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SERVING Boca Raton's OCEANFRONT Condominiums

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Real Estate—Best Track Record Of Most Investments

With good credit, loans are available for houses and small apartment buildings. Would-be buyers with a decent down payment can buy excellent rental properties. We recommend real estate, not just because it is our business, but also because it has the best track record of most investments. Anytime is a great time to invest in real estate.

When you own a rental house or houses in your home community, you are well on your way to wealth in the future. Another possibility is an investment home or condo at your favorite vacation spot.

Since there is a large market for rental housing, residential rental properties can be a very lucrative investment.

Here are types of residential real estate commonly used as rental units in most areas: Privately owned rental houses,

apartments, duplexes, cooperative housing projects and condominiums.

Each of these investments involves a basic human need—living space.

Homes And Co-ops

Individual ownership of a home is quite familiar to most everyone. Joint ownerships are different. The way joint ownership is achieved is what distinguishes condominiums from co-ops. In a typical co-op, a cooperative housing corporation is the title owner of the entire property. The unit owners are tenant-shareholders of the corporation whose stock holdings entitle them to lease to occupy a unit and use the common grounds. The corporation runs the property and the tenant-shareholders are each responsible for a pro-rata share of all operating expenses.

Condos

The condominium is the more common type of joint ownership. In a condominium, each unit owner owns an interest in real estate and is responsible for taxes, assessments, mortgage financing, repair and maintenance work on the unit. The deed to the condominium unit also grants the owner an undivided interest in the common elements of the development. So the condominium unit owner enjoys almost all the benefits—and shoulders the same responsibilities that a private homeowner does.

Vacation Areas

A vacation condominium can take many forms. It may be a project consisting of detached houses, townhouses, garden apartment or high-rise apartment buildings. Condominium units may run from one room studio apartments to four



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bedrooms or more. Equipping each bedroom with its own bath can provide flexibility. Think Bed & Breakfast. With the proper permits you can turn a vacation home into a B & B where the owner is not on the premises but provides a great little place that rents to people for a mini vacation. A two-bedroom apartment, condo or house with a sofa bed in the living room could rent to three separate couples sharing the unit.

The Rentals

When owners rent vacation rentals, a rental agent in the resort community normally handles the rental. An owner might handle a long-term rental in his hometown, but short-term rentals, as short as a weekend should be handled by a management specialist. The management company in a resort will have a staff comparable to a hotel staff,

with cleaning persons, maintenance personnel and full time bookkeepers and office staff to handle the turnover and keep the house or unit available.

Management fees will vary widely. They will be a higher percentage than a management company would charge in a non-resort area for a month-to-month rental of a home or apartment. The tenant in a month-to-month rental may stay for years, while the resort rental may change many times in a month.

Rental Arrangements

The rental may be handled as a direct rental or on a combined rental arrangement, depending on the agreement with the management company.

In the direct rental, each rental of the individual unit is reported separately, the management fee is deducted and the balance is sent to the owner, usually on a monthly reporting basis.

Under a rental-pool (combined) arrangement, condominium-unit owners agree to place their units in a common pool. They all share the expenses of the rental operation and receive a share of the net rental income. This is figured on the basis of the proportion that their unit bears to all the units in the condominium for the particular accounting period. The proportion is computed by determining the number of days that the unit was in the rental pool (i.e., the total rental days in the accounting period less the days in that period during which the owner occupied the unit himself).

The manager leases pooled units according to the terms of the agreement, collects and pools the rental income, pays all the rental pool's expenses, and pays each owner his net share.

This type of arrangement will of course vary depending on the area, type of unit and how you choose to have it managed. ❖

The Great Benefits Of Staging

When dealing with such a significant financial transaction as selling a home, you don't want to settle for a lower price or longer days in the marketplace.

You only get one chance to make the case of "This is the best home we have seen in our house search. I can imagine living in this great environment".

When people walk into a house, they form an opinion almost instantly. Within seconds, buyers either adore the place or want to flee.

Any home can benefit from staging maybe to bump up the asking price and help speed up a sale.

People see gorgeous homes on television and in magazines and want exactly that for their new home. Your home needs to look its very best when it goes on the market.

Here are a few ideas on how to make your house gorgeous for its time in the spotlight:

After you have made the front door bright and clean, and placed a flowering plant in a beautiful container beside the door, add a new door mat.

Remove at least 70 percent of the coats from the hall closet because that is the next place potential buyer will look. Use nice hangers for the few things left in the closet. Make the space

look roomy.

House-hunters will open and close your kitchen cabinets and kitchen drawers a half-dozen times during a walkthrough. Pare down, clean out, and store items you don't really need right now. Remove all clutter. Place a bowl of fruit or a small plant on the uncluttered counter top.

A beautiful down comforter and color coordinated throw pillows for a wow moment will make a bedroom look luxurious. Arrange a few flowers in a pretty vase or add a small plant and a book at bedside.

Don't forget the laundry room. Show buyers that your laundry room is a nice pleasant place to

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do laundry. Use jars to hold dry laundry detergent, and line up all bottles of everything else on the shelves. Add a nice area rug.

