



# The Waterford News

Presented by

**BARBARA CONREY**

Broker-Realtor / Multi-Million \$ Producer

**(954) 520-6401 Direct**

## Hi Neighbors!

There are currently 13 properties available for sale in Waterford Homes, 6 of which are short sales. With short sales, the seller must prove hardship before the bank will consider accepting a loan payoff less than the full amount of the loan.

3 properties are pending contract waiting for the inspections to be completed, the bank to accept a short sale figure, the appraisal for the property and the buyers to obtain loans. One of these is a short sale and one is a foreclosure which has had prior contracts on it but those contracts have not previously closed.

3 properties have sold since the last newsletter. One of these was a distress sale, one a foreclosure, and one where the seller paid \$12,000 of the buyer's closing costs. Buyers are looking for low prices and seller concessions. Serious sellers are pricing their homes to compete with the foreclosures and short sales, taking into consideration the condition of their properties. Many short sales and most foreclosures are in poor condition.

### Available Waterford Homes

		List Price
Dansk model w/pool & fireplace, new kit, canal	reduced to	\$359,000
Dansk model w/pool & fireplace, new kit, lake	new listing	\$359,000
Lennox model w/pool	<b>SHORT SALE</b>	\$350,000
Gorham model, w/pool remodeled, canal	reduced to	\$349,900
Wedgewood, wide lake	reduced to	\$339,000
Custom home, remodeled kit, wide lake	reduced to	\$325,000
Lennox model w/pool on corner lot	reduced to	\$299,000
Gorham, pool, totally remodeled	<b>SHORT SALE</b>	reduced to \$265,000
Fostoria model w/pool	<b>SHORT SALE</b>	\$235,000
Gorham, pool, backs to park	<b>SHORT SALE</b>	reduced to \$235,000
Lennox	<b>SHORT SALE</b>	reduced to \$230,000
Atlantis w/pool corner lot		\$194,900
Lennox, backs to the park	<b>SHORT SALE</b>	reduced to \$189,000

### Sales for Waterford Homes Last 5 months

	List Price	Sold Price	Date
Lennox model, corner lot, reduced from \$324,900 to	\$288,000	\$284,900	10/08
Lennox model, <b>DISTRESS SALE</b> reduced from \$314,900 to	\$239,900	\$219,000	12/08
Atlantis w/pool/ <b>FORECLOSURE</b> reduced from \$299,900 to	\$212,900	\$212,900	1/09

### Contract Pending Waterford Homes

	List Price
Dansk w/pool, enclosed garage <b>SHORT SALE</b>	\$200,000
Atlantis w/pool, needs work, <b>CORPORATE OWNED</b>	\$150,000
Custom w/pool, needs work <b>FORECLOSURE</b>	\$199,900

### Deerfield Beach Phone Numbers

Beach conditions	954-480-4413
Beach stickers	954-480-4298
City Hall Information	954-480-4200
Code Enforcement	954-480-4241
Fishing Pier	954-426-9206
Library (Percy White)	954-360-1380
Parking Tickets	954-480-4399
Special Events	954-480-4428

### Parks:

Arboretum	954-480-4240
Constitution Park	954-480-4494
Deerfield Island	954-360-1320
Pioneer Park	954-480-4430
Westside Park	954-480-4480
Tennis center	954-480-4422

### Sanitation:

Recycling Hotline	954-480-4454
Trash Collection	954-480-4391
Water/Garbage Bills	954-480-4279
After Hours	954-480-4371

**For all your real estate needs—be sure to call  
Barbara Conrey, Your Waterford Real Estate Specialist**

**954-520-6401    [barbaraconrey@bellsouth.net](mailto:barbaraconrey@bellsouth.net)**

**Proudly residing in and serving Waterford Homes at Crystal Heights for 24 years**

**[View my listings at barbaraconrey.sef.mlxchange.com](http://View%20my%20listings%20at%20barbaraconrey.sef.mlxchange.com)**

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**Volume 139**

# Waterford Home Owners Association WHOA NEWSLETTER INSIDE

*Keep informed about what's happening in our neighborhood!*

**The Waterford News** by



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DEERFIELD BEACH FL 33442-5926

I LOVE REFERRALS!

## **Straight Talk About Short Sales**

**What is a short sale?** A "short sale" or "negotiated settlement" or "short pay" occurs when a Lender agrees to accept less than the amount owed to payoff a loan as an alternative to foreclosure. If the property is worth less than the amount owed on the loan, then, should the Lender foreclose and take back the property, the Lender loses as well as the borrower. Although short sales have been used as a marketing tool for many years, in today's market, it is now a "buzz word" and an important and vital method with which to sell real estate. Lenders are now, more than ever, willing to reduce their loss by accepting a short sale. Some reasons are obvious. Lenders are not in the business of selling houses, they're in the business of lending money. Besides, there are significant costs involved for the Lender if they have to take the property back through foreclosure, and then try selling it—especially in today's economic climate.

