



Real Estate Snapshot

Prepared for:

Colony Club

Area Located at:

Sayreville NJ

Prepared by:

Bob Geist

Broker/Owner

Century 21 Sylvia Geist Agency

372 Route 18

East Brunswick NJ 08816

Office: 732-238-1200

Office Fax: 732-238-3196

E-mail: robert.geist@century21.com

Cell Phone 908-705-4538

Web Site www.C21Geist.com

Date: Jan. - June 2014

As of July 12, 2014

This is not an appraisal and should not be considered the equivalent of one.
The information in this snapshot is thought to be accurate but is not guaranteed.





Factors that Influence the Value of your home

FACTORS THAT HAVE **NO IMPACT ON THE CURRENT VALUE OF YOUR HOME:**

- What you paid for it
- Your investment in the property (such as baths or kitchen upgrades, etc.)
- What you want to net from the sale
- What those outside the industry believe the property is worth



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Comparative Market Snapshot Summary

Currently On The Market

<u>Address</u>	<u>Complex</u>	<u>Style</u>	<u>Beds</u>	<u>Fbat</u>	<u>Hbaths</u>	<u>Sold Price</u>	<u>List Price</u>	<u>Settled</u>	<u>Stat</u>	<u>List Date</u>	<u>Dom</u>	<u>Basement</u>
1 TUTHILL CT	COLONY CLUB		2	2	1		\$252,000		A	06/11/14	31	SLAB
17 VANDEVENTER CT	COLONY CLUB		3	2	1		\$300,000		A	04/28/14	75	
11 HENDRICKS CT	COLONY CLUB		3	2	1		\$329,900		A	06/17/14	25	FINISHED

Average of 3 Properties: \$293,966

Min: \$252,000

Max: \$329,900

Median: \$300,000

Under Contract

<u>Address</u>	<u>Complex</u>	<u>Style</u>	<u>Beds</u>	<u>Fbat</u>	<u>Hbaths</u>	<u>Sold Price</u>	<u>List Price</u>	<u>Settled</u>	<u>Stat</u>	<u>List Date</u>	<u>Dom</u>	<u>Basement</u>
2 LETTS CT	COLONY CLUB	TRADITIONAL	2	2	1		\$231,000		U	03/29/14	44	

Average of 1 Properties: \$231,000

Min: \$231,000

Max: \$231,000

Median: \$231,000

Recently Sold

<u>Address</u>	<u>Complex</u>	<u>Style</u>	<u>Beds</u>	<u>Fbat</u>	<u>Hbaths</u>	<u>Sold Price</u>	<u>List Price</u>	<u>Settled</u>	<u>Stat</u>	<u>List Date</u>	<u>Dom</u>	<u>Basement</u>
51 VANDEVENTER COURT	COLONY CLUB		3	2	1	\$290,000	\$309,900	03/05/14	C	09/12/13	140	SLAB
36 TUTHILL CT	COLONY CLUB		3	2	1	\$317,000	\$329,000	06/18/14	C	02/06/14	90	FINISHED

Average of 2 Properties: \$303,500

Min: \$290,000

Max: \$317,000

Median: \$303,500



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Comparable Properties



Currently On The Market 1 TUTHILL CT

List Price: \$252,000
Yr Blt: 1995
Num Rooms: 6
Bedrooms: 2
Full Baths: 2
Half Baths: 1
Heat: FORCED AIR
Fuel: NATURAL GAS
Cool: CENTRAL
Remarks: METICULOUSLY WELL MAINTAINED TOWNHOME ALL THE BATHS AND KITCHEN WERE REDONEIN

Unit: 1
Style:
Exterior: VINYL SIDING
Bsmnt: SLAB
Parking: DRIVEWAY
Floors: FINISHED WOOD
Fireplaces: 1
Firepl: WOOD BURNNING

DOM: 31
Complex: COLONY CLUB
Mgmt:
Pets:
Amen: OUTDOOR POOL
Dining Rm: FORMAL
Kitchen: EAT-IN
Int Feat:
Ext Feat: SLIDING GLASS DR



Currently On The Market 17 VANDEVENTER CT

List Price: \$300,000
Yr Blt: 1994
Num Rooms: 6
Bedrooms: 3
Full Baths: 2
Half Baths: 1
Heat: FORCED AIR
Fuel: NATURAL GAS
Cool: CENTRAL
Remarks: Move- in condition, bright and freshly painted townhome offers very spaciouslivi

Unit: 17
Style:
Exterior: VINYL SIDING
Bsmnt:
Parking: DRIVEWAY
Floors: CARPET
Fireplaces: 1
Firepl: WOOD BURNNING

