

Comparative Market Analysis

December 18, 2024

245 Normandy Road, Oyster Bay, 11758



Researched and prepared by

Valerie Stephan

exclusively for

V Jael

on December 18, 2024

Subject Property

245 Normandy Road

Oyster Bay, New York

11758



Valerie Stephan

OneKey MLS, LLC

400 Broadhollow Rd

Farmingdale, New York 11735

888-ONE-KEY2

VStephan@onekeymls.com

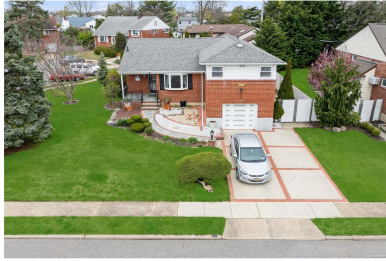



Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Price Adjustments

The subject property vs comparable properties.



	245 Normandy Road 	219 Albany Avenue	13 Oakley Avenue
MLS#	L3543334	804125	L3593788
Status Price	\$699,000	\$869,000	\$699,000
Status Date	06/21/2024	12/16/2024	12/2/2024
Status	Sold	Active	Active
DOM		2	16
Sub Type	Single Family Residence	Single Family Residence	Single Family Residence
Prop Attached	No	No	No
List Price	\$655,000	\$869,000	\$699,000
City	Oyster Bay	Oyster Bay	Oyster Bay
County	Nassau County	Nassau County	Nassau County
School Dist	Plainedge	Farmingdale	Amityville
Beds	3	3	3
Baths Total	2	2	2
Baths Full/Half	2 / 0	2 / 0	2 / 0
Rooms Total	7	8	7
SqFt Living		2,300	1,439
\$Prc/SqFt		\$377.83	\$485.75
Year Built	1954	1975	1966
Acres			
Style	Split Level	Hi-Ranch	Ranch
Basement	Crawl Space	None	Full, Unfinished, Walk-Out A
Attic	Full	Partial	Partial
Heating	Hot Water, Oil	Natural Gas	Electric, ENERGY STAR Qu
Cooling	Wall Unit(s)	Central Air	Central Air, ENERGY STAR
Levels	Multi/Split, Three Or More		
Parking	Attached, Driveway, Garage, On	Driveway	Attached, Private
Parking Tot			
Water	Public	Public	Public
Sewer		Public Sewer	Public Sewer
Tax Ann Amt	\$16,251	\$11,179	\$12,793
lt Factor	1000000		

Price	\$869,000	\$699,000
Total Adjustments	\$3,000	
Adjusted Price	\$872,000	




Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Price Adjustments

The subject property vs comparable properties.



	245 Normandy Road 	15 S Bay Drive	121 Ontario Ave
MLS#	L3543334	L3593483	804882
Status Price	\$699,000	\$625,000	\$599,990
Status Date	06/21/2024	11/29/2024	12/12/2024
Status	Sold	Active	Active
DOM		13	6
Sub Type	Single Family Residence	Single Family Residence	Single Family Residence
Prop Attached	No	No	No
List Price	\$655,000	\$625,000	\$599,990
City	Oyster Bay	Oyster Bay	Oyster Bay
County	Nassau County	Nassau County	Nassau County
School Dist	Plainedge	Massapequa	Plainedge
Beds	3	3	3
Baths Total	2	2	2
Baths Full/Half	2 / 0	2 / 0	2 / 0
Rooms Total	7	6	7
SqFt Living		1,087	1,190
\$Prc/SqFt		\$574.98	\$504.19
Year Built	1954	1955	1956
Acres			
Style	Split Level	Ranch	A-Frame
Basement	Crawl Space	None	
Attic	Full	Pull Stairs	Partial
Heating	Hot Water, Oil	Natural Gas, Baseboard	Hot Air
Cooling	Wall Unit(s)	None	None
Levels	Multi/Split, Three Or More	One	
Parking	Attached, Driveway, Garage, On	Attached, Private	
Parking Tot			
Water	Public	Public	Public
Sewer		Public Sewer	Public Sewer
Tax Ann Amt	\$16,251	\$11,394	\$13,598
It Factor	1000000		

	Price	\$625,000	\$599,990
	Total Adjustments		\$-2,000
	Adjusted Price		\$597,990



Valerie Stephan
 www.onekeymls.com
 Ph: 888-ONE-KEY2
 The Path Home Starts Here!

Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Price Adjustments

The subject property vs comparable properties.



	245 Normandy Road	160 Jerusalem Avenue	275 N Syracuse Avenue
MLS#	L3543334	LP1439186	L3572158
Status Price	\$699,000	\$599,000	\$700,000
Status Date	06/21/2024	11/16/2024	12/16/2024
Status	Sold	Active	Pending
DOM		32	125
Sub Type	Single Family Residence	Single Family Residence	Single Family Residence
Prop Attached	No	No	No
List Price	\$655,000	\$599,000	\$700,000
City	Oyster Bay		Oyster Bay
County	Nassau County	Nassau County	Nassau County
School Dist	Plainedge	Plainedge	Farmingdale
Beds	3	3	3
Baths Total	2	2	2
Baths Full/Half	2 / 0	1 / 1	2 / 0
Rooms Total	7	6	7
SqFt Living		1,145	
\$Prc/SqFt		\$523.14	
Year Built	1954	1962	1956
Acres			
Style	Split Level	Ranch	Colonial
Basement	Crawl Space	Finished, Full	Partial
Attic	Full	Full	Partial
Heating	Hot Water, Oil	Oil, Baseboard	Natural Gas, Baseboard, Ho
Cooling	Wall Unit(s)	Central Air	Wall/Window Unit(s)
Levels	Multi/Split, Three Or More		Multi/Split
Parking	Attached, Driveway, Garage, On	Attached, Garage, Private	Private, Attached, Driveway
Parking Tot			
Water	Public	Public	Public
Sewer		Public Sewer	Public Sewer
Tax Ann Amt	\$16,251	\$11,836	\$14,268
It Factor	1000000		

	Price	\$599,000	\$700,000
	Total Adjustments		
	Adjusted Price		

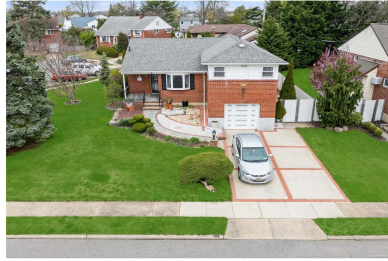



Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024


Price Adjustments

The subject property vs comparable properties.



	245 Normandy Road 	275 W End Avenue	3 Curlew Place
MLS#	L3543334	L3579847	L3576650
Status Price	\$699,000	\$820,000	\$775,000
Status Date	06/21/2024	12/3/2024	10/25/2024
Status	Sold	Sold	Sold
DOM		12	19
Sub Type	Single Family Residence	Single Family Residence	Single Family Residence
Prop Attached	No	No	No
List Price	\$655,000	\$749,000	\$749,999
City	Oyster Bay	Oyster Bay	Oyster Bay
County	Nassau County	Nassau County	Nassau County
School Dist	Plainedge	Massapequa	Massapequa
Beds	3	3	3
Baths Total	2	2	2
Baths Full/Half	2 / 0	2 / 0	2 / 0
Rooms Total	7	7	6
SqFt Living		1,928	
\$Prc/SqFt		\$425.31	
Year Built	1954	1951	1966
Acres			
Style	Split Level	Ranch	Hi-Ranch, Ranch
Basement	Crawl Space	Crawl Space	None
Attic	Full	Scuttle	Partial
Heating	Hot Water, Oil	Natural Gas, Hot Water	Baseboard, Hot Water, Oil
Cooling	Wall Unit(s)	Central Air	Central Air
Levels	Multi/Split, Three Or More	One	Two
Parking	Attached, Driveway, Garage, On	Garage Door Opener, Private	Attached, Driveway, Garage
Parking Tot		4	
Water	Public	Public	Public
Sewer		Public Sewer	Public Sewer
Tax Ann Amt	\$16,251	\$14,137	\$13,987
It Factor	1000000		

	Price	\$820,000	\$775,000
	Total Adjustments		
	Adjusted Price		



Valerie Stephan
 www.onekeymls.com
 Ph: 888-ONE-KEY2
 The Path Home Starts Here!

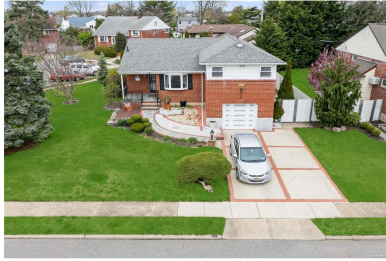



Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Price Adjustments

The subject property vs comparable properties.



	245 Normandy Road 	6 Mohawk Place	324 N Albany Avenue
MLS#	L3543334	L3548247	L3580008
Status Price	\$699,000	\$751,900	\$700,000
Status Date	06/21/2024	8/16/2024	11/22/2024
Status	Sold	Sold	Sold
DOM		54	7
Sub Type	Single Family Residence	Single Family Residence	Single Family Residence
Prop Attached	No	No	No
List Price	\$655,000	\$722,500	\$665,000
City	Oyster Bay	Oyster Bay	Oyster Bay
County	Nassau County	Nassau County	Nassau County
School Dist	Plainedge	Massapequa	Plainedge
Beds	3	3	3
Baths Total	2	2	2
Baths Full/Half	2 / 0	1 / 1	1 / 1
Rooms Total	7	7	7
SqFt Living			
\$Prc/SqFt			
Year Built	1954	1960	1956
Acres			
Style	Split Level	Colonial	Split Level
Basement	Crawl Space	Full, Unfinished	Finished, Full
Attic	Full	Unfinished	Full
Heating	Hot Water, Oil	Forced Air, Natural Gas	Natural Gas, Baseboard
Cooling	Wall Unit(s)	Central Air	Wall Unit(s), Wall/Window U
Levels	Multi/Split, Three Or More	Three Or More	Multi/Split
Parking	Attached, Driveway, Garage, On	Attached, Driveway, Garage	Detached, Driveway, Garag
Parking Tot			
Water	Public	Public	Public
Sewer		Public Sewer	Public Sewer
Tax Ann Amt	\$16,251	\$18,001	\$14,475
It Factor	1000000		

	Price	\$751,900	\$700,000
	Total Adjustments		
	Adjusted Price		




Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Price Adjustments

The subject property vs comparable properties.



