

sunday realestate

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SECTION G

TODAY'S LISTINGS OPEN HOUSES ... BY APPOINTMENT
ADULT COMMUNITY ... AND MORE!

ONLINE MARKET www.homesinjersey.com
open houses // agents // new development

FEATURED COMMUNITIES



■ Zarrilli Homes' free Kitchen Appliance Package promotion is running through Thursday, July 1.



Pictured at the unveiling of the new Gloria Nilson, Realtors, Real Living name and logo in Red Bank are (from left): Gary Foulks, regional vice president; Dick Schlott, chief executive officer; and Patricia S. Bell, president.

New name signals expansion, innovation

Gloria Nilson, Realtors, Real Living is the new name for well-known Gloria Nilson GMAC Real Estate, operating in Ocean, Monmouth, Mercer and Middlesex counties.

This name change reflects a newly established

affiliation with Real Living, the real estate industry's first consumer lifestyle brand.

The new name and new relationship represent a comprehensive rebranding campaign set in motion to benefit customers and

sales associates alike, and also reflects a new standard in residential real estate sales.

Many of the state's real estate companies have contracted during the past two years, but this Gloria Nilson, Realtors, Real Living

investment marks a significant expansion of a New Jersey real estate entity, putting the company in a position of strength as the market stabilizes and begins to strengthen.

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Summer sales event is a great success

Six homes are officially off the market following The Kokes Organization's recent summer sales event at The Reserve of Lake Ridge in Manchester.

The sizzle of summer, alluring incentives and the active-adult lifestyle attracted dozens of interested buyers to the 55-plus, active-adult Kokes community.

The model homes were the stars of the day as visitors toured the six superbly decorated and designed models at The Reserve. Each of the home designs at The Reserve feature comfort and style, spacious great rooms, artfully laid out gourmet kitchens, an abundance of storage space and a maintenance-free exterior.

"Once people visit The Reserve or any of our

See **Kokes**, Page **G3**

Zarrilli warms 'heart of home'

Zarrilli Homes has brought back its popular Kitchen Appliance Package — a promotion designed to help families purchase a new home under today's tough economic conditions.

During the program, buyers who purchase a custom-designed modular home from Zarrilli Homes will receive a stainless-steel kitchen appliance package including a refrigerator, dishwasher, range and microwave at no additional cost.

"The kitchen is the heart of every home and the center of family life," said Anthony Zarrilli, founder of Zarrilli Homes LLC. "We understand how important

See **Zarrilli**, Page **G2**



We're showing signs of a bright future.

Real Estate is changing.
Gloria Nilson is too.

New name. New face.
More outstanding services.

Gloria Nilson GMAC Real Estate is changing its name to Gloria Nilson, Realtors® Real Living, and we think it's a sign of a bright future. We want our customers to know our new affiliation is more than simply a name change. It's an opportunity to provide our sales associates and customers the access to a comprehensive, integrated suite of resources and services. It will enable us to build on our market leadership, expand our operations and maximize our potential within the constantly evolving real estate marketplace. As part of the Real Living family, we can now offer our customers and agents an even larger global reach and referral pool, along with an expanded network of technology tools and training. And while we're thrilled to announce our new name and all the great advantages it will bring, there remains one thing that will never change: Our commitment to our customers. Nothing will ever change our dedication to you.



glorianilson.com

Zarrilli

FROM PAGE G1

the kitchen is to the lifestyles of today's active families and we don't think people should have to settle for less during these difficult economic times."

Zarrilli hopes that giving home buyers a no-cost kitchen appliance package will allow them the flexibility to spend the money they saved on an option or feature they might otherwise have had to sacrifice.

"Educated home buyers know they can get more for their dollar during a down market," Zarrilli said. "Our promotional Kitchen Appliance Package is designed to help families afford a home with amenities they might not be able to get if they wait for the market to come back up again."

The Kitchen Appliance Package applies to all new modular homes ordered now through July 1. In addition, with interest rates at historic lows, Zarrilli Homes will work with qualified buyers, if requested, to obtain construction loan financing at attractive rates.

Zarrilli Homes is New Jersey's premier custom modular home builder. With more than 35 years of experience and three generations in the building in-



Zarrilli Homes is offering its free Kitchen Appliance Package to buyers who purchase a custom-designed modular home through Thursday, July 1.

dustry at the Jersey Shore, Zarrilli Homes will custom design and build a home of virtually any style or size to a customer's precise specifications.

For those who choose to expand or replace an existing home, Zarrilli Homes specializes

in the rapidly growing tear-down and rebuild field.

Modular homes have become increasingly popular because of distinct benefits not found in homes built on-site.

The homes are built in a cli-

mate-controlled facility, so construction materials are not subject to poor weather, which promotes quality control and craftsmanship.

Zarrilli's modular homes are built faster than a standard home, taking only five days to

"The kitchen is the heart of every home and the center of family life."

— Anthony Zarrilli, founder of Zarrilli Homes

build at the indoor facility, and then 60 to 120 days to finish on-site.

Along with benefiting the buyer, modular homes are environmentally responsible, using recycled materials and producing minimal waste.

Zarrilli Homes takes part in the Energy Star and LEED (Leadership in Energy and Environmental Design) programs that support the continued development of green building.

"Our modular homes provide buyers with innovative design, high-quality construction and the best-standard features in the industry," Zarrilli said.

The homes include nine-foot first-floor ceilings, classic hardwood and tile flooring, solid wood construction kitchen cabinets, and granite or solid-surface counter tops.