All Lenders require a comprehensive package from the borrower proving that they qualify for a short sale. Providing the properly worded information & documents is critical. The leading cause of delay and even denial of a short sale offer to the Lender is often that the seller failed to deliver all of these items together in a timely manner.

The short sale negotiation process may take several months before a final approval. Many Lenders have layers of bureaucracy as well as insurers & investors that must be maneuvered through in order to get a short sale approved. It is important to be patient. Buyers purchasing short sales must be prepared to wait up to 90 or more days from contract to closing date. In rare cases, the closing could occur sooner.

**Homeowners, if you are in a financial crisis and a "short sale" might be in your future, DON'T WAIT UNTIL IT IS TOO LATE—**Please call me for a confidential discussion of your personal situation and further information on how I can help you in the short sale process. **Barbara 954-520-6401**

## ***WATERFORD HOME OWNERS ASSOCIATION***

Check our Website at: [www.waterfordhomes.org](http://www.waterfordhomes.org)

Subscribe to the Email list -- Check events calendar-- Read posted WHOA Newsletters

Email the Board of Directors with news and ideas

Email: [board@waterfordhomes.org](mailto:board@waterfordhomes.org) 954-502-0888

### **CONGRATULATIONS WATERFORD!**

Thanks to you, our new Commissioner, Bill Ganz, knows that our votes count. 274 Waterford voters showed democracy in action on election day. (170 votes for Gantz and 104 for Lother). That's a good turnout for a city election!

During the past 8 disturbing years, Mayor Capellini proved to be the primary source of assistance for the concerns of Waterford home owners, while incurring the wrath of Steve Gonot because of that help. We owe Al Capellini a debt of gratitude for all of his help.

We now have a District 4 Commissioner who has already earned the respect of the Western Alliance – a group of most of the Homeowner Assns in west Deerfield. He was instrumental in forming that group because of the lack of representation from our former District 4 Commissioner. Bill Ganz can now go forward to continue his support of District 4 in an elected capacity.

Congratulations to Bill Ganz, Mayor Peggy Noland, Joe Miller, new District 1 Commissioner & Marty Popelsky, District 3. Sylvia Poitier, District 2 Commissioner was un-opposed. We cautiously hope that this commission selection will move our city forward in a more positive, cohesive direction.

### **Do you want to be a COP?**

Al and Helen Santana, WHOA Directors, are active in the Deerfield Beach Citizens Observer Patrol (COP) program. This is a volunteer organization within the Broward County Sheriff's Office (BSO). Unlike a Neighborhood Watch group, COP members are trained and authorized to drive patrol cars throughout the city of Deerfield Beach with an emphasis on nearby neighborhoods. COP patrols aid and assist citizens when necessary and provide an additional presence to assist BSO deputies as required. COP's also provide support during parades and other community functions. The COP program is always looking for new recruits. You can visit their new website [www.DeerfieldBeachCOP.com](http://www.DeerfieldBeachCOP.com) New recruits must pass a background check and attend training sessions. For additional information and, if interested, download and submit an application at the website.

### **How about a CERT?**

CERT is another program in Deerfield that assists our Fire/Rescue units. This is also a volunteer group trained in first aid, search and rescue and fire suppression. This program requires a 12 week training course to be certified. As part of the continuing training, members attend seminars designed to sharpen skills and provide advanced training. Monthly meetings are held the 4th Wednesday of each month. This program is also looking for new recruits. Contact information is available at the Waterford Home Owners website [www.waterfordhomes.org](http://www.waterfordhomes.org)

### **AT&T U-VERSE Bonus!**

We have an inside track! Several of our WHOA officers have changed to the new AT&T U-VERSE for cable TV and are very pleased with more channels for less price, plus being able to record 4 programs at once and see them on any TV in the house with total house DVR. Lu Venci, our WHOA VP, gets a \$50 bonus for referrals to AT&T, plus YOU get \$100—\$200 cash back. Lu then passes on the \$50 referrals as a donation to the WHOA Treasury! That helps us to pay for newsletters & neighborhood picnics, etc. If you are interested in moving to this new service, please contact Lu at : [lfv@pobox.com](mailto:lfv@pobox.com) or 954-695-0870. He is extremely knowledgeable about this new program.

The goal of the Waterford Home Owners Assn is to promote friendly interaction between neighbors and protect the interests of all Waterford home owners.

We aim to provide a unified voice in state and local matters that effect the quality of life in our neighborhood.