	245 Normandy Road 	245 Normandy Road
MLS#	L3543334	L3543334
Status Price	\$699,000	\$699,000
Status Date	06/21/2024	6/21/2024
Status	Sold	Sold
DOM		42
Sub Type	Single Family Residence	Single Family Residence
Prop Attached	No	No
List Price	\$655,000	\$655,000
City	Oyster Bay	Oyster Bay
County	Nassau County	Nassau County
School Dist	Plainedge	Plainedge
Beds	3	3
Baths Total	2	2
Baths Full/Half	2 / 0	2 / 0
Rooms Total	7	7
SqFt Living		
\$Prc/SqFt		
Year Built	1954	1954
Acres		
Style	Split Level	Split Level
Basement	Crawl Space	Crawl Space
Attic	Full	Full
Heating	Hot Water, Oil	Hot Water, Oil
Cooling	Wall Unit(s)	Wall Unit(s)
Levels	Multi/Split, Three Or More	Multi/Split, Three Or Mor
Parking	Attached, Driveway, Garage, On	Attached, Driveway, Garage
Parking Tot		
Water	Public	Public
Sewer		
Tax Ann Amt	\$16,251	\$16,251
It Factor	1000000	

Price	\$699,000
Total Adjustments	
Adjusted Price	



Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Minimums and Maximums

A summary of key property attributes in this analysis.

Listing Price between \$599,000 and \$869,000

Selling Price between \$699,000 and \$820,000

 3 Beds

 1-2 Baths

 0-1 Half Bath

\$425.31 per Sold Square Foot

Year Built between 1951 and 1975



Valerie Stephan
 www.onekeymls.com
 Ph: 888-ONE-KEY2
 The Path Home Starts Here!

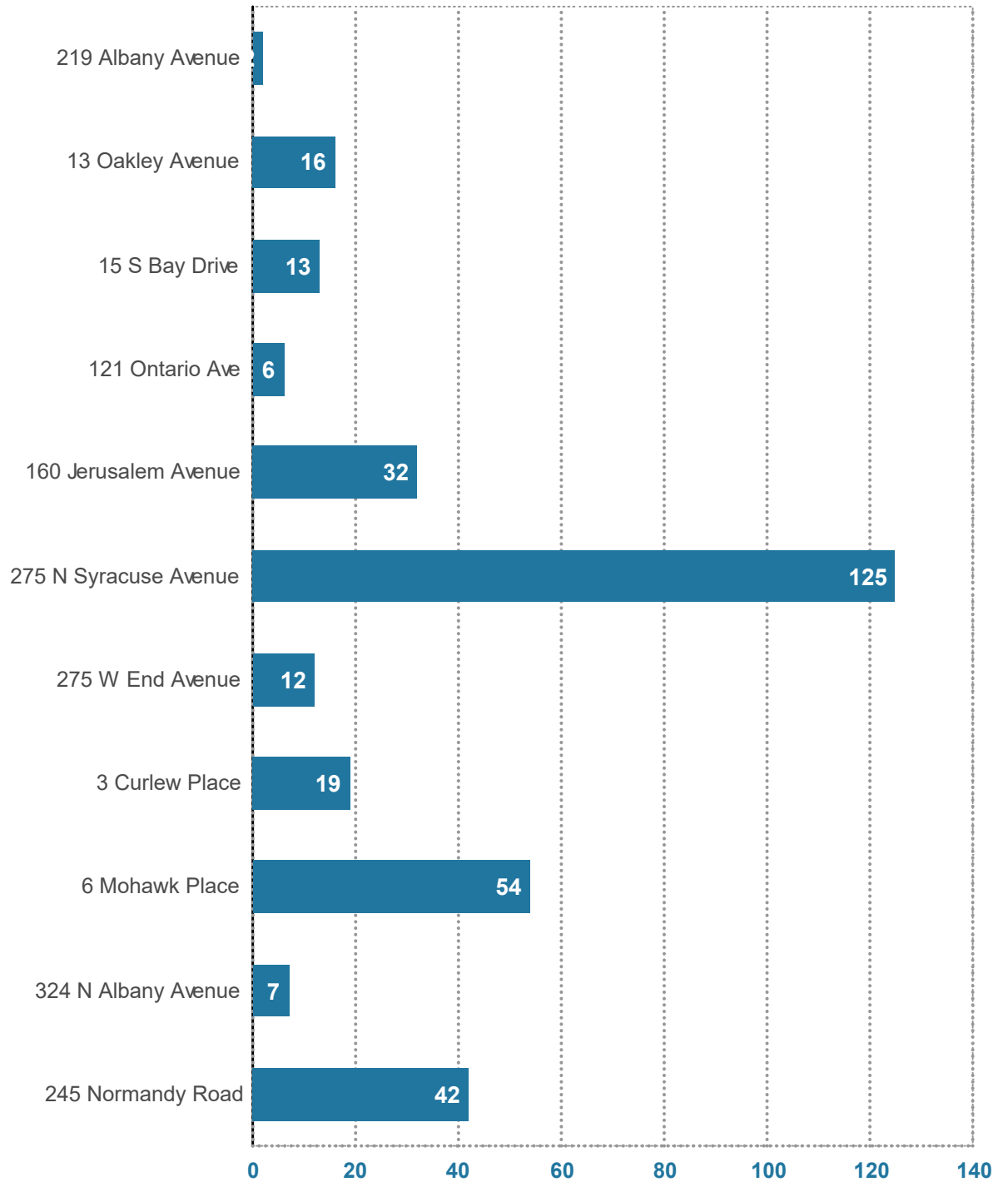


Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Days On Market

The number of days each property has been listed on the market.



Valerie Stephan
 www.onekeymls.com
 Ph: 888-ONE-KEY2
 The Path Home Starts Here!

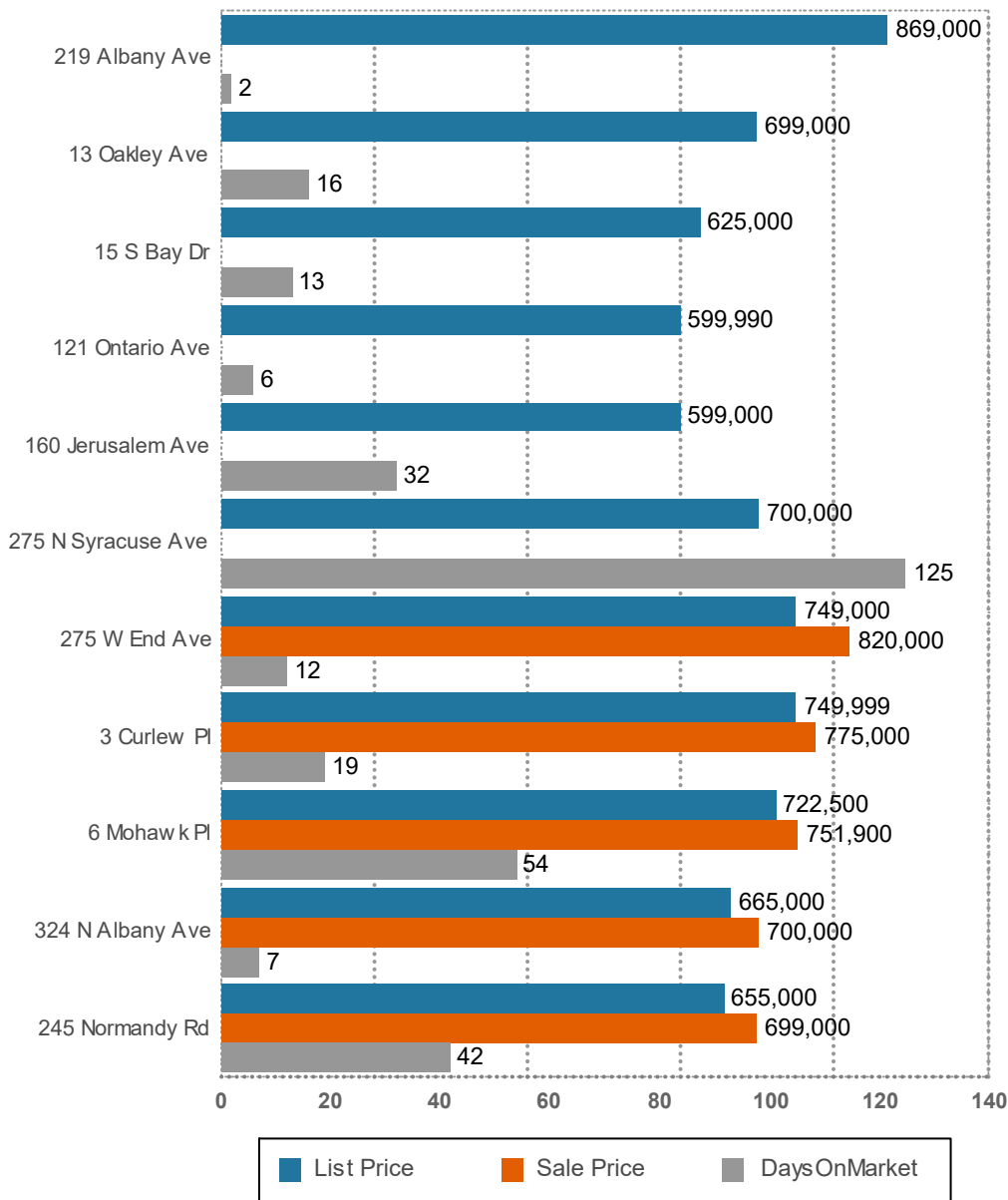


Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

List Price, Sale Price, and Days on Market

List price, and sale price of sold listings, with the number of days each property has been listed on the market.





Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Brief Summary of Comparable Properties

A brief summary of the subject and comparable properties in this market analysis.

