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

### July-August 2020 Newsletter

I hope this newsletter finds you and your family well and you are managing to deal with what comes your way during these exceptional times. Most of us had to cancel our vacations but due to our hard work, the NY area brought the virus down substantially so keep up the good work!

Real Estate was heading for a good year in the first quarter but as you know, on March 7, 2020 non-essential businesses were closed. We were declared to be an essential business, but our business model changed drastically, and fear gripped many potential buyers. I have been working but in-person showings ended. We received guidance from NYSAR, our national organization almost daily for a while and keeping up on the latest of what we could and could not do wasn't easy. Luckily, I always work with most of my clients electronically to save them wasted time and energy but there is a point where we went off the internet and onto the road. Due to all that we have dealt with and are still dealing with, the second quarter sales are slow. With that said, I expect to have two closings this month and my clients are very happy with the service they have been receiving from me.

Single-family sales, year over year dropped in Westchester County 27.6%; Rockland County 24.1%; Orange County 27.9% and Sullivan County 13.7%.

Median, single-family residential sales prices were up in every county in our OneKey™ MLS except Putnam County which was down 1.1% to \$359,900. The Increased, median prices are up 6.7% in Rockland to \$480,000; 1.2% in Westchester \$711,000; 12.5% in Orange \$298,000 and 17.7% in Sullivan \$175,000.

Since sold prices reflect past business, this is only an indicator that there are some people who will buy and sell now while others may sit out the current pandemic. That may take some time judging from today's news reports. Recently our restrictions have loosened so after virtual and exterior views buyers will be able to enter the property before making a final decision. Of course, they will have to follow strictly the viewing instructions. It is difficult to ask someone to purchase solely on a virtual review but there is a long way that they can go prior to an interior inspection. All along, we have been able to allow for inspectors and appraisers to access the property as needed based on the seller's wishes. I found myself making a sale right through the past few months and with everyone's cooperation, it should close any day.

Many people have been relocating out of NYC. If you know anyone who is looking for a rental, I have my personal rental coming available in **The Knolls at Ramapough in Suffern, NY**. It is a three-level Townhome set in a courtyard location. It is a corner unit with two, reserved parking spaces at your door. New wood flooring, ceramic entry and kitchen floors and a fireplace adorn the living area. Access to a private deck leads to green space beyond and offers privacy... as much as condo living can offer. This Townhome has 3 bedrooms and 2 full baths with one guest bath. There is a spacious family room with laundry, storage and a large, cedar closet on the lower level. Common amenities include pool, tennis, basketball etc. This is my personal property, so it is being offered exclusively at \$3000/month. Please keep it in mind if you know anyone who might make a good tenant.

Single Family Land offerings are limited in Rockland County and I have two to present to you that are very special. One is a single lot with all municipal services available and an excellent value at \$219,000. The other is a super-sized parcel for a privacy seeker or nature lover. Both are near parkland but the 4.57 acre site abuts Harriman State Park with many acres of nature as your neighbor. This tranquil setting allows you to build any size home you like. It is more than two lots in density, so there is the possibility of a subdivision. I am offering it as one parcel, as it exists today. This site offers a stream so creating ponds and waterfalls to meditate by is also possible. The site is offered at \$500,000 and the owner will consider financing.

It may be time for you to sell. Contact me to explain the manner in which we will

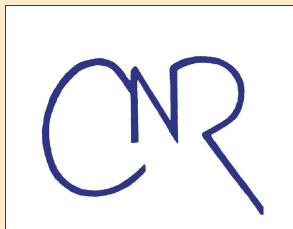
be able to safely show your property. Mortgage rates are still very low so it is a good time to purchase. The only issue buyers are still finding is the limited inventory. We don't know how long the Pandemic is going to continue so the best time to act is now!

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 this profession 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.

PLEASE BE CAREFUL AND STAY SAFE!

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

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



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