of Long Island in several price ranges is **not** experiencing the same price improvements as other locations nationwide. Several of our clients have called us recently to raise the price of their homes! A detailed analysis needs to be done to study our trends and sales. Recently we redid a market analysis for a client and his analysis came in **lower** than several months ago. Each area needs a closer analysis in terms of market improvement.

*Thank you for your referrals which are the "heart" of our business.  
Please call us for the latest market statistics, tradespeople recommendations,  
or your Real Estate interests nationwide. We can assist you!!!*

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