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# CAROLE NOVICK REALTY, INC.

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

April 2018 Newsletter

This is the best time of the year to list your house for sale. Hiring the right broker is essential to make your experience a positive one. What should you look for in a broker? Experience is the most important factor. You want someone with the expertise to sell your house with the least stress. You also need the right person who can negotiate the best price for you by representing your best interests. Real estate is complicated ...it takes many years in many types of markets, to gain the experience needed to be the best in the field. Don't look for who promises you that they have the biggest office or the lowest rates since those are not the requirements to a successful experience. I have been assisting clients since 1977 on a full time basis in primarily in the Rockland County area. If you want to read a few of my testimonials, go my site or call to meet and I will bring a book of satisfied past clients reviews. I have openings for more listing clients at this time so contact me today and help me to celebrate my 41st year as a professional Real Estate Broker..

Statewide first quarter 2018 compared to 2017. The market is strong although inventory is greatly reduced as it has been for a while now. Median sales price of \$260,000 is an increase of 7.4% across NYS which is far below the price point of the lower Hudson Valley communities. Listings in Rockland are down -9.6%.

Closed sales are down -14.1% and homes for sale are down -19.2%. This low inventory is making it the perfect time to sell if that is something on your mind this year. The small uptick of interest rates has not been hurting the market.

Rockland County Active, Single Family Homes have increased since January from 723 to 726 in February and 743 in March. We had 848 in March 2017 and 983 in March 2016. Median price is \$465,000 which is higher than \$427,750 in Jan and \$420,000 in Feb this year. That puts half the listings above and half below that price point. Pomona Median listed price is \$680,000 which has come up from \$549,000 in January.

Fair Housing regulations have now been around for 50 years! Realtors continue to train salespeople on Fair Housing laws and ethics. We have new agents coming into our industry and there are many rules and regulations to learn. A good broker will train the salespeople and oversee the transactions...Realtors are responsible for the actions of our salespeople.

## RESIDENTIAL LISTINGS

**Pomona:** Parkland area with mountain and sunset views. This house has a very large property which allows for future expansion. Well-appointed house comes with radiant heating, custom kitchen, Black Walnut breakfast bar, new furnace, new water softener and filtration system. Plenty of natural light & no steps to enter house or garage. Currently rented...tenant willing to stay on for investor purchaser, \$429,000.

**New City:** This 2-level home was completely renovated in 2007. 5 bedrooms, 3 full baths with tub and separate shower on first level. Set up for the perfect in-law suite. Private property with seasonal views, spacious paving stone patio and walkway. Large, 2-car garage is adjacent to house and offers a single door for open space if used for a work space, \$575,000.

**Pomona:** Pillared facade on this bi-level offers private, level yard and oversized 2 car garage a few feet away. New central air & roof. 4+ bedrooms, 3 full baths, wood floors, updated kitchen, 400 +- sq ft bonus room can have many uses. Brick fireplace and French doors leading to yard, \$575,000.

**Spring Valley on Monsey border:** 3-Family house on over 15,000 square foot property in R-15C zone. Level site on quiet setting close to Maple Avenue. Currently rented & future development is possible. Flexible closing, \$2,130,000.

## BUILDING LOTS FOR INDIVIDUALS OR BUILDERS

**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

**Pomona** 4-5 bedroom, 2-story house with fireplace, sun room & spacious, eat-in kitchen. Cul-de-sac setting plus 2 car garage. Renovations are completed and immediate possession is available, \$4500.

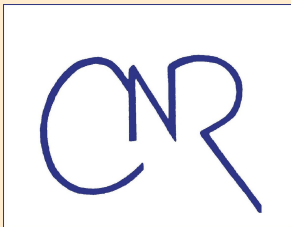
We have room for your listing here. Request a personal evaluation of your property. We may already have a buyer ready for your property in our call-in registry.

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.

**Don't get lost in the crowd!**

***Now hiring experienced professionals to start immediately.***

**Work with a Realtor with 40 years of experience to share.\_\_\_\_**



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[Click](#) on card to contact me now. Send me your real estate questions. Let me know if you are looking to purchase or sell. I will be happy to assist you.

CAROLE NOVICK, GRI  
RE Broker/President



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