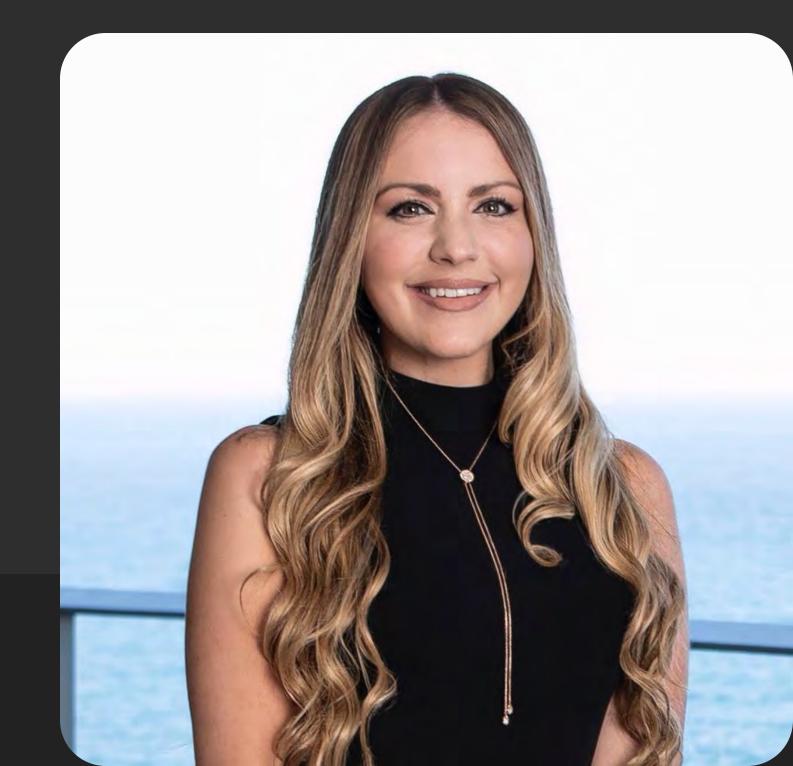
TOOLS FOR NAVIGATING CONDO SALES ON FLORIDA'S EAST COAST



WESLEY ULLOA

- Broker Owner of LUXE Properties with 690 Agents and 10 Offices
- Licensed Mortgage Lender
- MSIRE Graduate
- Florida Condominium Law and Policy
 Life Safety Advisory Task Force
 Member
- Florida Realtors 2020 Chair of Condo Think Tank
- 2019 YPN President
- Mom, Historic Home Lover, Dog Mom and Loves to Cook



ALL ABOUT CONDOS

BY THE NUMBERS

Over 27,000 Condo Associations Statewide and 1,500,000
 Condo Units

- As of January 2025 3,000 Condo Associations Registered in Palm Beach County
- 59.6% of All Listings in Palm Beach County Are Condos/Townhouses
- It Is Estimated that 60% of Our Condos are over 30 Years Old

Insurance Coverage

Freddie Mac

Limited Review

Management Company Reserve Study

Special Assessments

Deferred Maintenance

High Delinquency Rates

MEETING MINUTES

Litigation

Fannie Mae

Budget

10% Reserves

Condo Hotels

VS

50/0

Down if Building Does
Not Have 10% Reserves

Down with Fannie Mae Full Review



DID YOU KNOW?

Florida is the only state in the nation that requires 25% Down For Limited Review Loan Programs