Status: Active

Residential

Address	MLS#	Sub Type / Style	SqFt	Beds	F / H	Yr Blt	L/S Price	Status Dt	DOM
245 Normandy Road		SIFARE / Split Level		3	2 / 0	1954			
219 Albany Avenue	804125	SIFARE / Hi-Ranch	2,300	3	2 / 0	1975	\$869,000	12/16/24	2
13 Oakley Avenue	L3593788	SIFARE / Ranch	1,439	3	2 / 0	1966	\$699,000	12/2/24	16
15 S Bay Drive	L3593483	SIFARE / Ranch	1,087	3	2 / 0	1955	\$625,000	11/29/24	13
121 Ontario Ave	804882	SIFARE / A-Frame	1,190	3	2 / 0	1956	\$599,990	12/12/24	6
160 Jerusalem Avenue	LP1439186	SIFARE / Ranch	1,145	3	1 / 1	1962	\$599,000	11/16/24	32
Average			1,432	3	2 / 0	1963	\$678,398		14

Status: Pending

Residential

Address	MLS#	Sub Type / Style	SqFt	Beds	F / H	Yr Blt	L/S Price	Status Dt	DOM
245 Normandy Road		SIFARE / Split Level		3	2 / 0	1954			
275 N Syracuse Avenue	L3572158	SIFARE / Colonial		3	2 / 0	1956	\$700,000	12/16/24	125
Average				3	2 / 0	1956	\$700,000		125

Status: Sold

Residential

Address	MLS#	Sub Type / Style	SqFt	Beds	F / H	Yr Blt	L/S Price	Status Dt	DOM
245 Normandy Road		SIFARE / Split Level		3	2 / 0	1954			
275 W End Avenue	L3579847	SIFARE / Ranch	1,928	3	2 / 0	1951	\$820,000	12/3/24	12
3 Curlew Place	L3576650	SIFARE / Hi-Ranch, Ranch		3	2 / 0	1966	\$775,000	10/25/24	19
6 Mohawk Place	L3548247	SIFARE / Colonial		3	1 / 1	1960	\$751,900	8/16/24	54
324 N Albany Avenue	L3580008	SIFARE / Split Level		3	1 / 1	1956	\$700,000	11/22/24	7
245 Normandy Road	L3543334	SIFARE / Split Level		3	2 / 0	1954	\$699,000	6/21/24	42
Average			1,928	3	2 / 0	1957	\$749,180		27

Summary

Status	Total	Avg Price	Avg \$ Per SqFt	Median	Low	High	Avg DOM
Active	5	\$678,398	\$493.18	\$625,000	\$599,000	\$869,000	14
Pending	1	\$700,000		\$700,000	\$700,000	\$700,000	125
Sold	5	\$749,180	\$425.31	\$751,900	\$699,000	\$820,000	27
Total	11	\$712,535	\$481.87	\$700,000	\$599,000	\$869,000	30



Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Active Properties

\$869,000 **219 Albany Avenue** **12/16/2024** Status: Active



PO/Town **Massapequa**
 County **Nassau County**
 Subdiv
 Type **Single Family Residence**
 Parking **Driveway**

bed **3** SqFt **2,300**
 full **2** DOM **2**
 ha **0** Gar **1**
 year **1975** Acres

MLS # **804125**

Taxes **\$11,179**

Immaculate and meticulously maintained high ranch featuring a main level with 3 bedrooms, a kitchen, a dining area, a living room, and a full bath. The lower level offers a second kitchen, a full bath, a spacious living area, a garage, and sliding doors to the side and backyard that is fully paved that is gorgeous and maintenance free. This home boasts numerous upgrades, including a new boiler, central air conditioning, Andersen windows, a ProVia front door, oak flooring, granite countertops, Toto and Kohler toilets, ductless AC on the ground level, sprinklers, a gas fireplace, and more. Full fenced Conveniently located near the Southern State Parkway for easy commuting, it's also a short drive to the Massapequa train station and close to shopping. Truly turn-key, this home is ready for you to move right in!

\$699,000 **13 Oakley Avenue** **12/02/2024** Status: Active



PO/Town **Massapequa**
 County **Nassau County**
 Subdiv
 Type **Single Family Residence**
 Parking **Attached, Private**

bed **3** SqFt **1,439**
 full **2** DOM **16**
 ha **0** Gar **2**
 year **1966** Acres

MLS # **L3593788**

Taxes **\$12,793**

Main level remolded in 2024. Welcome to a home that perfectly blends classic charm with modern upgrades. Brand-new red oak hardwood floors create a warm and sophisticated ambiance, while the remodeled bathrooms feature sleek fixtures and on-trend finishes. The kitchen, designed with practicality and style in mind, includes updated appliances and elegant touches. A new central air system and hot water tank ensure comfort and reliability year-round. Every room is illuminated by stylish high hats, adding the finishing touch to this tastefully refreshed space. Sold As-Is, Additional information: Separate Hot water Heater:y New central air with new duct work, new hot water tank, gas is in next house if you want to convert.



Valerie Stephan
 www.onekeymls.com
 Ph: 888-ONE-KEY2
 The Path Home Starts Here!

Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Active Properties

\$625,000 **15 S Bay Drive** **11/29/2024** Status: Active



PO/Town **Massapequa**
 County **Nassau County**
 Subdiv **Nassau Shores**
 Type **Single Family Residence**
 Parking **Attached, Private**

bed **3** SqFt **1,087**
 full **2** DOM **13**
 ha **0** Gar
 year **1955** Acres

MLS # **L3593483**

Taxes **\$11,394**

Welcome home to your sizable slice of this sought after beach community! Come make this charming ranch your own with your special touch. Enjoy convenient single floor living at its best or join the many neighbors beautifully expanding to their own vision. The possibilities are endless in this gorgeous section of Nassau Shores. Taxes do not reflect STAR rebate., Additional information: Appearance:Great

\$599,990 **121 Ontario Ave** **12/12/2024** Status: Active



PO/Town **Massapequa**
 County **Nassau County**
 Subdiv
 Type **Single Family Residence**
 Parking

bed **3** SqFt **1,190**
 full **2** DOM **6**
 ha **0** Gar **1**
 year **1956** Acres

MLS # **804882**

Taxes **\$13,598**

Calling All Builders and Investors!! Great Mid Block Location, 80x100 Property with a Convenient Location to Schools, Shopping, LIRR and all Major Roads. This Home is being Sold "As Is" Condition. Cash Offers Only!!



Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Active Properties


\$599,000	160 Jerusalem Avenue	11/16/2024	Status: Active
	PO/Town Massapequa	bed 3	SqFt 1,145
	County Nassau County	full 1	DOM 32
	Subdiv	ha 1	Gar
	Type Single Family Residence	year 1962	Acres
	Parking Attached, Garage, Private		
MLS # LP1439186	Taxes \$11,836		

Well Maintained 3 bedroom 1.5 Bath Ranch. CAC, Attached Garage, Primary Bedroom with Half Bath. Full Finished Basement. Plainedge Schools, Additional information: Appearance:Good

Pending Properties

\$700,000	275 N Syracuse Avenue	12/16/2024	Status: Pending
	PO/Town Massapequa	bed 3	SqFt
	County Nassau County	full 2	DOM 125
	Subdiv	ha 0	Gar
	Type Single Family Residence	year 1956	Acres
	Parking Private, Attached, Driveway		
MLS # L3572158	Taxes \$14,268		

Discover this meticulously maintained split-level home, nestled on an oversized 80x100 lot in the heart of Massapequa. This residence has been thoughtfully updated, featuring a newer roof, modern heating system, and gleaming hardwood floors throughout. The home boasts elegant touches, including recessed lighting and crown moldings, adding to its warm and inviting ambiance. The kitchen is a culinary delight, equipped with cream wood cabinetry, stainless steel appliances, and stunning granite countertops. Adjacent to the kitchen is a cozy dining area with sliding doors that open onto a deck with a retractable awning, perfect for outdoor entertaining. The living room exudes spaciousness with its vaulted ceiling and two skylights, flooding the space with natural light. The home offers three comfortable bedrooms and two full baths, including a newly renovated bathroom. The lower level features a welcoming family room, a convenient laundry room, and a partial basement that provides additional storage and houses utilities. Outside, enjoy the privacy of a fully fenced-in yard, ideal for relaxation or play. The property also includes a one-car attached garage. Located close to shopping, dining, and transportation, this home offers both convenience and tranquility. Additional information: Appearance:Mint




Valerie Stephan
 www.onekeymls.com
 Ph: 888-ONE-KEY2
 The Path Home Starts Here!











Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Sold Properties


\$749,000 ~~**\$820,000**~~ **275 W End Avenue**  **12/03/2024** Status: **Sold**











PO/Town **Massapequa** bed  **3** SqFt  **1,928**
 County **Nassau County** full  **2** DOM  **12**
 Subdiv ha  **0** Gar  **1**
 Type **Single Family Residence**
 Parking **Garage Door Opener, Private, 1year**  **1951** Acres 

MLS # **L3579847** Taxes **\$14,137**

Welcome to 275 West End Avenue in Massapequa, NY! This spacious ranch-style home is approximately 1928 square feet and offers 3 bedrooms and 2 bathrooms. The eat-in kitchen boasts stainless steel appliances, granite countertops, and elegant shaker cabinets. Hardwood floors run throughout the home, which also features central air and natural gas hot water heating and a wood burning fireplace. Right through sliding glass doors onto a covered deck and patio, perfect for outdoor relaxation, overlooking a 16x36 in-ground pool. There is an attached 1 car garage with a driveway that can fit up to 4 cars. The property sits on a generous 80x112 lot. Generator hook up. Flood Zone X. Star Exemption \$1,231.04, Additional information: Appearance:Mint,Separate Hotwater Heater:yes


\$749,999 ~~**\$775,000**~~ **3 Curlew Place**  **10/25/2024** Status: **Sold**



PO/Town **Massapequa** bed  **3** SqFt 
 County **Nassau County** full  **2** DOM  **19**
 Subdiv ha  **0** Gar 
 Type **Single Family Residence**
 Parking **Attached, Driveway, Garage, P1year**  **1966** Acres 

MLS # **L3576650** Taxes **\$13,987**

WE HAVE THE PERFECT HOUSE FOR YOU RIGHT HERE ON CURLEW! THIS NEWLY RENOVATED 3 BED, 2 BATH HI RANCH IS NESTLED IN THE BEAUTIFUL NASSAU SHORES SECTION OF MASSAPEQUA. STEP INTO THE OPEN-CONCEPT LIVING ROOM, DINING ROOM, AND KITCHEN, ALL WITH PRISTINE HARDWOOD FLOORS. THE BRAND NEW KITCHEN BOASTS STAINLESS STEEL APPLIANCES AND QUARTZ COUNTERTOPS.... THE TOP FLOOR FEATURES THREE SPACIOUS BEDROOMS AND A FULL BATHROOM. DOWNSTAIRS, YOU'LL FIND A LARGE ENTERTAINMENT ROOM WITH TILE FLOORS AND A SLIDING DOOR LEADING TO THE YARD. THE LOWER LEVEL ALSO INCLUDES ANOTHER FULL BATHROOM AND A LAUNDRY ROOM.... THE ATTACHED 2-CAR GARAGE IS PERFECT FOR CAR ENTHUSIASTS OR EXTRA STORAGE. THE HOME COMES WITH ALL THE EXTRAS: 3 ZONE HEATING, SEPARATE HOT WATER HEATER, 5 ZONE IN-GROUND SPRINKLER SYSTEM, CENTRAL AIR, UPDATED ELECTRIC, ANDERSEN WINDOWS, A PVC FENCE, PRIVATE YARD, TREX DECK, AND AN ELECTRIC AWNING... GAS IN THE STREET!! IMPORTANT: SELLER WILL ENTERTAIN OFFERS WITH SELLER FINANCING TERMS, ENSURING AN EVEN FASTER CLOSING, Additional information: Interior Features:Lr/Dr




Valerie Stephan
 www.onekeymls.com
 Ph: 888-ONE-KEY2
 The Path Home Starts Here!











Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Sold Properties


\$722,500 ~~**\$751,900**~~ **6 Mohawk Place**  **08/16/2024** Status: **Sold**











PO/Town **Massapequa** bed  **3** SqFt 
 County **Nassau County** full  **1** DOM  **54**
 Subdiv ha  **1** Gar 
 Type **Single Family Residence**
 Parking **Attached, Driveway, Garage, 0** year  **1960** Acres 

MLS # **L3548247** Taxes **\$18,001**

Prime Location!! You'll Love Living In Desirable Biltmore Shores Which Offers The Biltmore Shores Beach Club On The Mouth Of The Bay & The Marina! Make This Your Own!!! This Mid-block Colonial boasts A Charming Front Porch With Pavers, Entry Hall, Living Room, Dining Room, Large Eat-In-Kitchen, Family Room, 3 Bedrooms, 1.5 Dual Entry Bathrooms, Basement & Attached Garage. Featuring Roof Deck Second Floor, Gas Heat & updated Hot Water Tank, Central Air Conditioning With Updated Compressor, Underground Sprinkler System, Fenced Backyard. Massapequa School District #23, Birch Lane Elementary School. Beautiful & Active Area To Bike, Walk, Roller Blade, Skate Board & An Easy Breezy Walk To The Biltmore Shores Beach Club & Marina For Parties, Fun & Socialization!!!! Welcome Home!!, Additional information: Appearance:Excellent,Separate Hotwater Heater:Yes


\$665,000 ~~**\$700,000**~~ **324 N Albany Avenue**  **11/22/2024** Status: **Sold**



PO/Town **Massapequa** bed  **3** SqFt 
 County **Nassau County** full  **1** DOM  **7**
 Subdiv ha  **1** Gar 
 Type **Single Family Residence**
 Parking **Detached, Driveway, Garage, P** year  **1956** Acres 

MLS # **L3580008** Taxes **\$14,475**

Welcome to this beautiful front-to-back split-level home in Massapequa, within the award winning Plainedge school district. Offering over 1,500 sqft. of living space, this home sits on a well-maintained 70 x 100 lot. Inside, you'll find an open-concept living room and dining room with vaulted ceiling, creating a bright and spacious atmosphere. The home continues with a relaxing den, mudroom and eat in kitchen with skylights for an abundance of natural light. The floor plan also features 3 bedrooms, 1.5 bathrooms. The home is complete with a new gas boiler (2020), and a newer roof (2004), all in excellent condition , the home is ready to be customized to your taste. All of this is centrally located on a beautiful tree lined street with close proximity to schools ,shopping and transportation. Don't miss the opportunity to make this your dream home!, Additional information: Appearance:Maintained,Separate Hotwater Heater:Y



Valerie Stephan
 www.onekeymls.com
 Ph: 888-ONE-KEY2
 The Path Home Starts Here!



Subject Property: 245 Normandy Road, Oyster Bay, 11758









December 18, 2024

Sold Properties

\$655,000 ~~**\$699,000**~~ **245 Normandy Road**  **06/21/2024** Status: **Sold**




PO/Town **Massapequa**
 County **Nassau County**
 Subdiv
 Type **Single Family Residence**
 Parking **Attached, Driveway, Garage, 0** year

bed  **3** SqFt 
 full  **2** DOM  **42**
 ha  **0** Gar 
 year  **1954** Acres 

MLS # **L3543334**

Taxes **\$16,251**

Location! Location! Opportunity Knocks! Nestled In A Desirable Massapequa Neighborhood, Siding A Cul-De-Sac On Oversized 90 x 100 Property & Offering Plainedge Award Winning SD# 18. Bring Your Imagination & Create Your Forever Dream Home! Welcome To This Unique Brick Split Level Style Featuring An Open Concept Floor Plan, A Front Porch, Step Down Living Room & Step Up Formal Dining Room. Maple Wood Cabinets In Kitchen With Granite Countertops, Spacious Family Room Behind Garage, 3 Bedrooms, 2 Bathrooms, Some Windows Updated, Oak Flooring Under Carpeting, Shed Is A Gift, Hot Water Heating System Installed 2014, Roof Installed 2013. THIS WILL NOT LAST! HURRY!



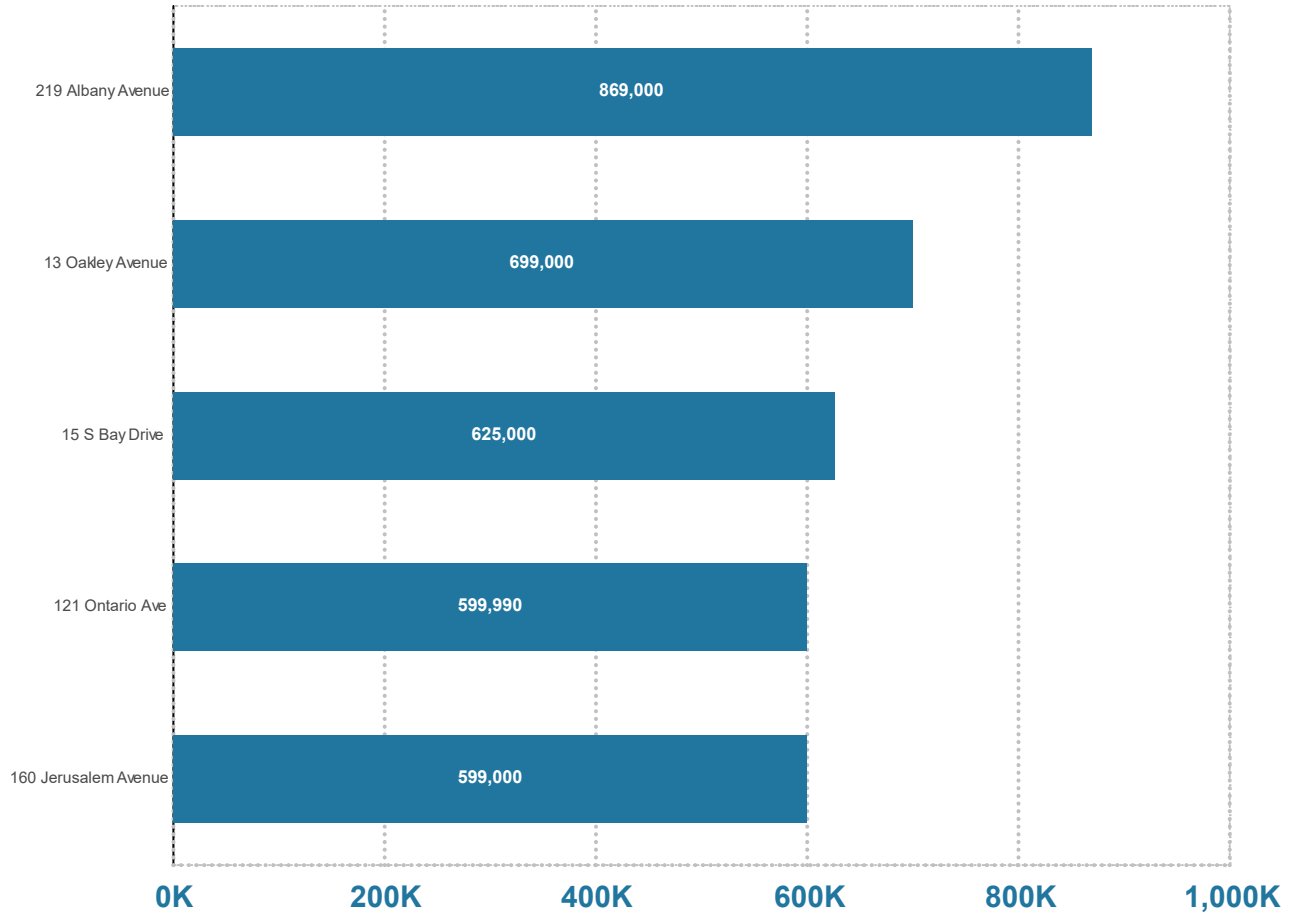
Valerie Stephan
 www.onekeymls.com
 Ph: 888-ONE-KEY2
 The Path Home Starts Here!



Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Active Properties (5)



Lowest Price	↓	\$599,000
Highest Price	↑	\$869,000
Average Price	Ⓢ	\$678,398
Average Price/SqFt	Ⓢ	\$493.18
Average Days on Market	📅	14

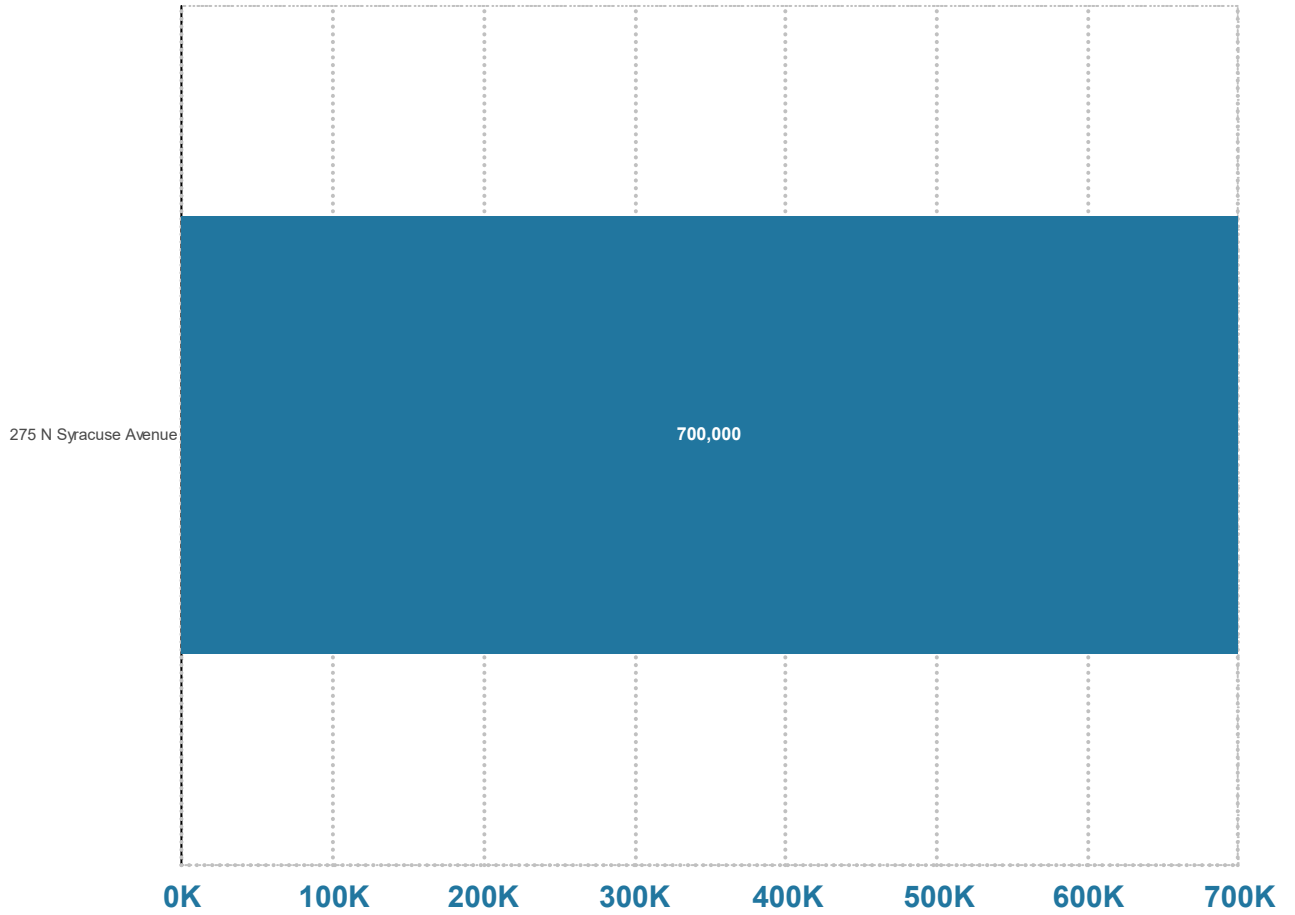


Valerie Stephan
 www.onekeymls.com
 Ph: 888-ONE-KEY2
 The Path Home Starts Here!


Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Pending Properties (1)



Lowest Price	↓	\$700,000
Highest Price	↑	\$700,000
Average Price	Ⓢ	\$700,000
Average Price/SqFt	Ⓢ	
Average Days on Market	📅	125



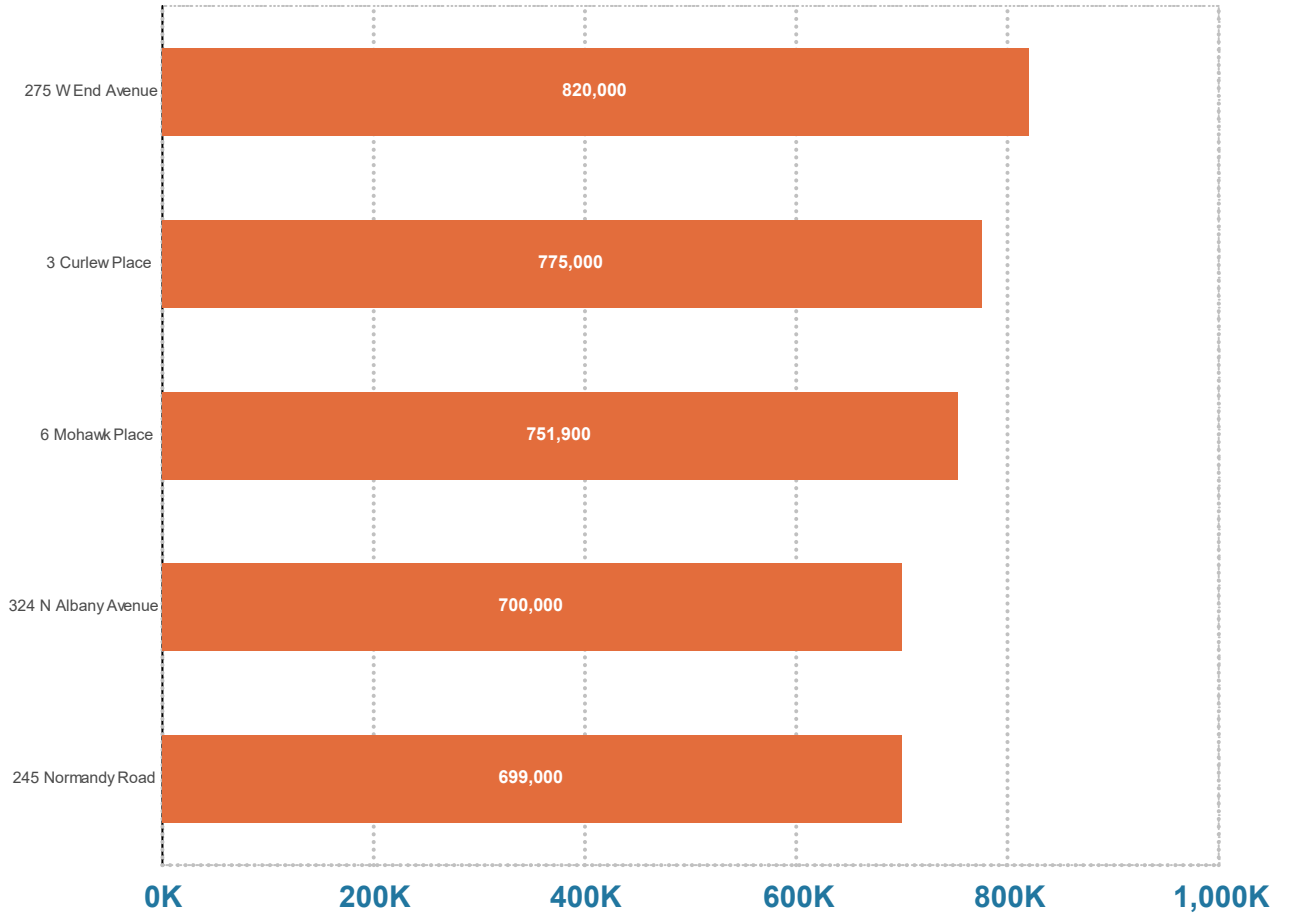
Valerie Stephan
 www.onekeymls.com
 Ph: 888-ONE-KEY2
 The Path Home Starts Here!



Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Sold Properties (5)



Lowest Price	↓	\$699,000
Highest Price	↑	\$820,000
Average Price	Ⓢ	\$749,180
Average Price/SqFt	Ⓢ	\$425.31
Average Days on Market	📅	27



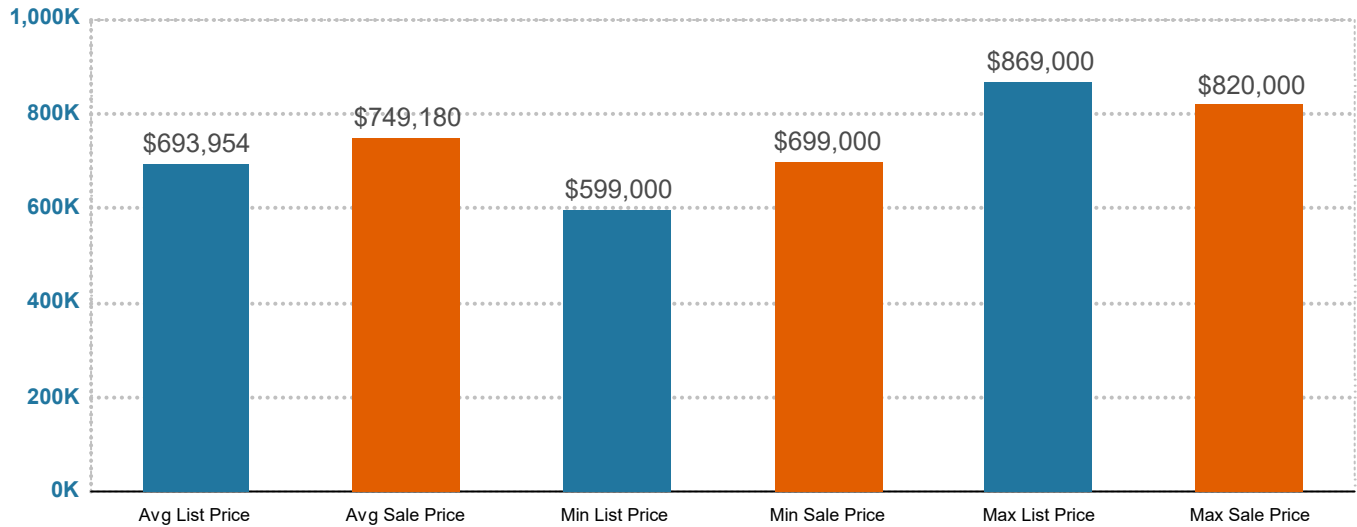
Valerie Stephan
 www.onekeymls.com
 Ph: 888-ONE-KEY2
 The Path Home Starts Here!

Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Summary Analysis

A visual representation of all your selected properties.




Cumulative Analysis

Listing Category	Lowest Price	Highest Price	Average Price	Avg. \$ /Sq.Ft.
Active	\$599,000	\$869,000	\$678,398	\$493.18
Pending	\$700,000	\$700,000	\$700,000	
Sold	\$699,000	\$820,000	\$749,180	\$425.31
Min/Max/Average	\$599,000	\$869,000	\$712,535	\$481.87

Sold Property Analysis

Address	Status	List Price	LP/Sq.Ft.	Sale Price	SP/Sq.Ft.
275 W End Avenue	Sold	\$749,000	\$388.49	\$820,000	\$425.31
3 Curlew Place	Sold	\$749,999		\$775,000	
6 Mohawk Place	Sold	\$722,500		\$751,900	
324 N Albany Avenue	Sold	\$665,000		\$700,000	
245 Normandy Road	Sold	\$655,000		\$699,000	
Average		\$708,300	\$388.49	\$749,180	\$425.31



Valerie Stephan
 www.onekeymls.com
 Ph: 888-ONE-KEY2
 The Path Home Starts Here!



Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Pricing Recommendation

Setting the right price is critical to a successful sale.

General Facts About Pricing

There are many things we can do to help ensure the successful sale of your home--such as sprucing up its appearance and marketing it aggressively--but the single most important thing is choosing the right price.

The best, most reliable way of choosing the right list price for your home is by comparing it to similar properties in the neighborhood. How much are comparable properties currently listed for? How much did comparable properties recently sell for? How are these properties different than yours? Are prices rising or falling? These questions will guide us to the best possible list price for your home: a price that is as high as possible but low enough to generate interest and lead to a quick sale.

Market Statistics

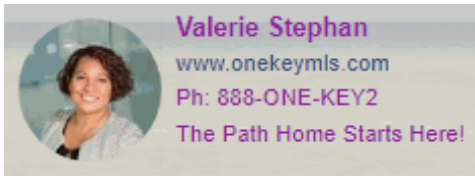
Sell Price		Sell Price Per Sq. Ft.	
Average Price:	\$712,600	Average Price/Sq Ft:	\$263
High Price:	\$872,000	High Price/Sq Ft:	\$575
Median Price:	\$700,000	Median Price/Sq Ft:	\$379
Low Price:	\$598,000	Low Price/Sq Ft:	\$0

Prices are adjusted for property differences, rounded to the nearest \$100.



I think the price we should consider is between \$X - and \$X based on the following factors:

Here are some additional notes on the subject property, area, lifestyle amenities, walkability, etc.



Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Activity vs. Timing

The importance of pricing correctly.

A common question home buyers ask is, "how long has this home been on the market?"

Though the question may sound innocent, the answer can have serious consequences for the sale of your property.




When a seller first lists their property, there's no denying they are in the driver's seat. A new listing creates a flurry of interest as buyers scramble to be the first to view it--and potentially make an offer. With each passing day, however, interest wanes and sellers quickly learn that "days on market" dictates who holds the cards.

As time passes, potential buyers become more suspicious of why the property hasn't yet sold ... leading them to wonder if there is something other buyers know that they don't.

And while issues with the home itself may sometimes be the reason for it not selling, it usually comes down to overpricing.

To keep your days on market short, it's important to price your property competitively from the outset and do everything you can to promote your property during its first two weeks on the market.



Valerie Stephan
www.onekeymls.com
Ph: 888-ONE-KEY2
The Path Home Starts Here!



Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

My Guarantee to You

As your real estate agent, I am committed to working with you to develop a service plan that addresses your unique needs throughout the entire listing and sale process.



Valerie Stephan
OneKey MLS, LLC
400 Broadhollow Rd
Farmingdale, New York 1173
888-ONE-KEY2

As part of that plan, I guarantee to provide you with my undivided loyalty while protecting your best interests at all times.

I am bound by a strict code of ethics, and I promise to exercise the skill and good judgement you expect from a real estate professional.

I understand that selling your home is one of the most emotional and financially important decisions you will make. I pledge to fulfill every commitment in my service plan and will strive to exceed your best expectations.

✕ _____

Date:

If for any reason you feel I don't act according to the agreed activities in the plan, you may:

- Advise me that you aren't satisfied and ask for a revision to the plan

or

- Cancel the listing agreement



Subject Property: 245 Normandy Road, Oyster Bay, 11758

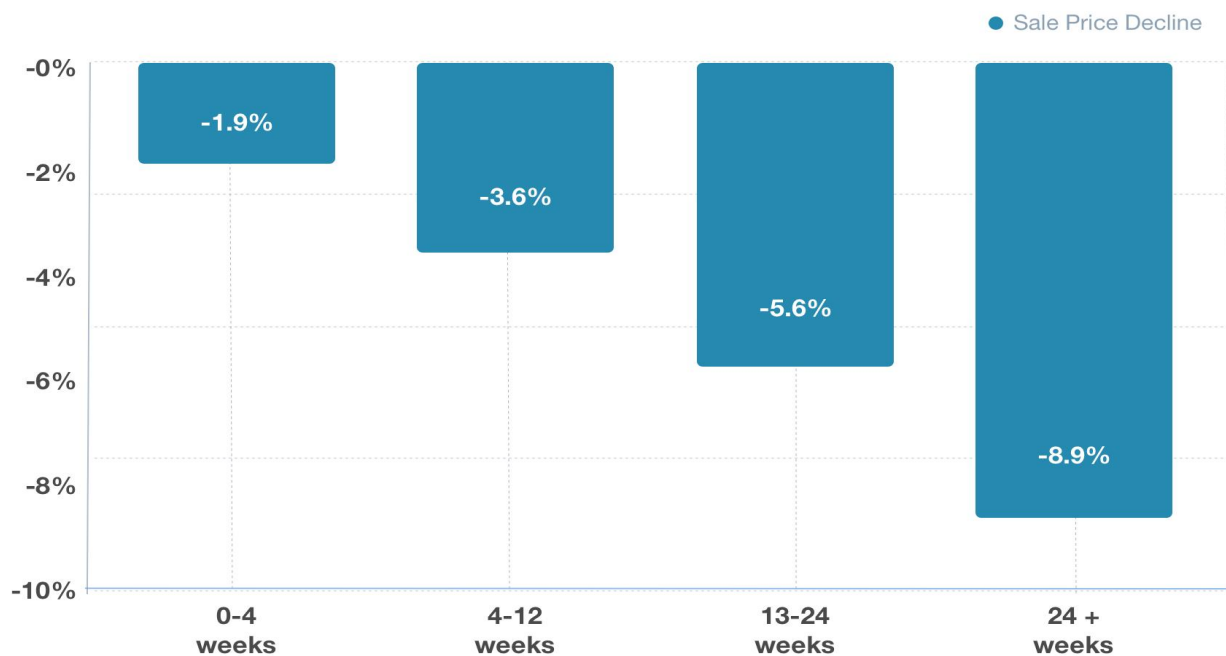
December 18, 2024

Effects of Overpricing

The importance of pricing correctly.

Pricing your property too high all but guarantees it will take longer to sell--sometimes much longer. Instead of selling your property in just a few weeks, you could have to go through months of showings and open houses.

Even worse: statistics show that the longer a property is on the market, the less it sells for in the end. In fact, it will usually sell for less than what it would have fetched with a more realistic starting price.



- Put your best foot forward immediately
- Establish a competitive asking price
- Keep your home in top showing condition
- Offer favorable financing terms



Valerie Stephan
www.onekeymls.com
Ph: 888-ONE-KEY2
The Path Home Starts Here!



Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

The Benefits of Using a Professional REALTOR®

Why it is important to use a professional REALTOR® to sell your property

While it's true that the internet has made shopping more convenient for consumers, it has done little to replace the true value of using a real estate agent to sell your home.

Top benefits of using a real estate agent to list your property include:

1

Pricing

It's a REALTOR's job to understand the market better than the public. To do this, they use many resources that most people don't have access to. These tools give REALTORS valuable insight into what the market is doing and how to price your home to sell quickly for top dollar.

2

Presentation

REALTORS are emotionally detached from the properties they sell and can objectively determine which features of your home to highlight. They also have experience in staging a home to give the best first impression to the highest number of potential buyers.

3

Marketing

There are several marketing channels to consider when putting your home up for sale. A REALTOR will have professional contacts and an established advertising system in place to quickly get your property in front of potential buyers.

4


Higher offer

Real estate agents know how to spot and follow up with a serious buyer. As a skilled negotiator, they know what to say--and what not to say--to get you the best possible offer.

5

Closing

Selling your home requires many time-sensitive documents to be completed. A real estate agent has the expertise to know exactly what should be included in the paperwork as well as the knowledge to fill it out correctly. In addition, a REALTOR knows all the minor details.



Valerie Stephan
www.onekeymls.com
Ph: 888-ONE-KEY2
The Path Home Starts Here!



Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Market Analysis Explanation

An explanation and overview of this market analysis.

This Comparative Market Analysis will help determine the correct list price of your home . Ultimately, the correct list price is the highest possible price the market will bear.

This market analysis is divided into three categories:

1 | Comparable homes that are currently for sale

2 | Comparable homes that were recently sold

3 | Comparable homes that failed to sell

Looking at similar homes currently for sale, we can assess the alternatives available to a serious buyer. We can also be sure we are not underpricing your home.

Looking at similar homes sold in the past few months, we can see a clear picture of how the market has valued homes comparable to yours.

Looking at similar homes that failed to sell, we can avoid pricing at a level that would not attract buyers.

This Comparative Market Analysis has been carefully prepared by analyzing homes similar to yours . The aim of this market analysis is to achieve the highest sale price for your home in a reasonably short period of time.

Valerie Stephan
 www.onekeymls.com
 Ph: 888-ONE-KEY2
 The Path Home Starts Here!

