

## No CHATTER newsletter for practically 3 years...

### What's up with that??

How about a big (and sincere) MEA CULPA. Fact is didn't want to further contaminate your senses with nasty commentary. Would have been derelict if avoided reporting the state of affairs in the boat market (poor to miserable). Didn't want to be the "bearer of bad news" so took evasive (and somewhat cowardly) measure and simply shut down the press. Well, *We're Baaack*—right along with a resurgence in the heretofore waning business of selling boats—both new & brokerage. Yes, our quarterly news letter has now officially been resurrected, in concert with an absolute turn around in sales. I can now proclaim, with true elation that the sheer number of transactions in the 1st three quarters of this year has more than tripled from this same period last year. This figure is accurate—not just based on our own good fortunes here at WOODS & ASSOCIATES—but shared almost without exception with competing brokerage firms and new boat dealers. One of the most reliable measures is to ask a marine surveyor. They will support this brief market summary by telling you their services have never been in higher demand. Speaking to a 20 year veteran in the trade he said *"it's been absolutely crazy all summer."*

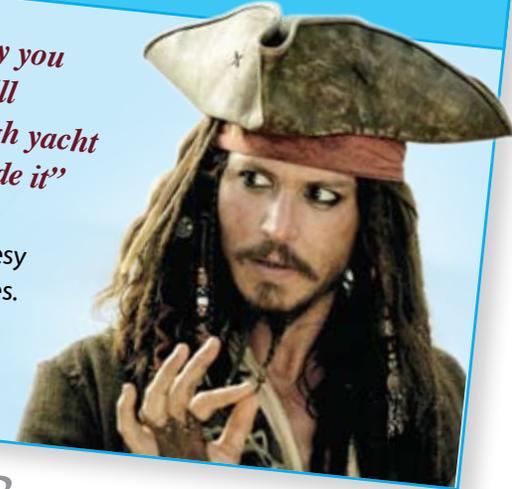
You may want an explanation—not that simple but will try and break it down in a pedestrian manner. Yes, the economy has suffered immensely since October 2008—impacting practically all of us in a negative way—some levels beyond harsh. This forced a virtual shut down in new boat construction, which in turn influenced near paralysis on the pre-owned/brokerage activity. Fact is there were still considerable discretionary dollars to be circulated throughout the waterfront but a lack of consumer confidence and discontent with curious governmental policy took precedence. High fuel & dockage prices and related services certainly didn't help. The most dramatic result is so many of you simply stopped boating! Now, the prevailing attitude *ENOUGH is ENOUGH*. The die hard boating community decided they had been sitting on the side lines far too long. It was time to get back in the game and that is precisely what has taken place.

OK, so what does this all mean and how may you be affected. Price is certainly a factor. New boat manufacturers & dealers are now reducing profits to better justify the purchase. Sellers of brokerage product have subscribed to the concept that yes, even their vessel is a depreciable asset. As such, worth more today than tomorrow, so best to take a more concessionary posture in negotiating. For the most part buyers are no longer waiting for the market to bottom out and have relaxed their rigid stance in assessing values. Please don't ask for a prediction on how long this movement will continue—instead—jump in—the water's fine!!

Is it OK to embrace Johnny Depp's rather poignant quote as our new company mantra?

*"Money doesn't buy you happiness. But it will buy you a big enough yacht to sail right along side it"*

I guess not - kind of cheesy but it does speak volumes.



## DO's & DON'Ts

Do's & Don'ts of your attendance at the Ft Lauderdale International Boat Show. (Thursday 10/27 thru Monday 10/31)

- **DO** stop by our displays of premeir listings -- the south side of the Hall of Fame Marina AND just south of the Las Olas bridge. And **DON'T** forget how to get elected into the Hall. **DO** something great—like buying a boat!
- For you older dudes who **DO** choose to bring your much younger, "trophy" niece to the show, **DON'T** permit her to wear those 4" spikes that you like so much.
- If taking a water taxi ride on the Intercoastal stay focused should you see a competing realtors sign on a property of interest. **DON'T** call their # **DO** dial Anne or one of her posse @ Woods & Associates Realty 954-764-4880.
- **DO** exercise a measure of good taste when choosing your boat show wardrobe. **DON'T** want to be accused of breaking out that award winning Halloween get up too soon. Those tickets we promised you could be recalled.
- **DON'T** bring your pet Schnauzer to the show—even if your precious canine can fit into her own custom made Hermes doggie bag. Unless you **DO** have Puppy show her fangs and sharpen her teeth on the competition.
- **DON'T** get distracted by any of the charlatan yacht brokers clamoring for your attention and business. **DO** swiftly dismiss there unsavory advances and remain faithful to Woods & Associates. SEMPER FIDELIS!!
- **DON'T** leave town without patronizing our 3 favorite local restaurants; Grateful Palate, Bistro Mezzaluna and Grill 66. **DO** call well in advance for reservations. And by all means **DO** send over a cocktail if you see a Woods & Associates team member.
- Most importantly, **DON'T** forget that our main objective during show is to sell a boat or 2 - or 3. If you're ready to "pull the trigger" and find the right boat.... **JUST DO IT.**



