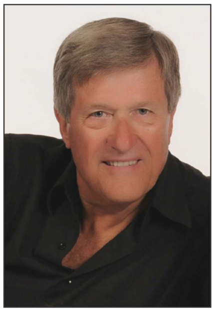

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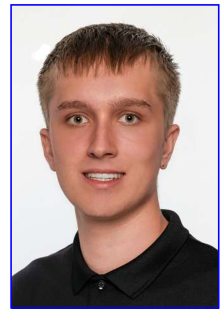

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SERVING Boca Raton's OCEANFRONT Condominiums

AUGUST 2025

Contents

The Quality Of A Neighborhood

Location is near the top of any buyer's list of needs when looking for a home. We agree that location is all-important. When we show you through a neighborhood to choose a new home, you will be aware of the "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.

Everyone's Preference

When we look at a home and the neighboring homes, we hope we can picture what will happen to the area or tract of homes in the future. You must, however, understand exactly what location means to you and the value of your property. How your property will appreciate in value later is related to how well it is located and maintained today.

In an area where everyone takes care of homes and here is an obvious pride of ownership, the neighborhood and values will prosper. There may be one owner in a neighborhood of well-kept homes that doesn't quite keep up, but just one may be no problem. This neighbor may change by the example and pressure of the pride-of-ownership owners.

However, once in a while, there may be a whole development or tract where many of the owners or renters have let go and most of the homes and yards are shabby. It may be a twin (originally) of the neighborhood of well-kept homes. Because of the overall appearance and condition, the value of the homes is lower.

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. This whole neighborhood may be in critical condition. Some of the homes may be for sale at what may seem is a bargain price. It is not. It is a "bad" location. It might improve in time with the right new owners but maybe not.

Real estate agents are reluctant to show homes in this area unless the buyer is a sophisticated investor who knows the area and wishes to take the chance because of the lower prices.

Before you start looking at homes, make a list of the things that you want in your neighborhood and things that you don't. ❖

Building A New Home? – Hire A Professional Inspector

Have you ever bought a new home directly from the builder? You may have thought there could be no more of a problem-free situation than owning a new home with all new appliances, new windows and crack-free walls. You may think that hiring a professional home inspector is a waste of money, you may be surprised.

Unfortunately, no new home is perfect, no matter the price. The general contractor hires sub-contractors to do much of the work. Different crews are in and out, doing their part of the work. Deliberate cutting corners are rare, but mistakes are inevitable, some small, and some large.

What does the City or County Building Inspector do in the periodic inspections while a house is being built? Their job is to make sure that the house being built conforms to county minimum building codes. They do not pay any attention to the quality.

Hire An Inspector Early

The inspector who might be hired to inspect a home being built can be hired to do inspections several times during construction of that new custom home. This inspector can be involved from the start. The first time he/she can look over the home before the walls are closed in, inspecting the framing, wiring, and all things inside of the walls.

In the negotiations with the builder for the contract for the construction, bring up the subject of the inspector and his/her role in the project. The inspector will assist both the owner and the contractor during the construction. If the builder balks at having an inspector around periodically, you may want to do business with another builder.

The inspector will add $1,000 or more to the price of the construction, depending on where the home is located, but the completed home should be as perfect and worry free as possible.

If you buy a spec house after it is completed, you might want to add a home inspection contingency to your sales contract.

If you do not know a home inspector in your area try www.ashi.org, which is the web site of the American Society of Home Inspectors. ❖

We Are The Experts In Real Estate

Experience only comes from working in an occupation or profession for a long period of time. Every one of hundreds of transactions in real estate is different. This means the "experienced" practitioner in real estate has learned many things about property and people that are not taught in books.

When you make the decision to buy or sell a home or other real estate, you want the quickest, trouble-free transaction at the most favorable price. Your search starts in earnest when an expert real estate professional represents you exclusively. Here is why I can do the best job for you.

- My recommendation for a selling price will be "on the money" to save time in the sale. Often a seller will realize more on the sale than he/she would have without professional representation. For a buyer, I also can advise on the reasonable price for each home available on the market.

- In addition to values of properties, I can answer any question about taxes, costs and services that can affect your transaction.

- My experience with many buyers and sellers can help a buyer determine how much home can be purchased with existing resources and can show some financing methods that might be unique.

- When I represent you, your precious time is saved. Instead of spending hours or days doing research, ask me. I will have instant answers to many of your questions, plus know where the answers are to any others.

- I'll soak up the stress that comes with a purchase or sale. Instead of you being overwhelmed with details, I'll take care of them.

- When you are a seller, I'll show the home to its best advantage. Prospects will be advised of all aspects of the property, protecting you from any later objections.

- For a buyer, I'll show a variety of homes suited to your needs, and can suggest simple changes that could make a certain home a good choice.

- I know and cooperate closely with all of the other real estate professionals in our market area. These contacts with friends "in the business" can often produce a buyer or seller for us in record time. ❖

Be An Energy Saving Watch-Dog

We all want to cut the high cost of energy bills. Conserving energy is important to everyone. Not only does energy conservation save consumers money, it saves precious resources for future use. By making a few energy-saving improvements you can lower your utility bills, help the economy, and promote a cleaner environment for everyone.

Saving energy is much easier than many people think. Insulating a home, changing to double pane windows, lowering or raising the setting on the thermostat by just a few degrees has a significant impact on energy usage.

