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THE BOCA BEACH REPORT

DECEMBER 2019

*Privileged
information about
your real estate*

In This Issue

- Upgrade For Later Profits
- Help Us Sell Your Home By Being Away
- Cold Weather Energy Tips
- News From Our Area

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

Upgrade For Later Profits

Whether you intend to live in your home for many years or upgrade it to get more from a sale, it is a good idea to keep modernizing it for your own comfort or later profits.

Even when just thinking about selling a home, the home owner may have some time because they are not selling immediately. They may wish to modernize or upgrade the home to increase their equity or to get a quick sale when the time comes for a listing.

Building experts have given opinions of the improvements or changes that might help to sell a home quicker or bring in a little more cash. A quicker sale might be what to look for, since improvements cost money and the owner may just break even on the costs.

Here are some of the improvements that can add equity or make a quicker sale according to experts:

- **Skylights.** If you have the right place, a skylight can be a welcome improvement for a home. It is most desir-

able in a windowless bathroom and in a family room or kitchen that has high ceilings. The latest models of skylights have high performance, low-emissivity glass and excellent sun-shading accessories.

- **Lighting.** Adding new light fixtures in a kitchen under the cabinets or over an island can give a new updated look. Do you really need that curtain at the kitchen window. Getting rid of it will add additional light and bring in the outdoors.
- **Deck.** Outside living on a deck with nice outdoor furniture is one of the most desirable features for a home. Any deck should be designed to go with the architecture of the house.
- **New Roof.** There is an explosion in types of roofs and roofing materials. Think of fireproof or fire-resistant. If you are working with a building contractor, consult with him or her.
- **Landscaping.** Nothing gives a home better curb appeal. When the lot is adequately planted, keep the shrubs and flowers trimmed and neat. Make sure the place looks lived in. Give the plants enough



(continued)

time to fill out before listing the home. Try not to over-plant. This could give prospective buyers a feeling that yard work will consume much of their time.

Projects That Can Hurt A Sale

Not everything that you can do to a home is an improvement. Some can turn most buyers off and hinder a sale. Examples are in-ground swimming pools and bedroom-to-bath conversions. While most people like the idea of lounging around a pool, many would prefer that it not be in their own backyard.

One builder's experience with a pool makes the point. One owner installed an in-ground pool. The next owner had it filled in with soil. The third had it dug out.

Few buyers would be willing to pay extra for

a house with an in-ground swimming pool, and some would back off from the purchase completely. The pool requires maintenance, increases liability insurance costs and reduces yard space for other activities.

Converting a bedroom to a huge master bath might be desirable to someone. The big drawback is that it eliminates a bedroom (changing the appraisal). Few buyers want it.

Another damaging remodel job is creating a room off a room. For instance, adding a bedroom in a position off another bedroom. From the added room, you would have to go through the original bedroom to get to a bath and hall.

Any additions should be done by professionals. Nothing looks worse than bad carpenter work. ❖

Help Us Sell Your Home By Being Away

When we list your home, we go over a short list of ways that you, the owner, can help us market your home. Most of these have to do with the appearance of the home and yard, to make the property as nice-looking as possible to any prospective buyer.

One of the most important on the list is not pertaining to the physical property but to you. When I or one of my cooperating agents show the property, make yourself scarce—get out of the way and let me do my job. Believe me, the owner is not any help to the agent. Here are a few reasons why:

1. You make the buyer uncomfortable.

If you can recall how you felt when you were shopping for the home before you bought it, think about it. If the owner was there, you may have felt somewhat intimidated or reluctant to spend much time in the home. When it is only the agent and the buyers, the buyers are relaxed and will give your home their full attention and consideration. If the buyer has a minor objection to the home, he often will not voice it in front of the seller, and purchase another home.

2. The buyer makes you uncomfortable.

Sellers are always anxious. They are unsure of the price, and the length of time it has taken or will take to sell. Buyers are always critical even if they instantly like the home. There is no need to hear their criticisms of the color scheme or

their redecorating plans. An experienced agent can detect some of these comments as “closing” signs, meaning they have decided on this home.

3. Sellers might say the wrong thing.

Have you had a little disagreement with a neighbor? You might find yourself telling the buyer. Is the swimming pool too expensive to maintain in your opinion? This buyer might have a swimming pool like yours at the top of his “want” list. Schools close by? Maybe they have no children. Anything you say might be a “deal-killer”. Discussing your motivation for selling can give them a reason to make a low offer.

4. We'll sell the home quicker

We want to show the home when you are not there. This is the same at a weekend open house or a private showing. The one-on-one frank conversations that we can have with prospective buyers just cannot happen in front of the seller. When we call ahead for an appointment to show the home at a certain time, it is your signal to get out. This is the main reason for the call.

Occasionally, an agent from another office may be driving by with a prospective buyer who sees the for-sale sign and asks to see the home. Without any appointment, he may just knock on the door. The “perfect seller” will open the door and say, “Come on in, we were just leaving.” And leave. ❖

Cold Weather Energy Tips

The following are no-cost, low-cost and investment ideas for increasing the energy efficiency of your home during cold weather.

