

Nick Bobzien's Real Estate Review



Welcome to my October 2010 Real Estate Review. If you know of someone else who would like to be included in this newsletter emailing, please email or call me with their contact information, & I would be happy to include them in all future emailings. I hope you continue to find this newsletter entertaining, useful & informative. Please feel free to send your comments to:

Nick@SoldInNaplesByNick.com Or call me at 239-825-5411!!

*****Each October, I help run the Michael J. Szwed Golf Classic, which is the primary fundraising event for the "Michael J. Szwed Legacy Fund". This years event is being held at Imperial Golf Club in Naples on Oct. 16th. If you are interested in participating as a golfer, sponsor, or dinner guest, we still have room available & would love to see you. Cost of Golf & Dinner is \$100, & Dinner only is \$50. Please call me for additional details & information, or click below for the brochure:**

[3rd Annual Michael J. Szwed Golf Classic](#)

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Naples Real Estate Market: A Review Of The First 3 Quarters...

As we enter the final quarter of the 2010 year, let's take a quick look back at how successful the first 3 quarters have been...

Family homes during the last 3 months this year, completing what could be the most productive year in Real Estate sales yet!

In regards to Single-Family homes, we are averaging 340 closed sales per month for 2010. If you look back to 2004 & 2005 (the peak years), we averaged 342 & 375 closed sales per month respectively. Over 3,000 Single-Family homes have sold through the first 3 quarters this year already, & we are on pace to sell nearly 4,100 homes. If we can keep up the pace of 340 sales per month for the final quarter of 2010, we would have sold more Single-Family homes than any other year since 2000, & more than homes than were sold in 2006 & 2007 combined! That is a lot of homes being sold!

Switching gears to Condos... this market is definitely different than Single-Family homes. Condos are currently averaging 341 closed sales per month for 2010, but when you look back to 2004 & 2005 (peak years again), we averaged 437 & 443 closed sales per month respectively. That is nearly 100 less Condos being sold per month. We have sold 3,067 thus far in 2010, & are on pace to sell about 4,100 Condos, the same amount as Single-Family homes. In 2004, we sold 4,935 Condos, & 4,691 Condos were sold in 2005. The good news is we haven't sold more than 3,200 Condos since 2005, so we are well ahead of the pace from the last 5 years! Like Single-Family homes, we might sell more Condos this year than 2006 & 2007 combined!

Is it possible... Yes, I think it is & here's why: The two other years that were comparable to this amount of business (2004 & 2005) were "typical" years. By that, I mean the beginning of the year was busy during the seasonal months, & then it slowed down through the Summer & Fall, picking up again at the beginning of the year. 2010 is not a typical year with everything going on with the economy, larger inventory, foreclosure & reduced prices, drastically lower interest rates, & huge incentives being offered such as the First Time Home Buyer's Tax Credits. I strongly believe we will be able to sell over 1,000 Single-

Why are Condos struggling to sell...? Here are some of the reasons condos are selling at a slow pace this year compared to the peak years:

1. Tough to Finance—Many lenders will not finance loans for Condos unless the buyer is putting 20-25% down. This takes many young couples & 1st time homebuyer's out of the market due to this stipulation. Basically, lenders can't find anyone willing to take the Mortgage Insurance on Condos. **Cont.**

Interest Rates:

- Current 15-year Fixed: **3.75 %**
- Current 30-year Fixed: **4.27 %**
- Current 1-year ARM: **3.15 %**
- Current Prime Rate: **3.25 %**

Inside the Numbers:

**Jan. 1—Sept. 30, 2010
(Naples Only)**

Single Family Homes

Total # Sold 3,057
Avg. Sale Price \$472,442
Currently Listed 3,477
Currently Pending 923

Condos (all types)

Total # Sold 3,067
Avg. Sale Price \$299,313
Currently Listed 4,125
Currently Pending 730

The figures for "Inside the Numbers" are derived from SunshineMLS on October 7, 2010. They are deemed accurate, but are not warranted or guaranteed. All interest rates are derived from Bloomberg.com on October 7, 2010. The articles on page 2 were prepared by Naples Media Group. Since they have been retyped into this newsletter, all information cannot be guaranteed to be accurate due to human error of misspelling & mistranslating.