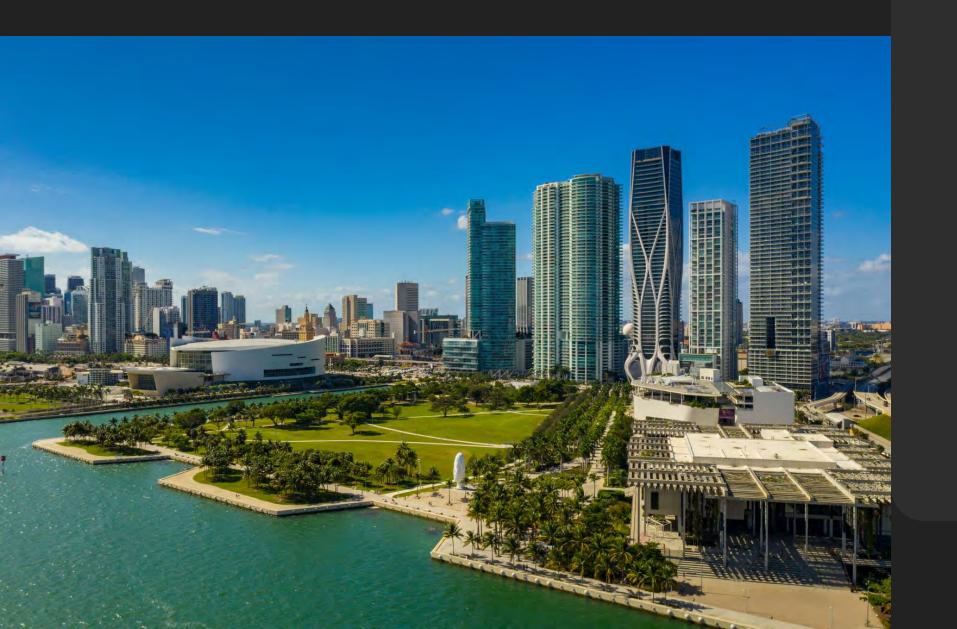


KEY POINTS FOR FINANCING

- 10% or Adequate Reserves for Full Review Loans (Less than 25% Down)
- Adequate Insurance Coverage including Flood and Fidelity Bond
- More Than 50% Owner Occupied, No Entity More Than 10%
- Delinquency Rates Less Than 15%
- No Major Construction or Structural Issues, Passed Milestones Inspections
- No Major Litigation, No Major Special Assessments Delinquency

DADE COUNTY CONDOS

2022 STATE CONDO LAW CHANGES



Senate Bill 4D

- 25-30 Year Recertifications
- Structural Integrity Reserves Study ("SIRS")
- Reserves on Budget to cover the amounts needed on SIRS items by December 2024
- No waiving of Reserves for SIRS items



BREADCRUMB #1 - LOOK UP PAST MLS SALES

					C	ntena W wap	Ш,	kesuli	S		
Che	cked O All · None · Page	Display	/	Agent Single Li	ne v at	100 v per page	[0	(2)		
st↓.	Address	Subdivision/Complex		LP\$ ↑	SP\$	FT	#Bed	#FB	#HE	SqFt LA	Туре
Α	1748 Jupiter Cove Drive Unit#618a	JUPITER COVE CONDO	1	\$1,150,000			2	2	0	1,300	Condo
A	1748 Jupiter Cove Drive Unit#418	JUPITER COVE CONDO		\$1,050,000			2	2	0	1,300	Condo
Α	1542 Jupiter Cove Drive Unit#207	JUPITER COVE CONDO		\$699,000			2	2	0	1,520	Condo
C5	1748 Jupiter Cove Drive Unit#322	JUPITER COVE CONDO		\$1,050,000	\$1,050,00	00 Cash	2	2	0	1,300	Condo
cs	1748 Jupiter Cove Drive Unit#517A	Jupiter Cove Jupiter Cov		\$900,000	\$890,000	Conventional	2	2	0	×1,520	Condo
CS	1748 Jupiter Cove Drive Unit#517	Jupiter Cove		\$900,000	\$890,000	Conventional	2	2	0	1,520	Condo
CS	1648 Jupiter Cove Dr Unit#511B	JUPITER COVE CONDO .		\$859,900	\$780,000	Conventional	2	2	0	×1,300	Condo
CS ,	1542 Jupiter Cove Drive Unit#207	JUPITER COVE CONDO		\$849,000	\$825,000	Cash	2	2	0	1,520	Condo
CS	1748 Jupiter Cove Drive Unit#220	JUPITER COVE CONDO		\$825,000	\$775,000	Cash	2	2	0	1,300	Condo
CS	1748 Jupiter Cove Drive Unit#417	JUPITER COVE CONDO		\$799,900	\$755,000	Cash	2	2	0	1,520	Condo
cs	1748 Jupiter Cove Dr Unit#417	JUPITER COVE CONDO .		\$799,900	\$755,000	Cash	2	2	0	×1,520	Condo
CS	1542 Jupiter Cove Drive Unit#606c	JUPITER COVE		\$750,000	\$670,000	Cash	2	2	0	1,300	Condo

