



<u>ecent Home Sales</u>



\$1,075.89

Cape Cod 3 BR/1 BA Acres: 1.06 Sold For: \$160,000 School Tax: \$1,302.07 Town & County:

Built: 1931 Listed By: RJ Katz Realty Sold By: NexLvl Real Estate, Inc.



2 BR/2 BA Acres: 0.16 Sold For: \$212,000 School Tax: \$2,199.82 Town & County:

\$3,003.78



Built: 1940 Listed By: Rieber Realty, Sold By: Rieber Realty, Inc.



3 BR/1 BA Acres: 0.28 Sold For: \$265,000 School Tax: \$2,322.67 Town & County: \$1,368.91



Built: 1989 Listed By: Resort Realty Sold By: Non-MLS



Statistics by Sullivan County Board of Realtors

Highland **Township** Contemporary 2 BR/2 BA Acres: 4.88 Sold For: \$300,000 School Tax: \$5,790.22

MLS

6271958

Built: 1992 Listed By: Gibson E. McKean, Inc. Sold By: Gibson E. McKean, Inc.

MLS 6300569 Wurtsboro **Township** Cottage

1 BR/2 BA Acres: 0.84 Sold For: \$350,000 School Tax: \$3,201.64 Town & County: \$2,645,48



Built: 1951 Listed By: J. Morreale, LTD

Sold By: J. Morreale, LTD

MLS 6311892 Rockland **Township** Comtemporary

2 BR/2 BA Acres: 2.38 Sold For: \$425,000 School Tax: \$3,687.36 Town & County: \$3,887.93



Built: 1971 Listed By: Eagle River Realty, LLC Sold By: Eagle River Realty, LLC



4 BR/4 BA Acres: 5.49 Sold For: \$540,000 Built: 1982 Listed By: Payne Team, LLC



Sold By: Country House Realty, Inc.

8. MLS 6214963 Fremont **Township** Converted Barn

Town & County:

\$5,086.30

3 BR/2 BA Acres: 42.66 Sold For: \$1,150,000 School Tax: \$5,471.69 Town & County: \$7,743.34



Sold By: Non-MLS

Home in the Country

'Sullivan County's Award-winning Real Estate Guide'

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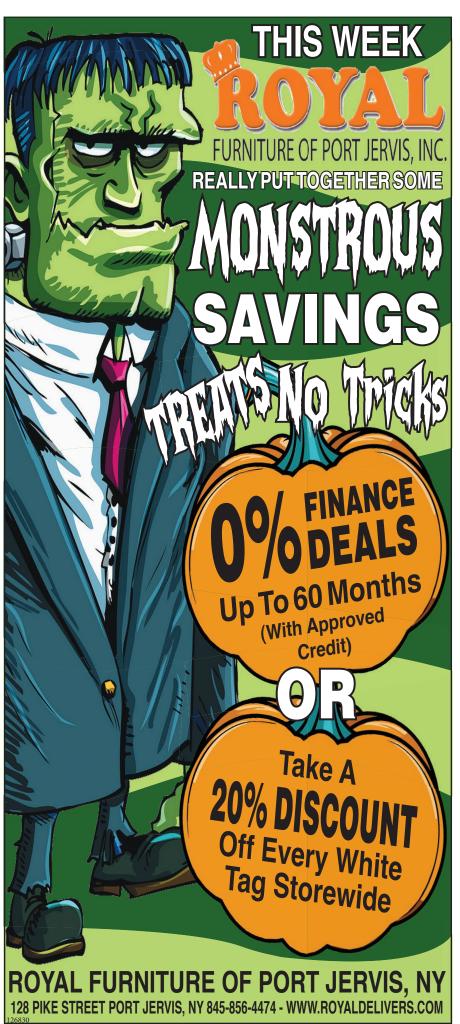
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HOME IN THE COUNTRY SULLIVAN COUNTY DEMOCRAT



If you want it done right

Sullivan Home Service

STORY BY VINCENT KURZROCK

or those seeking a meticulous restoration process that guarantees both precision and promptness, Sullivan Home Service is the ideal choice.

