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A Van Sciver Realtors Publication
February-March 2009

Mortgage News is available on Van Sciver Realtors Website: *luxuryshorehomes.com*

Home buyers are anxiously awaiting news of changes in mortgage rates. Check our website for the latest information on the status of mortgage rates as information becomes available on the Obama administration proposal to stimulate our economy.

Ask the Expert: Advice from a Licensed Home Inspector Preparing Your House for Sale

By David Zappulla



I'm often asked by family and friends "what can I do to get my house ready for sale". Having your house

inspected by a licensed home inspector is always a good way to start. A good home inspector will methodically go through all the major systems of your house and identify any defects or deficiencies. The inspector will put all the information into a report so you can address any items you feel are necessary to repair or replace. In a difficult housing market having your home in top shape gives you an advantage over other sellers and makes your house more desirable to a buyer if it is in move-in condition.

The cost of a home inspection will typically range from \$400-\$500 for an average house. If you are not interested having a full inspection performed there are a few items you would want to consider having checked prior to placing your house on the market.

The first one I recommend to all potential sellers is a wood destroying insect inspection by a local licensed pest contractor. Wood destroying insects do thousands of dollars worth of damage to homes without the owner ever knowing. Subterranean termites are a particular problem in our area. A good inspection should be performed by a qualified inspector with adequate experience to identify current or residual damage. The inspector should probe the structural framing throughout the crawl space or basement. I would caution you to make sure your inspector is doing a damage assessment and not just an inspection for active pests. I often see during a home inspection residual damage, which was not identified. One other mistake homeowners make is to

A well maintained house says to an inspector that the homeowner has taken care of the property and it gives the inspector and buyer a general sense the house and major systems will be in good working condition.

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VAN SCIVER
REALTORS



**POINT PLEASANT
BEACH**

409 Highway 35 South
732-295-1055

BAY HEAD NORTH

217 Main Ave.
732-295-7044

BAY HEAD

431 Main Ave.
732-899-0038

MANTOLOKING

1130 Ocean Ave.
732-899-6460

NORMANDY BEACH

551 Rt. 35 North
732-793-7800

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WWW.BEACHBUZZ.NET

or
WWW.LUXURYSHOREHOMES.COM
and take a virtual tour of
our properties.

THE SHORE'S OLDEST AGENCY

In This Issue . . .

Compare Current Area
Sales with Those from
One Year Ago - *Page Three*

Attract Buyers with
"Green" Upgrades -
Page Two

Van Sciver Realtors Properties For Sale
MANTOLOKING

MANTOLOKING - 1540 Runyon Lane - Beautifully situated bayfront on Runyon Lane across from natural preserve. Private and pristine perfectly define this most desirable property in Mantoloking. \$3,900,000



MANTOLOKING - 958 Barnegat Lane - Magnificent Barnegat Lane home with tremendous privacy in good condition, very well maintained exterior and outdoor area. More than a third of an acre on the water with a deep water dock with bay views. Priced to sell, under assessment. \$3,150,000



MANTOLOKING - 1112 Ocean Avenue - Charming seashore colonial across the street from the ocean. The home has hardwood floors, newer kitchen and large outside deck for entertaining along with a paver patio. All this, tucked behind a large fence for total privacy. \$1,225,000



MANTOLOKING - 1229 Ocean Avenue - 100 feet of magnificent ocean front, over 8% of an acre. 4 bedrooms, 3 1/2 baths. Very, very private guarded beach, just houses away. Open floor plan includes living room, dining room, and kitchen that open to a large, secluded deck with endless views of the azure ocean. \$5,900,000

Planning to Improve your Home before Putting it on the Market?

Attract Buyers with Earth-Friendly Upgrades

Buyers of new homes and renovated homes like the idea of going "Green" in their purchases. Here are some ideas to get started on:

- 🌱 Use safe paint which emits no toxic material into the air.
- 🌱 Demand recycled or sustainable materials from your contractor as well as materials manufactured as close as possible to your home.
- 🌱 Landscape with native plants which require little or no fertilizer and pesticides.
- 🌱 Create a rain garden which utilizes captured rain water as well as allowing rain to soak into the ground instead of running into storm drains.
- 🌱 Investigate solar panels.
- 🌱 Purchase energy-efficient appliances.

