



JOAN O'MEARA & TEAM

REALTYCHECK



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Keep your Home in Tip-Top Shape with Seasonal Maintenance

Essential for All Homeowners...New, Long-Term Dwellers and Soon-To-Be Sellers Written by C. Anderson, Contributed by Joan O'Meara

Maintaining your home so that it is in tip-top shape is a year-round commitment and equally essential for new homeowners and those who are planning to sell - as the impact on inspection results is significant.

Joan O'Meara, associate real estate broker with Houlihan Lawrence's Rye & Harrison office, has attended more inspections than she can count - and reveals how reassuring it is when the inspector reports that the homeowners did a good job of ongoing maintenance. "When it is obvious to the inspector, it makes the Buyer feel like the house they are buying was well cared for over the years, which can instantly relieve some of the stress from the buying process." She further describes that it also offers comfort to a Seller who has an accepted offer and is awaiting the Buyer's inspections results. "The Seller can absolutely feel more confident knowing they have taken such good care of their home."

Local home inspection expert Bob Horvath of HouseMasters has shared his secret formula for keeping your home running at its

peak condition: his handy, comprehensive preventative maintenance checklist. O'Meara recommends keeping this tacked up somewhere convenient so that you stay on top of the seasonal needs. By tying your maintenance to seasons, you can have a plan to maintain the value of your home and prevent surprises when it is time to sell.

Housemaster President & CEO Kathleen Kuhn explains that maintenance can be a significant contributor to holding or increasing a home's value: "Quite often when we inspect homes, many of the damages we find would have been preventable with some routine monitoring and smaller repairs. But left unchecked, minor concerns grew into more significant defects." In other words, a smart investment, regular maintenance can cost less than going too long without maintaining - which can result in emergency repairs or replacements.

O'Meara points out some key areas of focus - if you keep trim painted and sealed, water is prevented from eroding through cracks. Likewise, caulking in the bathroom keeps

water from seeping behind the tile. Another example is extending the life expectancy of a furnace, CAC unit or hot water heater through regular service.

Kuhn estimates that most homes require 1-3% of its value in annual maintenance costs (not including major or emergency repairs). She offers her Key Maintenance Steps At a Glance:

- Check the grading and drainage around the foundation
• Check for deteriorating/damaged siding
• Check for loose, damaged, or missing roofing and flashings
• Clean all gutters and leaders
• Check weather-stripping and seals on all windows and doors
• Insulate water lines that are subject to freezing
• Check condition of the water heater
• Check ventilation openings for nests, blockage

With no time like the present to renew your home maintenance plan, here is the Fall Checklist excerpted from the full HouseMaster's Preventive Maintenance Checklist. For the full printable checklist, visit www.joanomeara.com and click on Buyers or Sellers to find the link.

FALL (Winter Prep) EXTERIOR

GROUNDS

- ☐ Check window wells, dry wells and storm drains.
☐ Seal driveway cracks.
☐ Trim all trees.

FOUNDATION

- ☐ Check (during rainstorm) for proper drainage from foundation.
☐ Check and seal any cracks.

EXTERIOR SURFACES

- ☐ Check weather-tightness of all surfaces.
☐ Check for finish or paint deterioration.
☐ Caulk and seal all joints.

ROOF

- ☐ Check for loose, damaged or missing roofing.
☐ Check soffit for signs of moisture build-up.
☐ Check condition of chimney.
☐ Check flashings for fit or poor seal.
☐ Check and clean all gutters (eaves troughs) and downspouts.

PLUMBING

- ☐ Drain exterior water lines and open taps (in cold areas).
☐ Insulate water lines that are subject to freezing.

FALL (Winter Prep) INTERIOR

ATTIC

- ☐ Check ventilation openings for nests, or other blockage.
☐ Check position and condition of insulation.

HEATING/COOLING SYSTEMS

- ☐ Follow manufacturer instructions for HVAC systems.
☐ Remove (or winterize) room air conditioners.
☐ Clean all elements of cooling system.
☐ Test and start humidifier.
☐ Change or clean heating system filter (regularly).
☐ Check condition of water heater.
☐ Check for HVAC or plumbing leaks.

FOR FULL CHECKLIST, VISIT WWW.JOANOMEARA.COM



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JOAN O'MEARA & TEAM

RANKED #1 IN RYE FOR 2016

DEAR NEIGHBORS

Fall is in the air in Harrison & Rye, and along with the cooler temps the vibrant colors of autumn foliage and pumpkins are popping up...as are homes for sale in this typically active time of year.

