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SERVING Boca Raton's OCEANFRONT Condominiums

JUNE 2024

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The First-Time Homebuyer

The spring homebuying season is about to take off, and the housing market is especially intimidating for first-time buyers. Home values have been soaring. Bidding wars are very common. For new home buyers it all can feel a bit overwhelming. If you're a first-time buyer, here are some questions to ask yourself.

What's your credit score?

Mortgage rates are starting to rise. But to lock in the most favorable rate, you'll need a high credit score.

Your credit score is the single most important factor in determining your interest rate.

Your credit score plays a big role in your ability to qualify for a mortgage, as well as how much it'll cost you.

So if you have a choice between paying down credit card debt or saving enough for a down payment, it's probably wiser to lower the debt, because that should help raise your credit score.

What are your future plans?

How long do you plan to stay in the house? In general, if you expect to be in the same place for less than three to five years, buying doesn't make as much sense. That's because real estate commissions and mortgage closing fees can eat into your proceeds when you sell the property.

Home prices have been appreciating quickly. If strong growth in home values continues, then owning a home for just a couple of years can pay off. However, predicting the future of home prices is nearly impossible.

How much do you have for a down payment?

Loan programs through the Federal Housing Administration and the Veterans Administration allow you to make small down payments —3.5 percent for FHA loans, and nothing down for VA mortgages

Can you handle the costs of insurance, property taxes and maintenance?

Getting into a home is just the start of the financial commitment. Once you're a homeowner, you'll have to pay not just principal and interest but also homeowners insurance and property taxes.

Homeowners insurance varies widely by location. In some states, you will barely notice your insurance premium. In others, particularly in fire-prone



(continued)

areas, rates have been rising sharply.

Make sure you build in the extra costs of home-ownership into your budget and are prepared to pay expenses that occur during the time that you own the home.

Are you ready for homework?

If you answered the first four questions favorably, you're ready to buy. Now you will need to spend

quite a bit of time touring homes and studying property values. Think about the needs, wants, and must haves for your new home.

Doing the necessary amount of homework will give you a better feel for the market. I can help you with all of the questions that you have about home buying. Don't hesitate to give me a call, I'm here to help you find the perfect new home for you. ❖

Is It A Good Idea To Move A Building?

Chances for profits can come along and most people will never see them. Have you ever seen a sign on a house or other building that says, "For Sale, To be Moved?" This could be an opportunity for anyone, particularly if that person owned or can acquire a vacant lot nearby.

What if there is a \$300,000 structure offered for sale for \$40,000—the land has been condemned to make way for a municipal use, and the house or other use building must be moved or torn down. It could be a good investment to buy the building and have it moved to a new location. The asking price is low because of the expenses of moving it.

The costs will vary greatly in different areas. . The buyer will have to check in advance with governmental and utility companies for permit costs to obtain and charges to pay to remove traffic lights, street signs, telephone, gas and electric lines along the route. It could be a nice profit in an unusual real estate investment.

Moving a building can be smart in other situa-

tions. Here are a couple of ideas:

- A house sits in the center of a large property that could be subdivided. Move it to one side of the lot, subdivide and sell parcels or build on the lots for sale.
- A commercial building is for sale because a two-lane highway in front is being widened. If the sale price is low enough and the lot deep enough, maybe it would be practical to move the building to the back of the property.

Nearly any house is capable of being moved. The question that separates the shrewd investors from those who get into trouble is whether it should be moved. In most cities there are yellow page lists of House and Building Movers. These professionals can help evaluate any certain building.

Some large houses can be cut into two parts and reassembled at the new location. Take care with very old, historic houses. They might not survive a move and still be the same gem of a structure they were before. ❖

Your Most Important Investment

Your investment in your home or other real estate is probably the most important investment of your life. It should not be trusted to just anyone that you might meet.

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.

You need up-to-date information on real estate at your primary home or at a second home investment in order to maximize the benefits that are received from the ownership of these proper-

ties. Since real estate is our only business, we stay current on all tax laws, local ordinances and anything else that will affect your investment. We are able to pass on this information that you just do not have the time to look up for yourself.

When you need to buy or sell a property, our company is here. When you receive a purchase contract, we can help you evaluate all of the terms and conditions so that the final acceptance will be satisfactory to you.

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

Appraisals – Myths and Facts

Anything to do with original financing or refinancing real estate usually leads to a professional appraisal. About the only way to avoid an appraisal is to pay all cash and own a home free and clear of loans.

When you watch the traveling “antiques” programs on TV, you see demonstrations of appraisals in action. The idea is nearly the same in real estate valuations, but in real estate there is no “snap judgment” like on TV. Even when the appraiser is quite familiar with the area and houses nearby, every step of the appraisal is taken. There are never “snap judgments” with a professional appraiser.

Each parcel of real estate is unique, and the appraiser uses his or her general expertise and specific research to arrive at an opinion of current value.