- 🌱 Install good-quality thermal windows.
- 🌱 Consider composting toilets or dual-flush toilets
- 🌱 Use energy efficient light bulbs.

Going green is very appealing to prospective buyers. It makes your house stand out in the crowd. There is a wealth of information on green renovation and building and landscaping practices on the internet. Just do a search for "green home construction."

Be sure to mention your eco-friendly efforts when you list your home!



Van Sciver Realtors Properties For Sale

POINT PLEASANT, POINT PLEASANT BEACH & BRIELLE



POINT PLEASANT - 72 Bay Point Harbour - Lovely, light-filled unit with water views on all sides. Elevator. Spacious home includes a master suite and second bedroom or den, both with full baths. Front porch overlooks pool; back porch overlooks the boat harbour. Near beach and town, Includes 2 tennis courts and 3 pools. \$775,000



POINT PLEASANT - 802 Dudley Lane - Custom built home(2007) w/superior quality, craftsmanship and design to take full advantage of the waterfront location. Gourmet kitchen, crown mouldings, radiant heat, surround sound, bulkheaded lot, dock and extensive landscaping, in-ground pool. Short bike ride to the beaches. \$3,349,000

POINT PLEASANT BEACH - 900-102 Ocean Avenue - OCEAN FRONT CONDO! The perfect weekend getaway. Located at desired southern end of Pt Beach. Complex features in- ground pool, poolside deck, BBQ area, community room, easy access to beach and more. If you're looking for easy-this is it!! THIS UNIT IS OCEANFRONT. \$850,000



BRIELLE - 605 Isham Circle - 3 bed 2 bath w/ inground pool and Florida room on cul-de-sac. \$1,600,000



POINT PLEASANT BEACH - 1808 Beacon Lane - Beautiful maintenance free home featuring reverse living with open floor plan, granite kitchen with center island and 2-sided fireplace. Custom features throughout. Great deck for entertaining or just relaxing. \$2,500,000



POINT PLEASANT - 1739 Certainty Drive - 80 feet of lagoon front property. Ranch with 3 bedroom plus loft, living room, dining room, family room with fireplace and updated kitchen with Jenn-Air grill. Ensuite master bath with double sinks and jacuzzi. Large deck for summer relaxation or entertaining while enjoying the tranquil lagoon. \$629,000

How does the market look compared to a year ago?

Average figures compiled from the Multiple Listing Service for single family homes in Point Pleasant, Point Pleasant Beach, Bay Head, Mantoloking, Lavallette and the Barrier Island portions of Brick and Toms River Township (north of Lavallette).

	<i>Dec 07-Jan 08</i>		<i>Dec 08-Jan 09</i>		<i>Current Active/ Under Contract Listings</i>	
	Number Sold	Average Price	Number Sold	Average Price	Number	Average Price
Bay Head	2	\$779,500	1	\$1,200,000	29	\$1,792,162
Brick (Barrier Island)	4	\$1,386,538	1	\$2,550,000	42	\$1,886,924
Lavallette	3	\$1,471,300	2	\$510,000	30	\$1,203,913
Mantoloking	0		2	\$3,087,500	17	\$3,419,182
Point Pleasant	25	\$452,684	14	\$307,657	161	\$560,153
Point Pleasant Beach	9	\$507,500	5	\$517,200	77	\$1,104,026
Toms River Twp. (Barrier Island)	4	\$472,500	6	\$969,583	71	\$751,511

Van Sciver Realtors Properties For Sale

BAY HEAD



BAY HEAD - 68 Bridge Avenue - Zoned B-1 Professional Office, Retail, 2nd floor 2 bedroom apartment. Spectacular views of Twilight Lake, Approximately 2150 sq. ft. Free municipal parking 1/2 block away. Subdivision approved subject to perfection of plans. Need to comply with the board. Survey and resolution upon request. \$1,700,000