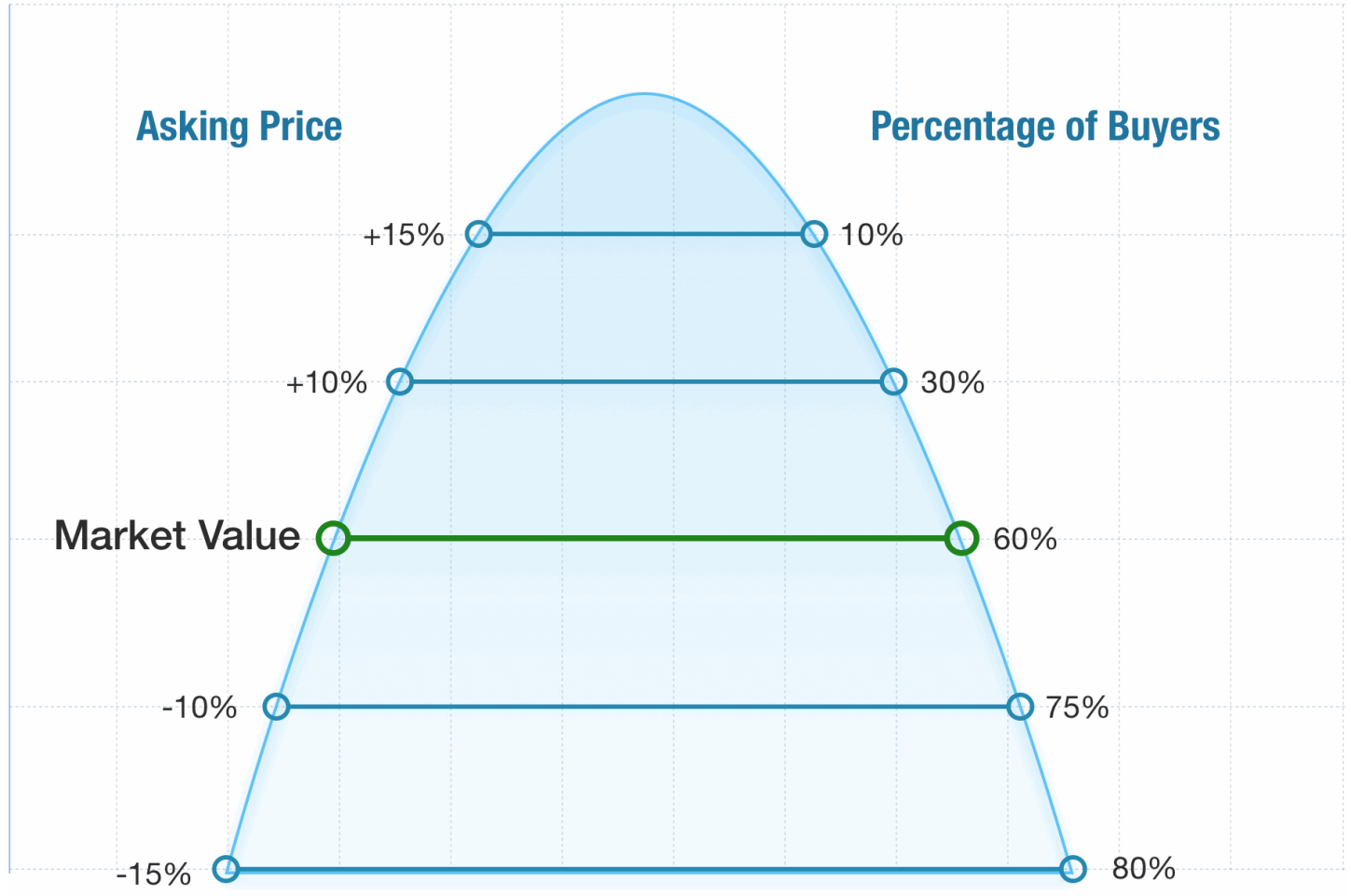


Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Importance of Pricing

The importance of pricing correctly.



This graph illustrates the importance of pricing correctly. The centerline represents the true asking price of a property. As you move above the asking price, you attract far fewer prospective buyers, greatly reducing your chances of a sale. Conversely, as you move below the asking price, you attract a much larger number of potential buyers.



Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Setting the Price

The importance of pricing correctly

In a perfect world, the sale price of your property would be enough to achieve whatever financial goals you have in mind. In reality, the value of your property is determined exclusively by the amount buyers are willing to pay.



Often the hardest part of pricing your home is disregarding your emotional attachment. Remember that buyers are only interested in the bricks and mortar of the property--and the price you choose to list it at. To avoid the pitfalls of pricing it incorrectly, here are a few important questions to consider.

What are the prices of comparable properties in your area?

A Comparative Market Analysis (CMA) gathers information about similar homes for sale in your area, both past and present. Based on these comparable properties, the CMA provides you with a true estimate of what your home may be worth.

How fast do you want your property to sell?

Whether you need to make a quick sale or have time to wait, the initial listing price directly affects how fast your property will sell. Remember: a high list price will not generate as much interest and may eventually sell for less than an initial list price that is more competitive.

Is it a buyer's market, a seller's market, or balanced?

Are home prices in your area trending up, down, or leveling off? In a buyer's market, home inventories are high, increasing competition between sellers and reducing prices. In a seller's market, low inventories increase prices and put the homeowner in the driver's seat. In a market where supply and demand are evenly balanced, stable prices make choosing a list price easier. Regardless of the market's direction, you should consider a list price that will attract multiple offers and give you the best chance of selling your property .



Valerie Stephan
www.onekeymls.com
Ph: 888-ONE-KEY2
The Path Home Starts Here!

Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

The Pitfalls of Overpricing

The importance of pricing correctly.

Overpricing your house in the belief you can reduce the price later is a strategy that can backfire badly.

By the time you reduce your price, the initial surge of interest in your property may have passed. Also, if the price is lowered, buyers may wonder if there's something wrong with the property that kept other buyers away.

To avoid selling your property too low and wasting valuable time, be careful not to overprice your home.





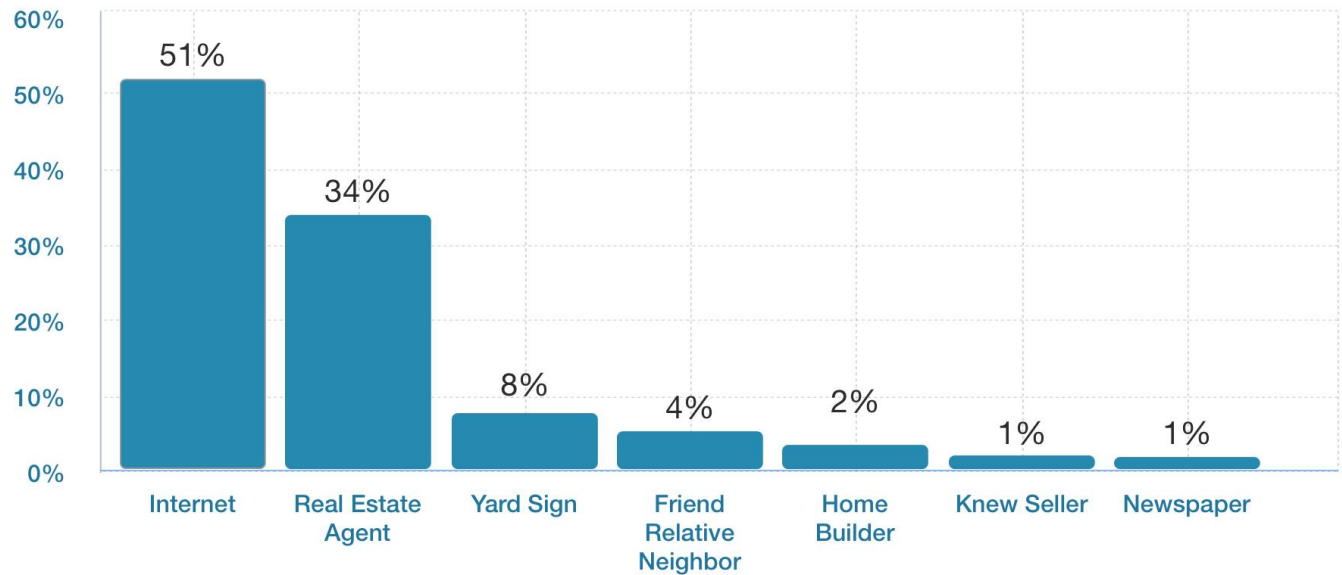
Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Sources of Buyers

Primary sources of buyers for your property.

Today, most tech-savvy buyers use the internet to find properties they want to view. Still, an effective advertising campaign will source buyer prospects from a mix of traditional and online marketing channels. The chart below illustrates where most buyer leads come from.



Note that "Internet" is a broad category that includes diverse sources such as:

- A website about your property
- Social media
- Real estate search engines
- Real estate apps
- Online videos about your property



Valerie Stephan
www.onekeymls.com
Ph: 888-ONE-KEY2
The Path Home Starts Here!



Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Seven Steps to a Positive Showing

Consider the following tips to make your home more inviting to a potential buyer.

When showing your home, you want to engage buyers' emotions as much as possible. You should prepare your property inside and out so it feels inviting to visitors. It starts with a tidy front yard (curb appeal) and extends through every room of the house. Clean and declutter as much as you can. You want your home to feel as welcoming as a five-star hotel.

1

Depersonalize

It isn't their home yet, but you want potential buyers to imagine it that way. Put away highly personal items such as family photographs and kids' artwork on the fridge.

2

Check the Temperature

Buyers will notice if a home is too hot or too cold, but a comfortable room temperature will keep them lingering longer.

3

Set the Mood

Nothing stirs emotion like soft lights, soothing music and a crackling fire. Also, try to create "vignettes" that show how your home can be lived in. A cup and a book beside an inviting chair can help buyers imagine themselves relaxing there after a hard day's work.

4

Common Scents

Because the smell of your favorite pet or perfume may trigger a buyer's allergies, it's best to open a window to draw in fresh air. If it's cold or noisy outside, close it again before the showing begins.

5

Picture This

Showing your home in winter? Display photos around the house that highlight your green, manicured lawn and beautiful summer garden.

6

Light the Way

Use both natural and artificial lighting to draw attention to the best features of your home. Similarly, partially close window coverings to deemphasize less desirable views.

7

Feed the Soul

Keep potential buyers lingering by providing finger food and refreshments while they look around. The longer your visitors stay engaged, the more attached they are likely to become.



Valerie Stephan
 www.onekeymls.com
 Ph: 888-ONE-KEY2
 The Path Home Starts Here!

