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SERVING

Boca Raton's OCEANFRONT Condominiums



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With Good Credit Wealth Is Possible

With good credit, loans are available for houses and small apartment buildings. Would-be buyers with a decent down payment can buy excellent rental properties. We recommend real estate, not just because it is our business, but also because it has the best track record of most investments. Anytime is a great time to invest in real estate.

When you own a rental house or houses in your home community, you are well on your way to wealth in the future. Another possibility is an investment home or condo at your favorite vacation spot.

Since there is a large market for rental housing, residential rental properties can be a very lucrative investment.

Here are types of residential real estate commonly used as rental units in most areas:

Privately owned rental houses, apartments, duplexes, cooperative housing projects and condominiums.

Each of these investments involves a basic human need—living space.

Homes And Co-ops

Individual ownership of a home is quite familiar to most everyone. Joint ownerships are different. The way joint ownership is achieved is what distinguishes condominiums from co-ops. In a typical co-op, a cooperative housing corporation is the title owner of the entire property. The unit owners are tenant-shareholders of the corporation whose stock holdings entitle them to lease to occupy a unit and use the common grounds. The corporation runs the property and the tenant-shareholders are each responsible for a pro-rata share

of all operating expenses.

Condos

The condominium is the more common type of joint ownership. In a condominium, each unit owner owns an interest in real estate and is responsible for taxes, assessments, mortgage financing, and repair and maintenance work on the unit. The deed to the condominium unit also grants the owner an undivided interest in the common elements of the development. So the condominium unit owner enjoys almost all the benefits—and shoulders the same responsibilities—that a private homeowner does.

Vacation Areas

A vacation condominium can take many forms. It may be a project consisting of detached houses, townhouses, garden



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apartment or high-rise apartment buildings. Condominium units may run from one-room studio apartments to four-bedrooms. Equipping each bedroom with its own bath can provide flexibility. Think Bed & Breakfast. With the proper permits you can turn a vacation home into a B & B where the owner is not on the premises but provides a great little place that rents to people for a mini vacation. A two-bedroom apartment, condo or house with a sofa bed in the living room could rent to three separate couples sharing the unit.

The Rentals

When owners rent vacation rentals, a rental agent in the resort community normally handles the rental. An owner might handle a long-term rental in his hometown, but short-term rentals, as short as a weekend should be handled by a management specialist. The management company in a resort will have a staff comparable to a hotel staff, with cleaning persons, maintenance personnel and full time book-keepers and office staff to handle the turnover and keep the house or unit available.

Management fees will vary widely. They will be a higher percentage than a management company would charge in a non-resort area for a month-to-month rental of a home or apartment. The tenant in a month-to-month rental may stay for years, while the resort rental may change many times in a month.

Rental Arrangements

The rental may be handled as a direct rental or on a combined rental arrangement, depending on the agreement with the management company.

In the direct rental, each rental of the individual unit is reported separately, the management fee is deducted and the balance is sent to the owner, usually on a monthly reporting basis.

Under a rental-pool (combined) arrangement, condominium-unit owners agree to place their units in a common pool. They all share the expenses of the rental operation and receive a share of the net rental income. This is figured on the basis of the proportion that their unit bears to all the units in the condominium for the particular accounting period. The proportion is computed by determining the number of days that the unit was in the rental pool (i.e., the total rental days in the accounting period less the days in that period during which the owner occupied the unit himself).

The manager leases pooled units according to the terms of the agreement, collects and pools the rental income, pays all the rental pool's expenses, and pays each owner his net share.

This type of arrangement will of course vary depending on the area, type of unit and how you choose to have it managed. ♦

Price Isn't The Only Factor In A Sale

The natural focal point of a real estate purchase contract is the selling price of the home, but the price isn't the only factor that determines the net bottom line for both the buyer and the seller. Is a bargain for the buyer really a bargain if he or she is paying all the transaction costs? Is a top price for the seller really a top price if the buyer wants all the furniture to be included in the purchase price? Before you decide to go ahead with a great price, here are five other bottom-line points to consider:

1. What are the estimated transaction costs and who will pay for what?

Typical costs include the brokers' commission, a home inspection, a termite inspection, escrow or attorney's fees, a title search, an owner's title

insurance policy, transfer taxes and recording fees. The price tags on these items vary greatly around the country. Who pays for what is a matter of both local custom and negotiation.

2. How much money is the buyer putting into escrow and how soon?

A big deposit – called “earnest money” – and a substantial down payment are generally seen as a sign that the buyer is serious about completing the transaction. From the seller's point of view, the more money the buyer places in escrow and the sooner the money is transferred, the better.

3. Is there a mortgage financing contingency and how specific is it?

The mortgage escape clause is a must for ➡

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buyers, unless they're paying all cash for the home. Without this contingency, buyers can be legally obligated to purchase the home even if they can't obtain financing. Further, an open-ended statement that says the buyer will obtain a loan "at the prevailing rate of interest" leaves the buyer completely exposed to interest rate fluctuations. A statement that says the loan must be at an interest rate "not to exceed xx percent" and on specified terms is preferable.

