



# Harbour Heights Real Estate News®

Fisherman's Village  
Realty, LLC

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Inside this issue:

## THE FOURTH

It's hard to believe but, the first official summer holiday is here and we are starting the seventh month of what has been a very exciting, profitable and busy 2010. The fall season for this agent was busy and that momentum carried over to the winter and spring of 2010. I have seen homes sell for prices that were undreamed of even a year ago. My hope is that we have stabilized and are moving upward finally.

Gone are government incentives which really carried the housing market this winter. Interest rates are falling and may take up some of that lost momentum over the summer only time will tell.

In the meantime, for this particular holiday I have decided to take some time for family and friends. Punta Gorda in particular does a great job in celebrating our National Holiday. One event in particular, The Freedom Swim is something we look forward to each year. Started about a dozen years ago by a few local citizens, with a sense of freedom to wear whatever you wanted, or nothing at all, has grown into a preeminent event. The nothing at all part has been eliminated from the celebration but, hundreds

gather on the Port Charlotte side of the harbor and swim off across the harbor to Fishermen's Village, over a mile away. My wife Debbie and daughter Mischa have made it a mother/daughter tradition for the last five years and will do it again this year. We will load up our sailboat (the C'est La Vie) and head down river to be the support crew for our swimmers.

The Freedom Swim has really developed a loyal following. I would like to think that we have done the same in our real estate business. It would have been easy over the last few years to pack it in and sell somewhere else as others have done but, we felt that where there was no money to be made; community volunteerism would fill the void. I currently server on two Charlotte County committees that benefit Harbour Heights and I have always believed in the

idea that Harbour Heights was a great neighborhood to live and work in. You see, we do not work anywhere else but Harbour Heights and have limited our real estate practice to this neighborhood alone. In my mind, there are too many positives here to want to live or work anywhere else. Our business continues to grow because of our loyalty and commitment to the community and our fund raising efforts to help find a cure for Autism.

Enjoy our National Celebration, take the time to enjoy and appreciate all that we have and stay tuned right here because the next six months are going to be exciting for Harbour Heights Real Estate.

**Happy 234<sup>th</sup> Birthday  
America!**



<i>The Fourth</i>	1
<i>Real Estate Rundown</i>	2
<i>Interest Rates</i>	2
<i>Save the Date</i>	2
<i>Super Servant</i>	2
<i>A Milestone</i>	2
<i>Testimonial</i>	3

### 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.**

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- ◇ Punta Gorda-Port Charlotte-North Port Association of Realtors, Inc.  
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**FULL SERVICE DOESN'T COST, IT PAYS!**

**Please send us your referrals**



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Real Estate News®**

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Referrals are always welcome**



**Harbour Heights  
Real Estate Run Down  
2010**

Homes For Sale: 38  
Homes under contract: 11  
Homes sold: 17

Vacant lots For Sale: 76  
Lots under contract: 2  
Lots sold: 5

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

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

**Interest Rates**

Interest rates dropped to a historic low in June. Rates at sub 4.75% and heading lower for the summer put the average home buyer back in the game. Yes, buyer incentive programs are gone for now but, low, low interest rates are the other side of the coin. I can recommend trusted, professional finance experts that can help you take advantage of this tremendous opportunity. Look at the Real Estate Rundown, I have plenty of product available and willing sellers.



Give me a call to help!

**A Milestone**

Success, in real estate is measured in a number of ways. A real estate professional can be a Top Listing, or Top Selling Agent (I have been both at the same time in 2004 - 2005 with Weichert Realtors, Edgewater Florida), there are million dollar producers and multi-million dollar producers, I have also been both.

Some agents are lucky enough to make their entire yearly income in a single transaction, while others are happy to sell or list a few properties every couple of months to stay active in the business. I have been fortunate enough to pass a milestone this month that fortifies my decision to become a Realtor in the first place.

In September of 2001 I was the Vice President of Customer Service for a highly successful telecommunications consulting firm in Orlando Florida. At the end of the month I was floating in the ground in shock, in the "Golden Parachute" that I had been handed. September 11th

changed things for a lot of people. I settled down on my sail boat to figure out what to do next. It did not take long, I decided to re-activate a real estate license that I obtained in the early 90's that had expired.

I think that it was one of the best decisions I have made, by December of 2001, I was once again a Realtor and working for the Keyes Real Estate Company in New Smyrna Beach, Florida. The first three months of 2002 were dismal. In March of 2002 I got my first listing.

The milestone I have achieved is this: since March of 2002 I have had either a listing, a sale, or a closing each month. I have for over 101 consecutive months produced a real estate transaction. I consider that a great accomplishment considering the last few years. If you want to list, or buy please consider someone that consistently is working his profession. As always your referrals are greatly appreciated.

**SAVE THESE DATES**

- ◆ On Thursday August 5th 2010 there will be an Autism Speaks Fundraiser held at Visani Comedy Theater 2400 Kings Highway Port Charlotte FL. The tickets are just \$10.00 each and 100% of the money collected will go to Autism Speaks. Please call Christy Graves @ (941) 628-5164 for more information.
- ◆ FEBRUARY 26th 2011 8:00 a.m. is the starting time for the 5th Annual Harbour Heights 5K Walk/Run to benefit the Deep Creek Elementary School and Autism Speaks. Look here for more updates in the months to come.

**A True Super Servant**

I recently had the motor for my Macgregor Sailboat repaired by SOS Marine located right here in Harbour Heights. I got the boat back in quick fashion and at a price that was reasonable for the work completed. I took the boat out a couple of weeks after repairs and found that the engine seemed to have a skip which hindered performance. I called Amy at SOS and she sent JR down to check it out at the dock. It was going to take some adjustments to get it just right, rather than have me take the boat out of the water JR & Jerry worked on that boat, in brutal 95 degree heat rebuilding the carburetors The engine now purrs like a kitten.  
**Call SOS MARINE at (941) 629-3600 for great customer service.**

# A Testimonial

June 17, 2010

Hi Steve

I wanted to send you a few words to thank you for your excellent service that you provided in the sale of my house on Peace River Drive.

From the beginning, around Thanksgiving, you provided comps of other homes that were recently sold in the area so that I could arrive at a asking price that was reasonable.

You kept me informed on a weekly basis concerning the inquiries, calls and visits that had occurred, and had open houses in order to generate the interest of potential buyers.

When an offer came, your advice was appreciated on preparing a counter, and transmitting the offer in a timely manner.

The most surprising thing was that after a price had been determined, you were concerned that the house inspection would have a glitch if the inspector saw the weeds growing in one of the gutters. So you volunteered to clean them. Also, you brushed the pool that was starting to turn yellow on the walls. This was not in the normal call of duty, and it was appreciated.

The inspection came and went without a hitch, and the sale was completed without a surprise at closing too.

I have bought and sold over a dozen houses in my past, and there is usually a unexpected something that no one saw coming that ends up costing extra money or a delay. I am happy to say that nothing unexpected came at closing for the first time in my life.

So thanks again for the great service. You know I will recommend you highly to anyone who is seeking a reliable realtor.

Your Friend



John M. DiPinto

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