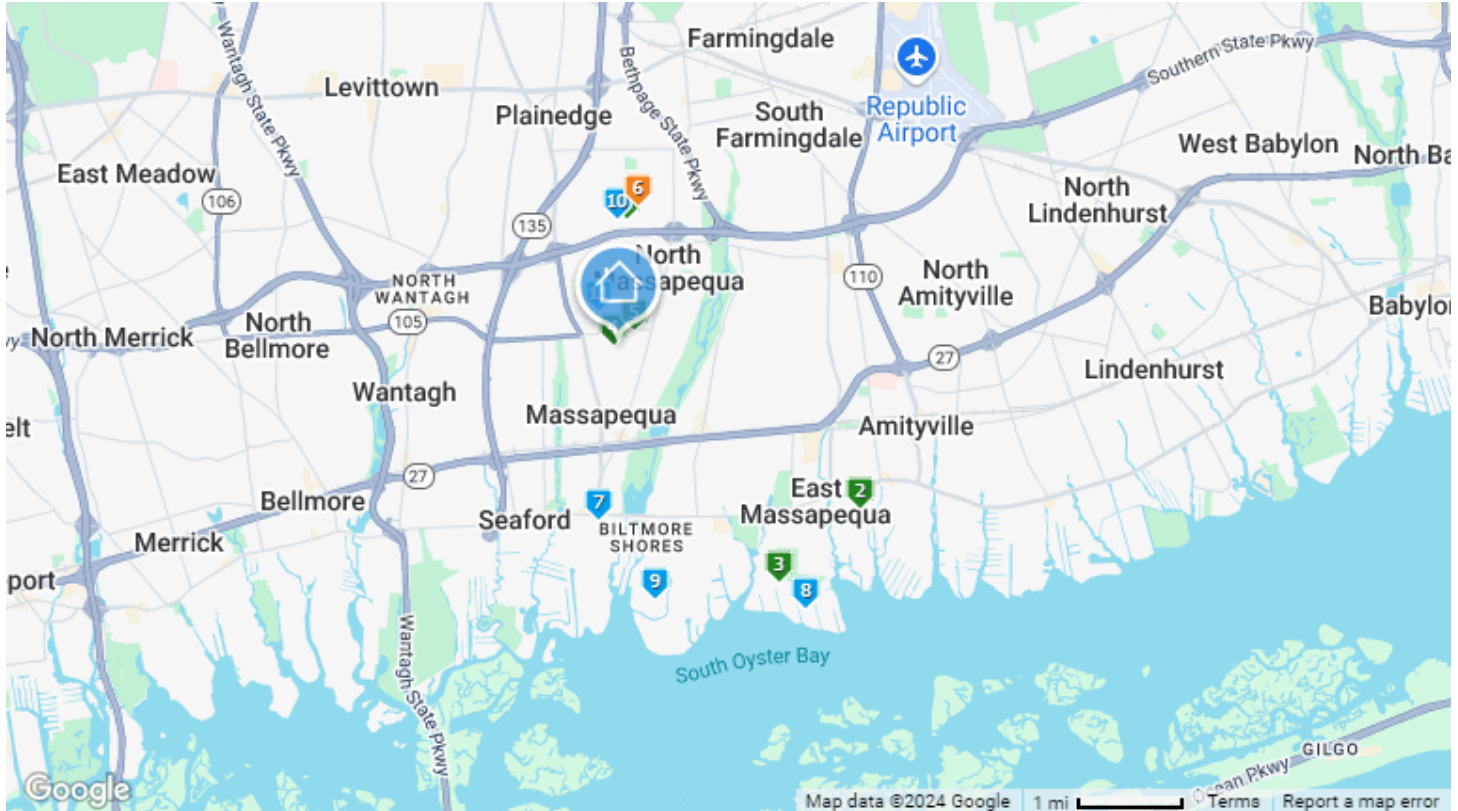


Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Property Locations

A map showing the subject and comparable properties



245 Normandy Road , Oyster Bay, 11758

Beds 3
Baths 2
Sq.Ft.

Address	Price	Date	Beds	Baths	Sq.Ft.
1 219 Albany Ave, Oyster Bay, 11735	\$869,000	12/16/24	3	2	2,300
2 13 Oakley Ave, Oyster Bay, 11758	\$699,000	12/2/24	3	2	1,439
3 15 S Bay Dr, Oyster Bay, 11758	\$625,000	11/29/24	3	2	1,087
4 121 Ontario Ave, Oyster Bay, 11758	\$599,990	12/12/24	3	2	1,190
5 160 Jerusalem Ave, , 11758	\$599,000	11/16/24	3	1	1,145
6 275 N Syracuse Ave, Oyster Bay, 11758	\$700,000	12/16/24	3	2	
7 275 W End Ave, Oyster Bay, 11758	\$820,000	12/3/24	3	2	1,928
8 3 Curlew Pl, Oyster Bay, 11758	\$775,000	10/25/24	3	2	
9 6 Mohawk Pl, Oyster Bay, 11758	\$751,900	8/16/24	3	1	
10 324 N Albany Ave, Oyster Bay, 11758	\$700,000	11/22/24	3	1	

Researched and prepared
 by Valerie Stephan

This represents an estimated sale price for this property. It is not the same as the opinion of value in an appraisal developed by a licensed appraiser under the Uniform Standards of Professional Appraisal Practice .



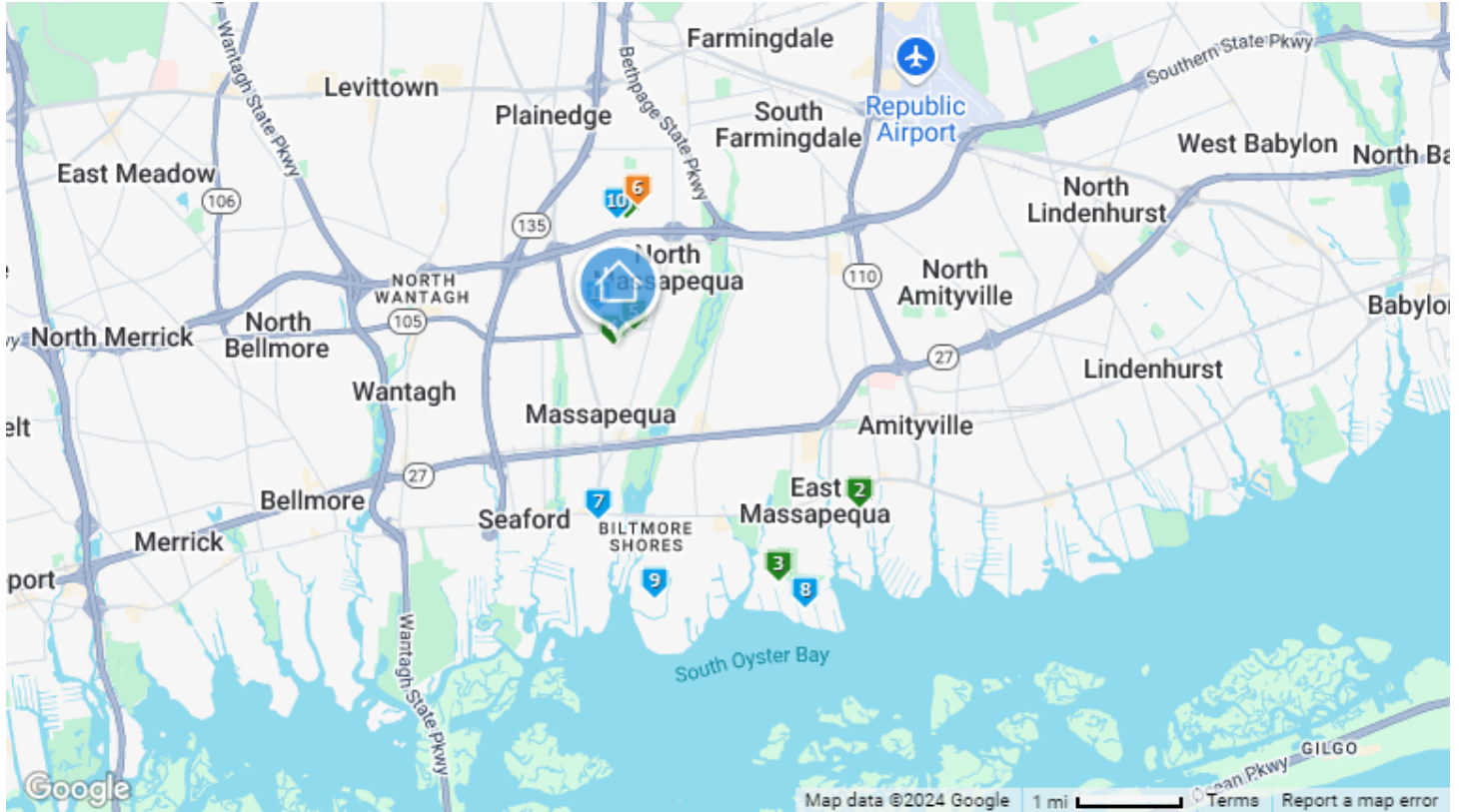
Valerie Stephan
 www.onekeymls.com
 Ph: 888-ONE-KEY2
 The Path Home Starts Here!

Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

Property Locations

A map showing the subject and comparable properties



245 Normandy Road , Oyster Bay, 11758

Beds	Baths	Sq.Ft.
3	2	



Address

11 245 Normandy Rd, Oyster Bay, 11758



Price

\$699,000



Date

6/21/24



Beds

3

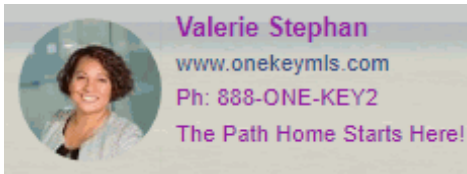


Baths

2



Sq.Ft.



Subject Property: 245 Normandy Road, Oyster Bay, 11758

December 18, 2024

What it Takes to Show

Knowing what to expect and how to prepare for a showing can make the experience less stressful for you and more enticing for buyers.

Schedule a Showing

Ideally, home showings are scheduled far enough in advance to give homeowners time to prepare. Buyers can be impatient, however, and will want to view your property as soon as possible--especially in a hot market. Their agent will contact your agent to schedule a showing when it is mutually convenient. If you can't be reached to confirm the time, an appointment will be made that accommodates the buyer's schedule.

Before the Showing

Clean and declutter! There are dozens of things you can do to make your home more attractive, from adding potted plants to baking cookies. A list of ideas is included in this CMA.

It's common for some real estate professionals to request a preview of your property before they show it to their client. This lets them get familiar with important property details their client may miss.

Make sure that any special instructions--such as pet alerts and security codes--are added to your property file so they can be shared with the buyer's agent ahead of time. If you want to highlight something special that isn't mentioned in the listing, consider leaving a strategically placed note for visitors to read.

During the Showing

To give visitors the time, space and privacy they need to comfortably tour your property, most agents recommend you not be home during the showing. If your agent won't be present either, the buyers' agent will use the lockbox key to access your home. Most showings only take about half an hour, but don't rush home in case the buyers are taking longer than expected.

After the Showing

When the showing is finished, you can return home--which should be exactly as you left it. If the buyers are interested in your property, they will contact your agent. Make sure your agent can reach you so you can respond promptly to any offer.