BAY HEAD - 412-1 Lake Avenue - Rare Opportunity on Twilight Lake .Magnificent Waterfront Location! On Site Parking. Municipal Parking 1/2 Block Away. ZONED B-1 Permitted uses: Restaurant, Office, Retail, etc. Sub-Division approved Subject to Perfection of Plans. Need to comply with the Resolution of the Board. \$895,000

BAY HEAD - 416 Lake Ave. - Five buildings, 2 apartments, caretakers workshop on Twilight Lake. Zoned B-1. Permitted uses: restaurant, office, retail, etc. property addresses are 416 & 412 Lake Ave, 64 & 68 Bridge Ave. 22 on-site parking spaces. Currently used as 3 retail shops, 2 apartments, professional offices. \$4,999,999



BAY HEAD - 219 East Avenue - Oceanfront lot in Bay Head. \$2,900,000



BAY HEAD - 101 Birch Street - Charming 2 bedroom cottage getaway! Recently renovated, granite kitchen, marble bathrooms, fireplace, heated pool. Commuter's delight! \$650,000



BAY HEAD - 337 East Avenue - Luxury and history come together in this completely updated Dutch Colonial. Wonderful example of a classic Bay Head home. Large master suite overlooking ocean, 3 fireplaces, window seats, lots of built-ins, summer kitchen for al fresco dining...beautiful architectural detailing \$5,250,000

Preparing Your House for Sale

From Page One

cancel a pest contract they have maintained for years because they are selling the house. Transferring the contract to the new owner is very important and it should be maintained until the sale is final.

I also recommended having your heating and central cooling system(s) cleaned and fully serviced, this way they are in good working order and you avoid any unknown problems. It is also a good idea to have the systems under a service warranty contract, which is transferable to the new owners.

As an inspector I'm more critical of areas which I can not access or see. So removing debris from crawl spaces, basement, garages and yards is also recommended. Making sure the inspector has full access to all areas of the basement, crawl space(s) and attic is also a good idea. These are the key structural areas of a house and this way there won't be the feeling something is being hidden or a defect may not be visible.

If your basement or crawl space has any moisture problems, you may

want to consult with a specialist in this field prior to listing your house. Moisture problems are related to several serious defects including mold, rot, insect infestation and foundation problems.

Electric issues are another big area where problems may occur. If you had work done to your house, rewiring or installation of new items without permits or performed by a nonprofessional you might consider having a licensed electrician do a safety inspection of the electrical system. Safety concerns are always a significant item with prospective home buyers. Hanging, loose and exposed electrical connections are red flags indicating the work was not done professionally.

Doing an inspection on the exterior of the house for rotted wood, loose siding or defective or clogged leaders and gutters is also recommended. Removing shrubs and overgrowth from around the exterior and AC compressor is also a good idea. Heavy overgrowth not only draws insects, but

Continued on next page

Van Sciver Realtors Properties For Sale

SOUTH MANTOLOKING, DEAUVILLE BEACH & NORMANDY BEACH



OCEAN BEACH - 218 Melody Lane - Exquisite waterfront contemporary. Hardwood floors, great room w/stone Fplc. Oak staircase leads to Master BR Suite. 4 BR, 2 full baths, 2 large Decks w/Bay views. First floor has large wall of sliding doors to large deck. \$999,000



MANTOLOKING SHORES - 349 Tide Pond Rd. - Magnificent Bay Front contemporary with 112' of waterfront. Great open floor plan for entertaining that opens on to a magnificent pool area set up for complete outdoor living. \$3,950,000

SOUTH MANTOLOKING - 246 Grandview Boulevard - New upscaled custom contemporary built on pilings, impeccable condition. Large living room with wet bar, fenced yard with patio, private beach, Ocean and Bay views from second floor bedrooms, kitchen has all upscaled appliances. Owner motivated. \$950,000



SOUTH MANTOLOKING - 1603 Rt. 35 North - Seclusion graced with endless beaches and true privacy that is exceptionally rare. This lovely oceanfront home has it all - 7 bedrooms and 6 full baths with a detached 3-bay garage. 2-bedroom guest cottage. Waterfall setting that flows into deep pond pool. Spectacular views of the azure sea. \$6,500,000



NORMANDY BEACH - 478 Normandy Drive - Vacant lot in Journey's End section of Normandy Beach. Bay views. \$625,000



NORMANDY BEACH - 412 Arrow Court - Lagoon front home with 94' on water. Five bedrooms, large deck. Rents for \$4500 per week. Sold Furnished \$1,495,000

Preparing Your House for Sale

Continued from previous page

also allows wood to rot, retains water and does not provide good drainage for the property. Installing leader extensions to get drainage away from the foundation will also be helpful with any drainage issues.

