

YOUR 2018 REAL ESTATE NEWSLETTER



Stacey Massoni

Welcoming in the New Year - 2018 Real Estate Forecast

With enthusiastic spirits we look ahead to the 2018 Real Estate Market, which continues to evolve amidst thriving economic markets, changing lifestyles and significant changes in taxes for all.

Homes Sold In The Last 4 Years

Year	Armonk	Scarsdale
2017	171	253
2016	145	234
2015	151	231
2014	131	253

In 2017, both the Armonk and Scarsdale markets experienced a surge in sales over the prior 2 years. A shortage of inventory in both locations resulted in fewer sales than could have occurred if inventory had been more robust.

Looking forward to 2018, The Spring market will begin earlier, as it did in 2017, and Sellers will achieve stable selling prices, with some increases, depending on the product and level of inventory at the start of the Spring market.

It is predicted that the new tax bill will have an effect on the market in the first quarter, but once consumers gain a better understanding of the changes, the market will stabilize once again.

A Few Highlights From The Tax Bill That Effects our Real Estate Markets

- * **Mortgage Interest Deduction** - The "New Tax Law" caps the deductible mortgage debt at \$750,000. Applies to loans after 12/14/17. Loans made before 12/14/17 can continue to deduct up to \$1mm.
- * Homeowners can **refi mortgage debt** that existed before 12/14/17 up to \$1mm and still deduct interest as long as new loan does not exceed the original loan amount.
- * Deductibility of interest on a home equity line of credit (**HELOC**) has been removed.
- * State and Local taxes (**SALT**) - Used to be able to deduct SALT in its entirety (including **school and property tax**) on your federal tax return. This deduction will now be **capped at \$10,000***.

MY GOAL... has been and always will be to assist you in becoming a well-informed buyer and/or seller, because I believe that preparation and knowledge leads to good business sense. **Which reminds me of another one of my favorite Ben Franklin quotes...** "By failing to prepare, you are preparing to fail". Equally important is gaining an understanding of the current real estate consumer mindset, so that you're ready for what's coming down the road. **It's never too early to be prepared for the 2018 Market.**

Your Real Estate transaction is one of the most important financial transactions that you will experience. I provide an unprecedented level of service, industry knowledge and expertise to get my clients... **RESULTS!**

Wishing you and your loved ones a Happy and
Healthy New Year filled with New Homes!

WELCOME TO WELL CONNECTED

2017 SALES

1 HILLVIEW COURT

SOLD



7 DEER RIDGE LANE

SOLD



12 HEMLOCK RISE

SOLD



19 HOPKINS LANE

SOLD



3 MAPLE WAY

SOLD



298 BEDFORD BANKSVILLE

SOLD



I'M LOCAL / I'M GLOBAL

5 MEADOW HILL PLACE

SOLD



20 SKYVIEW DRIVE

SOLD



39 MILLER CIRCLE

SOLD



12 AGNEW FARM ROAD

SOLD



10 HALLOCK PLACE

SOLD



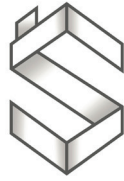
12 TERRACE CIRCLE

TESTIMONIAL



Stacee's skills, knowledge and professionalism were invaluable throughout our home buying process. While I was in Australia Stacee was able to find the home of our dreams. Her expertise, commitment and connections were the key to our success in the end.

- Bronte



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If your home is currently listed, please disregard this notice as it is not my intention to solicit other brokers' listings. This information deemed reliable but not guaranteed.

*In an effort to go GREEN please email me to get this via email.

ON THE HORIZON FOR 2018



10 Juniper Court

\$1,265,000



655 King Street

\$2,099,000