With over three decades of experience, owner Thomas Peck has honed his skills in the field of contracting restorations since 1989.

What began as refinishing bathtubs has evolved into proficient expertise in reconstruction projects.

"I was fortunate enough early on that I was endorsed twice by the New York Times in their home section," reflected Peck.

"I should be retired!," he joked owing to his 35 years of dedicated service to his projects.

Sullivan Home Service provides a comprehensive range of general contracting services, including historical restorations, lawn restorations, and even barn restorations.

They have a strong commitment to excellence that remains unwav-

Peck and his team proudly serve the Sullivan County area, including Delaware County and extending all the way down to Port Jervis.

If you would like to schedule an appointment with them, you are encouraged to call 516-315-4069.

They are available to assist you from 8 a.m. to 5 p.m. every day of

One of Peck's greatest sources of motivation for his work is the satisfaction he feels when reviving a property for its homeowner.

"Nothing brings me more joy than seeing something in disrepair that gets restored to its original state," stated Peck.

Peck extends his heartfelt gratitude to his dedicated staff and trusted subcontractors, who have been integral to the success of his projects due to their long-standing relationships and unwavering commitment to quality workmanship.



Indoor or outdoor, wherever restoration is needed, the results will please you.

Their professionalism and expertise have been essential in bringing his restoration projects to fruition.

If you find yourself in a position where you need to cancel a restoration project, rest assured that there are no hidden fees or penalties involved.

Peck understands that circumstances may change, and he values transparency and fairness in all his business dealings.

In addition to completing a luxurious home restoration project earlier this year, Peck is currently gearing up to take on the exciting challenge of building a new home from the ground up.

His dedication to excellence and attention to detail ensure that each project is completed to the highest standard, exceeding expectations every step of the way.

Also of note is that necessary repairs or adjustments to previous work are included in the project scope and timeline, with no additional fees incurred until the final punchlist is completed to the client's satisfaction. Repairs of previous damage aren't additional fees as they're not done until "the punchlist is done".

"We leave everything flawless," said Peck. "I would like to put more work on the schedule to get more noticed. Don't shy away from that phone number, we do everything

thoroughly."

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or 77 years, John H. Eschenberg Inc., at 3965 NY-17B, Callicoon, has been supplying the best in small engine sales and service to its many loyal customers. "We have everything you need for this fall and winter already in stock," owner Dennis Eschenberg said. "Pop would be proud." That extensive inventory includes Stihl, Husqvarna, and GreenWorks chainsaws, woodchippers and log splitters. "We offer a lot of our products, either in gas or battery operated," Dennis said. In addition, there is a full inventory of hand-held and back pack leaf blowers, snow blowers, pole trimmers, power washers, generators, and, of course, lawnmowers that can be equipped to handle the snowy season, too. "Our service team is also top notch," Dennis said. "And we have a full line of accessories." The shop is open Mon.-Fri., 8 a.m. to 5 p.m., Sat., 8 a.m. - 1 p.m. Closed Sun.



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120 Muthig Rd, Hurleyville, NY 12747 845-292-7620 Office sallison@allisondevore.com 845-701-2645 Cell 845-292-5143 Fax At left, Dennis Eschenberg holds up one of the many Stihl chainsaws that John H. Eschenberg has for sale, including both gas and battery powered. Center, John Eschenberg also has log splitters ready to roll down the road to your backyard.

Below, whether it's a snow blower or riding mower, Eschenberg has what you need. At right, whether it's a power washer, generator, woodchipper and trimmer, John H. Eschenberg will get you running in no time.









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Building a strong foundation

STORY BY VINCENT KURZROCK

ith an unwavering passion for architecture, it's no wonder Principal of Architectonics Howard A. Perez is so well-versed at what he does.

