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From the desk of Carole Novick, GRI...

January 2020 Newsletter

Welcome to the year 2020. The weather has not interfered much with showings so far. Today, so many properties are viewed electronically and only the selected properties are viewed directly. This saves buyers many hours of running around to get an idea of what is available and saves sellers traffic that may not be productive.

We have a huge MLS system now offering buyers and sellers benefits. Brokers exchange properties and assist one another who may come from areas that are much further from their home base than in years past. When I started in this business in 1977 our MLS only covered Rockland County. This is especially helpful for those custom properties for special buyers and sellers. Some buyers want a local location and others focus on the exceptional property and I have some in my listing inventory today.

Statistics for the past year look like this...

2019 Median SALE Price for single family homes in Rockland County:

Jan \$444,500

Feb \$450,000

Mar \$447,000

Apr \$440,000

May \$454,250
Jun \$455,000
Jul \$480,000
Aug \$461,250
Sep \$490,000
Oct \$450,000
Nov \$450,000
Dec \$451,250

2018 Median Sale Prices:

Jan \$427,750
Feb \$420,000
Mar \$465,000
Apr \$458,500
May \$460,000
Jun \$497,250
Jul \$475,000
Aug \$489,000
Sep \$470,000
Oct \$451,393
Nov \$458,750
Dec \$455,000

Every year is different due to various factors but this gives you the median prices which means half are above this figure and half are below. These figures exclude short sales.

The number of ACTIVE listings for 2019 / 2018:

Jan 750 / 728
Feb 773 / 737
Mar 828 / 766
Apr 946 / 893
May 1,070 / 991
Jun 1,122 / 1030
Jul 1,144 / 1084
Aug 1,107 / 1046
Sep 1,076 / 1029
Oct 1,031 / 998
Nov 946 / 926
Dec 822 / 785

I have always told my clients that this time of the year is a good time to list their properties. As you can see, more listings will be likely to come on the market in

the coming months. Right now, you will have less competition and may sell faster and for a higher price. All will depend on the location and the status of the property but February is a good time of the year to list your property for sale.

Property Listings:

POMONA: Two houses in one with a massive, 46 foot entertaining barn which separates the dwellings. This custom estate is set on 1.72 acres of level property nestled into the tranquil, Pomona area. This location is surrounded by parkland with many lakes and hiking trails. If you like to bike, there are many safe roads throughout the park to enjoy. If your family is large or extends into multi-generations, this property will suite your needs well. If you work in NYC and want a close commute to a weekend retreat, this is located off exit #13 on the Palisades Parkway which is only 26 miles from the George Washington Bridge. There is a very special pool for summer fun with a ramp for easy access. The main house also has an elevator. The barn can be used for many studio needs or just enjoy it in season for parties and holidays. If you have a home/occupation, the guest cottage can become your office and it will be separate from your living area. This Contemporary estate was designed by an award-winning architect and offers 7266 SF plus 1020 SF entertaining barn, a 3 bedroom, 2.5 bath guest cottage, a 3 car garage plus finished lower level set up for viewing room and pool table fun. Request full details, photos and private viewing time. Link here: http://www2.featuredwebsite.com/users/28761/downloads/2-4Pal_SALE_Pkg.pdf?id=0.5061765 Priced at \$2.1M.

POMONA: 4.57 acre site abuts Harriman State Park. Privacy seekers and nature lovers will find this a perfect location for their new home. Easy access to parkway, express bus to NYC and train. A great location for horse lovers with access to parkland trails. Possible subdivision with existing finished road. A rare find in Rockland County when most home sites are less than one acre. I have the survey with existing drive and foundation shown. This seller is willing to finance while you plan your design and get your approvals in place. Offered at \$500,000.

POMONA: One acre building lot is ready for a building permit now. Water, sewer and gas is to the site and roads are finished. The graded terrain should allow for a daylight basement level. This gives you more living space at a lower construction cost. Don't miss this great offering. It is the lowest priced building lot in the village today \$219,000.

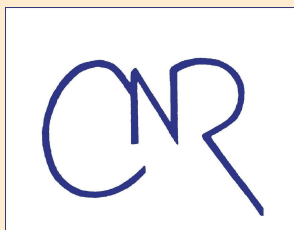
Our other properties have been sold so I have room to add your property here. Let me know if you are thinking of selling and we may already have a buyer for you in our call-in registry.

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 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!

Hiring...I would like to add a few professional salespeople to assist me now.

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



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