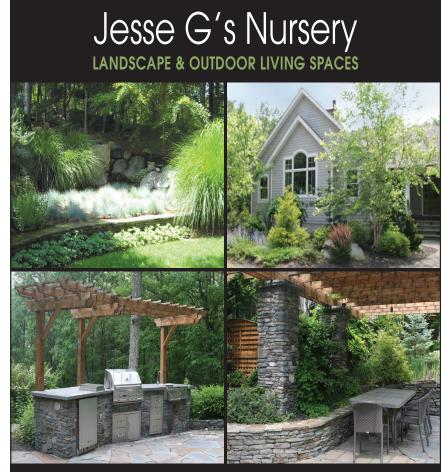


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#### On the cover:

Fall blankets the region with a dazzling leafscape of color.

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RR photo by Jonathan Charles Fox

#### **Editor's letter:**

#### **Embracing fall**

Dear readers,

As I write this, we're awaiting the Harvest Moon. The leaves are changing and beginning to fall, and the breezes are blessedly cool. We're picking the last of the summer veggies, and picking the aforementioned leaves out of our gutters.

Autumn is breathtakingly beautiful around here; if you live here year-round, you appreciate it, and if you're visiting, welcome!

When the seasons change, I try to take a moment to view my neighborhood with the eye of a tourist, to breathe in the scenery and truly see the beauty that surrounds us. I recommend you do the same.

After that, it's time to roll up your sleeves and prepare your house for the upcoming chilly season. Barbara Winfield has great tips to snug up your home. Follow my tips for tucking in your garden for the winter while you're at it.

Read Ted Waddell's story on artist Nancy Wells and learn all about her work, her inspirations and her artsy cottage.

Drool over a beautifully built house in Tusten that's for sale (if you're in the market for a home that's north of a millionand worth every penny).

And if you're serious about buying or selling, check out our interviews with local real estate professionals for tips on the real estate market for both buyers and sellers.

Finally, if all that has drummed up your appetite, Jude Waterston has the answer with fall harvest-to-table recipes that will warm you right up.

Then grab a cup of spiced tea or cider, put on fuzzy socks, and curl up under a cozy blanket-we all deserve comfort at this time of year.

Sending warm wishes, Jane Anderson, section editor

#### ${f R}$ IVER ${f R}$ EPORTER $_{ hilde \circ}$

Our Country Home, a special publication of the River Reporter, is published by Stuart Communications, Inc. Entire contents ©2023 by Stuart Communications, Inc.

Additional content available at www.riverreporter.com

Mailing Address: PO Box 150, Narrowsburg, NY 12764 Phone: 845/252-7414 • Fax: 845/252-3298

Have a comment or idea for the magazine? Contact: Annemarie Schuetz at 845/252-7414, ext. 129 or copyeditor@riverreporter.com

Publisher: Rev. Laurie Stuart Section Editor: Jane Andersor Production Manager: Amanda Reed

Ad Sales Associates:

Lilv Skuthan, lilv@riverreporter.com Jeff Sidle, jeff@riverreporter.com Barbara Winfield, barbara@riverreporter.com

Sales Administrative Assistant:

Kathlyn Leggio ext. 134: sales@riverreporter.com

If you would like copies for your place of business: Contact: Roger at 845/252-7414, ext. 130 or events@riverreporter.com

Publication Date: October 26, 2023





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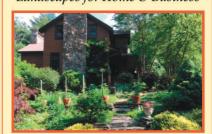
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# At home with Nancy Wells



Light shines through glass in Nancy Wells' studio.

#### By TED WADDELL

DAMASCUS, PA — Just across the old steel bridge that spans the scenic Upper Delaware River between Damascus and Cochecton, NY, there is a colorful little cottage filled with a lifetime of art created by Nancy Wells.

It's an intimate place she lovingly calls home.

The old house was once a community landmark—a general store and post office—and has an interesting history in the Upper Delaware River Valley.

According to existing records, the Vail & Appley Store was constructed sometime before 1860; the structure is noted on maps of Damascus dated 1860 and 1872.

The old white-painted clapboard building stood boarded up for years, and in 2005 Wells moved in with her lifetime of art.

"I have a picture with people standing in front of the building, women with puffed sleeves, when it was a general store and post office," she said. When looking at the vintage picture, "You feel like you're part of the history of the house."

The interior of the former general store still has some of the original shelves, spaces that Wells calls "cubbies... wonderful places to store my dolls" and other small treasures. They nestle among her art and collection of masks from around the planet.

#### **Cradling mysteries**

Just inside, on window ledges facing the afternoon sun, is a long-lived jade plant, resting silently near a tall fabric sculpture titled "The Birthing of the Lizard Women."

Let us create! That which we feel. From the depths of our soul. Our hand moves, as if by some unseen force directs. We follow, and are lost in the ecstasy of creation



Nancy Wells, a multi-faceted artist who works in a variety of mediums, discusses the creative process in her studio.

The latter is a haunting work that at

first glance resembles a female mummy wrapped in strips of layered canvas.

