



SERHANT.

October Newsletter

INSIGHTS FROM LBI, THE GREEN, AND THE MARKET.

Life on the Sandbar

Friends and Clients,

It was a very exciting LBI FLY Kite Fest this year with record crowds and awesome cooperation from Ship Bottom Borough. We were invited to take part in the 100th anniversary of the town with the unveiling of their own centennial kite. The council was all there and a big part of the festival this year, including a quick pivot of the Night Fly due to the weather.

A great job by Kite Coordinators, Deb and Trip, as well as our Marketing Manager, Jules, and Sponsor Coordinator, Steve "the man" Havelka, who may or may not be leaving the island for greener pastures.

Steve is a dear friend who has been a big part of the festival, the Chamber, the township as a gator driver, and of course, his well documented success at the Sandpaper. Good luck to Steve and Paula, we will miss you!

As I expected, over 700 people attended the memorial service for the beloved mayor of Barnegat Light, Kirk O Larsen Sr. It was great sendoff for the over 30 years of service to the community, and it is a big loss for all of LBI for sure.



Golf in the Sandtrap

I had the pleasure of playing at the UNION League in Swainton, NJ with none other than Tania Schade of SERHANT. Philadelphia and Cape May. She is an awesome person, so if you are looking to buy or sell in either location, I would be happy to refer her to you.

I also played in the Vineyard vs. LBI Nat'l Vivamee Cup where the Vineyard won.





Selling with SERHANT.

The market is a little tricky right now, slow in some places and very hot in others. Prices are going up in some markets and down in others.

The sellers are starting to ask the buyers to pay the mansion tax and the buyers are generally saying no.

It's not a whole lot of fun, but I love the challenge of negotiating these new variables.

The team rolled up \$40 million in closed, pending, and active listings in a 4-week period, a team record for sure.

We are currently on path to increase the business by 3x from last year. It has kept me busy for sure.

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\$2,349,000 • 4 BEDROOMS • 3 FULL BATHS • 1 HALF BATH • ELEVATOR • WATER VIEWS
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BEACH HOUSE GROUP

BUYERS ARE ACTIVELY SEARCHING FOR LBI HOMES!
Our qualified clients are looking for:

- Barnegat Light oceanfront to \$6M
- Loveladies & Harvey Cedars properties to \$5M
- North Beach bayside to \$2.4M
- Surf City Homes to \$1.7M
- Brant Beach to The Dunes oceanside to \$2.2M
- North Beach Haven to Beach Haven properties to \$5M

IF YOU'VE CONSIDERED SELLING WE MAY ALREADY HAVE YOUR

Kevin Bergin
Licensed RE Broker
Office: 609-494-2800
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Our new ad looking to find houses for our current buyers!

As always, I appreciate your friendship and if you know people that you think I should know, let me know.!



Kevin Bergin

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[See all of my listings](#)



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