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THE BOCA BEACH REPORT

January 2016

*Privileged
information about
your real estate*

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

Investing In Real Estate

How is your part of the American Dream going for you? Most people expect to get rich, but not everyone makes it. Nobody ever gets a guarantee. However, in this country, everyone gets a fair shot at it. Real estate investments have been one of the most effective and surest methods of attaining wealth for decades. We all have heard that most of the greatest family fortunes in America have come from the ownership of real estate.

On the way to your fortune, risks are part of the game. There may be fewer risks in owning a rental home in a good neighborhood than investing in the stock market.

As in any business or investment, hard work helps, too. Investing in real estate takes time, risks and gives you few problems. Tenants who pay rent which pays all of the bills and mortgages are the most important part of the formula. Small investments, such as houses, can be self-managed, but larger multiple units need professional

management to keep that cash flow coming.

Since investment and business real estate has had some changes in depreciation write-offs in past years, should we consider some other place to put our money for growth? Probably not. There have always been many benefits for owning real estate. Tax shelter has just been one of them.

Choose an Agent Carefully

Many property owners think of a real estate agent as an occasional contact, needed only when the owner is buying or selling a home. Some real estate offices specialize in only that, just buying or selling homes, without giving any service in any of the other many areas of real estate that can be important to investors.

In this office we offer complete services that are available in real estate. Some are: acquisition of income properties, property management, leasing, appraisals, and tax-deferred exchanges – services that



(continued)

concentrate on the enhancement of the owner's estate. Since the changes in the tax laws, limiting tax write-offs, real estate now offers one of the few tax shelters available. Analyzing all of the benefits of owning real estate and applying it to your investments could be the most important service of all. Your need for having a personal real estate consultant or counselor will increase as investments become more complex. Property owners need an advisor who is a specialist in real estate investments, when they have questions or problems.

We represent buyers and sellers in complex transactions that result in long-term planning for their future wealth. Our experience keeps that risk at a minimum.

A Home and Investments

There are many ways to invest in real estate. Anyone that owns a home is already an "investor" in a substantial property. When you own more than one property you are a multiple

investor and "capitalist" no matter what type of real estate it might be. A good second investment might be another house or a duplex for a rental. More experienced owners will be interested in larger residential income properties, commercial buildings and land.

When we talk about investments, what we really mean is profit – an increase in our capital at the least risk for the highest return. But, always remember, there is a risk. That is why the returns are so high.

The increase in value can come from various ways. With shorter depreciation life on income property because of tax law changes, more emphasis will be put on cash return from the investment, and increases in value. With lower overall tax rates, increases in value are still one of the best ways of making money in real estate investments. These are the benefits to keep in mind when dealing in residential income or investment real estate. ❖

Some Things To Look For Before You buy

Real estate experts say that the three most important things in the value of a home are, "Location, location and location." This may sound a little facetious, but it is not.

- If new homes are being built in the area, they should be more expensive and more attractive than the existing homes. The neighborhood is being upgraded rather than downgraded.
- Are the streets well lighted, clean, and in good condition.
- How good are the schools. Are they well equipped and well staffed? How do the students rate on college aptitude tests? Are these schools close enough to the home you wish to buy?
- Does the home you are looking to buy have easy access to shopping. Is your chosen neighborhood close to schools, churches, recreational and entertainment facilities? What are the particular interests that you have that you want to be near?
- Does the neighborhood have clean streets that are lined with trees and the area well maintained? And have most of the lots been

improved, with very few vacant lots.

- What is the overall appearance of the neighborhood? There would be danger signs if there were cars, boats or trailers jacked up in the street or driveways.
- The crime rate in the area should be low.

When we show you through a neighborhood to choose a new home, you will be aware of all of these "location" characteristics. When we show a home, all of the important places that are a part of the neighborhood are also shown so that you can make an intelligent decision.

Here are some other things to look for that you may not have thought of:

How does the health of the trees and vegetation in the yard look?

Check out the trees on the property and look for any signs of a sick or dying tree. Are there any sawdust piles around the trees that may be caused by termites or other insects?

Will the landscaping be a problem to maintain? Does it look healthy or need to be replaced? ❖

The Risks Of Carbon Monoxide Poisoning

Smoke detectors have been required in residences for many years. Now some states are requiring that carbon monoxide detectors be installed in all homes.

The Consumer Products Safety Commission warns that carbon monoxide exposure is most harmful to unborn babies, infants, people with anemia and persons with a history of heart disease.

Carbon monoxide poisoning represents a silent, but very real, killer. The colorless, odorless gas is found as a result of "incomplete" combustion. People become ill when their heaters are not properly vented or are broken, when their automobile is allowed to run in a confined space, when indoor appliances such as gas ovens and dryers operate improperly, and in other similar ways.

When victims inhale carbon monoxide, the gas enters into their bloodstream and replaces life-sustaining oxygen. Carbon monoxide imitates oxygen, thereby fooling the victim's body into thinking that there is no problem. This continues while the victim becomes sicker and sicker.

Carbon monoxide mimics the behavior of oxygen without providing its benefits. It is transported through the body and rather than feeding body organs, it cruelly starves them. Because the body needs even more oxygen, the victim's heart rate increases, which brings on poisoning at a more rapid pace. As poisoning continues, a victim can face difficulty breathing, heart damage, brain damage and coma. If fresh air does not become available, the victim can die.

Watch For Symptoms

Initially, carbon monoxide poisoning creates symptoms that are, unfortunately, similar to the flu. This includes headaches, confusion, and nausea. As gas levels increase in the bloodstream, victims may lose consciousness.

