

# JOAN O'MEARA & TEAM



Joan O'Meara & Team: *Joan, Tom, Katie, and Mary*  
Referrals are always appreciated.



HOULIHAN LAWRENCE  
SINCE 1888

Rye Brokerage  
16 Elm Place, Rye, NY 10580



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# JOAN O'MEARA & TEAM

Q1 2019 REALTY CHECK

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## Joan O'Meara Team at Houlihan Lawrence

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### REAL Trends "The Thousand"

2013, 2014, 2015, 2017 (Top 250 in US - Sales Vol.)

#1 Agent in Rye City & Harrison School Districts Combined - 2018

## Compelling Facts

- Houlihan Lawrence #1 Brokerage in Westchester 18 Years in a Row
- 9 out of 10 of the Top Agents in Westchester are with Houlihan Lawrence
- Joan O'Meara is the #1 Agent in the Houlihan Lawrence Rye office

## Strategies for Selling or Buying First: Know Your Own Risk Tolerance

By C. Anderson and Joan O'Meara

Joan O'Meara, associate real estate broker with Houlihan Lawrence's Rye & Harrison office is familiar with this frequent real estate conundrum: buy first/sell later or sell first/buy later?

According to the Zillow Group 2017 Trend Report, 71% of sellers are looking to buy at the same time. The route you choose depends on your tolerance for risk and is well worth exploring before you take that first step. To help understand the differences, O'Meara breaks down the two strategies.

### Strategy #1: Sell First

Pros:

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- Precise timeframe for when your home will close
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- Can use your sale proceeds to purchase new home
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Cons:

- Staging needs to be done while living in your home

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Optional Back-up Plan: Rent if you don't find something to buy Pros:

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- Rental commitments are often one year
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- Hassle of two moves

O'Meara points out that selling first has other risks to weigh. If you sell first and the contract is subject to a buyer's financing (commitment), the contract typically allows for 30 days for the buyer to satisfy that contingency. If the contract has a 60-day

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## Q1 2019 | Single Family Sales in Harrison/Purchase

	10528			10577			10580		
	1.19-3.31.19	1.18-3.31.18	% CHANGE	1.19-3.31.19	1.18-3.31.18	% CHANGE	1.19-3.31.19	1.18-3.31.18	% CHANGE
# OF HOMES SOLD	10	12	-16.7%	13	12	8.3%	2	6	-66.7%
AVG. DAYS ON MARKET	88	119	-26.1%	194	138	40.6%	103	169	-39.1%
AVG. LIST PRICE	\$1,347,790	\$1,276,658	5.6%	\$1,839,308	\$1,449,333	26.9%	\$3,495,000	\$2,636,333	32.6%
AVG. SALE PRICE	\$1,267,750	\$1,164,375	8.9%	\$1,742,392	\$1,393,667	25.0%	\$3,012,500	\$2,340,833	28.7%
AVG. SQFT	4,096	3,519	16.4%	5,757	4,102	40.3%	7,602	6,012	26.4%
AVG. PRICE PER SQFT	\$311.50	\$324.91	-4.1%	\$306.83	\$333.09	-7.9%	\$379.09	\$402.55	-5.8%

Source: HGMLS single family homes sold Harrison, Purchase 10528, 10577, 10580; 1.19-3.31.19 vs. 1.18-3.31.18, #1 Agent: HGMLS 1.18-12.31.18, total volume single family homes sold, Rye City and Harrison School Districts combined, by agent. HGMLS 1.18-12.31.18, total volume sold by Houlihan Lawrence Rye Office agent; Real Trends/WSJ rank 2013, 2014, 2015, 2017. HGMLS, 1/1/2000 - 12/31/2018, total dollar volume by company, Westchester County. Information deemed accurate but not guaranteed. Please disregard if you are working w/ another broker.

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## ON THE MARKET

19 Augusta Court, Purchase | \$1,985,000  
Web# AD1540471



## ON THE MARKET

110 Hix Avenue, Rye | \$2,695,000  
Web# AD1538396



## ON THE MARKET

751 Forest Avenue, Rye | \$2,975,000  
Web# AD1542968

## Q1 2019 Team Properties | 52 Sales in 2018

### ON THE MARKET

179 Forest Avenue, Rye | \$3,695,000  
50 Walker Avenue, Rye | \$1,975,000  
6 Indian Hill Road, Rye | \$1,775,000  
35 Greenway Lane, Rye Brook | \$499,000  
80 Elmwood Avenue, Rye | \$10,500  
31 Soundview Avenue, Rye | \$5,800  
195 Purchase Street Unit #2, Rye | \$5,400  
237 Purchase Street Front Unit, Rye | \$4,700  
199 Purchase Street Unit #A, Rye | \$4,700  
193 Purchase Street Unit #1, Rye | \$3,600

\*All prices are list prices. Active as of 4/3/19

### IN CONTRACT

78 Hewlett Street, Rye | \$1,695,000  
25 Brookdale Place, Rye | \$1,425,000  
22 Halsted Place, Rye | \$995,000  
33B Peck Avenue, Rye | \$189,000

### RENTED

45 Bradford Avenue, Rye | \$8,500

### SOLD

15 Vale Place, Rye | \$1,495,000

## Fun Facts

**ACTIVE** Most Expensive/Oldest/Most Property - 11.81 Ac.  
\$5,750,000 list price | 5,687 sqft | 5 BR & 4.1 BTH | 1747 year

**ACTIVE** Largest  
\$3,695,000 list price | 9,575 sqft | 5 BR & 6.3 BTH

**SOLD** Largest  
\$2,749,000 list price | 9,984 sqft | 6 BR & 7.1 BTH

**SOLD** Quickest to Contract - 20 days on market  
\$1,200,000 list price | 4,585 sqft | 4 BR & 4.1 BTH

**SOLD** Most Property - 11.18 Acres  
\$1,995,000 list price | 6,661 sqft | 7 BR & 6.2 BTH

Source: HGMLS, Single Family homes, Harrison Schools, 10528/10580/10577, 1/1/19-3/31/19



## Join us for a Spring Pop Up Sale!

Treat yourself and mom to something special.

**Where:** 179 Forest Avenue, Rye

**When:** Friday, May 3rd

10:00 am - 3:00 pm

Hosted by Chris Duncan

Proudly presenting

Kent Russell — Meet celebrity gardener and specialist in perennials and garden design. Offering a wide selection of specimen plants and container plantings for purchase.

with

Womanswork | Garden Accesories

Karen Bresolin | Solace Jewelry

Jacqueline Segura | Redi Pedi

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