



**df DOWNING-FRYE REALTY, INC.**

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**Key Interest Rates\*:**

- 30-yr. Fixed 4.02%
- 15-yr. Fixed 3.37%
- 5/1-yr. ARM 2.99%
- 1-yr. ARM 2.76%
- 30-yr. Fxd Jumbo 4.69%
- 15-yr. Fxd Jumbo 4.03%
- 5/1 ARM Jumbo 3.24%
- Prime Rate 3.25%

**Inside the Numbers:**

Jan. 1—Oct. 31, 2011  
(Naples Only)

**Single Family Homes**

Total # Sold	<b>3,411</b>
Avg. Sale Price	<b>\$470,447</b>
Currently Listed	<b>2,689</b>
Currently Pending	<b>1,002</b>

**Condos (all types)**

Total # Sold	<b>3,636</b>
Avg. Sale Price	<b>\$298,142</b>
Currently Listed	<b>3,574</b>
Currently Pending	<b>736</b>

**Monthly Quote:**

I demolish my bridges behind me... then there is no choice but to move forward!

~ Firdtjof Nansen

# Nick Bobzien's Real Estate Review

Welcome to my November 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: Season is upon us!

As you can see from the statistics in the columns to the left, our Real Estate market is continuing to thrive here in the Naples area. Here are some recent press releases you might find interesting. Please enjoy your Thanksgiving holiday—may it be spent relaxing & enjoy the company of your family & friends!

**Home market sees a sliver of good news** (USA Today—Nov. 18, 2011) The share of borrowers falling behind on home loans dropped in the third quarter, & building permits for single-family homes climbed in Oct. to their highest level in 10 months, new data shows. The reports bring "some of the most solid, relatively good news" that the housing sector has seen in some time, said Jed Kolko, chief economist for real estate website Trulia.

The Mortgage Bankers Association said the share of mortgage borrowers who have missed at least one payment—but are not yet in foreclosure—fell to 8% in the third quarter from 8.4% in the second quarter. The share of borrowers more than 30 days behind but less than 60 days late fell the most, to a four-year low of 3.2% from 3.5% in the second quarter. That drop suggests that fewer borrowers are falling behind for the first time, which will reduce foreclosures years from now. Still, 4.2 million borrowers are more than 90 days behind on their mortgages or are already in foreclosure. Most of those borrowers will lose their homes to foreclosure or other distressed sales in the coming years.

That will continue to put pressure on home prices, said Paul Dales, economist at Capital Economics. He expects U.S. home prices, down about 4% from last year [nationwide], to stay flat next year.

"We're moving in the right direction, but we're still above normal" for troubled loans, said Michael Fratantoni, MBA's vice president of research & economics. He says the number of new delinquencies should continue to decline if job growth continues.

Home building is also well below normal, even with the stronger Oct. showing. Housing starts slipped slightly in Oct. from Sept. to an annual rate of 628,000, the Commerce Dept. said. That's about half the pace of long-term trends leading up to the housing bubble. Single-family starts were up 3.9% from Sept. Permits, which are a better indicator of future activity, rose 5.1% for single-family homes & 24% for multifamily units, the Commerce Dept. said. The Oct. results point to a single-family market that's "finally getting off the mat" & a multifamily segment that's making "small strides", said Patrick Newport, economist at IHS Global Insight.

**Florida's home, condo sales higher in Oct.** (Florida Realtors®—Nov. 21, 2011) Florida's existing home & existing condo sales continued to show gains in Oct., according to the latest housing data released by Florida Realtors®. Existing home sales increased 13% last month with a total of 13,755 homes sold statewide compared to 12,145 homes sold in Oct. 2010, according to Florida Realtors.

"Statewide, both sales & prices are above where they were this time last year", noted Florida Real-

tors Chief Economist Dr. John Tuccillo. "The monthly median prices have ticked down slightly for the past few months, but the overall trend continues to show gains year-over-year. "These numbers, combined with reports from Realtors throughout the state, indicate that we're seeing a strong interest in purchasing Florida real estate from smart investors who are taking advantage of the current favorable market conditions", Tuccillo said. "These folks tend to have a long-term outlook & plan to hold onto their property purchases for a while."

Seventeen of Florida's metropolitan statistical areas (MSA's) reported higher existing home sales in Oct.; Twelve MSA's had higher existing condo sales. The statewide median sales price for existing homes last month was \$131,200; a year ago, it was \$136,600 for a decrease of 4%. According to analysts with the National Association of Realtors® (NAR), sales of foreclosures & other distressed properties continue to downwardly distort the median price because they generally sell at a discount relative to traditional homes. The median is the midpoint; half the homes sold for more, half for less.