Architectonic is defined as "the scientific study of architecture". It's with this knowledge and expertise that Perez treats every project as an opportunity to explore and stretch the boundaries of science as it pertains to architecture.

This dedication and passion for his work stems all the way back throughout 21 years of passionately serving the community with their architectural needs.

Some of these offered services include:

- Design (residential/commercial & institutional
- Construction and permit documentation
- Code compliance
- Interior work
- Offering estimates
- Working on site design

For every project, the base state criteria are determined through code review.

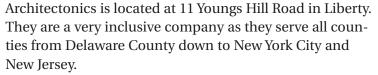
Design is the process of developing a workable notion, sketching it out, and presenting it to the client.

The produced drawings that depict the code-compliant design and concept utilized for building department permitting are, in essence, documentation.

Inspections are trips to a property to evaluate its restrictions and actual circumstances.

The procedure by which the building department approves a project for construction with the use of architectonics services is called permitting.

If you would like to register for any of these services, it is strongly recommended to call up Architectonics at 845-720-2255 or at 845-539-5185 to discuss the project.



Currently, contracts require a 50% deposit for a Services Proposal and if you choose to cancel the project then there will be a 100% refund issued.

However, it is important to note that this only occurs if no work has been performed yet.

If the work has started and you request a cancellation, that 50% will not be refunded.

His fees charged are determined on an hourly basis and differ depending on the project requested.

Perez is used to juggling many projects at the same time, so you can assure he'll get those details just the way you want.

"Working on three to four projects at any one time is not unusual," stated Perez. "[In terms of hours] it usually depends on the project schedules but I am open to working 24/7 a week until the work is completed."

What Perez really enjoys most is not how the project itself will end, but having the knowledge that it will be extremely functional and look fantastic.

These projects are not completed by Perez's own hands but when it's needed, he will contract out some work. "As the owner of Architectonics I take pride in providing services to my clients as a reliable, trustworthy, and complete design services boutique." said Perez.

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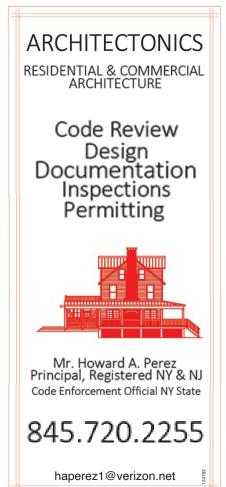
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MEET YOUR BROKER:

Education:

High School. I graduated from Narrowsburg Central School and some college courses to attain my real estate license. I take continuing education 22.5 hours every 2 years.

Place of employment:

Broker/Owner at Eagle Valley Realty

Current title and duties:

Broker/Owner at Eagle Valley Realty. I also have earned some designations through my continuing education: Graduate of the Realtor Institute (GRI), Resort & Second Home Specialist (RSPS), Certified Buyer Representative (CBR), Accredited Buyer Representative (ABR), Realtors Commitment to Excellence (C2EX). Director at the Sullivan County Board of Realtors.

Years of experience:

35 years as a real estate licensee, which include 10 years as the Broker/Owner of Eagle Valley Realty.

Why did you choose this career:

When my children were young, I wanted to earn some extra money, so I sold Tupperware through home parties. When my youngest son was 4 and getting ready to start kindergarten, I started to think about what would be a good job for me. My grandfather suggested that I try selling Real Estate. A family friend, Dick Crandall, was a Real Estate Broker, so I took my real estate course and fell in love with helping people attain their goal of home ownership.

Favorite part of your job:

Getting to view all types of properties, meeting wonderful people and successfully negotiating a

Dawn Curreri



Realtor Dawn Curreri

sale.

Most challenging part of your job:

Agents and other professionals that don't respond in a timely manner. We, as real estate professionals, are holding people's lives/happiness in our hands and we need to take great care of that responsibility.

Favorite on-the-job moment, customer or memory:

I think this would be finding a property for my 1st ever buyer, just a few months after I became licensed. She became my best and most cherished friend in Narrowsburg for 35 years.

