



**THE  
SHORT  
SALE  
SAGA  
CONTINUES**

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The big buzz word and trend out there is still the term "short sale." It seems like every other property for sale falls under the caption "short sale" and a full understanding of the rules and consequences are very unclear. Sometimes to avoid foreclosure, owners are considering the short sale. The short sale definition: a lender allows a property to be sold for less than the remaining balance on the mortgage loan. Sounds simple? Guess again. Basically the short sale is an arrangement between the current owner and the lending bank to accept an offer for less than the total amount that is owed to pay off the property. The lender is "shorted" and this deficiency is the difference between the amount owed and what the bank collects at the short sale. This arrangement can happen in many ways but the definition is still the same. Too many are throwing the term around too loosely taking on other meanings that are just not accurate. Short sale does not mean a property sold under market value, or a foreclosed home, or an owner deciding to lower their price and take less profit. The only way it can be a **SHORT SALE** is if the lender accepts less and is "shorted." Most short sales come about when the seller owes more on the property than they can sell it for. At that time the owner tries to make an arrangement with the bank to sell the property for less than is owed. This arrangement differs from bank to bank. Don't assume anything because each bank does it differently. There are several basic principles that are found common in most arrangements: Short sales are not a "free ride." The short fall must be accounted for and you do have to show hardship. You should seek advice from knowledgeable professionals. There are attorneys out there specialized in short sales who will guide you through the whole process. The process through the short sale is long and tiring and anything but quick and short. There is much back and forth for the seller as well as for the buyer. Also understand that those working for the bank are not there on the seller's behalf. They are employed by the lender and their goal is to collect as much money as possible for their employer. Buyers and Sellers need Realtors with short sale experience. This can be a long and arduous road. A Realtor with knowledge can help you expedite your transaction and will also guide you to the ones who will help you the most quickly. Ask questions and have a lot of patience. This is the time for some great opportunities for both sides. Look out for the great deals and take advantage.



# Koslovsky Realty, Inc.

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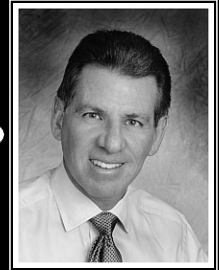
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## PRESIDENTIAL ESTATES

Custom built home of over 5600' with a concrete 2<sup>nd</sup> Floor. True 6 bedrooms with 6.5 bathrooms. 4 bedrooms with 3 bathrooms plus Large master suite upstairs with unbelievable closets. Tremendous Family Room adjacent to kitchen. Additional family room upstairs. Gated community 24 hour security with loads of amenities.

**\$1,729,245.00**



## EXCLUSIVE SKYLAKE ESTATE

Homeowners dream of nearly 7000' on over 36,000' of land. Private tennis court, gazebo, pool and basketball court. Master Suite upstairs with children's wing downstairs. Endless closets, entertaining, and room for a growing family. Located at the end of a cul de sac with full grown foliage and lush landscaping. Must be seen to be believed.

**\$1,795,000.00**



## COUNTRY CLUB ESTATES

Great Opportunity. Single family home built in 2000 located in 24 hour gated community on Aventura's "circle." Home has over 3500' with 5 bedrooms and 5 and 1/2 bathrooms. Pool 20 X 10, patio, and bar. Located on a preferred int. lot. Fabulous floor plan.

**\$1,149,000**



**THE CHATEAUX....PRIVATE GATED COMMUNITY WITH ZERO LOT SINGLE FAMILY HOMES. POOL, TENNIS AND BASKETBALL COURTS, PLAYGROUND, AND 24 HOUR SECURITY. CLOSE TO EVERYTHING. GREAT FLOOR PLANS AND FABULOUS OPPORTUNITIES. WONDERFUL DEVELOPMENT RIGHT IN THE HEART OF SKYLAKE, HIGHLAND LAKES, AND NMB.**



- 5 BEDROOMS 4.5 BATHS** 3676 SF MOTORIZED HURRICANE SHUTTERS LOWEST PRICED ..... **\$449,900. SS**
- 5 BEDROOMS 5.5 BATHS** 3970 SF UNFORTUNATE CIRCUMSTANCES FORCES SALE ..... **\$689,000. SS**
- 4 BEDROOMS 4.5 BATHS** BOASTS LARGEST BEDROOM PLAN. TWO CAR SEPARATE GARAGE WITH SUITE ABOVE. WOOD BEAMED CATHEDRAL CEILINGS. BLOND WOOD FLOORING ..... **\$529,900**

## OAK HAMMOCK ESTATES

*Exclusive Gated Community of only 37 Single Family Homes with 24 Hour Security. Tennis and Basketball courts, Children's Playground.*

