



Richard L. Dusik
President - Broker

RLD@FloridaBeachRealty.com



Grace E. Corbino
REALTOR - Associate

Grace@FloridaBeachRealty.com



John M. Caluwaert
Associate Broker

John@FloridaBeachRealty.com



FLORIDA BEACH REALTY
and Financial Services, Inc.

1515 N Federal Hwy, Suite 300, Boca Raton, FL 33432-1994 (USA)

Website: www.FloridaBeachRealty.com and www.OceanfrontInBoca.com

SERVING Boca Raton's OCEANFRONT Condominiums

MARCH 2024

Contents

- Research Counts When Looking For A Home
- Be Smart When Making An Offer
- Real Estate Help Is Close By
- How To Get The Best Price For Your Home
- News From Our Area

Research Counts When Looking For A Home

Here are some ideas that will help in your search for a new home.

Know What You Want In A New Home

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. Start the list by thinking about what you like and dislike about your current home. This will help us to find the perfect home for you.

Location

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. Be sure to ask about any unwanted traffic on weekends or during the commute. Is it an alternate route to the lake or a short cut to the freeway?

Get Information

Do your homework before you start. Get all of the information

possible about recent home sales prices, market trends, homes on the market now, neighborhood statistics and the home-buying process. Much is available on the internet. Go surfing. We will appreciate your knowledge when we show you homes.

Talk with your bank or mortgage company in advance of your search and have them give you an estimate of how much home you can afford.

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



(continued)

stating how much you're qualified to borrow. This amount may be much more or much less than your original estimate.

Make Notes As You Look

When we show you homes, compare them to your original "want" list. Seeing many homes is a confusing experience for most people. Make notes and take photos with your smart phone of the homes you see with us. Grade each one with a "yes", "definite no" or "maybe".

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.

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. ❖

Be Smart When Making An Offer

When you are buying a house, there are some things that don't count when making an offer. What really doesn't count is an oral offer. It must be in writing.

Be Careful What You Say

Remember that the seller's agent is legally obligated to report everything he knows to his client. Suppose you say, "This is the house for us – if they don't take this offer, we'll go higher." Statements like this will be reported to the seller.

How Much Should You Offer?

Do not assume the sellers have built in a cushion in the listing price. Some owners hate negotiating and may list at rock-bottom for a quick sale.

No matter what the asking price, some buyers think it is smart to make a very low offer and wait for the seller to counter a few thousand dollars off of that price. Then the buyer raises the offer a little and continues with offers and counter offers until a low price is reached on the house.

In our experience, this tactic might kill the sale. Too low on the original offer and picking on the seller with many offers and counter-offers can raise tempers and frustrate the seller. When the seller is angry and will not answer another

counter-offer, the buyer is left hanging.

The broker can show you a list of sales that are comparable to this house and the asking price. If the price is fair and in the market, it's wise to make your original offer close enough to the asking price to tempt the sellers to accept it immediately and be done with everything. They won't have to keep the home perfect for showing and can get on with their lives.

The list of "comp" sales establishes accurately the real value. They show what other buyers have been paying for similar property in the neighborhood recently.

Here is where you might make a low offer. If the house has been on the market for many months, don't offer full price.

On the other hand, don't hesitate if you find a bargain. (With your list of "comps" and experience in the neighborhood, you should be able to recognize one.) If the house is just listed and "hot" – unusually attractive, under priced, it won't last long. Offer full price. If other buyers are swarming around an open house, your offer may be in competition with others by that evening. Consider offering something over full price. ❖

Real Estate Help Is Close By

How can we be of service to you? When you are buying or selling a home, of course. At other times, we can handle property management for any properties you might own. Let us help in determining the value of your home, anytime you need to know.

Call this office when you need services of an expert in this community's real estate. We have the records of all properties for sale at all times. Today's interest rates, availability of loans, and any other financial information that can affect your property is as close as your phone.

Keep our newsletter as a file of useful real estate information and to remind you to call us whenever you need "Professional Service".

How To Get The Best Price For Your Home

In any real estate market some homes always sell at the highest price. These homes are always the most outstanding homes. Many buyers are willing to pay a premium price for a truly exceptional home (or one that appears exceptional). A seller must work hard to achieve this look and feel of a truly great home.

It is the time to listen to the advice of the most experienced real estate broker.

Some owners have moved all of their furniture out and rented more expensive furniture to have the home show in the best way.

Without taking that drastic step, here are five must do ways to creating the exceptional home.

Cleaning

This means a cleaning that most of us have never done. It is a deep cleansing that goes to every surface, every window, carpet, ceiling fan, everything in the home. Every exposed surface in the home should look new and sparkling. Replace the covers of any wall plugs and light switches that have discolored through the years. Have the carpet professionally cleaned or replace the carpet with a neutral color if it shows major wear. Many sellers replace all of the doorknobs throughout the home. (Tip: Doorknobs on the inside of closet and bedroom doors are probably like new, and can be switched with worn ones.)

