

## Douglas Elliman: Deep Rooted with New Build Homes

New Build Homes are nestled in neighborhoods across Long Island and Douglas Elliman's team of professionals are working with developers, builders and homebuyers to assure these new structures service a demand in the market as well as satisfy every homeowner's dream. Neither modern nor traditional these popular New Build Homes are referred to as transitional homes with a touch of contemporary and a flare of that old-style charm. Homebuyers receive all of today's amenities, technology, and lower carrying costs that these new construction homes can provide.

"We start from the beginning stages of locating a piece of land to designing the home," said Michael Stanco, a broker in Douglas Elliman's Locust Valley office. "The Stanco Team happens to be full service in terms of development. We know all the right outside and in-house professionals, including architects and designers. We also work with towns and incorporated villages towards the process of obtaining approvals, whether for houses or land subdivisions."

The benefits of new construction includes its array of amenities; technology through its "Smart Home" capabilities; and energy-efficient materials, heating, cooling and LED lighting that bring down carrying costs. "Your carrying charges are lower than they would be on older homes that are less efficient with their equipment, age and wear and tear," Stanco explained. "Above all, a new construction provides people a chance to live in something for the first time before anyone else."

A home that is "move-in ready" is very appealing in today's market, Stanco noted. "Buyers are extremely busy these days and would like to move into something immediately upon purchase. That is what a new construction provides," he said.

While there are people who work with architects to custom-build something that matches their lifestyle, for the most part, the trend today is to have a new home already built — people want to see the reality of what is there rather than just viewing the plans and do it themselves. A lot of people don't have the time or patience to custom build from the ground up, so they prefer something they can move right into quickly.



**PINE VALLEY ROAD HOME IN THE VILLAGE OF UPPER BROOKVILLE, LONG ISLAND. LISTED BY THE STANCO TEAM - MICHAEL STANCO, LUDMILLA STANCO & MIA VISSICHELLI, OF DOUGLAS ELLIMAN'S LOCUST VALLEY OFFICE. Photo by Douglas Elliman**

### Current New Properties

The Stanco Team has a distinguished list of New Build Homes including the \$5,495,000 Pine Valley Road home in the Village of Upper Brookville, Long Island. This brand new construction custom "Smart Home" is raising the bar for technology, design and quality for residents on Long Island's North Shore. Built by Brooklyn-based Cara Construction, who developed resorts in Anguilla and DUMBO's tallest luxury residential tower in Brooklyn, this 7-bedroom, 7.5-bath, three-level home features cutting edge designs including a fabulous kitchen featuring pizza oven, palatial master suite dressing room with built-ins, a temperature-controlled wine room, an elevator, generator, radiant heat, security cameras and spa bath.

We are very excited to bring this Pine Valley Road new construction to market," Stanco said. "We have had a lot of activity on it."

Set in North Shore's famed "Gold Coast" area, the Pine Valley home is 28 miles from Manhattan, is near golf clubs, boating, biking, cultural attractions and shopping at quaint an-

tique shops to the upscale Americana Manhasset.

"This home is quite a site," Stanco explained. "There are some transitional architectural features and Smart Home technology that separates this from other homes. It also has a finished lower level with multi media room, a gym, two laundry rooms (one on second floor and one on lower level). It is such an exciting home, top of the line all around."

Another impressive New Build, which is available for viewing with Brokers Jill Berman and Maggie Keats of Douglas Elliman's Port Washington office, is located at Old House Lane in Sands Point, Long Island. This \$13 million new shingle-style home includes 7 bedrooms and 7 1/2 bathrooms, an elevator, indoor sports court and a fully-outfitted cabana. Resting on 3.4 waterfront acres, the home is luxuriously scaled and proportioned, and designed to capitalize on the views. It also includes a private beachfront, natural privacy, lush gardens and in-ground negative-edge pool.

A \$3,995,000 New Build in Sag Harbor Village on Hillside Drive East is currently available through brokers James Peyton & Raphael Avigdor of Douglas Elliman Southampton office. This luxury new home in the heart of this historic beach community boasts 6 bedrooms and 7.5 baths on .35 acres.

Designed by local architect, Richard Hirt, entering the Hillside Drive East home you are greeted by a double height great room featuring a spectacular Rumford fireplace, 5" oak floors and an abundance of natural light streaming through the walls of Marvin glass that lead to the extensive mahogany covered deck. Other features include an open floor plan is designed for entertaining with a state-of-the-art Poggen Pohl kitchen outfitted with the full Miele suite of appliances and extensive butler's pantry. Adjacent is

the open formal dining area. The main floor is complete with three ensuite guest rooms featuring lavish marble baths, a large laundry room and a pool bath. Its master suite contains California Closets, Lutron electric shades and a marble spa-like bath.

### Blending New Gems with Old Treasures

With limited amount of land available, some New Build Homes are popping up in areas that have existing homes, which creates new comparable sales. "You're putting a value on a new home and often that exceeds a lot of sales in the immediate area only because there is a premium placed on new construction so you are generally going for something a little higher in price than what typical re-sale homes have sold for," Stanco explained. "A bank has to take this into consideration when putting appraisers on properties when financing is involved."

"As brokers, we forecast the value of what the home will be worth when it is built and a lot of times that is setting new expectations — higher than what is typically seen — and then you can get financing on that," he said.

Mixing new construction with homes beaming with history and old-style charm is an art form. "You have homes that were built in the 1920s along the Gold Coast and then you get these new homes and the trick is to try and get the new homes to look like they've been here all the time," Stanco said. Working with builders/developers and town officials, Douglas Elliman makes New Build Homes look like a natural fit that enhance the neighborhood's historic appeal.

"New Build is a popular trend," Stanco said. "These structures are done with quality, sensitivity toward a town's/village's culture and consist of the amenities people are looking for," Stanco noted. "And they sell."



**OLD HOUSE LANE HOME IN SANDS POINT, LONG ISLAND. LISTED BY JILL BERMAN AND MAGGIE KEATS, OF DOUGLAS ELLIMAN'S PORT WASHINGTON OFFICE. Photo by Keller Sandgren Architects**