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SERVING

Boca Raton's OCEANFRONT Condominiums



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April 2023

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The House Hunting Experience

You want a new home, but the thought of building a house is more than you want to do at this time. Here are a few suggestions of things to look for in buying a home for sale that can help make your house-hunting experience positive and rewarding.

Location Does Count

You must have heard the real estate slogan about "location, location, location", but it is always true. Location is crucial. Think about the commute to your place of employment? What are the local schools, shopping centers, public transportation, seniors' services and other public amenities like? Is the area all zoned for residential? You don't want to end up next to a commercial building. Even

if the home itself is perfect in every way, buying can be a mistake if it's in a bad location, and a home like that can be a particularly bad choice if you must resell the home within a few years.

Know What You Want

Have you really thought about exactly what you want in a home? Do you and your spouse or partner agree? You could save many hours of looking if you make a list ahead of time. What are the features you must have, would like to have, what you don't want and would prefer not to have. The goal is to find a home that suits your needs without falling in love with one that doesn't work for you. Start the list by thinking about what you like and dislike about your current home.

Get All The Information

Do some homework. Before you start, get all of the information possible about recent home sales prices, market trends, homes on the market now, and neighborhood statistics. Check the internet. You will appreciate your knowledge when we show you homes.

Talk To Your Lender

The home you can afford is a bottom line of your household income, your creditworthiness, interest rates, the kind of loan you select and how much cash you will be putting down. Instead of guessing or estimating how much you can afford to spend, get a banker or mortgage broker to give you a true estimate and a letter stating how much you're



(continued)

qualified to borrow. This amount may be much more or much less than your original estimate.

Take Photos & Notes On Homes You See

When we show you homes, compare them to your original "want" list. Seeing many homes is a confusing experience for most people. Take photos & make notes about the homes you see with us. Grade each one with a "yes", "definite no" or "maybe".

Be Comfortable. This Can Take Time

Wear comfortable clothes and shoes. Touring many homes can be tiring, especially if you're relocating from a distant community. You will

want to see as many homes as possible in a day.

Be Ready To Buy

If we find the perfect home, you should make the offer now. If the home is perfect for you, others may want it too. To save time, we may take you through a blank purchase contract in advance so you'll know what decisions you'll face when the time comes to make an offer.

Relax

If you are prepared well in advance, the whole process will not be stressful. You may have an idea now, after reading this, how stressed-out home buying can be for the unprepared. ♦

Home Remodel To Add Value

Remodeling a home has always been popular with homeowners who wanted to upgrade to make the home more interesting and livable. If you must sell, it makes sense to do things to make the home interesting to the new owner before listing for sale. It can be profitable.

Profitable Improvements

When an owner wants to completely remodel a home, it is practically a rebuild. This can change an old structure into a new, modern building. This can be very expensive and the homeowner may not get the best return on the value when it comes time to sell. When doing smaller, individual changes, the owner must be very selective. Some changes cost a great deal, but do not add much to the value.

Here are some of the best projects for homeowners looking to improve their home and to improve the resale value when time to sell.

Add a new front door. Removing the old entry door and replacing it with a new door has proven to be very cost effective. Just replacing the front door with a new wooden door makes the entry look like new. There are many different styles and finishes available.

Add a wood deck to the home to increase the outdoor living area. Adding some planting areas and an outdoor kitchen can give an ordinary patio area new life. This can be done with a minimum of cost or can be very elaborate.

Do a minor kitchen remodel. Replace the counter tops with granite, a granite composite or butcher block. Anyone of these will give the

kitchen an updated new look. How about painting the cabinets a bright white and adding new door and drawer pulls. Replace the old appliances with energy efficient appliances.

Replace the old wood framed windows with a more energy efficient vinyl window frame.

Here is why more remodeling is happening:

- Owners are staying and remodeling instead of moving up to more expensive homes.
- With building codes throughout the country, homes have been well built for decades. Some developers in most areas have become specialists in remodeling some of the older homes into new designs.
- The homeowner knows the value of a home in the current condition and is aware of the increase in value that a remodel will bring. It makes sense to make a profit.
- Some owners have done so well with remodeling their own home that they have bought other homes that can be remodeled for profits.
- The well-to-do young to middle-age professionals use more imagination in leading the good life at home. They may add a kitchen island, fireplace, sun porch, deck and spa, outdoor kitchen, and upgraded bathrooms.

If you want to make improvements, and you need to know which improvements will add the most value to your home, give our office a call and we can advise you on the ones that will increase value. ♦

Do Research For The Building Site

Deciding on a home style and design first before choosing the building site could save you a lot of anguish. Are there trees that need to be removed, will the driveway enhance the design or become a problem? Is this quiet weekday street a short cut to a weekend recreation area?

Are you looking at a site on a golf course or next to a hiking trail? While these look like ideal locations are you prepared to listen to people yelling or cursing about that missed shot early in the morning?

When shopping for a building site to buy for your new home or second home do some homework to select the best site. Not only will you be convinced that it's the best location for your new home, but you'll also know how geographically sound the lot is and what to expect after the home is constructed.