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**"REMEMBER WHEN" 162' Christensen 2011**  
Twin MTU 12V4000's 1800hp. 6 staterooms plus crew quarters.  
Arguably the most spectacular Christensen ever built!



**"LADY LILI" 112' WESTPORT 2009**  
Twin MTU 16V2000's 2000hp. 4 staterooms plus crew quarters.  
Mohogany interior. EXCEPTIONAL. Just Listed!



**"LADY BREANNA" 94' Ferretti 2000**  
Twin 1800hp MTU'S, 4 staterooms (on deck VIP)  
plus separate crew, original owner!

*Not for sale in US waters to US citizens.*



*Not for sale in US waters to US citizens.*

**"SWEET SARAH" 82' Horizon 2006**  
Twin 1550hp CAT'S, 3 staterooms plus separate crew aft,  
Pristine condition!



**"HOOK EM" 82' Hatteras 1992**  
Twin 2450hp Deutz's, 4 staterooms plus separate crew aft.  
Must sell!



**"MAYBE NEXT YEAR" 72' Hatteras 2010**  
Twin 1650hp CAT'S, Sky Lounge model, 4 staterooms plus  
crew. Better than new!



**"MAKARA" 70' Knight & Carver 2002**  
Twin 1400hp CAT'S, 3 staterooms plus separate crew aft.  
"One off" superb quality!



*sistership photo*

**"BLACK JACK" 68' Azimut 2008**  
Twin 1360hp MAN'S, 3 stateroom plus separate crew.  
Highly customized, flawless!



**"AFTER FIVE" 68' Hampton 2007**  
Twin 1015hp CAT'S, 3 staterooms plus separate crew aft.  
Shows like new!



**"PLACEBO" 63' F&S Boatworks 2006**  
Twin 1650hp CAT'S, 2 staterooms plus crew.  
Mint condition, 48 knots!



**"SEA GODDESS" 50' SILVERTON 2007**  
Twin Volvo Penta's 715hp. 3 staterooms cherry wood interior.  
Professionally maintained.



**"HIGH STAKES" 43' TIARA SOVRAN 2008**  
Twin IPS Drives 700hp. 2 staterooms teak wood interior.  
Well equipped. Flawless condition

**WWW.WOODSYACHTS.COM**



## Welcome Aboard

Stephanie Pennay has recently joined the ranks @ Woods & Associates and will be donning a multitude of hats. To begin with, she has taken on the role as office manager and executive brokerage administrator—a vital position that will include all phases of the listing & sales process. Next—an even more daunting task—Stephanie has been appointed the Director of our newly formed Yacht Charter & Crew Placement Division.

We are now fully operational to assist you in one of the more frustrating challenges of ownership—Captain & Crew relations. No doubt they are the most vital component of the boating experience and can “make it or break it.” Our approach will be to limit any job candidates to individuals or teams that have fully pre-qualified to meet your requirements. Defining characteristics to “make the cut” will include; Skill Sets-Time in Grade-Long Term Commitment-Consistent Positive References-Moral Fiber and Attitude. DNA in the crew screening process is essential to assure you make the right choice and avoid multiple crew re-hires.

Our commitment to fully engage in the Yacht Charter services is absolute. We have previously just dabbled in this most demanding side of the brokerage trade and recognize the benefits it provides our select clientele. Now we are going to take it to the next level. If you should decide to offer your vessel for charter we can represent you, in earnest, as Central Agent. Interacting within the Charter Brokerage society, marketing & management will all be addressed consistent with our concerns for your best interest. When the time comes that you or a friend may be interested in chartering a yacht we will deliver! Having been on location since the early 70's we are intimately familiar with a considerable number of vessels in the world wide charter fleet—including their respective crew members. Our access to the entire range of available yachts, and cooperation of associate charter brokerages will assure you of a seamless and enjoyable experience.