Because carbon monoxide poisoning symptoms appear to be flu-like, many who become ill do not realize that they have become poisoned. This can create a real problem, because it is important to remove victims from the poisoned environment as promptly as possible.

If you or a family member has been poisoned

by carbon monoxide, the experts recommend the following action: First, get fresh air immediately. Second, turn off the combustion appliances such as heaters, ovens, etc. After leaving your house, or where it is that you have become sick, call for emergency assistance and tell the operator that you believe you have become poisoned by carbon monoxide. This is important because it may not be readily apparent if you later become unconscious.

For many years, few people discussed this danger. In 1994, tennis star Vitas Gerulaitis died as a result of carbon monoxide poisoning and that incident helped publicize this threat.

It is believed that about 1,500 people die every year in the U.S. from carbon monoxide poisoning. Thousands more become sick.

Indoor appliances which are not properly vented or are otherwise faulty can lead to carbon monoxide poisoning. It is important that these appliances be regularly checked.

Carbon Monoxide Detectors Can Help Protect Your Family

In the last few years, carbon monoxide detectors have become available and these devices can save lives. They are inexpensive, easy to install, and generally appear to do their job.

According to the Consumer Products Safety Commission, carbon monoxide detectors and alarms can provide much protection against carbon monoxide poisoning. Some suggest that they be installed in hallways near every bedroom in the house. Care must be taken to ensure they are not covered by furniture or by drapes.

There are other measures that should be taken to avoid carbon monoxide poisoning. Never burn charcoal inside your home or any other confined space. Also, do not leave a car running inside your garage, even with the door open. And, do not use gas appliances, such as your range, oven or clothes dryer, to heat your house. ❖

Boca BEACHFRONT Availability

The following is a summary of the available and pending residences located on the East (BEACH) side of OCEAN Blvd. (A1A) in Boca Raton. 0.1% to 3.9% is Low Inventory * 4.0% to 6.9% is Balanced Inventory * 7.0% to 9.9% is High Inventory * 10.0% + is Excessive Inventory

North Beach

(North of Palmetto Park Road on North OCEAN Blvd. - Listed from North to South)

Address	Condo Name	TA	AA	%A	ADOM	Price Range	Average	PC
2150	Aegean	8	0	0.0%	0	SOLD OUT	N/A	0
2070	Athena	4	0	0.0%	0	SOLD OUT	N/A	0
2066	Ocean Reef Towers	55	4	7.3%	51	679K to 1.595M	1.035M	0
2000	Brighton	39	1	2.6%	131	2.25M	2.25M	0
S/T	North Beach	106	5	4.7%	67		1.281M	0

Boca Beach

(South of Palmetto Park Road to the Boca Inlet on South OCEAN Blvd. - Listed from North to South.)

Address	Condo Name	TA	AA	%A	ADOM	Price Range	Average	PC
250	Marbella	155	2	1.3%	51	1.1M to 1.15M	1.075M	2
310	Boca Mar	38	1	2.6%	69	495K	495K	0
350	Beresford	53	2	3.8%	150	1.049M to 1.795M	1.422M	0
400	Excelsior, The	27	3	11.1%	231	2.95M to 5.995M	4.632M	0
500&550	Chalfonte, The	378	4	1.1%	47	469K to 1.2M	798K	5
600	Sabal Shores	125	4	3.2%	128	515K to 1.1M	727K	0
700	Sabal Point	67	2	3.0%	41	469K to 1.05M	760K	1
750	Sabal Ridge	31	1	3.2%	2	1.5M	1.5M	1
800	Presidential Place	42	1	2.4%	87	5.75M	5.75M	0
1000	One Thousand Ocean	52	6	11.5%	209	3.995M to 6.585M	5.304M	1
S/T	Boca Beach	968	26	2.7%	126		2.542M	10

South Beach

(South of the Boca Inlet on South OCEAN Blvd. - Listed from North to South)

Address	Condo Name	TA	AA	%A	ADOM	Price Range	Average	PC
1180	Cloister del Mar	96	4	4.2%	63	649K to 749K	684K	0
1200	Cloister Beach	128	3	2.3%	85	499K to 675K	590K	0
11400&1500	Addison, The	169	3	1.8%	40	1.45M to 2.495	2.107M	1
1800	Placide, The	54	5	9.3%	91	1.15M to 1.695M	1.306M	1
2000	Whitehall	164	4	2.4%	62	599K to 999K	757K	2
2494	Aragon, The	41	3	7.3%	257	2.499M to 5.25M	3,748M	0
2500	Luxuria, The	24	1	4.2%	145	9.95M	9.95M	1
2600	Stratford Arms	120	2	1.7%	57	995K to 1.25M	1.123M	0
2800	Ocean Towers	256	5	2.0%	53	795K to 990K	854K	1
3000	3000 South	80	4	5.0%	154	599K to 1.299M	832K	0
S/T	South Beach	1132	34	3.0%	95		1.512M	6

Totals	Jan. 2016	2206	65	3.0%	105		1.906M	16
Totals	Jan. 2015	2206	58	2.6%	113		1.794M	15

Key:

TA = Total Number of Apartments in Development * **AA** = Number of Apartments Available For Sale
%A = Percent of Apartments in Development For Sale * **ADOM** = Average Number of Days on Market per Listing
PC = Number of Apartments SOLD and Pending Closing

This information is compiled from FlexMLS on December 18, 2015. This representation is based in whole or in part on data supplied by FlexMLS. FlexMLS does not guarantee or is not in any way responsible for its accuracy. Data maintained by FlexMLS may not reflect all real estate activity in the market.