



Harbour Heights Real Estate News®

Fisherman's Village
Realty, LLC

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Special Points of Interest:

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Land they're not making any more

Home prices are starting to stabilize, sales are up, and the real good deals are starting to disappear. Don't get me wrong there are still good deals to be made in housing but, they are not going to be around forever. In fact flipping is starting to make a comeback and it's happening right here in this neighborhood. Check out the number of homes for sale in the real estate rundown this month. We are up from December and two of the listings are re sales or flips. A small quick profit is still a profit. Some things will never change.



The real safe bet right now is land. A broker friend of mine once told me, "I only sell land because you don't have to dress it up, it is what it is". The simple fact that land has basically disappeared from the real estate activity in Harbour Heights is a safe indicator that there should be, and believe me, there are a lot of deals to be had.

We saw last year that just 13 lots sold for the entire year, 12 were scrub jay. At one time people said "Scrub Jay no way". Maybe those twelve buyers had a method to their madness.

Let's take a look at the average selling price of a water-

front scrub jay lot that sold in 2009. The average selling price was just over \$20,000. The cost to mitigate a scrub jay lot of any type can be as much as \$15,000. The cost breakdown is the amount of a Scrub Jay Survey up to \$3,000 (Why you would pay for a survey, when you can plainly see the birds and the government website tells you that you have them is beyond me.), the next step is to pay the \$12,000 mitigation fee, that gives you permission to build. So let's say you accept the \$15,000 cost, that brings the cost of a Scrub Jay affected waterfront lot to \$35,000 based on the 2009 average. The only non Scrub Jay waterfront lot to sell in HH in 2009

sold for \$72,000.

Non-Waterfront lots are the same scenario, just a lower price. Do the math; it's a deal no matter how you figure it.

Now, there are drawbacks to the deal of the century. First, you have to deal with the government. I have not had to personally deal with the United States Fish and Wildlife Service (USFWS) or its Florida counterpart but, I have had customers that have, and it is no day at the beach. Be prepared to deal with bureaucracy as well as time constraints

which will be a factor, in that the USFWS has no sense of time and therefore getting a "Take Permit" may be a time consuming process.

Conversely, if time and convenience is a factor and you dislike dealing with the government at any level then an unencumbered parcel may be for you. Landowners will negotiate just as readily as homeowners will, you just have to ask.

Professionally speaking, I think that if you are looking to invest in something that won't take a big bite out of your pocketbook then look to land, because as the saying goes **"land, they just aren't making anymore."**

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Please send us your referrals



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**Harbour Heights
Real Estate Run Down
2010**

Homes For Sale: 30
Homes under contract: 7
Homes sold: 0

Vacant lots For Sale: 74
Lots under contract: 0
Lots sold: 0

Give us a call to see any of these fine properties.

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

The Numbers were Good!

We do have something to cheer about going into 2010. A total of **46 properties**



sold in Harbour Heights this past year and that is light years ahead of the past two years combined, 33 homes and 13 vacant pieces

of land is the breakdown for the year ending December 31st.

The good news is, there are seven properties under contract to be sold to start the year. Here's hoping to a GREAT 2010.

Your Research Tools

We have a great feature on our website that allows the consumer to conduct their own research for real estate at their own pace. This is comforting to many because of the obvious fact that they can shop in privacy without having to enlist my services until they are absolutely ready to do so. I



prefer this method as well because I believe that my customers should know as much as they can about their prospective purchase before they contact me. Most buyers these days are very research savvy and are for the most part prepared when we first speak.

The most beneficial part about using our website feature is that this is NOT a cached database with out of date information but, the

actual Mid Florida Regional Multiple Listing Service (MFRMLS).

Not everyone wants to live in our piece of paradise (why not?) so if a prospective buyer wants to say, live in the Disney area they can actually retrieve that information on our website. As of the writing of this article there are just under 110,000 listings available from SW Florida

to the Daytona Beach area, to Tampa, to Gainesville and a lot of areas in between. This is a powerful and valuable tool for anyone looking for real estate.

Simply log on to our website, scroll down and click on SEARCH The MLS and off you go. It is that easy; don't waste your time on outdated information stay current with what is happening in the vast area of MID-Florida.

DID YOU KNOW?

You do not have to run or walk in the upcoming HH5K to be eligible for the **GRAND PRIZE**. The prize is a **week-end for two** at the Villas at Fisherman's Village Resort, **and dinner for two** aboard the 77 foot Harbor Lady cruise ship.

Anyone that wishes to fill out an event entry form and pay the \$15.00 is eligible. You will receive the famous "Swag Bag" and T-Shirt. The money goes for a very good cause and the odds are really in your favor.

We still need sponsors. If you, or your business, or the business that you work for would like to become a sponsor of this worthwhile event please contact us for additional information. Debbie Vieira @ 941-258-2890

FEBRUARY 27, 2010

Let's make it a milestone year. We are pushing for 100 participants this year. Every penny after expenses goes to Autism Speaks and the Deep Creek Elementary School. Come on out and support a very worthwhile cause.

