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Key Interest Rates*:

- 30-yr. Fixed 4.19%
- 15-yr. Fixed 3.46%
- 5/1-yr. ARM 3.04%
- 1-yr. ARM 2.95%
- 30-yr. Fxd Jumbo 4.83%
- 15-yr. Fxd Jumbo 4.17%
- 5/1 ARM Jumbo 3.20%
- Prime Rate 3.25%

Inside the Numbers:

Jan. 1—Sept. 30, 2011
(Naples Only)

Single Family Homes

Total # Sold **3,213**
Avg. Sale Price **\$475,634**
Currently **2,533**
Currently Pending **1,007**

Condos (all types)

Total # Sold **3,390**
Avg. Sale Price **\$305,442**
Currently Listed **3,422**
Currently Pending **624**

Monthly Quote:

I don't measure a man's success by how high he climbs, but how high he bounces when he hits bottom!

~ Gen. George Patton

Nick Bobzien's Real Estate Review

Welcome to my October 2011 Real Estate Review. If you know someone else who would like to receive my newsletters, please feel free to forward this to them and have them contact me. I am always available to assist you with your Real Estate needs and answer any questions you have, so please feel free to contact me if I can be of service.

Looking for the perfect place to shop for the perfect gift? That place is Paper Lantern, a locally owned boutique offering a wide variety of gifts & stationery at every price point. No matter the occasion - Wedding, Housewarming, Baby Shower, Birthday, Christmas, etc. - Paper Lantern has the perfect gift!! Located at 2700 Immokalee Road #7 in the Uptown Plaza. 239-593-4004.

Mention "Nick's Newsletter" and receive additional 10% off your purchase!

Naples Real Estate Market: Downing Frye Realty Newsletter

Here is a copy of the newsletter my office produces each month. It has some great information I think you will find very useful, informative, and interesting. Enjoy...

Downing Frye Realty on a fast pace:

"We have now closed over 200 transactions this month," said Mike Hughes, Vice-President of Downing Frye Realty, Inc. (DF) "That shouldn't be new news because we have closed over 200 transactions EVERY month this year. What is news, though, is that the last time DF closed 200 transactions in every month was in 2005. Going a step further, in only two other years has DF ever closed 200 transaction in each month. This was accomplished in 2004 & 2005 (the "bubble years") and now so far in 2011! This is assuring for the local real estate market as well, where we continue to see a steady increase in activity. Our pending sales for the month of September are over 200 as well. September is normally a month where the majority of the pending sales are on the lower end of the market. This Sept. was no different."

Naples Inventory Decreases:

The availability of properties in the Naples area market is continuing to drop while overall median sales price is stabilizing.



The inventory of properties in August 2011 shows a decrease of 21% compared to the previous year. Here are the facts, comparing the 12 months ending August 2011 with the 12 months ending August 2010:

- Overall pending sales increased 5%

with 10,107 contracts compared to 9,607 contracts.

- Single-family home pending sales increased 5% with 457 contracts compared to 436 contracts.
- Condo sales increased 12% with 4,880 sales compared to 4,371 sales.

Bonita Springs-Estero Strong:

Interestingly, there was a 12% increase in the number of properties listed in the Bonita Springs-Estero market in August 2011 compared to the number listed in August 2010. Also, there was a 43% increase in the number of properties sold during that same time.

The Top Ten sales reported in August were all in gated communities except for one located directly on the beach. The average sales price of the Top Ten was 13% higher in August 2011 than in August 2010.

Sales Increase Around Florida:

The year-to-year comparison for closed sales of existing single-family homes and existing condos shows significant increases with home sales up 15% and condos up 17%.

Additionally, the statewide median sales price for existing homes rose to \$137,500, a 2% increase in August over the previous month.

Housing Market Indicators:

- Florida existing home sales: **+15%** (month-to-previous-year).
- Florida existing condo sales: **+17%** (month-to-previous-year).
- Florida existing home median price: **\$137,500**.
- Florida existing condo median price: **\$91,900**.
- National existing home sales: **-3.5%** (month-to-previous-month; all housing types).
- National existing home median price: **\$168,300**.
- National (Freddie Mac) mortgage rate: **4.09%** (all housing types).

The figures for "Inside the Numbers" are derived from SunshineMLS on October 18, 2011. They are deemed accurate, but are not warranted or guaranteed. *All interest rates are derived from Bloomberg.com on October 18, 2011, and may contain points.

