

TRUE CRIME STORIES

BAGEL BLISS

WESTCHESTER

Best Places to Live

**9 Towns Based
on Your Budget**

**Where Houses
Sell Above
Median Sale Price**
(and Where They Don't)





New Rochelle prides itself on its diversity and is known to be culturally, racially, and socio-economically inclusive.

Left: In New Rochelle you can have waterfront living as seen here; below: There is also an urban vibe with luxury towers.



Tips for Sellers

Elevate your selling game with these eight tips.

Get your home show-ready. “The little things really do make a difference,” says Deena Weinhouse, Compass. “Spend time decluttering your home. Have the home deep-cleaned. Make sure the outside landscaping and house entrance look inviting. Consider livening up dingy walls with a fresh coat of neutral paint and if the house is empty or filled with old furniture, consider staging a couple of rooms in the home. The more appealing the home is, the quicker it will sell and the more money it will fetch.”

Make repairs. “Look around carefully and fix anything that is an eyesore,” says Dawn Knief, Julia B. Sotheby’s International Realty. “This includes attics and basements, often where deals fall apart.”

Use professional photos. “Use professional photos that include aerial shots, if it makes sense, video, and floor plans for the listing,” says Daniel M. Berger, RE/MAX Prestige Properties.”

Take photos during different seasons. “Taking photos during different seasons is great to have on hand to show buyers the beauty during different times of the year,” adds Knief.

Conduct open houses. “Do all you can to get as many buyers into your home as possible and be flexible when people ask to see your home,” says Berger.

Do a pre-inspection. “Have an inspection before to see what issues might come up,” adds Berger. “Get in front of issues and be [proactive].”

Work with an agent. “There’s an art to selling real estate,” says Giselle Blanco, Douglas Elliman. “[They can help you] develop a strategic marketing plan, to ensure they attract the right buyer and to get the optimum price.”

Have a plan for where you are going. “This is the biggest issue for many people who want or need to sell before they buy. Understand that you might have to have an interim step, such as renting for a short time,” says Knief. —JA

Shops and businesses line Scotts Corners business district in Pound Ridge.



There has been a shift from considering Pound Ridge as a second-home destination to many now calling it their primary residence.



Tips for Buyers

The 7 best tips if you are looking to buy now.

Have a great agent. "There are so many bidding wars going on right now. It's important to have a great agent who will guide you and not let you get in over your head," says Dawn Knief, Julia B. Sotheby's International Realty. "In competitive situations, having a mortgage contingency can work against you; however, if a house doesn't appraise for the price you've offered, you will have to make up the difference. So be prepared."

Have a wish list. "It's great to have a wish list, but in this market, compromises sometimes have to be made. Try to keep an open mind with cosmetic changes. A fresh coat of paint and refinishing the floors in an older dated home can make a big difference, even if other updates eventually need to be made," says Knief.

Be ready to move quickly. "Inventory is still at record lows in Westchester, and there are still plenty of eager buyers in the market. Buyers should have a current mortgage preapproval letter and/or proof of funds ready to submit. When a new house comes on the market, buyers must try to see it immediately, as good, well-priced houses will not remain on the market long. And if a buyer likes a house, they should be prepared to make an attractive offer immediately — there is no benefit in waiting. Many homes are still receiving multiple offers, resulting in very competitive bidding wars," says Deena Weinhouse, Compass.

Be creative and be flexible. Daniel M. Berger, RE/MAX Prestige Properties says to be creative including how you present your offers, offering up options, leverage escalation clauses when possible. "I [also] always make sure I speak to the listing agent before submitting offers to gauge the interest level and what things are important to the sellers," says Berger.

Line up your experts. "Line up your inspectors and real estate attorney in advance so that you're ready to move quickly when you find a house you love," adds Knief.

Be fair and reasonable. If issues come up in the inspection process, be fair and reasonable," says Berger. "And don't sweat the small things. I've been able to negotiate to fix safety issues by being transparent and fair, even in a multi-bid situation."

Stay focused. "I tell all my buyers that the key to success is to stay focused on their goals and be prepared to move quickly," says Giselle Blanco, Douglas Elliman. "At the moment, it's still a seller's market and some people may find it to be discouraging. For this reason, I do everything in my power to educate my clients on current market conditions so they can move forward with confidence when an opportunity arises." —Jenn Andrlik