Home staging shows off the good features, and hides the flaws. It lets the buyer see themselves living in the home. The object of good staging is a form of visual flattery but not be obvious about it, much like being all dressed up but not drawing attention to what you are wearing because you just look great.

Home staging is preparing your home to sell so it appeals to the most potential buyers who will pay the highest price.

It is not the same as decorating. Decorating is about personal style and staging

is about making your home appealing to the largest pool of home buyers.

Staging the rooms comes after the deep cleaning, decluttering, painting and repairing of the house. After all of the hard work and necessary things that have to be done, it's time to evaluate each room.

When staging your home for a quick sale, the living room, kitchen, bedrooms, bathrooms and outdoor living areas are the most important areas to focus on.

Relative to the amount of money and time involved, staging may be the most lucrative project you will ever be involved in.

Time and money determine the level of staging that is practical for your home. You can hire a

professional stager or make it a do-it-yourself project. If you decide to do it, look at home magazines and pay special attention to the areas of each room and what is on the counters, small tables, coffee table, dining room table and fireplace mantle. The simpler and cleaner, the better.

Brighten up the whole look of your home to make it stand out and be the one home that is chosen by the new home buyer.

For great advice on the overall appearance of your home, ask your real estate agent. They see the best and the worst and will have good advice.

Think model home. ❖

After Disaster Insurance Coverage

If there is a weather related disaster like a flood or hurricane, do you have after disaster living expense insurance coverage? Check your fire insurance to be sure it covers after a fire living expenses. There have been disasters all over the country. Floods in the center of the country have devastated whole states. Fires on the west coast have been huge and many homes have been lost. The hurricane season has started again. No one can predict how severe it will be. In the last year, more

people than ever before have filed claims with insurance companies.

If a casualty, such as wind, fire or a flood, damages your home you may have to live elsewhere until the house is rebuilt or repaired and made habitable. During this time, you may incur increased living expenses, which may be covered by insurance. If the expenses are reimbursed by insurance, part of the reimbursement may be tax free to the extent that it covers what the law defines as excess living costs. Excess living costs

comprise the difference between normal living costs and those incurred during temporary dislocation.

Whether you have a taxable or tax-free reimbursement, the reimbursement is figured at what the law considers the end of the loss period, which is the period you are unable to use your residence. Thus, if the dislocation covers two taxable years, the taxable income, if any, will be reported in the taxable year in which the loss period ended.

See your tax advisor for full information. ❖

When You Need Professional Service

Call this office when you need services of an expert in this community's real estate. We have the records of all properties for sale at all times. Today's interest rates, availability of loans, and any other financial information that can affect your property is as close as your phone.

Keep our newsletter as a file of useful real estate information and to remind you to call us whenever you need "Professional Service". ❖

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	0
2066	Ocean Reef Towers	55	5	9.1%	198	895K to 1.6 M	1.289M	0
2000	Brighton	39	1	2.6%	204	2.499M	2.499M	0
S/T	North Beach	106	6	5.7%	188		1.490M	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	4	2.6%	59	650K to 2.495M	1.723M	0
310	Boca Mar	38	0	0.0%	0	SOLD OUT	0.00M	0
350	Beresford	53	3	5.7%	49	1.795M to 2.495M	2.226M	1
400	Excelsior, The	27	1	3.7%	364	7.95M	7.950M	0
500&550	Chalfonte, The	378	15	4.0%	90	1.299M to 3.15M	1.992M	4
600	Sabal Shores	125	4	3.2%	194	750K to 2.095M	1.354M	0
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	1
800	Presidential Place	42	1	2.4%	58	8.995	8.995M	0
1000	One Thousand Ocean	52	4	7.7%	109	3.995M 13.5M	7.966M	1
S/T	Boca Beach	968	32	3.3%	101		3.052M	7

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	1	1.0%	2	639K	639K	1
1200	Cloister Beach	128	9	7.0%	83	499K to 1.4M	770K	0
400&1500	Addison, The	169	4	2.4%	92	1.795M to 3.6M	2.973M	1
1800	Placide, The	54	2	3.7%	106	1.495M to 2.495M	1.995M	1
2000	Whitehall	164	3	1.8%	126	1.089M to 1.498M	1.239M	1
2494	Aragon, The	41	2	4.9%	192	2.995M to 5.999M	4.497M	1
2500	Luxuria, The	24	0	0.0%	0	SOLD OUT	0.00M	1
2600	Oceans Edge	120	1	0.8%	106	3.950M	3.950M	0
2800	Ocean Towers	256	9	3.5%	94	1.195M to 2.995M	1.921M	0
3000	3000 South	80	3	3.8%	130	1.6M to 3.575M	2.290M	0
S/T	South Beach	1132	34	3.70	101		1.890M	6

Totals	March 2025	2206	72	3.3%	108		2.372M	13
Totals	March 2024	2206	68	3.1%	82		2.507M	17
Totals	March 2023	2206	42	1.9%	90		3.154M	19

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 February 19, 2025. 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.