



Harbour Heights Real Estate News®

Fisherman's Village
Realty, LLC

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What to Do?

The job of a good Real Estate Professional is to provide his or her customer's with a variety of options that they may not know are readily available to them.

Everyone, without exception, that I encounter in the course of my business is looking for that great deal, that foreclosure or short sale that no one else has seen. Every deal seeker has the same mindset to a certain degree that the "entire" state is in dire straits and that everyone has to sell.



Some buyers want the deal so bad that they overlook obvious points or disregard common sense advice to have the bragging rights of getting a great deal. Many of the great deals have come and gone and occasionally one or two do pop up but, for the most part what is starting to show up as deals are properties that are over priced and need work. The deal starts to disappear quickly under those circumstances.

For months I have been advocating the purchase of raw land. The simple fact that raw land is dirt cheap right now (sorry couldn't resist that one); there are some

incredible values to take advantage of.

I have been working closely with a local builder for the last few months that has not only made it through this recession but, has prospered and delivered more than 200 homes over the last four years in Charlotte County.

Your Home Custom Home Builders, is one of only two certified green professional builders in the area providing state of the art construction techniques, energy efficient stainless steel appliances and systems, hurricane protection, and many other features that are standard for this builder where they will cost extra with others.

I have visited several homes under various stages of construction and I am impressed with the work and finish that goes into each home.

This builder's home offers 1,573 sq. ft. of conditioned space, three bedrooms, two bathrooms, with two garage on your lot for just \$99,900.

So if you are looking for a good deal that you can brag about, call or write me and I will be happy to put you in contact with this builder, I think you will be happy with this choice.



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- ◆ National Association of Realtors

Special Points of Interest:

- ◆ **Feel free to forward this newsletter to anyone you know or send me their email address and I will add it to our distribution list.**

FULL SERVICE DOESN'T COST, IT PAYS!

**Please send us
your referrals**



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Referrals are always welcome



**Harbour Heights
Real Estate Run Down
2012**

Homes For Sale: 35
Homes under contract: 8
Homes sold: 2
Vacant lots For Sale: 57
Lots under contract: 2
Lots sold: 2
Give us a call to see any of
these fine properties.

**Rediscover
Harbour Heights /
Punta Gorda, Florida**

Get Ready for Open House Weekend



On February 18th and 19th come to Harbour Heights to view four outstanding homes for sale.

View two very distinctive riverfront homes and two canal front homes priced from: \$216,900

To
\$749,900

Come by and bring a friend, sign our visitors log and receive entry to the HH5K prize drawings on the 25th. Call me for details.

6th Annual HH5K Run/Walk 2012

Register Now!

www.HHRET.com/HH5K

In just over three weeks we will kick off the 6th Annual Harbour Heights 5K Run/Walk benefiting Autism Speaks and Charlotte County Schools.



We have increased our support to include a fourth Charlotte County School so our cause is even greater this year. The level of involvement that we have received from the business community of Charlotte County and community organizations from Harbour Heights and Deep Creek will without a doubt make this event our very best to date. We have been able to expand the theme of what started out to be just a run/walk race to a family event for children of all

ages.

This year's event will include 16 resource tables staffed from various organizations both civic and medical. We will have two musical acts for entertainment, the Kingsway Elementary School Chorus will perform the Star Spangled Banner, and Home Depot will erect their famous kids' tent so that the children attending can build and take home a souvenir. The Charlotte County Sheriff's Office will be giving and fitting safety helmets for children and adults, and providing on course security. There are also plans for a bake sale and pancake breakfast as well.

Our gift baskets this year are impressive too! The top gift is a two night stay at Best Western Inn at the Airport in Orlando and dinner for two, the Wyvern Hotel has also donated a two night stay and dinner for two in their award

winning restaurant Lulu's, a golf outing for four at the Deep Creek Golf Course, a family night out at the Charlotte County Stone Crabs, a gift certificate for veterinary services valued at \$250, and gift certificate to a for a relaxing massage.

Now we need you, because our newsletter goes out to readers in all parts of the country it makes it impossible for many to attend our event. So, we are asking that if you feel that our efforts are worthwhile that you make a [contribution](#) to Harbour Heights Charities so that we can provide monies for educational needs for special education children and the research efforts of Autism Speaks.