Since appraisals are not an everyday experience for most consumers, they have some misconceptions about how the appraiser arrives at the value. Here are some facts and myths:

Myth: The primary purpose of an appraisal is to protect the buyer so that he pays only what the property is worth.

Fact: While the finished appraisal gives valuable information to the buyer and the seller, the appraiser’s primary job is to protect the lender. The lender insists on the appraisal. Lenders do not want to own overpriced property any more than they take pleasure in lending money to irresponsible borrowers. That is why the appraisal must be completed before the lender approves of the buyer’s loan.

Myth: The Appraiser uses a price per square foot formula to figure out how much each home is worth. (This is like the cost of building it again.)

Fact: There are many factors that go into the appraisal. For instance, the location of the house, its proximity to desirable schools and other public facilities, the size and shape of the lot, the square footage and condition of the structure itself. Recent sales prices of comparable properties in the area are taken into consideration.

Myth: Getting the home in spotless condition before the appraiser arrives can improve a home’s valuation.

Fact: Appraisers aren’t interested in how clean the home may be. They do look at the overall condition of the home for signs of neglect like cracked walls, worn or torn carpets, chipped paint, broken windows, damaged flooring and inoperable appliances.

Myth: It is not difficult to learn to be an appraiser. Anyone can call himself/herself an appraiser, get a clipboard and start in.

Fact: States are required by federal law to establish minimum standards and licensing practices for real estate appraisers. In some states, trainees must take several college-level courses, pass an examination and complete 2,000 hours of supervised experience.

Myth: Appraisers report only to the lender and do not have to reveal home defects to buyers.

Fact: It depends on the type of loan. If the mortgage will be insured by the Federal Housing Administration (FHA), the appraiser must survey the physical condition of the home and disclose potential problems to the buyer. If it is for a non-FHA mortgage, no such obligation exists. The person paying for the appraisal can request a copy.

Myth: If the home is appraised, no home inspection is needed. The appraisal is identical to a home inspection.

Fact: An appraisal is not a substitute for a professional home inspection. The appraiser is there to form an opinion of the property’s value for the lender, while the inspector works for the buyer to inform the buyer of the condition of the home and its major components.

Myth: If the appraiser’s value of the home does not “come in high enough” and is lower than the purchase price in the contract, the buyer will not be able to purchase the home.

Fact: It is true that this can make the transaction difficult, but the transaction can sometimes survive a “low” appraisal if the buyer and seller renegotiate the purchase price, or if the buyer makes a larger down payment. A separate escrow account could be set up to make repairs that will increase the value of the home.

Occasionally, an appraiser will reconsider his or her opinion if compelling evidence supports a higher valuation. ❖

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%	97	5.1M	5.1M	0
2066	Ocean Reef Towers	55	5	9.1%	136	1.275M to 1.65M	1.425M	0
2000	Brighton	39	0	0.0%	0	SOLD OUT	0.00M	0
S/T	North Beach	106	6	5.7%	130		2.038M	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%	132	2.199M to 2.5M	2.350M	1
310	Boca Mar	38	1	2.6%	45	739K.	739K	0
350	Beresford	53	6	11.3%	77	2.225M to 3.6M	2.649M	0
400	Excelsior, The	27	2	7.4%	75	6.25M to 8.5M	7.375M	1
500&550	Chalfonte, The	378	11	2.9%	51	1.325M to 3.995M	2.213M	4
600	Sabal Shores	125	1	0.8%	117	775K	775M	1
700	Sabal Point	67	2	3.0%	89	1.149M to 1.399M	1.274M	1
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	3	5.8%	86	5.7M 11.15M	8.033M	1
S/T	Boca Beach	968	28	2.9%	73		3.137M	9

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%	133	609K to 999K	834K	0
1200	Cloister Beach	128	7	5.5%	120	629K to 3.495M	1.217M	3
400&1500	Addison, The	169	4	3.4%	152	2.25M to 3.495M	3.066M	0
1800	Placide, The	54	3	5.6%	145	1.695M to 2.25M	1.890M	0
2000	Whitehall	164	2	1.2%	60	1.214K to 1.375M	1.295M	0
2494	Aragon, The	41	4	9.8%	139	3.495M to 5.999M	4.847M	0
2500	Luxuria, The	24	1	4.2%	183	6.25M	6.250M	1
2600	Oceans Edge	120	1	0.8%	115	2.35M	2.350M	1
2800	Ocean Towers	256	4	1.6%	98	1.895M to 2.75M	2.141M	0
3000	3000 South	80	2	2.5%	113	1.79M to 1.875M	1.833M	0
S/T	South Beach	1132	31	2.7%	125		2.315M	5

Totals	June 2024	2206	65	2.9%	103		2.644M	14
Totals	June 2023	2206	27	1.2%	106		2.811M	16
Totals	June 2022	2206	19	0.8%	45		2.875M	15

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 May 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.