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Recent Home Sales

Statistics by Sullivan County Board of Realtors



1. MLS
6154563
Neversink
Township
Cottage

2 BR/1 BA
Acres: 1.00
Sold For: \$135,000
School Tax: \$664.46
Town & County:
BUILT: 1890
Listed By: Barbanti Group
Sold By: Barbanti Group



2. MLS
6221474
Fallsburg
Township
Town
House

3 BR/3 1/2 BA
Acres: 0.22
Sold For: \$182,000
School Tax: \$2,829.85
Town & County:
BUILT: 1989
Listed By: Rieber Realty
Sold By: Non MLS



3. MLS
6207392
Rockland
Township
Con-
temporary

3 BR/2 BA
Acres: 1.02
Sold For: \$210,000
School Tax: \$2,744.71
Town & County:
BUILT: 1989
Listed By: Elliott & Pomeroy, Inc.
Sold By: Land and Water Realty



4. MLS
6212140
Thompson
Township
Raised
Ranch

3 BR/2 BA
Acres: 0.17
Sold For: \$265,000
School Tax: \$2,206.35
Town & County:
BUILT: 1965
Listed By: Resort Realty
Sold By: Resort Realty



5. MLS
6237939
Bethel
Township
Ranch

2 BR/2 BA
Acres: 0.22
Sold For: \$310,000
School Tax: \$2,776.81
Town & County:
BUILT: 1989
Listed By: Sergio A. Seravia
Sold By: Sergio A. Seravia



6. MLS
6217407
Bethel
Township
Contemporary/
Cottage

2 BR/1 BA
Acres: 3.92
Sold For: \$376,000
School Tax: \$1,376.69
Town & County:
BUILT: 1974
Listed By: Malek Properties
Sold By: Non MLS



7. MLS
6231890
Liberty
Township
Contemporary

3 BR/3 BA
Acres: 0.11
Sold For: \$478,000
School Tax: \$2,908.62
Town & County:
BUILT: 1985
Listed By: Catskill Mountain Houses
Sold By: Keller Williams Hudson Valley



8. MLS
6241257
Bethel
Township
Estate

7 BR/6 1/2 BA
Acres: 6.45
Sold For: \$3,050,000
School Tax: \$16,744.18
Town & County:
BUILT: 2007
Listed By: Chapin Sotheby's Int'l Realty
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\$449,000 MLS # PW 231394

Equinunk, Pa. This sweet country church has been architecturally renovated to a streamfront residence near the Delaware River. At the end of a town maintained road, and you can walk to Little Equinunk Creek. Entry vestibule leads to 1st floor GR, w/French doors to a deck. First level living spaces include a dining area, kitchen, full BA, and mechanical rm. A beautiful curving staircase leads to a 2nd floor loft overlooking the GR, and is backed by 2 BRs and another full BA. Cool touches include reading nooks and window seats. Quiet setting, easy walk to the water.

\$199,000 MLS # PW 230784

Damascus, Pa. Cute, manageable 2 BR, 1 bath home on about an acre of land. Gleaming wood floors, modern kitchen. Deck off the back is private. Woodstove chases the chill.. Basement completely moisture treated with lining. Terrific yard for gardening or outdoor fun. 2 car garage with upstairs loft is a nice bonus. Would be a terrific starter home or downsizer... and great location for an Airbnb! Just 4 miles to Callicoon, NY and the Delaware River, 30 minutes to Honesdale, PA.

Matthew J. Freda
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'A look at the local real estate scene'
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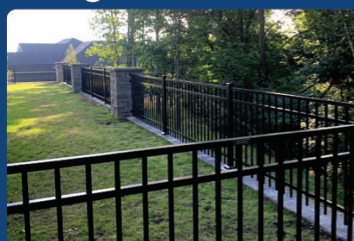
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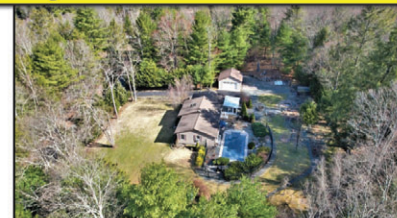
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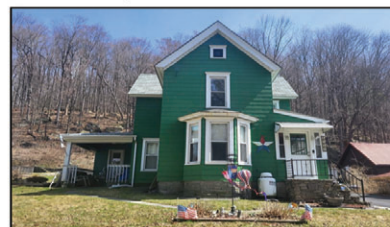
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A unique collaboration



In a unique approach to office space, Country House Realty has joined Spruce Home Goods to share space at 47B Main Street in Livingston Manor

On the Cover: This Preston Conrad photo shows the beautiful interior of Spruce Home Goods.

