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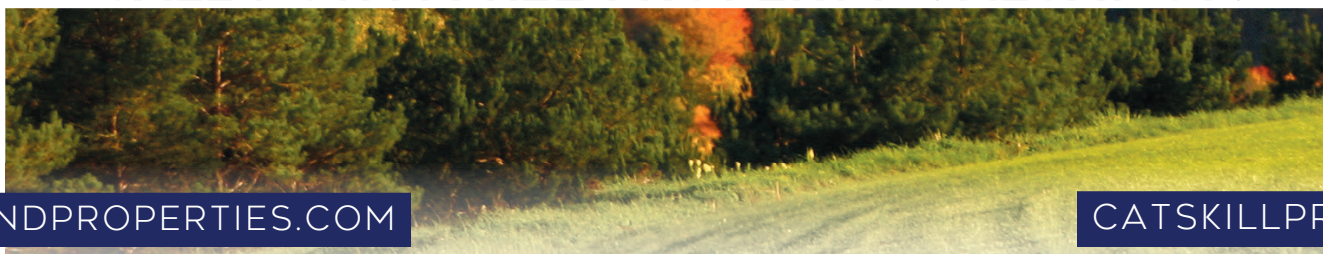
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Recent Home Sales


Statistics by Sullivan County Board of Realtors



1.
6260411
Rockland
Township
Mobile
Home With
Property

3 BR/1 BA
Acres: 2.10
Sold For: \$90,000
School Tax: \$8.48
Town & County: \$351.00

Built: 1987
Listed By: Coldwell Banker
Timberland
Sold By: Resort Realty



2.
MLS
6264395
Liberty
Township
Cottage

1 BR/1 BA
Acres: 2.52
Sold For: \$164,900.00
School Tax: \$1,161.63
Town & County:

Built: 1990
Listed By: Keller Williams
HV
Sold By: Keller Williams



3
MLS
6226446
Bethel
Township
Ranch

3 BR/1 BA
Acres: 0.28
Sold For: \$215,000.00
School Tax: \$1,910.65
Town & County:


\$3,859.90
Built: 1936
Listed By: Malek
Properties
Sold By: Malek Properties



4.
MLS
6272020
Fallsburg
Township
Raised
Ranch

3 BR/2 BA
Acres: 0.22
Sold For: \$262,000.00
School Tax: \$25.05
Town & County:

\$1,532.77
Built: 1975
Listed By: Century 21
Country Realty
Sold By: Non MLS



5.
MLS
6268801
Liberty
Township
Bungalow/
Cottage

1 BR/1 BA
Acres: 1.72
Sold For: \$285,000.00
School Tax: \$945.84
Town & County: \$881.14
Built: 1950

Listed By:
Avishai M. Adiv
Sold By:
Avishai M. Adiv



6.
MLS
6277229
Delaware
Township
Cottage

2 BR/1 BA
Acres: 2.20
Sold For: \$360,000.00
School Tax: \$2,118.70
Town & County:


Built: 1930
Listed By: Country House
Realty
Sold By: Non MLS



7.
MLS
6270934
Fallsburg
Township
A-Frame

2 BR/2 BA
Acres: 12.13
Sold For: \$440,000.00
School Tax: \$3,290.11
Town & County:

Built: 2014
Listed By:
Country House Realty
Sold By:
Keller Williams HV



8.
MLS
6260289
Rockland
Township
Log

4 BR/2 BA
Acres: 340.73
Sold For: \$1,625,000.00
School Tax: \$4,934.76
Town & County:

Built: 2001
Listed By: Chapin
Sotheby's Int'l Realty
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\$389,000 MLS # H6269836
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The source for landscapers



Above: Woodbourne Landscape Supply is located right off NY-42 in Woodbourne.

At right: Woodbourne Landscape Supply has all the necessary state-of-the-art equipment for all your landscaping needs.

STORY BY VINCENT KURZROCK

For all your refined landscaping needs, look no further than Woodbourne Landscape Supply. Founded in 2006, Woodbourne

Landscaping has been steadfastly dedicated to serving the community for the past seventeen years. Situated along 5858 State Route 42, in Woodbourne, just behind the Town of Fallsburg Highway Department.



