



NEW YEAR'S RESOLUTIONS

Here are 10 most noble ways to enhance your boating experiences. If you can get on board with these rather fundamental approaches to different scenarios, it will most certainly have a profound impact that could very well affect the rest of your life both ashore and at sea.

The following are submitted for your consideration, in no particular order:

1. If you reach an impasse during negotiations on pending boat deal, suggest your broker receive a rather dramatic increase in his commission.
2. Assist crew in washing and chamoising your vessel on a regular basis.
3. Be sure and bring Expert Friend along for sea trial & survey to scrutinize exercise and keep everyone involved on their toes.
4. Invite your broker and his family for an all expense paid vacation aboard your yacht while cruising New England this summer.
5. Purchase boat even though you really don't have the time to use it and in no way can actually afford to make the loan payments.
6. Take full blame the next time your captain runs the boat aground (despite the fact that your were 1,000 miles away in your office at the time of the incident).
7. Be more creative in how to exaggerate the size & number of fish you caught and released following your next venture off shore.
8. Encourage crew to drink your booze and sleep in the master stateroom (during your absence of course) while making the next delivery.
9. Compliment the marina manager for his fair pricing of dockage and fuel while he is verifying the limit on your credit card.
10. Selling low and buying high for boat transactions is a practice that in no way should be frowned upon.

"Twenty years from now you will be more disappointed by the things that you didn't do than by the ones you did do. So throw off the bow lines. Sail away from the safe harbor. Catch the tradewinds in your sails. EXPLORE—DREAM—DISCOVER" ----Mark Twain

Featured Vessel



We proudly offer an opportunity to acquire a new vessel while virtually eliminating the anxiety and additional expense normally associated with the construction process that always seems to drag on. This handsome yacht will be completed mid June 2008 in Kaoshiung, Taiwan. There

will be ample time for final commissioning & shake down, then re-locating in the States for the fall & winter cruising and charter season.

MCA and DNV certified, the most stringent criteria has been employed to deliver a world class vessel. She has 6 staterooms with the master on deck. The decor theme is traditional with satin finish African Mahogany wood treatment throughout. Crew quarters will accommodate 6 with the captains cabin behind wheel house on upper deck. Caterpillar power with state of the art systems including frequency converter and passarelle for global operation.

Listed well below replacement cost. Please call for full details and visit our web site www.woodsychtsandrealty.com for full particulars and photos.

Featured Home



Recently completed, located in the prestigious Rio Vista Isles of south east Ft. Lauderdale, this truly is a custom home in every regard. Situated on an interior point lot with 250' of deep waterfront with full concrete dockage & pilings at wide turning basin, 5 minutes from the Intercoastal and 15 minutes from the Atlantic. Will accommodate vessel up to

135' on one side of dock and additional 100 plus feet on the other.

The British Colonial theme is a refreshing departure from the typical contemporary homes that lack the charm and warmth of this intriguing property. Six bedrooms & bathrooms (master up with elevator), two half baths, bar and wine room, library, double sided fireplace, covered patio area with gazebo, bar & grill along side pool and Jacuzzi, are key features of this 7,000 (under air) square foot estate.

Please visit our web site www.woodsychtsandrealty.com for virtual tour and call to arrange a private showing.

The Energizer Bunny



Michelle Holtzhuiser has joined the real estate division at Woods & Associates and we couldn't be happier. She brings a wealth of knowledge & experience that is only exceeded by her enthusiasm! Don't try to keep up with Michelle because her energy level will leave you on the side lines!

If there could be a **perfect fit** to our organization, Michelle very gracefully fits the bill. Her family comes first, beginning with husband Chris (father & yacht broker extraordinaire) and their 3 spectacular teenage daughters,

Stephanie, Emily and Niki. Next is her career where Michelle has been quite successful the past 10 years, developing as many new friendships as she has clients. She is equally as strong a listener as she is a seller and you will find her style most refreshing.

Michelle is excited to offer a 2 bedroom, 3 bath **Penthouse**, corner unit at **Le Club** (Ft. Lauderdale) with unobstructed Intracoastal & Ocean views. 60' deeded dock included!! Call Michelle and she'll tell you all about this **1st Class Condo**.

Florida Cracker Extraordinaire



How many of you have actually met a 5th generation Floridian? Introducing Mobley McClellan, the latest member of our real estate division here at Woods & Associates. He truly is the **genuine article**, and most proud of it, with both sides of his family homesteaded in the Sunshine State back in the 1840's.

Mobley's loyal following in his real estate career, along with future customers, benefit from his vast local knowledge of the landscape—past & present. He grew up in Lighthouse

Point on the Intercoastal and remains an avid boater, tennis fan and world traveler. Mobley graduated from the University of Miami with a business degree in International Finance and Marketing. He then worked in England and Northern Ireland for 5 years before returning home to south Florida where he found his true vocation.

Over a 13 year commitment to the real estate profession, Mobley has gained a well deserved reputation of offering superior customer care. He believes that there is no such thing as "above & beyond the call of duty"—instead, that every individual and case should be treated with the ultimate degree of concern and hands on involvement.