In a novel approach to a 21st century real estate office, Catskills and Hudson Valley brokerage Country House Realty has teamed up with Spruce Home Goods to share space at 47B Main Street in Livingston Manor, Sullivan County's fastest-growing business district.

Eager for a presence in a town, but reluctant to invest in a conventional real-estate office staffed, with desks and phones, Grimes envisioned a place to gather in a place that attracts metro New York visitors and weekenders. To create a shared space by developing a partnership with a real estate adjacent business serves to minimize costs

while boosting client crossover.

Already a destination business in the river town of Callicoon, Spruce Home Goods brings the sophisticated eye and professionalism of owner Lori Grant to Main Street, Livingston Manor, with synergies for both companies.

There is already overlap between Country House's buyers and devotees of Grant's style, as they've found from posts on Instagram and from day one of their soft opening in early May.

While Country House founder Jennifer Grimes does

CONTINUED ON PAGE 10H

CONTINUED FROM PAGE 9H

have a separate office in the space, the primary real estate area, aka The Fishbowl, is more of a living room, where clients and agents can relax and have a drink from the coffee bar, or head outside to the large patio shared with Sunshine Colony, the wine bar next door.

Says Grimes, "Real estate is always about relationships, and in our increasingly digital world, you can't overestimate the power of face-to-face interaction; of spending quality time that's separate from rushing from

CONTINUED ON PAGE 12H



Spruce Home Goods recently opened its second location at 47B Main Street in Livingston Manor. Its original store is still going strong on Lower Main Street, Callicoon.

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Country House Realty utilizes this space, known as "The Fishbowl," as its office, where they spend time with clients and each other. The room overlooks the back patio, which they share with Sunshine Colony, a wine bar in Livingston Manor.

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CONTINUED FROM PAGE 10H

property to property.

During an off-site last fall the team discussed the value of being an active part of a community. Working remotely as we all do, we were missing that connectedness. Our new space has already delivered this feeling of being plugged into the town, and we only expect that to grow," she said.



Jennifer Grimes is the founder of Country House Realty, which recently opened in Manor.



This section of the Country House Realty office is decorated by a painting of trees by local artist Viktoria Endrukina and is available for purchase at Spruce Home Goods.

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Storybook charmer

STORY AND PHOTO BY NIC BIRGLER



The small Sullivan County hamlet of Smallwood is known for its early-20th century style log cabins and camps constructed in the 1930s, beautiful scenic views, and many amenities. Tucked away within the small hamlet is an incredibly unique property offering two beautiful cottages located at 59 and 63 Tusten Place.

Surrounded by stone walls in a lovely country setting and lovely landscaping, the charm of the two cottages makes it feel as if they came right out of a



The Smallwood Civic Association's Tennis Courts
 Below: One of Smallwood's many amenities, The Club at Smallwood pool (Contributed Photo)



Far left top: 59 Tusten Place's charming exterior and eloquent landscaping (Photo by Carol Malek)

Far left bottom: Secondary cabin exterior during a winter storm.

Middle top: The main cottage's newly refurbished kitchen space

Middle bottom: Smallwood's Mountain Lake (Photo by Carol Malek)

At left: Main cottages kitchen space offers a sitting nook to look upon the beautiful country views while at work or relaxing.

Below: Smallwood's Forest Preserve offers many trails and even a dog park!

storybook.

Upon entering the main cottage you are welcomed with a recently refurbished interior with all modern amenities included. Windows flood the living areas with natural light allowing you to enjoy the natural beauty of the property. The main cottage also has a basement with washer, dryer and workspace and an office/spare room with a sitting nook.

The seasonal cottage welcomes you into a serene enclosed porch and offers newly refurbished living spaces with plumbing set up for the potential addition of a kitchen, hardwood floors, and updated baths making this property a potential Airbnb dream come true.