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According to their website, Woodbourne Landscape Supply pays attention to specific needs and details, and they serve the Tri-County area.

Their commitment has earned them a reputation for excellence. They attribute their success to the strong and lasting relationships fostered with both their vendors and customers, which have been instrumental in ensuring the quality and reliability of their services over the years.

cause we thought there was a need [for it] within the county," said owner Mike Gold.

In addition to their extensive selection of landscaping supplies, Gold also highlights how Woodbourne Landscape Supply's diverse offerings align with

"We started the business be-

CONTINUED ON PAGE 8H



Stone samples such as these can be found at Woodbourne Landscape Supply so you can find just what you need.

Diane C Butler



Real Estate



As a 35+ year real estate professional, Broker Diane Butler is one of Sullivan County's most experienced and top producing Realtors. With her extensive market experience, Diane can assist both buyers and sellers in often difficult and complex real estate transactions.

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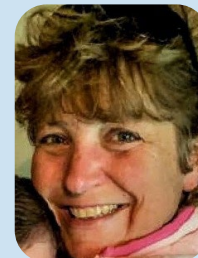
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At right: Various fieldstone and bluestone can be found and are ready for delivery.

Below: Need borral cultured stone? Various kinds can be found and purchased at Woodbourne Landscape.



CONTINUED FROM PAGE7H

those of their sister company, Woodbourne Lawn & Garden.

According to their website, they are also the sister company of Woodbourne Materials and 209 Sand and Gravel located in Napanoch.

This includes a wide range of products such as mulch, pavers, wall block, bluestone, decorative stone, and mason supplies, among others.

Their comprehensive inventory

meets the needs of both residential and commercial clients seeking top-quality materials for any outdoor project.

Furthermore, Woodbourne Landscape Supply prides itself on its commitment to customer satisfaction and is dedicated to providing exceptional service to all customers in the industry.

According to their official website, it is noted that they have established themselves as the premier destination for a wide range of hardscape supplies in Sullivan



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County, solidifying their reputation as the largest supplier in the region.

With an extensive inventory and a diverse selection of top-quality products, this hardscape supply center has continually set the standard for excellence and customer satisfaction, attracting a loyal clientele seeking durable and aesthetically pleasing materials for their outdoor projects.

Their commitment to pro-

viding a comprehensive range of options, coupled with exceptional service and expertise, has made them a trusted resource for both professional contractors and regular DIY projects alike.

Through their continual dedication to sourcing the finest materials and staying at the forefront of industry trends, they have earned a well-deserved reputation as the go-to destination for all hardscape needs in Sullivan County and beyond.



Above: Woodbourne Landscape Supply offers tools to assist in your desired landscape job as well.

At left: Need rocks at the base of your shed? Woodbourne Landscape offers them in many colors and styles.

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This brand new home in Cochection has a modern look while offering tranquility on five private acres. Its gray and red colors contrast well.

Below left: The home features an open floor plan and modern design that leads to beautifully lit areas such as the kitchen seen here with economical storage areas.

Below right: There is a two-car garage located at the back of the home that features a breezeway to help protect you from the elements as you walk between the home and the garage.

Far right: The house contains a full-length deck and each room has sliding doors which open onto the deck.



A brand new three-bedroom and two-full-bathroom contemporary home nestled on five private acres in Cochection offers a perfect blend of modern design, natural beauty and peaceful living. Located at 47 Cushetunk Drive in Cochection, the home is priced at \$629,000 and built by JIT Construction, Justin McElroy, one of the premier builders of the area. Lynne Freda, the Real Estate Sales Agent in charge of the listing, said that McElroy is a great builder.

The residence has a spacious entryway with sliding doors that open up the expansive deck which runs the length of the home. The house is stained a dark cherry red color as well which contrasts well with the base color of gray.

The inside of the home is just as spacious as the entrance with a modern open floorplan, high ceiling and a lot of windows that allow for plenty of natural light to shine in and highlight the sleek and stylish features. The home also features a propane gas fireplace which provides extra warmth for colder months. The kitchen features granite counters and custom ash walls on an island for eat-in and storage. The oak flooring in the kitchen contrasts well with the rest of the features.