How do you manage your time:

It is not easy, but I do have a great group of agents at Eagle Valley Realty that I can depend on. Some days are longer than others, depending on the paperwork.

What advice do you have for someone entering your field:

Remain professional at all times.

Always take time to explain the process to the clients and listen to them.

Who inspires you:

I would have to say my past Real Estate Brokers, Gerald Euker and Gayle Taylor and also a wonderful agent I had the pleasure of working with for many years, Kris Krekun!

Favorite movie/TV show:

My favorite movie is Jumanji and probably my favorite TV show would be Survivor.

Favorite vacation spot:

Walt Disney World and going to the beach.

Immediate Family:

My husband Joe, we have been married for 46 years and together a total of 50 years. My 3 sons, 2 wonderful daughter-in laws, who are real estate agents at Eagle Valley Realty, and 6 of the best grandchildren, who are my entire world.

Civic or volunteer affiliations:

In the past I was very involved with the Narrowsburg PTA & Booster Club. I taught Sunday School at the Narrowsburg United Methodist Church, served for 20+ years on the Tusten Youth Commission, I was a Boy Scout Cub Master. More recently I am a member of the Narrowsburg Chamber of Commerce, Sullivan County Chamber, Director (past and present) for the Sullivan County Board of Realtors and the driving force behind the David F. Curreri Memorial Scholarship Fund Inc, in honor of my youngest son, who was killed in a tragic accident in 2010.

Favorite quote:

The Golden Rule: Do unto others as you would have done to you.

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Whether it's on the deck, walking in the gardens or sitting in the outside patio area, this home offers a real connection to the great outdoors.









Above, a spacious kitchen gives you plenty of room to enjoy a fine meal while keeping your guests close to you at a kitchen island. Below, exposed beams are an elegant feature to this upstairs bedroom. At left, this tv room has plenty of sunlight and beautiful wooden floors.

$Nature\ abounds\ at\ this\ I^{\text{magine waking up to sunshine streaming in through skylights, hearing birds singing outside in Spring, or enjoying coffee in a warm sunroom while}$ Narrowsburg home

STORY AND **PHOTOS BY AUTUMN SCHANIL**



snow falls all around you in winter.

With its many windows, skylights, and spacious sunroom leading to a deck and back patio, this home in Narrowsburg could provide just that.

Pulling into the driveway, the trees open up to a beautifully landscaped property with stone walls, and a large rustic style home that fits right in to its surroundings. Opening the door of the lower entrance, you step into a cozy mudroom with a tile floor and plenty of storage space for jackets, shoes and boots.

"This was a garage but they converted it into a mudroom and living space," said Eagle Valley Realty Broker Dawn Curreri.

To the right of the mudroom is a petite living room full of beautiful antiques and a staircase leading to the

"This could be a den or extra storage," said Curreri, opening a door to the left. "Straight back is a spacious laundry and utility room with generator hookup, as well as an exercise room."

Walking up the stairs a glass paned door opens to the kitchen and the sunroom beyond. A sense of warmth and comfort immediately wash over you. The kitchen has curved cabinet doors, a detail you don't often see, and a large central island with a stove top and granite

"There are all new appliances and a double oven," Curreri pointed out, "as well as radiant floors."

The sunroom beyond holds a dining table, well selected antiques, and plants in every window. Sliding the door open to step outside, your feet meet smooth Trex decking and steps down to a garden patio with an outdoor shower, two separate gazebos and a fire pit where there once was a pool.

Back inside, it's a step down from the kitchen to a large open living space, a full bathroom, and two bedrooms side by side. Another set of stairs leads up to

CONTINUED ON PAGE 14H



Beautiful stone walls and walkways add a beautiful touch to the outdoor landscaping of the property. Below, an elegant staircase welcomes you to the upstairs.

CONTINUED FROM PAGE 13H

the primary suite - complete with a full bath, an office, a large bedroom with french doors, vaulted ceilings and skylights, and a room built just for lounging in the hot tub.