59 and 63 Tusten Place's location offers membership ability to the Smallwood Civic Association (SWCA) and The Club at Smallwood's respective amenities. Some of which include use of the SWCA's tennis, playground & sports courts, clubhouse, ballfields as well as access to Smallwood's infamous Mountain Lake and The Club at Smallwood's pool, clubhouse and many special members only events. The property is located only minutes from the Smallwood Forest Reserve, 100 acres of hiking trails, waterfalls, and streams, Bethel Woods, Resorts World Catskills Casino, The Kartrite Waterpark and many restaurants.

For more info about this home contact Malek Properties' Carol Malek at 845-583-6333.





Stay posted on your spring projects and interests

STORY AND PHOTOS BY DEREK KIRK

The Liberty Trading Post, located at 1966 NY-52 in Liberty, has two-floors worth of hardware supplies.

Fishing rods and other outdoor gear is available to help unwind after all the hard work is finished.



A home is made up by the people who live in it, but in order for there to be a home, there needs to be a house – and what better time is there to revamp, reconstruct, or refurbish a house than the early days of Spring?

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1966 NY-52 in Liberty, the team at the Trading Post remain committed to keeping up with the customer's hardware needs. In pursuit of that promise, the store is open to help its customers 7 days a week. Catch their doors unlocked from Monday through Saturday, 8 a.m. to 6 p.m., and Sunday from 8 a.m. to 5 p.m.

From big projects around the house, to the little chores that need to be diligently done daily, the Trading Post surely has what you need; but what about the fun stuff? Sure there is work to be done, but with warmer weather on its way, why not kick back a little and treat yourself to that brand new grill you've been looking at?

CONTINUED ON PAGE 18H

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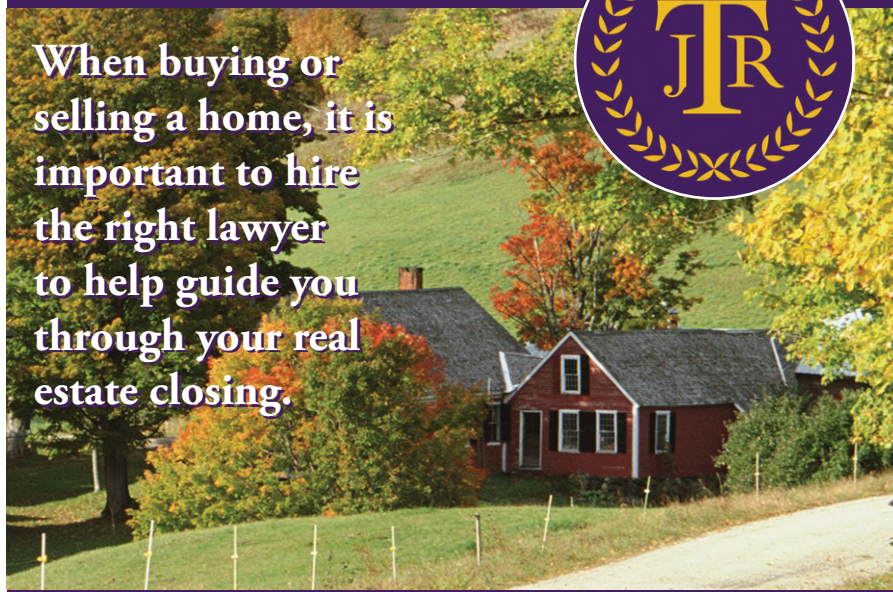
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Anna Milucky is a Licensed Real Estate Salesperson working for Century 21 Country Realty at 504 Broadway in Monticello NY 12701 Cell# 845 798 5910 email: annasellshomes61@gmail.com

BY ANNA MILUCKY

It's official! I have been a License Realtor for an entire year. According to my Broker, I am over the hump. That is not to say that there will not be challenges, but I find myself "working smarter and not harder."

I wanted to share some of the lessons that I have learned along the way and hope in some way it will help the potential seller or buyer on their journey.

I was working with a family that wanted to buy their first home, looked at several homes and finally decided on one. The buyer did their due diligence, had the financing in place etc. It fell apart

Lessons learned

due to an inspection issue that was not remediated in a timely manner. The buyer backed out and the deal fell apart. Since then, I have learned that one of the more common deal killers is a home inspection.

