

What's the Value of a Real Estate Agent?

For buyers & sellers, are real estate agents just a
One Line-Item Additional Expense?

Sellers are no longer obligated to pay-out the Buyer Broker's commission.*

In this new landscape, real estate agents face a pivotal shift in how they must prove their value. Not only will buyers have to sign a **Buyer's Brokerage Agreement** to work with buyers' agents, the "value proposition" for sellers' agents will be drastically redefined as well.

There are well over **10,000** Real Estate Agents within our local multiple listing system (mls).

So, do you think you will sell or buy a home for the same price and terms no matter which agent you select? Think about it this way:

? Does the lowest commission an agent charges equate to the most money saved by a consumer in a transaction?

🏠 If one agent's commission is higher than another's, is it possible that one agent has more **talent, skill** and **tools** to net two, five percent or more **profit/savings** for that client? In other words, would you pay \$10,000 more to net \$30,000, \$50,000, \$75,000 or more? **Does that math work?**



🔒 SELLERS:

- 🏠** In this "bidding war" market, over 90% of the agents will probably attain \$25k, \$50k, \$100k or more over the asking price. That is a given.
- 🏠** But what if a **"more talented and skilled" agent could obtain \$20k, \$50k or more above and beyond "the standard" agent?** Should those dollars just be "left on the table" because, hey, I got over the listing price anyway?

🔑 BUYERS:

- 🏠** In this market, where most properties experience a "bidding war," how will you be the buyer that **WINS?**
- 🏠** What buyers don't realize is in a bidding war, it's not "one buyer won" and "hey, I lost." It's the five, seven, 10 or more buyers who lost in that bidding war. So, when the next home goes on the market, won't those buyers be bidding on that one too? If so, **what is the strategy and tools your agent can provide for you to "win that bidding war?"**

The agents on the **Mark Seiden Real Estate Team** are **NOT** a **One Line-Item Additional Expense!** We are a **PROFIT CENTER!** We give our sellers and buyers **the "strategic edge" in this market to WIN!** And we have the proprietary tools to **PROVE** it.

Can other Brokerages' agents prove that?

Call **Now** to learn how you will **Profit** and **Win** with the Mark Seiden Real Estate Team!

800-749-6600, ext. 818

* As of August 17, 2024, offer of compensation on any **MLS** will no longer be permitted per a pending 2024 legal settlement agreement between the National Association of Realtors® (NAR) and the Department of Justice (DOJ). An owner has a right to offer compensation to the Listing Broker and cooperating brokers that procure a buyer or tenant, presented through Listing Broker, for the transaction. At such a time, an offer of compensation may be advertised on the Listing Broker's websites and marketing materials, but **NOT** on the OneKey MLS or any other website that downloads its information from the OneKey MLS.



Put the Most Money in Your Pocket When You Buy or Sell Your Home!

*****ECRWSS*****

Postal Customer
Ossining, NY 10562

PRSR STD
U.S. POSTAGE
PAID
WHITE PLAINS, NY
PERMIT NO. 403

ECRWSS

Local Real Estate Sales and Market Trends*							
Ossining School Sales	May 2024			2024 - YTD		2023 - YTD	
# of Months YTD** : 5	Sold	On Market ¹	In Contract ¹	Sold	Avg/mo.	Sold	Avg/mo.
Single Family: \$250,000 to \$399,999	0	1	2	6	1.2	4	0.8
Single Family: \$400,000 to \$599,999	6	3	9	20	4.0	17	3.4
Single Family: \$600,000 to \$999,999	6	11	21	26	5.2	27	5.4
Single Family: \$1,000,000 and above	1	10	4	2	0.4	1	0.2
Multi-Family: 2 Family Homes	2	9	4	7	1.4	3	0.6
Multi Family: 3 & 4 Family Homes	0	1	2	1	0.2	0	0.0
Condominium: up to \$399,999	1	2	4	6	1.2	6	1.2
Condominium: \$400,000 and above	6	6	9	19	3.8	12	2.4
Co-Ops: up to \$199,999	2	2	7	13	2.6	11	2.2
Co-Ops: \$200,000 and above	3	3	3	9	1.8	9	1.8

*Total combined sales by ALL Brokerages reporting sales into the OneKey™ MLS.

**YTD = Year To Date

¹ = Data as of: 6/3/2024

Client Appreciation Wine Tasting Event!

As a special **THANK YOU** to our past and current clients, we'd like to invite you to our upcoming appreciation event!



- 📅 Date: **Tuesday, July 9th**
- 🕒 Time: **6:00pm – 9:00pm**
- 📍 Location: **The Briarcliff Manor**
(25 Studio Hill Road, Briarcliff Manor)
- 👤 Who: **FOR YOU, our valued clients!**

Come enjoy fantastic wines courtesy of **Best Wine Purveyors!** And please visit our sponsors' tables! Thanks to our amazing sponsors: **Allan Block Insurance, Budget Blinds of Ossining, Burke Energy, Carpet Giant, Douro Construction, Inc., Enveloping Sound, John's Painting & Carpentry, Kumon of Ossining, Legal Offices of Paolo Conte PLLC, Logrea Dance Academy, Lopez Home Improvement, Mike Risko Music, Mocks Mobile Detailing, Robison Oil** and **SavATree**.

We're asking you to help out **Ossining Padres Hispanos**, a nonprofit whose mission is to help families in need. Visit our website HomeMan.net/Client-Appreciation-Events to learn more about the event and the organization. And don't forget, if you're thinking of selling or buying a home, give us a call at **800-749-6600, ext. 818** or visit **HomeMan.net!**



1238 Pleasantville Road, Briarcliff Manor, NY 10510

🏠 An Equal Opportunity Company. Equal Housing Opportunity.

🏠 If your property is currently listed with a real estate broker, please disregard. It is not our intent to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Logrea Dance Academy & Mike Risko Music On the Hudson 2024!

Great Food from Wanna Empanada Too!

Join us for the **fun-filled, family-friendly, FREE** event on **Thursday, July 11th** from **6pm – 9pm**, at the picturesque **Louis Engel Waterfront Park** in Ossining. Immerse yourself in the **vibrant community spirit** as we celebrate two local businesses that have been nurturing dancers and musicians for decades.



Enjoy a high-energy **Zumba dance party** led by Nick Logrea and a **live concert** by the Mike Risko Band. Marvel at the talented performances from students of **Logrea Dance Academy** and **Mike Risko Music**. And, kids can participate in free dance and music demos too! We encourage guests to bring **non-perishable food items** for the **Ossining Food Pantry**. Additionally, Mike Risko Music will be collecting **gently used instruments** for their ongoing donation program, giving new life to musical instruments and inspiring future musicians. We are so proud to sponsor this fantastic event! The evening promises a night of **entertainment, community, and fun**. Bring your picnic dinner and chairs or savor delicious offerings from **Wanna Empanada's** food truck. In case of rain, the event will be rescheduled to Monday, July 15th. **Don't miss out** on this **spectacular** evening that highlights the artistic heartbeat of Ossining!

