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HOMES FOR SALE!
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STATEN ISLAND REAL ESTATE NEWS *November 2006*



FRANK DiTOMMASO
"The Unmistakable Choice in Real Estate"

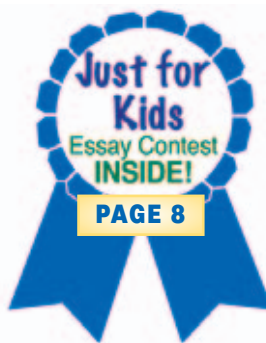
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INSIDE



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A RISING STAR...

by *Frank DiTommaso*

About this time last year, I received an unexpected phone call from a former agent of our firm—Mahmoud “Moe” Younes. Moe had previously been an agent with our firm two years back, but he hadn’t really worked in the business during that time.

Moe said to me, “Frank, I need to speak to you. Are you available today?” I said sure. We met that day and he told me he was leaving his city job at MCI Worldcom to work in real estate full time. I thought that was a bold move since he had been the number-one sales rep for the Northeast region of MCI, and was doing exceptionally well. But he then told me that his love was for real estate, and he wanted to be the number-one agent in Staten Island—and wanted to do it with our firm.

With excitement and fire in his eyes, I knew Moe could achieve his goals. Fast-forward to one year later, and guess where he is? He is ranked in the top 1 percent of all agents Island-wide. Year to date, Younes has sold 22

properties, with seven currently in contract. He consistently maintains an inventory of 25 to 30 property listings.

To me, that is amazing for someone working in this industry only one year. A rising star is an understatement. Moe is truly a professional with focus, and has had the ability to build his business upon the development of his assistants. Marlana, Moe’s main assistant, is his right arm. With his extremely busy

work schedule, he relies on her to cover all his bases, ensuring that his clients are always informed and well served.

I would like to take this opportunity to personally congratulate Moe on his tremendous success on his first anniversary as a real estate professional. I know that being the number-one agent is in the near future for him!

If you would like to speak to Moe Younes about your real estate needs, contact him at the Coldwell Banker DiTommaso

Realty office today. If you would like to track his progress as he rises to the top, visit DiTommaso.com and click on “News.”

Agent of the Month



**MAHMOUD
“MOE”
YOUNES**

Younes is truly a professional with focus, and has had the ability to build his business...

SEE PAGE 5 FOR MORE...

LET’S TALK TURKEY

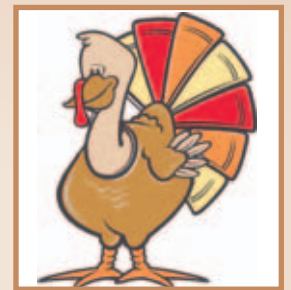
by *Frank DiTommaso*

OK. What’s really going on with the real estate market? Is it in the tank like the doomsayers proclaim it to be? Are Staten Island property owners really that desperate for buyers like the media says they are? Gee whiz, I guess we should all throw in the towel and give up because the market is just downright non-existent. Oh, c’mon, give me a break!

Please allow me to give you my perspective on what’s happening with this market. I make it a habit to check the new data that’s put out by the Multiple Listing Service every day. There are several categories of interest, such as new listings,

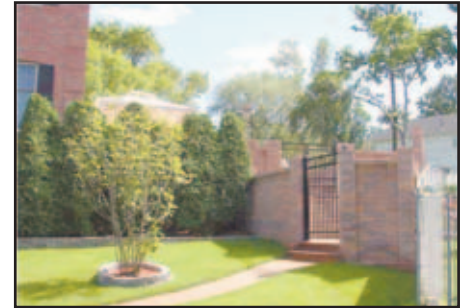
acceptances, contracts and solds. The most important ones to me are the acceptances and contracts because these are the most current market data.