Having your fireplace chimney and flue pipes cleaned is also a good idea. Having the flues cleaned and inspected by a level II chimney inspector will alert you to any defects and safety issues.

Obviously any loose chipped or peeling paint should also be address to reduce any problems with the potential of lead based paint and to give your house its best appearance.

Also consulting with a local real estate professional can give you insight as to what features sell in your area and how to market you house to maximize your sale price.

A house consists of thousands of components and these are just a few items you may consider addressing. A well maintained house says to an inspector that the homeowner has taken care of their property and it gives the inspector and buyer a general sense the house and major systems will be in good working condition.

DEAUVILLE BEACH - 321 W. Kupper Drive - On Lagoon in Deauville Beach. Land Lease. New 20 year lease. Yearly land rent is 9.5% of the land assessment for the first 10 years & 10.5% for the second 10 years plus the real estate taxes. Lease begins at the time of closing. \$169,000



NORMANDY BEACH 285 Harbor Court - Bayfront - 4 bedrooms, 4 1/2 baths with in-ground heated pool. Large lot. \$4,300,000

David Zappulla is a licensed NJ Home Inspector (lic. #24GI00035300), a NJ licensed Radon Technician (lic. #11154) and a member ASHI and NJALPHI. Dave can be reached at 732-309-7253 or z.inspect@verizon.net for questions or comments.

Van Sciver Realtors Properties For Sale
**HOWELL, LAKEWOOD, FREEHOLD
 BERKELEY, MARLBORO, WHITING & WARETOWN**

FREEHOLD - 55 Brinkerhoff Avenue - This charming home boasts professional kitchen, w/commercial stove & refrig, newer Bosch dishwasher, ceramic countertops and center island. WB fireplace w/ deco molding, gleaming hardwoods, sunroom w/ slate floors. Surround sound, Tumbled marble bath & huge deck. Inground pool & Jaccizz. \$390,000



WHITING - 18-A Lenape Drive - Spacious living & pristine move-in condition. Plenty of closets, peaceful, private location. Updated kitchen, appliances & newer carpeting. Beautiful private patio and back yard. Seller has prepaid for lawn and sprinkler maintenance till winter and purchased home warranty for peace of mind. \$112,900



LAKEWOOD - 555 Albert Avenue - Beautiful ranch on large, secluded lot with fenced yard backing up to woods. New laminate flooring, new baths, kitchen with oak cabinetry, granite countertops & stainless steel appliances. Back yard oasis with huge deck, 20'x20' basketball court & 2 storage sheds. New C/A, 4' crawl space & new well pump. \$289,900



BERKELEY TOWNSHIP - 14 Lumsden Court - Desirable, quiet location in Holiday City South near the end of cul-de-sac. Updated kitchen and bathrooms. Just needs a little TLC to perfect this spacious home! \$125,000

LAKEWOOD - 233-D Buckingham Court - Updated Leisure Village Baronet model end unit w/1 car garage, 2 bedrooms, upgraded bath, new w/w neutral carpeting & newer replacement windows throughout. Sparkling kitchen has been totally renovated with new appliances New screen door and all new outlets too! Absolutely nothing to do but move in & ENJOY!! \$114,500



WARETOWN - 516-103 N. Rt 9 - Busy Lighthouse Plaza! Last unit next to NYC Brick Oven Pizzeria. 1170 sq ft retail, office or restaurant. Across from Super Shoprite. Best location in Waretown.

WARETOWN - 1 Rt 9 S. -Brand new Ocean Pointe Plaza! Prime Location across from New Super Shoprite. Last Unit 2245 sq ft. Retail, office, restaurant use. Will subdivide.