Quality brands such as Kohler plumbing fixtures, Merillat cabinets, Timberline roofs and Sea Gull brushed nickel lighting are available in Zarrilli's homes.

For more information, visit the design studio on Mantoloking Road in Brick, call 732-262-4848 or visit online at www.ZarrilliHomes.com.

Crossroads finds key to continued commercial success

Crossroads Realty is pleased to announce commercial real estate transactions totaling almost \$20 million in the last 18 months.

"Even in this economy, Crossroads is doing commercial deals," said Byron Kotzas, owner of Crossroads.

"In most of these transactions, we've represented both buyer and seller. In some cases, these properties were not even on the market but we presented a deal to both buyer and seller that made sense for each of them.

"In addition, we are often able to help obtain financing which has become increasingly difficult lately."

"These particular property sales really represent a trend that we're seeing right now where users are able to buy properties that were previously too expensive for them to purchase," said Mark Kotzas, senior vice president of Crossroads.

"The decline in market prices has allowed business owners who would have previously been ten-

"By keeping up with zoning changes, national retail and office trends, as well as proposed projects, we're able to inform our clients about opportunities that make sense for them."

— Mark Kotzas, senior vice-president of Crossroads Realty

ants in these very high profile buildings, to take

advantage of the discounted prices and make very profitable investments in their own companies.

"Our long-term relationships in the area are really the key in putting together these deals," he continued. "We're always thinking of the needs and plans of the current property owners and try to understand the future needs of fellow business owners in the area.

"By keeping up with zoning changes, national retail and office trends, as well as proposed projects, we're able to inform our

clients about opportunities that make sense for them."

Founded in 1966, Crossroads has long been the leader in commercial real estate transactions in Ocean County. The Crossroads website currently has almost 1,600 listings throughout the state with almost 50 company exclusives.

"When the market slows like it has over the last two years, it becomes very apparent how important it is to have market knowledge on a local level," Mark Kotzas said.

"Our referral network

and our client base make all the difference. When you help a business owner find the perfect rental property a few years ago, you learn their dream is to own on a major highway.

"If you can share that information with a property owner who is just beginning to consider selling, it makes the deal possible and profitable for everyone."

For more information, call the Crossroads Commercial Department at 732-244-4900.

EVEN IN THIS ECONOMY... CROSSROADS REALTY TRANSACTED COMMERCIAL SALES & LEASES OF APPROXIMATELY \$20 MILLION!!

Crossroads Realty has been the principal procuring cause in the sale & leases of these commercial properties:



FORMER MERCEDES DEALERSHIP TOMS RIVER, NJ PURCHASED BY NISSAN



NEW PROPOSED SHOPRITE TOMS RIVER, NJ LOCATED IN DOVER MALL



VIEW OF THE SEA MOTEL – SEASIDE HEIGHTS, NJ – FULL APPROVAL FOR 9 LUXURY CONDOS – U/C



FORMER WACHOVIA BANK SOLD TO DEVELOPER, ROUTE 9 BERKELEY TOWNSHIP, NJ



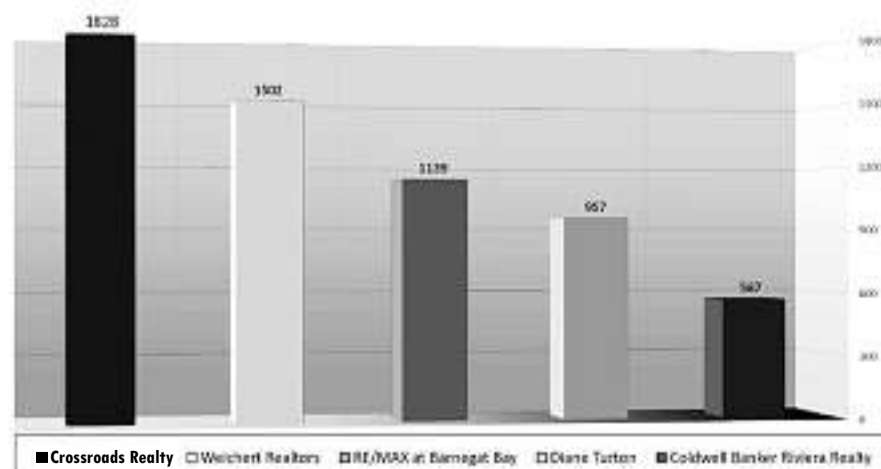
TUSCAN HOUSE – TOMS RIVER, NJ ACROSS FROM OC MALL – FORMER JOSHUA HUDDY RESTAURANT



WHITTY RD. – TOMS RIVER, NJ FORMER TEMPLE BETH SHALOM SOLD TO MESSIAH BIBLE CHURCH

As the dominant commercial brokerage in our market since 1966, Crossroads Realty has the knowledge to market all types of properties. We have developed professional, commercial, industrial, and mixed use properties. Crossroads Realty is committed to superior levels of professionalism and are able to meet the needs of all our clients, including obtaining financing for the development of Real Estate.

Crossroads Realty 2009 RESIDENTIAL PROPERTY SALES IN OCEAN COUNTY



"WE SELL MORE HOMES IN OCEAN COUNTY THAN ANY OTHER REALTOR®"

Sales data gathered from the Atlantic NJ/DE/PA MLS (mash.com). Data is taken from all sales in Ocean County, on either side of the deal. Information is deemed reliable but not guaranteed.

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