Clearing The Clutter

Most people put this off until after the sale. But now is the time to get rid of those things you will never need again. Throw them away, donate or sell them. Also, pack up anything you can live without for the selling period. Bundle about half of the things that are now in closets, if you haven't worn that outfit or used that pan in the last 2 years, get rid of it. Get rid of any knickknacks or put them away. The kitchen and bath counters must be clear and uncluttered. Cabinets and drawers must be very clean and contain just a few items, because prospective buyers will be opening doors and drawers and will want to see a lot of space. Clearing the clutter will also make moving to a new location a little easier.

Get rid of some furniture. Most homes have too much. Cut it to a minimum and the home looks larger.

Don't put the packing boxes and furniture in the garage. It should be roomy and uncluttered too. Store them with a friend or rent a storage unit.

Think Model Home

Get the picture of a builder's model home in your mind. Get rid of your personal stuff. Family photographs and personal collections have to go, these things are a distraction to potential buyers. Buyers try to visualize themselves living in each home they see and it is difficult to do with your personal things around. Try to make every room impersonal and orderly so that it will appeal to everyone. Remember, think model home.

Decorating and Accessorizing

Paint works wonders and costs little, but more than anything else, gives that new look to the home and a fresh smell. You got rid of all the personal things, so now add fresh flowers, green plants and pretty accessories such as throw pillows. These really add to the overall look and do not break the bank account. You may want to hire a company that does staging.

Maintaining

Here is the tough one. The "look" that you have worked to achieve must be kept-all day, every day. That is inflexible. Everyone in the family must work at this. It is not easy to keep a home hotel-clean while you are living there, but the payoff can be a higher price and perhaps a quicker sale. The yard must be maintained, neat and trimmed. Don't do elaborate landscaping; the buyer might think it would be hard to keep up.

Pay attention to the traffic flow in the home. You got rid of some furniture. Now arrange the rest so a prospective buyer can easily navigate around. They must be able to walk through a room without being impeded by any piece of furniture.

Look at the front door. Is it beat-up from years of use, can it be saved with a new coat of paint. Make the entrance as homey and attractive as possible. Maybe a flowering potted plant on the porch. You want the first impression to be a great impression.

You can choose how far to go. It might be simply cleaning or might involve a minor remodel of an old home. We can help with suggestions when you list it for sale. ❖

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	1	25.0%	7	5.5M	5.5M	0
2066	Ocean Reef Towers	55	3	5.5%	99	1.45M to 1.8M	1.608M	1
2000	Brighton	39	1	2.6%	17	\$3.995M	3.995M	0
S/T	North Beach	106	5	4.7%	64		2.864M	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	1.3%	91	1.895M to 2.249M	2.72M	1
310	Boca Mar	38	0	0.0%	0	SOLD OUT	0.00M	0
350	Beresford	53	4	7.5%	63	2.325M to 5.25M	3.242M	0
400	Excelsior, The	27	0	0.0%	0	SOLD OUT	0.00M	0
500&550	Chalfonte, The	378	14	3.7%	103	1.399M to 2.349M	1.808M	7
600	Sabal Shores	125	4	3.2%	75	799K to 1.995M	1.419M	2
700	Sabal Point	67	1	0.0%	0	SOLD OUT	0.00M	0
750	Sabal Ridge	31	0	1.5%	15	1.499M	1.499M	0
800	Presidential Place	42	1	2.4%	165	5.495M	5.495M	1
1000	One Thousand Ocean	52	2	3.8%	116	10.5M 11.25M	10.875M	1
S/T	Boca Beach	968	28	2.9%	93		2.745M	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	5	5.2%	142	659K to 1.25M	964K	0
1200	Cloister Beach	128	6	4.7%	94	675K to 1.295M	833K	1
1400&1500	Addison, The	169	6	3.6%	56	2.25M to 3.495M	3.087M	0
1800	Placide, The	54	3	5.6%	95	1.795M to 2.395M	2.193M	0
2000	Whitehall	164	3	1.8%	81	1.15M to 1.375M	1.285M	0
2494	Aragon, The	41	3	7.3%	80	3.999M to 6.5M	5.631M	0
2500	Luxuria, The	24	1	4.2%	93	6.75M	6.75M	1
2600	Oceans Edge	120	2	1.7%	81	1.85M to 2.35M	2.123M	2
2800	Ocean Towers	256	4	1.6%	20	1.274M to 2.75M	2.190M	0
3000	3000 South	80	2	2.5%	73	1.775M to 2.095M	1.9.5M	0
S/T	South Beach	1132	35	3.1%	77		2.265M	4

Totals	March 2024	2206	68	3.1%	82		2.507M	17
Totals	March 2023	2206	42	1.9%	90		3.154M	19
Totals	March 2022	2206	16	0.7%	139		2.617M	24

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 16, 2024. 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.