DOM: 75
Complex: COLONY CLUB
Mgmt:
Pets: ALLOWED
Amen: CLUBHOUSE
Dining Rm: FORMAL
Kitchen: EAT-IN
Int Feat:
Ext Feat:



Currently On The Market 11 HENDRICKS CT

List Price: \$329,900
Yr Blt: 1995
Num Rooms: 6
Bedrooms: 3
Full Baths: 2
Half Baths: 1
Heat: FORCED AIR
Fuel: NATURAL GAS
Cool: CENTRAL
Remarks: Move right in to this spacious townhouse with so much to offer. Updated kitchenw

Unit: 11
Style:
Exterior: VINYL SIDING
Bsmnt: FINISHED
Parking:
Floors: CERAMIC TILE
Fireplaces: 1
Firepl: GAS

DOM: 25
Complex: COLONY CLUB
Mgmt:
Pets:
Amen: OUTDOOR POOL
Dining Rm: FORMAL
Kitchen: EAT-IN
Int Feat: SECURITY SYSTEM
Ext Feat:



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Comparable Properties



Under Contract 2 LETTS CT

List Price: \$231,000
Yr Blt: 1995
Num Rooms: 5
Bedrooms: 2
Full Baths: 2
Half Baths: 1
Heat: FORCED AIR
Fuel: NATURAL GAS
Cool: CENTRAL
Remarks: Bank Owned Property priced to sell!

Unit: 2
Style: TRADITIONAL
Exterior: VINYL SIDING
Bsmnt:
Parking: DRIVEWAY
Floors: CARPET
Fireplaces: 1
Firepl: WOOD BURNNING

DOM: 44
Complex: COLONY CLUB
Mgmt: HOME OWNER ASSOC
Pets: ALLOWED
Amen:
Dining Rm: FORMAL
Kitchen: BREAKFAST BAR
Int Feat:
Ext Feat:



Recently Sold 51 VANDEVENTER COURT

List Price: \$309,900
Yr Blt: 1995
Num Rooms: 6
Bedrooms: 3
Full Baths: 2
Half Baths: 1
Heat: FORCED AIR
Fuel: NATURAL GAS
Cool: CENTRAL
Remarks: IMMACULATE, Beautiful kitchen with granite countertops, Stainless steel appliance

Sold Price: \$290,000
Unit: 51
Style:
Exterior: VINYL SIDING
Bsmnt: SLAB
Parking: DRIVEWAY
Floors: CERAMIC TILE
Fireplaces: 0
Firepl:

DOM: 140
Complex: COLONY CLUB
Mgmt: HOME OWNER ASSOC
Pets: ALLOWED
Amen: CLUBHOUSE
Dining Rm: FORMAL
Kitchen: EAT-IN
Int Feat: CATHEDRL CEILING
Ext Feat: CABLE TV



Recently Sold 36 TUTHILL CT

List Price: \$329,000
Yr Blt: 1995
Num Rooms: 7
Bedrooms: 3
Full Baths: 2
Half Baths: 1
Heat: FORCED AIR
Fuel: NATURAL GAS
Cool: CENTRAL
Remarks: BRIGHT & SPACIOUS 3 BED 2.5 BATH W GARAGE*GRANITE COUNTER IN KITCHEN*BRANDNEW ST

Sold Price: \$317,000
Unit: 36
Style:
Exterior: VINYL SIDING
Bsmnt: FINISHED
Parking: DRIVEWAY
Floors: FINISHED WOOD
Fireplaces: 1
Firepl: WOOD BURNNING

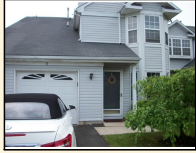



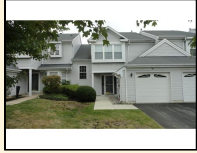
DOM: 90
Complex: COLONY CLUB
Mgmt:
Pets: ALLOWED
Amen: OUTDOOR POOL
Dining Rm: FORMAL
Kitchen: EAT-IN
Int Feat: WET BAR
Ext Feat: DECK