- When using your fireplace, turn down your furnace. When you're not using the fireplace, close the damper to block incoming cold air.
- Close curtains, shades and blinds at night and during unoccupied periods of the day to help prevent warm air from escaping.
- Set your furnace thermostat to 68 degrees Fahrenheit (68 F) or lower, health permitting. Three to five percent more energy is used for each degree you set your furnace above 68 F.
- When you leave the house, set your thermostat to 56 F. By turning your thermostat back 10 to 15 degrees for eight hours, you can save five to 15 percent a year on your heating bill.
- Caulk gaps and cracks around drafty door-frames and windows to prevent cold air from entering your home. Caulk is inexpensive and can be purchased at most hardware stores, where you can also learn how to apply it.
- Wrap older water heaters with an insulating jacket or blanket to minimize excess heat loss. Remember to leave the air intake vent uncovered.
- Properly insulate attics, walls, and floors over crawl spaces. Doing so may result in a savings of up to 10 percent of your total energy costs.

Get Investment Ideas

These longer-term investments can help you save even more energy and money:

- Have a heating contractor check your central heating and cooling duct system for leaks. Sealing, cleaning and insulating air ducts can improve the efficiency of your system substantially. This same company can also check and clean or replace the furnace filter.

Replace your old windows with high-efficiency windows. Doing so could reduce your heating and cooling costs, improve comfort and reduce greenhouse gas emissions.

Install a door sweep on your garage door to seal the gap between the bottom of the door and the threshold. The door sweep prevents cold air from coming in and warm air from escaping your home.

Insulate the spaces between your walls with foam. Older homes often leak warm air in the winter because of spaces between walls. Fill these gaps by spraying foam insulation into holes drilled in the wall. Consult an insulation contractor.

Skylights, Windows and Doors

Energy efficient, windows, doors, and skylights have ratings that meet strict energy efficiency guidelines set by the US Environmental Protection Agency (EPA). They are certified for each climate zone.

Climate Zones

Windows, doors and skylights protect you from the elements just like a winter coat. But like a winter coat, you should pick the windows, doors and skylights that make the most sense for your climate. While some windows, doors and skylights are better at keeping you warm, others excel at keeping you cool.

What Makes A Window Energy Efficient

Two panes of glass, with air or an odor-less, colorless non-toxic gas filled space in between is much more efficient than a single pane of glass.

Skylights use the same technologies as windows. But these technologies are even more valuable for skylights, which receive direct sun in summer and greater outside/inside differentials in winter.

Doors are a little different. Many doors don't have any glass (like your front door), but even doors with lots of glass (like a sliding patio door) have lower glass-to-frame ratios than windows or skylights. This means doors can provide more insulation than a window or skylight can. Performance criteria for glass doors are based on the amount of glass they have (called glazing level).

To avoid unnecessary problems with replacing or adding windows, skylights and doors always do your research and careful planning. When hiring a contractor, always check their licenses, and get every thing in writing. If making any major changes in the home, check with your local area and obtain any necessary permits.

Do your homework before you do your project. ❖

Oceanfront In BOCA

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	1	25.0%	24	3.4M	3.4M	0
2066	Ocean Reef Towers	55	2	3.6%	89	799K to 895K	847K	0
2000	Brighton	39	0	0.0%	0	SOLD OUT	N/A	0
S/T	North Beach	106	3	2.8%	67		1.698M	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	7	4.5%	138	959K to 1.695M	1.272M	0
310	Boca Mar	38	2	5.3%	132	545K to 619K	582K	0
350	Beresford	53	1	1.9%	173	2.25M	2.25M	0
400	Excelsior, The	27	1	3.7%	69	4.295M	4.295M	1
500&550	Chalfonte, The	378	10	2.6%	58	770K to 1.275M	1.062M	1
600	Sabal Shores	125	5	4.0%	12	625K to 769K	745K	2
700	Sabal Point	67	1	1.5%	7	849K	849K	1
750	Sabal Ridge	31	1	3.2%	336	3.4M	3.4M	1
800	Presidential Place	42	4	9.5%	152	3.2M to 5.9M	4,537M	0
1000	One Thousand Ocean	52	6	11.5%	233	3.195M to 6.35M	5,205M	1
S/T	Boca Beach	968	38	3.9%	115		2.226M	7

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	5	5.2%	58	529K to 1.325M	702K	0
1200	Cloister Beach	128	1	0.8%	103	895K	895K	0
1400&1500	Addison, The	169	9	5.3%	108	1.395M to 3.95M	2.295M	1
1800	Placide, The	54	1	1.9%	104	969K	969K	0
2000	Whitehall	164	15	9.1%	105	545K to 1.725M	879K	0
2494	Aragon, The	41	8	19.5%	222	2.45M to 7.95M	3.922M	0
2500	Luxuria, The	24	0	0.0%	0	SOLD OUT	N/A	0
2600	Stratford Arms	120	8	6.7%	98	1.025M to 1.75M	1.261M	0
2800	Ocean Towers	256	3	1.2%	221	849K to 2.1M	1.581M	3
3000	3000 South	80	2	2.5%	155	749K to 855K	802K	1
S/T	South Beach	1132	52	4.6%	126		1.674M	5

Totals	Dec. 2019	2206	93	4.2%	120		1,900M	12
Totals	Dec. 2018	2206	71	3.3%	130		2,190M	8
Totals	Dec. 2017	2206	81	3.7%	166		1.954M	10

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 November 18, 2019. 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.