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MT. SINAI Stunning Custom built Contemporary nestled into South Harbor Woods on shy acre in Mt. Sinai SD. Soaring ceilings and Oak floors and abundance of natural light from oversized windows and skylights create a warm ambiance. Formal LR & Den with double sided FPL. Gourmet EIK with Granite counters & Lg glass cook top. A climate controlled 3 Season Sunroom overlooks landscaped yard. Primary suite with 2 Wlk ins, and Spa inspired FBth. Yard is complete with Heated saltwater IGP w/Waterfall, Deck and Gazebo. Full Basement & 2 Car Garage. ML#830640. **Offered at \$1,160,000**

Mount Sinai Office | 354 Route 25A, Mount Sinai, NY 11766 | 631.331.3600

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Mt. Sinai Stunning custom built Contemporary nestled in South Harbor woods Formal LR & Den w/double sided FPL, Gourmet EIK. Climate controlled 3 season room. Landscaped yard w/ Heated saltwater IGP, Deck & Gazebo. Owned Solar panels, Finished Bsmnt & 2 Car Garg. ML#830640 **\$1,160,000**



Bethpage Charming Cape nestled on a shy half acre in Smithtown SD. The home has been freshly painted and has HW Floors throughout. Eat in Kitchen with center Island. LR w/Wood burning Fpl, Trex Deck overlooking back yard. Part Basement, 2 Car Garage. ML#847397 **\$729,999**



Ridge Leisure Knoll a desirable 55+ Community. This Diamond 2 Br offers a totally redone FBth. Large Living room, New EIK w/sleek countertops, new flooring throughout and new appliances. New Roof, Hot water heater, washer/dryer. Community Clubhouse, IGP, Tennis, and more. ML#853324 **\$479,990**



Rocky Point This Cape Cod style home offers custom woodwork & cabinets. Open Floor plan including the dining space and kitchen. Deck off the kitchen. On the main level there is 1Br & Bth. The Primary Br & ensuite Bth w/wlk in shower on 2nd level. 1 car Garage. ML#853588 **\$575,000**



Nesconset Beautiful Storybook Colonial on a shy half acre in Smithtown SD. The home has been freshly painted and has HW Floors throughout. Eat in Kitchen with center Island. LR w/Wood burning Fpl, Trex Deck overlooking back yard. Part Basement, 2 Car Garage. ML#848839 **\$775,000**



Mastic Beautifully updated 5 Br. Cape style home located in desirable Manor Park. EIK w/quartz countertops, marble backsplash, soft close & recessed lighting. All spacious rooms throughout. Bedroom on 1st level w/FBth. Situated on .35 corner lot, fully fenced w/nice patio ML#839147 **\$650,000**

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PRICE ADJUSTMENT



36 Beach Road, Belle Terre | \$1,500,000 | #3534059



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300 Main Street, East Setauket

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alexia.poulos@elliman.com



CAROL ACKER

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300 Main Street, East Setauket

O: 631.751.6000 | C: 631.404.2460

carol.acker@elliman.com



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HOMEWISE | Real Estate Tips and Advice

How to Handle Multiple Offers

Strategies for Choosing the Best Deal, Not Just the Highest Price



Getting multiple offers on your home is an enviable position, but it also comes with pressure.

Choosing the best offer isn't always as simple as going with the highest number. Here's how to evaluate multiple bids and select the deal that works best for your goals.

WEIGHING THE TERMS OF EACH OFFER

Start by reviewing the financing details. A cash offer, even if slightly lower, can be more appealing than a higher offer with financing that might fall through. Pre-approval letters, proof of funds and strong down payments all signal a solid buyer.

Next, look at the contingencies. An offer without an inspection or appraisal contingency reduces the chances of delays or renegotiations. Flexible closing timelines or buyers

willing to rent back the home for a short time may also give one offer an edge over another.

The earnest money deposit — a good-faith payment made when an offer is accepted — can also indicate how serious a buyer is. A larger deposit may mean they're more committed to closing. In competitive markets, some buyers may include escalation clauses, which automatically raise their offer if another buyer submits a higher bid. While this can drive up the price, it's important to evaluate how high the escalation goes and whether the buyer can afford the top amount.

WORK WITH YOUR AGENT TO NEGOTIATE

Your real estate agent plays a key role in helping you compare offers. They'll break down the details, identify the strongest bids and recommend a strategy. In some cases,

it may be wise to ask top contenders to submit their "highest and best" offers, giving you a final look at their most competitive terms.

