

THE MONTHLY EDIT

FEBRUARY EDITION



M
THE MOLFETTA
TEAM

kw
KELLERWILLIAMS
VALLEY REALTY

WHAT'S NEW?

FEBRUARY EDITION

February may be a shorter month, but it's shaping up to be an important one.

- Across New York and New Jersey, home prices continue to hold steady, with growth happening at a more measured and sustainable pace. Inventory remains limited in many neighborhoods, which means well-prepared homes are still attracting strong interest — even during the winter months.
- A shift toward balance: February is showing signs of a more balanced market for both buyers and sellers. While competition hasn't disappeared, buyers are becoming more selective and thoughtful. Demand remains strong in NJ, especially for commuters and those seeking more space and value outside major metro areas.
- Condition matters more than ever: Instead of rushing to list, many homeowners are choosing to invest in smart updates. With buyers paying closer attention to inspections, systems, and overall condition, preparation is becoming a key advantage. Small improvements can make a meaningful difference.
- Looking ahead with cautious optimism: With ongoing conversations around interest rates and potential Federal Reserve adjustments later this year, there's growing optimism around improved affordability and new opportunities ahead.

THE MARKET AT A GLANCE

IN NORTHWEST BERGEN COUNTY

\$957,500	100.8%	102	36
MEDIAN SALE PRICE	LIST PRICE TO SOLD PRICE PERCENTAGE	SOLD LISTINGS	AVG DAYS ON MARKET

FEBRUARY EDITION

@THEMOLFETTATEAM

SPECIAL ANNOUNCEMENT

CONGRATULATIONS

YOU'VE REACHED THE ILLUSTRIOUS MILESTONE OF THE CAP



SAMANTHA COLE

WELCOME TO 100% COMMISSION STATUS

You may see her posting about the gorgeous homes she's showing, her favorite restaurant, or quality time with family. . . but whatever makes its way to our feed, we can't look away.

It's fun. It's informative. And it's got style. A true reflection of who she is.

Behind the scenes, she's worked relentlessly refining her scripts, establishing value, and becoming a complete resource for her clients.

Congratulations to Samantha Cole on reaching the illustrious milestone of The Cap. This is her first time, so it's extra special!

We're incredibly proud and excited for what's ahead.

CONGRATULATIONS

YOU'VE REACHED THE ILLUSTRIOUS MILESTONE OF THE CAP



TIMOTHY BUCCIGROSSI

WELCOME TO 100% COMMISSION STATUS

This agent owned and operated a moving company for over 40 years. After he sold the company, I was told he needed something to keep him busy. . . I love that! He came to the meeting well-dressed. He had great conversation skills and a big personality. What I would quickly learn—is he had an even bigger work ethic.

He joined the team a little over a year ago. He was a natural conversationalist, and I thought this would translate well into real estate. A native to Bergen County, he has a deep understanding of the area. His knowledge allows him to help buyers pivot to a new area without sacrificing the quality or sense of community they were determined to have.

He also has a deep understanding of construction. His ability to walk buyers through a home and explain just about everything they see, takes a lot of the stress out of the buying process. All this contributed to Tim's success! Remember, he was brand-new to real estate, so what I'm about to share is even more impressive. This guy finished 2025 with just under **16 million in closed volume and another 2 million in pending deals**. Congratulations to Tim Buccigrossi for crushing 2025 and on reaching the illustrious milestone of The Cap **twice in 12 months!!**

"FOLLOW" @THEMOLFETTA TEAM

February in Bergen County

1 CURIOUS GEORGE: THE GOLDEN MEATBALL

Sunday, February 1st

1pm & 4pm

Bergen Performing Arts Center - Englewood, NJ

A live stage show based on the beloved Curious George story - fun for kids and families.

8 RACEFASTER THROUGH THE MALL 5K

Sunday, February 8th

8:00am

American Dream Mall - East Rutherford, NJ

The event features a kid's fun run and an elite field (sub 20 min 5k runners)

