

THE *Rockland* MONTHLY EDIT

SEPTEMBER EDITION


MOLFETTA
TEAM


KELLERWILLIAMS
VALLEY REALTY

WHAT'S NEW?

SEPTEMBER EDITION

- As Labor Day transitions the region into autumn, serious buyers who paused for late-summer travel and back-to-school routines are returning with sharp focus, eager to finalize transactions before the upcoming holiday season. However, inventory remains tightly held across Rockland County, with 245 sold listings reflecting strong buyer competition across our most desirable hamlets and towns.
- Performance metrics remain heavily favorable for sellers across the board. The List-to-Sold Price ratio settled at a clean 100%, demonstrating that buyers are continuing to pay full asking price to secure homes, holding firm against steady demand across the corridor.
- Days on Market averaged 48 days. This normalized, steady pace reflects a balanced market transition following the ultra-fast pre-school rush, giving serious buyers a structured window to evaluate properties while maintaining solid momentum for well-positioned homes.
- Move-in ready properties featuring updated mechanicals, modern kitchens, and refreshed finishes continue to capture maximum leverage. Buyers are actively prioritizing turn-key conditions to avoid post-closing renovation delays as the cooler months approach.
- Even in a low-inventory climate, local buyers remain highly discerning. Accurate day-one pricing grounded in hyper-local comps comparing neighborhood nuances between New City, Pearl River, Clarkstown, and Orangetown, is crucial for capturing immediate buyer interest and driving multi-offer scenarios.
- Navigating the early autumn market requires hyper-local expertise tailored to your specific community. A home tucked away in Montebello operates on a completely different timeline than a property situated closer to a village center in Nyack or Piermont. Aligning with a neighborhood-focused professional ensures your property is strategically positioned for maximum seller return this season.

THE MARKET AT A GLANCE

IN ROCKLAND COUNTY

790,000

MEDIAN SALE
PRICE

100%

LIST PRICE TO
SOLD PRICE
PERCENTAGE

245

SOLD
LISTINGS

48

AVG DAYS ON
MARKET

September in Rockland County

7 NY RENAISSANCE FAIRE

Saturdays, Sundays & Labor Day

10am-7pm

Tuxedo, NY

Guests will enjoy an exciting, eclectic mix of fun and frivolity located on thirty-plus acres. Leave this century behind and immerse yourself in the sights, sounds, and flavors of a day in a beautiful, bustling 16th Century shire with hundreds of daring, talented and zany villagers.

10 ITALIAN FEAST & CARNIVAL

Thursday, September 10th - Sunday, September 13th

12pm-9pm

Masonic Park Fairgrounds - Tappan, NY

This four day event is one of the largest Italian heritage celebrations in the Hudson Valley. Featuring authentic Italian food, carnival rides, games, family-friendly activities, and free live entertainment throughout the weekend.

20 FALL FAMILY FUN FESTIVAL

Sunday, September 20th

12-4pm

Rockland Community College - Suffern, NY

Join an afternoon of enriching and entertaining kids activities with music, family-friendly vendors, and opportunities to win great prizes!

26 NYACK NEIGHBORHOOD MUSIC & ARTS FESTIVAL

Saturday, September 26th

12-7pm

Nyack, NY

Nyack Neighborhood Music & Arts Festival is an all-day, village-wide celebration of live music, local culture, and community. Stick around for live bands in Nyack's bars and music venues after the main stage ends.



Your September Home Maintenance Checklist

- ✓ Drain and roll up outdoor garden hoses for winter storage. Shut off interior water valves leading to outside spigots and drain the lines to prevent frozen, burst pipes.
- ✓ September is the ideal time to aerate, overseed, and fertilize your lawn to create a thicker, healthier, green lawn for spring.
- ✓ Test all smoke and carbon monoxide detectors, replace old batteries, and check the expiration date on your home fire extinguishers.
- ✓ Schedule a professional HVAC tune-up, swap out air filters, and test your thermostat now to ensure your furnace is running efficiently before the first chilly night.
- ✓ Clean windows, switch to heavier curtains, add fall decor and review emergency supplies for the storm season.
- ✓ Refresh your garden beds for the new season! Clear out summer annuals and plant hardy autumn favorites like mums, cabbage and flowering kale for instant curb appeal.





September New York Bucket List

RUN OR WALK A 5K

LACE UP YOUR SNEAKERS AND ENJOY THE AUTUMN AIR BY JOINING A LOCAL RUN LIKE THE 6TH ANNUAL LIVING WATER 5K RUN/WALK OR THE NICKY CASS 5K CHALLENGE. WHETHER YOU RUN, JOG, OR WALK, IT'S A FUN WAY TO STAY ACTIVE, ENJOY SCENIC ROUTES, AND SUPPORT LOCAL COMMUNITY CAUSES.

GO APPLE & PUMPKIN PICKING

TAKE A SCENIC TRACTOR HAYRIDE AT LOCAL FAVORITE LIKE THE ORCHARDS OF CONCKLIN IN POMONA, NY OR DR. DAVIES FARM IN CONGERS, NY. PICK CRISP APPLES AND PUMPKINS. DON'T FORGET TO WRAP UP YOUR VISIT WITH APPLE CIDER AND FRESH DONUTS FROM THE FARM STAND AND BAKERY!

SAY SO LONG TO SUMMER AND TAKE A FALL HIKE

HIKE AT BEAR MTN, HOOK MTN OR HARRIMAN STATE PARKS FOR STUNNING MOUNTAIN VIEWS, BROOKS AND EARLY FALL FOLIAGE.

AFTER SCHOOL ICE CREAM TRIP

CELEBRATE THE END OF THE SCHOOL DAY BEFORE SEASONAL SPOTS CLOSE FOR THE YEAR! TREAT THE KIDS TO A SCOOP AT LOCAL LANDMARKS LIKE KING KONE IN PEARL RIVER, LOUIE'S IN BLAUVELT OR TWIST AND SHAKE IN NEW CITY.

FOLLOW ALONG FOR ALL THINGS

ROCKLAND COUNTY

