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SERVING Boca Raton's OCEANFRONT Condominiums

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The Marketing Of Your Home

When you are ready to list your home for sale, we will assist you in the same way that we assist and counsel the buyer. Since we represent buyers and sellers in our transactions, when you are ready to sell, remember there's a prospect for your home. We work closely with our other office associates to make available a list of pre-screened prospects. These are not lookers, but serious persons interested in buying a home.

It is our job to know the community in which you live. We're familiar with zoning codes, schools, churches, shopping, transportation and other pertinent information important to prospective buyers. This expertise goes a long way towards making the sale.

An Unemotional View

That is what is needed between buyer and seller. We have no ties to the property and can objectively answer all questions from

the buyer regarding value and condition of your property.

We are experts at marketing and selling property. It is our only business. We know how to best market a particular piece of property in order to bring top dollar to you, the seller. We can give suggestions on how to make your home more attractive, more salable to those prospective buyers.

Low-Budget Projects

When you are selling a home, you do not just put it on the market without some kind of a pre-marketing fix-up. A few people put a neglected home for sale "as is" but this is rare. Whether it is a complete remodel and upgrade or just a thorough cleaning, there should be some preparation.

Here a few projects that you may not have thought about.

- Home offices are very popular. Why not show one of the bedrooms furnished as a home office.

- Use closet organizers. They give up to twice as much usable space. Most important, they make the space look larger.

- Consider hiring a stager to enhance the look of your home.
- Visit the "open houses" that our office holds for our "for sale" clients. We will be glad to go over various rooms with you and show you what is right and wrong about a home being shown.

Closing The Sale

We assist the buyer and seller in the necessary paperwork, and with other professionals, will help guide you through the proper execution of title evidence and other necessary documents. We're specialists in all phases of selling, then closing the transaction.

Whether you are buying or selling a home, as a part of the team we are there to help you every step of the way. ❖

Is It Time To Improve Or Move?

You are outgrowing the home. You need a real office instead of the kitchen table. The kids are fighting over closet space.

The big question is should you improve the home or move to another?

When you answer four primary questions, it is a good place to start in the dilemma. If you are happy with the current neighborhood and school district (usually the top two priorities), answer the following:

1. How long did you originally intend to remain in the home?

If you might move, it makes no financial sense to pour money into a house when you are going sell it. Also, if you have ever lived through a remodeling project, you know of the upheaval in your life during the construction.

If you are not thinking of moving, be sure to complete the thinking brought up in the following question before starting a project.

2. Can you recover the cost of improvements when you sell?

An appraiser or real estate agent can show you comparable properties (comps) of recent sales to determine how much, if any, the improvements will increase market value.

3. If you make improvements, are they compatible with the home style?

Making expensive additions to a house that is old and old-fashioned makes little financial sense.

It is more difficult to recover the expense of home improvements if they are not similar in style and design to the existing home. Before starting anything, make sure you check the setback

requirements for construction on rear and side lot lines. The local zoning laws may not allow the changes you want to make.

4. Don't over-improve

There are some additions that aren't welcomed by certain buyers.

A swimming pool is an example. More people shy from it than are attracted. A remodeled master suite in a third-floor area might be undesirable if the prospective buyer was retired. If you look to the future – who will the next buyer be? Will anyone want the home after you have remodeled?

Certainly, asking yourself these questions you may not have all of the information to give you a final decision. But they will help to get you focused on solving your homeownership needs in an organized and cost-effective manner. ♦

The Untapped Wealth In Your Home

There are retired people all over the country who are receiving a retirement income that is less than they would like. Many of these couples own a home that is free and clear of loans or nearly so. They often struggle along on a very small income when they literally have untapped wealth all around them in their home every day. There are ways of using this home equity for additional income monthly for life.

Parents Sell To Children

Here is one solution that a tax planner proposed for an older couple and their children.

The retired parents needed cash so the tax planner suggested that the children buy the parents' home from them on an installment basis and then lease it back to them at fair market rent. The parent's gain will probably

be sheltered from tax by the \$500,000 exclusion for home-sale profits available to couples in the 1997 tax law.

The transaction can be structured so that the installment payment is higher than the rental payments the parents make, giving them extra cash income each month. The children can afford to funnel the extra money to the parents because of the possible tax benefits received from the property.

There is an extra bonus because the parents' estate tax liability is cut because the house is removed from the estate.

Another suggested strategy had the parents giving the house in trust while retaining the right to live in it. This could be possibly done at a low gift-tax cost, and it removes the house and any future appreciation on it from the parents' taxable estate.

Reverse Mortgages

The Federal National Mortgage Association, known as Fannie Mae, offers "reverse mortgages", which enable senior citizen homeowners to convert the equity in their homes into income.

The reverse mortgage is available to over 80% of older Americans who own their home.

With staying in one's own home a major goal for older homeowners, the reverse mortgage can provide crucial funds for a senior who may wish to remain financially independent.

The reverse mortgage is an adjustable-rate loan that allows seniors to borrow against the value of their home. The amount available depends on the number of borrowers, their ages and the value of their homes.

(continued)

The funds are available for most personal financial needs, such as health care, home repair or a monthly income supplement. The difference between this and a traditional home equity loan is repayment would not be due until

the borrower died, moved, sold the property or transferred title to another individual.

