

REVIEW OF 2021



PREVIEW OF 2022

Another year in the books! We have been hopeful for a rebound from the pandemic, and as we end 2021 it's pretty safe to say this was a better year than 2020.

We aren't out of the woods just yet, but the omicron variant is reported to be less severe, and there have been far fewer hospitalizations with this new strain. Many say this is a signal that the virus is weakening. Coupled with the vaccine rollout and herd immunity, we may be getting close to the end of this. Still, it is scary to hear about the significant number of cases in New York City over the past few weeks. Thankfully, New Yorkers have been doing their best to stay safe, protect themselves / others, and stop the spread.

In real estate, this was an unforgettable, record breaking year. There was a bigger surge in real estate than anyone ever could have expected. Re-reading last years wrap-up newsletter I couldn't help but laugh. Little did I know what was ahead. Right now there is a very typical, seasonal slowdown, but everyone is prepared for a continuation of the strong rental and sales market. It's hard to imagine how this pace could keep up, however there is absolutely no signs of it stopping. Even during the holidays, deal hunters are still out & about!

There were a lot of real estate highlights in 2021 and a lot to look forward to in 2022. With all the transactions we did this year both on and off the market it is hard to keep track. I believe the total number was over 100+ rentals and sales. If not, it certainly felt like it! I really don't know how we could have handled any more.

What can we expect in 2022? Share your thoughts and predictions, I'd love to hear from you!

Highlights in 2021



Joining the LivNY Team

Being a part of the LivNY Team has really transformed my real estate business for the better. Working alongside top agents Coco Dorneanu and Tiffany Ong has been not only a fantastic learning experience, but also very fun. My "real estate moms" always have my best interests in mind, and phenomenal advice. Launching [our website](#) was a real highlight that really made me feel like I was part of the group.

Sponsor Sales at 69 Fifth Ave

The sponsor sales at 69 Fifth Avenue were actually two highlights of 2021, apartment 11C & 12C. Argo is the original sponsor of my favorite building on 14th Street & Fifth Avenue, meaning they were the original owner of the rental when it changed into a co-op back in the 1980's. So I was privileged to be able to sell these two apartments for the company this year (both above the asking price). It was unforgettable that apt 12C closed on my birthday!





Running a Half Marathon

A personal highlight is running in the Big Apple Half Marathon just a couple weeks ago. In the beginning of 2021 I wrote this down as one of my goals, and as the year was coming close to an end I didn't think it would happen. Luckily, I signed up for a December run at the last minute. It was a major success and it was really nice my parents came to Central Park to cheer me on. Maybe a full marathon is in my future!!

Upcoming in 2022...

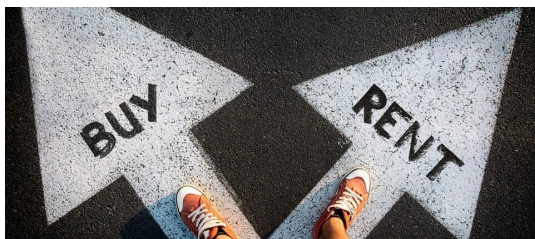


Bringing Back The Suit

One thing that was lost in 2020 & 2021 was wearing a suit. The popularity of work from home redefined dressing "business casual". When I first got into real estate I always wore a suit, sometimes even a tie. I must admit, I miss it! Next year when you see me I will be in a suit!

Restarting the Video Content

Creating video content was one of my favorites things to do. The YouTube channel, Instagram apartment tours, etc. was a really good way to stay active. Without making excuses, 2021 was so busy I could never find the time to do it. After a long week of work it was the last thing on my mind. This changes in 2022! The videos will be coming back stronger than the NYC market!



Looking to Buy...

Alongside many, I also missed out on the covid deals. That's pretty pathetic considering I'm an agent! During the pandemic there weren't many deals on the market, but that's no excuse to miss out. With interest rates poised to go up I'm going be looking for myself in 2022. Of course with some help from the rest of the LivNY Team. Don't worry, I can still help you buy too!

Happy New Year!

The New Year is always a good time to reflect back as well as plan for the future. I love the excitement that comes with a new calendar year, it feels like a fresh start. Although the past couple of years have been tough at times, there is a lot of hope that



comes on January 1.

There's a lot to look forward to this year. New York City has made a tremendous comeback and spirits are high. It feels like we are headed in the right direction as we enter into 2022.

Whether it is to rent, sell, or buy...I AM YOUR GUY! AND the best gift one can give is a referral!

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