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Ridge Leisure Glen, The Bristol a Gated Community. Clubhouse living at its best. Community IG Pool, Tennis, Pickle Ball, Bocce, and more. ML#3529547 **\$418,000**



Patchogue Beautiful Victorian located in Patchogue Village. Charming home with original woodwork and hardwood floors throughout. Must see! . ML#3539881 **\$619,000**



East Setauket Setauket Meadows, a 55+ Gated Community. Amenities include Newly renovated Clubhouse, Indoor/Outdoor heated saltwater IG Pools, Community Spa, Tennis and more. ML#3539884 **\$729,000**



East Hampton Located in beautiful Northwest Woods, this home offers peaceful living and natural beauty. Close to pristine beaches, shopping, dining, and art galleries. ML#3522050 **\$1,492,000**



Bay Shore Delightful spacious Ranch located on ¾ acre with a back deck, pond with water feature and beautiful specimen plantings. Minutes to Robert Moses and Fire Island. ML#3540992 **\$579,900**



Sound Beach Lovely Updated Ranch, new Roof, siding & more. Full finished walk out basement with Media room. Mini Split system for AC. Acoustic insulation & sheetrock for sound proofing. ML#3542006 **\$515,000**



NEW LISTING

1 Sarah Anne Court | Miller Place | \$949,999
Web# 3542971 | Agent: Lisa Jaeger

Spectacular 3-level home with lots of room for living, lots of privacy yet close to neighborhood amenities. This is a flag lot adjacent to Town Owned Greenbelt land where nothing will ever be built.

NEW LISTING

104 E Gate Road | Port Jefferson | \$869,999
Web# 3541916 | Agent: Devang Patel

Contemporary 4-Bedroom Home in the Coveted Harbor Hills Section of Port Jefferson Village. Experience modern living in a sought-after location!

UNDER CONTRACT

27 Cedar Drive | Stony Brook | \$749,990
Web# 3530651 | Agent: Lisa Godt

This beautifully renovated home is the perfect blend of modern style and functional charm. Exquisitely landscaped property with a large level .69-acre yard is ideal for privacy and outdoor entertaining.

UNDER CONTRACT

187 Stanley Drive | Centereach | \$535,000
Web# 3534357 | Agent: Rosanne D'Agostino

A unique rear dormered expanded cape with four bedrooms and two bathrooms, minutes from shopping, restaurants, parks, Smithaven Mall, Centereach pool and more!

JUST SOLD

1 Meadow Lane | Rocky Point | \$745,000
Web# 3527949 | Agent: Lynn Anne Daly

Welcome to this 4-bedroom, 2.5-bath colonial impeccably maintained inside and out. Ideally situated on a highly desirable cul-de-sac and sits on .53 acre.

JUST SOLD

148 Shore Road | Mount Sinai | \$610,000
Web# 3526937 | Agent: Deirdre DuBato

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HOMEWISE | Real Estate Tips and Advice

Marijuana and Real Estate

As the legalization of marijuana gains momentum across the United States, the ripple effects are being felt in the real estate industry.

The burgeoning cannabis industry has significantly influenced the dynamics of property markets in states where marijuana is legal.

PROPERTY VALUES

The advent of legal cannabis has been linked to an increase in property values in some areas, according to studies cited by the National Association of Realtors. Dispensaries and cultivation facilities often seek locations in discreet yet accessible neighborhoods, leading to a surge in demand for commercial properties. As a result, property values in these sought after zones tend to rise, benefiting property owners and potentially attracting further investments in the real estate market.

Cannabis cultivation and processing require specific conditions, leading to a surge in demand for industrial spaces. Warehouses and large industrial properties become hot commodities as they offer the necessary square footage, security, and often, proximity to urban centers. Investors with industrial properties in cannabis friendly states may find themselves in a lucrative position.

The residential market has shown similar increase. According to The Zebra, after the legalization of recreational marijuana, home prices grew at rates above the national average in Colorado, Washington, Oregon, Michigan, Maine and Nevada — 60% of the states that have legalized cannabis. States with the longest history in legalization have experienced the most housing growth.