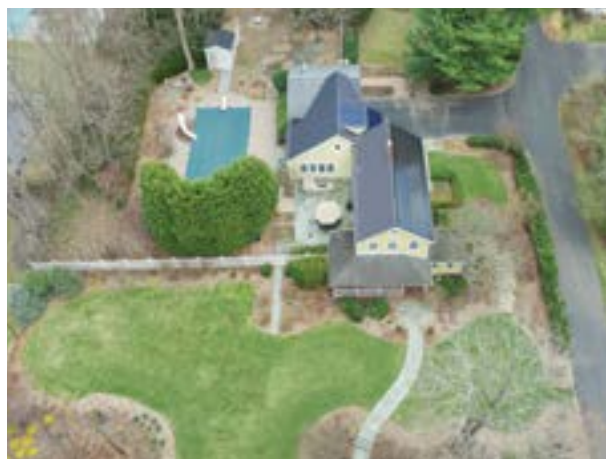
If you receive a very high offer that seems too good to be true, consider whether it's likely to appraise at that value. If not, the buyer may renegotiate later — or the deal could fall apart. Your agent can help weigh that risk. Keep in mind that it's possible to counteroffer one buyer while holding others as backups. This allows you to pursue your preferred deal while retaining leverage if negotiations stall.

Receiving multiple offers is a great opportunity, but the best choice isn't always the one with the biggest number. With the right guidance, you can compare the full picture and choose the offer most likely to lead to a smooth and successful closing.



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Owl's Nest, a masterfully restored 1790 Colonial in the Three Village Historical District, offers a rare blend of historic charm and cutting-edge sustainability. Inside, custom millwork, radiant heated floors, and a chef's kitchen with quartz counters and cherry cabinetry set the tone for refined living. The vaulted great room with fireplace, loft, and surround sound offers warmth and versatility, while the second floor showcases restored 18th-century flooring. Located on a quiet private road and featured on the Three Village House Tour, this exceptional home is a rare opportunity to own a piece of living history. MLS# 844503. \$1,183,000.



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Associate Real Estate Broker
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HOMEWISE | Real Estate Tips and Advice

How to Prepare for Appraisal

Tips for Sellers to Help Maximize Their Home's Appraised Value



©ADOBE STOCK

A home appraisal can make or break a sale, especially when the buyer is financing their purchase.

If the appraisal comes in lower than the sale price, it can delay closing or force renegotiation. The good news? While you can't control the market, you can take steps to make sure your home appraises as favorably as possible.

MAKE A GREAT FIRST IMPRESSION

Appraisers are trained to assess value based on facts, not emotions, but the home's appearance still matters. A well-maintained, tidy property signals pride of ownership and suggests the home has been properly cared for.

Start by cleaning thoroughly, decluttering living spaces and making minor repairs. Fix leaky faucets, squeaky doors and chipped paint. Curb appeal also counts, so mow the lawn, trim hedges and clean up outdoor spaces.

Though cosmetic updates don't directly increase appraised value, they can influence how the appraiser perceives the overall condition of the home. A clean, functional property creates a stronger foundation for a favorable report.

PROVIDE USEFUL INFORMATION

Appraisers rely on data, so make their job easier by offering helpful documents. Create a list of recent upgrades or improvements, including dates and estimated costs. These might include a new roof, HVAC system, updated appliances or remodeled kitchen or bath. If possible, provide a copy of your floor plan, survey or previous appraisal. You can also leave out information on comparable sales in your neighborhood, especially if you believe recent comps support your asking price.

Be prepared to answer questions about the property, but give the appraiser space to complete their

work. Most appraisals take 30 to 60 minutes, depending on the home's size and complexity.

DON'T SKIP THE BASICS

Every detail counts when it comes to value. Ensure all major systems — heating, cooling, plumbing and electrical — are working properly. If you have hard-to-access areas like attics or crawlspaces, make sure they're unlocked and safe to enter.

Also consider seasonal maintenance. If your home relies on features like a pool, sprinkler system or fireplace, make sure they're clean and functioning. An appraiser may note neglected features, which could lower the final value.

Even if you've already accepted an offer, the appraisal is a key part of the process. By preparing your home and presenting it in its best light, you give the appraiser the tools they need to assess its full potential—and help ensure your deal stays on track.



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Maria Orlandi
Licensed Associate RE Broker
maria.orlandi@compass.com
M: 631.697.0474 | O: 631.629.7719
📧 MariaOrlandiLuxuryLiving



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Top 5 Things To Do

Before You Move Into a New House

1. Clean and Prepare the Space:

Before moving in your belongings, thoroughly clean the entire house.

2. Change Locks and Rekey:

For security reasons, it's a good idea to change the locks on all exterior doors or rekey them.

3. Utilities and Services Setup:

Make sure all necessary utilities and services are set up and ready to go before you move in.

4. Deep Inspection:

Take the time to thoroughly inspect the house, checking for any issues that might not have been apparent during the initial walkthrough.

5. Plan Your Move and Organize:

Organize your belongings, declutter, and pack efficiently.

Bonus Tip: Meet the Neighbors: If you have the opportunity, introduce yourself to your new neighbors.

