

“Anyone can hold the helm when the sea is calm”

— Sir Francis Drake —



They're Back!



Pete's most lovely wife and real estate broker extraordinaire, Anne, just opened her new company—WOODS & ASSOCIATES REALTY. Anne's long time close friend and business associate Kay Coscio also came on board, along with newly licensed side kick (and very special sister in law) DIANE WOODS. This Terrific Trio will be domiciled within the hallowed halls of our offices here at Pier 66. Don't ask what their rent is!!

Anne has been full time in real estate for 20 years and Kay's been hard at it almost as long. They were together for several years in the old regime of Woods & Oviatt and

moved on to Re Max Partners for 8 years until making the recent transition. The Girls were consistently among the top performers in both sales and listings at the Las Olas branch and were recipients of the firms most coveted awards and recognition as multi million dollar producers. Diane, although a rookie is a quick study and just closed a sale for \$1.5M—not bad for her first deal.

It is well documented that home and condo values have declined in the past 18 months but conditions are improving and their second quarter sales were surprisingly strong. They have several prime waterfront listings along with some desirable locations off the water. While commercial real estate is not their forte, a rental property portfolio—both single and multi family units—is available. The Girls also wish to report that they have a handful of clients who are most willing to consider an exchange for a quality boat. This certainly is an intriguing

opportunity that could prove to be beneficial for specific cases.

By adding the real estate division to the company we have re-defined the term cross marketing. Through our combined client data bases and industry connections, the networking recourses we can access in an effort to promote and sell your vessel or home are tremendous. The yacht/property combination distinguishes us from the typical one dimensional brokerage firms that are limited to either one or the other.

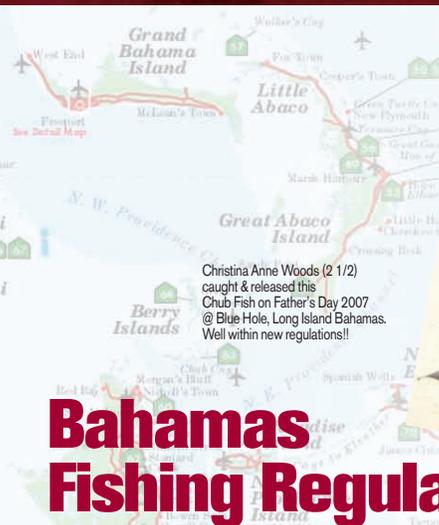
So, you must be wondering, “what about aircraft”—stay tuned, we are in negotiations with Sky King & Penny to join the team.

Please sign on to www.woodsycharts.com our newly designed web site and go to the Real Estate link to view their current listings and get better acquainted with the Terrific Trio.

Las Olas Point Lot • Ft. Lauderdale, FL

Point lot with 285' of waterfront. Deep water dockage for up to 140' vessel. 4 bedrooms plus office, 4.5 bathrooms, new kitchen with adjoining family room. Spacious living room with wood burning fireplace. Enjoy the breeze and serene views from huge covered patio area with L-shaped pool. PLEASE CALL ANNE WOODS @ 954-249-8476.





Christina Anne Woods (2 1/2) caught & released this Chub Fish on Father's Day 2007 @ Blue Hole, Long Island Bahamas. Well within new regulations!!

Bahamas Fishing Regulations

Some of the world's classic fish stories have been fostered in the Bahama Islands, and for good reason. Grander Blue Marlin—Quad hook ups of Whites—coolers full of Flag Yellow Tails—Schools of Yellow Fin Tuna—Colonies of Lobsters!!! Florida's seasonal and resident boaters have been harvesting legendary catches for decades by simply crossing the Gulf Stream, wetting a hook and factoring in favorable conditions with a little bit of luck. The Bahamian government has recently implemented drastic limits for all species that will put a serious crimp in our lines. There is a considerable ground swell of opposition that will hopefully result in a more liberal bounty, but for now, here's a copy of the new regulations. Stay tuned for up-dates.

Permits are obtained from Custom officials at ports of entry. Fishing gear is restricted to hook and line and you may not fish with more than six rods at a time. No vessel shall have on board any fish unless its head and tail is intact. bag limit are as follows:

Lobster or Crawfish: Six tails per vessel, at any time. Annual closed season is April 1 to July 31. Minimum size limits are 3-3/8 inch carapace length or six inches tail length. Egg-bearing female crawfish are protected.