For the third quarter, we saw a 10% increase in number of homes sold in Harrison 10528 with 23 sold in 3Q16, up from 21 in 2Q15. 10577 saw a dip from 13 sold in 3Q15 to 10 sold in 3Q16, and 10580 Harrison also experienced a drop from 8 sold in 3Q15 to 5 sold in 3Q16. The Average Sold Price fared better with positive increases in all three zips: a 10% increase for 10528 landing at \$1,285,004, a 7% rise for 10577 coming in at \$1,802,800, and a 46% leap for 10580 climbing to \$2,913,000.

As we near the colder months ahead, it's an important time to think about seasonal home maintenance. By keeping this up regularly, your home will fare better come inspection time whether a sale is in the near or distant future. See this issue for great tips in *Keep your Home in Tip-Top Shape with Seasonal Maintenance*.

As always, feel free to contact me with any real estate questions or for a complimentary market analysis of your home.

Enjoy the colors of fall,



20 Hunt Place / Rye 10580
4BR/2.0B / 2052 sqft / **FEATURED LISTING**

Unique opportunity to build your dream home on 1.92 acres on private road. Walk to Rye Golf, elementary school and train.



53 Lynden Street / Rye 10580
5BR/3.0B / 3663 sqft / **FEATURED LISTING**

Renovated classic tutor in wonderful neighborhood in walking distance to beach, parks, schools and more.



67 Halsted Place / Rye 10580
5BR/4.2B / 6172 sqft / **FEATURED LISTING**

By Susie Cappelli (SAC Development) & Tom Demasi (Alpine Construction); exquisite craftsmanship, luxurious amenities.



6 Fairway Drive / Purchase 10577
6BR/6.1B / 10,335 sqft / **FEATURED LISTING**

Colonial with exquisite craftsmanship on cul-de-sac in Purchase Estates. Overlooks golf course.



265 Milton Road / Rye 10580
6BR/6.2B / 8026 sqft / **FEATURED LISTING: SALE / RENT**

Truly spectacular new construction in heart of Rye, built by Susie Cappelli (SAC Development) and Thomas DeMasi (Alpine Construction).



UNDER CONTRACT

- 66 Milton Road B13, Rye \$ 589,000
- 4 Mohawk Street, Rye \$ 1,595,000
- 8 Holly Lane, Rye \$ 1,595,000
- 60 Soundview Avenue, Rye \$ 1,995,000
- 1 Heritage Lane, Rye \$ 2,895,000

WE APPRECIATE YOUR REFERRALS!
Please remember our team when your family, friends or neighbors are thinking about a move. Your referrals are much appreciated and always a compliment!

WHAT JOAN'S CLIENTS ARE SAYING...
"Joan has helped me both to buy a home and sell a home. She's the best in the industry. I would recommend her to anyone. She's highly knowledgeable of the area and is very responsive. Joan was not too "pushy or salesy," she listened to our needs and managed our expectations and then helped us to find the perfect home and a few years later to sell it for a big profit!" - K.C.

36 SALES IN 2016!

As of 10/5/16. Note: All prices indicated are LIST PRICES. #1 ranking by HGMLS: 1/1/16-10/13/16. Area 5, Rye City, SF Homes, Ranked by Total Volume and Total Units.

FUNFACTS

ACTIVE LISTING: MOST EXPENSIVE, MOST BATHS, LARGEST
\$16,800,000 / 9.5 Baths / 16,764 sqft
 7 BR

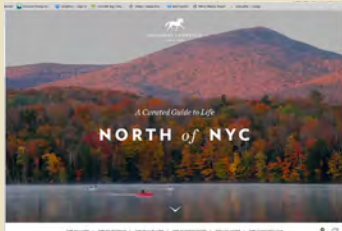
HOME SOLD: QUICKEST TO CONTRACT & OLDEST
14 Days on Market / 1907
 \$549,000 List Price / 3 BR/1.1 Baths / 1,422 sqft

OLDEST ACTIVE LISTING / **1898**
 \$7,600,000 / 6 BR/7.1 Baths / 7,888 sqft

HOME SOLD: MOST EXPENSIVE, MOST PROPERTY
\$7,500,000 / 3.63 Acres
 7 BR/6.2 Baths / 9,487 sqft

Source: HGMLS, Single Family Homes, 10580/10528/10577, Harrison Schools, 3Q (7/1/16-9/30/16). "Active" Home refers to homes listed in 3Q.

MARKETINGHIGHLIGHT



NORTHOF.NYC

Northof.NYC, Houlihan Lawrence's unique curated lifestyle guide, announces a fall reload!

