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**Subject:** March Highlights | Life on the Sandbar. Golf in the Sandtrap. Selling with SERHANT.  
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**To:** jules@welcometolbi.com

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**SERHANT.**

## March Newsletter

**LIFE ON THE SANDBAR. GOLF IN THE SANDTRAP. SELLING WITH SERHANT.**

### Life on the Sandbar

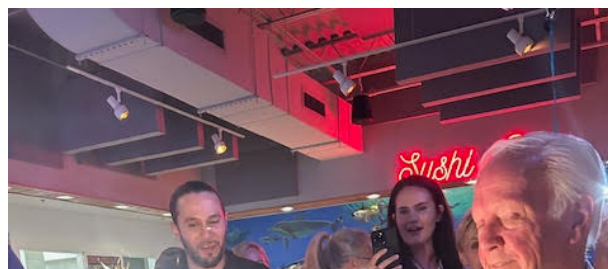
Friends and Clients,

It remains a rather cold March here in the Northeast, for our friends out West and in sunny Florida.

The island is also still a sleepy place, except for the road construction. They just removed the old Chamber of Commerce building across the street from my office, and we watched Ferreira Construction take it down in a day. It will be replaced by a very beautiful sub station!

On a recent trip to the SEMINOLE REEF GRILL (owned by my good friend Jerry Hansen), I had the pleasure of meeting Nelson Ferreira. Nelson owns the building and commutes from there to NJ - extremely nice guy!

Our next big LBI Chamber event is the 7th Annual LBI Job Fair, and I will sure be in attendance - will you?





## **Golf in the Sandtrap**

Other than two rounds with Ken and two guys from the Greenbriar, Russ and John, there has been little golf this year... unlike last year when we had at least 8 rounds in this time period.

I was lucky enough to play recently in Florida. The town of Palm Beach Gardens has an amazing course called Sand Hill Crane, complete with a few very unfriendly-looking gators.

We also played an excellent par 3 course called the NEST, also part of the Palm Beach Gardens town complex. It was filled with lakes and a good number of sand traps... actually so many they are not hard to miss-errrr. They had a two-level driving range and short game practice area, all for the cost of \$89 a person.

For a quick two hour or so round it was great fun!

## **Selling with SERHANT.**

If I haven't said it already, aligning with Ryan Serhant was the best move I ever made in real estate. The people that I have met are first class people and agents.

Our business is at 66% of last years total as we head into the last week of March, and I think we will end the first quarter at 85% of last years total!

The market has shifted to a buyers market, the only issue is there aren't a lot of buyers out there. All of our listings are lingering much longer than 5-6 months ago, and the number of listings on LBI as increased by 8% over last month.

What are your thoughts on the current market?

As always, feel free to reach out if you have any questions about the market or need advice. I'm happy to help!



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