Thank you



AUTISM SPEAKS™
It's time to listen.

First-time buyers more willing to compromise

WASHINGTON – Jan. 30, 2012 – When it comes to space and upgrades, first-time homebuyers are more willing to compromise than repeat buyers, according to the National Association of Realtors® (NAR) 2011 “Profile of Home Buyers and Sellers.”

While first-time buyers have big wish lists too, they seem most driven by finding a home that offers a reasonable monthly mortgage payment.

“Single homebuyers tend to value affordability above all when choosing a home and a neighborhood,” says Jessica Lautz, NAR’s manager of member and consumer survey research. “They also focus more on living some place convenient to friends and family, as well as entertainment and leisure activities.”

The median age of first-time homebuyers is 31, and about 26 percent are married with children.

First-time homebuyers tend to rate energy efficiency high on their wish list, as well as simple, no-hassle technology use in their house, the study finds.

But “even if they like the idea of solar panels, first-time buyers are not likely to spend an extra \$20,000 to have them,” says Stephen Melman, director of economic services for economics and housing policy for the National Association of Home Builders.

First-time buyers also are willing to compromise on space: The median-size of a home purchased by a first-time buyer is 1,570 square feet.

Overall, “the top three things that buyers want are a great room instead of a formal living room, a walk-in closet in the master bedroom and a laundry room,” says Melman. “First-time buyers want the same thing, but they are more likely to be satisfied with a small laundry room without an attached mudroom, and with a smaller master bedroom and a smaller walk-in closet.”

But one thing first-time buyers aren’t as willing to compromise on: Buying a home that needs a lot of repairs.

“Buyers that don’t have any experience with home maintenance tend to be afraid of renovations, so home sellers should be sure to fix everything they can and make minor home improvements in order to appeal to first-time buyers,” Melman says.

Source: “Size Matters Most to First-time Buyers,” HSH.com and Fox Business News (Jan. 26, 2012)

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EEM mortgage rewards energy efficiency

WASHINGTON – Jan. 31, 2012 – If a home is energy efficient and conserves energy, the monthly utility bills won’t be as high. And if the bills aren’t as high, a buyer can afford to pay more each month on the mortgage.

That’s the theory behind Energy Efficient Mortgages (EEMs). EEMs allow borrowers to qualify for a larger loan and a better, more energy-efficient home.

EEMs are typically used to purchase a new home that is already energy efficient, such as an ENERGY STAR qualified home. However, the term EEM refers to all types of energy mortgages, including Energy Improvement Mortgages (EIMs), which can be used to purchase an existing home that the buyer plans to improve with energy efficient upgrades. EIMs allow borrowers to roll the cost of the upgrades into the mortgage without increasing the downpayment. Both EEMs and EIMs typically require that a home energy rating – an estimate of monthly energy savings – be given to the lender before the loan can be approved.

Conventional Energy Efficient Mortgages

Lenders who sell loans to Fannie Mae and Freddie Mac can offer conventional EEMs. Conventional EEMs increase the borrower’s income by a dollar amount equal to the estimated energy savings. The Fannie Mae loan also adjusts the value of the home to reflect the value of the energy efficiency measures. For more information about Fannie Mae’s EEM you can call 1-800-7FANNIE (732-6643).

FHA Energy Efficient Mortgages

The mortgage loan amount for an FHA EEM can be increased by the cost of effective energy improvements. The maximum amount of the portion of the EEM for energy efficient improvements is the lesser of 5 percent of the value of the property, or 115 percent of the median area price of a single family dwelling, or 150 percent of the conforming Freddie Mac limit.

For more information on FHA EEM loans, [visit HUD.gov](http://www.hud.gov). Additional information is available from HUD’s Office of Single Family Housing by calling (800) 569-4287.

VA Energy Efficient Mortgages

The Veteran’s Administration (VA) EEM is available to qualified military personnel, reservists and veterans, and caps energy improvements at \$3,000 – \$6,000. Borrowers should ask their lender about a VA EEM at the beginning of the lending process. More information about VA EEMs can be obtained from the website for the [U.S. Department of Veteran’s Affairs](http://www.va.gov) or by calling (800) 827-1000.

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