

REVIEW OF 2019

&

PREVIEW OF 2020



Happy New Year! We start the new decade with great vision, 2020!

It's been one year since sending my first real estate newsletter and how far we have come! Thank you so much for reading my monthly updates. I always enjoy writing to you and will do my best to keep it exciting!

Looking back on the entire year it's astonishing all that can happen and fun to recall a few key moments. So many incredible deals and learning experiences. A highlight has been taking apartment video tours and posting them on Instagram! Another milestone was the retail lease in Chelsea to a prominent nail salon. Or the crazy ups and downs of one of the many rentals and sales transactions. The best part of this job is meeting all of the interesting people here in NYC. You really never know who will be next, but it's always a pleasant surprise.

Preview for 2020!! I'm still working rentals on a daily basis. There is always someone moving apartments! For people making NYC a more permanent home, the buyer's market is here to stay for the foreseeable future. One of the main reasons for the buyer's market is the oversupply of inventory, and there is a lot of inventory both on and off-market. No matter what, the market in New York City always remains active!

Predictions, thoughts, ideas for 2020? How about the next decade?

Where will the US 10 Year Yield be 1 year from today? Few predicted that the fed outlook would change, and interest rates would be this low. No one saw that coming, and since then the world has become even more unpredictable. Where do we go from here?

HIGHLIGHTS FROM 2019

Quick glance at the past year...



RETAIL LEASE

Argo is always giving me fascinating opportunities to pursue, especially the retail lease this year in Chelsea. Although we had to work on this deal for what seemed like a



APARTMENT VIDEOS

Nobody (myself included), would have expected me to enjoy making videos of apartments. Not only did I have fun this year shooting videos on my phone, it's been



YOUR REVIEW!

It's not easy keeping track of everyone we meet in this business. This year I did a terrible job asking for reviews on Zillow. I used to be so good at this, what happened?! That changes in 2020! If we worked

lifetime, it was a very special treat when it finally closed. Now, I have a place to get my nails done! On a serious note, Argo has commercial space across Manhattan, and it is great experience to be a part of the leasing team and look forward to many deals in the future!

a great way to view inventory. There is only one way to know about an apartment, and that is to see it in person. Videos are certainly the best new way to market properties. I can't wait to continue sharing more videos and increasing the quality in 2020!

together in 2019, or before, or haven't even worked together but you feel like leaving a positive review of my real estate services...you are a winner! I'll reward anyone who leaves a stellar review for me or Argo Residential!

UPCOMING IN 2020

So much to look forward to...



RENTALS

Rental prices are at record highs in Manhattan and Brooklyn. There is a lot of demand for rentals in New York. It really has to be one of the craziest markets in the world, and I am happy to be in it. Argo is recognized for our top-notch property management, and it has been a joy finding nice new tenants for our buildings across Manhattan. In the market today, many of the buyers are people who were already renting. Will rent continue to go up in 2020?



BUYER'S MARKET

A major theme of 2019 was the buyer's market here in Manhattan. Most experts will tell you the outlook is little changed for 2020. Tax increases have really turned off buyers. Also, little happens in real estate during an election. Why is it a buyer's market? Mainly because of the low interest rates and high amount of inventory. We will see if buyers decide to take advantage of this environment in the New Year.



OFF-MARKET INVENTORY

It is tough to keep track of all the apartment inventory in an oversupplied market. There were a lot of apartments over the past year that came off the market, but are still for sale. It took a lot of work, but we know the opportunities both on and off-market. This way we can help both buyers and sellers, showing buyers all of the inventory, and finding buyers for our sellers. It has really been quite successful which I expect to continue.

Happy New Year!

In the beginning of this decade I had never even thought about being a real estate agent. I don't even know if I considered it a real profession. But here we are, and the outlook could not be better. I'm excited to have found a business I am passionate about. Every day there are new challenges that excite me to be the best that I can be. It has not been easy to say the least, but it is fun building a real estate business. It would not be possible without you! I cannot thank everyone enough for your continued support. Give me another decade to work on this....oh boy the endless possibilities! I cannot wait to see where we are in 2030!



Whether it is to rent, sell, or buy...I AM YOUR GUY!

Hope you have a wonderful Holiday Season and wish you a prosperous New Year!