



JOAN O'MEARA
The Key to Your Home

REALTYCHECK



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Falling in Line: A Look at Home Maintenance This Season

As fall temperatures drop along with the leaves, it's a great reminder to accomplish some repairs before the mercury reaches 32 degrees.

Joan O'Meara, Associate Broker for Houlihan Lawrence in Rye & Harrison wants her clients to keep their home investments sound. As she describes, "Once a homeowner is settled after the rigorous and often emotional process of buying a house, it's important to recognize the importance of diligently maintaining the home."

With many first time homeowners, this is a new practice to adopt; although previous homeowners may understand this need, fall is a great reminder of an ideal time for these preventive measures...especially if a spring listing is under consideration. And, taking these important steps now could facilitate positive inspections in the near future. As of now, indicators point to an active spring market.

As Brian Abate of HouseMaster Home Inspections articulates in his handy Do It Yourself Guide to prepare for the colder months, "Don't Fall into Winter." This guide is

now available at www.joanomeara.com—just in time for winter prep and those considering a spring listing.

Covering a range of preparation tips, Abate's easy-to-follow guide offers a range of tasks that are prudent for homeowners to consider each fall. Some are simple, such as managing outdoor items: putting away the warm weather items (patio furniture and gardening supplies). Others may require more effort and even a repeat: cleaning gutters to prevent clogging that could cause potential ice dams. Abate recommends trying to calculate when the greatest amount of leaves has fallen and to coincide the timing prior to the first frost.

Some of his other tips include:

Close Encounters: This is a "don't": do not prune in the autumn or early winter months because the pruning wounds may not have time to prepare for the onset of winter—which can create negative effects on trees and bushes. Instead, save this task for your late winter/early spring list.

Watch The Gap: Fall is the best time to seal up any leaky gaps near windows or doors.

Conducting a basic building pressurization test will help you detect where the leaks are located. (*See the steps in the full guide at joanomeara.com*) Then, get out your caulk and weather stripping to plug all holes and cracks.

Ghosts, Ghouls & Goblins: Fall is an ideal time for rodents to find their way into foundation gaps, attic areas and any small holes. Use steel wool, caulk and even lath screen or metal sheeting to fix large holes. Sealing is the way to keep these ghouls out!

Elvis Has Left The Building: As Abate humorously compares, you don't want your valuable heat going the route of Elvis. Proper insulation is critical as heat loss through the ceiling and walls in your home could be substantial if the insulation levels are less than the recommended minimum. Check attic hatches, vapor barriers and attic vents for maximum performance.

For more including ceiling fan usage in the winter and safety precautions regarding chimneys, smoke / carbon monoxide detectors and clothes dryer vents, see the full guide at www.joanomeara.com.

Falling in Line: Think Spring! The foundation continues to build for our local real estate market. The fall maintenance recommended above will help you be ready to solidly move forward if you are considering listing this spring. Yet how does the market fall in line with last year?

As CEO Chris Meyers explains in the Houlihan Lawrence CEO Quarterly Market Report, "At the end of last year, we experienced sizable gains in homes sold under \$500,000 and noted that growing demand in the lower half of the market represented a base upon which a longer term recovery can begin to build. Consequently we predicted that the median sale price would likely drop with strong demand in the entry price levels. 2012 has been a year upon which this trend has found stable footing. In Q3, the number of homes sold has increased in most markets and demand is stronger than it was when compared to the same period last year, placing the housing market on the most consistently stable ground since 2008"

We are seeing some positive activity when we compare year-to-date data with one year ago. For example, in Rye City Schools, there is a 14.1% increase in Median Sold Price—bringing that number up to \$1,559,500 for year to date.

In the local Sound Shore towns of Rye and Harrison, Rye City fared the best posting a 2% increase in number of homes sold over a year ago in the 3rd quarter.

As we venture forward on this stable ground into the 4th quarter...and into 2013 beyond that, homebuyers will likely continue to take advantage of historically low mortgage rates—which will in turn continue to be a strong influence on the activity level and numbers of sales. October 2012 to date is

strong—with 38% more homes sold already as of 10/12/12 than the entire month of October last year. Conditional and Pending contracts also show significant increases.

We will look back at 2012 in our 4Q newsletter. Currently, all signs are pointing to activity continuing and hopefully increasing in Spring 2012.