**PRESENTLY BEING OFFERED...**

5 Bedrooms 4.5 Baths 3842 SF on a Cul de Sac. Two Car Garage. Heated Pool and Hot Tub. Open kitchen and family room. NEW A/C Units, Roof and Intercom. Formal Dining Room.. **Under \$1.2 Million** 4 Bedrooms 3.5 Baths 3275 SF NEW barrel tile roof. One story home on a lot over 10,000 SF. Fruit Trees. Original owner Great floor plan. **\$1,049,000.**  
**OTHERS ALSO AVAILABLE. CALL FOR AN APPT.**

**OLYMPUS CONDO HALLANDALE ESTATE SALE 2 BDR 2 BA 1447 SF ON THE 6TH FLOOR NEEDS UPDATING TRY \$120'S**

### SUNNY ISLES BEACH SHORT SALES GREAT BUYS

- WINSTON TOWERS 200** 9TH FLR 2 Bd 2Ba 1276' ..... \$209K
- WINSTON TOWERS 700** 5TH FLR 2 Bd 2Ba 1840' CNR ..... \$235K
- ARLEN EAST** 1Bd 1.5Ba 991' 20TH FLR RENT IMMED ..... \$125K
- ARLEN WEST** 2 Bd 2Ba 1220' 16TH FL SO.VIEW UPGD ..... \$225K

## WINSTON TOWERS 400

Across from the Ocean  
2 Bedroom 2 Bath 1488'  
9<sup>th</sup> Floor Facing North  
**\$215,000.**  
First Time on the Market  
Since Original Sale

## ARLEN HOUSE

1 Bedroom 1.5 Baths  
Hurricane Shutters 5<sup>th</sup> Floor  
facing North  
**Drastically reduced**  
**now a SHORT SALE**  
**\$89,000**

## AVENTURA SHORT SALES

- ELDORADO** 2 Bd. 2 Ba. 1143 SF 18<sup>th</sup> Flr. Price Reduction Previously Asking \$168K now asking ..... \$157,500.
- CORONADO** 2 Bd. 2 Ba. 1313 SF 8<sup>th</sup> Flr. Sold in 2004 for \$230K Facing Southeast now asking ..... \$178,900.
- YACHT CLUB** 1 Bd. 1 Ba. 730 SF 6<sup>th</sup> Flr. Sold in 2006 for \$266,750 Decorator Finished now asking ..... \$180K
- TURNBERRY VILLAGE SOUTH** 2 Bd. 2 Ba. 4<sup>th</sup> Flr. Facing East Wood/tile Floors Sold 2007 \$465K now ..... \$229K
- DELVISTA** 2 Bd. 2 Ba. 1077 SF 21<sup>st</sup> Flr. Facing se Corner Sold 2007 \$287,500 Split Floor Plan now asking ..... \$250K
- POINT EAST** 1 Bd. 1 Ba. 2<sup>nd</sup> Flr. 763 SF Sold in 2005 for \$142,900 Low Maint. Newly Painted asking ..... \$69,900.
- AVENTI** 1 Bd. 1 Ba. 859 SF Tri-level Townhome Sold 2005 \$265K Remodeled Granite Custom Kit. Cab now ..... \$130K
- PARC CENTRAL** 1 Bd. 2 Ba. 1104 SF 18<sup>th</sup> Flr. Facing East Sold 2005 \$336,400 Motivated Seller now ..... \$143,126.
- VENTURE** 2 Bd. 2 Ba. 1065 SF 7<sup>th</sup> Flr. Upgraded Granite & Wood Facing SE Sold 2006 \$329,900 now ..... \$150K
- VILLAGE BY THE BAY** 2 Bd. 1.5 Ba. 3<sup>rd</sup> Flr. 1024 SF Gated Community Sold 2005 \$325K now asking ..... \$163,930.
- UPTOWN MARINA LOFTS** 2 Bd. 2 Ba. 7<sup>th</sup> Flr. 816 SF Sold 2006 \$420K now asking ..... \$175K
- UPTOWN MARINA LOFTS** 2 Bd. 2 Ba. 10<sup>th</sup> Flr. Facing North Best View Sold 2006 \$450K now asking ..... \$180K
- AVENTI** 3 Bd. 2 Ba. 1481 SF 2<sup>nd</sup> Flr. 2 Garage Spaces Sold 2004 \$399K now asking ..... \$205K
- BISCAYNE COVE** 2 Bd. 2 Ba. 18<sup>th</sup> Flr. 1322 SF Low Maint. Sold 2004 \$275K now Asking Same Price as 2004 ..... \$275.
- TURNBERRY VILLAGE SOUTH** 3 Bd. 3 Ba. 1600 SF Corner Apt 1<sup>st</sup> Flr. Reduced Price Sold 2007 \$499K now ..... \$320K
- AVENTURA MARINA** 2 Bd. Plus Den 3 Ba. 1750 SF 4<sup>th</sup> Flr Great Floor Plan Sold 2006 \$580K now asking ..... \$325K

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