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SCOTT LEE FREEMAN PROPERTIES

By the water pays off

BY JULIANNE MOSHER
Special to Newsday

It is no surprise that people flocking to the Hamptons in summer want to be next to the water. Even a pool rates, a new analysis showed.

Properties featuring pools in the Hamptons sell at a 23 percent premium over other homes in the area, according to a study by Out East, an online residential listing portal and Zillow Group subsidiary.

But buyers will pay even more for a waterfront property with an ocean or bay view. Homes near the bay sell for an average of \$1.05 million more than typical homes



A pool boosts East End home prices by 23 percent, according to a study by Out East. Beachfront boosts them even more.

in the Hamptons, while buyers who want ocean access will go even higher.

Out East's study also notes that the most popular draws for buyers on the South Fork are Amagansett, East Hampton, Southampton, Montauk and Sag Harbor.

At the same time, "we're noticing an uptick in interest for homes west of

the Shinnecock Canal," says Matt Daimler, general manager of Out East.

"Historically, the most sought-after towns have been farther east," Daimler says, "but the more affordable prices and shorter commutes from the city are drawing renters and buyers to towns like Hampton Bays, Quogue and Westhampton Beach."

New homeowner concierge service

BY ARIELLE DOLLINGER
Special to Newsday

Long Islanders overwhelmed by laundry lists of home repairs can now outsource home management, thanks to a new concierge service.

Woodbury-based Harmony Home Concierge, a service that markets itself as a "one-stop shop" experience, will handle a homeowner's affairs. For a monthly or annual fee, each member is assigned a personal agent, or concierge, who will make home service appointments — landscaping, light construction, miscellaneous repairs — using a network of vetted vendors.

"We're homeowners," said Steven Goldman, chief executive of Harmony Home and its parent company, Star Group, which owns and operates heating oil and propane companies on Long Island. "We kind of get that it's frustrating when you're waiting for someone that promises to show and they don't show."

Goldman, 57, of Lloyd Harbor,

launched the service in June with a twofold goal: "Make the management of a home less stressful, and give people back their time."

If a service person does not show, members call the concierge, who takes over from there. The agent will also make arrangements with homeowners who cannot be at home to wait for service providers and work with clients to plan future home repairs for scheduling and budgeting purposes.

The service is currently available in New York, New Jersey, Connecticut, Rhode Island and Boston. As of September, more than 2,500 customers were paying for the service, according to agent Alicia Hemerlein.

For those who do not have a heating oil account with the company, the service costs \$29.99 after a three-month free trial period. For those with an oil account, the cost drops to \$14.99 a month. Customers have full access to their assigned agents: They can text, email or call.