

# RON SOLDANO'S REAL ESTATE UPDATE

## SALES ACTIVITY

- ▶ As of September 26, 1997, Coldwell Banker James C. Otton has participated in **115** sales on 7 mile island. For a list of sold prices for these properties contact **Ron** at **800.708.5796**.
- ▶ Property values are on the rise! Single family home sales have **doubled** over the past few years. Now is a great time to list your property especially with the **capital gains** changes!
- ▶ Do you read **Worth** magazine? If so, you probably were wondering why Stone Harbor was not included in the July issue of the "Richest Towns in America." Stone Harbor met the criteria: **single family homes with median home prices over \$300,000!** I contacted the editor directly and I was assured that next year, Stone Harbor will be considered for their List.

## HOUSEKEEPING

- ▶ During the winter months the winds blow from the **northwest**, which means arctic air is just around the bend. Make sure your property is properly protected from the elements! Keep your thermostat turned to a minimum of **60 degrees**.
- ▶ Have you had your fireplace chimney checked lately? For a **free** 10 point safety checklist, call me direct at **800.708.5796**.
- ▶ Time to winterize your deck!! Check to make sure gutters do not drain directly onto your deck. The "Wolman Deck Care Hotline" is available daily at **800.556.7737!**

## CLIENT ENDORSEMENT:

The following **quote**, from a proud new Stone Harbor Resident, is a **testimony** to the type of service I provide:

"When dealing with a reputable firm one expects businesslike and courteous treatment. **Ron Soldano** not only met those requirements but far exceeded them with his patient dedication to meeting my needs for a new home, walking me through every detail until final settlement, and then continuing to offer friendly suggestions to help me settle into a new environment."

Alberta Appleby,  
Adm. Officer of Edison National Historical Site (Retired)

## CALENDAR OF EVENTS

- ▶ Christmas shopping in Stone Harbor begins at 10AM on November 28th!
- ▶ Stone Harbor's 3rd Annual Christmas Parade marches downtown Saturday November 29th at dusk.

## NEWSFLASH: 2 MISTAKES SELLERS COMMONLY MAKE

- Listing their home with an agent who quotes the highest sales price.
- Signing a listing agreement **without** knowing the exact services the agent and company will provide. You have a right to ask questions!

## MY PHILOSOPHY:

I believe in giving my clients prompt, personalized, professional service. **Call me direct at 800.708.5796 for a personal consultation or if you have any questions!**

Ron is a Realtor Associate and GRI Graduate with Coldwell Banker James C. Otton Real Estate located in Stone Harbor, NJ. Ron can be reached directly at 1.800.708.5796 for questions or comments or at his e-mail address [ras@cbotton.com](mailto:ras@cbotton.com).

Information obtained for this bulletin is from the Cape May County MLS. Comments contained in the "Housekeeping" section are generally accepted practices followed by HVAC professionals. © 1997 Ron Soldano, Realtor Associate