As an accomplished poet, a spinner of emotions in rhyme, Wells penned a few words to accompany the lizard-like human representation. It reads in part, "Lizard Woman majestic in your imperfection, seeker of visions, teller of tales... born of dark rich waters, teacher of women crawling snake like on your lizard belly as you unwrap your ancient mystery... your timeless soul emerges wild alive rooted in his-

Wells created the gothic, larger-than-lifesize figure, which cradles a lizard, and the work is prominently displayed in her studio. It seemingly stands guard over thousands of her collected paintings, sketches, watercolors, non-traditional dolls and a table. There she creates her latest series of works, Alumigraphs. That's a unique printmaking and platemaking process she developed using metal foil.

"When I was a little kid, my mother went to Pratt [School of Art] in 1920 at the time when women were given the right to vote," recalled Wells.

She added that her parents met while her father was a cadet at the United States Military Academy at West Point.

"She was my first teacher, my spirit," Wells said of her mother, Catherine Helene Wells. The daughter lovingly displays a framed poem: "Let us create! That which we feel. From the depths of our soul. Our hand moves, as if by some unseen force directs. We follow, and are lost in the ecstasy of creation." ¬ Page 7





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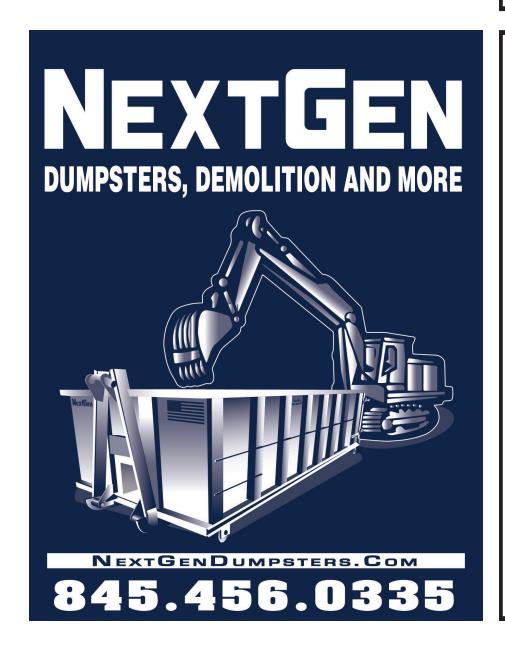
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#### AT HOME ¬Page 5

#### In love with creativity

Speaking of the creative process, Wells said, "I have always been in love with the process of creativity, and as a child I had my own private closet where I made all kinds of concoctions, mixing whatever I could find."

She had always wanted "to be an artist; in my heart of hearts, that's what I wanted to do. I always wanted to be like Marie Curie," she said, referencing the Polish-born naturalized French physicist and chemist (1867-1934), known for her pioneering research into radioactivity. Curie was the recipient of two Nobel Prizes.

"I like doing my own thing, traveling my own trip... I'd like to be the Marie Curie of art," the 88-year-old mixed-media artist continued.

Known for her creative manipulation of many materials, Wells explained the reason behind her early so-called "cabinet of curiosities" creations: "I loved the mystery of alchemy."

In an artist's statement from a few years in the past, Wells said she was "intensely involved with a multi-cultural, bilingual group of artists, writers, musicians and dancers in East Harlem" during the '60s through the early '80s. "They had a special blend of life energy," she reminisced.

#### A master of many realms of art

Her works have been exhibited close to home in New York and New Jersey, and as far away as Germany, Spain, Sweden, Korea and Alaska.

The highlights include solo exhibitions at the Cooper Gallery, the Bronx Museum of the Arts, Lincoln Center's New York State Theatre, Port Washington Library Gallery and in 1967 at the World's Fair in New York.

Her most recent exhibition was a one-woman show titled "State of Being: The Art of Nancy Wells" at the Wayne County Arts Alliance (WCAA) gallery, located in Honesdale, PA.

"Clearly Nancy Wells is a master in many realms of artistic expression," said Nancy Diamond, at the time the editor of the WCAA newsletter. "Her inquisitiveness about the journey of life is nourished by the materials, and the fascination she feels as the pieces reveal themselves in a sort of unconscious fashioning... her philosophy of life as a subjective journey through our universe of self."

Wells said she has always felt an intimate connection with the natural world, and draws inspiration from this personal connection—the roots of trees and the wind passing through life.

"I always identified with the wind, felt like it touches things as it blows through... I'm very close to nature in a sense that we grow as trees grow, and as time goes on, I think about the whole process" in essence from conception through life to the infinite beyond the pale.

Wells said of living in the history-laden house surrounded by old trees, "I love the fact that I feel like I'm supposed to be here, looking out a window; it's the trees that are so powerful for me."

History and art "come from the earth,



Nancy Wells poses by her art-filled home studio near the Delaware River in Damascus, PA, across the old steel bridge from Cochecton, NY.



The old general store has become a home for Nancy Wells' art.

just like us, and a lot of lives have passed through this house," she said.

Wells said that her current approach to drawing is to close her eyes, get a pencil, and "simply allow my hand to go wherever it feels like going... at some point, I open my eyes... if you really look at my work, you'll see birds that are free and flying, or

lizards that go into the darker side of things. It's a mix of the spiritual, finding myself," she explained. "I like the journey, not the knowing, letting the inner side of me out, that's where I want to go."