Current Listings, Pendings & Recent 6 Month Sales



Saturnia Lakes—4+Den, 3.5 baths, 3 car garage, 3,773 sqft. under air, marble floors, granite counters, tropical pool, lake views!
[Click Here](#) \$675,000 (Incl. Furniture)



Banyan Woods—5+Den, 4 baths, 3 car garage, 3,800sqft, brand new—never lived in, cul-de-sac lot, beautiful kitchen, great Central location!
[Click Here](#) \$575,000



Queen's Park—3 bedrooms, 2 baths, 2 car garage, 1,700 sq ft. under air, corner lot, recently updated, wood floors, granite counters, lake view!
[Click Here](#) \$264,900



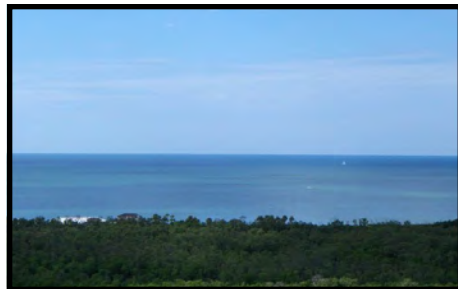
Calusa Bay—2+Den, 2 baths, 1 car garage, 2nd floor, nearly 2,000 sq ft. under air, beautiful lake views, electric hurricane shutters, Excellent condition!
[Click Here](#) \$249,000



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



St. Raphael @ Pelican Bay—2 bedrooms, 2 baths, 1 car garage, 1,400+ sqft, 15th floor with beautiful Gulf & Sunset views, turnkey furnished, A STEAL!
[Click Here](#) \$699,000



Golden Gate Estates—3+Den, 3.5 baths, 2 car garage, 2,500+ sqft. courtyard pool home, built in 2009, lots of privacy and interior upgrades!
[Click Here](#) \$239,900



Firano—4+Den, 3ba, 3car, 3,024 sqft, gourmet kitchen w/ granite counters & SS appliances, Pool/Spa Package! For Sale/Rent
[For Sale](#) [For Rent](#) \$480,000 / \$3,000/mo.



Golden Gate Estates—3 bedrooms, 2 baths, 2 car garage, over 1,700 sq ft. under air, 2.73 acres, completely fenced-in, remodeled kitchen, large pool!
[Click Here](#) \$1750/mo.



Arielle at Pelican Marsh—3 bedrooms, 2+ baths, 2 car garage, 2nd floor, nearly 2,000 sq ft. under air, beautiful southern golf course views!
[Click Here](#) \$319,900



Imperial Golf Estates—3 bd, 3 ba, 2 car, 2,700+ sqft, remodeled w/ granite & hickory maple wood cabinets, pool, tile, new roof, new carpet, corner lot!
[Click Here](#) \$399,900

Current Listings, Pendings & Recent 6 Month Sales



Glen Eagle—3 bedrooms, 2 baths, 2 car garage, 1,500+ sqft under air, private landscaped views, hurricane shutters throughout, bundled golf community. [Click Here](#) \$156,000



Sherwood—2 bedrooms + Den, 2 baths, 1 car garage, beautifully Turnkey furnished, stunning lake views, hurricane shutters, Great Location!! [Click Here](#) \$165,000



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](#) \$924,900 / \$2,995/mo.



The Strand—2+Den, 2 baths, 1 car garage, 1,500 sqft under air, 1st floor, completely remodeled with granite, wood cabinets, diagonal tile, and more! [Click Here](#) \$3,500/mo.



Island Walk—2 bedrooms, 2 baths, 2 car garage, 1,540sqft, excellent condition, private pool, famous Divosta built-in entertainment center. [Click Here](#) \$225,000



Sherwood—3 bedrooms, 2 baths, 1 car garage, 1600+ sqft, 1st floor end unit, beautiful long lake views, tile floors, freshly painted, great location!! [Click Here](#) \$1,100/mo.



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



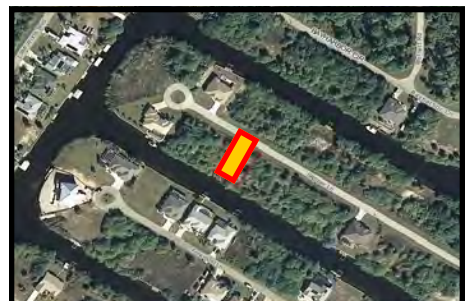
Saturnia Lakes—4+Den, 3.5 baths, 3 car garage, 3,773 sqft under air, private views, private pool, upgraded tile & wood floors, beautiful kitchen! [Click Here](#) \$589,900



