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SERVING Boca Raton's OCEANFRONT Condominiums

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Setting The Asking Price

The most critical thing in selling a home or condominium is setting the asking price. Set your price too high, and no one comes to look at it. Set it too low and you have a quick sale – but you may have short-changed yourself.

If an owner offered a house for sale at \$1 million too high it would never sell (or it would remain on the market until inflation caught up with the price after years.)

If you priced a \$1,500,000 home at \$800,000, you would have a sale instantly. Someone would be at your door five minutes after you listed it.

The home must be priced between these extremes, which will attract buyers and still bring you the most money possible.

There are factors that should **never** influence your asking price:

• **Your cost.** Suppose you bought at a bargain from a

relative – or inherited it. The cost cannot relate to anything.

• **What you paid for improvements.** Your improvements suited you, but may not appeal to anyone else. Just because you spent \$200,000 on an improvement doesn't mean the home is worth that much more. Maybe the potential buyer is looking at it figuring how much it will cost to remove that improvement.

• **Assessed value.** This is almost never a dependable guide to what buyers will pay. The figure is set by the taxing authorities for collecting property taxes but it usually has no relation to actual value.

• **Your needs.** You may want a certain amount for an investment or your next home. Just because you want that amount doesn't mean the property is worth it.

• **Emotion.** Don't ask too much for the home because all the children were raised there and it has wonderful memories. Also, if you have any negative feel-

ings, like a divorce, or the need to settle an estate quickly, this might lead you to ask too little for the house.

• **What other people think you should ask.** Don't ask too much for the home because the neighbors, your friends, overpaid for their home and will be unhappy if you sell the home at a lesser price than they paid for their home.

So, How Do We Value It?

Use comparisons only. The only thing that matters is how your home compares to the others currently offered for sale or recently sold in the neighborhood. Buyers will be comparing.

The law of supply and demand in the open market determine your home's value. We can tell you what buyers are paying for similar property and that's what counts.

Call us for help in establishing the current value and know that the home is priced right for the marketplace. ❖

A Guideline For Moving Day

In a previous issue of this newsletter we had a guideline of things to be done before the house is listed. Here is a guideline to moving day.

You have just signed all of the documents for the sale of your home, a home that you have lived in for 22 years. Before the listing and sale you have downsized the furniture, cleaned out the closets of unwanted or unused clothing and are now ready to move all of the things that you want to keep and take to your new home.

Moving can be easier than you might think with the right planning. It becomes a little easier when there is a checklist of things to do. Here is a list that covers many of the things that must be taken care of before and during the move. It is a fairly good list, but it may not cover everything you will need to do. We hope it will help.

Three Weeks In Advance

- Send your change of address form to the Post Office with your effective change date.
- Schedule either your mover if you're hiring a moving company or a rental truck if you are doing it yourself. (We'll have more to say about moving companies later.)

Two Weeks In Advance

- If you haven't done so already, call the board of education at your destination community to arrange for transferring or enrolling your children in schools there.

One Week In Advance

- Arrange to have your electric, gas, cable TV, water and other utility services connected at your new home the day before you move in. Have the services turned off at your old address the day after you move out.

If you have a cable TV and internet box, remember to make arrangements to have it turned in or picked up to avoid extra charges.

Schedule a deep clean for the new house, even if it is a brand new home. A professional house cleaner can sanitize and polish the home like you never could.

Contact the social Security Administration, and county and federal tax, with your new address.

Pack A Survival Kit

For your convenience on moving day, pack a "survival kit" of things you will need in the first few hours at the new home. Here is a short list:

- Paperwork and payment for movers.
- Vital phone numbers.
- Medications for family and pets.
- Pet food, pet beds and anything your pet requires for traveling
- Trash bags and cleaning supplies
- Hammer, screwdriver, knife, wrench, duct tape
- Bathroom essentials such as toilet paper
- Snacks, drinks, cups, eating utensils
- Sheets, blankets and towels
- Radio with batteries
- Cell phones, Laptop computers and chargers
- A few clothes for each family member
- Games or activities

Contact Your Insurance Agent

States have differing home or rental insurance coverage requirements, so whether you move to a new city or across the country, contact your insurance agent. He or she will tell you whether you need a new agent and how to transfer your information.