Source: EAMLS; 10/1/12-10/12/12 and 10/1/11-10/12/11
Area 5, Single Family Homes, 10560





DEAR NEIGHBORS

As we look around, we see the true signs of fall—trees just starting to change and colorful mums and pumpkins appearing on our neighbors' doorsteps. Our current real estate market reveals homes cropping up for sale after a steady third quarter in terms of number of homes sold (from one year ago).

Year to date (compared to one year ago) in Rye City Schools reveals a 14.1% increase in Median Sold Price and 25.4% more listings. There are currently 16 pending homes with more to come as the older inventory begins to adjust to market pricing. We are still seeing sellers who are successful when they price their homes accurately.

To maintain the value in your home, and look ahead to the Spring Market, see *Falling In Line*...in this issue.

For all current Listing & Sold stats, visit www.joanomeara.com and click on the 3rd Quarter Listing Stats link. As always, feel free to contact me with any real estate questions or for a complimentary market analysis of your home.

To a colorful fall,

For more property details
call Joan at
914-329-5329
or visit
joanomeara.com

JOAN O'MEARA'S LISTINGS



\$3,295,000

2 Anchor Drive / Rye 10580
5BR/6.2B / 6316sq ft / **JUST LISTED**

Newly constructed in 2006, this gracious Colonial located in prestigious Greenhaven is replete with all the modern amenities. Quality craftsmanship throughout; state-of-the-art kitchen, spacious family room with stone fireplace, master suite w/ private terrace and finished basement compete with fireplace and new wine cellar. Deeded beach and mooring rights available.



\$3,325,000

2 Greenleaf Street / Rye 10580
5BR/4.1B / 5388sq ft / **NEW CONSTRUCTION**

Exceptional Colonial on .38 acres by Susan Cappelli (SAC Properties) & Thomas DeMasi (Alpine Construction). Extraordinary detailing and craftsmanship throughout. Finished basement with rec room, bedroom, full bath & exercise room. Features master suite, hardwood floors, top-of-line amenities, professional landscaping. Private road. Get involved early & participate in selections.



\$245,000

181 Purchase Street #2 / Rye 10580
1BR/1B / 650sq ft / **CURRENT LISTING**

Wonderfully renovated first floor unit within walking distance to stores, Metro North train, restaurants, YMCA and more. New custom kitchen w/stainless appliances & granite, updated bath with whirlpool tub, hardwood floors & front porch. Deeded parking space for this unit.

SOLD

66 Milton Road #D21, Rye 10580	\$ 399,999
720 Milton Road #E4, Rye 10580	\$ 749,000
43 Wainwright Street, Rye 10580	\$ 749,000
32 Orchard Avenue, Rye 10580	\$ 825,000
10 Park Lane, Rye 10580	\$ 1,250,000
114 Florence Avenue, Rye 10580	\$ 1,275,000
80 Elmwood Avenue *, Rye 10580	\$ 1,775,000
10 Chamberlain Street, Rye 10580	\$ 2,795,000



\$2,100,000

19 Augusta Court / Purchase 10577
6BR/6.1B / 5500sq ft / **JUST LISTED**

Remarkable, spacious 2001 Colonial offers distinctively designed living space plus an added 1700sq ft in fabulously finished walk-out basement. Professionally landscaped, park-like acre on quiet cul-de-sac in country club neighborhood. State-of-the-art kitchen boasts stainless appliances, island and steps down to sun-filled family room.



\$2,995,000

5 Fieldstone Road / Rye 10580
5BR/4.1B / 4291sq ft / **NEW CONSTRUCTION**

Stunning Cedar Shake & Stone Colonial built by Susan Cappelli (SAC Properties) & Thomas DeMasi (Alpine Construction). Features include coffered family room ceiling, tray ceiling in master suite, Red Oak hardwood floors, masonry & gas fireplaces, gourmet kitchen and much more. Fabulous opportunity to customize finishes with the developer.



\$1,925,000

1 Billington Court / Rye 10580
5BR/4.2B / 3700sq ft / **CURRENT LISTING**

Light, bright and beautifully done. Spacious living room with fantastic stone fireplace and updated kitchen. Master suite includes both full bath and powder room. Newly finished basement with 5th bedroom and full bath adds additional 1,000sf to house. Home sits on .37 fabulous acres with fenced in yard. Great location—walk to schools and town.