One point I’d like to make, which would be contrary to the media and economic doomsayers, is that houses are taking acceptances and going to contract every day. And what’s even more striking is that there are lots of them. Now, isn’t that shocking news? Can you believe houses *are* really selling? But they’re not supposed to be ... *(continued on page 8)*



Featured Home MOE'S LISTING OF THE MONTH

Tottenville's Best! Custom-built, 5-bedroom, 4-bath Center Hall Colonial on private water front cul-de-sac. Surrounded by an enclave of million dollar dream homes. Features on Staten Islands private marina with slip access! \$1,699,000



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ELINGTVILLE
MLS#1027756
Beautiful Cape with 3 bedrooms, 3 baths and a fully finished basement. Gorgeous area! \$526,000



ROSEBANK
MLS#1029810
Lovely 2-bedroom ranch on a 45' x 103' lot. Quiet location, finished basement with side entrance. \$429,000



GRANITVILLE
MLS#1029126
3 bedrooms, 2 baths, detached Colonial on 30' x 100' lot. Quiet tree-lined street. Large yard. \$385,000

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RICHMOND VALLEY
(MLS#1027419)
110' x 138' lot in beautiful setting with approvals for 5,000-sq. ft. home, survey on file. \$599,000



GRANT CITY
(MLS#1021730)
New construction Colonial, 3 bedrooms, 3 baths, full finished basement, garage, fireplace, cherry wood cabinets with granite tops. \$580,000



ELTINGVILLE
(MLS#1025081)
Single-family detached with 3 bedrooms, 2 full baths, fireplace, central air and garage. \$539,000



FORT WADSWORTH
(MLS#1027420)
5 bedrooms, newer roof, needs TLC, close to bridge, nice location. \$399,000



GRANT CITY
(MLS#1022513)
New Construction, large Semi Colonial, 3 bedrooms, 3 baths, finished basement, garage. \$540,000



BAY TERRACE (MLS#1026856)
2-bedroom luxury duplex condo, beautifully decorated contemporary style, 3 baths, 2 balconies w/private view. \$479,000



GREAT KILLS
(MLS#1029533)
Single-family semi with 3 bedrooms, 2 baths, deck off kitchen, pool, family room, garage and more. \$439,000



BAY TERRACE
(MLS#1030803)
Beautiful 3-bedroom, 3-bath, 2-family semi on corner lot. Fireplace, hardwood floors, finished basement. \$544,900



WEST BRIGHTON
(MLS#1029406)
Large 2-family semi with a 2 bedroom apartment, large yard and driveway, full basement. \$399,000



SOUTH BEACH
(MLS#1030537)
3-bedroom, 2-bath ranch with eat-in kitchen, front porch, back patio, finished basement, convenient to bridge. \$449,000



GREAT KILLS
(MLS#1015821)
Cozy 4-bedroom ranch on park-like 50' x 200' grounds. New brick and stucco. \$509,900



SOUTH BEACH
(MLS#1027495)
Priced to sell! Large 3-bedroom semi with eat-in kitchen, hardwood floors, fin. basement, fireplace and great location. \$519,000



GRYMES HILL
(MLS#1030506)
Why pay rent when you can have your own spacious, luxurious, 2-bedroom condo? Many updates and minutes to bridge! \$359,000



GRYMES HILL
(MLS#1025712)
Totally upgraded, huge 2-bedroom, 2-bath high rise condo. Overlooking park, 1,200 sq. ft., near all. \$355,000

THE MARKET



SOUTH BEACH
(MLS#1026355)

Great income producer. 2-family, renovated, 3 bedrooms, 2 baths plus 2-bedroom apartment, 40' x 100' lot, great location! \$569,000



ELTINGVILLE
(MLS#1027756)

Beautiful Cape with 3 bedrooms, 3 baths, fully finished basement. In a gorgeous area—a nice show! Asking \$526,000



OAKWOOD
(MLS#1023396)

Spacious 3-bedroom ranch on huge 150' x 82' property bordering nature reserve. \$519,000



GREAT KILLS
(MLS#1029891)

3-bedroom, 3-bath semi with finished basement, beautiful yard with waterfall and pool. A must see. \$479,000



MARINERS HARBOR
(MLS#1028145)

3-bedroom, 2-bath, 2-family detached on 42' x 115' lot. Jacuzzi, stainless appliances stay. \$629,000



NEW DORP
(MLS#1025341)

Legal 2-family, 5/4, all brick and in mint condition. Finished basement! \$599,000



