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Democrat
publication
AUGUST 2024

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Recent Home Sales

Statistics by Sullivan County Board of Realtors

1.
MLS
6281585
Bethel
Township
Cottage



2 BR/1 BA
Acres: 0.22
Sold For: \$35,000
School Tax: \$780.18
Town & County:
\$1,576.79

Built: 1940
Listed By: Malek
Properties, Inc.
Sold By:
Malek Properties, Inc.


2.
MLS
6266759
Delaware
Township
Mobile
Home With
Property



2 BR/1 BA
Acres: 1.16
Sold For: \$158,000
School Tax: \$193.93
Town & County:
\$1,180.75

Built: 1970
Listed By: Callicoon Real
Estate, LLC
Sold By: Woodstock Way
Realty, LLC


3
6276283
Fallsburg
Township
Townhouse



2 BR/2 Half BA & 2 Full
BA
Acres: 0.10
Sold For: \$200,000
School Tax: 2,501.88
Town & County:

\$2,360.32
Built: 1989
Listed By: Catskills Home
Services
Sold By: Non-MLS

4.
MLS
6257520
Bethel
Township
Ranch



3 BR/1 BA
Acres: 1.20
Sold For: \$250,000
School Tax: \$2,104.37
Town & County:

\$4,251.23
Built: 1950
Listed By: Century 21
Country Realty
Sold By: Resort Realty


5.
MLS
6271726
Thompson
Township
Ranch



3 BR/2 BA
Acres: 0.16
Sold For: \$299,998
School Tax: \$2,386.15
Town & County:
\$2,781.54

Built: 1964
Listed By: Myrna Ginsberg
Realty
Sold By: Woodstock Way
Realty, LLC

6.
MLS
6305245
Tusten
Township
Ranch



3 BR/2 BA
Acres: 6.26
Sold For: \$430,000
School Tax: \$3,356.92
Town & County:
\$3,489.14

Built: 1994
Listed By: Eagle Valley
Realty
Sold By: Country House
Realty, Inc.


7.
6308029
Lumberland
Township
Arts & Crafts



2 BR/2 BA
Acres: 2.78
Sold For: \$575,000
School Tax: \$2,852.69
Town & County:
\$3,089.32

Built: 2016
Listed By: Caroline Akt
Realty, LLC
Sold By: Non-MLS

8.
MLS
6260289
Rockland
Township
Log



4 BR/2 BA
Acres: 340.73
Sold For: \$1,625,000
School Tax: \$4,934.76
Town & County:
\$6,160.98

Built: 2001
Listed By: Chapin
Sotheby's Int'l Realty
Sold By: Chapin Sotheby's
Int'l Realty



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Right, throughout its historic timeline, the house has retained its distinctive porch.

Below, the house rests quaintly between the edge of the woods that makes up the scenery between Roscoe and Livingston Manor and an infrequently used road.



BY ANTHONY MORGANO

Nestled off the beaten path near route 17 between Roscoe and Livingston Manor, a private farmhouse awaits its next owner.

The home is a stoic landmark of the area after being built in 1910. The home's history began as a boarding house during the factory days of the late 1800's until the 1940's, where it then became a private farmhouse.

Most recently, the property became a hunting club for the past two decades.

The home was built to stand the test of time, and has gracefully adapted to the changing times.

The four bedroom, three bathroom home is now ready for new

The Hazel Farmhouse





Above, the house's space offers enough square footage to fit both modern and antique furniture, accenting its place in the history of the area.



Below, there is no shortage of room available for big family celebrations or regular dinners.

ownership. It is set off of Hazel Road, on the dead end Hazel Spur Rd.

The home rests on more than five acres of land, including a spacious yard and access to the woods behind the house.

The rustic interior furnishings teleport you to a bygone era, stepping into the past as you cross the threshold.

The spacious home has 2,346 square feet, providing ample room to relax and recharge in the beauty of the Catskills.

The wraparound front porch is a great place to unwind after a long day, or start the next one. The trees located next to the house provide great shade as well.

The road is infrequently trav-



CONTINUED ON PAGE 6H



CONTINUED FROM PAGE 5H

eled, leading to a serenity that directly contrasts the hustle and bustle of city life.

The home, despite being built in the early 1900's, has modernized features including electric heat and hot water.

A partially finished attic and unfinished basement can provide great storage areas.