UNDER CONTRACT/PENDING

720 Milton Road #S4D, Rye 10580	\$ 699,000
127 Sunny Ridge Rd, Harrison 10528	\$ 999,500
167 Kensington Oval, New Rochelle 10805	\$ 1,895,000

RENTED

240 Forest Avenue, Rye 10580	\$15,000/mo
10 Bulkley Manor, Rye 10580	\$ 4,100/mo

As of 9/30/12. Note: All prices indicated are LIST PRICES. * Sold 10/1/12

FUNFACTS

OLDEST ACTIVE HOME / **1830**

8 BR / 6.1 Baths • 7904 sqft

MOST EXPENSIVE ACTIVE LISTING / **\$11,950,000 List Price**

4 BR / 4.2 Baths • 5688 sqft

QUICKEST HOME SOLD / **54 Days on Market**

3 BR / 2.0 Baths • \$795,000 List Price • 1646 sqft

SMALLEST ACTIVE LISTING / **853 sqft**

2 BR / 1.0 Bath • \$595,000

SOLD LISTING: OLDEST, MOST EXPENSIVE, MOST BATHROOMS
1774 • \$4,650,000 List Price • 7.2 Baths 8 BR • 6469 sqft

Source: EAMLS, Single Family Homes; 3Q12 (7/1/12-9/30/12)

MARKETING HIGHLIGHT

Unique Houlihan Lawrence Showing Report
Reveals Key Data for Sellers & Buyers



One of Houlihan Lawrence's many helpful marketing tools is the Showing Report. This report allows you to view showing trends and the number of showings for a select time period versus the same period in the previous year. In addition, insight into market activity can be gleaned by comparing the number of listings on the market in a given period versus the number of showings.

Another feature, helpful for Sellers and Buyers is the Weekly Showing Analysis. This reveals the total showings by week by office. Trends by price can also be determined by the comparison between showings, listings and price ranges.



The Houlihan Lawrence Showing Report reveals helpful trends and data based on number of Showings. As this example reveals, number of showings increased for the same month over a two-year span by 26% or 73 showings. This report can be useful for Sellers and Buyers to track time periods, listings, price and other trends.

Office : Rye Showing Date(From) : 9/1/2012 Showing Date(To) : 9/30/2012 Property Type : Single Family FullyConfirmed
1 MLS Source : WPMLS Top : 250 Sort By : SCPeriod Group By : Office

MORTGAGE CORNER / IN THE KNOW

Rates have dropped even further following the end of Q3 announcement that the Fed is purchasing \$40B in mortgage-backed securities. This has created a volume of loan originations in the first week of October that is much higher than years past. Rates are expected to stay low for some time, but with typical ups and downs based on the stock market's volatility. We project local mortgage activity to remain busy through year end.

WHO ARE THE BUYERS?

- First-time homebuyers new in the market.
- Second home buyers taking advantage of lower prices/rates.
- Homeowners trading up.
- Renters who previously owned and are buying again.

WHO ARE THE BUYERS?

- Jumbo 30-Year Fixed Loan Products for purchases are hovering around 3.625-3.75%.
- Conforming rates up to \$417,000 are 3.125-3.25% and for loans from \$417,001-\$625,500 are 3.625-3.75%.
- All rates based on credit scores, loan to value ratio, other factors.

*Rates as of 10/8/12

For information contact Pat Ciulla

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Thoroughbred Mortgage, LLC

patricia.a.ciulla@thoroughbredmortgage.com

Thoroughbred, a Wells Fargo affiliate, offers exceptional services to Houlihan Lawrence customers.

10580 SAMPLINGS Houlihan Lawrence 3rd Quarter 2012 Real Estate Transactions

Single Family Listings

Property Address	Listing Price	BR/Bath	Sq. Ft.
14 Central Ave	\$ 795,000	3/2.1	1874
144 Osborn Rd	\$ 859,000	5/2.0	2045
89 Old Post Rd	\$ 925,000	4/2.1	2406
450 Forest Ave	\$ 939,000	3/2.1	1963
6 Harding Dr	\$ 1,099,000	4/2.1	2261
155 Oakland Beach Ave	\$ 1,150,000	4/3.0	3345
56 Hughes Ave	\$ 1,195,000	4/2.1	2042
40 Kenilworth Rd	\$ 1,275,000	5/5.0	4000
25 Mohawk St	\$ 1,450,000	4/3.1	2174
152 Florence Ave	\$ 1,495,000	5/3.0	3282
50 Green Ave	\$ 1,595,000	4/3.1	2635
76 Davis Ave	\$ 1,795,000	5/3.1	2978
15 Kenilworth Rd	\$ 1,795,000	5/5.0	4200
26 Onondaga St	\$ 1,800,000	5/3.1	3154
1 Billington Ct	\$ 1,925,000	5/4.2	3700
16 Plymouth Rd	\$ 2,350,000	5/3.2	6258