When evaluating home sites, you'll be considering things like location, personal tastes, as well as price. Properties you find should not only look good, but also drain well. This means that the home shouldn't be placed in a low spot on the lot or at the bottom of a hill where runoff is likely to head. It's interesting to note that ground water damage to a home is NOT covered under most standard home insurance policies. Only flood insurance covers this type of risk—and at a very premium cost!

Be sure to check with both the county assessor's office as well as a local title company to find out where easements lie on the property. Too many easements (such as for power, telephone, or high-voltage poles) can limit the amount of usable land available for building the house. And don't forget to find out how much of a set-back from the street or road is required

by the building municipality (county or city). There could also be a similar side-lot and rear-lot requirement so that homes built in the area will be an equal minimum distance away from both sides of the lot as well as from the rear lot line.

It helps to have some idea of the style and floor plan before choosing a lot. The heavily treed lot you're considering is beautiful, but those beautiful trees might need to be destroyed as they stand in the footprint of your desired new home. In reality, the lot you've chosen and the home style you require may not be compatible. By choosing the lot to fit the home style, you're less likely to encounter this problem.

Here's where knowledgeable architects and/or construction consultants come into the picture. Even if you have decided to be a "lone wolf" in building your own home, don't scrimp on getting expert advice up front about how the floor plan will fit on the lot, whether or not the soil is stable, what permits are needed, as well as an outside expert source of answers to problems that crop up during the construction process. (And believe me, troubles can arise!) The construction consultant you use is likely to become an invaluable player on your team—one who's available for consultation, one who knows other players in the construction industry to help you out of tough fixes you may find yourself in. Consultants are often paid using an hourly fee structure, or a flat fee payment. Whichever method of payment you choose, it's good to set a fee limit cap (at least in your mind) so you can plug this figure into your overall construction budget.

Follow these guidelines when making site decisions for your dream home and you should find your home investment on solid and profitable ground. ♦

Real Estate Personal Service

The job of the professional real estate agent is to bring buyers and sellers together. To do this we must keep up-dated on the local and national real estate market, financing, and all other aspects of buying and selling homes and other properties. A major part of this activity is to keep in touch with past, present and future clients. That is why we send you this newsletter.

Here are some of the ways our company can help:

Home owners: We can prepare an analysis of the current range of value for estate planning or insur-

ance review. Supply prices of all homes for sale in the area to keep you up on all price trends.

Home sellers: Give you all information necessary to arrive at the best price to insure the top dollar in the sale, and show you how to increase the home's marketability.

Home buyers: We can help to decide how much house you can afford, show you homes in your price range in different neighborhoods. When the perfect home is located, help with negotiation for the best price and terms. ♦

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	0	0.0%	0	SOLD OUT	0.00M	1
2000	Brighton	39	0	0.0%	0	SOLD OUT	0.00M	0
S/T	North Beach	106	0	0.0%	0		0.00M	1

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%	67	1.75M to 1.995M	1.873M	1
310	Boca Mar	38	0	0.0%	0	SOLD OUT	0.00M	0
350	Beresford	53	1	1.9%	0	3.2M	3.2M	1
400	Excelsior, The	27	2	7.4%	218	6.495M to 6.675M	6.585M	0
500&550	Chalfonte, The	378	5	1.3%	89	1.1M to 2.15M	1.744M	8
600	Sabal Shores	125	4	3.2%	88	849K to 1.395M	1.008M	2
700	Sabal Point	67	1	1.5%	15	899K	899K	0
750	Sabal Ridge	31	0	0.0%	0	SOLD OUT	0.00M	1
800	Presidential Place	42	1	1.9%	135	5.475M	5.475M	0
1000	One Thousand Ocean	52	4	7.7%	166	5.25M to 11.995M	7.661M	1
S/T	Boca Beach	968	20	2.1%	109		3.494M	12

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	3	3.1%	40	750K to 2.05M	1.21M	1
1200	Cloister Beach	128	5	3.9%	100	645K to 895K	767K	0
1400&1500	Addison, The	169	3	1.8%	79	2.795M to 3.595M	3.095M	0
1800	Placide, The	54	0	0.0%	0	SOLD OUT	0.00M	0
2000	Whitehall	164	3	1.8%	13	1.295M to 2.499M	2.061M	2
2494	Aragon, The	41	1	2.4%	54	6.9M	6.9M	0
2500	Luxuria, The	24	0	0.0%	0	SOLD OUT	0.00M	0
2600	Stratford Arms	120	3	2.5%	38	1.75M to 2.699M	2.183M	0
2800	Ocean Towers	256	5	2.0%	49	1.19 to 3.49M	1.7M	5
3000	3000 South	80	0	0.0%	0	SOLD OUT	0.00M	1
S/T	South Beach	1132	23	2.0%	57		1.951M	9

Totals	April 2023	2206	43	1.9%	81		2.226M	21
Totals	April 2022	2206	7	0.3%	66		2.350M	31
Totals	April 2021	2206	59	2.7%	161		2,309M	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 March 19, 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.