



THE *Rockland* MONTHLY EDIT

AUGUST EDITION

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WHAT'S NEW?

AUGUST EDITION

- As summer enters its final stretch, the Rockland County real estate market is transitioning into a crucial late-season phase. August traditionally brings a unique operational tempo to our local market: serious buyers are racing against the clock to finalize contracts before the new school year begins, while forward-thinking sellers are positioning themselves for the upcoming fall market.
- The urgency that began in early summer reaches its peak in August. Buyers who held off or missed out during the spring bidding wars are making their final, decisive moves. In family-oriented suburban hubs across New City, Pearl River, Congers, Suffern, Blauvelt, S. Orangetown and Nyack, homes that are move-in ready continue to draw immediate attention. The motivation isn't just about finding a home, it's about locking in an address before school doors open in September.
- August buyers are looking to avoid major late-summer renovation projects. Turnkey properties featuring updated kitchens, modern mechanicals (HVAC, roofs, updated utilities), and manicured outdoor living spaces command a clear premium. Properties meeting these criteria are maintaining high leverage, often capturing multiple clean offers well above asking. Conversely, listings needing significant cosmetic or structural work face longer days on market unless priced accurately from day one.
- While inventory remains tight relative to historical averages, new listings have gradually added choices across the corridor, from luxury single-families in Montebello, Palisades and Upper Nyack to accessible townhome options in Nanuet and Paramus. With more properties on their radar, buyers are exercising sharper discretion. With so many distinct hamlets and villages neighboring one another, buyers are actively comparing hyper-local comps between adjacent towns—weighing New City vs. Pearl River, or Clarkstown vs. Orangetown to ensure value matches list price.
- August is unforgiving toward over-ambitious pricing. Because buyers are comparing neighborhood nuances side-by-side, launching with an inflated starting price risks sitting through the quiet final weeks of summer and losing valuable momentum. Correct day-one pricing creates urgency, drives competition, and ultimately nets higher sold prices.
- As we bridge the gap between summer frenzy and the upcoming fall inventory cycle, hyper-local expertise is your best advantage. Real estate trends vary significantly from neighborhood to neighborhood. A luxury acre in Montebello tucked inside of a cul-de-sac operates differently than the same home situated closer to the main throughfare. Does your agent know the difference?

THE MARKET AT A GLANCE

IN ROCKLAND COUNTY

770,000

MEDIAN SALE
PRICE

100.1%

LIST PRICE TO
SOLD PRICE
PERCENTAGE

226

SOLD
LISTINGS

35

AVG DAYS ON
MARKET

AUGUST EDITION

August in Rockland County

8 FARM ANIMAL YOGA

Saturday, August 8th

10am

Cropsey Community Farm - New City, NY

Experience yoga like never before with our Farm Animal Yoga sessions! Connect with nature, nurture your well-being, and bond with furry friends. Stay after and puruse the fresh, local goods at the Cropsey Farm Market. Make an afternoon of it and enjoy your food at our picn

14 4th ANNUAL SANGRIA FESTIVAL

Saturday & Sunday, August 14-15th

12pm-8pm

Red Barn Cidery - Congers, NY

This two day event features Sangria tastings, hayrides, peach picking, food trucks, kids' activities, and MORE! Fun for the whole family!

15 PIERMONT SUMMER MOVIE NIGHT

Saturday, August 15th

5pm

Goswick Pavilion - Piermont, NY

Bring a blanket or chair and we'll bring popcorn and the movie and this time, FREE PIZZA and a visit from a Piermont Fire Department vehicle!

30 VILLAGE OF MONTEBELLO JAZZ FESTIVAL

Sunday, August 30th

1pm - 6pm

Montebello Village Hall - Montebello, NY

This free, family-friendly event will feature a lineup of live musical performances alongside local food trucks. Attendees are welcome to bring blankets and lawn chairs to enjoy the festivities.



Your August Home Maintenance Checklist

- ✓ Go through your wardrobe and donate items ahead of the upcoming fall season
- ✓ Clean and organize the fridge and freezer. Replace odor-absorbing baking soda containers
- ✓ Deep clean carpets and area rugs in preparation for more time spent indoors as the weather gets cooler.
- ✓ Prep for back-to-school season. Organize mudrooms, hooks, and drop zones for backpacks and shoes to keep your entryway clutter-free as routines return.
- ✓ As summer winds down, now is the perfect time to tackle the garage before cooler weather sets in. Use these warmer days to clean, declutter, and prep for the seasons ahead.





August New York Bucket List

ATTEND THE ORANGE COUNTY FAIR

MAKE THE MOST OF SUMMER WITH A TRIP TO THE ORANGE COUNTY FAIR GROUNDS. THIS ANNUAL TRADITION FEATURES CARNIVAL RIDES, DELICIOUS FAIR FOOD, LIVE ENTERTAINMENT, 4-H ANIMALS, AGRICULTURAL EXHIBITS, CONCERTS, AND FUN FOR ALL AGES.

