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Bullish On Roslyn Heights

By Joe Scotchie

As anyone can see by looking at the real estate page of The Roslyn News, the Village of East Hills continues to attract homeowners. According to a top real estate agent in the Roslyn area, Roslyn Heights may be another highly desirable place for young couples to relocate and raise their families.

According to real estate agent, Maria Babaev, the Roslyn area has many advantages for family living in amidst urban sprawl: Highly-ranked schools, safe streets and bucolic conditions. Added on to that, at least for East Hills residents, has been a spectacular, all-purpose park. The Park at East Hills, constructed on 40 acres that once belonged to an Air National Guard site, has been the most significant development in that village's 77-year history.

Now that the Town of North Hempstead has approved a pool and tennis facility for the Country Club neighborhood in Roslyn Heights, Babaev believes those same dynamics can occur in that village.

Roslyn Heights is already known for its older homes, which attract young couples looking to do some refurbishing. But when the pool and tennis facility opens, the village will have an extra dimension to its appeal. As in East Hills, such a facility, Babaev said, can give young families a place for "instant play dates" for the children and a safe, comfortable place to go in the summer months.

"Next summer, when the pool opens, Roslyn Heights will be hot again," she said, referring to the area's desirability, not just the weather. "Family friendly facilities are always a major attraction." That has worked for East Hills and it can do the same for Roslyn Heights.

Babaev has lived in Roslyn with her family for the past 12 years. Prior to working in real estate, she worked on Wall Street as a client account manager at Citigroup/Emerging Market Division. There, she managed the portfolio of 130 banks located in Central and Eastern Europe.

According to Douglas Elliman officials, Babaev is the top-grossing agent on Long Island, having closed more than \$40 million in sales last year.

A native of Moscow, Babaev is fluent in Russian and is well-known throughout the New York metropolitan area's Russian community for her involvement in both business and cultural organizations. But the well-being of the Roslyn area is her main focus.

"It's an amazing community," she said of her new home, "very well developed, comfortable and good for family living."