Upcoming projects include a book of her drawings and poetry—"I have hundreds and hundreds of poems"—and working

with a noted photographer to create a book featuring her dolls, which Wells described as "little spirit people in past lives."

For more information about the fascinating artwork by Nancy Wells, contact her at newwellsart@icloud.com.





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# odnight, garde

## Tips to prep your yard for the winter

#### By JANE ANDERSON

As much as we want to ignore it, the colder temperatures are upon us. If you've taken advantage of summer gardening over the past few months, you'll be harvesting what you've grown; but your gardening chores don't stop there. There are a slew of ways to prepare your garden for a long winter's sleep.

Perennials are popular for their ability to pop back up every spring or summer. But after the blooms have ended, you're left with straggly, brown stems and bowing seedheads.

You might be tempted to shear everything down to the ground—but please don't! Feel free to harvest the seeds (leaving some for the wildlife, to be kind), but try to leave those hollow stems and leaf litter alone to provide a home for overwintering pollina-

Just as humans appreciate a blanket when the temperatures plummet, your yard appreciates getting tucked in, too. Spread some finished compost, topped with mulch, around your flower and vegetable beds to allow nutrients to be absorbed throughout the winter. Be mindful to mulch the bases of berry-producing plants, to avoid having a hard frost uprooting them.

Trees and shrubs tend to look overgrown by summer's end, but refrain from pruning them if possible. According to the Old Farmer's Almanac, pruning opens a wound that the plant won't have time to heal before the frost strikes. And since pruning often encourages growth, any newly germinated branches will be too tender to survive the winter.

Those pots of autumnal chrysanthemums that you've styled on your front porch with bales of straw? When their flowers fade, give them a long drink, then break up those bales and thickly cover the pots before storing the plants in a sheltered spot. With luck, the mums will bounce back next year.

Evaluate any hanging or potted flowers you have, and consider overwintering them as houseplants inside your home. Geraniums, for example, are beautiful and bloom throughout the winter in a sunny window. An important caveat, however: Shake them well or spray with neem oil to keep many-legged hitchhikers from moving in, too.

Empty your outdoor containers and store them upside down in a garage or covered porch to avoid cracking. You can spread the used potting soil in outdoor beds—or store it for reuse next year. If you decide to reuse it (storing it through the winter in a garbage bag), "solarize" it to kill diseases by putting it in a black garbage bag and letting it sit in the sun for four to six weeks.

Reused potting soil also needs to be amended with slow-release fertilizers or compost before you use it in the spring.

Social media reminders are badgering us to let fallen leaves stay on the lawn to provide homes for overwintering critters, but there's a happy medium somewhere between your lawn looking like a pig sty and looking like a shorn sheep. Don't leave piles of leaves in soaked layers on the lawn; rake them up and put them in a pile out of the way. Unhoused pollinators will find

Conversely, mulch the leaves with your lawn mower and spread the mulch in your beds, or add it to the compost bin.



Photo by Drazen Nesic, CC0, on Pixnio

When autumn is over, either plant your mums or cover them with straw to try to keep them over the winter.



Photo by Andrey Korzun, CC BY-SA 3.0, via Wikimedia Commons

Fuel tanks on mowers, weed trimmers and other summer power equipment should be drained before the items are stored away

stand the weight of snow.

The same goes for that final fall mowing—don't slice the grass within a half-inch of its life, but cut it short enough to with-

for the winter. Consider scrubbing your tools and wiping them down with a neutral oil to stave

Hot tip: Peppermint oil, set out in reed diffuser jars, is a great way to keep rodents

out of your garage and shed. Once your garden is tucked in, expect some melancholy at the end of all your hard work. But don't fret; soon enough, your mailbox will overflow with seed catalogs. And in our local 5 and 6a planting zones, you can start some veggie seeds indoors just four months from now.

After your perennials stop looking gorgeous, don't behead them; they are winter homes for pollinators. Link to file: creativecommons.org/licenses/by-



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RR photos by Jude Waterston

Fallen leaves

#### By JUDE WATERSTON

One thing I realized about living in the country is that the seasons seem more pronounced than they do in the city. It's as though they flow into each other in front of my eyes.

Winter is quiet and the world upstate is often blanketed in snow. It can be brutally cold, and the skies a molten grey, or it can be bright blue and dotted with fluffy white clouds above.

The spring approaches slowly, taking its time. Sometimes it doesn't warm up until late April, yet the crocuses, daffodils, chives and mint pop through the soil regardless. Eventually, the time for planting arrives and there is color everywhere. Flowers bloom and fruits and vegetables hang heavily from vines and trees, waiting to ripen.

Summer is short in the Catskills, with July being the warmest month. This past summer it rained so often that our driveway became slushy with mud and the lawn never dried.

For a short period, it was terribly hot and humid; then August arrived and the temps rarely hit 80. A strange summer, indeed!

And then comes the fall. Haerfest, from the Old English, is the word for autumn. This season is the culmination of months of hard work planting, watering and fertilizing the fields. It signifies a time of ritual, abundance and reaping (gathering of the crops).