GRAB FRESH SUMMER PRODUCE

AUGUST MARKS THE TRUE PEAK OF FRESH PRODUCE. SKIP THE GROCERY STORE AND HIT UP LOCAL FARMS OR FARMER'S MARKETS TO GET THE SWEETEST CORN, PEACHES, BLUEBERRIES AND TOMATOES.

LISTEN TO MUSIC UNDER THE STARS

CATCH A CONCERT AT SOUTH ORANGETOWN'S VETERANS MEMORIAL PARK, THE NANUET TOWN CTR OR IN PIERMONT AT FLYWHEEL PARK

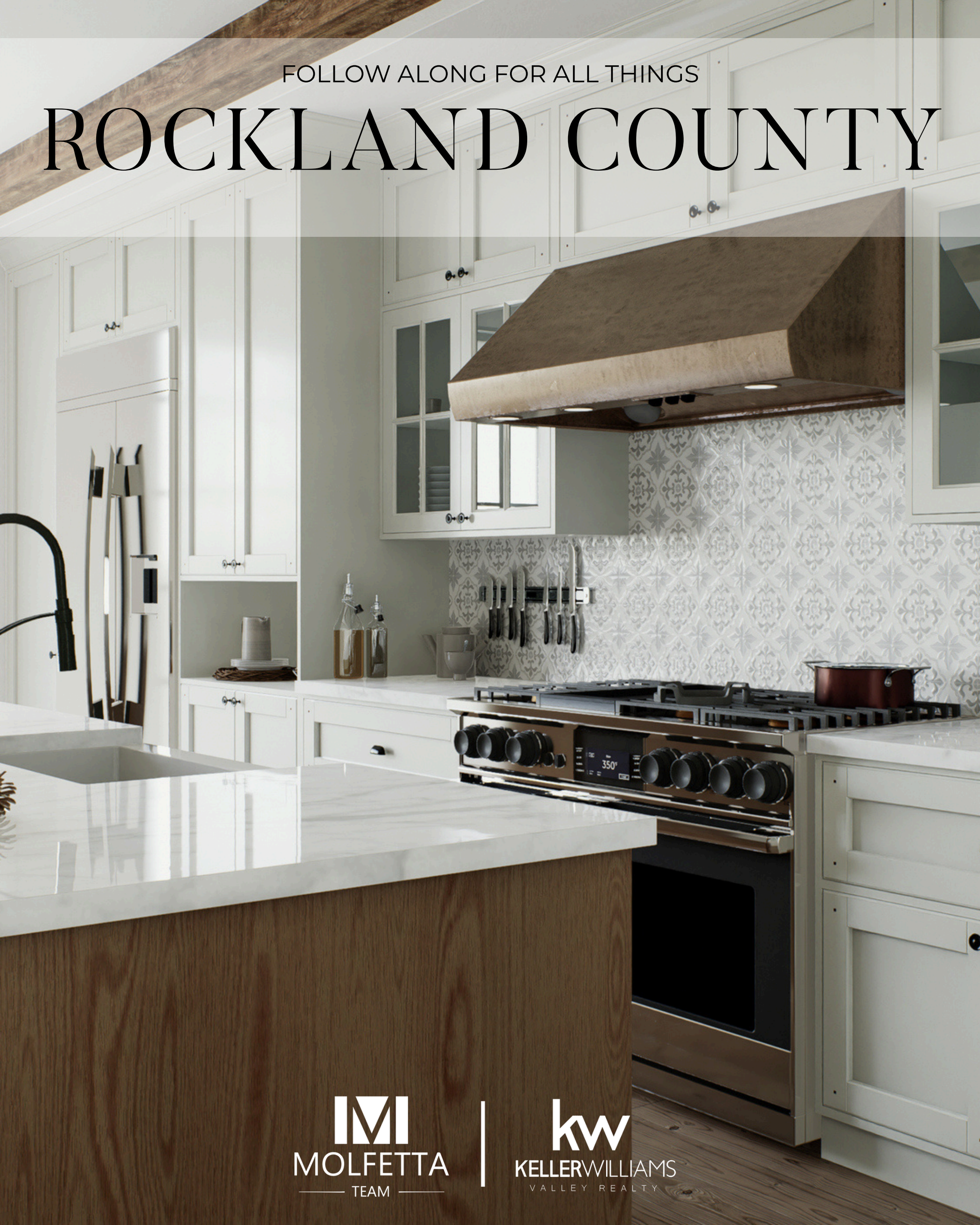
TAKE'EM OUT TO A BALLGAME

THERE ARE SEVERAL OPTIONS TO CATCH A LOCAL GAME BEFORE THE END OF SUMMER. HEAD OUT TO SEE THE ROCKLAND BOULDERS OR HUDSON VALLEY RENEGADES. BOTH HAVE POST GAME FIREWORKS ON THE WEEKENDS!

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FOLLOW ALONG FOR ALL THINGS

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