



Daniel DiSanto
Licensed Salesperson

Having lived and worked on Long Island his whole life, with the last 29 years spent in Suffolk County, Daniel has a vast knowledge of the local area.

He has spent the last 20 years running his own retail art supply business. During this time, he has honed his marketing and financial skills, as well as his ability to work with customers and suppliers to fill the specific needs of his clientele. Dan holds a B.S. degree in Accounting and Finance from Lehigh University, as well as an MBA in Management Information Systems from the New York Institute of Technology. His educational and entrepreneurial experiences have taught him that the best way to serve a client's needs is through communication education and, most of all, outstanding service.

Daniel Gale Sotheby's International

Since 1922, Daniel Gale Sotheby's International Realty has grown and evolved into Long Island's premier real estate firm. Our business model is a full-service residential real estate brokerage company. No matter what the value of the property is, we deliver the same high level of service at every stage of a transaction, from showing through marketing to closing and beyond. We close 100% more listings and sales every year over \$1 million than our closest competitor, yet 75% of our transactions are actually below \$1 million. We are perfectionists and proud of it.



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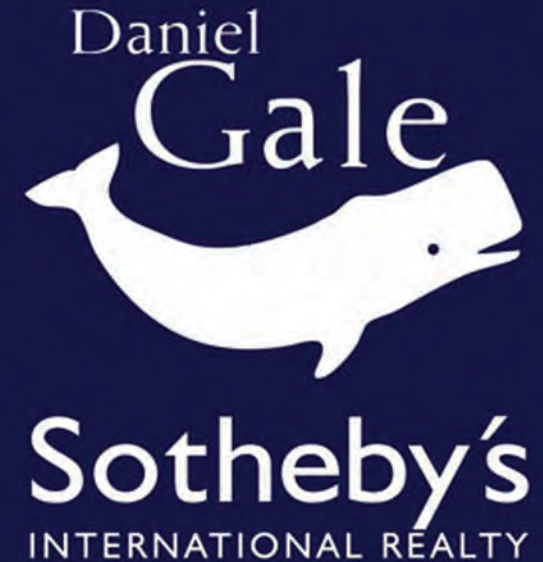
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Facebook: Daniel DiSanto

Or make me a contact on LinkedIn

Directions:

LIE to exit 62 North, Sunrise Hwy. to Exit 51 North, Middle Country Rd. (Rte. 25) or Nesconset Hwy. (Rte. 347): Take Nicolls Rd. (CR 97) North to the end. Make a left onto North Country Rd. (Rte. 25A). We are approximately 1 1/2 miles on the right.



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1173 North Country Rd.
Stony Brook, NY 11790



Seller Tips

Choose a listing agent based on:

- Overall experience
- Marketing and advertising expertise
- Willingness to spend required advertising dollars
- Knowledge of your area/market
- Ability to show and explain to you the marketing plan to sell YOUR home
- Ability to justify the listing price range that they quote on your home
- Above all, evaluate his/her honesty in responding to all of the above
- DO NOT choose an agent based on them quoting the highest listing price or lowest commission



Preparing Your Home for Sale:

- Paint, if needed (inside and/or outside)
- Have professionally cleaned, inside and out (including roof, if necessary)
- Front entry should be repaired, painted, and/or cleaned
- Yard/Patio Area/Pool Area- mowed, trimmed, cleaned, weeded
- Fences in good shape
- Driveway/Garage – clean up stains, repair cracks
- Windows should always be CLEAN and repaired, if necessary
- Inside – all rooms (including closets) clean and uncluttered. Make rooms as bright as possible.
- All lights, appliances, systems (HVAC, plumbing, etc.) working and clean
- Object is to make prospective buyer feel like the home could be THEIR home

Etiquette

Seller Etiquette:

Buyers are more comfortable exploring the home with and speaking to agents. They are not usually as comfortable in front of owners. Leave the home before the showing, if possible, or fade into the background after meeting prospective buyers. It is more difficult to sell homes with pets, so make sure that your pets are not around for the showing. Keep cars out of the driveway to accommodate visitors. To show that you are serious, have all house-related documents (inspection reports, appraisals, proof of major repairs, information on monthly expenses, etc.) readily available.

Buyer Etiquette:

- Be prepared to show identification (with picture) for safety and tracking purposes when attending an open house
- Be prepared to sign REQUIRED NY State Disclosure forms to confirm that you understand your rights, and the REALTOR's relationship to you (signing these forms DOES NOT obligate you in any way)
- Hold onto your children, or don't bring them at all. Don't let them run unattended through the house
- Dress appropriately to make a good impression and show that you are serious
- Come prepared. Bring a pen and a pad to take notes
- Don't snoop. While it is OK to look into kitchen cabinets, closets, etc., don't rummage through them
- It is OK to say that you don't like something about the home, but don't make overly disparaging remarks about the home. You don't know who will hear them, and how the remarks may affect your chances in a multiple-offer situation.
- Use a poker face. Don't be over the top in your praise about a house. You may compromise your bargaining position later on
- Ask permission before taking photos or videos

Buyer Tips

Buyer Agents:

- Expert source of information on all issues regarding home purchases
- Help to determine the viability of your wants and needs
- Look for properties that fit your criteria
- Make appointments with sellers
- Help with financing
- Coordinate activities of inspectors, workers, lenders, attorneys, etc.
- Negotiate offer price

Use some of the same criteria to choose a buyer agent that you would use to choose a listing agent: overall experience, ability/willingness to explain the purchase agreement to you, creation of a plan to find the property that you want, and the ability to negotiate a fair price for the property that you want. Above all, evaluate his/her honesty in responding to all of your questions. Again, DO NOT choose an agent based on the lowest commission quoted.