WARETOWN - 106 Rt. 9 S - Brand new Ocean Pointe Plaza! Prime Location across from New Super Shoprite. Last Unit 2245 sq ft. Retail, office, restaurant use. Will subdivide.

WARETOWN - 1 Memorial Drive - Brand new Ocean Pointe Plaza! Prime location across street from new super Shoprite. Last unit 2245 sq ft Retail, office, restaurant.

WARETOWN - 123 Morey Place Road Calling all investors !!!!!!!APPROVED 6 LOT SUBDIVISION Beautiful country setting on the Waretown creek 2+ acre lots.Price to SELL! city water,natural gas.needs some improvements.call for details - seller will build to suit \$989,000

WARETOWN - 121 Morey Place Road - New construction in a very private country setting on the Waretown Creek on 2+ acres. Priced to sell . . . Hurry - pick your colors. Also other models to choose from. \$389,000

HOWELL - 63 Salem Hill Road - Great Neighborhood , close to all 195, Rt9, GSP, large yard, 4 bedrooms and 2 baths, move right in,. seller will assist with closing costs , new hardwood floors and carpet. \$311,000

MARLBORO - 2 American Way - Buckely Estates ,vacant lot.. ready to go, Attention all builders and investors below market value.make all offers known. \$359,000

HOWELL - 346 Lanes Pond Road - 2+ acres..prime area. Appraisal on file for \$315,00.00. Clear and ready to build with all approvals and building permit. \$275,000. . . or . . . New Construction spacious open floor plan, Ready to build, seeking Buyer to pick all colors,on 3+ acres close to 195, Route 9 and GSP. 5 Bedrooms w/oversize master suite sitting area, 21/2 bath, walk out basement,too many features too list! \$599,000

**All Van Sciver Offices
 continue to collect for local food banks.
 Bring in your non-perishable donations!**

Van Sciver Realtors Properties For Sale
TOMS RIVER & BRICK



GREENBRIAR WOODLANDS - 2179 Beltane Rd. - Bright, airy, beautiful cul-de-sac street. Freshly painted, ready to move in. Updated kitchen. Sun porch, patio look out on serene woods. Fireplace, 2-car garage, hardwoods, skylights. Golf, pool, many activities in this vibrant adult community. \$229,000



BRICK - 43 Cleveland Ave - Cambridge Walk Colonial. Three bedrooms, 2 1/2 bath, full finished basement (984 sq.ft). Bright living room w/ cathedral ceilings. Eat-in country kitchen. Master bedroom with walk in closet and luxurious master bath. Large lot w/ park like setting & gazebo. Room for pool. Close to schools, shopping, beach and GSP (1.4 miles). \$485,500

BRICK - 19 Vanard Drive - Perfect investment opportunity. Don't be deceived, this home is much larger than it looks! Plus, large detached office/room with heat in back. Tenant already in place. Subject to bank approval. \$234,900



BRICK - 86 East View Drive - Breathtaking Custom designed 7000+ sq ft Colonial is suited for a lifestyle of indulgent proportions. Situated on .5 riverfront acre with great views of the Metedeconk and Barnegat Bay. Large decks, sand beach and dock. Main floor introduces a dramatic two story entrance foyer with a breathtaking circular staircase. 10'+ first floor ceilings and hard wood flooring. \$3,490,000



BRICK - 25 Beckert Drive - Great Location and affordable small 2 BEDROOM COTTAGE, quiet street needs TLC. Owner will assist with closing costs. present all offers. \$110,000

NORTH DOVER - 302 Ashford Road - Affordability in North Dover! With a little TLC, this can be a perfect first home. Family room has stove insert which can heat entire home, plus wood stove in master bedroom. Garage has extra storage area. \$264,900



BRICK - 3 Paul Jones Drive - Panoramic views from this very special location. Roof, cedar shakes and bulkhead within the last 2 years. Bayfront home with separate lagoon slip. Well maintained 3 bedroom home with ensuite master bath and large great room with dining area overlooking the water. Wonderful deck with protective pergola. \$975,000

**Attention:
 All Homeowners
 at the Jersey Shore . . .**

Van Sciver Realtors has tenants but needs homes to rent to them for next summer. If you own a home that will be vacant for all or some of the Summer of 2009, consider letting it be rented. You'll be amazed at the income that a shore rental property brings to the owner.