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Comparative Market SnapShot

	1 TUTHILL CT	17 VANDEVENTER CT	11 HENDRICKS CT	2 LETTS CT	51 VANDEVENTER COURT
					
Status	A	A	A	U	C
List Price	\$252,000	\$300,000	\$329,900	\$231,000	\$309,900
Sold Price					\$290,000
Contract Date				05/12/14	01/30/14
Sold Date					03/05/14
DOM	31	75	25	44	140
Complex	COLONY CLUB	COLONY CLUB	COLONY CLUB	COLONY CLUB	COLONY CLUB
Unit	1	17	11	2	51
Style				TRADITIONAL	
Exterior	VINYL SIDING	VINYL SIDING	VINYL SIDING	VINYL SIDING	VINYL SIDING
Year Built	1995	1994	1995	1995	1995
Bedrooms	2	3	3	2	3
Full Baths	2	2	2	2	2
Half Baths	1	1	1	1	1
Rooms	6	6	6	5	6
Basement	SLAB		FINISHED		SLAB
Parking	DRIVEWAY	DRIVEWAY		DRIVEWAY	DRIVEWAY
Heat	FORCED AIR	FORCED AIR	FORCED AIR	FORCED AIR	FORCED AIR
Fuel	NATURAL GAS	NATURAL GAS	NATURAL GAS	NATURAL GAS	NATURAL GAS
Cool	CENTRAL	CENTRAL	CENTRAL	CENTRAL	CENTRAL
Fireplaces	1	1	1	1	0
Fireplace	WOOD BURNNING	WOOD BURNNING	GAS	WOOD BURNNING	
Dining	FORMAL	FORMAL	FORMAL	FORMAL	FORMAL
Kitchen	EAT-IN	EAT-IN	EAT-IN	BREAKFAST BAR	EAT-IN
Master Bdrm	FULL BATH		FULL BATH	FULL BATH	FULL BATH
Bath Desc	STALL SHWR & TUB			TUB SHOWER	STALL SHWR & TUB
Floor	FINISHED WOOD	CARPET	CERAMIC TILE	CARPET	CERAMIC TILE
Int Feat			SECURITY SYSTEM		CATHEDRL CEILING
Amenity	OUTDOOR POOL	CLUBHOUSE	OUTDOOR POOL		CLUBHOUSE
Ext Feature	SLIDING GLASS DR				CABLE TV
Pets		ALLOWED		ALLOWED	ALLOWED
Management				HOME OWNER ASSOCH	HOME OWNER ASSOC
Utilities	GAS	PUBLIC SEWER	GAS	ALL UTILITIES	ALL UNDERGROUND



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Comparative Market Analysis

36 TUTHILL CT



Status	C			
List Price	\$329,000			
Sold Price	\$317,000			
Contract Date	05/07/14			
Sold Date	06/18/14			
DOM	90			
Complex	COLONY CLUB			
Unit	36			
Style				
Exterior	VINYL SIDING			
Year Built	1995			
Bedrooms	3			
Full Baths	2			
Half Baths	1			
Rooms	7			
Basement	FINISHED			
Parking	DRIVEWAY			
Heat	FORCED AIR			
Fuel	NATURAL GAS			
Cool	CENTRAL			
Fireplaces	1			
Fireplace	WOOD BURNING			
Dining	FORMAL			
Kitchen	EAT-IN			
Master Bdrm	WALK-IN CLOSET			
Bath Desc	STALL SHWR & TUB			
Floor	FINISHED WOOD			
Int Feat	WET BAR			
Amenity	OUTDOOR POOL			
Ext Feature	DECK			
Pets	ALLOWED			
Management				
Utilities	ALL UNDERGROUND			



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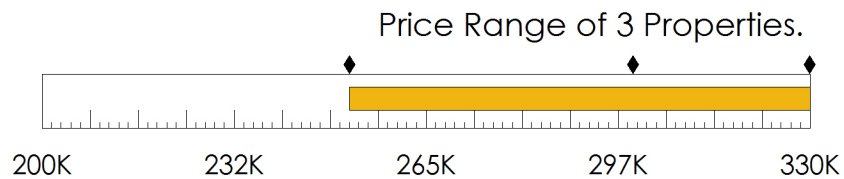
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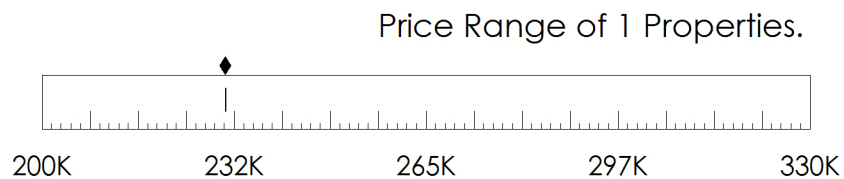


Comparative Market Analysis Graphed by Status

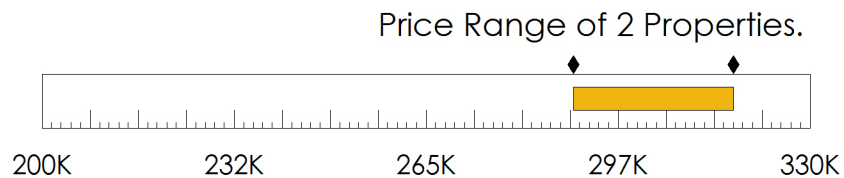
Currently On The Market



Under Contract



Recently Sold



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Pricing Strategy

General Rules.