Cont: A Review of the First 3 Quarters:

2. **Price Value**—With many homes being worth 50—60% less than what they were valued at in 2005, Single-Family homes have become much more affordable. Many opportunities exist where you can buy a Single-Family home for 10—15% higher price than a Condo, & when you factor in the added size & benefits, it is well worth the value of spending a little more money.

3. **Foreclosures**—With the abundance of

foreclosure issues we are faced with, many are Condos. Most of the Condo foreclosures are from communities that went through a “Condo conversion”. They were apartment / rental communities that were turned into Condos & then sold. These were primarily converted during the peak years when prices were at their highest, & many were bought by investors who decided to walk-away after watching their investment

lose over half of its value. These Condo communities suffered from the lack of dues being paid by the delinquent owners, & thus had to do special assessments. When a buyer views the Condo associations financials, it becomes a risky investment to buy within the community for fear of more foreclosures & special assessments. Many Condo communities, over 80% I would guess, have done a great job of budgeting, & now are financially stable.

The National Scene:

Nationally, the housing sector is in for a slow recovery, according to Lawrence Yun, chief economist for the National Association of Realtors® (America’s largest trade association with 1.1 million members). “The housing market is trying to recover on its own power without the home buyer tax credit. Home values have shown stabilizing trends over the past year, even as the economy shed millions of jobs, because of the home buyer tax credit stimulus. Now that the economy is adding some jobs, the housing market needs to steadily improve & eventually st& on its own.”

The Florida Scene:

Closed sales of existing Florida homes rose 1% in August (a total of 13,997 homes sold statewide compared to 13,908 homes closed in August 2009), according to the latest housing data released by Florida Realtors®. Statewide existing home sales activity in July.

Florida’s median sales price for existing homes in August 2010 was \$134,000; a year ago, it was \$146,500 for a decrease of 9%. (The median is the midpoint; half the homes sold for more, half for less.) Note: The rise in closed sales coupled with a decrease in the median price indicates more sales occurring in lower price ranges.

Condos are definitely rebounding, as you can see by the numbers & statistics I have discussed. As a matter of fact, you can get some great deals on Condos right now, so if you have the 20—25% to put down, you better take advantage of the prices & interest rates before things go back up!!

Monthly Quote:

The Wish Bone
will never replace
the Back Bone!

~ Will Henry ~

Sales Under \$300,000 Dominate The Southwest Florida Market

NAPLES:

The median closed sales price for the Naples market was \$160,000 in August 2010 compared to \$170,000 in August 2009, & closed sales are up by 30% for that same time period. These figures strongly support that sales in the Naples market are following the same trend as sales across Florida & the nation: that the sales of more affordable homes remain strong despite the discontinuation of the first-time home buyer tax credit.

“As of August 31, 2010 we have already closed over 2,000 transactions for the year,” said Mike Hughes, Vice-President of Downing-Frye Realty, Inc. “I think the second half of 2010 will be good but it will still be hard to beat the second half of 2009 for company closings. In any event,

we are well on our way to exceed \$1 billion in closed sales volume for 2010.”

For the 12 months ending August 2010, overall pending sales in the Naples market increased 22%, overall closed sales increased 30%, single-family pending sales increased 14%, & the overall available inventory declined 4%.

Downing Frye Realty, Inc. is poised for a strong future! “We’re in a strong position for the upcoming season,” said Hughes. “Our company continues to dominate the local market in numbers of listings & sales. That strength, along with historically low interest rates, is a perfect combination for a win-win situation for our clients.”

BONITA SPRINGS:

This market is also following the trend with 85% of the overall closed sales for August 2010 selling under \$300,000. The Bonita Springs—Estero Association of Realtors® reported 126 overall closed sales & only 19 of those were over \$300,000. There continues to be a steady number of luxury properties (\$1 million +) sold with the top ten sales reported in The Colony, Bonita Bay, The Brooks & Pelican Landing.