BREADCRUMB #1 - CALCULATE LTV ON IMAPP

SALES INFORMA	THE IN						(?)	A X
Deed Type:	WARRANTY DE	ED		Price:	\$890,000	Qualifiers:	Q^1	I
Sale Date:	05/16/2025	Recorded Date:	06/04/2025	Document #	Bk 35784/Pg 947 2			
Grantor:	SCHULTE HEIDI A			Grantee:	Not Available			
Mortgage Amount:	\$800,000	In trument Date:	05/16/2025	Document #	20250198614 🖾			
Terms: Lender:	6.81%/360 M FIRST BANK	Attributes:	Traditional Loan, O	riginal, New Conventional, W. Borrower:				
Decd Type.	WWW.			Price:	\$930,000	Qualifiers:	Q^1	IR
Sale Date:	07/31/2023	Recorded Date:	08/04/2023	Document #	Bk 34474/Pg 1802	S .		
Grantor:	GARRISON STEVEN	Α		Grantee:	Not Available			
Deed Type:	WARRANTY DE	ED		Price:	\$405,000	Qualifiers:	Q^1	113
Sale Date:	01/09/2018	Recorded Date:	01/17/2018	Document #	20180019567 🗹			
Grantor:	RECH DAWN M			Grantee:	Not Available			
Deed Type:	WARRANTY DE	ED		Price:	\$405,000	Qualifiers:	Q^1	
Sale Date:	01/09/2018	Recorded Date:		Document #	Bk 29590/Pg 898 €			
Grantor:	RECH DAWN M			Grantee:	Not Available			
Deed Type:	SUMMARY ORD	DER		Price:	\$0	Qualifiers:		
Sale Date:	01/04/2018	Recorded Date:		Document #	Bk 29590/Pg 895 [™]			
Grantor:	Not Available			Grantee:	Not Available			
Deed Type:	WARRANTY DE	ED		Price:	\$164,000	Qualifiers:	Q^2	
Sale Date:	02/01/1985	Recorded Date:		Document #	Bk 4481/Pg 448 2			
Grantor:	Not Available			Grantee:	Not Available			

Qualifier Flags: Q=Qualified, U=Unqualified, O=Other (see note), M=Multiple, P=Partial, V=Vacant, I=Improve

1 QUALIFIED, 2 00-QUALIFIED

County Clerk Of Court Website

BREADCRUMB #1 - SEARCH BY LTV ON MLS

Sold Information

Selling Office:

Selling Agent: Selling Agt Lic:

Sell \$ Per SqFt:

Sold Finance:

Amt Financed/%:

Seller Contrb:

HAUT01 /Haute Real Estate, Inc.