The national median sales price for existing single-family homes in Sept. 2011 was \$165,600, down 3.9% from a year ago, according to NAR. In Massachusetts, the Sept. statewide median resales price was \$294,950; in California, it was \$287,440; in Maryland, it was \$228,879; & in New York, it was \$217,600.

In Florida's year-to-year comparison for condos, 6,132 units sold statewide in Oct., a 12% increase over the 5,473 units sold in Oct. 2010. The statewide existing condo median sales price last month was \$87,800; a year earlier, it was \$80,500 for a 9% gain. The national median existing condo sales price in Sept. was \$163,800 according to NAR.

"The latest unemployment figures indicate that Florida's jobs outlook is improving, mortgage rates remain at historical lows & buyers are able to consider a variety of housing options at affordable prices in communities across the state", said 2011 Florida Realtors President Patricia Fitzgerald. "This is a great time to consult a local Realtor® about homeownership opportunities in your local housing market."

**Downing-Frye Realty—Monthly Newsletter:**

"Properties are selling faster than they're coming on the market for us," said Mike Hughes, Vice-President. "All price ranges from low to high are performing well. We've already participated in over 2,650 closed transactional sides this year and I have no doubt we'll top 3,000 by the end of the year. As of the end of Oct., Downing-Frye has experienced 12 straight months of at least 200 pending sales per month. We haven't experienced this much volume since 2004-2005, the bubble years. Our Sept. pending sales were up 11% over last Sept. Sept. and Oct. are typically slower months, so this amount of activity is especially encouraging going into season. New construction is also getting more active, which is another positive sign for the real estate market."

As always, please feel free to email me your thoughts & opinions of the Naples Real Estate Market!

The figures for "Inside the Numbers" are derived from SunshineMLS on November 22, 2011. They are deemed accurate, but are not warranted or guaranteed. \*All interest rates are derived from Bloomberg.com on November 22, 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



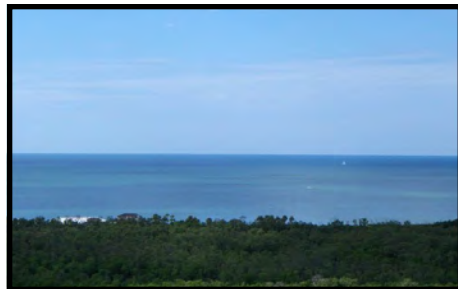
**Calusa Bay**—2+Den, 2 baths, 1 car garage, 2nd floor, nearly 2,000 sq ft. under air, beautiful lake views, electric hurricane shutters, Excellent condition!  
[Click Here](#) \$249,000



**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](#) \$680,000



**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



**Delasol**—4+Den, 3 baths, 2 car garage, 2,453 sqft, granite counters, maple wood cabinets, diagonal tile, and private view! Practically A Brand New Home!  
[Click Here](#) \$375,000

# 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



**Lely Golf Estates**—3 bedrooms, 2 baths, 1 car garage, 1400+ sqft, corner lot on 1/3 acre, beautiful & private landscaped views, private pool in great location! [Click Here](#) \$195,000



**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



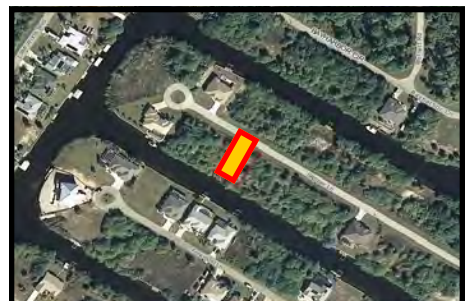
**Saturnia Lakes**—4+Den, 3.5 baths, 3 car garage, 3,773 sqft under air, private views, private pool, upgraded tile & wood floors, beautiful kitchen! [Click Here](#) \$589,900



**The Strand**—2+Den, 2 baths, 1 car garage, 1,500 sqft under air, 1st floor, beautiful southern lake & golf course views, turnkey furnished! [Click Here](#) \$175,000



**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](#) \$470,000



**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! [Click Here](#) \$125,000

# 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](#) **\$210,000**



**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**



**Tarpon Bay**—3 bedrooms, 2 baths, 1 covered carport, 1,500+ sqft, new carpet, freshly painted, end unit, private wooded views, and great amenities! [Click Here](#) **\$1200/mo.**



**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!