Some individuals may be drawn to areas with legal access to cannabis, potentially affecting the



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demand for residential properties. However, it's essential to note that this influence is multifaceted, as not all residents may view proximity to cannabis related businesses as desirable. According to The Zebra, a little more than half (54%) of Americans say they would not buy a home within a mile of a dispensary. Yet, according to a CATO Institute study, homes within 0.1 miles of a retail dispensary saw their homes increase in value by 8.4% compared to those further away.

CHALLENGES FOR LANDLORDS AND HOMEOWNERS ASSOCIATIONS

The evolving legal landscape of marijuana presents challenges for landlords and homeowners associations (HOAs). Landlords must navigate tenant requests related to marijuana use, cultivation or even running a small cannabis business from home. HOAs, on the other hand, may need to revisit and revise their bylaws to address the changing attitudes toward marijuana use

within the community.

A Seattle attorney, Bret Sachter, who specializes in marijuana laws, points out that property managers are able to have a lot of leeway on what they are allowed to prohibit — even when something is legal. He points out that they can prohibit smoking and pets. With recreational marijuana, it is even easier because it is still illegal on a federal level. The issues of medical marijuana are more complex as property owners may be required in some states to make reasonable accommodations.

HUD HOUSING

It is also important to note that because marijuana is still illegal on a federal level, anyone who uses marijuana — either medically or recreationally — are forbidden from living in HUD assisted housing. This includes both public housing and housing obtained through housing choice vouchers. Bills have been introduced to change this, but they have not yet been made into law.

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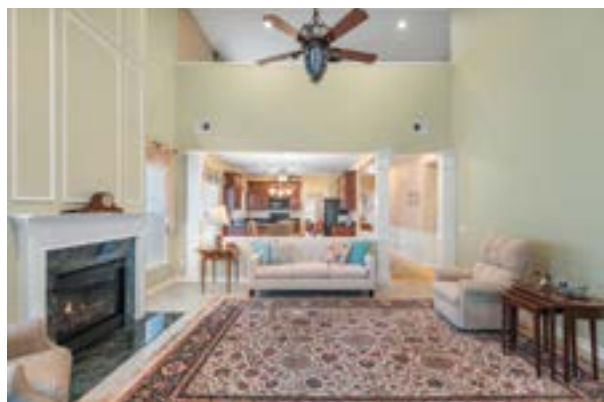
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HOMEWISE | Real Estate Tips and Advice

Understanding Inspection Reports

Purchasing a home is a significant investment, and a crucial step in the process is the home inspection. A comprehensive home inspection report provides valuable insights into the condition of the property, helping buyers make informed decisions.

Home inspection reports are detailed documents that outline the findings of a professional inspection of a property. The report typically covers various aspects of the home, including the structural integrity, electrical systems, plumbing, roofing and more. Buyers should approach these reports with a keen eye and a basic understanding of the terminology used.

Nick Gromicko, founder of the International Association of Certified Home Inspectors, told Bankrate that a home inspection report is the chance to learn about any problems and will usually include explanations and photos of any problems found.

“Your inspection report is going to be quite thorough, covering a wide range of systems and components in the home,” Gromicko said.

Start by identifying any major issues that could pose significant problems or safety concerns. These may include structural issues, electrical problems, plumbing issues or issues with the roof. These are critical factors that may affect the habitability of the home and should be addressed promptly.

Some major red flags to watch for include water intrusion, previous storm damage, pest infestation and electrical issues.

Not every issue flagged in a home inspection report is a dealbreaker. Buyers should differentiate between minor concerns that can be easily addressed and major issues that may



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require extensive repairs. A leaky faucet or a loose doorknob is not as critical as a faulty electrical system or a compromised foundation.

Once the buyer has a clear understanding of the inspection report, the next step is to navigate the negotiation process with the seller. This phase involves discussing repairs, potential credits or a possible reduction in the sale price based on the identified issues. Work with your real estate agent to prioritize essential repairs. Consider bringing in a real estate attorney at this point as well. Focus on issues that could affect the safety, structural integrity or overall functionality of the home. These priorities will form the basis of your negotiation strategy.

