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## Exclusively Serving “Boca’s Beachfront Condominiums”

[TheAddison.org](http://TheAddison.org) • [TheExcelsior.org](http://TheExcelsior.org) • [PresidentialPlace.org](http://PresidentialPlace.org)  
[TheAragon.com](http://TheAragon.com) • [TheStratfordArms.com](http://TheStratfordArms.com) • [ThreeThousandSouth.com](http://ThreeThousandSouth.com) • [WhitehallSouth.com](http://WhitehallSouth.com)

# THE BOCA BEACH REPORT

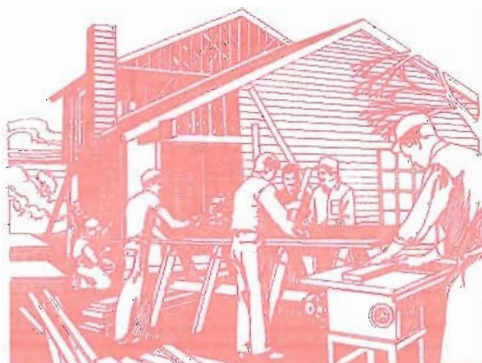
## Innovative New Products For Your Home

Architecture and floor plans for new homes have changed in the past two decades. In addition, new products are added to new homes that weren't available until recently. What easier time would there be to install products such as these than when your home is under construction?

Here are just a few of these new products:

- “Smart” houses - with built-in wiring (this computer controlled system will require extensive explanation. Ask your builder.)
- Home entertainment systems- prewired, zoned, and ready to install for a “surround sound” experience. You will have controls for the stereo system in every room, and “networked” cable TV.
- Vinyl Window frames- better insulation, less leakage, quieter house, and with a smoother glide than metal.
- Vinyl Fencing – Looks just like wood, but never need painting, won't ever rot and is termite proof.

- Vinyl wood planking for floors- like the vinyl fencing, this looks like wood, wears like iron, and can be even be used in kitchens, bathrooms and children's rooms.
- Lightweight concrete tile roofs – This can look like any traditional roof, shingles, shakes, etc., but is fireproof and lasts for decades.
- Never-tarnish hardware – imagine all of your brass door handles, bathroom and kitchen fixtures with lifetime like new shine. Dual paned patio doors with blinds on the inside, never a rattling blind, bent blades or ugly dust!
- No-leak skylights - Easy ♦♦



September 2004

*Privileged information about your real estate*

*This publication is not a solicitation but is an information service from this real estate office.*

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- Wealthy People Invest In Real Estate
- NEWS FROM OUR AREA

## Please Clip and Mail or Call Me for More Information

As your real estate professional, I am available to assist you in your planning. Simply complete and return the following request for information or contact me today for immediate assistance.

- |  |   |
|--|---|
| <input type="checkbox"/> Purchasing a home or second home<br><input type="checkbox"/> Selling a home or second home<br><input type="checkbox"/> Purchasing or selling Investment Property<br><input type="checkbox"/> Checking on current value of my property | <input type="checkbox"/> Long distance Relocation<br><input type="checkbox"/> Other _____<br><input type="checkbox"/> Please contact me between these hours _____ |
|--|---|

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Phone \_\_\_\_\_

E-mail: \_\_\_\_\_

If your property is now listed with a broker, please disregard this offer. We will cooperate with other brokers.

*(Continued)*

for builders to install during construction or remodeling, these add drama, natural light, and a view of the heavens. Add remote control retractable blinds to make them perfect.

- Low "E" squared glass – Now you can have permanent "sunglasses" in your windows, saving you on energy costs, and cabinet and carpet fading.
- Fiber-cement siding and decking- This is durable, weather resistance, and has a lifetime warranty.
- Acrylic "glass block" – This can be used anywhere, giving you lightweight, prefabricated glass-look squares that provide both privacy and natural light.