Utilities for the property include a septic tank sewer and a well, spring for water.

If you're looking for a secluded classic farmhouse in the Catskills, then look no further!



Above left: natural light is only just one of the rustic features offered by the house's many rooms.

At right: Bathrooms and bedrooms are plentiful.

Above: The spirit of the home's original farm decor and lifestyle is found in abundance in the bathroom.





home features

MLS No: 135411
 Price: \$589,000
 Acreage: 5
 Bathrooms: 3
 Bedrooms: 4
 Type: Single Family
 Total Square Feet: 2,346

School: Roscoe Central School
 Year Built: 1910
 Heating: Electric, Forced Air
 Appliances Included: Hot Water: Electric

Attic: Partially Finished,
 Listed By: Travis O'Dell
 Land and Water Realty
 1974 Old Route 17, Ste 1
 P.O. Box 411
 Roscoe, NY 12776
 607-290-4114



Top: A partially complete attic space awaits the new owners for use for whatever purpose they want.

Even with all the amenities in place, the home's space is almost boundless.

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MEET YOUR AGENT:

Travis O'Dell



Realtor Travis O'Dell

Age: 39

Education: High School Roscoe Central and Bachelors in Wildlife Management SUNY Cobleskill

Place of employment: Land and Water Realty

Current title and duties: Broker/Owner

Years of experience: 10

Why did you choose this career: In one form or another, everything revolves around real estate and it's the single greatest wealth builder in the world.

Favorite part of your job: Meeting some amazing people and visiting some outstanding properties.

Most challenging part of your job: I have never liked paperwork. I get it done but it's my least favorite part.

Favorite on-the-job moment, customer or memory: I have some great memories, mostly due to the incredible people I have met along the way.

What advice do you have for someone entering your field: Always be honest even when it's hard and just focus on adding value in everything you do.

Who inspires you: The government. I work half the year just so they don't take all my stuff away and put me in jail.

Favorite movie/TV show: Dances with Wolves, Legends of the Fall and Tombstone

How do you spend your spare time: I am usually working in some form or fashion but I do enjoy hunting and fishing when I can find the time.

Favorite vacation spot: Tennanah Lake

Family: The Best! I have a beautiful wife and three top notch daughters.

Civic or volunteer affiliations: Vice Chair of Town of Hancock Planning Board, Vice Chair of Delaware County Planning Board, Roscoe Chamber of Commerce Board member.

Favorite quote: The sky's the limit, as long as the ground holds up. -Grandpa

How do you manage your time: I've finally come around to the power of delegation.

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The feeling of home sweet home

BY VINCENT KURZROCK

For three years, 38-year-old Ashley Donohue has been at the forefront as the owner and operator for Home Sweet Home Services LLC.

Home Sweet Home Services was founded three years ago when Donohue hoped to provide services that were needed and could be a way to help people feel more comfortable and safe by providing clean environments.

"For me, it was more about connecting with my families to provide services that gave them back their time to be with their families," explained Donohue.

Family is truly the cornerstone of her life, and she wanted to create a business that not only reflects that but also helps busy families have more time to spend together.

Because of this, when she

started her business, her main goal was to provide a service that takes care of all those pesky tasks that often consume so much of a family's time and energy.

They offer a wide range of services to cater to the needs of busy families, including cleaning services to keep homes looking their best, property management to ensure that everything is running smoothly, short-term rental turnovers to make the process of renting out a property as seamless as possible, and real estate cleanings to help families prepare their homes for sale or move-in.

In addition, they are currently working on a partnership with the Sullivan County Child Council to offer in-home nanny services, providing families with trusted and reliable caretakers to help take care of their little ones.

"We have partnered up with one of the most prestigious, local

electric companies, American Electric LLC Landscaping. We have partnered with a landscaper Brian Nudelman he is the owner and operator of Brian's Landscaping LLC," said Donohue. "I made sure when I created a company I was able to diligently get to know local companies around here to be able to add services that a lot of our clients are looking for especially when we're caring for their home when they cannot be around."

They also offer construction services for families looking to make improvements to their homes, as well as home improvement services to help ensure that every corner of a family's home is just the way they want it.

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A well-maintained environment is a healthy environment that creates a feeling of comfort.



Ashley Donahue and family

In addition to Sullivan County, they also extend their services to select areas in Orange County and Lake Ariel.