Please call Mobley for further details on this select listing: SE Point estate in Coral Ridge with 230' of water frontage. Custom 3 bedroom/3.5 bath with great views and perfect place to dock your yacht.

Pride of Ownership

The yachting fraternity is reserved for a privileged few who have earned their way in. Cruising or fishing aboard your own vessel is truly the ultimate life style and a most gratifying reward for jobs well done. Choosing the proper boat is just the beginning—now it is an absolute requirement that you properly maintain her and actually improve the condition during your term of ownership.

The vast majority of our deals at Woods & Associates are brokerage sales, where there are seldom any transferable warranties. As such, the initial *buyer's survey* will be the most compelling factor in a pending transaction. It will reveal any defects and offer recommendations to elevate the condition of the boat to meet required standards of excellence. The report will then function as a work order and blue print to care for your new asset, in keeping with good marine practice. It would be a most worthwhile consideration to engage your surveyor for an annual inspection to help keep ahead of any potential deferred maintenance. All this will ensure that your use of the vessel will be relatively trouble free and enjoyable. It also is a hedge against unreasonable depreciation once it's time to sell.

If there are any hull or systems defects, they normally surface within the first year or two of operation and they would be covered under the new boat warranty. Beyond that it seems that the most expensive failures are engine related and if the boat is within 2-5 years of age there may be transferable engine warranties. In the case where there is no coverage in place, all the major manufacturers, Caterpillar, MTU, Detroit Diesel, Cummins and MAN offer extended warranties for second owners. The requirements vary, but in general the age, hours and condition are the determining factors to qualify. We can put you in touch with the appropriate extended warranty departments to fully explain their specific plans and then assist in the process.

There are also after market hull and system warranty programs that your boat might be eligible for. Passport Premiere is the best known and most reliable. They typically limit coverage for boats up about 65 feet and within 5 years of age. Again, give us a call and we can provide the basics and introduce you to one of their representatives.

"Pride of ownership is a psychological benefit to owning rather than renting. It is reflected in well maintained assets. A price cannot be attached to this subjective value, however it does become readily apparent when applied to a high degree."

The message here is to **take good care** of your most prized possession and it will pay off in real dividends.



Captain of vessel (which shall remain unnamed) was photographed while exercising the boss' dog during a bitter cold snap at Ocean Reef over the holidays.



This same fearless Captain was seen leaving the Reef, undaunted by storm warnings, for yet another off shore adventure. "This truly is a case of being pot committed!"



Tough Act To Follow

There is one constant that we can definitely rely on in the boat business—Boat Shows are well attended. As brokers, if we are well prepared—have desirable product in a good location—and put in a supreme effort during the event—sales will follow. We have three such opportunities here in South Florida during the year, with the Miami Yacht & Brokerage Show up next, February 14th through the 18th. Woods & Associates will once again be participating, with several prime listings in our display on Collins Avenue.

We were fortunate to have sold 4 of our listings during this past Ft. Lauderdale Show, with a 5th deal the following week. Some might attribute this to **luck**—that's okay provided you subscribe to my definition; *good luck is where preparation and opportunity meet!!* We are going to take the same positive approach and attitude when we ascend on Miami Beach and have set our goal to eclipse the results in Lauderdale. A tough act to follow for sure, but definitely something to shoot for.

There are several variables that should come into play. We have yet to see a strong contingency from Europe and Canada taking advantage of the currency exchange rate. Interest rates are favorable and lenders are most accommodating, offering a variety of structures to suit your needs. Fuel, dockage and insurance continue to be an issue but we can offer suggestions how to mitigate these escalating expenses to make them almost tolerable. Even though the stock market is up and down like a yo-yo, consumer confidence remains fairly positive depending on who you listen to. Perhaps most important of all is the intangible fact that **Great Deals** always take place at Boat Shows. We'll see you in Miami.

Opportunity Knocks

There is a rather profound quote from the late Robert F. Kennedy (imagine if he was a candidate today—move over Hillary & Barack) that rings loud and clear when considering the fledgling real estate market. "**Where there is uncertainty there is opportunity.**" He was addressing particulars concerning global social & political issues during a speech in the mid '60's. In fact he made reference to the Chinese hieroglyphics depicting the words danger & opportunity as being somewhat synonymous in a liberal meaning of their word **weiji**.

危机

In plain English, there is no time like the present for those aspiring home or condo owners here in South Florida. The market has been uncertain at best, and we believe has now dipped to a level where it is safe to make your move. Some prospective buyers are concerned that we haven't yet hit the low water mark regarding values. Well how about if we help you establish the **bottom** instead of waiting too long and actually missing the opportunity. We have experienced similar downward real estate trends in the past and remained on the sidelines for things to rebound and guess what, *it's happening*. Please trust our instincts, which are influenced by many years of experience along with a keen understanding of what is truly taking place in the market. As more properties sell, the values will gradually increase and once again will become the safest investment for your hard earned dollars.