The number of single-family homes coming on the market in August 2010 increased slightly from the previous month, as did sales of the same during that same period. Condos listed & sold during August 2010 declined from the previous month, due in part to seasonal buying pattern

Current Listings, Pendings & Recent 6 Month Sales



Saturnia Lakes—4+Den, 3.5 baths, 3 car garage, 3,773 sqft. under air, granite counters, tropical pool, southern & western lake views, Turnkey Furn! [Click Here](#) \$779,000



Ventana @ Tiburon—2 bedrooms, 2.5 baths, under-building garage, 1,865 sq ft., golf course & pool views, granite counters, and large lanai! [Click Here](#) \$1700/mo.



Milano—3 bedrooms, 2.5 baths, 2 car garage, 1,700+ sq ft., beautiful long lake views, Corian counters, screened-in lanai, bank foreclosure! [Click Here](#) \$128,900



Falling Water—2 bedrooms, 2 baths, 1 car garage, 2nd floor, 1,351 sq ft. under air, private preserve views, and beautifully turnkey furnished! [Click Here](#) \$185,000



Golden Gate—2.80 acres of wooded land backing up to Twin Eagles Golf Club. Neighbor has a 1+ acre lake for your added viewing benefit! [Click Here](#) \$150,000



Saturnia Lakes—3 bedrooms, 2 baths, 2 car garage, granite counters w/ tumbled-stone backsplash, tile & wood floors, southern lake views, Furnished! [Click Here](#) \$349,000



5 Acres—Very Rare piece of Real Estate located only 10 min. to downtown Naples! 5 acres of private & peaceful land. You can have up to 10 horses!! [Click Here](#) \$895,000



Port Charlotte—Gulf Access vacant lot, 1/4 acre parcel, located in very popular area of Port Charlotte for boaters. Build your dream home! [Click Here](#) \$125,000



Firano—4+Den, 3 baths, 3 car garage, 3,000+ sqft, gourmet kitchen w/ granite counters & SS appliances, Huge backyard w/ private preserve views! [Click Here](#) \$635,000



Milano—3 bedrooms, 2.5 baths, 1 car garage, nearly 1,600 sq ft of living space, beautiful lake view, many nice upgrades, and a Great Location! [Click Here](#) \$1,200/mo.



Sherwood—2nd floor coach home w/ breathtaking long lake views. 2+Den, 2 baths, 1 car garage, 1656 sq.ft. & situated in a great location! [Click Here](#) \$169,000



Hidden Pines—3 bdrms, 2 baths, 2 car garage, 1,600+ sqft, beautifully remodeled w/ granite & hickory maple wood cabinets, & fenced-in backyard. [Click Here](#) \$239,000

Current Listings, Pendlings & Recent 6 Month Sales



Milano—3 bedrooms, 2.5 baths, 1 car garage, beautiful lake views, nearly 1,600 sq ft., nice upgrades, great school districts, available Nov. 1st! MLS Info Coming Soon **\$1,200/mo.**



Sherwood—2 bedrooms + Den, 2 baths, 1 car garage, beautifully Turnkey furnished, stunning lake views, hurricane shutters, Great Location!! [Click Here](#) **\$169,900**



Pelican Isle—3+Den, 3.5 baths, 2,800+ sq ft, 3rd floor w/ SW views of the Bay, Electric shutters & more. Offered for Sale or Rent! [For Sale](#) [For Rent](#) **\$948,000 / \$2,995/mo.**



Fairway Preserve—3 bedrooms, 2 baths, 1 carport, 1,500 sqft under air, 2nd floor, screened lanai, great amenities, great investment opportunity! [Click Here](#) **\$95,000**



Golden Gate—2.73 acres of wooded land ready for your private estate home. Plenty of room for a guest house too! Very private & peaceful!! [Click Here](#) **\$20,000**