"Isn't this neat?," Curreri smiled, stepping up into one of two entrances to the hot tub room.

So if you're looking for a home with character, plenty of detail, space and light, this just might be it.

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MLS No: 6315140 Price: \$629,000 Acreage: 2.47 Bathrooms: 2 full Bedrooms: 3 Type: Residential

Style: Contemporary, Two-Story Total Square Feet: 2,660 School: Sullivan West Central School

Year Built: 1990 Features:

Bedroom on Main Level, Sun Room, Dining Area, Entrance Foyer, Eat-in Kitchen, Full Bath on Main Level, Galley Kitchen, Granite Counters, High Ceilings, High Speed Internet, Home Office, Kitchen Island, Bath in Primary Bedroom, Skylights, Window Treatments, Built-In Oven, Cooktop, Dryer, Dishwasher, Electric Water Heater, Oven, Range, Refrigerator, Washer, Stainless Steel Appliance(s), Driveway, Detached, Garage, One Car Garage, Off Street

Listed By:

Dawn J Curreri Real Estate Broker 845-541-0496 eaglevalleyrealty@gmail.com Eagle Valley Realty 6967 State Route 97 Narrowsburg, NY 12764 845-252-3085 www.eaglevalleyrealty.com From Well Drilling to Water testing, WE MEET EVERY NEED.



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What are Buyer Agreements?



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

uring any industry, changes crop up every couple of years. It's no surprise that this has happened in the Real Estate world.

One of these changes is the Buyer's Agreement. A Buyers Agreement is a contract between the buyer and the real estate professional.

This agreement can be a One Time Showing Agreement just to see a specific property, or you can also sign an Exclusive Buyer Agency-Compensation Agreement. The Exclusive Buyer Agency Agreement means that you would like to work with that realtor until you find and buy your

home. A lot of buyers will do the one-time showing agreement and if they enjoy working with the realtor, then they will sign the Exclusive Agreement.

The one thing that you need to keep in mind is the commission piece on the Buyer Agreements. This is negotiated at the time of signing the agreement, between the buyer and the buyer's real estate professional. Here are two questions and answers that will help you understand the commission piece.

Q: If the seller of a property that I found for you is not offering a commission to me, then what happens?

A: In that event, and because we have a signed Buyer's Agreement, there are a few options:

1. You can make a purchase offer subject to the seller agree

ing to pay the commission.

2. You can negotiate a hybrid where the seller may pay part of the buyer's commission, with you paying the balance.

2. You go the buyer would pay to

3. You, as the buyer, would pay t he full commission.

Q: Is it required for a seller to offer a commission to the buyer's real estate professional? **A:** It is common, but not re-

quired. Many sellers recognize the value of offering a commission to the buyer's real estate professional and offer to contribute to pay some portion of the compensation. Sellers know that buyers benefit from having their commission paid by the sellers out of the sale. Sellers also often see the value in having a buyer be represented because the transaction is likely to go more smoothly and close on time. You should understand that while the seller may be paying the commission, the duties as a buyers real estate professional run strictly to the buyer. The seller's payment allows you the buyer to use cash for a larger down payment or other purposes, most buyers are not able to finance the brokerage commission as part of their mortgage.

Buying a home is a large undertaking and working with a realtor will help the process enormously. According to Zillow, 88% of home buyers utilize an agent to navigate the home search and purchase process. The other positive is, if you are exclusively working with an agent, they will be there with you and for you until the closing.

Buyers who hired agents were most likely to rank the following services among the most valuable by their real estate agents:

Helped decide the details of their offers (57%)

Organized and submitted the paperwork associated with purchasing their home (53%)

Identified homes to consider (43%)

Took buyers on private home tours (43%)

Led contract negotiations (43%) Here are some additional advantages for buyers to work with a realtor:

- -They can help you save time and money on your home pur chase,
- Determine fair market value thru the comparative market analysis
- -Negotiate listing price/spot any

red flags

-Keep things moving forward -provide any guidance if any ad ditional costs come up.