Visit now for:

- High-definition video clips on the homepage
- A special seasonal category

to serve as a definitive guide to favorite pastimes

- o For autumn: apple picking.
- o Deep link functionality jumps directly to it, for pick-your-own orchards, farms, cideries and more
- Continues to be a great way to bring prospective NYC buyers to our area

Northof.NYC spotlights the myriad lifestyles possible, the stories of real locals living them and an interactive Google map experience, featuring over 300+ local/independently-owned shops, restaurants, attractions and other points of interest to explore.

CHECK IT OUT TODAY!

NYCSPOTLIGHT

An insightful look into NYC Real Estate

Mike Lubin, Manhattan real estate agent, indicates the NYC market remains strong and still has untapped value to be discovered, especially in the new and exciting Hudson Yards district.

Buyers are still eager to find a long-term home and lock in a 30-year fixed mortgage at historical lows. There is also evidence that prices on the higher ends of the market might have a slight dip and a price adjustment for sellers may be coming in the winter months. The best "value" in the market is still found in the resale market – particularly pre-war co-ops.

APARTMENTS:

- The average and median prices were down slightly from the prior quarter but higher than a year ago.
- There were 14% fewer sales than in 2015's third quarter.
- Manhattan prices averaged \$2,044,287, down slightly from the prior quarter, but up 18% from a year ago.
- At \$1,085,000, the median price was 9% higher than the third quarter of 2015. These increases are mostly due to new development closings, where prices averaged over \$4 million for the first time, which included an \$88 million closing at 432 Park Avenue.

RESALE APARTMENTS:

- The average price was 5% higher than a year ago, and slightly above the prior quarter.
- A new record was set for the median price, which, at \$960,000, was 6% higher than a year ago and 1% higher than the previous record set last quarter. The continued climb of the median resale price reflects the strength of the middle-to-lower end of the market, where inventory remains at critically low levels.
- It took an average of 75 days for apartments sold in the third quarter to find a buyer, 7% more time than a year ago. Buyers paid on average 98.4% of their seller's last asking price, down from 99.5% a year ago.

CONSIDERING A MOVE?

Contact Joan to speak with a recent Buyer or Seller.
 Call or Text: 914-329-5329 Email: jomeara@HoulihanLawrence.com

HARRISON/PURCHASESAMPLINGS Houlihan Lawrence 3rd Quarter 2016 Real Estate Transactions

Single Family Listings

| Property Address | Listing Price | BR/B | Sq. Ft. |
|-------------------------|---------------|-------|---------|
| 1 Adelphi Ave | \$ 847,000 | 4/3.1 | 3026 |
| 12 Sunset Ln | \$ 950,000 | 5/5.2 | 5217 |
| 12 Westwood Dr | \$ 959,000 | 4/3.1 | 4004 |
| 5 Pinehurst Dr | \$ 1,025,000 | 4/4.0 | 3000 |
| 48 Century Tr | \$ 1,075,000 | 4/3.0 | 3057 |
| 9 Winfield Ave | \$ 1,230,000 | 4/4.0 | 3113 |
| 14 Wolfe Ln | \$ 1,249,000 | 5/5.2 | 3966 |
| 10 Pheasant Dr | \$ 1,275,000 | 3/3.1 | 3426 |
| 4 Richardson Ln | \$ 1,350,000 | 5/4.1 | 5300 |
| 540 Anderson Hill Rd | \$ 1,400,000 | 5/3.0 | 2282 |
| 37 Winfield Ave | \$ 1,550,000 | 6/6.2 | 4911 |
| 15 Greenway Rd | \$ 1,575,000 | 5/3.1 | 3766 |
| 20 Highfield Rd | \$ 1,599,000 | 4/4.1 | 4500 |
| 10 Highland Park Pl | \$ 1,645,000 | 4/4.1 | 2977 |
| 122 Lincoln Ave | \$ 1,800,000 | 4/3.0 | 3516 |
| 84 Pleasant Ridge Rd | \$ 1,999,000 | 4/4.0 | 5376 |
| 4 Laurel Way | \$ 2,595,000 | 6/6.1 | 7471 |
| 27 Archer Rd | \$ 2,690,000 | 5/4.2 | 5289 |
| 11 Knightsbridge Mnr Rd | \$ 2,695,000 | 6/6.1 | 7500 |
| 250 Highland Rd | \$ 2,925,000 | 7/6.1 | 5995 |
| 8 Boxwood Ln | \$ 3,095,000 | 5/5.2 | 6899 |

