

# RON SOLDANO'S REAL ESTATE UPDATE

## Did You Know...

- ▶ ...that because the air at the end of the day is dustier than at the beginning of the day, the setting sun is redder than the rising sun.
- ▶ ...that grains of sand are rounded by the action of the wind, which causes abrasion by blowing the sand particles against each other and surrounding obstacles. Once a grain of sand reaches an almost perfect spherical shape, it may keep that shape without further wear for millions of years!

## NEWSFLASH:

- ▶ Second Home sales are on the rise across the nation! Using the U.S. Census Bureau statistics, the Economic Research Associates found that sales of vacation homes have increased more than 200,000 in each of the last two years. There are six million vacation homes in the country. **New Jersey is ranked 9th in the country with 100,600 second homes.** Florida has the highest number of vacation homes with 417,500, followed by Michigan with 223,500 and New York with 212,000.
- ▶ Tear Downs are the wave of the future. According to the National Association of Home Builders, in 1997 one in ten new homes was the result of a tear down. Older homes have **GREAT** locations but buyers want larger rooms, cathedral ceilings, guest suites etc.....The old adage stands: LOCATION, LOCATION, LOCATION!

## SALES ACTIVITY

- ▶ Welcome to the Spring 1999 edition of **Ron Soldano's Real Estate Update.** Real estate values in Stone Harbor continue to rise. Are you thinking of Selling? Do you know anyone who wants to buy or sell in Stone Harbor or Avalon? Please call **Ron Soldano** direct at **1.800.708.5796** for all of your real estate needs!

- ▶ Property Values continued to rise for the fourth quarter of 1998! According to 4th quarter data compiled from the MLS, average **single family home** prices rose from **\$519,406 in 1997 to \$649,768 in 1998!** This represents a **20% increase** in property values! Call me at **1.800.708.5796** so we can discuss the Stone Harbor and Avalon market and the options that are available for you!

## A PHILOSOPHICAL QUOTE:

- ▶ "I'd rather be ashes than dust. I'd rather my spark burn out in a brilliant blaze than that it should be stifled to dry rot. Man's proper function is to live, not merely exist...I shall use my time."  
Jack London.

## SUGGESTION BOX:

**HELP WANTED:** In an effort to make this newsletter informative and relevant to all of my readers, I am asking for your suggestions. What would you like to read about throughout the year regarding Stone Harbor and Avalon? Please call me with your suggestions and comments.  
**1.800.708.5796.**

Ron is a Realtor Associate and GRI Graduate with



Coldwell Banker James C. Otton Real Estate with offices in both Stone Harbor and Avalon, 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. • 1999 Ron Soldano, Realtor Associate