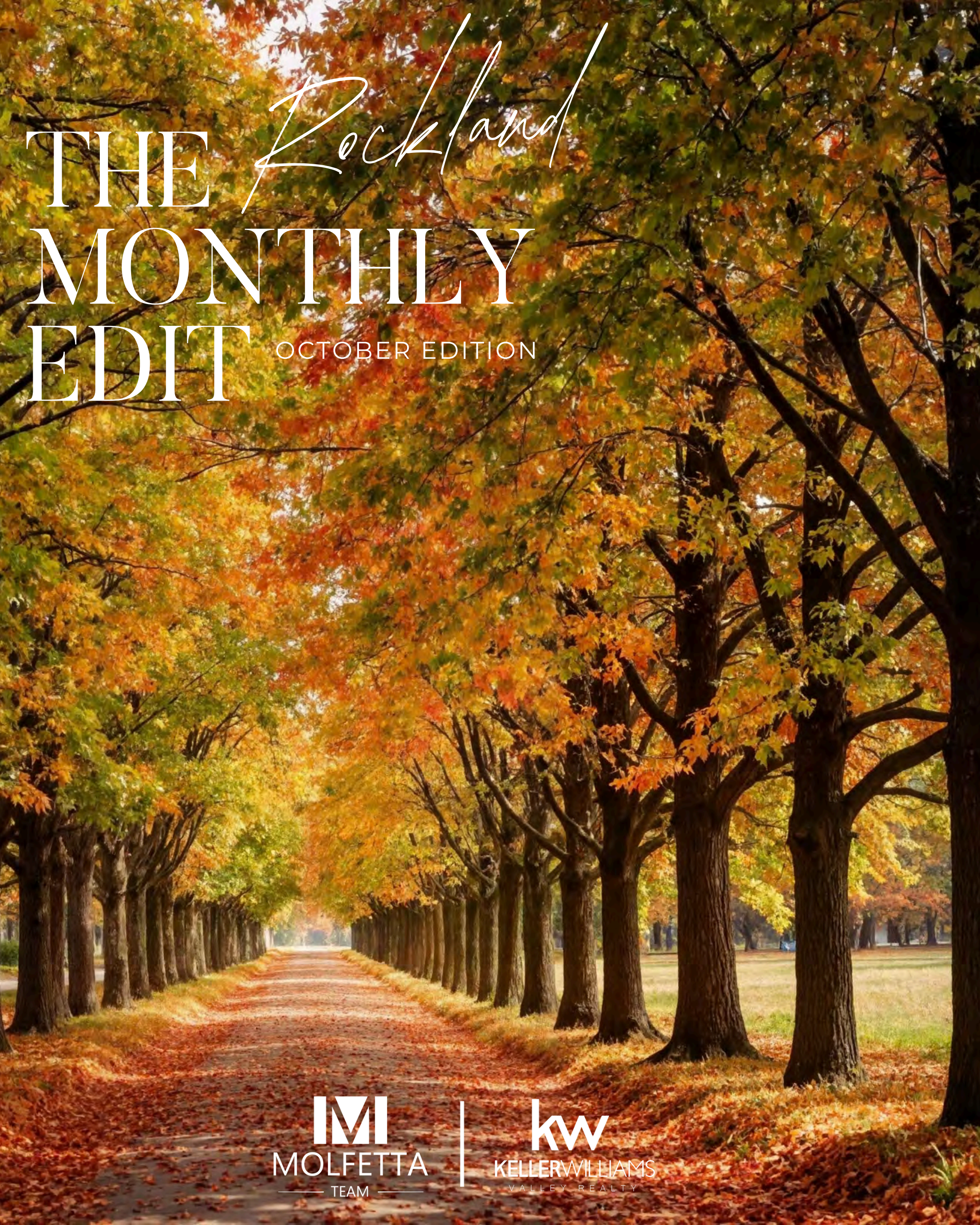




Rockland

THE MONTHLY EDIT

OCTOBER EDITION


MOLFETTA
— TEAM —


KELLERWILLIAMS
VALLEY REALTY

WHAT'S NEW?

OCTOBER EDITION

- As mid-autumn settles across Rockland County, the real estate market operates with focused, seasonal intent. Buyers actively in the market are highly motivated to finalize agreements and close before the winter holidays arrive, while inventory remains selective with 187 sold listings across our local hamlets and towns.
- Seller leverage remains remarkably strong heading into the fourth quarter. The List-to-Sold Price ratio held firm at a clean 100%, proving that buyers remain fully committed to paying full asking price for well-positioned homes despite shifting seasonal conditions.
- Pace through October proved efficient, with Average Days on Market sharpening down to 41 days (compared to 48 days in September). Homes that are accurately priced and well-presented continue to move decisively off the market as active buyers work on defined timelines.
- The preference for turn-key, move-in-ready properties grows even stronger as cooler weather approaches. Buyers are actively avoiding major post-closing renovation projects, placing a heavy premium on homes with updated heating systems, modernized kitchens, and solid structural integrity.
- Even with reduced inventory levels, local buyers remain highly educated and discerning. Strategic, day-one pricing grounded in hyper-local comps remains essential. Evaluating specific neighborhood trends across New City, Pearl River, Clarkstown, and Orangetown is crucial to capturing immediate interest and driving strong competitive offers.
- Successfully navigating the late-autumn market requires deep local insight tailored to your specific neighborhood. Conditions vary significantly across communities; a property nestled in Montebello moves on a completely different rhythm than a home near the village center in Nyack or Piermont. Aligning with a hyper-local real estate professional ensures your home is positioned for maximum return.