Anjou and Bosc pears

We can revel in the clean crisp air, brilliant blue skies and the turning of the leaves on the trees from green to gold, ochre, orange

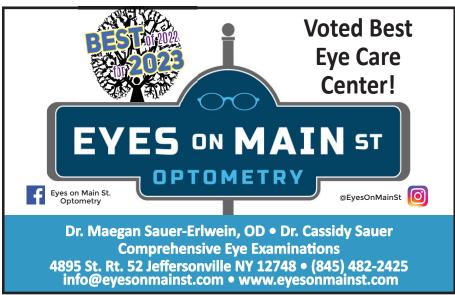
and crimson. The fruits and vegetables of fall differ

greatly from those of other seasons. Many are heartier and sturdier, such as the world of winter squash. There are over a dozen types and they benefit most from roasting and baking, but can also be steamed or cooked in water or broth with spices and pulverized into delectable soups.

There is the orange-fleshed acorn squash with deep green and gold skin; cream-colored butternut; pale green (or red) kabocha squash with sweet, dense flesh; delicata squash indicated by its pale yellow skin with green striping; sugar pumpkin; and spaghetti squash, whose flesh is separated after cooking into thin spaghetti-like strands.

Forget about buying grapes in the supermarket when you can visit local farmers' markets in the fall and see the variety available of these classic, ancient fruits. Most are seedless and crisp, with thin skins and juicy, pulpy flesh. They come in hues of dark purple-black, crimson red, pale green and violet. A big clump is a beautiful sight placed on a cheese plate along with crunchy crackers or toasted baguette slices. I have even made a chicken dish baked with shallots and small clusters of grapes. When warm, the latter pop in the mouth and ooze their sweet juices. ¬ Page 13





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#### HARVEST - Page

Dozens of types of apples are in abundance at the greenmarkets in fall, as is that oft-forgotten fruit, the pear. A crisp pear, with its unusual ever-so-slightly grainy texture and sweet interior, is not to be missed.

They vary in shape, color and taste. There are bell-shaped Bartletts, golden-brown Bosc, green and ruddy red Comice, and pale green or rich, red Anjou, which is more of a winter fruit.

Other fall crops are beets, carrots, green beans, cabbage, kale, Brussels sprouts and broccoli. Most important, let's not leave out pumpkins. When fully ripe they have a firm rind and a robust color throughout. I particularly find white pumpkins striking.

There are many varieties and sizes, and I like to adorn my front porch with a few of them alongside a bunch of curiously shaped gourds, dappled with all manner of autumnal colors.

Every fall and into winter I make soups utilizing myriad harvest vegetables. But my favorite way of eating them is oven-roasting at a high temperature, tossed with good extra-virgin olive oil, sea salt, and freshly ground pepper. Oven-roasting makes everything taste better, deeper and sweeter, as the sugars caramelize.

I offer you two recipes to celebrate the autumn harvest. One is a casserole of chunks of sweet potatoes and pears with spices such as cinnamon, ginger and nutmeg—a dish that would look and be perfect on the Thanksgiving table.

The other is simple, but my favorite: roasted broccoli florets adorned with both lemon zest and grated Parmigiano-Reggiano cheese.

#### Oven-roasted broccoli

Serves 2-4

1 large head of broccoli

Extra-virgin olive oil

1 large lemon

Salt, preferably flaky sea salt

Freshly ground black pepper

1/4 cup finely grated Parmigiano-Reggiano cheese

Preheat the oven to 425 degrees Fahrenheit.

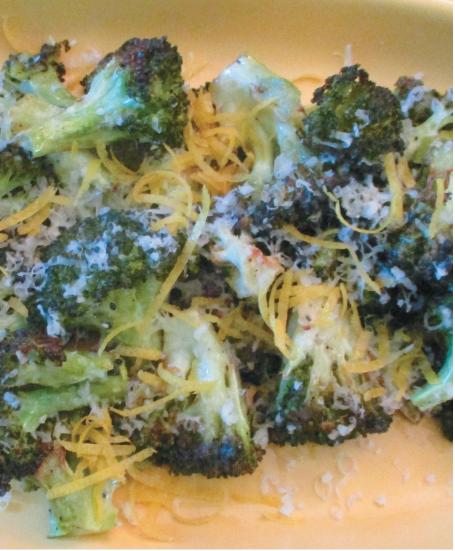
Cut and trim the broccoli, cutting away any yellowed bits. Cut the entire broccoli into florets until finished. You should have 3/4 pounds of florets.

Put the florets in a large bowl and drizzle with plenty of extra-virgin olive oil. Season liberally with salt and freshly ground pepper.

Using a lemon zester, cut long strips from the lemon onto a cutting board. With a sharp paring knife, chop the zest and set aside.

Line a large jelly roll pan with aluminum foil and drizzle with some of the oil. Place the broccoli florets on the pan in a single layer. Bake for 10 minutes, then remove from the oven and flip pieces around with tongs or a wooden spoon. Return to the oven and bake an additional 10 minutes.