The kitchen and bathrooms each contain handmade tiles and the primary bedroom features an ensuite bathroom. The primary bedroom also has a walk-out deck attached. There

CONTINUED ON PAGE 14H





CONTINUED FROM PAGE 13

is also plenty of storage in the home with several closets, including a large closet in the primary bedroom and a laundry room that contains a lot of shelving.

There is a two-car garage on the side of the house that has a breezeway which helps to protect from the elements.

As far as heating and cooling go, the home has central air ductless cooling and forced air and propane heating. The home also includes a septic tank for sewage, drilled well water source and private trash collection.

The builder, McElroy will also install appliances that the buyer purchases, instead of purchasing and installing his own. That gives the buyer more freedom to make the house look the way they want it to.

The home is about a 5-minute drive to Narrowsburg and a 12-minute drive to Callicoon and is located in the Sullivan West Central School District.

home features

MLS: 6258578
List Price: \$629,000
Bedrooms: 3

Bathrooms: 2 full
Square Feet: 1,780
Type: Contemporary House
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Listing Agent:
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The home contains two full bathrooms, which along with the kitchen contain handmade tiles. The primary bedroom features an ensuite bathroom which is spacious and welcoming for both family and guests.

Opposite page: The main living area with a decor feature wall, fireplace, warm wooden ceiling and an abundance of natural light from the patio doors and windows waits to be enjoyed.

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VINTAGE CHARM

Original Smallwood cottage 2 BR, 1.5 BA, stone fpl, FDR & enclosed porch. Deck overlooks large yard w/shed. Great garden potential. Beach, boat launch, sports courts, playground, dog park & trails. Near Bethel Woods & more! **\$255,000**



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VILLAGE TWO-STORY

Very convenient location, this Village of Liberty home offers 2400+SF, 3 BR, 1.5 BA, wood floors, large DR, EIK & laundry room. Plenty of storage, nice private deck and pretty backyard. Most of the vintage charm is still intact! **\$315,000**

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Trends in the real estate market

BY ANNA MILUCKY

On a warm day in early March, my long-time friend Jamie and I decided to take a stroll along the Delaware River. It felt so good being out in the sunlight and enjoying the scenery along the river.

Since we are both realtors the topic came up. Jamie was interested in what the trends were in the RE market. So, I did some research, and here are a couple that I thought would interest you.

House hunting has increased through digital acceleration. This isn't a big surprise since the pandemic. If you recall when the pandemic hit, the house hunting market was incredibly competitive. (Some buyers purchased their homes without even stepping foot into them.)

Zillow remains a very popular house hunting guide, no longer are buyers calling the agents to look for homes. Buyers entering the market go to Zillow and then if they want to see a property they reach out to a realtor.

People are moving from the cities to the suburbs – the reasons for this shift is through necessity and choice. Those who cannot afford to stay are relocating due to necessity, the suburbs remain attractive due to cheaper housing and lower taxes. The wealthy are choosing to relocate. Living in the suburbs also provides for a healthier lifestyle. This will continue to be the trend for the next couple of years.

Let us talk about the Sun Belt's popularity. This is the area from California to North Carolina and 18 Southern States in between. I bet if you think about it, you already know someone that has relocated to Florida, North Carolina, etc. This was interesting, approximately 75% of the country's population growth in the past 10 years has been concentrated in the Sun Belt States.

This made sense to me, since the baby boomers are retiring, and



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

they enjoy the warmer climate. But this is not the only growth. The region is also becoming more

attractive to younger professionals due to lower taxes and more affordable housing prices and rent. The growth has also bolstered the real estate market in the region.

Let's take a look at what's going on closer to home. Has the Real Estate market slowed down in our area? Yes, it has, the first-time home buyers are struggling. The interest rates have impacted the ease of getting a mortgage. Interest rates continue to remain high currently, which increases the monthly mortgage payment. Imagine a 6% vs 3% interest rate on a 30-year \$300,000.00 mortgage for a single-family home. The difference \$1,798.65 at 6% vs \$1,265.00 at 3%. That is significant.

According to the Federal Reserve, they are forecasting three interest rate cuts sometime this year, this will help ease the mortgage market. The one thing that we will not see soon is the rates coming down to 3%.