Milano—3 bedrooms, 2.5 baths, 2 car garage, end unit, lake view, corian counters, over \$8,000 in custom window treatments, & many more upgrades!! [Click Here](#) **\$229,900**



Commercial—Office/Medical space in North Naples available for lease. 1st & 2nd floor units still available, General Impact Fees paid. [Click Here](#) **\$18/sqft.**



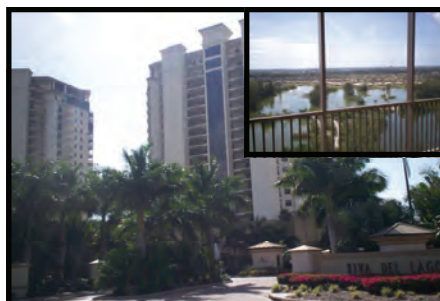
Heritage Greens—2 bedrooms plus Den, 2 baths, 1 car attached garage, nearly 1,700 sq ft, 2nd floor overlooking western lake & golf course views! [Click Here](#) **\$199,000**



Fairway Preserve—2 bedrooms, 1 bath, 1 car garage, 1,045 sqft under air, private & peaceful preserve view, screened lanai, great amenities! [Click Here](#) **\$92,500**



Beau Rivage—3 bedrooms, 3 baths, 2 car garage, nearly 1,500 sq ft under air, cherry cabinets, Corian counters and exceptional views of the Caloosahatchee River from this 16th Floor Condo! [Click Here](#) **\$339,000**



Riva Del Lago—4 bedrooms, 3 baths, 2 car garage, 2,312 sqft, Panoramic Western Views from this 18th floor end unit condo with a large lanai overlooking natural lakes & ponds. [Click Here](#) **\$479,000**



Sherwood—2 bedrooms + Den, 2 bath, 1st floor condo with 1 car garage, over 1,400 sq.ft, & beautiful Western Sunset lake views! Completely remodeled in 2009, including plantation shutters. [Click Here](#) **\$164,900**

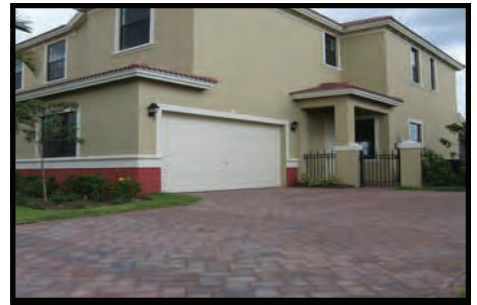
Current Listings, Pendings & Recent 6 Month Sales



Heritage Greens—3 bedrooms plus Den, 2 baths, 1 car garage, 2,050 sq ft. under air, western lake & golf course views, new carpet, wood floor & paint. [Click Here](#) **\$229,000**



Milano—3 bdrms, 2.5 baths, 1 car garage, 1,580 sqft., lake views, granite counters, maple cabinets, SS appliances, & mahogany wood floors. [Click Here](#) **\$1,400/mo.**



Summit Place—3 bedrooms, 2.5 baths, 2 car garage, beautiful lake view, nearly 2,300 sq. ft. under air, large Master Suite, and lots of upgrades. [Click Here](#) **\$177,000**



Lehigh Acres—1/4 acre of land in a great location in popular area of Southwest Lehigh. Surrounded by established homes & shopping centers! [Click Here](#) **\$3,999**



Milano—3 bedrooms, 2.5 baths, 2 car garage, large side-yard, Available furnished or unfurnished either seasonally or annually! [Click Here](#) **\$1700—\$2400/mo.**



Port Charlotte—2 vacant neighboring lots in Port Charlotte—1 corner lot, 1 with Gulf Access! Each lot is nearly 1/4 acre in size! [Corner Lot](#) [Gulf Access Lot](#) **\$125,000/both**