Another famous Chinese proverb worth repeating, "**He who hesitateth is lost**"



"MISS KENDALL" 95' 2005 Hargrave



"AFTER YOU" 94' Horizon 2005



"LEIGH MARIE IV" 84' 2006 Lazzara



"PEGASUS" 70' 2000 Hatteras



"PIECE 'A CAKE" 70' 1991 Hatteras



"TICO TIME" 65' 1994 Hatteras



"BLACK SHADOW" 65' 1988 Hatteras



"GRAN SLAN" 63' 1987 Hatteras



"AMAJEN" 63' Hatteras 2001



"FREE ENTERPRISE" 62' 2006 Neptunus



"MARSH HAWK" 60' 2000 Hatteras



"SEVEN C'S" 60' 2003 Novatec



"FOLLOW ME" 52' 2002 Viking



"JUST ANOTHER DEAL" 52' 1989 Hatteras



WOODS
& ASSOCIATES
 R E A L T Y

It's a time to Buy

FORT LAUDERDALE BEACH



DRASTICALLY REDUCED CONDO! 1 Bedroom/2 bath condo has been completely RENOVATED & furnished to absolute PERFECTION! Watch cruise ships & yachts from balcony. SELLER WILL PAY 6 MONTHS MAINTENANCE FEES AND SELLER FINANCING AVAILABLE. OFFERED AT \$499,000. Call Michele Holtzheuser (954) 294-7603.

HARBOUR INLET



DESIREABLE FAMILY NEIGHBORHOOD - TOTALLY REMODELED. This 3 bedroom/2.5 bath home has outstanding qualities to the NTH degree! Fabulous pool area with tiki bar, impeccably maintained inside and out - an absolute pleasure to show! Offered at \$895,000. Call Anne Woods (954) 249-8476 or Diane Woods (954) 249-3003.

LAS OLAS RIVERHOUSE



EXPANSIVE VIEWS OF OCEAN, RIVER & CITY. Modern 2 bedroom/3 bath condo completely furnished on the 28th floor in excellent condition. EXTENSIVE UPSCALE AMENITIES INCLUDING FULL SERVICE SPA UNMATCHED IN THE CITY. Offered at \$1,300,000. Call Anne Woods (954) 249-8476 or Kay Coscio (954) 383-3238.

LAS OLAS POINT LOT - 250 FT + DEEP WATER

Renovate or build custom home with EXPANSIVE WATER VIEWS! Calm water dockage for 2 large vessels over 100 ft. Absentee Owner. Bring all offers. Offered at \$3,950,000. Call Anne Woods (954) 249-8476 or Diane Woods (954) 249-3003.

UNIQUE OPPORTUNITY: Adjacent properties on each side are for sale could be assembled approximately: 710 Ft. of CONTINUOUS WATER FRONT!!



POINT OF AMERICAS I



"LUXURY LIVING AT IT'S FINEST" Rarely available 2 bedroom/2 bath Lanai residence with soaring 12' ceilings. This well maintained unit has large square footage and is literally steps to the pool and private beach area. Oversized patio area with garden views. This is a low floor lovers dream home! Just reduced to \$579,900. Call Mobley McClellan (954) 684-8469

ESSEX TOWERS



"PALACE IN THE SKY" Panoramic and stunning! 180 degree views await you from this totally updated SE 17th floor corner residence. This 2/2 unit boasts having limestone flooring, gourmet eat in kitchen & luxurious new bath. Pet friendly complex and located near shopping, beaches and nightlife. Offered at \$624,900. Call Mobley McClellan (954) 684-8469.

BREAKWATER SURF CLUB



"BERMUDA COLONIAL BEACHSIDE GEM" Watch the ships go by from this classic residence located in a meticulously maintained neighborhood just 2 blocks from Harbor Beach & just 6 houses from Port Everglades Inlet. Updates done in 2007. Move in or build up 3 stories. Drastically reduced to \$599,000. Call Mobley McClellan (954) 684-8469.



Good News!!

Bahamas Relax Fishing Regulations

Nearly one year after the Bahamas Department of Marine Resources implemented very restrictive fishing regulations for visiting boats, it decided to relax the regulations for popular game fish. Beginning on January 1, 2007, visiting boats could keep no more than six migratory species per boat including wahoo, dolphin, tuna and kingfish and no more than 20 pounds of demersal fish such as grouper and snapper.

The Department of Marine Resources amended the regulations, allowing foreign boats to keep 18 migratory fish (wahoo, dolphin, tuna and kingfish) per vessel and no more than 60 pounds or 20 bottom or reef fish such as grouper and snapper, whichever is greater. All species of billfish (marlin, sailfish and swordfish) must be released unharmed except for those fish landed during an approved sport-fishing tournament.

For more information, visit
www.bahamas.com or call 800.224.3681.

Christina and Janette got an assist when our own Ryan Woods landed this huge Cabrera Snapper on rod & reel at Chubb Cay this past summer. I do believe it exceeded the Bahamian bag limit at the time.

First-Class Mail
U.S. Postage
PAID
Permit #1390
Ft. Lauderdale, FL

WOODS
YACHT BROKERAGE & REALTY
ASSOCIATES
2301 SE 17th Street,
Ft. Lauderdale, FL 33316
(954) 764-4880