

RON SOLDANO'S REAL ESTATE UPDATE

SALES ACTIVITY

- ▶ Property Values continue to rise as we round off the first quarter of 1998! According to data compiled from the MLS, median **single family home** prices rose from **\$352,500 in 1996 to \$385,000 in 1997!** The economy remains strong as the stock market continues to set records, public confidence remains high and mortgage interest rates are as low as they have been since 1972! Now is a great time to **INVEST** or **SELL!** Call me at **1.800.708.5796** so we can discuss the Stone Harbor market and the options that are available to you!
- ▶ I recently sent sales figures and price lists to the Senior Editor of Worth Magazine, to be considered for the **"Richest Towns in America"** list published by Worth Magazine. Let's all look for Stone Harbor in the July issue to see if our town made the list this year.

HOUSEKEEPING

- ▶ Condominium insurance can be tricky. Did you know that an owner of a condominium will need **two insurance policies** to protect his or her investment? Call the National Insurance Consumer Helpline at 1.800.942.4242. Trained counselors and licensed agents will be available to answer your questions.
- ▶ Carbon Monoxide detectors help save lives. For a free booklet from Underwriters Laboratories entitled "Questions and Answers About Carbon Monoxide and CO2 Detectors" write to: UL Literature Dept., 333 Pfingsten Rd., Northbrook, IL 60062.

CALENDAR OF EVENTS

- ▶ Children can experience the wonders of salt marshes by combining wetlands ecology with paper making, water colors and clay sculpting. Class will be held

during July and August.

- ▶ Creative Writing Classes under the direction of Therese Halscheid run March through September!
- ▶ Creative Writing Continues evenings during the summer! Call 609.266.7610 for registration for all programs listed!

NEWSFLASH:

- ▶ Did you know section 1031 of the **Internal Revenue Code** permits Capital Gains to be deferred until a later date, if at all, from the exchange of investment and business real estate? I can fax you information on this powerful tax savings device. Call me direct at **800.708.5796**.

HUMAN INTEREST:

- ▶ Rather than living where they work, many people today can work where they live and therefore live where they want! Look for an increase in year round population in the **7 mile beach** area within the next 5 to 10 years. For a market analysis of your property, call me at 800.708.5796.

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? 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 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.