Update your vehicle insurance. If you stay in the same state, update your address with your insurance agent. A move to a new state, however, may mean different auto insurance requirements and liability limits. In addition, contact the Department of Motor Vehicles

(DMV) whether or not you move to a new state, to update your address, license and registration.

States have different requirements to obtain a driver's license. If you relocate to a new state, check with the state DMV to find out what you need to do to update your license.

Change the locks on your new house. You never know who had a key to the house in the past.

Test the smoke detectors and carbon monoxide detectors and install new batteries in them.

The Moving Company

The US Department Of Transportation (USDOT) recommends that no matter how you move, ask your insurance agent whether your possessions are covered while in transit. If you hire a moving company, the estimates should detail extras, including mileage and special costs. In addition, you may need supplemental insurance as a safeguard against damage.

Get estimates from at least three companies and get the estimates in writing. Ask about the conditions of each estimate (for instance, is it guaranteed not to exceed a certain amount?) and ask for references as well as proof of insurance.

Take photos of high-value or hard-to-replace items, label and count boxes so you don't leave anything on the truck

Some moving companies will move more than one customer's goods at the same time so your inventory of what goes on the truck is very important. Ask for each company's Motor Carrier number and call USDOT at 1-800-832-5660 to find out if they are properly registered and insured. Confirm that they are from the right moving company and their truck's USDOT number matches the one on your estimate

Ask your moving company for a copy of Your Mover's Rights and Responsibilities. And visit the USDOT Web site for more information. ❖

The Security Of Your Home

When you are leaving your home for a vacation, or even for the day, the thought of security against intruders may come to mind. Most homeowners do not have an elaborate security system, so must depend on other means to discourage burglars. Think like a burglar. A burglar will want as much time alone and undisturbed in your house as possible.

“How would I break in to my home if I had to? Would this be obvious to someone else? How can I make it less obvious/easy to break in to?”

“Is my home easy to view by other people? Would other people see a person breaking into my home from the road? How can I make my home more visible?”

“Does my home look unoccupied? How can I make my home look more occupied both when I’m away and at home?”

Post signs to indicate extra security.

According to police experts, there is very little that you can do to ensure that a determined professional burglar will be unable to break into a home. However, you can improve your odds and at least discourage spur-of-the-moment robbers.

The first thing to do is take steps so that it is not obvious to passersby that you are on vacation or even gone for the afternoon. Since burglars do not want to attract attention, make entry as difficult as possible, and maybe they will go on to an easier target. Here are some steps to take:

- If going away for a period of time, leave your blinds in their usual position, have the lawn mowed, and ask a friend to check the yard to remove any accumulated circulars that might indicate that you are away.
- “Beware of The Dog” signs can be bought at most hardware stores and may change a burglar’s mind.
- Suspend mail and newspaper deliveries.
- Keep your vacations private on social media. It’s not likely that you have to be cautious about your Facebook friends breaking into your home, but information about your trip can travel quickly among acquaintances and the friends of friends. These individuals, who you may not know well or trust, could see your online post about your vacation and think it a prime opportunity to make some easy money by stealing from your home while you are away.
- If you have a landline telephone, lower the sound of the bell; there is

usually a switch on the phone. If you have an answering machine, the message should not indicate that you are away from the house. “We can’t get to the phone right now” might merely indicate that you are just outside.