I'm hoping the above will give buyers a place to start the conversation when you're ready to talk to a realtor.

Let's look at the local real estate market in Sullivan County.

Comparing August 2023 to August 2024, New listings are up +12.9%, closed sales are down by -16.6%, days on the market until sale is up +2.5%, median sales price is up by +10.5%, \$285,000.00 to \$315,000.00. I want to add this as well, to the stats, since it is important for sellers that have homes on the market. Percentage of Original Price Received +0.6%, the inventory of homes that are for sale in Sullivan County is slightly up by +6.5% or 400 to 426. The above stats are for single family homes only.

Since interest rates have come down, it will be interesting to see if this will have an impact on the single-family homes in the next coming months.

Wishing you all a safe holiday weekend!

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

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

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\$699,000 MLS # H6303255

Cochecton, NY. Luxurious 4-bedroom, 2.5-bath home built in 2023. Set on a quiet back road, the lot is level with a fenced yard that backs up to woods. Home is immersed in natural light

and open space. The great room offers large windows, high ceilings, a gorgeous propane fireplace, and glass doors to a full-length deck and fenced back yard. Amenities include high-speed internet, a full house generator, central air, and Nest thermostat. Outside, you'll appreciate the paved driveway leading to the 2-car garage, landscaping, fenced yard, and woods for buffer.

Callicoon, NY. Arts and Crafts home on 2 acres. Original condition with Fir floors and Chestnut trim. Kitchen has plenty of original cabinets with attached pantry/built in cabinets-this room also has half bath. Beautiful staircase leading to upstairs with 3 bedrooms -all with large walk-in closets. Full bath has

hand painted tiles with clawfoot tub and shower. Breezeway leads you to an attached oversized 2 car garage. Beautiful stone walls and fireplace for outside entertaining.

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Inventory, prices, new listings up on single-family homes in Sullivan County

edian sales prices for single-family homes increased by 2.1 percent in Sullivan County in August but home sales declined by 4.2 percent, according to Hudson Gateway Association of Realtor's (HGAR) latest report.

Sullivan County

Sullivan County's single-family home sales declined 4.2 percent in August, but the median sales price moved forward by 2.1 percent to \$362,500.

Condo sales were down by 50 percent from last year, but the median sales price surged by 65.9 percent to \$224,00 from just \$135,000 last year.

However, due to the county's minimal amount of available condos, this percentage translates to just 1 condo sale, as opposed to 2 in August of 2023. There were no co-op sales reported.

New listings for single-family

homes grew by 20.8 percent but there were no new listings reported for condos. Inventory of single-family homes advanced by 14.6 percent and declined 50 percent for condos with 2 on the market as opposed to 4 August.

Sullivan continued to offer the largest months of supply at 7.9 months, an increase of 19.7% over last month. Pending sales also increased by 23%.

Orange County

In Orange County, sales of single-family homes decreased by 4.2%, while condo closings fell by 29.8%. Co-op sales increased by 50%, but with the county's co-op market so sparse, the increment moved from just 2 co-ops last August to 3 in 2024. However, co-op median sales prices saw a 25% hike to \$159,900. Condos experienced a median sales increase of 8.8% to \$310,000 and single-family homes, a 1.1% uptick to \$465,000.

New listings for single-family homes rose by 3.3% and condo listings by 2.4%. Co-op listings declined by 50% from 4 in August of 2023 to just 2 last month. Inventory for all three property types declined with co-ops seeing the highest decrease at 14.3%, followed by single-family homes at 11.8% and condos at 5.5%. Months of supply for all properties are down 5.4% to 3.5 months, but pending sales are up by 18.7%

About HGAR

The Hudson Gateway Association of REALTORS® is a not-for-profit trade association consisting of over 13,000 real estate professionals doing business in Manhattan, the Bronx, Westchester, Putnam, Rockland, and Orange counties. It is the second largest REALTOR® Association in New York, and one of the largest in the country.