Save on cooling costs by setting your thermostat between 75 F and 78 F when you're home, health permitting. Set it to 85 F when you're away for more than a few hours.

Unplug power strips for the computer and accessories when not in use.

If possible, enjoy an afternoon at the pool, park or local library. You can also go to a community cooling center.

On hot days avoid using the oven for cooking, instead use only the cook-top, microwave oven or grill on the BBQ outside.

Clear the area around where your air conditioner vents to the outside to ensure the best possible ventilation. Make sure the outside part of your air conditioner can easily ventilate by clearing any debris or other items from the outside area. Clean the intake vent louvers inside and change the filter every few months.

Use ceiling fans instead of the air conditioner to circulate the air if possible. Closing off rooms and closing vents in rooms not used or occupied will save money and energy.

Taking the stairs, not the elevator in a multi-story building saves energy and gives some much needed exercise.

Replacing incandescent light bulbs with fluorescent lighting or LED bulbs can save 30-40% of lighting costs.

Seal cracks and major air leaks around windows and doors.

Do the laundry with cool water instead of hot water. The experts say hot water wears out fabric faster than cool water. Only run the washer when you have a full load and dry the laundry on a rack or outdoor clothesline. This will save many dollars on the water and electric bill. Air dried laundry smells so much fresher.

Check for water leaks in the kitchen and bathroom, take a shower instead of a bath. On average a bath uses twice as much water as a five minute shower.

Run your dishwasher in the morning at lower peak hours and only turn on the dishwasher when it is full. Instead of using the dishwasher, wash your dishes by hand using cool water and let them air dry. This tip alone will save many gallons of water and no electricity. Your dishes will be just as clean with cool water.

Turn off bathroom and kitchen ventilation fans after their job is done to keep them from pushing cooled air out of your house.

Turn off lights in rooms that aren't in use. Consider a summer tradition of candlelit dinners or dimly lit game nights. During the day, rely on natural light alone.

Check with your local utility company, they will often conduct energy inspections free of charge and suggest ways to reduce your utility bills.

Be vigilant and watch those utility bills go down. ❖

Carry-back Financing

The seller can assist the buyer by acting as the lender, financing all or part of the sale. The term given to such seller financing is carry-back financing. Literally, the seller is carrying back part or all of the financing on the property instead of the buyer financing with a bank or savings and loan.

Under this kind of arrangement, a seller will usually require that a homebuyer sign a promissory note with all of the details regarding the loan. This will include the schedule for making payments, the interest rate and all other terms.

When the property is free and clear of loans, seller financing is no problem. If there is a small institutional loan still on the property, it must be assumable and allow additional financing. The real estate agent must ascertain this when the property is listed.

Seller financing is a vital part of any successful sales program.

If the seller is aware of all of the benefits, it can cut the sales time of a property by expanding the market. Many more buyers would be able to purchase the property.

Many sellers of real estate do not need all of the money that will come from a sale. Often the seller must go out and look for a place to invest the proceeds, to get the best possible return.

Your real estate broker can advise you on how to use seller financing. ❖

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	4	7.3%	217	749K to 1.85M	1.437M	0
2000	Brighton	39	0	0.0%	0	SOLD OUT	0.00M	0
S/T	**North Beach**	**106**	**4**	**3.8%**	**217**		**1.437M**	**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%	119	525K to 2.199M	1.362M	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	0
400	Excelsior, The	27	2	7.4%	37	5,6M to 5,65M	5.625M	0
500&550	Chalfonte, The	378	5	1.3%	37	1.35M to 1.749M	1.569M	2
600	Sabal Shores	125	4	3.2%	114	870K to 1.295M	1.150M	2
700	Sabal Point	67	1	1.5%	94	2.895M	2.895M	2
750	750 Ocean	31	0	0.0%	0	SOLD OUT	0.00M	0
800	Presidential Place	42	2	4.8%	51	8.595M to 9,5M	9.048M	0
1000	One Thousand Ocean	52	3	5.8%	163	3.795M 8.595M	5.462M	0
S/T	**Boca Beach**	**968**	**19**	**2.0%**	**86**		**3.358M**	**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	9	9.4%	80	619K to 1.05M	765K	0
1200	Cloister Beach	128	5	3.9%	194	449K to 639K	565K	0
400&1500	Addison, The	169	3	1.8%	53	2.4 to 4.999M	3.417M	0
1800	Placide, The	54	5	9.3%	107	1.459M to 2.295M	1.669M	0
2000	Whitehall	164	1	0.6%	125	1.595M	1.595M	0
2494	Aragon, The	41	3	7.3%	170	2.695M to 8.45M	5.165M	0
2500	Luxuria, The	24	2	8.3%	88	7.95M to 12.95M	10.450M	0
2600	Oceans Edge	120	1	0.8%	71	2.299M	2.299M	1
2800	Ocean Towers	256	11	4.3%	114	1.049M to 3.195M	2.004M	1
3000	3000 South	80	3	3.8%	97	1,1M to 3.399M	2.182M	0
S/T	**South Beach**	**1132**	**43**	**3.8%**	**112**		**2.260M**	**2**

Totals	**Aug. 2025**	**2206**	**66**	**3.0%**	**111**	**2.526M**	**9**
Totals	**Aug. 2024**	**2206**	**52**	**2.4%**	**113**	**2.455M**	**11**
Totals	**Aug. 2023**	**2206**	**27**	**1.2%**	**91**	**2.665M**	**6**

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 July 17, 2025. 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.