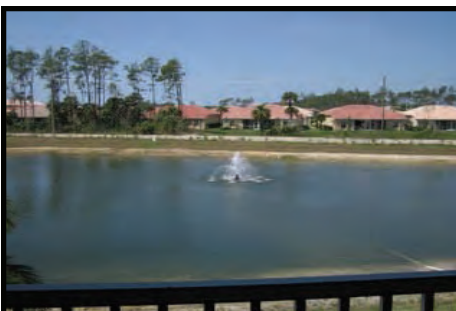
Milano—3 bedrooms, 2.5 baths, 1 car attached garage, nearly 1,600 sq ft., beautiful kitchen, many upgrades, very private view from lanai. [Click Here](#) **\$125,000**



Golden Gate—3 bedrooms, 2 baths, 2 car garage, split floor plan, private wooded/preserve views, granite counters, custom built in 2007. [Click Here](#) **\$125,000**



Lehigh Acres—1/4 acre of land in a great location in popular area of Southwest Lehigh. Surrounded by established homes & shopping centers! [Click Here](#) **\$3,999**



Sherwood—2 bedrooms, 2 baths, 1 car garage, over 1,100 sq ft, nice upgrades including Plantation Shutters, and beautiful western views over a lake! [Click Here](#) **\$99,900**



Lehigh Acres—1/4 acre of land in a great location in popular area of Southwest Lehigh. Surrounded by established homes & shopping centers! [Click Here](#) **\$3,999**



Milano—3 bedrooms, 2.5 baths, 1 car garage, 1580 sq ft., beautiful southern lake views, barely lived in and located in a very popular community! [Click Here](#) **\$120,300**

Current Listings, Pendings & Recent 6 Month Sales



Abbey @ Berkshire Village—2 Bed, 2 bath, & nearly 1,200 sq ft under air. 2nd floor unit w/ peaceful & serene views, & electric hurricane shutters on lanai. [Click Here](#) **\$96,600**



Golden Gate Estates—3 bedrooms, 2 baths, 2 car garage, 2,100+ sq ft. under air, 18" tile throughout, granite counters, located on 2.27 acres! [Click Here](#) **\$186,000**



Huntington Lakes—3 bedrooms, 2 baths, 1 car garage, nearly 1,800 sq ft., 2nd floor overlooking southern lake views, and immaculately clean! [Click Here](#) **\$190,000**



Golden Gate Estates—3 bedrooms, 2 baths, 2 car garage, over 1,500 sq ft. under air, 2.73 acres, and a 2 bed, 1 bath guest house w/ 720 sq ft., Close-in! [Click Here](#) **\$169,000**



Golden Gate Estates—4 bedrooms plus Den, 3 baths, 2 car garage, over 2,200 sq ft. under air, 2.34 acres, large pool, Bank Foreclosure! [Click Here](#) **\$163,000**



Harbourside @ Wiggins Bay—2 bedrooms, 2 baths, 2nd floor, completely remodeled w/ new maple wood cabinets, granite counters, and SS appliances!! [Click Here](#) **\$185,000**



Village Walk of Bonita—Capri model, 2 bedrooms plus Den, 2 baths, 2 car garage, corner lot with huge side/backyard space for added privacy! [Click Here](#) **\$159,900**



Golden Gate Estates—3 bedrooms (each w/ a walk-in closet), 2 baths, 2.73 acres of land, split floor plan, tiled kitchen counters, and wood floors! [Click Here](#) **\$114,000**



Golden Gate Estates—4 bedrooms, 2 baths, 2 car garage, over 2,100 sq ft., completely renovated w/ new tile floors, cabinets, counters, & appliances! [Click Here](#) **\$192,700**



Milano—3 bedrooms, 2.5 baths, 2 car attached garage, 1,700+ sq ft. under air, private & peaceful landscaped views, & beautifully furnished! [Click Here](#) **\$1,300/mo.**



Heritage Greens—2+Den, 2 baths, 2 car garage, over 1,700 sq ft, endless & private lake/golf views, upgraded cabinets & countertops, Priced right! [Click Here](#) **\$249,000**



Sherwood—2 bedrooms plus den, 2 baths, 1 car garage, 1st floor with private preserve views, granite counters, screened lanai plus stone paver patio. [Click Here](#) **\$164,900**