When we look at the inventory for single family homes in Sullivan County compared to 2023 it is slightly down by -9.8%. New listings in Sullivan County compared to 2023 are up by 16.2%. Closed sales are down by -24.6% compared to last year. The medium sales price remains strong at +14.9% compared to 2023 prices.

For the homeowner that is looking to sell, as you can see above, it is a good time to put your home on the market. The medium sale price remains strong. According to historical statistics the best time to sell your home is from spring to early summer.

My shameless plug for the local realtor, give them a call if you would like to list your home, we need the listings.

I hope everything in your life blooms this spring.

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



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At right: The perfect porch to put your feet up and enjoy all the nature that surrounds the property but does not suffocate or stifle connection with everything around you.

Below: The property surrounding the home spans 25+ acres, surrounding the area with a world that would feel like it is all your own.

Opposite page: Coziness, cottage-core and connection are the three c's that create the nature lover's perfect paradise at this Downsville-based, single family home.



Paradise is a cozy cottage

BY DEREK KIRK



This property is a nature lover's paradise, tucked away in the seclusion of 25+ acres of the forest-covered rolling hills of Downsville. This property was put on the market by Coldwell Banker Realty nearly five months ago and is being sold as is, with all 816 square feet of the rustic hunting cabin waiting to welcome home the next adventurer who calls it home; a get-away and a perfect place to connect with the natural world.

The single family cottage-style home was built in 1980, with two bedrooms and one bath. It is currently going for \$199,900, appraised at \$244 per sq. ft. The property sits at 3245 Baxter Mountain Road.

The home comes with a number of features that di-

rectly compliment the outdoorsy feeling that buyers are searching for. Who could pass up a summer night on the attached back deck? And when it gets cold, the home comes with a wood burning stove to keep the cozy cottage-living vibes accented all year long.

Although there is currently no power to the cabin and sits at the end of a seasonal road that receives no maintenance, it is the perfect place to escape the grid and dissolve into the wilderness with the assistance of a simple power generator or solar panel set up. Either way, this property is a paragon of peace and houses the hopes of a quiet life.

For more information on the property, contact a Coldwell Banker Realty agent and hop on the opportunity to own



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Home features:

MLS: H6274915
List Price: \$199,900
Bedrooms: 2
Bathrooms: 1 full

Square Feet: 816
Lot Square Footage: 1,106,424
Type: Cottage

Realtor:
Coldwell Banker Realty
Listing Agent:
James L. Karpowicz



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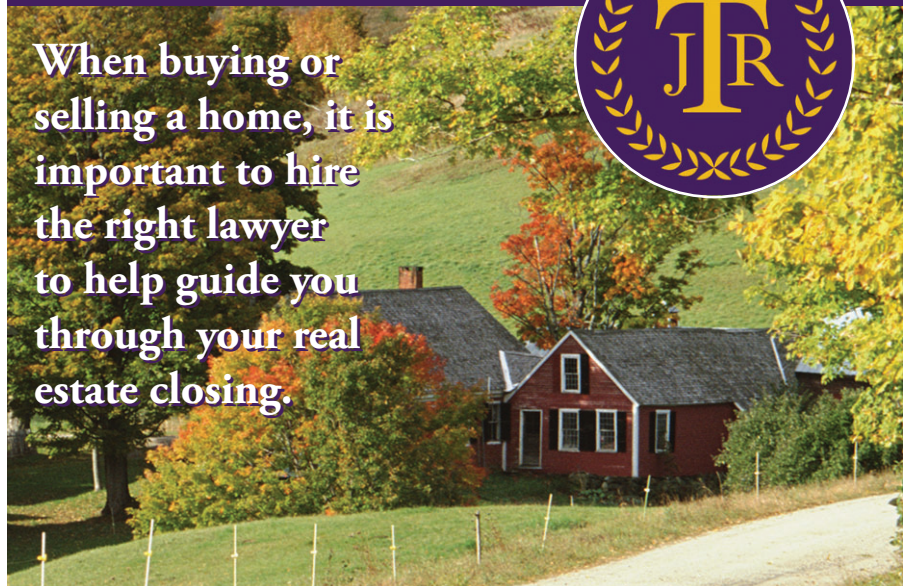
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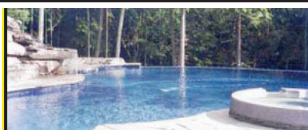
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Soaring:

Prices continue to climb for single-family homes in Sullivan, Rockland, and Westchester counties

While February's single-family home sales were down in every county except Westchester and Orange, home prices continued to escalate throughout the New York City Metropolitan region with Westchester, Rockland and Sullivan counties experiencing price hikes of over 14 percent from last February.