Stephanie is a true Floridian (born & bred) –an avid “Lady Angler”, scuba diver and sports enthusiast. Her previous endeavors include a strong background in the yacht brokerage profession which encompasses all the demands & responsibilities we have placed on her desk. She brings a genuine passion and commitment to assist Woods & Associates friends and customers to maximize the up-side of the boating lifestyle. Please call on Stephanie for any charter or crew questions or concerns—or to just extend a rousing WELCOME ABOARD.



## The Truth, The Whole Truth & Nothing But

The real estate division of WOODS & ASSOCIATES remains under the constant “*how's the market*” inquisition, “have values reached the bottom?” Without avoiding the issue or sugar coating it, the answer is somewhat bleak—but not completely. The front page of Ft Lauderdale's Sun Sentinel, on September 22nd proclaimed the following; “South Florida home sales rose in August. The # of existing homes sold was up 19% from August 2010, with a median price increase of 5% in Broward County (Ft Lauderdale). Still, analysts caution that they don't expect the housing market to hit bottom until at least 2012”

Consistent with the Sun Sentinel article, homes & condos are selling at a modest increase in closings over the past 3-4 months. We have been involved in a hand full of transactions between \$300k to \$3,000,000. The rest of the story is the prices are well below seller's expectations—primarily based on their original purchase price and improvements. The values have decreased on average about 40% in past 3 years—a sad reality. Appraisals are hindering deals, with overly conservative numbers, which only adds fuel to the fire. Lenders have a new set of guidelines to qualify for mortgage—no more blind approvals.

So how about some encouraging news. We've already quoted the positive report from the Lauderdale newspaper. Best of all-- it's a great time to buy, perhaps unprecedented. To say it's a Buyer's Market would be way understated. There are exceptional opportunities to strike a deal—like never before! Mortgage rates are extremely low and with above average credit scores—no problem. Property taxes creeping down—not up. Contractor & subs have lowered their rates for home modifications. South Florida remains to be one of the most desirable venues for both primary & secondary homes & condos. The sun's still shining and fish still biting. And one more thing you can bet on—our realtors remain up-beat and are poised & ready to assist in any way possible.

## Lady Luck

The 1st Tuesday of October brought a slight north wind off shore in Ft. Lauderdale. Seemed like good opportunity for Captains' Brian Tambone and John Coscio to take Betty Hamilton for the inaugural sail fishing venture aboard her 52' Viking, HIGH STAKES—recently purchased from Woods & Associates. So how did they fare—well, if you look closely there are 10 release flags flying proudly from the riggers—with Betty the high hook with 8!! Yes, she has already entered the Sailfish Cup and just might the dark horse early favorite. Stay tuned.

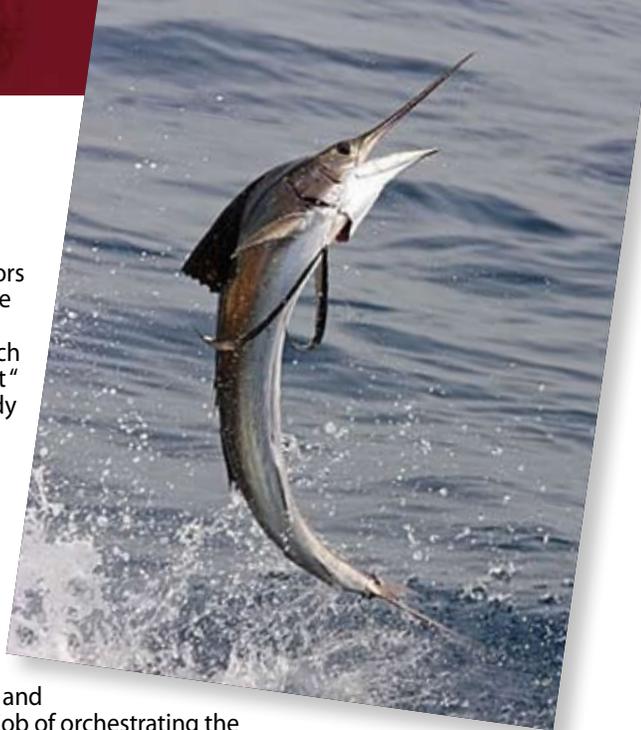


# FISH ON!!!



This past May, Woods & Associates was center stage as one of the anchor sponsors for the inaugural Bimini Big Game Club Invitational. The world renowned marine artist and conservationist, Guy Harvey is part of the group who essentially resurrected the Big Game Club. He was the face & voice of the tournament, which went off without a hitch. The targeted species was blue marlin, enforcing a strict "release" format. One of our companies greatest all time friends and clients, Randy Holloway (of the VARSITY JACKET fame) took 1st place. We'll be back on board for year two, and follow up with more info early next year.

