

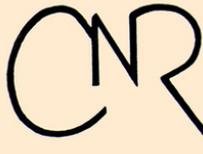
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From the desk of Carole Novick, GRI...

October 2018 Newsletter

Remember to vote on November 6th. If you are not involved in politics, this is your one opportunity to have a voice in your future. If you don't know where to go to vote, you can look it up online. You can even find the ballot available in advance. For NY residents you can go to <https://www.elections.ny.gov/>.

I am now celebrating 41 years in the real estate profession. I can't believe it but it is a fact. I am still working very hard for all my clients and customers and thank all past buyers and sellers for allowing me to assist them in obtaining their desired property whether it was a residential or commercial listing, sale or rental. I look forward to meeting new clients every day.

So you want to know what the market is up to...it has changed a little but we are still very strong in the Hudson Valley area. We have grown from just Rockland County to a much larger MLS covering many communities north and south of our local area. The market has fewer sales but prices are still pretty strong. A few sellers are more anxious to sell and I have two who just reduced their prices to find a buyer immediately...see below.

Regional Breakdown from Realtor.com:

"September existing-home sales in the Northeast decreased 2.9% to an annual

rate of 680,000, 5.6% below a year ago. The median price in the Northeast was \$286,200, which was up 4.1% from September 2017.

In the Midwest, existing-home sales remained the same as last month at an annual rate of 1.28 million in September, but were still down 1.5% from a year ago. The median price in the Midwest was \$200,200, up 1.9% from last year. Existing-home sales in the South decreased 5.4% to an annual rate of 2.11 million in September, down from 2.12 million a year ago. The median price in the South was \$223,900, up 3.0% from a year ago.

Existing-home sales in the West fell 3.6% to an annual rate of 1.08 million in September, 12.2% below a year ago. The median price in the West was \$388,500, up 4.1% from September 2017."

Locally, all of Rockland County Single Family homes have a median sales price of \$453,393 in October. January was \$427,750 which adjusted to a low in February of \$420,000 and a high in June of \$497,250. As we all know, the time of the year and sometimes the weather will have an effect on real estate sales and values. The extreme weather and hurricane activity has affected parts of the country. In the Rockland County area, many of us are lucky not to have to deal with some of the fires and excessive flooding that we see on the news. The style and location of a home will be a factor in pricing but this year, lack of inventory has held back the number of sales.

Over the past year, the greatest number of sales have been in the \$500-\$600,000 price range. There were fewer in the \$600-\$700,000 range and fewer on as the prices go higher. The Pomona section of our system which goes beyond the village limits is showing Active properties median price at \$579,000 as of 10/26/18. The median was lowest in January at \$544,900 and highest in February at \$626,000. The New City section shows Active median price of \$594,450 as of 10/26/18 with a low in February at \$539,450 and a high in January of \$632,000. Keep in mind that our system also crosses school districts in many cases so to have a true assessment of your property, a specific set of criteria is necessary to make the comparison.

JUST REDUCED LISTINGS...

REDUCED yesterday by \$20,000 for quick sale. **New City** Main level has just been freshly painted and quality, oak floors were also refinished. A full renovation of the entire house was done in 2007 so the effective age is 11 years young. Fully built-out lower level provides much more living space than most Bi-levels. Oversized, 2-car garage also makes a good workshop for handy buyers or car enthusiasts. The space is wide open and a single door makes egress easy. One step to enter lower level if used for in-law suite. 5 bedrooms, 3 full baths, whirlpool tub, two laundry areas and a private and level $\frac{3}{4}$ acre property. Granite counter-tops, custom, cabinets, wood floors up and wood-look on lower level. Central air

conditioning has separate zones. Bonus room can be used for an art or music studio, bedroom or computer room. Paving stone entry plus expansive, paving stone patio. Neighborhood setting, Woodglen Elementary School in the Clarkstown School District. Access is easy now so don't delay...this is the lowest, 5/3/0 house in the North HS section of New City. Now only \$555,000.

REDUCED today by \$10,000. __ Pomona...Upper level, 2 bedroom with 1.5 baths is close to indoor & outdoor pools and clubhouse. Included in Common charges is gym, pools, sauna & billiard room. Party room arrangements can be made for entertaining. Easy access from second parking lot avoids the steps. Laundry in the same building. Now only \$185,000. Ready to close immediately.

Pomona An exceptional property with a ranch style home. This is the lowest priced property in the village of Pomona now! Plenty of room to expand in the future. No work needed on existing house. High quality, custom kitchen, radiant heating so no vents or baseboards to deal with. This was a 3 bedroom house that was changed to create a larger master bedroom. One-level living is perfect for those who don't like steps. Garage is also on the same level which allows for easy egress with groceries. This is another area suited to future expansion. Sunset and mountain views. Set back off the road on a knoll. This is a great opportunity for an investor since current tenant would like to remain if possible. Surrounded by parkland, this also can be a great weekend home which is 26 miles north of the GWB. Priced at \$429,000 with low taxes.

Building lots...one single lot is ready to get a permit now. Water, sewer and gas to the site, \$219,000.

There is room here for your property now too. Let me know if you are thinking of selling soon.

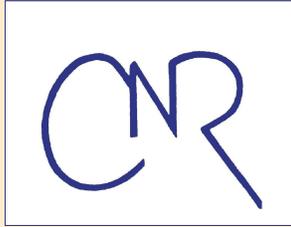
Coming soon...rental in Spring Valley \$1990.

Thank you for taking the time to read my newsletter. View past issues on my site. Contact me for full details on any property you pass on the Internet or on the road. Request a personal search so you can see the newest listings as they enter the market. List your property & receive the best in service & marketing. I only have satisfied clients & customers since I began in the industry in 1977. Read a few testimonials on my site or ask for more. **Hiring the BEST Realtor means you will also obtain the BEST Price.** I welcome your feedback on my newsletters.

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