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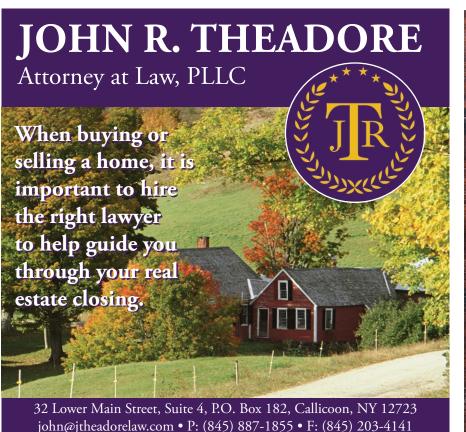


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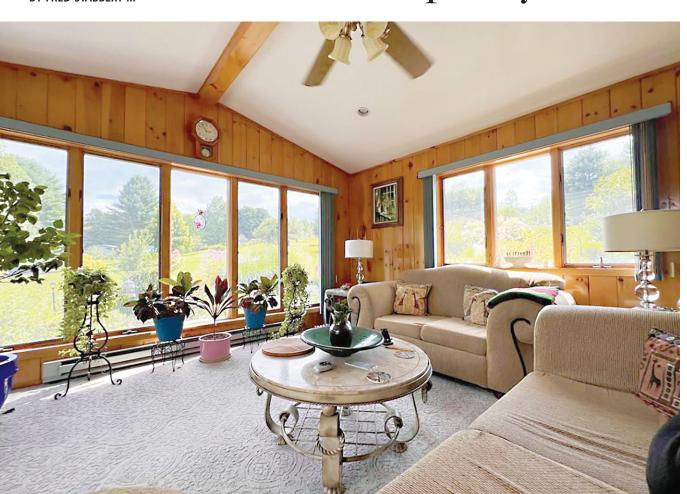
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CONTRIBUTED PHOTO Clockwise from right: 71 White **Sulphur Springs** Road in Swan Lake offers a country setting with plenty of charm. **Beautiful** gardens line the walkway at the home. An open floor plan gives you room to relax. The refurbished kitchen has new, stainless appliances. The tall windows offer a great view of the surrounding



Whether for a weekend or a lifetime; this home has plenty to offer BY FRED STABBERT III



s you drive past the stone pillars and picket fence you are greeted by a beautiful scene at 71 White Sulphur Road in Swan Lake.

The ranch-style home sits perfectly on three park-like acres surrounded by beautiful gardens, apple trees and mountain views.

You are in the foothills of the Catskills.

"This is a very lovely home," Rosie DeCristofaro, realtor at Callicoon Real Estate, said. "The folks [who own it], as happens very often, the folks get to a certain age and there is a need to live near a child," DeCristofaro said. "This home is not far from Route 52 and is convenient to the highway.

"It has a lot of privacy," she said. The home, which has a finished basement with five rooms, would make a great weekend getaway with

rental potential or full-time home. With floor-to-ceiling windows, the view of the mountains is spectacular and there is a rear deck waiting for a weekend barbecue.

A large kitchen has upgraded appliances and the 4 - 5 room finished basement has its own entrance, which could easily be converted into an apartment.

The 2,667 square-foot home has three bedrooms and three full baths.

The main level has a bedroom,

dining area and plenty of room to stretch out.

The kitchen has granite counters and upgraded appliances.

For convenience in the rain or during the winter, there is an attached, two-car garage with two

spaces.

There is also a room for a home office, a bar, and high speed internet, a must in today's work at home world.

