

WELCOME TO THE REAL ESTATE CAPTAIN

There's no doubt about it: Whether you're buying or selling, South Florida is the epicenter of the yachting and luxury waterfront home market. Before you buy yours, read this guide: The Real Estate Captain's Top 5 insider tips to buying luxury waterfront home.

In my years of helping clients, friends and family members buy and sell their own yachts and homes.

I've discovered several key pointers to ensure every purchase and sale is done for the right reason. My goal is to equip you with the tools you need to make you an educated consumer who is full of confidence and knowledge.

First let's start with location; It is after all one of the most determining factors in a real estate investment. Fort-Lauderdale, known as the Venice of America, is home to over 300 miles of waterways and canals where you can expect to see a yacht every 100 feet. There is definitely no shortage of luxury waterfront real estate and yachts in South Florida. That being said if you're a boater, check with guidelines and depths. Water depths and tides can be essential elements to the success of living in the waterfront home. Are there different boating preferences, requirements or homeowner association rules that you will need to abide by? Are boats even allowed at the new house? You'll want to verify size requirements and depths first.

Luxury homes can be found in a wide range of styles and sizes, with no one design that is representative of luxury. The custom features and unique architecture are one the most appealing aspects of these upscale homes and although it can be difficult to measure exactly what makes luxury, most buyers will know it when they see it. Homebuyers that are searching for properties in the multi-million-dollar range often have many more distinct features they want or need, whether it's a private boat dock, gated entry, skyline views, or direct ocean access.

5 INSIDER TIPS TO BUYING LUXURY WATERFRONT HOME IN SOUTH FLORIDA

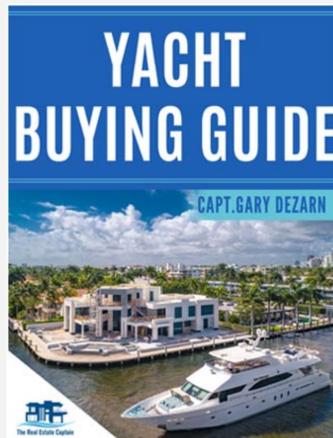
TIP #1: DON'T JUST RELY ON PHOTOS

A photo can be worth a thousand words but can lack the feeling and experience you will get by visiting the property in person. What tends to happen is buyers sometimes dismiss a potential good fit based on the photos alone. If there's a potential home that is somewhat enticing, it might be worth a closer look in person, especially in a neighborhood you desire. Some luxury homes are less photogenic than others yet have a alluring quality that might convince you once you visit.



TIP #2: FINANCING

When purchasing a luxury home, the process of securing a loan generally takes more time. Even if all your financials are in good standing, it can take up to 60 days to obtain a loan. Since there is the possibility of the process requiring extra time, it is often a good idea to receive approval early on in your home buying process. Many luxury home sellers will only show to qualified buyers, so it will be to your advantage to have all of your financials in order. I strongly recommend going to a bank that you have a relationship with. They will have your portfolio already.



Tip #3 Do some research into the future of the area.

Before committing to the purchase, inquire about development plans for your area. How will new projects affect the traffic and noise in your neighborhood? That gorgeous ocean view that talked you into buying the place might totally be obscured by a new condo that coventely breaking ground a month after you move in.



TIP #4: USE AN EXPERIENCED BROKER

You might say I'm biased here, but this is very important. Your broker is the most important part of the buying/selling process. I will help you identify and purchase the type of home that fits your needs. If you're pursuing a custom home design, My team and I work with custom home builders and interior designers. I guarantee to satisfy your needs and go beyond your expectations.

The Real Estate Captain specializes in the luxury waterfront real estate and yacht market and can accurately determine the market value of your waterfront home and yacht.

Yes, I know.... we all have a friend that sells real estate; but assessing the value of luxury homes is challenging, as these upscale properties typically have numerous customizations and features that are unique and more difficult to compare. It's better to keep your friendship and let the Real Estate Captain navigate your transaction. Besides negotiating the very best deal for my clients. One of my most important tasks is to oversee the completion and filing of all the proper legal agreements and documents.

My real estate brokerage firm has been established for over 35 years and has sold more than 8 miles of waterfront real estate along Fort Lauderdale's canals. No other south Florida broker offers the marketing that the Real Estate Captain does. I personally do all the photography including drone pictures and videos. I customize my proven marketing champagnes to meet the needs of each one of my clients.



Tip #5: Home Inspections

As with all major investments, ensure you have your purchase inspected before you commit to buying. The process of inspecting a luxury item can be more complicated and may require specialized system inspectors. If your home has complex electrical systems, or "smart" systems, the more likely you'll need a more comprehensive inspection. If you plan on financing your purchase the bank will require a tough inspection before purchasing.

With over 20 years of Captaining yachts, Real estate, project management and yacht broker. I have worked with Fort Lauderdale's best developers, custom home builders, real estate agents and shipyards. I will be there every step of the way in choosing the right yacht or home for your needs.

In Summary:

Surrounding yourself with experienced professionals with protect your interests each step of the way. I will give you the information you need to make an informed decision about your purchase. I will make sure you pay and receive price for your home. I'll make sure your home is inspected and your receive a clear title.