Check for doneness by inserting the tip of a sharp paring knife into a piece of broccoli. It should go in easily but still have a bit of resistance. You don't want to overcook the broccoli, but it should be charred in places. Remove the broccoli to a shallow serving dish. Sprinkle with cheese, then garnish with the lemon zest. Serve immediately.



RR photos by Jude Waterston

Oven-roasted broccoli with lemon zest and Parmesan

#### Baked sweet potatoes and pears with maple syrup and cream

Serves 4-6

If you want to jazz up this dish visually before presenting it, a large handful of toasted slivered almonds will do the trick.

1 1/2 pounds (about 2 large) sweet potatoes

1 1/4 pounds (about 3 small) Comice, Bosc or Bartlett pears

1 tablespoon unsalted butter, softened

2 tablespoons pure maple syrup

1/4 teaspoon freshly grated nutmeg

1/4 teaspoon ground cinnamon

1/4 teaspoon ground ginger

1/4 teaspoon ground allspice

1/4 teaspoon salt

1/3 cup heavy cream

3 tablespoons cold butter, cut into small cubes

Preheat oven to 400 degrees Fahrenheit.

Peel sweet potatoes, quarter, and cut into wedges.

Peel pears, quarter, and cut into wedges.

Grease a shallow 11-inch-by-8-inch (or lasagna) pan with the softened butter. Place the sweet potatoes and pears in the baking dish. Drizzle with the maple syrup. Sprinkle with nutmeg, ginger, allspice and salt. Pour the heavy cream over all. Dot with the butter cubes.

Bake, uncovered, for 40-45 minutes, stirring once or twice, or until potatoes and pears are tender. Check by inserting a sharp knife into 1 piece each of potato and pear. You should meet with no resistance.

Serve immediately.



Baked sweet potatoes and pear with maple syrup and cream



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# Get ready for winter

## A fall home checklist

#### By BARBARA WINFIELD

Fall is a beautiful time of year—a great time to sit on the porch with a hot cup of tea and watch the colorful leaves fall.

But with winter on the way, it's smart to cut short your porch-sitting and prepare your home for the snowy season. Here are some savvy tips for things to take care of now, to help your home sail through the winter.

#### Don't rake all the leaves

In years past, homeowners were convinced that fallen leaves had to be raked and collected into paper or plastic bags. Research has shown that leaves provide a free source of organic fertilizer and improve soil texture by helping the ground to absorb more water and air, leading to healthy plant growth.

The trick is to mow your leaves while dry instead of raking them. The vast majority of plant life, including lawns, will actually benefit from the protective layer that nutrient-rich fallen leaves provide, while the leaves also insulate plants from harsh winter temperatures.

#### Bring in outdoor plants, furniture and the grill

While the weather is still mild, debug your plants and bring them inside before the first frost hits. Also clean summer yard equipment such as grills, fire pits and outdoor furnishings, and store them in your garage or shed.

#### Clean and store garden tools and equipment

Do an inventory of your garden tools and check for damage or dullness. Tools should be cleaned, oiled and sharpened before storing away for the winter. Clean mowers with a putty knife, first making sure that everything is turned off before going near the blades. Then scrape off any grass that is caked onto the blades.

This is a good time to change the oil, air filter and spark plug so the mower is in good working order when spring rolls around.

Gasoline doesn't last forever. In fact, it decomposes quickly. When this happens in a small engine (such as a lawn mower or weed trimmer), it can cause the engine's carburetor to gunk up, so you might not be able to get it started again when winter is over.

In addition, John Deere offers these preventive steps: If you've added stabilizer to your fuel to keep it fresh longer, then fill the gas tank to the top with more stabilized fuel and run the engine briefly to allow it to circulate. If not, wait until the tank is nearly empty from regular use and run the engine (outdoors) to use up the remaining fuel. Check your mower's manual for other cold-weather storage steps.

#### Check your snowblower

Don't wait for the first snowstorm to get your snow-removal equipment ready. Now is the time to ensure everything is in working order. You'll probably want to change the motor oil, spark plug and air filter before firing it up.

Once that basic maintenance is out of the way, turn it on to make sure it runs smoothly. Check the manual for troubleshooting tips.

#### Clean the gutters

Clean gutters of leaves and debris. Clogged gutters can freeze into a big, icy mass, channeling water to freeze under the shingles and causing damage to the roof. While the weather is still warm, get a tall ladder and work gloves and scoop out the debris so water can drain. Or call in a handyperson: The service typically should take about two hours, depending on the size of your house.

#### Check the roof

Check all of the roof areas on your property—including those on any outbuildings—closely with binoculars. Look for damaged, curling or missing shingles that could cause water damage during winter storms and from melting snow. Check for breaks in the flashing seals around vent stacks and chimneys too.

If the roof needs fixing, it is a good idea to hire a professional roofer or handyman to make the repairs; avoid the do-it-yourself route.

If your home had lots of icicles last winter—or worse, ice dams that can cause meltwater to back up and flow into your house—call a home-energy auditor or weatherization contractor to check for air leaks and/or inadequate insulation.



Photo by Dereckson, CC by 4.0, via Wikimedia Commons

Don't want your tools to get rusty like this? A little TLC will help.