For appointments, Ashley happily takes incoming calls. She likes them to be personal to ensure the best service.

To arrange an estimate, you can give her a call. She walks her consumers through everything every time. You can call her at 845-551-0958 from Monday to Friday.

“As a sole proprietor I have a strong sense of responsibility and dedication to maintaining high standards,” said Donohue. “I believe my commitment and quality services with a positive mindset contribute to my business success. I love being reliable and confident in the work I do.”

She is grateful to have an exceptional team of staff who work alongside her. They consistently exceed expectations and show a willingness to grow and improve.

While her focus has shifted towards managing the properties from the office, her team is out in the field, dedicating themselves to maintaining high standards.

Even though she may not be out in the field as frequently as be-

fore, she makes it a point to visit the properties and clients regularly. This personal touch allows her to ensure that everything is running smoothly and up to the standards she has set.

There are also no additional fees for cancellation. As Donohue says, “things in life happen.”

However, if these occurrences are repetitive, then a fee will start to emerge.

On the topic of fees, repairs are an additional fee that is the construction portion of her company. Her husband comes out and does all estimates and repair jobs.

Currently, Donohue is managing 32 properties.

“Our goal is to be a trusted cleaning company in Sullivan County. Our principles reflect this,” said Donohue. “We take great pride in helping our customers have productive, safer, and healthier environments through a robust range of cleaning services, industry-leading standards, and sustainable business practices.”

“Communication is top tier to me and being readily available for our customers.”

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The estate on a lake

Left, the banks of Kauneonga Lake have seen the home thrive since its origin, including the most recent addition in 2016.

Below, whether it is used for hosting cocktail parties, entertaining family gatherings, or unwinding with the ever-coveted "me-time", the parlor's generous space offers the ability to do anything you please.



Above, elegance and grace – two words that hone in on the home's aesthetics. Like something out of a movie, this property stands unparalleled in charm.



Right, the exterior of the building shows its poise with a gorgeous front porch and glistening white accents that reflect the purity of the lake it rests just beside.

STORY AND PHOTOS
BY AUTUMN SCHANIL

If your dream home could talk to you, what would it say? The answer to that question is of course different for everyone, but for this two-story estate home on West Shore Road in Kauneonga Lake the first words that come to mind are grand, elegant, and loved. The moment you pull into the drive, your eyes feast on every luxurious and well thought-out detail from the bluestone entryway and covered porch of the original renovated house to the balcony spaces that overlook the lake from nearly every room of the addition built in 2016.

"When the owner renovated, he made sure to maintain the architectural integrity while also adding modern luxuries and estate-quality enhancements," said

Real Estate Broker Carol Malek of Malek Properties in White Lake, as she opened the front door of the house to step into the foyer. "So he kept the original fireplace and the warm essence of the original home, but you see and feel the modern, in a subtle way."

To the right of the foyer is a living room with cozy couches facing the original fireplace of beautiful tile and a simple mantelpiece. To the left a short hallway leads to the dining room with imported German Oak floors that sits a step above the spacious, open living room with a second fireplace and multiple sliding glass doors beyond it. Each sliding glass door leads to the first level deck and is complete with alarmed screens and the potential for electronic shades.

Straight down the hall from the foyer is the kitchen - any entertainers or large fam-

ily's heaven. With a center island that can seat up to seven, there is plenty of space for a family breakfast or to prepare for a night of cocktails, appetizers, and friends.

"Most of the appliances are Sub-Zero," said Carol, pointing out the carefully selected appliances that blend in with the cabinetry, "and the counter tops are a leathered granite."

Placing your hand on the counters you can feel the subtle texture and coolness of the stone. There are two refrigerators, two dish washers, a wine cooler, a Wolf professional stove, an ice maker, and a microwave drawer in the center island.

The whole house has a fresh air system, maintaining a cool temperature, low humidity, and a clean feeling you don't get from conventional AC.

Climbing one of the two sets of stairs to

CONTINUED ON PAGE 14H



Above, who wouldn't want to wake up to the breathtaking views of the lake immediately outside the window? With no obstructions, when you wake from your dreams, you find yourself in another one.

With a kitchen equipped to handle anything, the culinary ideas are endless.