Let's review some important considerations. There are certain factors that are beyond our control and certain factors that are within our control. Those factors outside of our control are: the location of the property, the finished square feet and types of rooms and the amenities that are in place. Those factors we can control are: the appearance of the property inside and out, how aggressively we market the property and the price, including terms. It is critical for us to accept those factors that are beyond our control and to focus on pricing and preparation.

Local Market Observations.

Our market is currently steady. Properties are selling well when priced and presented well. Given the current economic conditions we should continue to experience relatively low mortgage rates and thus the market should steady for the foreseeable future.

Suggested Price Strategy. - Contact our Office.



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What to Have Ready to List Your Property

- Prior year tax bill
- Survey
- Account numbers for mortgage
- copies of the key to the front door
- Invoices for repairs or improvements to the property
- A list of inclusions and exclusions in the sale
- Any interior or exterior pictures of the property
- Declarations/Covenants/Deed Restrictions (if applicable)
- Utility bills, actual monthly costs or monthly budget
- Information on special assessments (if applicable)
- Homeowners/Condominium association information (if applicable)
 - Amount
 - Company
 - Address
 - Contact name
 - Phone number



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Staging Your Home Checklist



When it comes time to prepare your home for showing you might want to consider hiring a professional to help. If you choose to do it yourself here are some tips for you to think about. In doing this, you will be ahead of most of the sellers already on the market in the way your home shows.

INSIDE

- Clear all unnecessary objects from furniture throughout the house
- Clear all unnecessary objects from the kitchen countertops
- In the bathroom, remove items from the countertops, tubs, shower stalls and commode tops

- Be sure that the bathroom tubs, tile, sinks, shower floor and ceiling and toilet bowls are free of mildew and look sparkling clean
- Rearrange or remove some of the furniture if necessary
- Take down or rearrange pictures or objects on walls
- Patch and paint where necessary
- Review the house inside room by room, and:
 - Paint any room needing paint
 - Clean carpets and vacuum drapes that need it
 - Clean windows and cobwebs from ceilings and chandeliers
- Make sure the closets and garage are not "too full"
- Replace burned out light bulbs and repair any faulty switches
- Repairs and improvements will facilitate a sale being made
- Make certain all rooms are odor-free

OUTSIDE

- Go around perimeter of the house and remove all garbage cans, discarded wood scraps, extra building materials, etc, into the garage or trash
- Check gutters and/or roof for leaks and/or dry rot
- Weed and then mulch all planting areas
- Clear patios and decks of all small items, such as small planters, flowerpots, charcoal, barbecues, toys, etc
- Check paint condition on the house, especially the front door and trim
- Review if shutters, shingles, stone or bricks need replacing
- Check exterior stairs and handrails; walkways, screens, screen doors

IN GENERAL

- Try to look at your house **"through a buyer's eyes"** as though you have never seen it before

Moving Checklist



6-8 WEEKS BEFORE MOVING DAY

- Set the date
- Interview moving companies and get estimates
- Get costs from truck rental companies if you are planning to move yourself
- Inventory household goods
- Choose a mover

AT LEAST 4 WEEKS BEFORE MOVING DAY

- Contact utility companies to arrange for transfer or shut off
- File change of address forms
 - Don't forget to notify creditors and anyone else who sends you monthly mail or publications
- Notify friends and family of new address
- Start organizing items to be moved or packed
 - Fragile vs. non-fragile
 - Immediately needed in new home
- Kitchen items
- Clothing
- Toiletries
- Tools
- Hold a yard sale to get rid of unnecessary items and junk

2 WEEKS BEFORE MOVING DAY

- Return any borrowed or rented items
 - Cable Boxes
 - Furniture
 - Library books
 - Etc.
- Pick up any personal items
 - Cleaning
 - Tools
 - Etc.
- Begin to clear out refrigerator and freezer

1 WEEK BEFORE MOVING DAY

- Confirm arrangements with the movers
- Notify friends and neighbors that you may need their help
- Make arrangements for care of small children and pets for the day



Moving Checklist (continued)

1 DAY BEFORE MOVING

- Make sure each person has a bag packed for essentials at the new address
- Defrost refrigerator/freezer
- Confirm arrival time of movers

DAY OF THE MOVE

- Get an early start
- Make sure movers have your contact information during the move
- Be available to movers for questions
- Perform final check of the home once movers have left
 - Make sure any appliances left behind are turned off
 - Be sure to leave keys and garage door openers
- All rooms should be at least broom clean and prepared for buyer walk through inspection

DELIVERY DAY

- Make sure you understand how mover expects to be paid
- Supervise unloading and any unpacking
- Confirm receipt of all items on inventory sheets
- Welcome to your new home!