Conch: The Queen Conch (conch) is considered an endangered species throughout much of the wider Caribbean, including The Bahamas. In an effort to ensure the continued sustainability of local conch stocks, the harvesting of the species by foreign boaters is prohibited.

Wahoo/Dolphin/Kingfish: Six fish per vessel, any combination.

Vessel Bag Limit: 20 pounds of scalefish, 10 conch and six crawfish per vessel may be exported from The Islands Of The Bahamas.

Stone Crabs: Closed season is June 1 to October 15. Minimum harvestable claw is four inches. harvesting of females is prohibited.

Turtle: Illegal to catch or have on board; although legal to eat in The Island Of The Bahamas.

Spearfishing: Hawaiian slings is the only approved spearfishing device. Use of scuba gear or an air compressor to harvest fish, conch, crawfish and other marine animals is prohibited. Spearfishing is not allowed within one mile off the coast of New Providence, within one mile off the south coast of Freeport, Grand Bahama and within 200 yards of the coast of all Out Islands. Spearfishing or taking marine animals by any means is prohibited within national sea parks.

Choose Wisely

Tomato—how do you pronounce it, TE-MA'-TO or TE-MAH-TO? An easy decision that couldn't possibly have any bearing on your well being or financial status. There are more critical choices to be made, now that you have chosen the boating lifestyle. It's time to make a trade, either buying—selling—or both (we like the both thing). A myriad of factors come into play that need to be weighed out in order to successfully accomplish your objective. Assigning a broker is the easy part—Woods & Associates!! Next, you will instruct us what your ultimate, best case scenario entails and together we will develop strategy on how to make it happen.

When considering your next boat, there are more complexities to deal with than ever before. No one can possibly recite the names of all the different boat manufacturers in business, be they domestic or foreign companies. The range and vast number of vessels being campaigned on the brokerage market is overwhelming. The selling side of the equation has its own set of circumstances that require prudent advice. With 30 plus years on the front line of the yachting industry, we have been involved (conservatively) in about 1500 separate transactions that include approximately 55 different manufacturers from all over the globe. We can instinctively employ our expertise and objectively guide you through the process without any groundings.

Sellers wonder—how much should I ask—when will it sell and at what price—is there a better time to list—do I need to make cosmetic or mechanical improvements—are there a variety of marketing approaches to consider—how about docking at Pier 66—can you provide crew or maintenance services??? Buyers ask—which manufacturer would you recommend—what should I pay—speed—sea keeping characteristics—budget to maintain—is there a length that would better provide required staterooms—Caterpillars, Detroit, Cummins, MTU, Deutz or whatever—where should I flag vessel—can I avoid sales tax—would you recommend to offer for charter—predict re-sale value.

Perhaps the best way to un-complicate the process, after you have programmed all the information and advice available, is to diligently employ the disciplines required and let your heart take over. After all, the fundamental priority is to settle in on the vessel that will make you and your family happy!

We don't have all the answers but can most likely find out and help you choose wisely.

M&M Rumor



Rumor has it that the M&M Boys may very likely be called up from the minors on time for this year's fall classic and be offered a major league contract. And we're not referring to the revered and dearly departed Mantle & Maris of the New York Yankee's fame, or the World Series. No indeed—that would be Matt & Max Woods of M&M Yacht Brokerage, to coincide with the Fort Lauderdale International Boat Show. Keep an eye on the box scores and stay tuned.

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MARLENA 144' Trinity 1998 Yacht Fisherman. Paxman Diesels 3500hp each. 23kt cruise. 5 staterooms plus crew. Major refit & extension 2005 ABS + A1 in class - **TRULY AWESOME**



130' Westport Tri Deck 2006/07 MTU 12V4000s 2735hp each. 5 staterooms plus crew, high gloss cherry interior. Complete amenity package **EXCELLENT CHARTER VESSEL**



SOULMATE 106' Broward 2005/06 Caterpillar C-30s 1525hp each. 4 staterooms plus crew aft. Custom décor with maple interior. Impressive equipment **LIKE NEW -- WILL TRADE**



MISS KENDALL 95' Hargrave 2005 Caterpillar C-30s 1550hp each. 4 staterooms plus crew. High gloss cherry interior. Owner moving up to larger vessel. **EXCEPTIONAL THROUGHOUT**