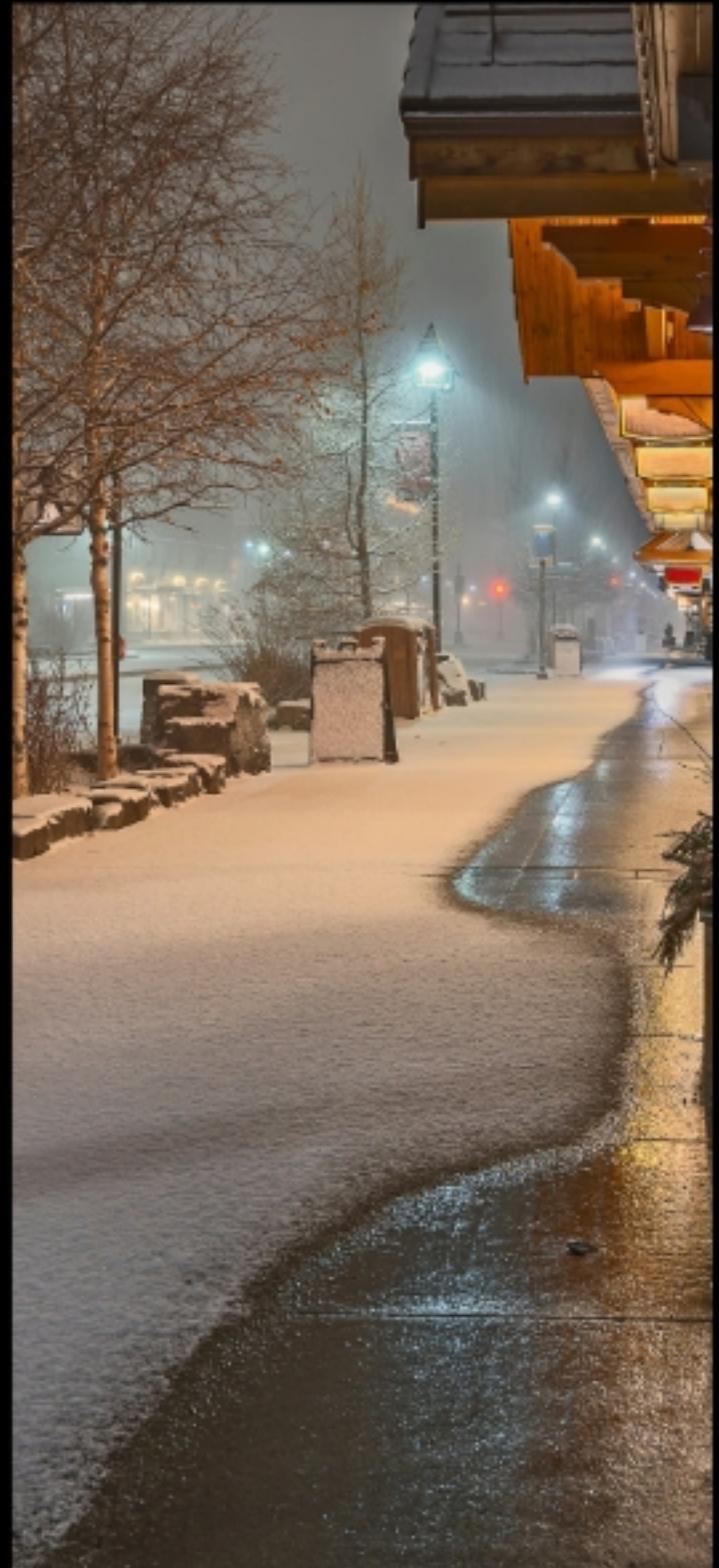
15 LUNAR NEW YEAR SPECTACULAR

Sunday, February 15th

12-6pm

American Dream Mall - East Rutherford, NJ

Charge into the Year of the Horse with Impact Culture NYC's Lunar New Year Spectacular at American Dream — an iconic celebration galloping with energy, luck, and momentum.



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Your February Home Maintenance Checklist

- ✓ Check outdoor hoses and faucets for any damage
- ✓ Clean bathroom exhaust fan
- ✓ Degrease and clean your range hood filter
- ✓ Check for signs of pests and rodents
- ✓ Seal drafts around windows and doors with weatherstripping
- ✓ Check to ensure outdoor lighting is working properly
- ✓ Review homeowners' insurance policy and coverage
- ✓ Start a list of spring home projects or repairs
- ✓ Schedule an annual furnace or boiler service (great time before spring rush)
- ✓ Make sure gutters and downspouts are clear of ice buildup





February New Jersey Bucket List

EXPLORE A LOCAL COFFEE SHOP

STOP INTO PIERRE AND MICHEL AUTHENTIC FRENCH BAKERY IN UPPER SADDLE RIVER FOR A CAPPUCCINO AND BE SURE TO TRY THE APRICOT CROISSANT.

FEBRUARY DATE NIGHT

GRAB A DRINK AT BAR BOUTIQUE AND DINNER AT VARKA. OR TRY THE CAPITAL GRILL FOR DINNER AND STOP BY SOOK PASTRY SHOP OR BLACK MAGIC BAKE HOUSE IN RIDGEWOOD FOR DESSERT.

TAKE A WINTER WALK

BUNDLE UP AND ENJOY A PEACEFUL WINTER WALK IN THE SNOW. THE CRISP AIR, SNOW-COVERED PATHS, AND SLOWER PACE MAKE IT THE PERFECT WAY TO RESET AND ENJOY THE SEASON.

BUY YOURSELF FLOWERS

CELEBRATE FEBRUARY AND PICK UP A BOUQUET FROM FLOR BELLA DESIGNS IN MAHWAH AND LET FRESH BLOOMS ADD A LITTLE JOY TO THESE WINTER DAYS.



FOLLOW ALONG FOR ALL THINGS

BERGEN COUNTY