This is an incomplete list. There are so many new products being developed every day. Think about squeak-resistant floors to never-need painting surfaces, for instance. Inventive geniuses are hard at work to provide the latest for your new home, or to give great choices when you remodel your current one.

Of course, not all new home builders will offer products such as these in their standard options lists, but you can ask about them or read up on which ones may be products that can be added and make your life a whole lot less complicated.

Go on the Internet, search for building products, and your computer will lead you to thousands of innovative products. ♣

## Million-Dollar Homes (They Are Everywhere)

**H**ave you seen advertisements for homes with a million dollar or more price tag? Of course, they are now commonplace. In many areas most homes for sale are over a million dollars.

We saw one home advertising magazine recently. The featured cover home was a palatial estate with eight bedrooms and 21 baths. The asking price — this is not a typo — \$60,000,000.

This is inflation. Here is what the "real

world" was once. In 1803 Jefferson purchased the Louisiana Territory from France — about 500 million acres — for \$15,000,000. Fifty-one years later, in 1854, James Gadsden purchased from Mexico what is today the southern portions of Arizona and New Mexico, a total of 30,000 square miles for \$10 million. Then there was the purchase of Alaska. William H. Seward bought all of Alaska — 586,412 square miles — by paying \$7.2 million to Russia in 1867. Seward paid about 2 cents an acre. ➡

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In the 21st century, prices have crept higher.

One computer reporting service reported that in one recent three-month period there were 2,976 California homes which changed hands for \$1 million or more. Around most of the country now, it seems that every city and town has properties valued at \$1 million or more.

### What is happening?

As we said, one reason is inflation. The cost of things is measured in terms of dollars. In time dollars buy less than they used to because of inflation, thus it takes more dollars to buy anything. We have all seen prices creep up.

A second reason has been the great amount of wealth that has resulted from a decade of stocks rising on Wall Street. New millionaires have been growing at hyper-speed.

It is estimated that a fairly new search engine on the internet went public with a value exceeding General Motors.

Then there is the matter of demand. Since there are more wealthy people, more people with more dollars are competing for the best properties. How much is an average income? Look at the salaries for professional athletes. Even average players in baseball, basketball, and football are now paid tens of millions of dollars. Corporate executives can earn hundreds of millions of dollars per year when stock options are considered. Anyone with these occupations 30 years ago might have made salaries in the five-figure range.

Maybe we just missed it, but we have not seen an ad for a \$100 million house yet. If not, it will happen soon. No doubt Jefferson, Gadsden, and Seward would be impressed. Will you be impressed? ♠

## Wealthy People Invest In Real Estate

**I**s it because they are wealthy that they invest in real estate or does real estate make them rich?

After a person owns a home, maybe an investment in another home would be something to think about. The benefits of having a tenant paying off a mortgage for the owner is very satisfying. It is a "no-brainer". It's so simple, if someone else is paying off your mortgage, you get rich!

Rather than buy a house or apartment property as a rental property, it could be wiser to invest in a condo or a townhouse, or more than one, if possible. It appears that the demand for these properties will be strong well into the 2010s and beyond.

There are reasons for this demand for condos and townhouses. Here are some of them:

1. There has been a trend for young people to stay single longer and wait to get married.
2. There is an increase in the numbers of

nontraditional households (single parent, singles-not-married, married two-income, no children) that should create a demand for smaller houses, condos and townhouses.

3. The elderly people who have increased dramatically in numbers will have a major impact on the market for real estate for many decades to come. Many of these will try to remain close to family and friends. The convenience and good locations of many of the condo developments will make them desirable to this group.

4. As the population ages, the trend is for them to move to the South and the West. These areas of the country will need more housing that will be of the type that older Americans will prefer - usually the condo or townhouse.

The demand for starter houses will remain strong in the next decade. The pool of households headed by young (under 35) adults is increasing. This results in demand for the small house, and increases the demand for the condo and townhouse.

Call me to get started on your plan for increasing wealth. ♠