RR photo by Jonathan Charles Fox

Definitely remove leaves from places you'd like to sit, and other high-traffic areas, but don't go nuts trying to erase every leaf from your yard.

While checking the roof, inspect for tree branches: Scan your property for branches growing over the house, garage or power lines. Tree branches could come down and cause major damage during a storm.

#### Have the furnace and chimneys cleaned

The last thing you want to happen is to have your furnace or heating system break down in the middle of the night in the dead of winter. Now is a good time to make an appointment with an HVAC (heating, ventilation and air-conditioning) contractor to ensure your furnace or boiler is operating safely and efficiently. Professional heating contractors tend to get very busy after the first frost.

To keep the unit running well, check the filter monthly and replace it when it turns brown.

HVAC contractors suggest using a pleated version of the filter, which has more particle-trapping surface area, rather than a flat one.

If you use a wood-burning fireplace more than six times a year, it is a good idea to have it professionally cleaned and inspected by a certified chimney sweep annually. Built-up creosote and soot can ignite and cause a chimney fire that will cause damage or a house fire. This inspection should be done in the fall, since chimney cleaners get very busy in the winter months.

#### **Protect your pipes**

Unheated interior spaces such as the attic and basement are most at risk for frozen pipes. Use pipe insulation on any exposed pipe that runs along a wall or is in an unheated area. The water inside can freeze and cause the pipe to burst when temperatures drop below 32 degrees Fahrenheit.

Cut the insulation to fit the length of the pipe, wrap it around, then secure it with duct tape if needed.

Also, water in outdoor pipes can freeze, which will cause pipes to burst as the ice expands. Start by disconnecting all garden hoses and draining the water that remains in outside faucets.

If you don't have frost-proof faucets, turn off the shut-off valve to that faucet. The valve is located inside your home.

#### Reverse your ceiling fans

Here's a simple trick to save on heating costs. Since warm air rises, reversing the direction of each of your ceiling fans will push down any heated air collected against your room's ceiling. By circulating warm air, you'll use heat more efficiently, which might cut energy costs.

#### Be prepared for snow and ice

Don't wait for the first winter storm to restock essentials like salt or ice melt.

Place a snow shovel at the front door and back door, and at the beginning of your driveway.

Keep a lidded container of salt or ice melt next to each shovel, and keep a small bag in your car.

Frozen locks are no fun anytime, but especially not in freezing weather. Spray a little powdered-graphite lubricant into each door lock (where the key goes), to prevent locks from freezing. The powder (sold at hardware stores) lubricates the pins inside the lock and will prevent sticking and freezing.

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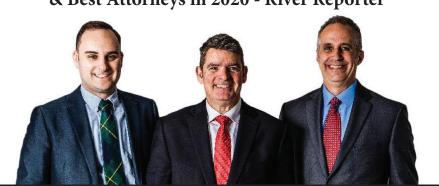




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# Trends in the real estate market

#### By JANE ANDERSON

The big news in real estate these days boils down to two things—interest rates and inventory—according to local real estate brokers and salespeople.

"We have a lot of people looking, but we do not have a lot of houses," says Rosie DeCristofaro, president of the Sullivan County Board of Realtors and a licensed real estate broker with Callicoon Real Estate, LLC. "The first-time homebuyer, especially, is having a very hard time finding a house. Depending on their financing, they need a move in-ready home."

Interest rates have a direct effect on sales, according to Lynne Freda, a licensed real estate salesperson with Matthew J. Freda Real Estate in Callicoon, NY, and president-elect of the Pike-Wayne Board of Realtors. "Buyers tend to pull back, even though 7.5 percent was the norm for many years," she says. "We have stories from buyers who bought their first homes in the 1980s for 14-plus percent! But we were so used to 2.5 to 4 percent for so long, 7.5% seems excessive now."

Banks are beginning to shy away, too. "Monthly payments are skyrocketing, and lenders are actually denying applicants due to higher payments and insufficient income," Freda continues.

That trend's been noticed by Carol Malek, a broker with Malek Properties in White Lake. "I noticed a fair amount of properties went from pending to active recently, indicating that people are being declined for their financing," Malek says. "Also, there is very little existing inventory and hardly any new inventory coming to the market. People are not selling. Maybe they can't find something wherever they want to move to, since the low inventory is nationwide."

A slow market doesn't mean stagnation, though. "When a home under \$350,000 comes on the market in updated condition, it will most likely get multiple offers," says Freda. "That seems to be the sweet spot for most of our buyers, \$350,000 and below."

#### **Condition matters**

The market has forced sellers to be more thoughtful about pricing and condition, too. "Some homes that are lingering on the mar-

ket have been coming down in price, and things that come to market that are especially desirable for whatever reason—such as location, style, pricing—are still getting multiple offers," Malek says. "This shows that the buyers are there, just waiting, and have become pickier. The inventory being reduced was probably priced too high to begin with, and sellers realize that they need to show motivation."

"Flippers"—buyers who fix up a newly purchased home to sell at a higher price—are still active around here, too, according to Freda: "Many buyers bought houses to 'flip' and resell, and we are seeing many of those. In some cases, a home sold in 2020, again the end of 2021, and now in 2023, sold for the third time in three years, at a higher price each time."