- Purchase several inexpensive timers to turn the lights on and off at appropriate times. Also consider connecting a television or radio to a timer.
- Equip doors with double-cylinder locks, dead bolt locks with at least a 2 inch throw and install a slide bolt or lock on sliding glass doors. A broom handle will keep the sliding doors from opening, always a simple and easy fix. Lock the windows and having bushes with thorns under windows will discourage entry. Shrubbery near windows and doors should be kept trimmed, as overgrown plants can offer a hiding place for burglars.
- Consider investing in a burglar alarm and or motion detector lights and cameras. Installing landscape lighting, including motion-activated lights in the yard may also serve as a deterrent.
- Remove any spare keys hidden outside the home and remove house keys when leaving keys with a parking attendant. Tech-savvy thieves can duplicate your house key simply by taking a picture of it. ❖

A Kid-Friendly New Home

If you have small children and are shopping for a new home not just the schools and the neighborhood are important. Here are a few things to look for that will make your new home kid friendly.

Entryway storage for sports gear and baby strollers. Look for an entry or mudroom with plenty of cupboards, shelves and places to stash kid stuff.

A convenient laundry room. Easy access on the main level or close to the bedrooms. With small children, doing laundry is almost

a daily thing. You don’t want to have to carry heavy baskets of laundry through the house to the laundry room.

Stairs that can be safely gated at the top and bottom. Pay attention to the railings and banisters with no wide gaps (for little heads).

Bathrooms with plenty of storage space for bath toys, and extra towels. Look for room around the tub to maneuver and room for a step stool so little ones can reach the counter tops and wash basin.

A fully secured fenced yard to keep kids and puppies from going in the street or straying off. A yard that is large enough for a play area and a patio or deck for family gatherings.

Windows that overlook the play yard so chores can be done inside the house while kids play outside.

A master suite to call your own, with a bathroom that lets you get away from the hustle and bustle of family once in a while.

A spacious kitchen with space for highchairs, with an eating area for quick meals. ❖

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	4	7.3%	143	1.15M to 165M	1.298M	0
2000	Brighton	39	1	2.6%	80	2.85M	2.850M	0
S/T	North Beach	106	5	4.7%	131		1.608M	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%	40	795K to 1.995M	1.395M	0
310	Boca Mar	38	0	0.0%	0	SOLD OUT	0.00M	0
350	Beresford	53	1	1.9%	270	2.595M	2.595M	4
400	Excelsior, The	27	1	3.7%	240	8.5M	8.500M	0
500&550	Chalfonte, The	378	12	3.2%	61	1.4M to 3.45M2	2.086M	2
600	Sabal Shores	125	2	1.6%	152	750K to 1.325M	1.038M	0
700	Sabal Point	67	1	1.5%	30	2.995	2.995M	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%	159	5.575M 7.25M	6.413M	0
S/T	Boca Beach	968	21	2.2%	94		2.705M	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	3	3.1%	97	547K to 2.0M	1.182M	0
1200	Cloister Beach	128	6	4.7%	179	599K to 1.25M	776K	0
400&1500	Addison, The	169	3	1.8%	34	1.995M to 3.375M	2.980M	0
1800	Placide, The	54	1	1.9%	5	1.95M	1.950M	0
2000	Whitehall	164	2	1.2%	26	1.15M to 1.25M	1.200M	3
2494	Aragon, The	41	1	2.4%	205	3.795M	3.795M	0
2500	Luxuria, The	24	1	4.2%	338	6.25M	6.250M	0
2600	Oceans Edge	120	0	0.0%	0	SOLD OUT	0.00M	0
2800	Ocean Towers	256	5	2.0%	63	1.175M to 3.195M	2.224M	0
3000	3000 South	80	2	2.5%	92	1.175M to 1.74M	1.458M	0
S/T	South Beach	1132	24	2.1%	107		1.899M	3

Totals	Nov. 2024	2206	50	2.3%	104		2.208M	10
Totals	Nov. 2023	2206	47	2.1%	69		3.142M	9
Totals	Nov. 2022	2206	25	1.1%	82		3.045M	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