CONTINUED FROM PAGE 13H

the second floor, it's clear that plenty of love and consideration went into every detail of the house by the owner. Each choice made adds to the comfort and extravagance of the home. The nine bedrooms, most with their own bathroom and second floor balcony access speaks to the love of bringing family together while the large windows in every room, solar panels on the roof, and Trex decking speak to sustainability, and lasting beauty with minimal upkeep.

Across the driveway from the house sits a five car garage with a separate apartment above with three bedrooms and two bathrooms. Perfect for guests, family who like more privacy, or to rent to a future tenant.

"Both the main house and the garage with apartment have radiant heat floors throughout and towel warming racks in all of the bathrooms," Carol said. "I'm constantly inspired by what the owner did here."

And last, but certainly not least, the house and apartment both have a beautiful view of the lake and a personal dock where you can swim or float in the clean, clear water, tie your paddle boards, kayaks or canoes.



The staircase offers a sense of sleekness and grandeur – a mix perfect for a home that neighbors a prestigious body of water such as Kauneonga Lake.

home features

MLS No: 6317606
Price: \$4,749,000
Acreage: 1.8700
Bathrooms: 9
Bedrooms: 12
Type: Single Family
Style: Estate, Two-Story
Total Square Feet: 6,652
School: Monticello Central School
Year Built: 2016
Features:
 Cathedral/Vaulted/High Ceilings,
 Chefs Kitchen, Mold Proof/Soundproof
 Sheetrock, Automatic Toto washlets,
 sound system, two wood burning fire-
 places, German Oak engineered floor-
 ing, Solar system, radiant heating in
 main house, fresh air system, Sub-Zero

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MEET YOUR AGENT:

Carol Malek

Education: BA Communications, Minor in Art - Marist College, Poughkeepsie

Place of employment: Malek Properties, White Lake, Bethel, NY

Current title and duties: Broker/Owner

Years of experience: 28

Why did you choose this career: It was a natural fit for me, organic. I realized many years ago that I must work for myself, I grew up on a farm and work ethic is rooted in my soul. I love people, I love land (like some women love shoes and pocketbooks! But I do love shoes and pocketbooks too!) I am creative, love design, and I found out early on that this career offers a plethora of creative opportunity.

Favorite part of your job: It has to be the people, I love people. I love my team and have a great time with them whenever we can. We work hard together and try to play hard together too. Some of my colleagues have been with the company for more than 20 years. Also, there is a great deal of diversity. Every day is a different "office view" pretty much. A lot of problem solving too! Never a dull moment.

Most challenging part of your job: Shifts in the market, real estate is an ever-changing landscape, and you have to be aware of triggers. It can be as exciting as it is nerve-wracking! As a leader I need to be ahead of the curves.

Favorite on-the-job moment, customer or memory: Probably too many things, it is always a live show! So many great moments and memories that made lasting

relationships. I would need a few hours for this one answer!

How do you manage your time: I will be the first one to admit I have a hard time with that, but I am working on it. I never really feel that my time is mine. This job is seven days a week, and I have to keep reminding myself to exercise, spend time with family and to pray more.

What advice do you have for someone entering your field: The industry has a great deal to offer, but you have to work like a farmer. There are no easy short-cuts. It is all about the clients; buyers and sellers, who you owe responsibility to. You have to like what you are doing, or it will show. If you commit to the industry, know that there are awesome ups as well as shocking downs.

Who inspires you: There are so many people who have inspired me, most are passed on, and are probably saints now. My father (chicken farmer who worked all the time) who has gone before us, opened the world to me, I could do anything, be anything. He told me I was born to be in sales since I was two. My mother is the most amazing woman I know and is as strong as they come when it comes to faith and virtue. I have been very blessed with incredible influences in my life.

Favorite movie/TV show: I do not watch TV, I catch up on news (Thank you to my husband, Jerry! keeps me posted, and I guess FB can be helpful that way.) News is so negative, but necessary. Facebook can be a rabbit hole. I had favorite shows growing up, they are still fun to see when I do - I Dream of Jeannie, I figured I could make my bed with the blink of an eye. Brady Bunch? I am



Realtor Carol Malek

oldest of 6 and there were 3 boys and 3 girls - we proved that was impossible! MASH, Little House on the Prairie, Happy Days, and all that good old stuff.