Today's report by the Hudson Gateway Association of Realtors (HGAR), based on data supplied by OneKey MLS, also indicates inventory levels declined in all regions, with the Bronx, Orange and Putnam counties seeing the highest drops by over 30 percent.

Pending sales are up 8.4 percent

overall for the entire MLS region, with Westchester leading the way at 18.1 percent.

"We continue to see high interest rates and low inventory impact single-family home sales in the Hudson Valley and New York City market areas but expect strong pending sales to result in rising sales in future months," said HGAR CEO Lynda Fernandez. "However, increased condo sales in February do reflect strong demand and more options for buyers."

HGAR President Carmen Bauman added that the low housing inventory could represent potential home sellers' apprehension about the interest rates.

"I think a lot of people may still be waiting to see how low the rates will go before deciding to commit to place their homes on the market," she said.

Sullivan County

Sullivan County, once considered the oasis for affordable housing, experienced a 16.7 percent hike in single-family home prices to a new median of \$332,500.

Sales fell by 8.5 percent over last year, and new listings declined by 8.6 percent. Inventory was down by almost 10 percent. No condo or co-op sales were reported. Sullivan's pending sales are also

moving upward by 7.9 percent.

Orange County

In Orange County, single-family home prices rose 5 percent to a median of \$420,000, while condos saw a 2.4% decline in prices for a new median of \$289,900. Condo sales increased by almost 15%, and single-family homes by 6.3%. There were no co-op sales reported. Inventory for single-family homes declined just over 30%, and 27.5% for condos. New listings also decreased in both areas by 6.8% for condos and 3.7% for single-family homes. Orange County's pending sales are also on the rise by 9.6%.

Sullivan County

Sullivan County, once considered the oasis for affordable housing, experienced a 16.7% hike in single-family home prices to a new median of \$332,500. Sales fell by 8.5% over last year, and new listings declined by 8.6%. Inventory was down by almost 10%. No condo or co-op sales were reported. Sullivan's pending sales are also moving upward by 7.9%.

Westchester County

Westchester County experienced a slight increase in home sales by just 1.7 percent in February, along with an almost 14 percent increase in home prices, with a median of \$831,250.



Home in the Country

'A Look Inside the Sullivan County Real Estate Market'

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Sales of condos skyrocketed by over 48 percent, with the median sales price holding at \$411,000, an 8.1 percent drop from last February. Co-op sales saw a 10.2 percent decline, but a 6.1 percent hike in the median sales price at \$199,500.

New condo listings were up by 20 percent, followed by single-family home listings at 13 percent. Only co-op listings declined, by 10.7 percent. Overall, co-op inventory saw the largest decline at almost 42 percent, followed by single-family homes at almost 27 percent, and condos at 19.3 percent. Westchester's pending sales are the highest in our region, escalating by 18.1 percent.

Rockland County

Rockland County's single-family median sales price experienced the highest gain across our region at 16.8 percent to \$730,000

from February 2023. Co-op median sales prices also saw a dramatic increase of 22.2 percent to \$137,500, and condo prices grew close to 5% for a median of \$385,000. However, property sales dropped in all three areas with co-ops leading the group with a 25 percent decline, followed by single family homes at almost 12 percent below and condos with a 4.5 percent decline.

New listings for co-ops escalated by 60 percent and 16.2 percent for single-family homes. Only the condo market saw listings fall by just over 24 percent. Inventory in all three sectors declined with co-ops leading the way at 61.5 percent, followed by condos at 36.4 percent and single-family homes at a 17.6 percent drop. Pending sales, however, are experiencing a dramatic increase to 16.3 percent.

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