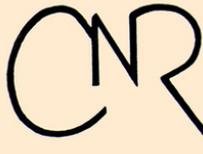


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## *From the desk of Carole Novick, GRI...*

### February 2018 Newsletter

The new tax impact may take some time to fully understand. The experts have been keeping very busy trying to figure out all the changes in the law. Some changes may not be seen until 2019 but there are a few things that may impact your home values. The new SALT deduction limitations along with standard deduction amounts are just a few. Hopefully, our politicians will do something so New Yorkers and other states are not hurt by these changes. Please review your personal situation with you accounting professionals to see if there will be any impact to your real estate decisions.

For sellers...the inventory is still low and the time of the year is prime to list your house for sale now. Hopefully that will translate into a quick sale and a nice return on your home investment. We continue to have many investors in the marketplace looking to purchase homes to hold for rentals and buyers who are ready to purchase today. Available houses in January were down to 6162 units from 7211 units in January of 2017 and 8622 units in 2016.

Median sale price for Rockland County single family homes, for the month of January was at \$429,000 and as of the writing of this newsletter, February has already exceeded that number and is \$446,000. Pomona area listings are at \$545,750 for January and to date for February at \$624,000. New City is \$662,500

for January and to date in February at \$573,850. To find out what is happening in your local community and house style, contact me for a review.

Many things will affect the market at this time of the year. We have had major weather highs and lows. At this time of the year, serious buyers will start to look for their new home so they can settle in before the next school year. The majority of buyers begin their search on the internet and all of our listings placed into our HGMLS system are exposed to buyers and brokers in many counties including parts of NYC. Listing on our system gives your property tremendous exposure. It also offers buyers the ability for us to search in those same areas. With limited inventory at the moment, sellers will have less competition.

Buyers are likely to start getting more serious as rates have adjusted slightly. As rates rise, many buyers will get off the fence and make decisions before rates rise higher. Hopefully, we won't see any large jumps but the stock market has already shown adjustments lately so some people will take action now. That may also increase the number of investors who prefer to put their money into real estate where they feel they have more control than the stock market. Some of the buyers who were waiting for their "dream house" to come on the market may decide to make a selection from what is available now. This will also help those with the budget to build their new home and I have the building lots for them now. New buyers typically will not be satisfied with existing homes. They already have existing homes but are having that 7 year itch to move...or maybe it is the 15 year itch for some of them. If they build a new house, they will add to the inventory for a first time buyer to find a nice home as well.

Good news for financial strength...Rockland County's bond rating is stronger now with an increased Standard & Poors rating up to A- from BBB+.

## RESIDENTIAL LISTINGS

**Pomona:** Pretty in all seasons...Cul-de-sac location offers privacy and seasonal, mountain views. 2 new baths (total of 2.5), new windows & doors plus many other quality upgrades. Hardwood floors, spacious family room offers wood stove & wet bar. Low taxes and extensive rock walls. This is the best value in the Pomona area today. Priced to sell fast at \$445,000.

**Pomona:** Weekend retreat or full time residence. A special site with 1.6 lush acres offering plenty of room for future expansion. Well-appointed house comes with unique, radiant heating, custom kitchen, Black Walnut breakfast bar, new furnace, new water softener and filtration system. Plenty of natural light & no steps to navigate. Serious seller wants to hear your best offer. Investors can benefit from monthly tenant too...\$429,000.

**New City:** This 2-level home was completely renovated a few years ago. Large, 2-car garage is adjacent to house offering a single door for those who need a work space. Private yard in all seasons. Whirlpool tub, 3 full baths and easy access to lower level. Owner wants to hear your best offer now, \$575,000.

**Pomona:** Stately, Bi-level on dead-end street offers private, level yard and oversized 2 car garage. New central air & roof. 4+ bedrooms, 3 full baths, wood floors, updated kitchen, 400 +- sq ft bonus room & brick fireplace. Flexible possession or trade possibility, \$550,000.

### **BUILDING LOTS FOR INDIVIDUALS OR BUILDERS**

**Pomona** The Last single building lot ready for permit. Acre site, situated on a dedicated road with all municipal services available. Panoramic views. Full size windows and/or door from basement level possible. Short walk to park with ball field and close to parkway for 30 minute drive to GW Bridge. \$219,000.

**Pomona: *Developer Wanted.*** Finished lots for custom construction. Exciting views, some sites allow for daylight basements. The demand for new homes in this area is growing fast...the time of the year is right...call me now for full details. Don't miss this rare opportunity in Rockland County...just 26 miles north of the GW Bridge. Very little land remains for development and the infrastructure is already in place.

### **RENTALS**

**Airmont:** Charming Cottage on 2.23 acre estate is available immediately. Wood floors, many closets, large storage area, 1 car garage & washer incl. Landlord does the mowing so you can just enjoy this magnificent setting. Now owner will consider a pet. Suitable for single or couple. Hurry...only \$1800.

**Pomona:**JUST LISTED...3 bedroom house rental offers spacious master suite, endless closets, fireplace, oak floors and so much more. April 1 possession so plan ahead and act now before it is too late \$3200/month.

**Pomona** A young, 4 bedroom, 2 full bath rental with hardwood floors, cathedral ceilings, sun room, formal dining room, island kitchen, deck and 2 car garage. Landlord does mowing too. Act now...April 1 possession \$3000.

**Pomona** 4-5 bedroom, 2-story house with fireplace, sun room & spacious, eat-in kitchen. Cul-de-sac setting and 2 car garage. Near exit #12. Ready now...\$3750.

**Spring Valley:** 3-4 bedroom house/apartment with 1.5 baths, level yard, off-street parking and convenient to transportation. LL requires 2 months for security

and no pets are permitted. Showings to begin soon. \$1875.

A few of our listings have gone into contract. We have a spot available for your listing here. Request a personal evaluation of your property. We may already have a buyer ready for you in our call-in registry.

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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