Visit luxuryshorehomes.com and see how your home will be marketed on our state-of-the-art rental program.



Let your home work for you!

Stop in to any Van Sciver office and talk with an agent about pricing your home for rental. We'll help you with the listing information, weeks you want to rent, and exactly how you would like the home to be shown.

OUR COMMISSIONS ARE VERY COMPETITIVE!

Van Sciver Realtors Properties For Sale
LAVALLETTE & SEASIDE HEIGHTS



SEASIDE HEIGHTS - 53
Carteret Avenue - Two family house ocean block in excellent condition. Both apartments have been updated and there is offstreet parking .House is being sold furnished. \$550,000



LAVALLETTE - 304B
Grand Central Avenue - Condo - large living area, very spacious unit, great for summer fun or year round living. \$289,000

**VAN SCIVER REALTORS
 SELLS THE JERSEY SHORE!**

**2007-2009 Area Sales in which Van Sciver Realtors
 represented Buyer and/or Seller**

BAY HEAD

- 665 East Avenue
- 0 Osborne Avenue
- 187 Park Avenue
- 837 East Avenue
- 129 Woodland Avenue
- 676 Main Avenue

BRIELLE

- 39-D Poplar Court

BRICK

- 79 Cedarhurst
- 665 Princeton Avenue
- 623 Point Avenue
- 27 Navarra Drive
- 3 Princeton Pines Place

11 Cedar Road

CHADWICK

- 305 Ormond Drive

CURTIS POINT

- 189 Squan Beach Drive

DEAUVILLE BEACH

- 109 Neptune Drive

HOWELL

- 63 Salem Hill Road

JACKSON

- 124 Whispering Oaks Way

LAVALLETTE

- 2200 Baltimore Avenue
- 106 Haddonfield Avenue
- 212 Westmont Avenue
- 56 Pershing Blvd.
- 7 Morton Drive

MANCHESTER

- 1933 Eighth Avenue

MANASQUAN

- 187 Third Avenue

MANTOLOKING

- 209 Channel Lane
- 908 Barnegat Lane
- 920 Lagoon Lane
- 1008 Ocean Avenue

MIDDLETOWN

- 11 Walada Avenue

NEPTUNE

- 607 South Riverside Drive

NORMANDY BEACH

- 3632 Ocean Front Terrace
- 317 Sixth Avenue
- 108 Second Avenue
- 106 Third Avenue

501 Ellison Drive

- 100 Sixth Avenue

OCEAN BEACH

- 106 West Pompano Road

OCEAN GATE

- 614 East Long Branch Avenue

ORTLEY BEACH

- 71-1 Fielder Avenue

POINT PLEASANT

- 611 Oak Terrace
- 1209 River Avenue
- 1522 Laguna Drive
- 2405 Cedar Street
- 3141 Powhatan Avenue

POINT PLEASANT BEACH

- 728 Arnold Avenue
- 34 Parkway
- 217 Forman Avenue
- 316 Niblick Street
- 111 Saint Louis Avenue

310-34B Maryland Avenue

- 41 Harborhead Drive
- 118 Riverside Place

SEA GIRT

- 408 Boston Boulevard

SEASIDE HEIGHTS

- 36 Sampson Avenue

SEASIDE PARK

- 1476 South Bayview Avenue

119 M Street

- 109 M Street

SHIP BOTTOM

- 220 West Sixth Street

SILVER BEACH

- 22 South Surf Road

SOUTH MANTOLOKING

- 107 Lyndhurst Drive
- 199 Valhalla Drive
- 306 Sloop Lane

- 330 North Bay Drive

- 323 North Bay Drive

- 335 Tide Pond Road

- 224 Dune Avenue

- 307 North Bay Drive

- 288 Wherry Lane

SPRING LAKE HEIGHTS

- 2103 Windsor Terrace

TOMS RIVER TOWNSHIP

- 1838 Starboard Court

- 3312 Churchill Drive