

Fall 2021

Quarterly Real Estate Newsletter

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01 | SUFFOLK COUNTY - MARKET UPDATE SEPTEMBER 2021

\$525,000

MEDIAN
SALES PRICE

13

AVG. DAYS
ON THE MARKET

3,558

TOTAL ACTIVE
LISTINGS

12.9%

AVG. PRICE
CHANGE YEAR OVER
YEAR

BUYER'S
Neutral
SELLER'S

CURRENT
MARKET

98.8%

LIST TO CLOSE
RATIO

02 | TEAM MOMENTUM

I am proud to announce that my real estate practice is growing.

TEAM MOMENTUM is all about Powerful, Positive and Professional Real Estate Services with a special focus on exceeding customer expectations.

I can't wait to continue to share updates and developments with you. As always, your support and business referrals are greatly appreciated.



**TEAM
MOMENTUM**

POWERFUL, POSITIVE, PROFESSIONAL REAL ESTATE SERVICES

03 | WELCOME BABY

TEAM MOMENTUM added a new member on Sept. 23, 2021.

Leanna Joyce Callegari was born at 1:01 p.m. weighing 9 lbs., 9oz.

We are overjoyed to have her home with us.



THANK YOU everyone who donated to the new moms fundraiser. With your support, we were able to donate 1,800 diapers, 40 packages of wipes, 280 breast pads, 5 cans of formula, baby lotions, diaper cream, baby food, gently used baby clothes and more!

All items were donated to The Lighthouse Mission and the Signature Cares Food Pantry



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04 | FALL FUN CHECKLIST

How many boxes can you check off?

- Visit a haunted house.
- Visit a pumpkin patch.
- Go for a hayride.
- Drink a pumpkin beer.
- Make or purchase a fresh baked pie.
- Watch Hocus Pocus at least once.
- Go apple picking.
- Carve a pumpkin.
- Check out the fall foliage.
- Enter a costume contest.
- Have a bonfire & eat s'mores.

Visit www.sellandbuyli.com to plan your fall activities



Looking to fall in love with a new home? Call me today!



05 | IMPRESS YOUR *House Guests*

Hosting doesn't need to be complicated or stressful. Prep ahead of time with a few décor switches and added touches of hospitality to create a warm and cozy space for your house guests.

- Set an inviting tone with your entryway, using a new welcome mat or a leafy plant.
- Stock up on guest toiletries, such as soap, shampoo, conditioner and toothpaste.
- Provide extra pillows and both a lightweight and heavyweight blanket.
- Declutter the guest area, empty a drawer and designate a space for your guest's suitcase.
- Create a relaxed mood with some quiet background music.
- Ensure a great smelling home with freshly baked cookies, fresh flowers or candles.
- Place a basket on your kitchen counter with simple breakfast foods.

06 | *Real Estate* MYTHS EXPOSED

// Myth #1.

It's best to get pre-approved after you find the perfect home to buy.

You should get pre-approved before beginning your home search to accurately know your budget and have the ability to act quickly while making an offer.

// Myth #2.

Homes don't need to be prepped for a sale.

Most buyers are looking for a home that is move-in ready. Proper staging, cleaning and minor improvements will minimize time spent on the market and maximize sale price.

// Myth #3.

Always list your home higher than the market to leave room for negotiating.

Most buyers do research online and will be well-informed. If perceived as overpriced, buyers may not look at your property, resulting in less traffic and fewer potential buyers.

// Myth #4.

When making an offer, you should start very low.

Buyers often make the mistake of wanting to start with a lowball offer. This can offend the seller, who may not want to entertain any other offers the buyer wants to make.



FALL REMINDERS

- Change smoke detector batteries
- Replace furnace filter
- Check weather-stripping around doors and windows
- Set your clocks back one hour on Nov. 7, 2021



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