The HHCA is planning a pancake breakfast and other surprises.

Save the Date!

Saturday,
February 27, 2010
Fourth Annual
**HARBOUR
HEIGHTS 5K**
2010
Benefiting



AUTISM SPEAKS®
and
Deep Creek Elementary School

Log on to:

www.HHRET.com/harbourheights5k

to register and for more information.

Rates on 30-year home loans fall to 5.09 percent

WASHINGTON – Jan. 8, 2010
Rates for 30-year home loans inched downward this week, the first decline in a month, but remained above last month's record lows.

The average rate on a 30-year fixed mortgage was 5.09 percent this week, down from 5.14 percent a week earlier, mortgage company Freddie Mac said Thursday.



Rates dropped to a record low of 4.71 percent in early December, pushed down by an aggressive government campaign to reduce consumers' borrowing costs, but then rose steadily for the rest of the month.

Freddie Mac collects mortgage rates on Monday through

Wednesday of each week from lenders around the country. Rates often fluctuate significantly, even within a given day, often in line with long-term Treasury bonds.

The Federal Reserve is pumping \$1.25 trillion into mortgage-backed securities to try to bring down mortgage rates, but that money is set to run out next spring. The goal of the program is to make homebuying more affordable and prop up the housing market.

The central bank's policymakers have been conflicted about whether to expand or cut back a program intended to drive down mortgage rates and bolster the housing market, according to meeting minutes released Wednesday.

Some Fed policymakers argued that the program might need to be expanded and extended beyond its current end date of March 31, arguing that the additional dose of stimulus would be especially needed if the economic recovery were to weaken.

However, one member thought the program could be scaled back given the improvement in economic and financial conditions.

Getting the housing market back on firm footing is a key ingredient to a lasting recovery. The collapse of the housing market, which dragged down home prices with it, was the catalyst for the longest and worst recession to hit the country since the 1930s.

The average rate on a 15-year fixed-rate mortgage fell to 4.5 percent, down from 4.54 percent last week, according to Freddie Mac.

Rates on five-year, adjustable-rate mortgages averaged 4.44 percent, unchanged from a week earlier. Rates on one-year, adjustable-rate mortgages fell to 4.31 percent from 4.33 percent.

The rates do not include add-on fees known as points. One point is equal to 1 percent of the total loan amount.

The nationwide fee for loans in Freddie Mac's survey averaged 0.7 point for 30-year and 15-year loans and 0.6 point for five-year and one-year loans.

Realtor.com launches iPhone real estate search app

LOS ANGELES – Jan. 13, 2010 – More than 40 million iPhone users can now have one-touch mobile access to 4 million properties nationwide by downloading the new Realtor.com Real Estate Search iPhone app. Launched today, the iPhone app makes it easy for buyers to get property details, find it using the GPS feature, take pictures, save notes with a Notes and Rating feature, and send a link to that property via email, Twitter or Facebook.

The free Realtor.com Real Estate Search iPhone app is compatible with iPhone OS 3.0 or higher and the iPod Touch, and can be downloaded by going to a consumer information page on Realtor.com.

"By combining our unmatched

search power with the ability to instantly share listings and feedback by email, Twitter or Facebook from an iPhone, millions now have mobile access to a phenomenal property search experience superior to other apps already on the market," says Errol Samuelson, president of Realtor.com. "We expect Realtors and their clients will appreciate the ease and convenience that our app brings to their experience as they work together to find the ideal property."

The Realtor.com iPhone app allows users to filter search results for every property on Realtor.com by price, location, property type, MLS ID number, square foot, lot size, upcoming open house events, distance

from a user's current location, and age of home. Only properties meeting the chosen criteria display in the map or list view.

If iPhone users select a nearby property, they can map their route with the aid of the built-in GPS. Users can also easily save a property or frequently used search criteria for access at a later time. In addition, the app automatically syncs with the user's Realtor.com account after initial registration, giving the user mobile access to previously saved homes.

Visiting a property or an open house in an unfamiliar neighborhood is also easy using the Open Houses Nearby button.

If a property looks interesting,

a one-tap call capability connects potential buyers with the listing agent. Or touch the "ask a question" button and buyers can instantly send an email to the listing agent. Homebuyers can also store their agent's contact info within the iPhone app, making it easy to send personal notes, or comments and ratings about each property to an agent.

With more than half of all iPhone users between the ages of 26 and 40, Realtor.com expects first-time homebuyers to be one of the largest groups to use the new app as they seek to take advantage of the expanded federal homebuyer tax credit. The median age of today's first time homebuyer is 30, with 53 percent between the ages of 25 and 34.

To View our current listings log on to our website at: www.HarbourHeightsRealEstate.com

Or call 1-888-495-8044