FORTUNA 2 87' NorthCoast Flushdeck w/Cockpit 2006 Caterpillar C-32s 1650hp each. 4 staterooms plus crew aft. Satin cherry interior. Finest quality - highly custom design. **PALM BEACH CONDITION - SERIOUS SELLER**



PARADOX 82' Hatteras 1995 Detroit Diesel 16V92TAD-DECS 1450hp each. 4 staterooms plus crew aft. White ash interior. Particularly well kept - **INCREDIBLE SEA-KEEPING QUALITIES -- AGGRESSIVE SELLER**



JALI 75' Hatteras MY 2001 Caterpillar 3412s 1400hp each. 5 staterooms, maple interior w/many custom features. Professionally maintained, turn key. **OFFERS ENCOURAGED**



PEGASUS 70' Hatteras Conv w/tower 2000 Detroit Diesel 16V200s 1800hp each. 4 staterooms, high gloss maple interior, internal staircase fresh décor. **NEW TO MARKET -- IMMACULATE**



SHOGUN 68' Hatteras 2006 Caterpillar C32As 1800hp each. 4 staterooms, high gloss African mahogany interior. Owner moving up to larger vessel. Fully loaded & tricked out **SPECTACULAR!**



TICO TIME 65' Hatteras w/tower 1994 Detroit Diesel 16V92s 1450hp each with one year warranties. 3 staterooms maple interior. Lowest priced on market. **TYPICAL HATTERAS QUALITY. SHOWS GREAT!!**



MISS LISA 43' Hatteras w/tower 1994 Cummins 630hp each. 2 staterooms, white ash interior. Complete refit - repainted and repowered - Bahamian duty paid. Manageable vessel, original owner **SHARP!**



ROAD RUNNER 39' Midnight Express 2004 triple 275hp Mercury Verados full tower best quality center console available - fish and dive **BETTER THAN NEW**



PRESTIGIOUS HARBOR BEACH FT. LAUDERDALE, FL
212' Of protected deepwater dockage 5 minutes to ocean! This 3 bedroom, 2.5 bath home was built with outstanding qualities. 1500 Feet of patio space with pool and large covered entertainment area. **PLEASE CALL ANNE WOODS @954-249-8476**



LAS OLAS RIVER HOUSE IN THE HEART OF FT. LAUDERDALE, FL
High in the sky Columbus Model has views of ocean, river and city from this 2 bedroom, 3 bath furnished unit on the 28th floor very modern and chic, once model unit. Building amenities **UNMATCHED** in the city. **PLEASE CALL ANNE WOODS @954-249-8476 OR KAY COSCIO @954-383-3238**

SOME LISTINGS PICTURED ABOVE ARE NOT W & A EXCLUSIVES, BUT ARE OFFERED ON THE CO-BROKERAGE MARKET



Charter Option

One of the more difficult choices in yacht ownership is the decision to charter or remain private. The high operational costs and limited time to spend aboard your boat frequently creates a dilemma that can take the fun out the experience. A well structured charter program may be just the answer you were looking for.

The concept is rather elementary but sound. Create earnings to fund expenses—qualify for certain tax write offs—keep vessel & crew active. There is a well defined charter market world wide that is ever expanding, with interest in all size and type vessels. The fleet is not limited to Mega Yachts in the Med or Caribbean. Charters in domestic waters and the Bahamas account for the majority of the activity, aboard motor yachts and sport fisherman from 65' to 115'. While there is traditionally more interest in yachts, the sport fish models have great potential. With the dramatic increase in the length & accommodations of sport fishing vessels of late, owners can capitalize on a void in that segment of the market.

With only a few weeks during the year where you can get away, the most desirable cruising and fishing destinations may have been off limits. By booking a modest number of charters in these ports during idle time, enough monies can now be generated to more that justify the related costs otherwise absorbed on a personal level. So many of the entrepreneurs who enjoy boating have subscribed to this approach, it should be well worth your consideration.

Please give us a call if you are curious about the mechanics of a charter program and how it would apply to your specific vessel. We can provide a charter pro forma designed for your current boat or a new acquisition under consideration. It will cover income potential with a break down of expenses both fixed and variable. A tax specialist and maritime attorney will be recommended to work with you and personal advisors to consider what approach would be best. It's all about enhancing the boating experience and improving the bottom line.



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