

Local Realty with You in Mind



By Patricia Forgione, of
Patricia Forgione's Realty Network, Inc.

Dear Eastchester Neighbors,

I am thrilled to have the opportunity to tell you a little bit about my company, Patricia Forgione's Realty Network, Inc ("PFRN"). In 1995, I first opened our doors for business at 207 Main Street, which was the original location of the Eastchester Police Department and still the current home of PFRN. During this time I had noticed that the local real estate market had lost focus on the most important element -- the client. I intended to address this and my approach was simple -- focus on client service and community. This approach would define us and allow us to stand out in better serving our clients.

Almost 30 years later, we are still family run, now with over 20 agents, and our business model hasn't changed -- service and community. We believe that bigger doesn't always mean better and that a personal touch goes a long way. We aim to build relationships with our clients that last a lifetime because we know they are not just clients, they are our neighbors. Whether you are purchasing your first home, your forever home or downsizing, real estate transactions can be daunting and require professional assistance and trusted guidance. This is precisely why clients have trusted PFRN for almost 30 years to help navigate their real estate journey.

Each agent in our office has the experience to navigate every transaction, from initial consultation to closing and quite often beyond as some of our closest friends were originally clients.

Along with the rest of the Westchester market, Eastchester home prices have been on the rise over the past three years. The average sales price of a single family home in the Eastchester school district rose from \$843,230 to \$923,580 or a 9.1% increase. Eastchester homes in the Tuckahoe school district saw a 13.1% rise in prices, \$977,154 in 2021 to an average of \$1,105,389 in 2022. These jumps are mainly in part to our lack of inventory. We have seen a 25% decrease in single family homes for sale in the town of Eastchester* allowing sellers to achieve 100% of the last list price. While we feel that home prices will dip in this rising interest rate environment, we feel Eastchester homes are well positioned to maintain their value at a higher rate than other local towns as demand is still high.

At PFRN, we understand that a community is only as successful as the people who live and work in it. We support many Eastchester functions such as the annual 5K run, local golf outings and the Saint Patrick's Day and Columbus Day celebrations just to name a few. We shop local and most of us live local. We feel incredibly fortunate to be able to raise our families in this amazing community. We are ALL living the American dream.

Wishing you and your family a blessed holiday season. I hope to see you around 10709!

Sincerely, Pat

* Including Tuckahoe & Bronxville from September 2021 to September 2022
All data from OneKey MLS