A borrower also could not be forced to sell or vacate the property to pay off the loan, even if the total of mortgage payments

plus interest exceeded the value of the home.

If these types of ideas could fit your situation, be sure to discuss it with your own banker, tax planner and attorney before taking any action. ♦

No Hidden Surprises

One of the things about buying a home is knowing that the property you end up with doesn't have any hidden surprises.

Here are a few things to look for that either you check or have a professional house inspector look at before you close the deal.

Trust Your Nose

Many homes will have their own unique odor caused by a variety of benign issues. If your nose is detecting a more earthy smell, you should trust your nose and take a closer look. Mold and mildew carry with it a distinct, musty odor that smells like damp earth or damp leaves. Encountering these smells in enclosed areas like a basement, crawl space, or attic warrants a closer inspection into the cause. Even if you don't see a problem, moisture meters and other probing tools can find hidden damage, so following up with a professional home inspector is a smart move.

Stains or Condensation

Stains or spots on the ceilings, walls and floorboards may be

signs of a prior leak that has already been fixed, but could also indicate an ongoing problem. Condensation on windows or on walls means there is trapped moisture in the air and excess humidity can quickly become a breeding ground for mold spores.

Insulation

Many home owners add additional insulation to the walls and attic areas thinking they are being energy efficient. But often that extra insulation can block attic and foundation vents that can reduce air flow leaving the area susceptible to mold growth. Check that there is air flow in these closed spaces.

Foundation Damage

Having a thorough look at the foundation walls is essential when thinking of buying a house. A failing foundation with any cracks and or moisture can become a huge expense. Even if the foundation has been repaired, it's best to find out, before you buy the house, the reason it needed repair.

Don't be afraid to ask questions about anything that you see that could later be a problem.

Look Around The Yard

You have fallen in love with that great tree in the front yard. The tree makes the whole yard dazzle. Upon a closer look at the tree, it has a cavity at the base among other visible signs of decay. The tree is dying and to remove the tree you not only lose the beauty but also have the high cost of removal.

Take a look at the entire yard and check the condition of the plants for any problems that are ongoing or could be a problem later on. Does the yard look healthy?

As you are considering the purchase of this house, you will be more confident in your decision after looking carefully and asking questions.

After weighing the pros and cons, you are convinced that this is the perfect house for you and your family. Now it's time to make the home feel like home. ♦

Your Most Important Investment

Helping the people of the community with their real estate purchases, sales, trades, leasing, acquisition of rentals and other transactions is what we do on a full time basis. It is not just a job, but also our career.

When you need up-to-date infor-

mation on real estate in order to maximize the benefits that are received from the ownership of your primary home or a second home investment, please give us a call. Since real estate is our only business, we stay current on all tax laws, local ordinances and

anything else that will affect your investment.

When you need to buy or sell a property, we are here for you.

Please call on our company for all of your real estate needs. We are here to help. ♦

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	2	25.0%	199	3.89M to 3.995M	3.943M	0
2070	Athena	4	1	25.0%	367	5.95M	5.950M	0
2066	Ocean Reef Towers	55	2	3.6%	68	1.199M to 1.485M	1.342M	1
2000	Brighton	39	0	0.0%	0	SOLD OUT	0.00M	0
S/T	North Beach	106	5	4.7%	180		3.304M	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%	27	2.3M to 2.4M	2.350M	0
310	Boca Mar	38	1	2.6%	22	549K	549K	0
350	Beresford	53	0	0.0%	0	SOLD OUT	0.00M	0
400	Excelsior, The	27	1	3.7%	74	6.45M	6.450M	0
500&550	Chalfonte, The	378	4	1.1%	241	1.470M to 1.995M	1.690M	3
600	Sabal Shores	125	4	3.2%	173	1.095M to 1.25M	1.198M	0
700	Sabal Point	67	3	4.5%	70	1.294M to 3.75M	2.240M	1
750	750 Ocean	31	0	0.0%	0	SOLD OUT	0.00M	0
800	Presidential Place	42	1	2.4%	24	10.95M	10.950M	0
1000	One Thousand Ocean	52	1	1.9%	648	3.5M	3.500M	0
S/T	Boca Beach	968	17	1.8%	158		2.613M	4

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%	135	600K to 1.089M	768K	1
1200	Cloister Beach	128	2	1.6%	19	799K to 1.285M	1.042M	0
1400&1500	Addison, The	169	10	5.9%	193	1.987 to 5.75M	3.884M	0
1800	Placide, The	54	1	1.2%	57	1.395M	1.395M	0
2000	Whitehall	164	4	2.4%	44	1.19M to 1.95M	1.529M	0
2494	Aragon, The	41	1	2.4%	73	6.95M	6.950M	0
2500	Luxuria, The	24	1	4.2%	525	10.5M	10.500M	0
2600	Oceans Edge	120	3	2.5%	57	1.895M to 2.795M	2.226M	0
2800	Ocean Towers	256	5	2.0%	114	1.195M to 2.1M	1.709M	0
3000	3000 South	80	1	1.3%	78	1.089M	1.089M	0
S/T	South Beach	1132	33	2.9%	130		2.607M	1

Totals	Oct. 2026	2206	55	2.5%	143		2.672M	6
Totals	Oct. 2025	2206	64	2.9%	127		2.871M	6
Totals	Oct. 2024	2206	46	2.1%	108		2.183M	12

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 September 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.