The second deal killer is financing, which incidentally was the reason my second accepted offer crashed and burned.

One of my listings was out there for a while, and I know my seller was anxious to sell. So, I came up with a couple of strategies to help the process along. Sent out flyers to prospective buyers, spoke to agents that I thought might have clients that would be interested etc. Luckily, an agent brought over a buyer and after the second showing, they made an offer. I learned that being at the showing with the agent and able to answer their questions immediately made a difference. I also gave my seller a heads up to be available when the showing was taking place, so they were able to answer their questions in real time. When it came time to talk about financing options, helping the buyer understand what is available to them was also a bonus. Having done residential financing in my past life helped.

In the above scenario, we just needed to find the right family for the house, and of course the right price. It also made me realize not one thing can sell a house, but

many factors come into play and the process works.

Enough about me and let me give you some interesting updates.

I looked up the local market as of April 2023 and New listings have gone from 1,517 to 1,294 % change of -14.7, closed sales have gone from 1,199 to 963, a -19.7%. Good news for Median Sales Price \$270,000.00 to \$272,000.00 a +0.7%. The inventory of homes for sale was 513 to 400 which is a -22.0% drop.

Not a big surprise for anyone that has been following the real estate market, with higher interest rates, owning a home is not as affordable as it was a year ago.

This might also come into play, millennials (born between 1981 and 1996) recently surpassed Baby Boomers as the biggest group, and they will continue to be a major part of the population

for years to come. The majority of millennials grew up with smart technology, so they are looking for homes that come with smart features, such as smart locks, home security, automatic lighting. They want to be able to control all the devices on their smart phone. If you are going to be selling your home in the near future, this would be a good investment to make in your home.

Between 2018 and 2022, the share of millennials in the U.S. who expect to rent their homes increased from 13.3% to 24.7 %. This is good news for builders and investors for rental income properties.

In conclusion, the key take away for me in my 1st year as a RE Salesperson is, real estate is like a box of chocolates!

Enjoy your summer!

Thanks for reading, and I will see you behind the For Sale Sign!

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Real Estate market off to slow start in '23

BY FRED STABBERT III

The first quarter of 2023 has started out relatively slow for real estate sales as the market continues to struggle due to high interest rates and low inventory.

That's according to Hudson Gateway Association of Realtors, a six-county consortium of realtors that tracks this date through OneKey MLS, one of the largest realtor subscriber-based MLS's in the country.

Coming off record-breaking years in 2021 and 2022, the first quarter of 2023 saw a 30 percent decline in single family home sales in Sullivan County, from 278 in 2022 to 194 this year.

Across the board, total residential sales decreased almost 30 percent in these counties, with Sullivan dropping 31.6 percent and Orange dropping 35.1 percent.

HGAR said low home sales in the first quarter of the year is not uncommon ahead of the "spring selling season," but concerns on inventory might not lead to robust sales.

SULLIVAN COUNTY

SULLIVAN - First Quarters 2020-2023					% Change
Property Type	2020 Q1	2021 Q1	2022 Q1	2023 Q1	2022-2023
NUMBER OF SALES					
Single Family Houses	210	344	278	194	-30.2%
Condominiums	2	1	3	1	-66.7%
Cooperatives	-	-	-	-	0.0%
2-4 Family	11	18	13	6	-53.8%
Total	223	363	294	201	-31.6%
MEDIAN SALE PRICE					
Single Family Houses	162,250	222,000	268,000	254,500	-5.0%
Condominiums	58,500	100,000	159,000	140,000	-11.9%
Cooperatives					
2-4 Family	130,000	130,000	200,000	265,750	32.9%
MEAN SALE PRICE					
Single Family Houses	194,553	260,864	318,036	300,037	-5.7%
Condominiums	58,500	100,000	156,333	140,000	-10.4%
Cooperatives					
2-4 Family	121,481	150,761	196,462	263,750	34.2%
END OF QUARTER INVENTORY					
Single Family Houses	653	314	297	282	-5.1%
Condominiums	3	3	4	1	-75.0%
Cooperatives	0	1	1	2	100.0%
2-4 Family	30	26	20	16	-20.0%
Total	686	344	322	301	-6.5%

This chart is a snapshot of the real estate market in Sullivan County.

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Inventory is also riding low in Sullivan.

