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From the desk of Carole Novick, GRI...

April 2020 Newsletter

Region-wide first quarter sales statistics from HGAR, Hudson Gateway Association of Realtors show the following: Residential sales were strong but the world has changed so drastically that predictions are impossible to make for the future. Although my crystal ball is still in storage, sometimes, we can make reasonable assumptions based on the facts. Hopefully, the strong market will return once we are back to normal showings again. If this doesn't go on too long, the real estate market will get back on a strong track...people still need to move but we are adjusting the way we do business for now.

Single Family sales showed increases in all counties except Orange County.

Rockland County: 15% increase in sales, 452 compared to 393 in 2019.

Westchester County: 7.2% increase in sales, 1,055 sales with 984 in 2019.

Putnam County: 8.7% increase in sales, 224.

Sullivan County: 6.1% increase in sales, 209.

Bronx County: 6% increase in sales, 123 (not officially part of OneKey).

Orange County: **Decreased** 3.5% to 737 compared to 764 in 2019.

MEDIAN SALES PRICE increased for all counties as follows...

Rockland: 3.1% increase to \$459,000.

Westchester: 6.7% increase to \$640,000.

Putnam: 2.4% to \$335,000.

Sullivan: 25.8% to \$163,500.

Bronx: 7.8% to \$520,000 .

Orange County: 11.2% to \$277,900. This supports effects of supply and demand.

Showing arrangements: As of now, we are unable to show in person but for years, I have been showing many properties initially by electronic means. Of course, there is a point for a personal viewing. For now, we are not permitted to show any properties directly. Every day we receive updates on the new regulations...it is a very fluid situation. We also want all our clients and customers to be safe and that is our highest priority. I have been very busy working and I am in the process of a new sale and a closing which should take place very soon. We just have to be flexible but we still take good care of our clients and customers.

I want to wish everyone who celebrates, a Happy Pesach and a Happy Easter. Although families are not able to be physically together, it is important to be safe and hopefully, this will pass quickly so next year, everyone can be together again. My condolences to everyone suffering from a lost loved one.

Most of my residential listings are sold. I am currently promoting some land listings. These can still be viewed so please let me know if you or anyone you may know, would like to build their new home.

Updates: Nothing new on the village election date so far. Remember to fill out the Census.

Property Listings:

POMONA: Tranquil site offers 4.57 acres with your next door neighbor being Harriman State Park. Privacy seekers and nature lovers will find this a perfect location for their new home. Ideal for Horse lovers with access to parkland trails. Build what you like with no size restrictions. Build it yourself or we can introduce you to a builder to do what they do best. Possible subdivision into two parcels using existing road. A rare find in Rockland County when most home sites are less than one acre. I can send you the survey showing a rough cut drive and foundation which is already in place. Seller will finance giving you time to plan your home design and get your approvals in place. \$500,000.

POMONA: One acre building lot in finished subdivision. Ready to apply for a permit now. Water, sewer and gas is already to the site and roads are dedicated. Terrain has enough grade to allow for a daylight basement or tri-level design. Build more living space at a lower construction cost and probably save on taxes

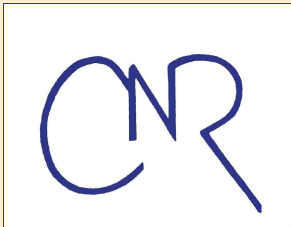
as well. Don't miss this great offering...the lowest priced building site in the village today \$219,000.

Interest rates are still low although they have ticked up a drop so purchase your building site now and you will probably be able to take advantage of the low rates for your final loan.

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 **only** satisfied clients & customers since I began in the industry in 1977. Read a few testimonials on my site or ask to see more. **Using 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!

Work with a Realtor with many years of experience to share.____



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