

# Harbour Heights Real Estate News®

Fisherman's Village  
Realty, LLC

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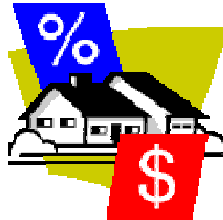
## What's Really Selling

Fisherman's Village Realty is a small "boutique" real estate firm, we have two locations and 11 Realtors to serve you, and we are big on delivering professional service to our buyers and sellers.

In each scenario, buying or selling we depend on the most accurate, current and complete data at our disposal. We rely exclusively on the MLS (multiple listing service) simply because the information is based on the real activity of our Board of Realtors. Many internet sites are fraught with inaccurate data that the consumer feels is the most accurate because it is the most accessible. We are consistently challenged by prospective customers armed with data from these sites that are looking for "good real estate deals" only to find that those deals, when the data is challenged are few and far between.

Let me explain how real estate has transacted through August 31, 2011.

As of August 31, 2011 our Board of Realtors has reported that a total of 2,322 homes of all types have sold year to date. Our strongest month was January with 263 units sold, up an incredible 30.20% from the same time in the previous year. As you would expect February - May were also good selling months with increases over the previous year in each month. June and July were both down by 10 and 14 per cent respectively. August (Big Surprise) was up by over eight (8%) per cent. The bottom line is that for 2011



our board has sold 145 more homes over last year and that is an increase of 6.25% for the same point in time over 2010.

So, what's selling? Eighteen percent (18%) or 425 units have sold for a price between \$1 - \$49,999. The next double digit category are homes priced between \$120 - \$139,999 which accounts for 10% of the number of homes sold, followed quickly by homes priced between \$100-\$119,999 at 9.8%, and finally homes \$50,000 - \$59,999 at 8% of sales. So, forty six (46%) of all homes sold so far this year have sold for under \$140,000.

Another number to look at is that of all homes sold 57% were three bedroom homes while 85% were two bathroom homes. Single family homes were the most sought after with just fewer than 76% sold, while condominiums were nearly 15% of sales.

At the beginning of this article I said we deliver service, which starts by knowing your market, listening to our customers and be able to articulate the market data available and bring the customer what they want.

We are neighborhood experts whether it's Punta Gorda Isles, Harbour Heights or Charlotte County call on our expertise if you have the need.



Christopher Columbus

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### ◆ Member of:

- ◆ Punta Gorda-Port Charlotte-North Port Association of Realtors, Inc.
- ◆ Florida Association of Realtors
- ◆ 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**



**Harbour Heights  
Real Estate News®**

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**Referrals are always welcome**



### **Harbour Heights Real Estate Run Down 2011**

Homes For Sale: 28  
Homes under contract: 11  
Homes sold: 25  
Vacant lots For Sale: 74  
Lots under contract: 2  
Lots sold: 9  
Give us a call to see any of these fine properties.

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

### **Slight dip in Sales**

At this point in time during 2010 a total of 38 properties of all types had sold in Harbour Heights. Through September of this year we have a total of 34 properties that have sold, nearly an 8.9% drop.



The good news is that we have more units pending sale or under contract in 2011 than we did in 2010.

We have three months left in this years selling season and the outlook is still favorable for another good year.

Looking for a great deal, then stop by the Harbour Heights office and speak with one of our trained and successful agents.

## **Real Estate Seminars**

During my career, I have worked in nearly every facet of the real estate profession, from operations and maintenance of government military installations to tax revaluation of entire cities, to hotel purchases and construction of resort properties the experience has been invaluable.

One thing that I have learned is that nearly everyone "dabbles" in real estate. The last high market that we had made everyone an expert, in fact it was easy to sell real estate because everyone was able to cash in on the best real estate market in decades. Some real estate licensees were in fact "order takers" for buyers, writing contracts as if it were Saturday night at the best restaurant in town.

The best restaurant closed a few years back and real estate licensees and buyers who were not prepared got hit pretty hard.

We would like to do our best to make sure that the savvy investor is an educated investor, so beginning in November at our office in Harbour Heights we will begin a monthly seminar series based on the

current real estate market.

The intention is not to sell real estate but to educate our consumers by bringing in local professionals to conduct a one hour seminar based on their particular area of expertise. Our goal is to have members from the legal, title, inspection, and government fields, as well as developers and various trade groups.



The seating for these seminars will be limited and places must be reserved in advance. All seminars will be held at the Fisherman's Village Realty office in Harbour Heights. If the response is good we will attempt to increase the series to twice monthly

Please plan on attending one of these informative seminars over the winter season; I am sure that you will walk away with some valuable insight to the current real estate market.

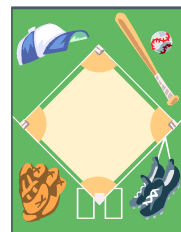
A schedule of events will be posted in next month's newsletter.

## **Challenger Baseball**

About a year ago I was invited to become a member of the Charlotte County Civitans. The group is comprised of local professionals that are dedicated to improving their community through helping others. The Charlotte County Chapter's mission is to help developmentally disabled children and young adults in sports. Many of us have volunteered to work with The Special Olympics and have been state certified to work with Special Olympic Athletes.

Our goal of establishing a Challenger Little League of Charlotte County is nearing a reality. We have been sanctioned by local and state Little League Organizations and the first pitch is scheduled for January 2012.

A Casino Night fund raiser is scheduled for early November and a Flyer is attached to this newsletter. Please help us make sports a reality for kids that may not have a chance otherwise.



**THANK YOU!**

# REDISCOVER HARBOUR HEIGHTS/PUNTA GORDA

ON THIS COLUMBUS DAY WEEKEND

STARTING:

Thursday, October 6

5:30 to 7:00 PM

with the

Punta Gorda Chamber of Commerce Ribbon Cutting Ceremony

Refreshments will be served.

Stop in all weekend and meet your neighborhood REALTORS®

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Harbour Heights, FL 33983

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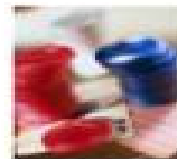


Charlotte **ACTION** Civitan Club  
*presents*

## Challenger Casino



## Night



Saturday, November 19<sup>th</sup>, 2011

6:30pm – 10:30pm

Punta Gorda Isles Civic Association  
2001 Shreve Street, Punta Gorda

Tickets  
\$50.00

•  
Includes  
\$2000  
Chips

Additional  
chips  
available for  
purchase

Texas Hold  
'Um

Blackjack  
Roulette  
Craps

Appetizer  
Buffet  
Cash  
Bar!!

Silent  
Auction

50/50  
Draw

Raising money to fully fund  
Charlotte County's  
**Challenger Little League**