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SERVING Boca Raton's OCEANFRONT Condominiums

SEPTEMBER 2024

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Guideline For Things That Need Doing

The decision to sell your home and start a new adventure with a new home in a new area has been made. Your new home has been chosen. Now it's time to do all of the necessary things to complete that goal.

The average homeowner lives in a place for approximately 12 years before either moving up or downsizing and a ton of stuff can accumulate in that amount of time.

The following is a guide for the many things that must be done before you are ready for an open house showing.

- Find a place like a self storage unit to temporarily store the things that you want to keep. Bins with clothing and accessories, extra furniture, and all of the other stuff that you want to keep. This will help reduce the clutter. These are the things that you don't want to store in the garage because you want the garage

to look roomy, just for cars and lawn mowers.

- Get a professional house inspection. Look in the yellow pages or ask your Realtor for a recommendation. This inspection will tell you what needs to be done to the house. Time to fill out the seller's disclosure form that you received from your Realtor. Be very honest.

- * Contact your Realtor for much needed advice on what should be removed, replaced or repaired.

- * Gather all of the paper work that has accumulated through the years about the house. Repairs, renovations, land surveys, and deeds. Include manuals for all appliances, including all warranties.

- Have a garage sale. While it involves a lot of work, it can be fun getting cash for that old lamp, all of those dishes and roasting pans that haven't been used for years, also those beat

up old bicycles that were cluttering the garage.

- Donate to a local charity or thriftshop all of the good things that are out of date and you no longer use or want. Be tough and ask yourself "How long has it been since we used that?"

- Contact a handyman to fix the things that need a professional repair job. Things like a squeaky floor, cracks in the walls, broken tiles, a new ceiling fan.

- Plant new flowers and clean up the front and back yards. Think curb appeal. Put a flowering plant in a nice container on the front porch.

- Start the deep cleaning process. Have the carpets cleaned by the professionals. If the window coverings can be cleaned, have the same company clean them.

- Clean all of the windows and screens and repair any holes in the screens. Clean the window



(continued)

sills and all around the windows inside and out.

- Dust the ceiling fans, clean the refrigerator (if it stays with the house) and throw away old sauce bottles and any leftovers. Clean the shelves and drawers in the fridge. Make it sparkle.
- Deep clean the bathrooms. Scrub the grout around the tiles, polish the chrome faucets and scrub the bathtub and shower doors. If you have shower curtains do they need replacing for a fresh look?
- It's time to clean out all of the drawers in the kitchen and bathrooms and leave just the bare essentials. Potential buyers will look in all of the drawers and cupboards. Hang nice towels in the bathrooms.
- Stash all valuables; jewelry, cash, computers, iPads, etc. extra car keys, and anything small and valuable, with a trusted friend or in a safety deposit box. Think Model Home.
- Clean out the bookshelves by half and clean

off counter tops.

- Don't neglect the garage. It probably hasn't been really cleaned out for years. Now is the time.
- When you have done all of the above things needed, now the hard part starts. The clean and shiny house must be kept clean and shiny. Your home could be shown to potential buyers anytime day or night. You and your family and pets must be ready to meet the real estate agent with a friendly "Come on in, we were just on our way out." And leave.

When moving day arrives the family will really appreciate all of the work that was done in advance. It makes moving day very easy with far less stress.

The goal in all of this hard work is to show the home with the best foot forward and to turn potential lookers into excited buyers ready to make an offer on your home. A home that these buyers can mentally make their own. ❖

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 least 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 soldering 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 in your area. ❖

Help To Determine Your Home's Value

Are you thinking of selling your home? Do you know what the selling price should be? You know exactly how much you paid when you purchased it. If you have lived there long, the possible present value may be questionable in your mind. If some of your neighbors with similar sized homes have sold over the years, you might know their asking price and maybe even the final selling price for some. It is so critical to get the right asking price when a home is listed that you need the most expert assistance.

When we meet with you to market your home, we introduce you right away to a priceless document - the comparative market analysis (CMA). It shows you in black and white exactly what homes like yours have sold for and what your competition is. Together, we will use the CMA, among other tools, to determine an asking price for your home and compare it to others that are on the market. In this way, we determine the highest possible asking price.

With a CMA we can give information such as number of bedrooms and baths, approximate

square footage, size of major rooms, amenities such as fireplaces and pools, age of the home, property taxes.

In order to estimate a selling price accurately, the CMA must include homes that are currently for sale and those which have recently sold. We can go back in time as long ago as a year or a month or as recently as a week ago. **The more recent, the more exact.** The CMA covers similar homes in areas as narrow as one or two streets surrounding your home, or as broad as an entire subdivision, or several subdivisions. These comparisons will give the agent and the owner a price per square foot of homes sold that will help them to set the best asking price.

The CMA is also a buying tool. When the listing agent furnishes a copy to the agent of an interested buyer, it can give that buyer confidence that the price that is being asked is right. The buyer can use it to find reasons to either choose or eliminate the home. With enough information, a favorable decision can be made, quickly. ❖

The Professional Real Estate Agent

The job of the professional real estate agent is to bring buyers and sellers together. To do this we must keep up-to-date on the local and national real estate market, 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.

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. My firm will only show the home to pre-qualified buyers. When the 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 that can affect your home and its value. Call me 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	0	0.0%	0	SOLD OUT	0.00M	0
2070	Athena	4	0	0.0%	0	SOLD OUT	0.00M	1
2066	Ocean Reef Towers	55	3	5.5%	212	1.19M to 1.35M	1.247M	0
2000	Brighton	39	1	2.6%	18	2.85M	2.850M	0
S/T	North Beach	106	4	3.8%	163		1.648M	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%	225	1.995M to 1.999M	1.997M	0
310	Boca Mar	38	0	0.0%	0	SOLD OUT	0.00M	0
350	Beresford	53	6	11.3%	129	2.224M to 3.6M	2.427M	1
400	Excelsior, The	27	1	3.7%	178	8.5M	8.500M	1
500&550	Chalfonte, The	378	6	1.6%	80	1.5M to 2.5M	1.898M	1
600	Sabal Shores	125	2	1.6%	128	750K to 1.295M	1.023M	1
700	Sabal Point	67	0	0.0%	0	SOLD OUT	0.00M	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	2	3.8%	97	5.575M 7.25M	6.413M	1
S/T	Boca Beach	968	19	2.0%	123		2.809M	5

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	2	2.1%	59	574K to 2.3M	1.437M	0
1200	Cloister Beach	128	9	7.0%	131	624K to 3.495M	1.065M	0
400&1500	Addison, The	169	2	1.2%	276	3.225M to 3.37M	3.298M	0
1800	Placide, The	54	0	0.0%	0	SOLD OUT	0.00M	1
2000	Whitehall	164	1	0.6%	67	1.25M	1.250M	0
2494	Aragon, The	41	1	2.4%	143	3.795M	3.795M	0
2500	Luxuria, The	24	1	4.2%	276	6.25M	6.250M	0
2600	Oceans Edge	120	1	0.8%	208	2.35M	2.350M	1
2800	Ocean Towers	256	4	1.6%	41	1.195M to 2.75M	2.048M	0
3000	3000 South	80	1	1.3%	100	1.74M	1.740M	0
S/T	South Beach	1132	22	1.9%	128		1.938M	2

Totals	Sept, 2024	2206	45	2.0%	129		2.280M	8
Totals	Sept. 2023	2206	31	1.4%	64		2.869M	12
Totals	Sept. 2022	2206	22	1.0%	73		2.587M	5

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 17, 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.