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Port Jefferson 6 BRs, 6 Full BAs And 3 Half Bas!! Green Efficient Mansion 9,000 Sq. Ft indoor space. Indoor Solar Heated Gunite Pool. Pool House w/ Wood Burner Stove, Changing Room, Full BA and Entertaining Area. A Must See!. ML#844645 **\$2,499,000**



South Setauket Welcome to this magnificent Three Village Colonial home with In-Law suite. Features a new KIT with sleek finishes. Private in-law suite. Large BRs with ample closet space, a 2.5 car garage, two attics, and plenty of storage space. ML#829822 **\$814,999**



Commack Beautifully maintained 4-bedroom, 2.5-bath home. Modern renovated kitchen, new hot water heater, whole house generator, formal dining room, and a cozy den with sliding doors that open to a brand-new paver patio. ML#854101 **\$799,000**



Stony Brook This home features 4 BRs plus a 20x20 addition w/full BA and separate entrance, as well as a sunroom off the dining area. Engineered wood flooring in the LR, hallway & BRs, 3 new mini-split ductless cooling units ML#848032 **\$759,000**



Stony Brook Home with country charm, set on .8 acre of property. Beautiful wood flooring, large windows allowing for incredible property views, and a large open recreation area in the basement. Just seconds from both Stony Brook University and the harbor.. ML#852211 **\$749,000**



Stony Brook Fully Renovated Hi Ranch. Move in ready home just steps from the university. Brand New Flooring, KIT, 4 Large BRs, 2.5 Renovated Bas. Vinyl Siding, Propane Heating system. Lighting, Windows and more. . ML#846747 **\$699,000**



Pt. Jefferson Sta 2-story condo offers 3 bedrooms, 2.5 baths, and many amenities. The first floor has an open concept LR, DR, new wood flooring (installed 2023). The spacious KIT includes SS appliances (refrigerator 2024). ML#839580 **\$515,000**



Port Jefferson Sta Sun filled 3 BR, 2.5 BA home is in pristine condition. 7" wide plank LVP wood-look flooring throughout, open concept living space, beautifully renovated kitchen (2022) with solid wood cabinetry, quartz countertop and tile backsplash. . ML#839487 **\$515,000**



Ridge Wonderful 55+ gated community w/ tons of social activities. This beautiful condo has been renovated. Eat-in-KIT w/ solid wood cabinetry, Quartz countertops SS appliances, renovated BA w/new glass door walk in shower, spacious vanity and tile flooring. ML#854592 **\$409,000**



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Port Jefferson This renovated home boasts a gourmet eat-in kitchen, new hardwood floors w/ radiant heat, natural light from windows and skylights. Lower level, with full windows, opens to a beautifully landscaped yard with heated in-ground pool.. ML#839369 **\$1,194,000**



Port Jefferson Breathtaking vistas of Mount Sinai Harbor, L.I.S./ Conn. Stunning EIK w/SS appliances, primary suite featuring an en suite bth w/ Jacuzzi tub. Bosch CAC system, new roof /siding. New retaining walls, walkways, koi pond. ML#843563 **\$1,100,000**



Ridge Corner unit featuring enclosed porch. Laminate flooring, Solid wood kitchen cabinetry w/ss appl. An electric fireplace, A king-sized bedroom w/ double closets. Community offers 9-hole golf course, a heated pool & a clubhouse.. ML#812541 **\$289,000**



Miller Place Stunning Colonial!f. New CAC, new burner, new carpeting, professionally painted. Master suite w/extended master bath with Jacuzzi tub and a separate shower. 200-amp electrical system w/generator hookup. Trex decking. ML#850410 **\$859,000**



Shoreham Custom Clarendon-built Farm Ranch on 1.15 acres of private, serene land, offering exclusive private beach rights. 4 bdrms and 2.5 baths (primary bedroom on the first floor) FLR/DR, den with a fireplace. Bsmt. with 8-foot ceilings and 4-plus-car garage. ML#830118 **\$795,000**



Mt Sinai Expanded Cape w/4 spacious bdrms..2 full baths. Back sun porch. Yard with a large fenced-in side yard, ideal for a pool or play area. Roof replaced in 2018, siding updated in 2012, and a new oil tank installed in 2022. Basement and attic. ML#827276 **\$619,000**



Port Jefferson Sta. Hardwood floors throughout, Andersen double-hung windows. Dining/Family room with a gas stove. Both full bathrooms have been renovated. full bsmt. provides ample space for a workshop and storage. ML#839330 **\$599,000**



Manorville Silver Ponds Private Gated Community 2 bedrooms, 1.5 baths. New tile flooring. Upstairs primary bedroom w/Jack and Jill full bath and a second bedroom. Amenities, including a clubhouse, gym, tennis/pickleball courts, and two in-ground pools. ML#854052 **\$499,000**



E Setauket 1-Bedroom Cottage in Historic Poquott Village charming 1-bdrm. A wraparound enclosed porch. The kitchen features quartz countertops. Full bath and generously sized bedroom. Full bsmt. Private deck and outdoor shower. ML#847832 **\$499,000**

