

www.LBIsales.com



WILLY KAHL
LBI REALTY GROUP,
Broker of Record
Oceanfront Specialist
cell: 609.709.1020
office: 609.494.8900
fax: 609.494.8901

609.709.1020 • WillyKahl@gmail.com

DEPENDABLE
OCEANFRONT DATA
ENCLOSED!!!!

FEATURED HOMES www.LBIsales.com



OCEANFRONT
SURF CITY • \$2,100,000
• Immaculate reversed living
• 4 bedrooms; 2 Baths
• Private walkway to beach



OCEANFRONT
HOLGATE • \$1,329,000
• 60 feet on the ocean
• 4 bedrooms; 3 Baths
• Fully furnished; rentals in place



OCEANFRONT
BEACH HAVEN • \$1,900,000
• L.E.H. Yacht Club Location
• Triplex
• Northern corner lot



OCEANFRONT
BRANT BEACH
• Ocean views
• 4 Bedrooms; 3.5 Baths
• 2 Master suites



OCEANFRONT
NORTH BEACH
• 100 feet of ocean frontage
• 5 Bedrooms; 3 Baths
• 40 feet of bulkhead protection



OCEANFRONT
BEACH HAVEN GARDENS
• Panoramic oceanfront views
• 6 Bedrooms; 3 Baths
• Bedroom with private deck

Get the LBI Oceanfront Newsletter before it hits the press!



Please e-mail Willy Kahl at willykahl@gmail.com and tell him you prefer these newsletters via e-mail today!

This study has been created for Long Beach Island homeowners and buyers as a guide to evaluate the current market values of single-family Oceanfront properties on Long Beach Island. I hope this information is of value to you!

WILLY KAHL
LBI REALTY GROUP,
Broker of Record
Oceanfront Specialist
cell: 609.709.1020
office: 609.494.8900
fax: 609.494.8901

For greater detail of oceanfront homes that have recently sold, please see the chart on page 2.

For properties currently available for sale and under contract, visit www.lbisesales.com.

Contact me at willykahl@gmail.com, and I would be happy to e-mail you current detailed reports and/or generate automatic updates with your personal search criteria!

WINTER OCEANFRONT STUDY
Values of Single Family Oceanfront Property Rising and Comparable to Peak Pricing of 2005-2006!

Terrific news - statistics show that oceanfront values are approximately the same as the 2005-2006 peaks! It appears we have increased over 25% since the lows of 2012 based on the 2015 sales data.

In 2015 the average price of an oceanfront sale had a value of \$2,457,845 (vs. \$1,851,048 average in 2012). The average oceanfront property sold also had 72 linear feet on the oceanfront (vs. 69 in 2012 and 84' in 2013).

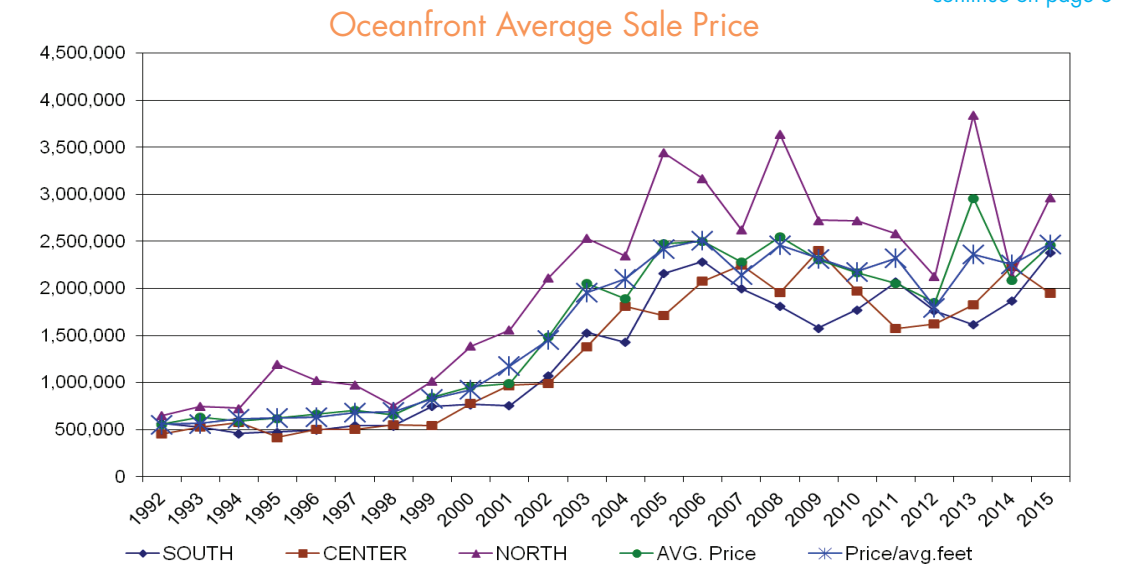
In 2013 the average oceanfront price on LBI had increased to an all time record high of \$2,959,529! But when we calculate the Oceanfront average price per feet, this evaluation drops to \$2,360,577. We have surpassed that in 2015 with an average price per feet of \$2,471,315! In 2013 the price was overinflated due to the numerous sales of oceanfront property on the north end of the Island which increased values much higher than expected. In general oceanfront property

values have turned around and have been seeing accelerated appreciation once again!