How do you spend your spare time: I am looking forward to spare time. I love music and play a little guitar. I love nature - photographing it, walking through it (while working mostly). I would like to spend more time doing that. I do have an art background and have wanted to focus on art ever since kindergarten. I am working on that!

Favorite vacation spot: We work a lot but liked to go to Florida and North Carolina a lot in the recent past. Upstate lake areas are on the agenda. Next big adventure planned is Italy.

Immediate Family: Husband ~ Jerry Malek, son Ken Cuttita and his wife Caitlin, and son Zachary Malek.

Civic or volunteer affiliations: Served on the Sullivan County Multiple Listing Service Board for 12 years, I have been heading as officer or participating as director on the Bethel Business Association board for past 15 years, major contributor of the award-winning Bethel Guide (SC Democrat) since inception, member of National Association of Realtors, NYS Association of Realtors, Sullivan County Board of Realtors, Commercial and Investment Certified Broker, Member of One Key Multiple Listing Service and the Hudson Valley Catskill Region Multiple Listing Service, Sullivan County Chamber, Sullivan County Visitors Association and Sullivan County Partnership for Economic Development.

Favorite quote: "Do not be afraid." (Jesus and St. John Paul II said it constantly). Taking second place ~ and my mission: "Do what you love and love what you do."

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Asking the right price?

BY ANNA MILUCKY

If you're looking to sell your home, the asking price is critical to a quick transaction.

I've been doing real estate going on three years, and the big question I get when meeting with potential sellers is, "How much do you think my home is worth?" (I lost a client in the early part of my real estate career just to this question.)

The seller has an emotional as well as a financial interest in their home/property. They include all of that in the asking price. It's up to the real estate professional to do the research and help them understand the local market and what they should list their home for.

So, if you're talking to an agent

to sell your home, you should be asking for a comparative market analysis (CMA).

The CMA looks at the prices of recently sold homes that are similar in location, style and condition to the home that is being put on the market.

Since most homes differ, they add or subtract the amounts for some of the following: Bedrooms, Baths (this is a big one, everyone wants at least 1.5 baths) Dining, Family rooms, Fireplace, Basement, Pool, when it was constructed, if it has any special features. They also look at how many days it has been on the market, what the asking price was and for what it sold. Price per square footage.

The one thing that has always stuck in my mind when I took the real estate course, an example of

a home next to a not so desirable property.

Basically, if you own a home next to a refuse facility, you can't expect the same price as lake front property.

Another factor to keep in mind: what are the market conditions in our area? Issues such as supply and demand, ease of credit, and competing properties will all dictate market conditions. It goes without saying that if market conditions are good, properties tend to sell quickly, and if they are not good, it takes a while to make that sale. Your real estate agent will take all of that into consideration when they prepare the CMA.

As a seller, you have the last word on what you would like to list your property for, utilizing the CMA will help you avoid overpricing or even underpricing your



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property.

I also wanted to clarify that a CMA is not an appraisal. The



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focus of an appraisal is the valuation of the property, where the CMA sole focus is to determine pricing for marketing.

Whereas Appraisals are usually ordered by the bank and will be utilized to obtain financing.

Looking at the real estate market in Sullivan County: comparing year to date as of July 2024 vs July 2023. New Listings are up by 11.1%. Closed sales are down by -15.1%.

Days on the market are slightly up by +3.4%, median sales price is up by 8.9% from 280,000.00 to 305,000.00, if you are a seller, you might feel encouraged by the median sales price increase, keep in mind this is county wide. It might be different from town to town. This is where the CMA is useful, to see if the median sales price is up or down in your area. These market updates are for single family homes.

I wanted to also share one interesting trend that I came across at realtor.com.

One of the most popular states for retirees is losing its edge.

People or retirees that have relocated to Florida are rethinking their decision and moving out. Some of the reasons for this is the threat of hurricanes, with that comes the cost of Homeowners insurance, which has increased 102% since 2021. If you own a home in Florida and have a mortgage, you need also to pay for flood insurance. In some cases, the company might have dropped your policy altogether. Car insurance has also gone up by 24% on average since 2023.

Floridians 65 and older are relocating to Georgia, (per Realtor.com) and believe it or not, many are also moving to the Northern states. I thought it was interesting that 7.5% moved to New York, 7.2% to North Carolina, 5% to Texas.

Wishing you all a safe Labor Day Weekend!

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



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