Single Family Listings continued

| Property Address | Listing Price | BR/B | Sq. Ft. |
|---------------------|---------------|-------|---------|
| 4 Pineview Cir | \$ 3,175,000 | 7/8.1 | 8091 |
| 20 Knightsbridge Mn | \$ 3,350,000 | 6/7.1 | 7839 |
| 17 Orchard Dr | \$ 3,475,000 | 6/7.1 | 9000 |
| 6 Fairway Dr | \$ 3,495,000 | 6/6.1 | 10,335 |
| 132 Lincoln Ave | \$ 3,600,000 | 6/6.3 | 6866 |
| 16 Convent Ln | \$ 3,925,000 | 7/6.2 | 6661 |
| 7 Cedar Ln | \$ 3,995,000 | 5/5.1 | 9358 |
| 57 Rye Ridge Rd | \$ 5,395,000 | 6/6.1 | 9852 |
| 2 Lincoln Ln | \$ 5,695,000 | 9/9.3 | 12,231 |

Single Family in Contract

| Property Address | Listing Price | BR/B | Sq. Ft. |
|------------------|---------------|--------|---------|
| 627 Purchase St | \$ 950,000 | 5/4.1 | 3900 |
| 57 South ad | \$ 1,375,000 | 5/5.0 | 4107 |
| 1 Azalea Cir | \$ 3,725,000 | 10/7.3 | 11,607 |

Single Family Sold

| Property Address | Listing Price | BR/B | Sq. Ft. |
|---------------------|---------------|-------|---------|
| 33 Brown Pl | \$ 749,000 | 2/2.0 | 1884 |
| 17 Fenimore Dr | \$ 949,000 | 3/2.1 | 2229 |
| 5 Century Tr | \$ 999,000 | 4/2.2 | 2756 |
| 6 Tam O Shanter Dr | \$ 1,175,000 | 3/2.1 | 3200 |
| 8 Tamarac Tr | \$ 1,240,000 | 4/3.1 | 3408 |
| 17 Harrows Ln | \$ 1,250,000 | 6/5.1 | 6125 |
| South 15 Braxmar Dr | \$ 1,525,000 | 4/3.1 | 3258 |
| 2 Ironwood an | \$ 1,595,000 | 6/5.1 | 5940 |
| 15 Seville Ave | \$ 2,900,000 | 6/4.2 | 5326 |
| 215 Osborn Rd | \$ 2,950,000 | 6/5.1 | 4800 |
| 11 Sylvanleigh Rd | \$ 2,995,000 | 9/8.1 | 10,022 |
| 15 Hilltop Pl | \$ 7,500,000 | 8/6.2 | 9487 |

Includes all houses in 10528 Harrison School District, 10580 Harrison School District & 10577 Purchase (Harrison School District). Source: HGMLS: Single Family, 10528/10577/10580, Harrison Schools, Active as of 10/5/16, Contract and Sold 3Q (7/1/16-9/30/16). 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.

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Harrison/Purchase 3Q 2016 Single Family Housing Sales Summary

| | 10528 | | 10577 | | 10580 | |
|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | 3Q16 | 3Q15 | 3Q16 | 3Q15 | 3Q16 | 3Q15 |
| # of Homes Sold | 23 | 21 | 10 | 13 | 5 | 8 |
| Avg Days on Market | 92 | 98 | 171 | 115 | 176 | 148 |
| Avg List Price | \$1,336,870 | \$1,231,610 | \$1,929,400 | \$1,763,000 | \$3,508,000 | \$2,194,875 |
| Avg Sold Price | \$1,285,004 | \$1,166,498 | \$1,802,800 | \$1,691,469 | \$2,913,000 | \$1,998,438 |
| Avg Sq Footage | 3,696 | 3,398 | 5,205 | 4,657 | 6,352 | 4,989 |
| Avg Price/Sq Ft | \$360 | \$347 | \$351 | \$354 | \$428 | \$425 |

*Includes all houses in 10528 Harrison School District, 10580 Harrison School District & 10577 Purchase (Harrison School District). Source: HGMLS; Single Family Homes, 10528/10577/10580, Harrison Schools, Sold, 7/1/16-9/30/16, 7/1/15-9/30/15

• Latest Harrison and Purchase Sales & Listings Stats
• Keep your Home in Tip-Top Shape with Seasonal Maintenance

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16 Elm Place • Rye, New York 10580



Wall Street Journal/Real Trends
2015 Ranking names Joan O'Meara in
Top 20% of Top 1000 agents nationwide.

RANKED #1
IN RYE FOR 2016
TOP 10 IN WESTCHESTER COUNTY
5 Years Running!

JOAN O'MEARA & TEAM

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