

Peggy Goyne
Prudential Zack Shore Properties
2900 Long Beach Boulevard
Beach Haven Gardens, NJ 08008

January, 2014
Peggy and PruZack
Perfect together

Pardon the statistician in me, but the LBI sales numbers are fascinating and clearly show the progress the real estate market made in the second half of 2013. In my 2013 mid year update, I reported that the numbers of sales were down 40.38% (265 in the first half of 2012 versus 158 in 2013) and that the average sales price was down 11.21% (\$852,201 in the first half of 2012 versus \$756,709 in 2013).

I am very pleased to report that we made great strides in the second half of 2013. So much so that year over year the number of sales ended up down 16.95% (478 sales in 2012 versus 397 in 2013) and the average sales price of \$846,093 in 2012 versus \$822,512 in 2013 was down a negligible 2.79%.

I know on first blush a decrease of 16.95% in the number of sales is disappointing. However, considering the first half percentage of 40.38%, it represents a marked improvement in the real estate market during the second half of the year. Ending the year with a relatively flat differential in sales price is icing on the cake.

As many of you know, I have been sending twice a year statistical mailings for the past twenty +/- years. Over the first quarter of 2014, I will be re-vamping my website (www.lbibesthomebuys.com) and including quarterly Long Beach Island real estate statistics and sales information. I will also be including "historical" sales information that you may find interesting and informative. Please mark your calendar and "check it out" commencing the twentieth of April and continuing on the twentieth of the month following each and every quarter.

Peggy Goyne

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Website: www.lbibesthomebuys.com

FOURTEEN TIME NJAR CIRCLE OF EXCELLENCE AWARD WINNER

P.S. A special "Thank You" to all friends and customer who helped make 2013 another award winning year. My very best to you and yours.

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Market Update January, 2014
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The following are recent sales in your area:

<u>Address</u>	<u>List Price</u>	<u>Sales Price</u>
Haven Beach		
8 E Tennessee (114 th St.)	\$ 649,000	\$ 630,000
31-A W Colorado Ave	\$ 729,000	\$ 724,000
11513 Beach Ave	\$ 899,000	\$ 875,000
125 E North Carolina Ave	\$2,200,000	\$1,775,000
The Dunes		
12101 Long Beach Blvd	\$ 598,000	\$ 500,000
12401 Beach Ave	\$ 629,000	\$ 600,000
12300 Beach Ave	\$ 659,000	\$ 600,000
110 Ramapo Lane (123 rd St)	\$ 869,000	\$ 805,000
119 E Old Whaling Ln	\$ 899,000	\$ 810,000
140 Marine Lane (126 th St.)	\$ 999,999	\$ 960,000
Beach Haven Park		
40 W Alabama Ave	\$ 409,000	\$ 390,000
3 E Herbert Ave	\$ 699,000	\$ 699,000
107 E Muriel Ave (98 th St)	\$ 869,900	\$ 832,000
103 E Muriel Ave (98 th St)	\$ 895,000	\$ 852,500
111 E California Ave (100 th St)	\$ 975,000	\$ 950,000
24 E Alabama Ave	\$1,399,000	\$1,225,000
Beach Haven Terrace		
115 W Delaware Ave	\$ 399,999	\$ 380,000
104 W Pennsylvania Ave	\$ 435,000	\$ 400,000
11 E Maryland Ave	\$ 674,000	\$ 649,000
117 E Delaware Ave	\$ 699,000	\$ 662,500

I hope you find the attached statistics informative. If you are interested in buying, selling, renting or would like a free current market analysis to find out what your home is worth in today's challenging market, please give me a call.

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The following are recent sales in Beach Haven:

<u>Address</u>	<u>List Price</u>	<u>Sales Price</u>
402 Amber Street	\$ 349,000	\$ 345,000
219 Amber Street	\$ 469,900	\$ 400,000
1404 S Bay Avenue	\$ 495,000	\$ 475,000
224 E Amber Street	\$ 549,000	\$ 475,000
223 Ocean Street	\$ 499,000	\$ 499,000
130 S West Avenue, Unit 203	\$ 519,000	\$ 502,500
1307 West Avenue	\$ 599,000	\$ 535,000
1615 S Bay Avenue	\$ 549,900	\$ 535,000
335 Berkeley Avenue	\$ 569,000	\$ 550,000
133 Taylor Avenue	\$ 629,000	\$ 610,000
326 W Kentford Avenue	\$ 675,000	\$ 625,000
20 4 th Street	\$ 799,000	\$ 740,000
432 Iroquois Avenue	\$ 865,000	\$ 832,600
334 Liberty Avenue	\$ 889,000	\$ 845,000
1505 West Avenue, North Unit	\$ 875,000	\$ 860,000
326 Belvoir Avenue	\$ 949,000	\$ 867,850
533 Leeward Avenue	\$1,195,000	\$ 999,500
221 Belvoir Avenue	\$1,195,000	\$1,100,000
701 S Atlantic Avenue	\$1,250,000	\$1,180,000
119 Chatsworth Avenue	\$1,199,000	\$1,117,500
115 Ocean Street	\$1,190,000	\$1,137,500
136 E Taylor Avenue	\$1,199,000	\$1,199,000
113 Essex Avenue	\$1,200,000	\$1,200,000
313 W Chatsworth Avenue	\$1,299,000	\$1,250,000
526 Leeward Avenue	\$2,995,000	\$2,900,000