Now its sailfish season and we have signed on as the exclusive yacht brokerage sponsor for the Sailfish Cup. This is a most prestigious live bait—full release tournament that is the 1st of 3 legs included in the World Fishing Tour. The dates are Monday, November 14 thru Wednesday the 16th, with fishing Tuesday & Wednesday. The lead sponsor is NASCAR (they take an active role with both drivers & owners participating) and it is a most competitive invitational event, headquartered from the Miami Beach Marina. This is the 5th year of the tournament, which has always been sold out, limited to 43 boats and teams—the # of cars in NASCAR races. Chris King and his staff do an incredible job of orchestrating the event that includes top shelf cocktail parties, dinners and the grand finale—awards banquet at the South Beach Marriott. The sailfish are plentiful throughout the fall & winter months. Last year was a classic photo finish. DE-BAIT-ABLE (65 Viking) with Michael & Billy Walsh, edged out HIGH STANDARDS (36 Yellowfin) the 2nd day of fishing. Both teams released 20 Sailfish each, with DE-BAIT-ABLE taking 1st place based on time (time breaks all ties). There were a total of 261 releases during the two day's fishing!!



There are still a few positions left if you wish to participate in this 1st class tournament. Check out the web site [www.sailfishcup.com](http://www.sailfishcup.com) for all the particulars and give us a call to make arrangements to get you registered. We are truly excited to be involved and can't wait for lines in!

## The Road to VICTORY

The father - son tandem of Lester and Christopher Abberley have joined the yacht brokerage team at Woods & Associates. Since the humble inception of the company in 1973 (under original name of Woods & Oviatt), and including the MarineMax years of 1998 thru 2005, this is the most significant broker placement we have ever landed! Les has credentials that all brokerage houses would covet. As the publisher of the internationally acclaimed Showboats magazine for 15 years he has gained a vast knowledge of all facets of the marine industry from rigid bottom inflatables to mega yachts. The relationships he has established are endless. This along with his tireless work ethic and networking abilities will assure immediate success. His son, Chris has the yachting gene firmly embedded in his DNA and has previously served a stint in the yacht brokerage trade. Chris' enthusiasm is truly infectious, and his commitment is absolute. Together they are a perfect fit to integrate the family business Ryan, Matt and I have established. It has been well documented that small closely held companies can provide clientele an abundance of personal services, working together for a common goal—EXCELLENCE in performance.



The rest of the story is that 2 ½ years ago Chris sustained a disabling spinal cord injury in a wicked fall after then re-locating to Colorado. He has high hopes of recovering through a rigorous rehabilitation—therapy schedule he maintains daily with his dad and mom, Brigitte ever by his side. Yes, this was a life altering event, but most definitely not a defeat. *Never underestimate the power of faith and determination.*

When both my son's Ryan & Matt entered the yacht brokerage profession, they wanted to know the formula for success. I answered that you obviously need extreme product knowledge, high energy

and integrity. However, I explained that the singular most essential component is PERSERVENCE—the ability to overcome adversity. This is a most compelling trait that Chris brings to the table—an intangible quality that will see him right thru to the Yacht Brokerage Hall of Fame.

In the early weeks of Chris' recovery at Craig Hospital in Denver, the Woods Boys tendered an offer of employment in a get well letter (accompanied by a Woods & Associates tee shirt that has become a staple of his wardrobe). And now it's coming to fruition—in a meaningful way. Les & Chris have aligned themselves with long established and highly credible not-for-profit organization called Help-HOPE-Live, formerly NTAF (National Transplant Assistance Fund). Through their efforts of grass roots fund raising they empower individuals and families to overcome financial barriers related to transplantation or catastrophic injury. Since 1983 they have raised over \$72,000,000 for out of pocket medical and related expenses, particularly when insurance benefits lapse or don't cover the astronomical costs. Both Chris & Les will donate their commissions to Help-HOPE-Live, who in turn will administer funds for medical expenses not covered by insurance to help underwrite the expense of Chris' ongoing recovery. This unique approach will in turn allow seller's to earmark a portion of the commission they pay as a charitable contribution to a "501c3." Now they will be eligibility to tax deduct that specific figure from their IRS return—a benefit not acceptable under routine commission payments. This is a win-win scenario if their ever was one.