In 2020 there were 653 single family homes for sale during the first quarter.

In 2021, that number shrank to 314 and decreased again to 297 in 2022.

And in 2023 there are only 282 single family homes for sale in Sullivan County at the end of the first quarter.

HGAR reports data for Sullivan, Orange, Rockland, Putnam, Westchester and Bronx counties.

“On the plus side of the ledger, HGAR members are saying that buying demand remains high,” the report says. “However, buyer confidence has been shaken by the recent banking crisis, high interest rates, inflation and predictions by some economists of an impending downturn or recession later this year.”

However, there has been some good news lately as mortgage rates have declined recently and many predict the Federal Reserve may be nearing the end on its policy of raising interest rates to

battle inflation.

When it comes to Days on the Market (DOM) there were a few bright spots in several counties especially 2-4 family multi-family properties.

Sullivan County saw the largest decrease in DOM for this property class, with a 41.6 percent drop.

Housing prices are also starting to moderate, with the single family home median price at \$254,500 during the first quarter, a 5 percent decrease from \$268,000.

The median sales price lists all prices in ascending or descending order and finds the midpoint – where half the homes sold for more, and half the homes sold for less.

The mean sale price of a single family home in Sullivan County also dropped \$18,000 – or 5.7 percent – to \$300,037 during the first quarter of 2023 compared to 2022.

It relates to residential real estate, the average – or mean – sales price is calculated by adding all home prices, then dividing that by the number of closed sales.



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Comfy cottage on Lake Muskoday

STORY AND PHOTOS
BY ANTHONY MORGANO

Lake houses have a distinct feel. Tucked away from the road, across the street from the lake, 291 Trout Brook Road in Roscoe fits this aesthetic perfectly.

The wood floor and ceiling gives the home a rustic feel, while the modern amenities keep it functional and up-to-date. The house was built in 1965, and the inviting feeling of the past meshes well with the modern upgrades.

The single story floor plan features a large kitchen, dining and living area that welcomes you as soon as you walk through the door.

A wood burning fireplace in the living room greets you upon entry as well.

From that open room, or the deck outside, you can look out at Lake Muskoday.

Taking a right turn between the kitchen and living room steers you towards a hallway with three bedrooms and a bathroom that features a

CONTINUED ON PAGE 26H





Top left: The cottage overlooking Lake Muskoday is tucked away atop a hill on the opposite side of the road.

Top right: The front yard across the road offers lake access and a boat launching point.

Bottom left: The cozy living room offers a rustic lake house feel while keeping up-to-date with modern upgrades.

Bottom right: A fenced in back porch offers access to the beautiful weather in Sullivan County while keeping the bugs at bay.



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CONTINUED FROM PAGE 24H

stackable washer and dryer.

Walking through the hallway towards the back bedroom, you'll find a back door that opens into a screened-in porch that you can use to look up into the woods.

The home includes Lake Association and lake/water access. The Lake Association includes private lake access points, 250 acres of trails and hunting land as well as a community pavilion with basketball courts. The Lake Association also stocks the water with fish among many other benefits.

The lakehouse is located in the Roscoe Central School District, and is a short drive away from the town.

Its proximity to the Roscoe Mountain Club also makes it a great spot to live if you want to work on your golf game.

The lakehouse is available just in time for the start of the summer season in the Catskills. For more information about this property, contact Travis O'Dell of Land and Water Realty, 845-807-2630.



The inside view from the fenced-in porch offers a scenic view of nature right in your backyard.



One of the three bedrooms in the cottage. The windows provide a view of the backyard and the one-car garage.

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The wood floors and ceilings give this home an old-timey feel, but the kitchen is up-to-date with modern appliances

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The Single Family cottage is listed at \$395,000 and is located in the Town of Fremont.

With three bedrooms and one bathroom, the six room lake house has 1,000 square feet of interior space, and the property sits on 0.3130 acres.

The house was built in 1965, and has baseboard heating. There is a one-car detached garage at the top of the driveway.

It features electric fuel, a drilled well for water and septic for the sewer, as well as vinyl siding.

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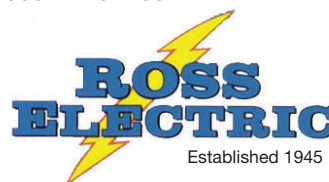
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