770 Forest Ave	\$ 2,895,000	4/3.1	3743
5 Fieldstone Rd	\$ 2,995,000	5/4.1	4291
2 Anchor Drive	\$ 3,295,000	5/6.2	6316*
2 Greenleaf St	\$ 3,325,000	5/4.1	5388
2-a Forest Ave	\$ 3,495,000	8/6.1	7904
8 Boxwood Ln	\$ 4,850,000	5/5.2	6390

Single Family in Contract/Pending Contract

Property Address	Listing Price	BR/Bath	Sq. Ft.
136 Soundview Ave	\$ 1,010,000	3/2.1	2659
3 Newberry Pl	\$ 1,250,000	5/2.1	2304
49 Mendota Ave	\$ 1,750,000	6/3.0	3684
86 Mendota Ave	\$ 1,850,000	5/4.0	3615

Single Family Sales

Property Address	Listing Price	BR/Bath	Sq. Ft.
393 Milton Rd	\$ 699,000	3/1.1	1508
43 Wainwright St	\$ 749,000	3/1.0	1594

8 Ellsworth St	\$ 799,999	4/2.0	2234
32 Orchard Ave	\$ 825,000	4/1.1	2010
17 Bulkley Manor	\$ 835,000	4/3.0	2153
20 Hillside Pl	\$ 869,000	4/2.0	1313
10 Brevoort Ln	\$ 1,195,000	4/3.1	2754
10 Park Ln	\$ 1,250,000	4/2.1	3180
114 Florence Ave	\$ 1,275,000	3/2.1	2412
24 Guelisten Pl	\$ 1,395,000	5/3.1	2978
17 Puritan Rd	\$ 1,450,000	6/4.1	3850
10 Overdale Rd	\$ 1,775,000	5/4.1	3352
80 Elmwood Ave*	\$ 1,775,000	5/3.1	3102
92 Mendota Ave	\$ 2,079,000	5/3.2	3168
270 Milton Rd	\$ 2,125,000	4/3.1	3296
505 Polly Pk Rd	\$ 2,295,000	4/3.1	5229
10 Chamberlain St	\$ 2,795,000	5/4.1	4182
75 Drake Smith Ln	\$ 3,650,000	5/3.2	5031
1 Apawamis Ave	\$ 4,650,000	8/7.2	6469
950 Forest Ave	\$ 4,900,000	4/4.1	4830

Source: EAMLS; Houlihan Lawrence transactions; 3Q12 (7/1/12-9/30/12). Includes all houses in 10580 zip code. *Sold 10/1/12 *listed as of 10/17/12

Note: All prices indicated are LIST PRICES. If your home is currently listed for sale, this is not a solicitation. Not responsible for typos; information provided is deemed accurate.

3Q 2012 Rye* Single Family Housing Sales Summary



	RYE CITY / 10580		RYE NECK / 10580		HARRISON / 10580	
	3Q12	3Q11	3Q12	3Q11	3Q12	3Q11
# of Homes Sold	53	52	4	7	2	9
Avg Days on Market	159	146	199	135	203	193
Avg List Price	\$1,479,821	\$1,858,221	\$1,264,750	\$2,330,429	\$1,872,500	\$2,106,111
Avg Sold Price	\$1,419,268	\$1,777,728	\$1,167,500	\$2,242,428	\$1,712,500	\$2,002,233
Avg Sq Footage	2724	2998	2756	4892	4540	4633
Avg Price/Sq Ft	\$505	\$539	\$417	\$447	\$373	\$423

Includes all houses in 10580 zip code; broken out by school district.
Source: EAMLS; Single Family Homes; 7/1/12-9/30/12 and 7/1/11-9/30/11.

• Latest Rye Sales & Listings Stats
• Falling in Line:
A Look at Home Maintenance/Think Spring

Volume 8 / Issue 3

16 Elm Place • Rye, New York 10580



Thank you for your referrals to family, friends & neighbors. I sincerely value your trust and confidence in me.

RANKED #1 AGENT by MLS in Rye and Soundshore area

JOAN O'MEARA
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