San Carlos Park—3+Den, 2 baths, 2 car garage, over 2,000 sqft under air, Custom built home, maple wood cabinets, granite counters, and more! [Click Here](#) \$116,000



Logan Woods—3 bedrooms, 2 baths, 2 car garage, 1,600+ sqft, beautiful landscaping, on 1.59 acres, well maintained and ready for new owner! [Click Here](#) \$179,000



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

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



The Strand—2 bedrooms plus Den, 2 baths, 1 car garage, 1,490 sqft., 1st floor, golf course views, Southern exposure, Bank Foreclosure! [Click Here](#) \$156,000



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](#) \$151,000



St. Maarten @ Pelican Bay—2+Den, 2 baths, turnkey furnished, BREATHTAKING GULF/SUNSET VIEWS from this 12th floor condo—Location! [Click Here](#) \$539,000



North Port—3 bedrooms, 2 baths, 2 car garage, 1,923 sqft under air, granite counters, maple wood cabinets, lush landscaping, on canal. [Click Here](#) \$75,000



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



Sherwood—3 bedrooms, 2 baths, 1 car garage, 1,630sqft, beautiful long lake view, new tile & carpet, freshly painted, original owner, immaculate! [Click Here](#) \$150,000



Golden Gate—3 bedrooms, 2 baths, 2 car garage, Colonial style home with front/back porches, over 1 acre of land, fenced-in backyard! [Click Here](#) \$110,000



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



Spanish Wells—2 bedrooms (both Master Suites), 2.5 baths, 1,400 sqft. Western golf course views, screened lanai, and courtyard patio entrance. [Click Here](#) \$75,000



Sherwood—2 bedrooms plus Den, 2 baths, 1 car garage, 1st floor end unit, 1,225 sqft under air, beautiful lake views, many recent updates! [Click Here](#) \$120,000



Terra Vista—2+Den, 2 baths, 2 car garage, beautiful southern lake/fountain views, over 1,800 sq ft., attached villa lives like single-family home! (Pocket Listing) \$129,900

Current Listings, Pendings & Recent 6 Month Sales



Regent Park—3 bedrooms, 2 baths, 2 car garage, 1,700+ sq ft. under air, Southern lake view, private pool, split floor plan, excellent North Naples Location [Click Here](#) **\$227,500**



Ibis Cove—3 bdrms, 2 baths, 2 car garage, 1,455 sqft., wrap-around western & southern lake views, vaulted ceilings, Premium Cul-de-Sac lot. [Click Here](#) **\$150,000**



Sherwood—2 bedrooms plus Den, 2 baths, 1 car garage, western lake views, beautifully decorated, turnkey furnished including '01 Buick LeSabre. [Click Here](#) **\$120,000**



Orange Blossom Ranch—4 bedrooms+Den, 2.5 baths, 2 car garage, nearly 2,500 sqft under air, private pool, large backyard, large Master Suite! [Click Here](#) **\$180,000**



Milano—3 beds, 2.5 baths, 1 car garage, 1,580 sqft under air, maple wood cabinets, granite counters, cherry wood floors, lake view, very nice! [Click Here](#) **\$1,400/mo.**



Fountain Lakes—3 bedrooms, 2 baths, 2 car garage, 1,600+ sqft under air, peaceful landscaping views, turnkey furnished excellent condition & location! [Click Here](#) **\$2,000/mo.**



Milano—3 bedrooms, 2.5 baths, 1 car attached garage, nearly 1,600 sq ft., upgraded kitchen, beautiful lake views from lanai, excellent location! [Click Here](#) **\$1,200/mo.**



Pelican Bay—2 bedrooms, 2 baths, over 1,300 sq ft., remodeled kitchen, turnkey furnished, & Breathtaking Gulf views from 10th floor lanai! [Click Here](#) **\$474,000**



Vanderbilt Towers—Efficiency suite located on the 5th floor. Steps to Vanderbilt Beach, Queen Murphy Bed, 1 bath, and turnkey furnished. [Click Here](#) **\$105,000**



Sherwood—3 bedrooms, 2 baths, 1 car garage, 1,630 sqft, new carpet, remodeled kitchen, western lake views, and hurricane impact doors/windows! [Click Here](#) **\$165,000**



Quail Creek Village—3 bedrooms +Den, 3 baths, 2 car garage, end unit, 2,300sqft under air, private pool, excellent western golf course views! [Click Here](#) **\$232,500**



This spot is still available! If you know of a friend, family member or neighbor that might be interested in buying or selling a home, please have them contact me today!