In 2014, the average oceanfront property sold was much smaller in size than those sold in 2013. There was an average of 67 feet of ocean frontage sold in 2014 versus the average in 2013 of 84 feet on the oceanfront. This 2015 year we had an average of 72 linear feet in sales.

Oceanfront data varies so much that I have computed a more leveraged curve by calculating the price per feet of ocean frontage for single family oceanfront properties. To see how much an oceanfront property is valued, the following numbers should be multiplied by the oceanfront footage. The average sale prices per linear foot each year are as follows: \$7,662 in 1992, \$34,709 in the 2006 Peak, \$26,826 as a relative low in 2012. With the numerous teardowns which have sold, 2012 held a lower than anticipated value. 2013 increased to \$35,232. 2014 dipped to \$31,148 where many

[continue on page 3](#)



2015 YEAR-END OCEANFRONT SALES FROM NORTH TO SOUTH

Town	Address	Date Sold	List Price	Sell Price \$	Sell/List	Feet WTR	Age	Assess \$ Build	Assess \$ Land	Assess \$ Total	Sell\$/Assess\$	# Bed	# Bath
SOUTH													
Holgate	4911 S Long Beach Blvd	6/5/15	1,599,900	1,390,000	87%	50	34	237,700	1,155,000	1,392,700	1.00	4.00	3.00
Holgate	4701 S. Long Beach Blvd	12/2/15	1,299,900	1,201,250	92%	62	37	154,100	1,305,200	1,459,300	0.82	4.00	2.00
Holgate	4209 S. Long Beach Blvd	8/7/15	4,295,000	4,000,000	93%	100	0	1,932,000	1,732,500	3,664,500	1.09	7.00	8.00
Beach Haven	1015 S. Atlantic Ave.	9/18/15	2,999,999	2,850,000	95%	50	22	279,900	1,200,000	1,479,900	1.93	5.00	3.00
Beach Haven	2 7th St.	9/24/15	2,295,000	2,100,000	92%	75	15	331,000	1,320,000	1,651,000	1.27	4.00	3.50
Beach Haven	5 Ninth St	4/15/15	1,399,000	1,350,000	96%	60	55	96,300	1,260,000	1,356,300	1.00	4.00	3.50
Beach Haven	6 12th St.	12/23/15	2,375,000	2,250,000	95%	70	29	258,000	1,481,100	1,739,100	1.29	5.00	3.00
N. Beach Haven	224 E. 15th St.	6/17/15	1,995,000	1,820,000	91%	50	9	181,400	1,155,000	1,336,400	1.36	4.00	3.00
Beach Haven Grdns	206 E. South 32nd St.	5/1/15	2,999,000	2,912,000	97%	45	0	800,000	1,039,500	1,839,500	1.58	5.00	4.00
Beach Haven Grdns	211 E. South 34th St.	9/21/15	1,999,000	1,999,000	100%	90	53	361,800	1,559,300	1,921,100	1.04	6.00	3.00
Beach Haven Ter.	146 E. Ohio Ave (128Th)	8/27/15	1,999,000	1,999,000	100%	68	55	61,600	1,374,500	1,436,100	1.39	3.00	1.00
The Dunes	12505 Ocean Ave.	10/8/15	2,599,000	2,500,000	96%	60	7	505,800	1,270,500	1,776,300	1.41	4.00	3.50
Haven Beach	112 Weldon Place	12/22/15	4,700,000	4,550,000	97%	80	0	1,400,000	1,131,900	2,531,900	1.80	5.00	6.00
2015 Year End	13 Sold in South		2,504,215	2,378,558	95%	66	24	507,662	1,306,500	1,814,162	1.31	4.62	3.58
CENTER													
Brant Beach	7303 Ocean Blvd.	6/25/15	3,225,000	2,950,000	91%	50	9	684,200	1,155,000	1,839,200	1.60	7.00	4.00
Brant Beach	5609 Ocean Blvd.	5/7/15	1,650,000	1,600,000	97%	40	8	488,400	924,000	1,412,400	1.13	5.00	3.50
Brant Beach	5501 Ocean Blvd.	3/6/15	1,499,000	1,300,000	87%	50	35	136,000	1,155,000	1,291,000	1.01	4.00	2.00