Built in 1987, the home also boasts central air to keep you cool in the summer and electric baseboard heat.

home features

MLS No: 6323895
Price: \$469,000
Acreage: 3
Bathrooms: 3 full
Bedrooms: 3
Type: Residential
Style: Ranch, Two-Story
Total Square Feet: 2,667
School: Liberty Central School

Year Built: 1987

Features: Meticulously maintained home nestled on 3 park-like acres, with award-worthy gardens, apple trees and mountain views. Floor-to-ceiling windows, a rear deck for barbecues and a quintessential front porch. The large kitchen has upgraded appliances, and the spacious 4-5 room finished basement with its own entrance, could easily be converted into a 2 apartment. Many upgrades and improvements include attached 2 car garage

Contact:

Rosemarie 'Rosie' S. DeCristofaro

Real Estate Broker 845-887-4400 rosie@callicoon.com Callicoon Real Estate, LLC 36 Lower Main St., P.O. Box 556

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96 Creamery Road #TR20 Swan Lake, NY

\$495,000

Country living at its finest! This raised ranch is located on a very quiet road with 2.27 gorgeous acres in the beautiful Town of Bethel. It has 3 Bedrooms upstairs and could easily expand to six bedrooms with its walkout finished basement. The home has three full bathrooms and one half baths to accommodate additional bedrooms. The septic tank was just pumped as a new sewer line was installed. The home is also equipped with a large back deck overlooking the inground heated pool, stone patio and full house automatic, Koller, generator. It is sold with a heated garage, multiple camera and alarm security system. The refrigerator, stove and washer machine are all new this year. Close to Bethel Woods, restaurants and shopping. About two hours from NYC, a must see. Seller took additional lot of ten acres off of the price. Lot is still available, also.



3 Bedroom 4 Baths 2,500 sq. ft

H. Bruce Reynolds *Owner/Broker*





MLS # 6307918

22H HOME IN THE COUNTRY SULLIVAN COUNTY DEMOCRAT

MEET YOUR BROKER: Rosemarie S. DeCristofaro

Education:

BA Gymnasium fuer Maedchen, Bad Homburg, Germany Language and Business School

Lived and worked in Avignon, France for 2 years

Lived and worked in Palma de Mallorca and Marbella, Spain for 5 years

I speak 4 languages.

Place of employment: Callicoon Real Estate, LLC

Current title and duties: Licenced Real Estate Broker, NY and PA

Years of experience: 31

Why did you choose this career:

It was a perfect match with the business my husband and I owned and operated at the time, The 1906 Restaurant.

Favorite part of your job:

Introduce new residents, part time or full time, to our beautiful area.

Most challenging part of your job: Dishonesty

Favorite on-the-job moment, customer or memory:

Having driven on the Stalker to Equinunk abandoned town road with a property owner, to the point of not being able to turn around. I am driving, hugging the side of the mountain, owner looks down the steep precipice to Delaware River. Makes grunting noises expressing his fear.

I promised him a beer at the Equinunk Bar when we make it! Never saw anyone down a glass of beer in less than a tenth of a second!



Realtor Rosemarie DeCristofaro

How do you manage your time:

I do house work and other business related paperwork in the morning at home.

I generally get to the real estate office at noon. Stay to about 8pm.

What advice do you have for someone entering your field:

Be patient; learn as much as you can from your broker; experience is very important.

Who inspires you:

Jitka Klimchok, no longer with us, the only broker under whom I worked for 16 years. She knew her business; she was generous with her time; did lots of pro bono real estate work; was generous to the needy; was generous to those who worked under her.

Favorite movie/TV show:

Moonstruck. Last Word with Lawrence O'Donnell.

How do you spend your spare

Catching up on reading, profes-

sional magazines, newspapers, etc. We love pancake breakfasts. and Wing Nights!

Favorite vacation spot:

Oaxaca, Mexico

Immediate Family:

Husband Bob, sons Marc and Matt

Civic or volunteer affiliations:

Sullivan County Board of Realtors, currently chairperson. Previously President, VP and Director.

President of the Sullivan County **MLS**

Representative for the Town of Delaware on the Upper Delaware Scenic Byway board since inception (2002); currently Vice Chair

Callicoon Business Association, member since 1988, past president, currently member of the executive board

Favorite quote:

When one door closes another opens





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