THE MARKET AT A GLANCE

IN ROCKLAND COUNTY

750,000

MEDIAN SALE
PRICE

100%

LIST PRICE TO
SOLD PRICE
PERCENTAGE

187

SOLD
LISTINGS

41

AVG DAYS ON
MARKET

OCTOBER EDITION

October in Rockland County

10 BEAR MOUNTAIN FALL FESTIVAL

Saturday, Sunday & Monday, October 10th-13th
11am - 5pm

Bear Mountain Inn - Tomkins Cove, NY
Celebrate fall at Bear Mountain Inn during Family Fall Fest & Craft Brew Garden, a three-day seasonal celebration featuring family activities, live music, local makers, seasonal food, concessions, and a craft beer garden highlighting local New York and Hudson Valley breweries.

9 THE GREAT JACK O' LANTERN BLAZE

Monday - Sunday, October 1st through November 8th
7pm-9pm

Van Cortlandt Manor - Croton-on-Hudson, NY
The Great Jack O'Lantern Blaze has grown to be one of the biggest Halloween events in the country. It's an immersive display of more than seven thousand hand carved jack-o'-lanterns. With themed installations, synchronized lighting, and a custom soundtrack—Blaze transforms thousands of pumpkins into a one-of-a-kind fall spectacle.

18 SUFFERN STREET FAIR

Sunday, October 18th
10am-5pm

Lafayette Ave - Suffern, NY
Bring the whole family for an afternoon packed with diverse food and craft vendors, a large live music entertainment area, and crowd-favorite karaoke. Kids will love the dedicated fun zone near the Gazebo, featuring bounce houses, inflatable slides, face painting, balloon artists, and Italian ices from The Ice Factory.

24 NYACK HALLOWEEN PARADE

Saturday, October 24th
5:30pm

Parade leaves from Memorial Park - Nyack, NY
Get into the spirit of Halloween and enjoy a jam-packed event featuring a costume parade, costume contest and parade floats. Prizes will be awarded for best costumes and floats, must be registered to win!



Your October Home Maintenance Checklist

- ✓ Clean and wipe down outdoor furniture, wash fabric cushions, and move everything into a shed, garage, or place under protective covers to safeguard them from harsh winter weather.
- ✓ Winterize your sprinkler system by shutting off the main water valve and blowing out residual moisture from underground lines using compressed air to prevent frozen, burst pipes.
- ✓ Flip the direction switch on your ceiling fan motors so the blades spin clockwise, which will help push trapped rising heat back down into your living spaces.
- ✓ Prepare your fireplace for the upcoming season. Clear out any leftover ash and hire a certified chimney sweep to inspect and remove creosote buildup before lighting your first fall fire.
- ✓ Clean and organize garage and storage spaces. Sweep out summer dust, store warm-weather gear, and move your snow shovels, ice melt, and car scrapers to the front for easy access.





October New York Bucket List

EXPLORE A LOCAL CORN MAZE

CHALLENGE YOUR FAMILY OR FRIENDS TO NAVIGATE A CORN MAZE AT DAVIES FARM IN CONGERS OR WRIGHT FAMILY FARM IN WARWICK COMPLETE WITH HAYRIDES, PUMPKIN PICKING AND PHOTO OPS.

SIP SEASONAL DRINKS OUTSIDE

SOAK UP THE AUTUMN WEATHER WITH A SEASONAL CRAFT BEER, HARD CIDER, WINE, OR FALL COCKTAIL IN THE GREAT OUTDOORS. CHECK OUT LOCAL SPOTS LIKE TORNE VALLEY VINEYARD IN HILLBURN OR ROUND TABLE BREWERY AND TAVERN IN GARNERVILLE.

INDULGE IN SEASONAL LOCAL TREATS

GRAB FRESH, WARM CIDER DONUTS FROM LOCAL FAVORITES LIKE THE ORCHARDS OF CONCKLIN IN POMONA. SIP A COZY PUMPKIN SPICE LATTE FROM THE PERK HOUSE IN ORANGEBURG, BUNBURY'S IN PIERMONT OR ART CAFE IN NYACK.

TAKE A SCENIC RIDE TO ENJOY THE FALL FOLIAGE

DRIVE ALONG THE SCENIC ROAD TO THE TOP OF BEAR MOUNTAIN, CRUISE THROUGH THE WINDING BACKROADS OF HARRIMAN STATE PARK, OR EXPLORE THE COLORFUL CANOPY IN ROCKLAND LAKE STATE PARK.

@THEMOLFETTATEAM

FOLLOW ALONG FOR ALL THINGS

ROCKLAND COUNTY