Brant Beach	4707 E. Ocean Blvd.	4/24/15	2,150,000	1,990,000	93%	54	10	474,000	1,201,200	1,675,200	1.19	4.00	3.50
Brant Beach	3809 Ocean Blvd.	10/19/15	1,999,000	1,800,000	90%	75	30	358,400	1,443,800	1,802,200	1.00	5.00	2.50
Ship Bottom	136 E. 14th St.	5/22/15	1,539,500	1,505,000	98%	50	23	396,000	665,600	1,061,600	1.42	4.00	2.50
Ship Bottom	116 E. 11th St.	7/20/15	2,699,000	2,550,000	94%	50	0	1,172,500	729,800	1,902,300	1.34	5.00	5.00
Surf City	119 Ocean Ave.	5/8/15	1,525,000	1,475,000	97%	50	65	181,200	1,030,000	1,211,200	1.22	4.00	2.00
Surf City	115 S. Ocean Ave.	2/2/15	2,499,000	2,350,000	94%	52	10	724,700	1,084,600	1,809,300	1.30	6.00	6.50
Surf City	7 N. 4th St.	5/22/15	1,995,000	1,940,000	97%	50	11	624,400	1,000,000	1,624,400	1.19	5.00	3.50
Surf City	5 N. 10th St.	5/13/15	2,100,000	2,000,000	95%	50	18	448,814	1,068,604	1,517,418	1.32	4.00	3.50
2015 Year End	11 Sold in Center		2,080,045	1,950,909	94%	52	20	517,147	1,041,600	1,558,747	1.25	4.82	3.50
NORTH													
North Beach	1011-D Long Beach Blvd	9/26/15	2,295,000	2,025,000	88%	100	36	225,200	2,462,500	2,687,700	0.75	4.00	2.50
North Beach	1019-C Long Beach Blvd	10/1/15	2,500,000	2,500,000	100%	100	18	740,785	2,669,666	3,410,451	0.73	5.00	4.00
North Beach	1023-D E. Long Beach Blvd	1/16/15	1,749,000	1,400,000	80%	80	45	36,400	2,022,500	2,058,900	0.68	3.00	2.00
North Beach	1025 Long Beach Blvd	8/28/15	4,695,000	4,500,000	96%	100	69	63,200	3,461,500	3,524,700	1.28	4.00	1.00
North Beach	1043-C Long Beach Blvd	7/13/15	3,299,000	3,175,000	96%	100	41	87,000	2,462,500	2,549,500	1.25	5.00	3.00
North Beach	1077CB Long Beach Blvd	7/30/15	4,495,000	4,000,000	89%	100	30	473,200	3,486,300	3,959,500	1.01	4.00	3.00
Harvey Cedars	5411-E Long Beach Blvd	12/2/15	2,095,000	1,850,000	88%	62	45	470,300	1,370,800	1,841,100	1.00	6.00	4.00
Harvey Cedars	14 E Salem Ave.	9/30/15	3,799,000	3,699,000	97%	110	0	1,190,000	1,355,200	2,545,200	1.45	5.00	6.00
Harvey Cedars	6311 Long Beach Blvd	6/19/15	1,450,000	1,325,000	91%	50	27	485,400	1,256,900	1,742,300	0.76	4.00	3.00
Loveladies	8 E. Seashell Lane	5/19/15	3,495,000	3,350,000	96%	147	20	558,200	2,794,000	3,352,200	1.00	4.00	3.50
Loveladies	9 Long Beach Blvd Unit C	2/5/15	6,500,000	5,900,000	91%	125	16	1,194,400	3,012,500	4,206,900	1.40	6.00	7.00
Loveladies	65-E Long Beach Blvd	3/13/15	3,349,000	3,160,000	94%	125	45	441,900	3,012,500	3,454,400	0.91	5.00	4.50
Barnegat Light	1913 Seaview Ave.	4/24/15	1,775,000	1,675,000	94%	50	55	136,300	1,138,100	1,274,400	1.31	4.00	3.00
2015 Year End	13 Sold in North		3,192,000	2,966,077	93%	96	34	469,407	2,346,536	2,815,942	1.05	4.54	3.58
2015 Year End	37 Sold in 2015		2,619,765	2,457,845	94%	72	27	497,041	1,593,164	2,090,205	1.18	4.65	3.55

Note: All statistics are deemed reliable but not guaranteed. Data was retrieved from the Jersey Shore Regional Multiple Listing Service Computer. This letter is not intended to solicit property currently listed. Egon Willy Kahl's opinion has been stated throughout. This newsletter is an exclusive publication and cannot be reproduced without prior written permission from Egon Willy Kahl. © Copyright 2016.