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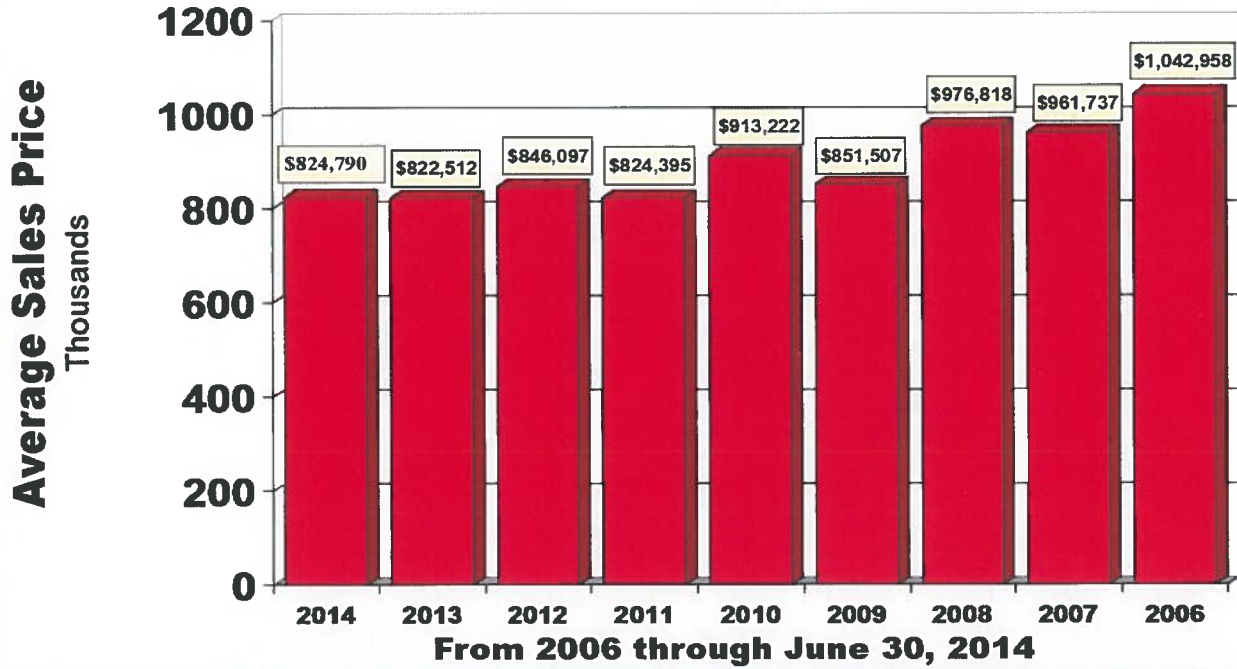
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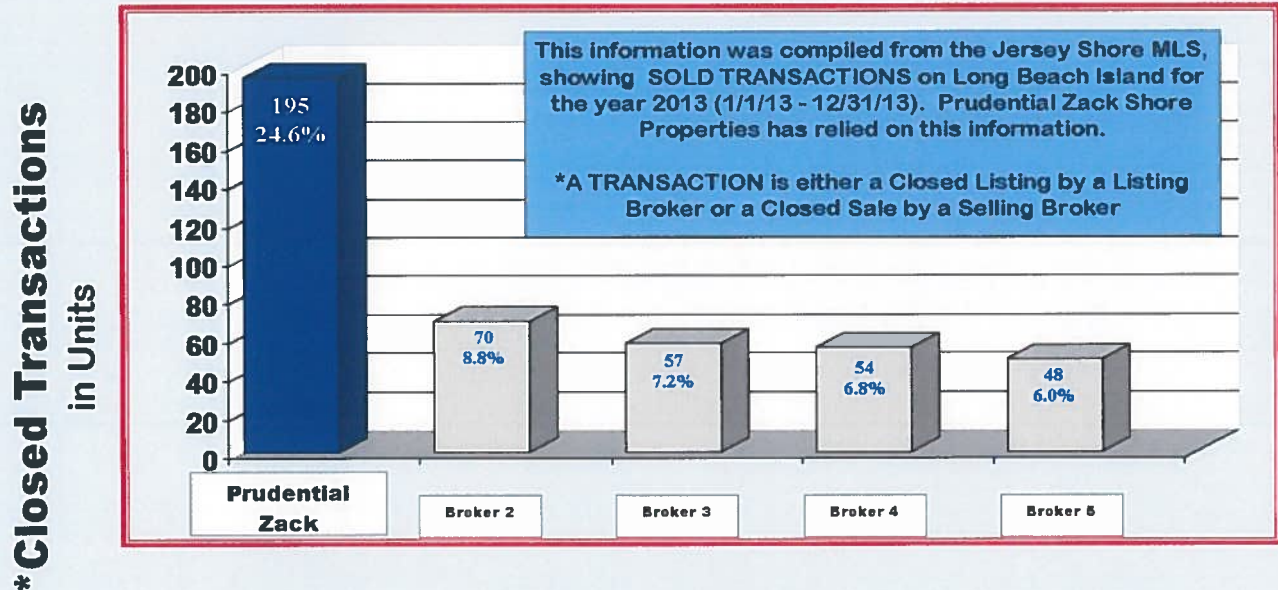
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Average Sales Price Trend Analysis
Long Beach Island Closed Sales



This information was compiled from the Jersey Shore MLS, showing average sales price on Long Beach Island. Prudential Zack Shore Properties has relied on this information.

Top 5 Brokers on Long Beach Island



For the Year 2013

January 1, 2013 - December 31, 2013