

# Why You Should Buy A House In The Keys Now

Have you looked at the price of a rental in the Upper Keys lately? I took a quick look at available rentals (by owner) on Craig's List and here is what I found:

- \$800 - large 1br
- \$1450 - 2br-768sqft
- \$1500 - 2br-650sqft
- \$1890 - 3br-1048sqft
- \$2200 - 3 br-1000sqft, furn.

And those prices are not on the water! You must be prepared to pay 1 st months rent plus your last months rent plus a security deposit usually equivalent to one months rent.

And what do you have to write off on this at tax time vs the write off you receive from home ownership?

Some people are afraid to buy a home in "times like these, with the economy tanking and home prices continuing to fall." We hear all that doom and gloom on the nightly news and read it in the papers daily. I have been in the real estate business for over 30 years here in the Keys, and have seen many challenges and changes in our marketplace. I adamantly disagree with the doomsayers! I firmly believe that right now is the perfect time to buy your home in the



Keys. In fact my question is really, "Why shouldn't you buy a house in the Keys now?" Here are a few reasons why I believe the time is right...

I tell my customers, "The time has never been better, as the prices are certainly at an all time low. Besides the low prices, there are also short sales and foreclosures on the market. These properties give the buyer even more value for their buck."

Foreclosures and short sale properties are priced below what the owner has paid for them, and are based on prices that the bank will consider taking to sell the home. The advantage to buying one of these home is that there are many extras and upgrades that your budget would not nor-

mally be able to include. You get more for your money!! Yes, there can be some disadvantages, too. The time period to negotiate and close on one of these homes takes a bit longer. Sometimes 4-6 months, and possibly longer, so if you have a time frame in which you must move or close, this may not be the best choice for you to consider.

There are other advantages that the buyer should keep in mind. There's a huge inventory from which to choose. Many homes have lingered on the market for some time, and you may be able to negotiate an even better price than normal. In addition to getting a better sales price, you can also ask the Seller to pay some of your closing costs or give you a credit towards an improvement. With so much competition to get their house sold, Sellers are willing to give some incentives to the Buyers.

I have a builder right now that will pay all the closing costs, add a privacy fence and upgrade appliances all at no extra for the Buyer. These are significant savings that add to your bottom line. Take



Contributed by Jane Wasmund  
Tropical Springs Realty  
CRS, SFR, Broker Sales

advantage of this power now, because when the market starts to improve, some of this negotiating power starts to diminish. Also, of course, mortgage rates are near a 50-year low, which greatly affects the affordability of the price of the home that you can purchase. As the economic recovery gains momentum, interest rates will increase, making your mortgage more expensive. A half-percent in mortgage interest can add a hundred dollars or more to your monthly payment, depending on the amount of your loan.

I hope that some of these reasons will be helpful to you in making your decision and compel you to call your realtor today to take a look at what's available here this great paradise that we call the Keys. Owning a home here is more of a possibility than ever before, and I know you'll be glad that you too can call the Keys 'Home.'

Please Note:

New Email Address  
for the Coconut Telegraph:  
theconchtelegraph@gmail.com

# The Key Players Shine In... ON GOLDEN POND

Join us for the Key Players show, **On Golden Pond**. This classic is a love story of Norman and Ethel Thayer, whose summer home on a lake in Maine has been their own little slice of heaven for 48 years. Enjoy their journey as a teenaged boy suddenly enters their lives and they realize their own surprising growth. **On Golden Pond** is funny; it's heartwarming; it's poignant... it's life.



Cast and Crew of **On Golden Pond**. L to R seated: Ron McMahon, Kat Newman, Mary-Ann Gibus, Gary Ellis. L to R standing: Chris Elwood, Russ Holmes, Harvey Retzack, Kathy Miller, Ben Jones, Jonelle Kop, Bill Wilson, Kim Lahr, Bob Auer.



Waterville, Maine Telephone Operator, played by Kathy Miller, agrees to give the Thayers' phone ringer a test.



"Holy Mackinoly!" exclaims Charlie Martin (Russ Holmes). "I've broke the thing-a-ma-bobbers off your screen door." This jovial mailman provides comic relief.



Norman (Gary Ellis) and Ethel Thayer's (Mary-Ann Gibus) daughter Chelsea (Kat Newman) arrives for a visit with new boyfriend Bill Ray (Ron McMahon) and his son Billy (Ben Jones).



The 'On Golden Pond' girls camp song, sung as best as they can remember it from all those years ago.



Mommy (Gibus) and Daughter (Newman) vow to work on being a closer family.



Norman Thayer, Jr. (Gary Ellis) asks, "Who is calling me...it's not St. Peter, is it?"



Starring:  
**Gary Ellis**  
**Mary-Ann Gibus**  
**Russ Holmes**  
**Ben Jones**  
**Ron McMahon**  
**Kathy Miller**  
**Kat Newman**

Producer:  
**Kathy Miller**

Director:  
**Jonelle Kop**

Unlikely friends become inseparable as Billy (Ben Jones) and Norman (Gary Ellis) spend a summer fishing and reading.

Remaining show dates are the first 3 weekends in February at the Murray Nelson Government and Cultural Center at MM 102 Bayside.

Lobby and Box Office open at 7:00pm - Seating is at 7:30pm - Curtain at 8:00pm.

Ticket prices are: \$16 in advance, \$18 at the door. Refreshments will be available.

Photos courtesy of Pete Bacheler.



The Key Players in cooperation with the Friends of the Key Largo Cultural Center present  
**The Key Players**  
Since 1978  
Friends of the Key Largo Cultural Center  
The Key Players is a 501(c)3 organization promoting COMMUNITY THEATER in the UPPER KEYS

# ON GOLDEN POND

by Ernest Thompson  
Produced by permission of  
DRAMATISTS PLAY  
SERVICE INC.

\* Jan. 31 performance proceeds to benefit Redbone "To Catch the Cure" for Cystic Fibrosis.

THU, FRI, SAT **Jan.31\*, Feb. 1 & 2**  
THU, FRI, SAT **Feb. 7, 8, 9, and**  
WED, THU, FRI **Feb. 13, 14 & 15**  
**Murray E. Nelson Government & Cultural Center**  
**MM 102 Bayside, Key Largo**  
Lobby doors open at 7:00 Tickets: \$16 in advance \$18 at the door Seating at 7:30 Curtain at 8:00

Advance tickets available for specific dates at these locations:  
Ticket outlets have a limited number of advance tickets, so buy early.

**The Art Box** by Tower of Pizza (MM 100.6)  
**The UPS Store** Trade Winds Plaza (MM 100.4)  
**Post Net Store** Islamorada (MM 88)

For more info call: 305-453-0997 or visit: [www.thekeyplayers.org](http://www.thekeyplayers.org)

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