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SERVING Boca Raton's OCEANFRONT Condominiums

SEPTEMBER 2026

Contents

Some Tips From A Real Estate Professional

Most of us have heard about or know someone who buys houses, does a little upgrade then sells the house for a nice profit. They always seem to have extra cash and they make it look easy and effortless. Are they just "lucky" or do they know a secret that the rest of us don't know?

One of the things in their plan is to resell as soon as possible without spending much money on the fix-up. They have found the best and most inexpensive ways to spend money to get the biggest return on their investment. Beginners often get sidetracked by shiny upgrades or trendy features, which can be costly. The pros stick to what works.

Even if you are aren't in the business of buying and selling homes for profit, but just want to sell your home, go for the smart strategic changes these professionals use. Here are some essential things that are done for a quick, successful home sale.

Surveys show that it's not necessarily the most extensive remodeling projects that return an excellent profit, *it's knowing the right projects.* These tasks will improve the appearance of your home before exposing it to the market place, thereby bringing it's appearance in competition with much newer homes for sale in you area.

Some Low-Budget Projects

A new front entry door, minor kitchen and bathroom remodels, creating an attic bedroom and replacing the garage door are among the top low-budget yet high-yielding home improvement projects.

Most houses have been occupied by the same family for years or decades so when the family prepares to sell, the home is often very dated. The key is to modernize elements of what is outmoded. It could be as simple as a fresh, neutral paint color, changing the knobs on the kitchen cabinets, or replacing a vanity top in the bathroom. Changing the window coverings or getting rid of them is high on the list.

Clean the window screens and repair or replace any that are damaged.

Clean Like Never Before

Buyers are attracted to homes that are stain-free, look new and are move-in ready. Think model home. If there is wallpaper of any kind, anywhere, get rid of it. Removing wallpaper, painting walls, changing light fixtures and doorknobs, replacing hardware on cabinets, drawers and cutting the clutter helps update a house and makes it more appealing to potential buyers.

In kitchens, replace the laminate countertops or colored tile with quartz or granite. You may avoid the expense of changing kitchen cabinets by replacing the hardware, changing the cabinet doors or painting them. If your kitchen appliances are older,

(continued)

maybe the same age as the house, new appliances are a must. A modern kitchen makes the whole house look good, while an old kitchen ruins the appearance of everything.

If the house has an attic that can be converted to a bedroom, it can be the best thing that you can do. It is one of the most valuable additions to any home – it adds living space! You are utilizing space that is already there.

Don't do a remodel but do repair whatever is broken, big or small.

If you have any peeling paint, peeling wallpaper, or areas that need touch-ups, such as a stair banister, clean, paint, remove or refinish.

Make small rooms look bigger by removing excess furniture.

Remember that many houses today are first seen on-line, so you must visualize how it will look when photographed and on a computer or smart phone.

Most House hunters see the living room first, then the kitchen and bathrooms.

Eliminate clutter from shelves, closets, and drawers. Buyers want to see your house not your stuff.

Depersonalize rooms. Those photos of little Johnny are cute but put them away when it's time to show your home.

Dust, vacuum, and scrub every room like never before. Shine windows, polish fixtures, and wipe down surfaces so everything feels fresh and well cared for.

Don't forget the outside of the house. Power wash the patio, front porch and house exterior, if needed.

Use containers of flowering plants to add some bright spots in the garden.

Add fresh flowers on the counter tops in the kitchen, bedroom or bathrooms. Don't over-do it.

Open curtains or shades and let the light in.

Remove your pets and their beds, bowls, toys and litter box when the house is being shown.

Make yourself and all of the family disappear. Go to a movie or run out for ice cream.

Make your house smell fresh with lemons, spices or a subtly scented unlit candle.

Houses sell faster when they are well priced, clean, clutter-free and welcoming. Just remember, curb appeal is extremely important as it is the first thing a potential buyer remembers.

As your professional realtors we will offer suggestions as to the selling price and anything that we see that needs to be taken care of before the open house. ❖

Hidden Water Leaks In Your Home

Hidden water leaks in your home or condominium can be a dangerous and expensive thing. Leaking pipes within the walls can cause mold, destroy insulation, and rot wood. Dripping pipes within the walls behind appliances can be a fire hazard and leaking irrigation water systems can cause lawn and foundation damage. These are just the tip of the iceberg.

Fixing easily detectable leaks like dripping faucets and toilets that malfunction and 'run' can be very inexpensive and easily fixed with a trip to the hardware store. This type of common leak wastes 800 to 1100 gallons of water a day.

Home water leaks waste about 1 trillion gallons of water per year and at lease 10 percent of American homes have leaks that waste 90 gallons of water a day, according to the EPA.

Uncovering hidden water leaks can not only be important to your budget, but also to your safety and for the protection of your home investment.

Be proactive and make periodic inspections around your property, on the outside and inside. Check your irrigation system by walking around your yard looking for signs of leaks in the drip system, or leaking sprinkler heads. Also look for unusually green areas in your yard. This area is probably receiving more water than other parts of your yard. Check for excessive moisture and for water leaks both above and below ground.

Inspect around the water heater for moisture and check all connections.

Look under the sink in the bathroom and kitchen for any leaks or loose pipe connections and check the wall next to the dishwasher for moisture.

Watch your water meter bill for any unexpected spike that could indicate a problem.

An older home has older pipes and water systems that may be prone to water leaks as they age, but new homes aren't immune to problems either. Pipes and pipe joints can fail at any time whether the home is brand new or 100 years old.

Whether you live in a high rise condominium or in a single residence, being aware of the hazard of water leaks can save you a lot of problems and help the environment.

