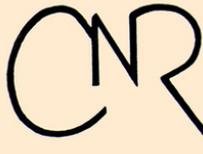


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## *From the desk of Carole Novick, GRI...*

November 2018 Newsletter

Are we heading into a recession? According to our chief economist, we are being told that he does NOT expect a recession for 2019-2020. Predictions for an increase in sales for next year...2019 are expected. Now you can move forward with your real estate purchase or sale plans. Beyond the next two years, few can predict the future and my crystal ball is still in storage...I know you have heard that from me before. A lot of talk about reduced sales has to do with the number of sales and affordability but not necessarily the price point. The economy is strong, the job market has been growing stronger for the past 8 years and unemployment is low, the stock market was doing very well up until last week and there are many people who have money to invest. The volatility is much greater in the stock market than it is normally in real property. Most people purchase real estate to hold for many years so they usually do well by the time they are ready to sell. If it is a purchase for your own home, there is the added benefit of putting a roof over your head. If a straight investment, the numbers need to make sense. With commercial properties there are many factors that come into play but residential properties usually receiving increases in appreciation and are easy to keep rented. All this depends on location... location...location. Even within each county, there are some areas that sell faster than others.

Monthly Median sales price for all of Rockland County Single Family properties started the year with at \$427,750 and October was \$450,000. New City started at \$511,500 and in October was \$508,750 with a high in July of \$594,900. November is \$533,000 and the month is nearly over. Pomona started at \$525,000 and was \$579,000 in October. So far, November is at \$875,000 and today is the 25th. Overall, we have a very stable market with the usual adjustments. The full year statistics will be available soon. If you are thinking of purchasing, now is a very good time...some sellers do not want to wait for the seasonal changes and you just might get your offer accepted. If you wish to sell this year, it is also a good time to get on the market before you have more competition. With many buyers waiting and watching for new listings that suit their preferences, you may be surprised at the activity level even though it is the holiday season.

### **RESIDENTIAL LISTINGS...**

**New City** Spacious Bi-level with serious seller who wants to hear your best offer for a quick sale. Excellent condition plus fully renovated in 2007 and just refreshed. No garage under the bedrooms, as is common in this style, so you have much more living space. Attached, 2-car garage also makes a good workshop for handy buyers or car enthusiasts with a single door and open space. Only 1 step to lower level for the perfect in-law suite. 5 bedrooms, 3 full baths, whirlpool tub, two laundry areas and a private property. Granite counter-tops, custom cabinets, wood floors up and wood-look down. Central air conditioning is individually controlled. Bonus room for studio, bedroom or computer room. Paving stone entry plus huge, paving stone patio in rear. Neighborhood setting, Woodglen Elementary School in the Clarkstown District. Viewing times to fit your schedule. Now **reduced** \_\_ to \$555,000.

**Pomona** 2 bedroom condo on upper level is close to indoor & outdoor pools and clubhouse. All included...heat, gym, pools, sauna & billiard room. Party room available too. Easy access from second parking lot avoids steps to courtyard. Laundry in the building. Now **reduced** to only \$185,000. Owner wants a quick sale.

**Pomona** An exceptional property offers one-level living. This is the lowest priced property in the village of Pomona! Plenty of room to expand in the future. House is in great condition so no need for renovations. Custom kitchen, radiant heating and on-grade garage allows for easy access to house. This was a 3 bedroom house that had two rooms combined. Garage is a good area for additional living space. Set back off the road on a knoll. This is a great opportunity for an investor since current tenant would be happy to stay. Surrounded by Harriman State Park, this also can be a great weekend home. Offered at \$429,000.

**Building lots...**one single lot is ready for a permit now. Water, sewer and gas to the site, \$219,000. Ask me for all the details...lot prices are rising so act now.

**West Haverstraw** Ranch is just coming on the market. 2 bedrooms with new deck, eat-in kitchen, wood floors and off-street parking. Now offered for **Sale** at \$295,000 or **Rental** at \$1800/month.

There is room for your property as well. Let me know if you are thinking of selling soon. I am currently searching for a good, multi-family property and a condo in the Retreat at Airmont. If you are thinking of selling, I may already have your buyer in my call-in registry. I would also like a professional salesperson who wants to help with some clients.

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 have all satisfied clients & customers since I began in the industry in 1977. Read a few testimonials on my site or ask to see more. **Hiring the BEST Realtor means you will also obtain the BEST Price.** I welcome your feedback on my newsletters. FYI...I have eliminated my dedicated fax number so call if you wish to fax me anything now.

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