4. What furniture, fixtures and appliances, if any, are being sold with the property?

Technically, anything that's permanently affixed to or installed in the home is real property. Everything else is the seller's personal property. This distinction is a narrow one and it naturally leads to a fair amount of confusion. Are built-in appliances real property or personal property? What about a shelving system? A chandelier? Window coverings? Potted plants in the backyard? Sellers who intend to remove anything

that's attached to the home should have that spelled out in the contract. And the same goes for buyers who expect to acquire any of the furniture or other movables.

5. What will happen if either side breaches the contract?

Unless an unmet contingency triggers the abandonment of the contract, it's a binding legal document. Buyers who fail to perform can lose their deposit money. Sellers who try to back out can be sued for "specific performance," which forces the sale of the home to the buyer. Many contracts also specify that disputes must be brought in small-claims court or presented for arbitration or mediation.

Tip: Ask your real estate agent to go over the standard contract with you before you receive or make a purchase offer. That way, you'll know what to expect and be prepared to negotiate the best deal you can get. ♦

The Great Benefits Of Staging

You only get one chance at a first impression. But you can do some strategic home staging before the next house-hunter shows up.

When people walk into a house, they form an opinion almost instantly. Within seconds, buyers either adore the place or want to flee. Any home can benefit from staging maybe to bump up the asking price and help speed up a sale.

People see gorgeous homes on television and in magazines and want exactly that for their new home. Your home needs to look it's very best when it goes on the market. Here's a few ideas on how to make your house gorgeous for its time in the spotlight:

- **Start with the front door.**

Give it a fresh coat of paint and new hardware. Place a flowering plant in a beautiful container beside the door and add a new door mat.

- **Declutter the hall closet.**

Remove at least 70 percent of the coats. Use nice hangers for the few things left in the closet. Make the space look nice and roomy.

- **Beautify the china cabinet.**

Pare down, clean out, and store items you don't really need right now. Remove all clutter.

- **Tidy the kitchen cabinets.**

House-hunters will open and close your kitchen cabinets and kitchen drawers a half-dozen times during a walkthrough. Clear out the clutter. Place a bowl of fruit or a small plant on the uncluttered counter top.

- **Give your bedroom a facelift**

A beautiful down comforter and color coordinated throw pillows for a wow moment. Make the bed look luxurious. Arrange a few flowers in a pretty vase or add a small plant and a book at bedside.

- **Brighten up the laundry room.**

Show buyers that your laundry room is a nice pleasant place to do laundry. Use jars to hold dry laundry detergent, and line up all bottles of everything else on the shelves. Paint one of the walls a bright color and add a plush area rug.

Brighten up the whole look of your home to make it stand out and be the one home that is chosen by the new home buyer. Think model home. ♦

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	0.00M	0
2070	Athena	4	0	0.0%	0	SOLD OUT	0.00M	0
2066	Ocean Reef Towers	55	2	3.6%	74	1.29M to 1.399M	1.345M	0
2000	Brighton	39	0	0.0%	0	SOLD OUT	0.00M	0
S/T	North Beach	106	2	1.9%	74		1.345M	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	0.6%	122	1.75M to 1.999M	1.875M	1
310	Boca Mar	38	0	0.0%	0	SOLD OUT	0.00M	0
350	Beresford	53	0	0.0%	0	SOLD OUT	0.00M	1
400	Excelsior, The	27	3	11.1%	192	5.999M to 6.675M	6.390M	0
500&550	Chalfonte, The	378	7	1.9%	58	1.1M to 2.15M	1.802M	6
600	Sabal Shores	125	5	4.0%	125	788K to 1.5M	1.086M	1
700	Sabal Point	67	0	0.0%	0	SOLD OUT	0.00M	0
750	Sabal Ridge	31	0	0.0%	0	SOLD OUT	0.00M	1
800	Presidential Place	42	1	1.9%	106	5.995M	5.995M	0
1000	One Thousand Ocean	52	5	9.6%	112	5.25M to 11.995M	8.279M	0
S/T	Boca Beach	968	23	2.4%	108		3.841M	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	2	2.1%	54	1.699M to 2.05M	1.875M	1
1200	Cloister Beach	128	4	3.1%	97	645K to 895K	784K	0
1400&1500	Addison, The	169	2	1.2%	87	2.895M to 3.795M	3.345M	0
1800	Placide, The	54	0	0.0%	0	SOLD OUT	0.00M	0
2000	Whitehall	164	0	0.0%	0	SOLD OUT	0.00M	1
2494	Aragon, The	41	1	2.4%	25	6.9M	6.9M	1
2500	Luxuria, The	24	1	4.2%	129	7.3M	7.3M	0
2600	Stratford Arms	120	3	2.5%	17	1.75M to 2.85M	2.233M	0
2800	Ocean Towers	256	4	1.6%	66	1.099 to 3.49M	1.734M	5
3000	3000 South	80	0	0.0%	0	SOLD OUT	0.00M	1
S/T	South Beach	1132	17	1.5%	67		2.436M	9

Totals	March 2023	2206	42	1.9%	90		3.154M	19
Totals	March 2022	2206	16	0.7%	139		2.617M	24
Totals	March 2021	2206	71	3.2%	157		1.678M	36

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 February 18, 2023. 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.