

RON SOLDANO'S REAL ESTATE UPDATE

HAVE YOU HEARD....

- ▶ ... the adage "**Red skies at night, Sailors delight; Red skies in the morning Sailor take warning?**" There is some scientific fact to this. In the Northern Hemisphere, the weather "fronts" move mostly from west to east. So, if the EASTERN sky has a reddish hue at sunset it's because the setting sun in the west is reflecting off the back-end of a departing weather system. If the EASTERN morning sky has a reddish hue, it is because the sky is reflecting back the sun's rays from an approaching system, which can arrive on the coast in the afternoon.

SALES ACTIVITY:

- < Welcome to the **SUMMER 1999** Edition of **Ron Soldano's** Real Estate Update. Real Estate Values in Stone Harbor and Avalon seem to be stabilizing somewhat. According to **MLS** data, the average single family home price for **Stone Harbor** in the **1st Quarter of 1999** was **\$554,365** down slightly since we last spoke. This is in **large part due mostly** to the **beachfront** home at **106th Street** selling for a **record \$2,900,000** on **October 30, 1998** which pushed the average up as well as the median price.
- ▶ Between 1976 and 1997, the S&P 500 increased at an annual average growth rate of 11.7%, while the re-sale value of existing homes, nationwide, increased at a rate of 5.7%. But the variance in stock returns was over 13 times the variance in home appreciation at the national level.

NEWSFLASH:

- ▶ Over 50 percent of homeowners hold at least one-half of their assets in the form of home value, nationally. In 1995, the national median amount of assets held by owners was \$102,300 compared with \$4,500 for renters. Thinking of purchasing a home in Stone Harbor or Avalon?? Thinking of Selling your

property in Stone Harbor or Avalon to up-grade or take profit?? Know of anyone who may want to Purchase or Sell?? Are you familiar with "1031" Tax Deferred Real Estate Exchanges???

- ▶ Allow me the privilege of being your Professional Real Estate Agent. You will Find me to be well informed and diligent!
- ▶ Call me direct at **800-708-5796** to discuss your **real estate needs** and **desires** further.

WE MADE IT AGAIN!!!

- < **Stone Harbor** and **Avalon** made "**WORTH**" Magazine's, June 1999 edition, "250 Richest Towns In America List". Why? I personally contacted the **Editor**, compiled and sent her **SOLD** information on our towns and followed up **personally** with the **Editor**. **Stone Harbor** ranked **192nd** and **Avalon** **216th**. Want the article? Please call me and I'll be happy to fax or mail to you. **800-708-5796, (DIRECT)**.
- < In closing, **have a safe, healthy and happy summer** and remember, **I am always available to service The "7 Mile" Beach Real Estate Needs of you and yours!** Call anytime, **DIRECT, 800-708-5796**. Oh, and don't forget to check-out my **new web-site:**
www.realestatejerseyshore.com



Let me know what you think!

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@stoneharbor.com.