Buyers have the option to request that the seller address specific issues before the closing or provide a credit

for the estimated cost of repairs. The negotiation process involves finding a fair and reasonable solution that satisfies both parties. Sellers may agree to complete the repairs, offer a credit or adjust the sale price accordingly.

The inspection report won't tell you how much it will cost to make repairs or fix identified problems. It's something you will want to research before negotiating. There are services such as Repair Pricer that will translate an inspection report into an itemized list of prices. Negotiations are a two-way street. Be open to compromise and consider the seller's perspective. In some cases, sellers may not have the financial means to address all the requested repairs. Finding a middle ground that ensures the home is in an acceptable condition for the buyer while being fair to the seller is key.



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REAL ESTATE | BUYING AND SELLING

Ins and Outs of Open Houses

Open houses offer both buyers and sellers a platform to interact and explore potential opportunities.

For buyers, these events provide a firsthand look into properties they might consider purchasing, while for sellers, they offer a chance to showcase their homes to interested parties.

TIPS FOR BUYERS

Do your homework. Before attending an open house, research the property and its neighborhood extensively. Look into comparable sales, local amenities, schools and crime rates to gain a comprehensive understanding of the area's suitability.

Come prepared. Bring a notebook, camera or smartphone to take notes and pictures during the open house. Pay attention to details such as the condition of the property, layout and any potential issues that might need addressing.

Ask questions. Don't hesitate to inquire about the property's history, recent renovations and any potential maintenance issues. Engage with the listing agent to gain valuable insights and clarify any concerns.

Be respectful. While exploring the property, remember to be courteous and respectful of the seller's space. Avoid touching personal belongings and refrain from making negative comments that could offend the homeowner or listing agent.

If you're interested in the property, follow up with the listing agent after the open house to express your interest. Prompt communication can signal your seriousness as a potential buyer.

TIPS FOR SELLERS

Prepare your home. Prior to hosting an open house, ensure your property is clean, decluttered and staged to highlight its best features. Consider making minor repairs and enhancements. Investopedia said



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the prime time for open houses is typically the first weekend after a home is listed for sale. It is often a time to hear feedback from people about things that might be easily changed such as an unappealing paint color.

Create a welcoming atmosphere: Make potential buyers feel welcome by providing refreshments and creating a warm ambiance. Play soft background music and use subtle scents to create a pleasant sensory experience.

Showcase your home's unique selling points during the open house. Whether it's a spacious backyard, modern kitchen or luxurious master suite, emphasize these features to capture buyers' attention.

Prepare informational packets or brochures detailing essential information about the property, including floor plans, recent upgrades and neighborhood amenities. This allows prospective buyers to take home valuable insights.

Be sure to remove any valuables

to protect yourself against theft.

Typically an open house will be hosted by a real estate broker as people visiting will feel more free to ask questions if the owner isn't present. The host should be prepared to answer questions, address concerns and provide personalized tours.

TYPES OF OPEN HOUSES

HGTV says one option is to create an "extreme open house" where you offer an exciting party with catered refreshments, entertainment and prizes. Brokers might prepare goody bags for potential buyers to take with them. Sometimes these events will be livestreamed.

Another form of open house is called a broker open house. Usually held midweek, it is not open to the public, but only to other real estate agents. It introduces the home to other local industry professionals, encouraging buyers' agents to schedule a showing. It also allows the seller's real estate agent to ask their peers about the property and its price.

Top 10 things you can do to get ready to sell your house:

- 1. Declutter and Depersonalize:** Get rid of any unnecessary items and personal items to make your home look more spacious and inviting.
- 2. Deep Clean:** Make sure your home is clean and tidy, paying attention to details like carpets, windows, and appliances.
- 3. Repairs and Maintenance:** Fix any minor repairs and maintenance issues like leaky faucets, broken light switches, etc.
- 4. Upgrade and Enhance:** Consider small upgrades like fresh paint, new fixtures, and landscaping to enhance your home's appeal.
- 5. Stage Your Home:** Arrange your furniture and decor in a way that highlights your home's best features.
- 6. Price Your Home Right:** Work with a real estate agent to determine the right price for your home based on market conditions and comparable properties.
- 7. Market Your Home Effectively:** Use professional photographs, virtual tours, and online listings to market your home to potential buyers.
- 8. Be Flexible with Showings:** Make your home available for showings at convenient times for potential buyers.
- 9. Be Prepared for Negotiations:** Understand your home's value and be prepared to negotiate with buyers to reach a fair agreement.
- 10. Work with a Professional:** Work with a real estate agent who has experience selling homes in your area and can guide you through the process.