GRANITVILLE
(MLS#1029126)

3 bedrooms, 2 bath detached Colonial on 30' x 100' lot, quiet tree-lined street, large yard. \$385,000



PORT RICHMOND
(MLS#1024926)

Investor's delight! 2-family detached, great area, creative financing available. \$369,000



LOWER TODT HILL
(MLS#1022908)

4-bedroom semi, 3 baths, formal dining room, garage, deck 23' x 100' lot. \$449,900



NEW DORP
(MLS#1021821)

New construction, 3 bedrooms, 3 baths, luxury condo, central air, sliders to deck, Jacuzzi, parking, large storage attic. \$419,000



ROSEBANK
(MLS#1029810)

Lovely 2-bedroom ranch on 45' x 103' lot. Quiet location, full finished basement with separate side entrance. \$429,000



PORT RICHMOND
(MLS#1029458)

Huge 2-family detached with 6 bedrooms, 2 full baths, finished basement and all large rooms. Close to all. \$589,000

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In the spirit of promoting education for the children of Staten Island and their future living here, the Coldwell Banker DiTommaso Real Estate Firm is pleased to underwrite a special scholarship contest for intermediate students.

The contest consists of responding by essay, in less than 250 words, to the following topic:

If you were Mayor, what positive changes would you make on Staten Island?

RULES:

- Open to 8th graders only.
- Essays should be carefully developed and typewritten, no more than 250 words.
- Each essay will be judged on originality of concept, grammar, expression of ideas and presentation.
- Entries must be postmarked no later than Jan. 23, 2007.
- All entries must be clearly labeled with the student and parents' names, address, phone number and school.
- The winner will be selected by the essay committee of the Coldwell Banker DiTommaso Firm and the award will be presented to the student and his/her family at our evening meeting on Tuesday, Feb. 13, 2007

Kindly mail essays to: Coldwell Banker DiTommaso Realty
1612 Richmond Rd
Staten Island, NY, 10304
Attn: Essay Committee

LET'S TALK TURKEY

...(continued from front cover)

according to what you've been reading.

According to the local media, it is a strong buyer's market because houses aren't moving. Do you know that there are still many homes that are selling in less than 30 days? What's even more significant is that the median and average price range for a home this year is still higher than the previous three years.

According to the Staten Island Multiple Listing Service, the year-to-date average sold price is \$456,277, compared to \$420,440 from 2005. And two years ago, the average price was \$373,746. That was higher than 2003's average price of \$337,000.

Now, we all know that the average days on the market have increased, but surprisingly not by much. The average days on the market year-to-date are 112 days, as compared to this time last year when the average was 98 days, making a difference of only 14 days. The average days on the market this time in 2004 was 97 days, which is a difference of 15 days. What this suggests is that the average length of time on the market is somewhere around three months or less. And, by every measure in this industry, that accounts for an average/normal market.

The days when homes sold in three days, seven days or two weeks are over—at least for now. Maybe we were all spoiled by this unrealistic frenzy of quick turnovers and huge gains. But now it's down to reality. And it's not so bad after all. My suggestion is that if you're a serious seller in this market, don't reach for other galaxies. Price your home accordingly and it will sell. If you a serious buyer, don't think that prices are going to keep falling. You'll be kidding yourself. Shop around and compare, and you'll find some fair deals out there. Enjoy the holidays!



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Staten Island HOMES ON THE MARKET

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**ANNADALE
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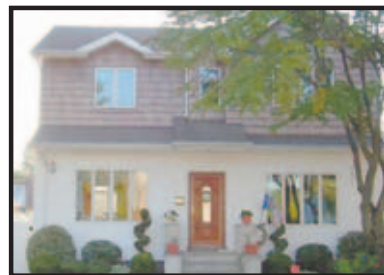
**LIGHTHOUSE HILL
(MLS# 1030419)**

Lovely 4-bedroom split level, 80' x 100', sunken living room with gas fireplace and garage. \$879,000



**EMERSON VALLEY
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Huge, all-brick custom Colonial with 4 bedrooms, 3 baths, finished basement, 2-car garage. 80' x 92' lot. Asking \$859,000



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