

Mario's

REAL ESTATE UPDATE



Mario Venancio

Sales Associate

Office: (732) 530-2800 Cell: (732) 881-4306

Fax: (732) 758-9507

mvenancio@glorianilson.com

www.BuyAndSellWithMario.com

Gloria
NILSON & co

REAL ESTATE

#1 Agent in Monmouth County 2011-2012

Over \$75 million & 75 homes sold/marketed 2012

110 Avenue of Two Rivers, Rumson, NJ 07760

Now Is The Time To Buy And Sell

If you were thinking about putting your home on the market in 2013, now is the time to take that step! In Rumson and Fair Haven, inventory is moving quickly. Whether you want to upgrade or downsize, I can guide you through the process, and will give you the confidence and security that a true professional is handling one of your largest assets.

In June 2013, The Wall Street Journal published their list of the Top 1000 Real Estate agents in the country. I was named the #2 Realtor in New Jersey, and #116 Nationwide in sales volume by The Wall Street Journal. As Monmouth County's top producing real estate agent for the past 2 years, I sold over \$75 million and marketed/sold 75 homes in 2012. In addition, I was the #1 real estate agent in both Rumson and Fair Haven in 2012, with 37 homes sold in just these two towns alone. Since January 2013, I have successfully marketed / sold 63 homes that have either closed or are pending, and 25 of those homes are in Rumson or Fair Haven.

I would be happy to draw up a Comparative Market Analysis on your home and show you what you can get in today's market. Experience matters...you owe it to yourself to give me a call. For an appointment call me at 732-881-4306.

HOME BUYING CRITERIA

LIST PRICE

**FLOOR PLAN
BENEFITS**

**SQUARE
FOOTAGE**



HOME BUYING criteria

There are many things to consider before buying a home. Deciding what you want, what you can afford and what to look for will increase your chances of finding the right place. The following list is a starting point to help you find your dream home.

LIST PRICE

Before you consider buying a specific home, find out what the property is worth. To establish a fair price range, your realtor can provide you with a Comparative Market Analysis (CMA). This report will show you what homes in the area—similar in size, location, age and condition—have recently sold for, and help you negotiate a better deal.

Knowing the true condition of a home also impacts the price. A home inspection assesses the current market value of the property by providing the buyer with an estimate of any needed repairs or safety issues with the home. If the seller is hiding much needed home repairs, you'll want to give them the option of completing them or discounting the purchase price so you can do them yourself.

Another price consideration is finding out why the house is being sold. If the seller is in a rush to sell, the asking price may be negotiable. Be aware that if the price seems unbelievable, there may be something wrong with the property.

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“ Should you decide to move in 5 or 10 years, choosing a home in a desirable location will appeal to the greatest majority of future buyers. ”

the homes that are in your desired location.

Features of a desirable location

- safe and economically stable community
- accessible public transportation
- essential community services
- highly-rated school districts
- convenient shopping
- immediate access to parks and walking trails
- clean and attractive neighborhood

When buying, you should also consider the future resale value of your home. Should you decide to move in 5 or 10 years, choosing a home in a desirable location will appeal to the greatest majority of future buyers. All things being equal, experts know that a well-situated home will appreciate faster and sell quickly.

FLOOR PLAN

Floor plans are one of the first things you look at when buying a new home. They provide necessary information to help you see what the property has to offer and whether or not it fits your family's needs.

Benefits

- Provide detailed measurements for all the rooms
- Show all built-in elements such as cabinets, bookcases and closets
- Help you engage with the listing
- Allow you to imagine yourself living in the home and visualize where furniture will go
- Provide traffic flow and division of space
- Help you determine if it fits your lifestyle
- Help you evaluate the advantages and disadvantages of a particular home
- Allow you to use your time wisely by eliminating homes because of the layout

HomeGain®, an online real estate marketing provider, published the results of a 2011 survey regarding the listing preferences of home buyers and sellers. It showed that home buyers want to see listings with floor plans and believe they convey more information and are more useful than virtual tours.

LOCATIONS

When buying a house, one of the most important things that you need to consider is the location. Knowing where you may want to live, which neighborhoods appeal to you, helps determine where to begin. Experts recommend that you take the time to write down what it is that you are looking for. Once you are clear about that, you will be able to only focus on

SQUARE footage

QUESTIONS TO ASK

- ✓ How much can I afford?
- ✓ What is available in the areas that I like?
- ✓ Will I be having kids/expanding my family or am I downsizing in the near future?
- ✓ Do I consider something that I need right now or look ahead to the future?
- ✓ What would be the cost to maintain the home?
- ✓ How much storage space do I need?

Square footage is an essential thing to consider when buying a home. It helps establish the property value and therefore its price. Knowing what you want and need in a home is important.

When looking at homes, know the square footage ahead of time to help add or remove properties from your list of possible options.

Interesting Facts

There are multiple standards when measuring a home's square footage. Always find out and understand how it was determined.

A 2011 study conducted by the National Association of Home Builders (NAHB) showed that within the next few years, homes will decrease in size. Builders believe that in 2015, homes will be 10 percent smaller than the size of an average single-family home built in 2010. ■■



MARIO VENANCIO'S 2013 SALES

IN FAIR HAVEN AND RUMSON

56 Lake Ave., Fair Haven	3 BR / 1.5 Bath	\$491,077
83 Hendrickson Pl., Fair Haven	4 BR / 2.5 Bath	\$660,000
960 River Rd., Fair Haven	3 BR / 2 Bath	\$759,000
167 Buttonwood Dr., Fair Haven	4 BR / 2.5 Bath	\$950,000
41 Heights Terr., Fair Haven	4 BR / 4 Bath	\$999,999
124 Woodland Dr., Fair Haven	4 BR / 4.5 Bath	\$1,449,000
60 Tyson Dr., Fair Haven	6 BR / 4.75 Bath	\$3,150,000
7 Allen St., Rumson	4 BR / 3 Bath	\$550,000
7 North St., Rumson	4 BR / 2.5 Bath	\$725,000
12 N. Park Ave., Rumson	3 BR / 2 Bath	\$750,000
4 Auldwood Ln., Rumson	6 BR / 2 Bath	\$1,100,000
148 Black Point Rd., Rumson	4 BR / 4 Bath	\$1,175,000
13 Robin Rd., Rumson	4 BR / 4.5 Bath	\$1,550,000
4 Post Rd., Rumson	6 BR / 6.75 Bath	\$1,925,000
19 Highland Ave., Fair Haven	5 BR / 3.5 Bath	Under Contract
123 Grange Ave., Fair Haven	4 BR / 4.75 Bath	Under Contract
90 Lewis Point Rd., Fair Haven	4 BR / 3.5 Bath	Under Contract
36 Hance Rd., Fair Haven	5 BR / 2.5 Bath	Under Contract
5 Willowbrook Rd., Rumson	6 BR / 6.75 Bath	Under Contract
10 Bellevue Ave., Rumson	5 BR / 3.5 Bath	Under Contract
27 Shrewsbury Dr., Rumson	5 BR / 4.75 Bath	Under Contract
42 Wardell Ave., Rumson	4 BR / 3.5 Bath	Under Contract

* All Statistics as per Monmouth MLS on 7/10/13 *

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