*It is with great pride and anticipation that the Woods & Abberley families have joined forces. We look forward to continually catering to all of your boating needs.*

# It's time to buy!

## RIO VISTA ISLES



225 FEET OF PROTECTED DEEP WATER DOCKAGE! 3 Bed/2 Bath with pool with several updates. Perfect home for 2 yachts up to 100 feet with turning basin and 5 minutes to Inlet. Offered at \$1,825,000. Call Anne Woods (954 249-8476)

## SANTA BARBARA



100 FEET OF DEEP WATER! 4Bed//3.1Bath/2 Car Garage Spacious 1 story home with split bedroom plan with several updates. Includes 3200 KW Generator. Large covered patio with pool, spa and wet bar. Offered at \$887,000. Call Anne Woods (954 249-8476) or Kay Coscio (954 383-3238)

## RARE OPPORTUNITY



SELDOM FOR SALE! The Palms "Villa" Located directly on 450' of oceanfront. Luxurious & unique 4Bed/3.2Bath/2 Car Garage Villa. Interesting finishes & décor. Hand selected marble, granite, fabric and light fixtures by Aqua Creations and Dale Chihuly - endless list. Unobstructed Views of the ocean from all 4 floors. STEPS TO BEACH! Offered at \$4,900,000. Call Anne Woods (954 249-8476)

## LAS OLAS ISLES



WEEKLY & SEASONAL RENTAL! 1st class 4Bed/3Bath/ heated pool sleeps 10. Totally updated with outstanding quality & completely furnished. 100' of waterfront. 32' Intrepid Center Console plus fishing gear included as long as you use & pay Captain Billy and gas. Offered at \$10,000. Weekly Call Anne Woods (954 249-8476)

## HARBOURAGE PLACE



UNIT 701: 3Bed/3.5Bath corner unit over 3,500 sq. ft with a FABULOUS PALM BEACH style. 2 parking spaces & 3 storage units. Offered at \$1,450,000.  
UNIT 703: 3Bed/3.5Bath corner unit light, bright & spacious (3,500 sq.ft.) with a contemporary style including furniture. Offered at \$1,299,000. Call Michele Holtzheuser (954 294-7603)

## HARBOR BEACH



DRAMATIC UNOBSTRUCTED VIEWS OF THE HEART OF FORT LAUDERDALE'S WATERWAY! Meticulously maintained home with 7Bed/7.2Bath/3Car Garage/ pool has an endless list of features with a floor plan that lends it self to gracious Florida living. 150 feet of dockage for your yacht. Offered at \$10,500,000. Call Michele Holtzheuser (954 294-7603)

## POINTS OF AMERICA



This 2Bed/2Bath completely remodeled unit is on the Northwest corner of the 7th floor is designed in neutral shades. Light & bright location with wrap around balcony allowing great views both North & South of the ocean and port entry. Come down to the Beach! Offered at \$599,000. Call Michele Holtzheuser (954 294-7603)

## SE CORAL RIDGE POINT HOME



SOUGHT AFTER OVERSIZED SE POINT HOME IN CORAL RIDGE. 230 feet of waterfront - 51feet on Idle Speed section of Intracoastal & 179 feet of protected side canal dockage. Unique custom home ready for your decorating or build your own new mansion. Can be combined with neighboring property for a total of 380 ft. Offered at \$1,429,000. Call Mobley Mc Clellan, PA (954 684-8469)

## HARBOUR INLET



LA MARIETTA! Charming and rarely available 2 Bed/2 Bath SE corner unit. Private Courtyard, 2 garage Spaces. Light bright & ready to move in-washer/dryer in unit. Can rent immediately & large pets allowed. Live like a millionaire at fraction of the cost. Offered At \$179,000. Call Mobley Mc Clellan (954 684-8469)



So, what do we have here?  
An aquatic/airborne voyeur  
with a jet pack Peeping-Tom  
on Lady Gaga in her  
Intercoastal townhouse??

Actually not. This is a young man demonstrating a Jet Lev that is being marketed by our friend Dave Carmichael @ Brownies. Check out their web site for all the neat stuff they have to add to your water toy collection. [www.yachtdiver.com](http://www.yachtdiver.com)

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