Resales are appearing, too, Freda notes. "Some buyers who were able to work from home are now being called back to work in person at the office. The commute to New York City is too great to do that every day, so we have seen some people selling."

#### Non-local buyers and renters

Most buyers around here still tend to be from out of town, the real estate professionals concur. "A large percentage of our buyers are still coming from the New York/New Jersey greater metropolitan area," says DeCristofaro. "If New York makes good on its promise to bring broadband to rural areas, the people who used to spend two days here and five in the city will move up here and spend five days here and two in the city."

The rental-property bandwagon that began during COVID has been saturated, the brokers say. "We used to do a robust business with rentals; however, that has changed since 2020," Freda says. "Many, many buyers bought homes as short-term rentals or in some cases, long-term rentals, so they now turn to Airbnb, VRBO and other rental sites. However, because so many buyers had the same thoughts... the term 'AirbnBust' has become popular, because there is a glut of renters. Savvy owners have learned to drop their rental prices just below the going price on the internet rental sites and they're still renting well."

Malek says the rental prices remain at a



The real estate market has changed, thanks to interest rates and low inventory, but you can still sell your house—or buy. Just keep these tips from real estate professionals in mind.

luxury level. "Rentals remain scarce and rents are still high," she says. "Many people are looking for decent rentals, which seem to go quickly; however, most really nice rentals are not affordable to many of the tenants currently looking."

#### Some tips for buyers and sellers

If you're looking to buy, patience is a virtue: inventory is slowly improving, and home prices will go down if they were priced too high to begin with, Freda says. Get pre-qualified for a mortgage, and do not choose this time to buy a boat or an extra car, she adds. "Have your finances in order so you are ready for the moment you find 'The House'; you'll be in a better place if you are competing against multiple offers. Most importantly, do not make any large purchases like appliances or a vehicle before looking for a home. Your credit rating will take a hit, and you may not qualify for a mortgage at that point."

Do some of your own legwork in looking for a house, DeCristofaro says: "Keep an eye on what comes on the market, and call your agent immediately if you see something you like."

Sellers need to polish up their property in order to sell it at the price they want. "Get your home spruced up to the best of your ability." Freda says. "Look at your home with a buyer's eye: clean up the yard and landscape. Paint your front door if needed. Secure that loose step! First impressions are everything to a buyer. Make sure the

inside is decluttered, so the buyer sees the bones of the house, not your stuff. They're buying the home, not your possessions."

Be mindful of what to fix before you sell. "Painting brightens everything up and gives it a fresh smell to boot," Freda continues. "Replace worn throw rugs or remove completely. Skip replacing carpeting or scuffed floors, because buyers have their own tastes and preferences—chances are, they may tear out what you put in anyway. A seller can always offer a credit if carpeting is terribly worn or pet-stained. Speaking of pets, take them with you when you vacate for showings. A buyer wants to see if your home is a good fit for them, so they don't want you hovering or talking up your do-it-yourself improvement projects!"

A crystal ball would come in handy, to see when and if the market will change. "We're still in the 'COVID' and 'post-COVID' market... everything that was for sale in 2020 and 2021 sold," Freda says. "That forced pent-up demand in buyers, and when inventory is low, demand rises—and so do prices. We wish we could predict when it may change, but if we could predict that we'd all be millionaires."

Malek sees a light at the end of the tunnel: "I have been told that during the first quarter of 2024, the rates will come down a little and spark some new movement. Looking forward to that!"



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cherry wood great room with stone



lovingly renovated and is perfect for a compound, retreat, B&B, art studio whatever use requires a lot of room, inside and out! The main house has 11 bedrooms, a first-floor primary bedroom, 2.5 baths, a stunning cherry wood great room with stone fireplace, big living room, office space and relaxing indoor cedar sauna. Original wood floors throughout. Outdoor spaces and outbuildings include a 34x24' barn, 3-bedroom bunkhouse, and spacious workshop/studio/recreation hall with attached 2-car garage. More garage/workshop space out back. Lush fields, landscaping, flower gardens, and spring-fed pond. Love to garden? Fenced in area with hoop house and raised beds. Float or fish your own stocked pond. The house exterior is low maintenance cement board and features numerous upgrades-call for details. Two hours NYC, close to Bethel Woods, Narrowsburg, and the Delaware River. Relax here in spacious comfort, enjoy the great outdoors, and share with guests in classic Catskills tradition! \$ 759,000



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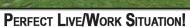


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Twin Rivers is a gorgeous home with frontage on both Ten Mile River and Perry Pond Brook.

#### By JANE ANDERSON

Just in time for curling up by a toasty fireplace, this stunning Narrowsburg, NY home is ready for its new family. Twin Rivers is named for its frontage on both Ten Mile River and Perry Pond Brook.

Built in 2015, the house showcases unparalleled attention to detail and beautiful woodwork.

Shingle siding with white trim lends a New England air to the exterior. Exposed gables and a wide front porch draw your attention, too.

Stone pillars support a multitude of Craftsman-esque wood columns on the porch and front steps. The front door has twin sidelights and a transom overhead. It leads to a spacious foyer in minty green with thick crown molding on the ceiling and trim. From there, the great room unfolds before you.