There are smart home technology companies that specialize in water leak detectors. Look in the yellow pages or on the internet ❖

The Do-It-Yourself Home Inspection

During a private tour, you can thoroughly inspect each room, test appliances, talk to neighbors, and get a true sense of what it'll be like to live in the neighborhood and community. This is when you decide whether the home is right and is a good fit for you and your family. If the location and everything on your list of wants in a home is there, then it's time to look deeper.

Here are a few things to look for when touring a home for sale.

Signs of damage... Look for normal wear and tear and more serious damage for example: stains on the ceilings or walls could indicate water damage from a current or previous leak.

Signs of pests... Look for small holes in the woodwork, droppings in hidden corners, and cabinets, strong musty orders, and gnaw marks on walls, furniture and packaged food.

Malfunctioning appliances... You will want to test them to ensure everything works properly. This includes: faucets, the oven, cooktops, dishwasher, refrigerators, washer and dryer, and anything else included in the sale. Open and close the dishwasher door, turn on the heating elements on the range, don't be shy about testing the appliances.

Note the size and number of closets in the bedrooms and hallways. Are there enough storage cupboards in the kitchen and bathrooms?

Be aware of the floorplan... Is the layout easy to navigate. Can you see the toilet from the front room or any rooms?

What is the size of each room, and are the windows positioned so you can look in the neighbors house?

Examine the exterior and structural condition... Check for cracks in the walls and ceilings, open and close the windows and doors. Do they open and close smoothly? Make sure the exterior siding is sturdy and strong. Check the fencing around the property. Look at all of the trees. Are they healthy and not a danger to people or home, including the neighboring homes. Do they hang over the house?

Is Parking adequate... Is the size of the garage as advertised. Check the driveway for cracks and tree root damage,

Listen to the noise level... Check street sounds and the neighbors sound system.

Is the house in a flood zone?

These are some of the things that you should pay special attention to in your do-it-yourself home inspection.

For a complete inspection, it's a good idea to hire a professional home inspector. ❖

Your Real Estate Team

If you are planning to buy a home, thinking of selling your home or just need to know the value of your home, I can help you navigate through the process.

To do this we must keep up-dated on the local and national real estate prices, 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 my past, present and future clients. That is why I send you this newsletter.

When you want to buy or sell real estate, you want to do it now, with no delays. To assist you in this, I maintain a wide network of clients that create a pool of buyers for homes like yours. I know people with homes in all areas and price ranges that can fit your future needs.

Please give me a call. Here are some of the ways I can help.

Home Owners

I can prepare an analysis of the current range of value for estate planning or insurance review. If you want to make improvements, advise you on the ones that will increase value. Supply prices of all homes for sale in the area to keep you up on all price trends.

Home Sellers

I can 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. When a sale occurs, we help with the negotiation and see you through the closing. When you receive a purchase contract, I can help you evaluate all of the terms and conditions so that the final acceptance will be satisfactory to you. Prices and terms in an original offer can be changed with a simple counter proposal. A minor change in terms might make the amount of money you receive, after taxes, much more satisfying.

Home Buyers

I 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, assist with the financing, and make the transaction run smoothly through to the closing.

In the meantime, keep this newsletter as an update on information about your home, maintenance and repairs, changes in tax laws, and other things than can affect your home and its value. Call me or my team with any real estate question. ❖

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	1	12.5%	178	3.995M	3.995M	0
2070	Athena	4	1	25.0%	20	5.95M	5.950M	0
2066	Ocean Reef Towers	55	2	3.6%	49	1.399M to 1.485M	1.442M	0
2000	Brighton	39	0	0.0%	0	SOLD OUT	0.00M	0
S/T	**North Beach**	**106**	**4**	**3.8%**	**74**		**3.207M**	**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%	18	2.25M to 2.4M	2.325M	2
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	1	3.7%	43	6.45M	6.450M	0
500&550	Chalfonte, The	378	2	0.5%	227	1.495M to 1.85M	1.645M	3
600	Sabal Shores	125	2	1.6%	80	1.195M to 1.25M	1.223M	1
700	Sabal Point	67	4	6.0%	88	1.294M to 2.395M	1.786M	0
750	750 Ocean	31	0	0.0%	0	SOLD OUT	0.00M	0
800	Presidential Place	42	0	0.0%	0	SOLD OUT	0.00M	0
1000	One Thousand Ocean	52	1	1.9%	617	3.5M	3.500M	0
S/T	**Boca Beach**	**968**	**12**	**1.2%**	**138**		**2.290M**	**6**

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%	104	600K to 1.089	768K	3
1200	Cloister Beach	128	0	0.0%	0	SOLD OUT	0.00M	0
1400&1500	Addison, The	169	9	5.3%	174	1.987 to 5.75M	4.079M	0
1800	Placide, The	54	1	1.2%	26	1.449M	1.449M	1
2000	Whitehall	164	4	2.4%	45	949K to 1.95M	1.474M	0
2494	Aragon, The	41	1	2.4%	42	6.95M	6.950M	0
2500	Luxuria, The	24	1	4.2%	499	10.5M	10.500M	0
2600	Oceans Edge	120	1	0.8%	131	1.989	1.989M	0
2800	Ocean Towers	256	7	2.7%	128	1.195M to 2.949M	1.648M	0
3000	3000 South	80	1	1.3%	47	1.089M	1.089M	0
S/T	**South Beach**	**1132**	**30**	**2.4%**	**130**		**2.665M**	**4**

Totals	**Sept. 2026**	**2206**	**46**	**2.1%**	**127**	**2.615M**	**10**
Totals	**Sept. 2025**	**2206**	**62**	**2.8%**	**125**	**2.850M**	**7**
Totals	**Sept. 2024**	**2206**	**45**	**2.0%**	**129**	**2.280M**	**8**

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 August 18, 2026.. 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.