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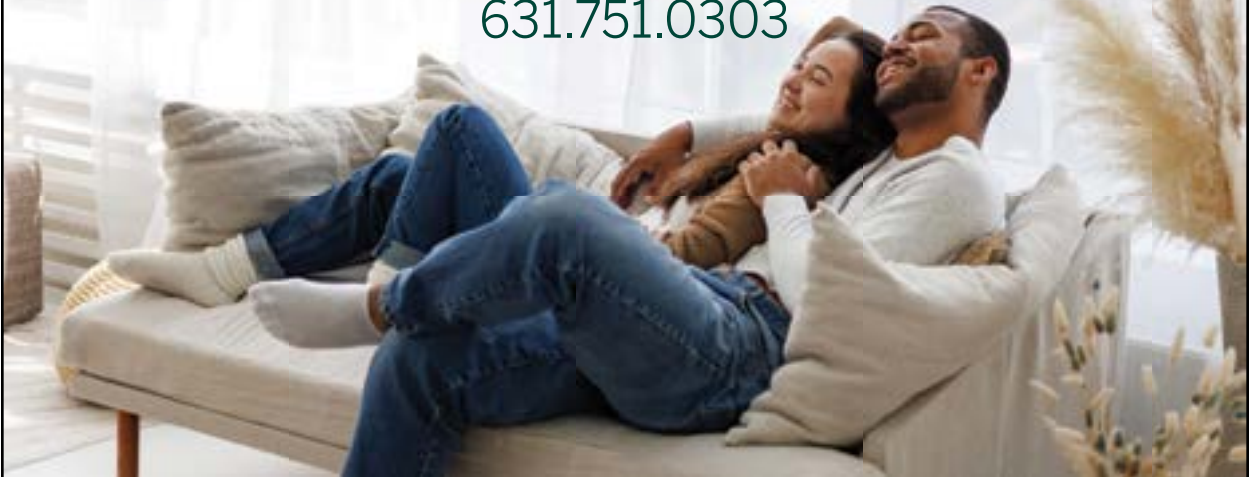
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Stony Brook Beautiful, 4 Br, 2.5 Ba. home in historic Stony Brook Village. Newly renovated baths, Updtd Kit. Hwdflrs. Fin walk-out basmnt w/potential rental w/proper permits. 2 wood burning fplcs. Incl a gilded age antique mantle from iconic Carnegie Estate. Custom playhouse w/loft in priv. backyard. Minutes to Avalon Park, Shops, Harbor. ML#3514884 **\$749,000**



Smithtown Sunny split ranch boasts lots of updates. 3 BR 1.5 Ba, LR w/ fplc. Renovated kit/w/quartz countertops. Open space concept. DR w/skylight. Paved patio and fenced yard provide plenty of room for outdoor activities and entertainment. Smithtown SD. ML#3541913 **\$599,999**



Port Jefferson The Highlands. 3 Br, 2.5 Ba. Sun filled & special end unit is beautifully renovated. Eik with molding detail, LR w/fplc. Primary BR w/tray ceiling. Renovated spa like Ba. New luxury vinyl flooring. Garage. PJ Village Amenities. ML#3540681 **\$549,000**



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Sound Beach Colonial w/3-bdrms, 2.5-bths. Hwd.floors, large EIK. FLR, FDR, Master suite w/ master bth. Two additional bdrms. Full fin. heated basement, w/outside entrance. High-hat lighting. 200-amp electric service. IGS. ML#3541223 **\$589,000**



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