The cathedral ceiling in the great room is lined with tongue-and-groove cherrywood. At one end, a puzzle of windows climbs from the floor to the ceiling, punctuated by two sets of sliding glass doors that lead to



A cherrywood cathedral ceiling, wall of windows and stacked-stone fireplace are the highlights of the

the rear deck. Warm, cozy nights are foretold by a stacked-stone fireplace that also reaches the ceiling.

Opposite the window wall is a sweeping staircase that winds around and up to a bumped-out balcony before ending in a sweet sitting area overlooking the great room. Underneath the stairs is a view of the gourmet chef's kitchen.

Big enough to entertain a crowd, the kitchen is a standout: furniture-grade cherry cabinets feature carved legs, corbels and other fancy elements such as an open dish rack near the sink.

Acres of dark Brazilian granite countertops ramble atop the cabinets and on the oversized, multi-level center island. A four-seater breakfast bar on the island is flanked by twin workspaces.

A 60-inch, six-burner gas cooktop includes a 24-inch indoor grill; the backsplash is custom tile, with a tile mural in the center of it. Nearby are two wall ovens, along with a warming drawer; all appliances are stainless steel, including the oversized side-by-side refrigerator.

- Page 23

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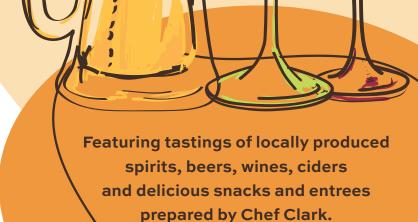
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#### TWIN RIVERS

¬ Page 21

Cleanup is easier with a full-size Bosch dishwasher and smaller dishwasher drawers from Fischer + Paykel. A walk-in pantry ensures plenty of storage.

The formal dining room is dressed with cherry-red walls and a rich cherry floor. More informal dining can be had in the family room, which also has room for a cozy sectional and TV.

Head upstairs for the bedroom level, which has more "wow" factors then you can count.

The primary bedroom has sliding glass doors out to the deck and light-green walls that complement the cherry floor.

The primary ensuite bath is nothing short of spectacular: a soaking tub is encased in rich wood paneling and topped with marble. A built-in hutch above it can stash soaps, books, even a beverage or two. Next to the tub is a standalone shower lined in tumbled-marble tile. A built-in bench, travertine tile floor and a shower system that includes both handheld and overhead shower heads finishes off this sumptuous oasis.

A walk-in closet has built-in drawers and shelves to organize your entire wardrobe.

Two guest bedrooms have an ensuite bath with showers each—and all rooms feature the same exquisite crown molding and cherry flooring.

Another wood staircase climbs from this floor to an unfinished third floor, which has electricity already installed. Imagine a writer's retreat, a playroom or an entertainment cave in this top-floor space!

The 2,000-square-foot, unfinished basement has 10-foot ceilings and would be perfect for a bar area. Outside, the wide rear deck wraps around the back of the house, providing views of the 32-acre property and its twin rivers. Sit outside in the mornings to sip coffee and say hello to the eagles that regularly visit the area.

The private setting is a true oasis, an escape from the day-to-day hustle and bustle; yet civilization can be had just seven minutes away in downtown Narrowsburg (grab a warm beverage and a sandwich at Tusten Cup), and it's just 2.5 miles to Henning's Local for Norwegian-inspired dishes and drinks.

The property is listed by Jennifer Grimes with Country House Realty, Inc. Get in touch via phone at 845/397-2590 or by email at howdy@countryhouserealty.com.

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Photos used with permission by Country House Realty

The kitchen has a 60-inch gas cooktop with a grill, plus twin wall ovens.



The attention to detail is evident in this staircase that leads from the second to the third floor.



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Dennis was excellent throughout the unusual process of our sale/purchase. He was supportive. helpful and truly understood our needs. I would recommend Dennis to anyone.

I've dealt with Beth before on a number of transactions. She is tireless and works hard for her clients no matter the size of the transaction. She communicates very well, whether her clients prefer email, text or phone and always updates in a timely

Gabor Dezso was an excellent realtor; I look forward to working with him in the future.

Billy was there every step of the way and was always available for questions. He was great!

99

Rene'E Hoover was absolutely the best realtor I could have hoped for. Renee was so professional and made sure the house deal went smoothly. I was very impressed with her knowledge and expertise and I highly recommend her to anyone interested in selling or buying a home.

Kathleen

Teri is 1 of the Best in the area! Knowledgeable and caring of what your needs are and is always there to answer your questions along the way.

Lorraine Smith was fantastic throughout the process. Lorraine Smith was accessible attentive and accommodating, she made me feel like I was her only client and made the process very easy and enjoyable. I would absolutely recommend Lorraine Smith for any real estate sales or purchases and I will only use her In any of my future real estate transactions.

Robert

Lisa Flaherty reached out to us about a house we showed a interest in on Zillow, at least I'm pretty sure that's how we met her! My husband & I loved her from day one, she took the time to figure out exactly what we were looking for! Was always in contact with us through the whole process & I personally just love her personality

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