Oceanfront Sales Volume is getting stronger

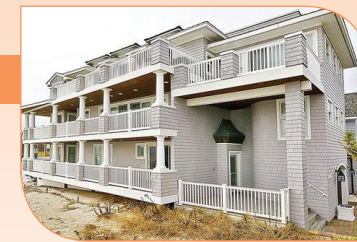
For 2015, there have been 37 Oceanfront sales which is a great improvement over the last several years. However inventory has increased to 54 available properties for sale. In 2014, there were 29 Oceanfront sales. Also the supply had decreased with 39 being the average number of single family ocean fronts for sale. In 2013, there were only 17 Oceanfront single family home sales the entire year, partially due to Sandy. By the end of 2013, 47 single family oceanfront properties were available for sale.

I calculate our supply to demand curve by dividing the number of oceanfront properties sold in the latest half year period by the amount of oceanfront properties currently for sale. These are two key factors to prices stabilizing with values on the rise in the near future. In 2015, our supply vs. demand ratio has increased slightly to 0.345 due to numerous sales. For 2014, our supply vs. demand ratio was 0.34 much better than our 2013 supply vs. demand ratio of 0.185. I feel this ratio will slowly rise as homes continue to sell and the supply of property for sale lowers. Our current ratio (0.345) is about the same as it was in 2005, yet still far from the peak selling years of 1999 to 2004 (these years varied from 0.54 to 1.11).

Currently there are 54 oceanfront properties available for sale. This is a slight rise and we have gone back to 2010-11 supply of oceanfront homes for sale. Our record low of 15 oceanfront homes on the market was in 2002. Our high was 101 oceanfront homes available in 1993. There are approximately 1100 oceanfront homes on LBI.

Featured Property

Beach Haven Oceanfront Compound \$5,999,000 (2 Properties)
Oceanfront 200 Jefferis • \$4,499,000



200 & 214 JEFFERIS AVENUE
BEACH HAVEN BOROUGH, NJ

- Approximately 5200 sq ft in total
- 5 bedrooms, 4 full baths, 1/2 bath in main house
- 3 bedrooms, 2 full baths, 1/2 bath in guest house
- In-ground pool and Jacuzzi
- Outside shower with changing room on one side and a 1/2 bath on the other side. Both have a cedar interior.



Outstanding unobstructed views from all vantage points of this tremendous compound. Oceanfront and one off the beach, houses with 100' on the ocean. All the latest upgrades from the landscaping to the rooftop deck, no expenses were spared! Tremendous beach views from all rooms. Upgraded kitchens and baths and window treatments, cedar shake siding, wooden floors, and surround sound systems throughout. The oceanfront features 5 bedrooms including 3 master suites, 4 full baths, 1 half bath, 2 extra living areas, open spacious living, kitchen, dining area.

The 2nd pool house property features a large in ground pool and hot tub, outside grill area with kitchenette, a cedar interior outside shower with changing room and 1/2 bath on opposite side. This house has an open living kitchen dining area, half bath and an upstairs has a master suite with full bath, and two other bedrooms with a shared bath. Amazing views of the beach from each bedroom is a unique feature for this one off the beach pool house.

Outstanding Little Egg Harbor Location, quality built by Pat Moeller.

Values of Oceanfront Properties on the Rise

continued from page 1

tear downs were selling for land value. In 2015, our price per foot is back on track at \$34,323. Of course this average varies from town-to-town, condition of home and depth of lot.

To calculate the current value of an average oceanfront property multiply the amount of oceanfront feet by \$26,826 (if older home) or approximately \$41,820 (if newer construction in excellent condition with a deep lot and premier location). From 1992 to present, the average linear foot calculates to 72.39 feet of ocean front-age per sale.

The yearly sale prices vary more than anticipated because of the type of oceanfront properties that have sold. In 2006, many oceanfront homes that sold were new construction, bringing higher than expected values. In 2007, the majority of oceanfront properties that sold were tear downs, creating a decline in values. In 2008, the sale of oceanfront property in North Beach, Loveladies and on oversized lots in Barnegat Light increased the average values for two reasons. The majority

of homes were newly constructed and the north end of the Island locations also hold the highest land values on LBI. These sales created a higher than average sale price for oceanfront properties than expected in 2008. In 2009, there weren't any north end properties that sold. In 2010, the number of north end properties that sold were below average, bringing average prices down. In 2011, new construction in North Beach included an entire tract which brought our average value up a bit. In 2012, many tear downs sold along with just two new construction and one other just five years old, bringing values down from 2011. In 2013, we hit an unrealistic high rate since most properties that sold were on the North end and were in great condition, setting a record all time high average sale price! 2014 was a good year in general and calculates out that oceanfront sales are doing well once again. With 37 single family oceanfront total sales in 2015, sixteen could be considered tear downs, six were new construction and fifteen were newer or renovated, which usually results in a Realistic overall average sale price.