3491791 /Sorymar Castillo PA

3491791

\$582.66

Conventional

\$515,000/80%

No

Prepared By: Wesley Ulloa

Selling Office Phone: 786-363-2917 Selling Agent Phone: 786-818-2081

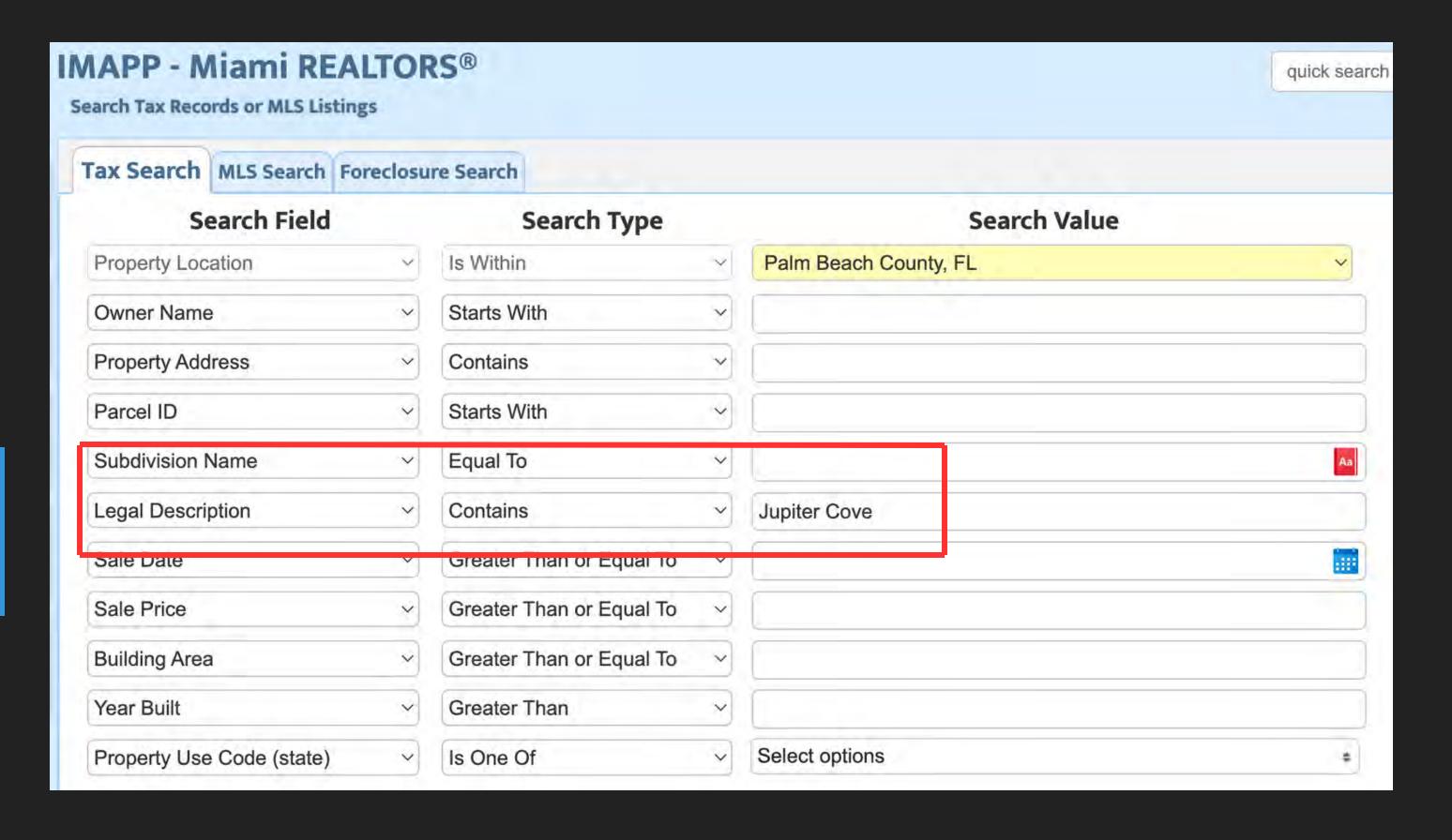
Sale Price:

Sell \$ Per Acre:

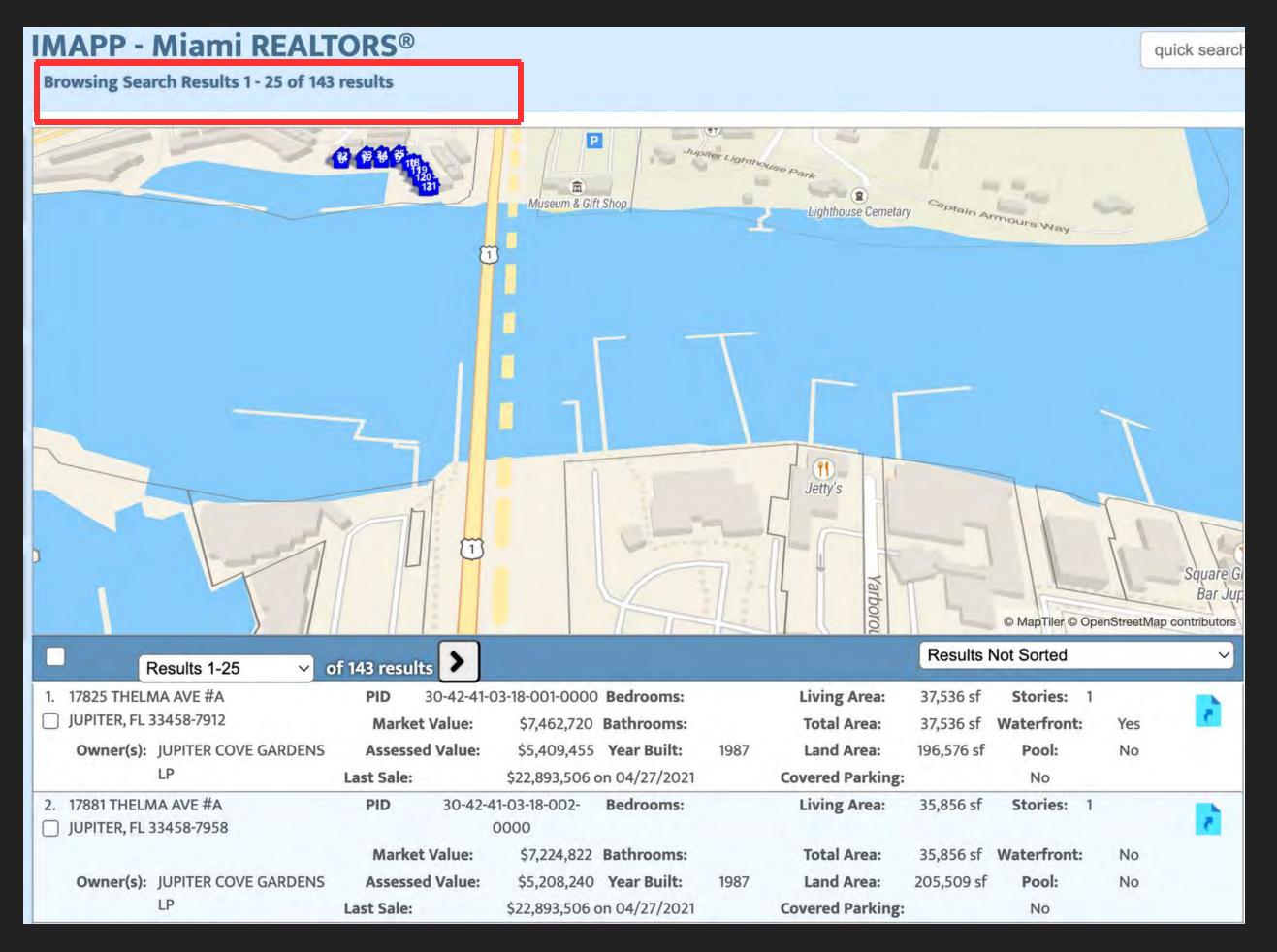
•••

\$645,000

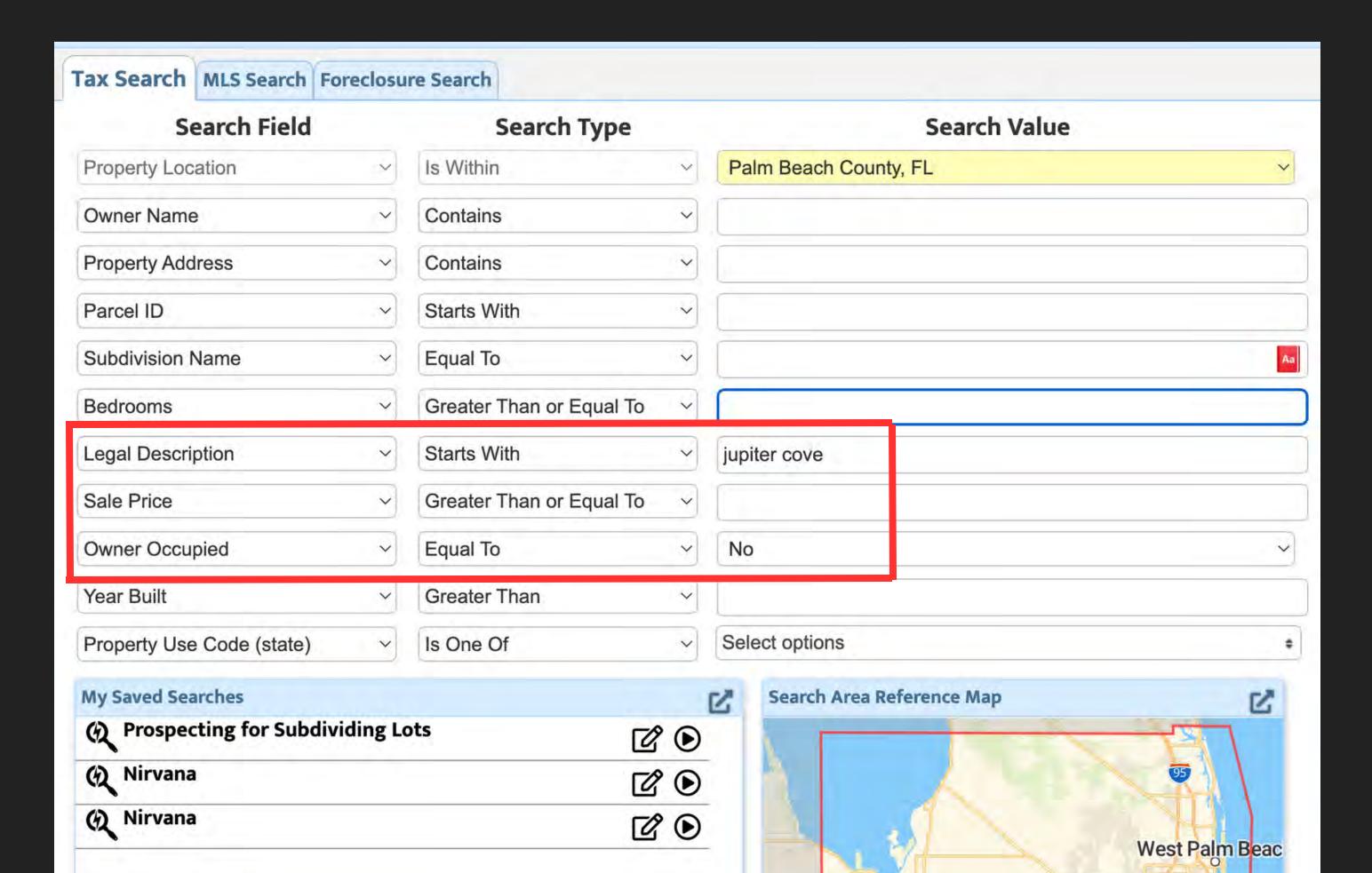
Date Printed: 02/14/2025

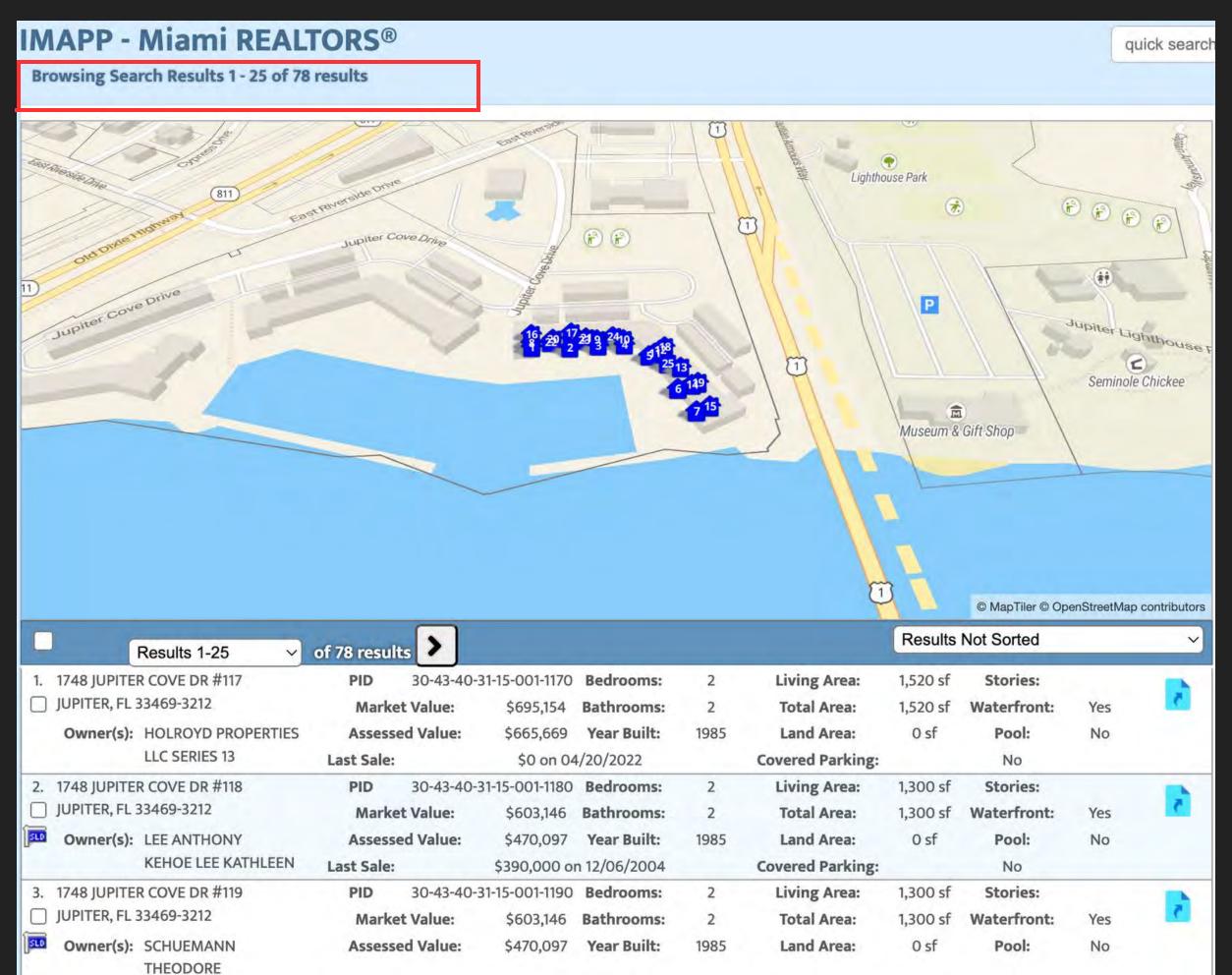














BREADCRUMB #3 - SIRS DATABASE



Disclosure For Structural Integrity Reserve Study (SIRS) Reporting

Information in the SIRS Reporting Database is displayed exactly as submitted. Only complete submissions of the SIRS Reporting Form are displayed in the database. SIRS reported using the online form will be reflected in the database, if submission is complete: The Department will make every effort to contact the association using the information provided on the SIRS Reporting Form to obtain the information needed to complete the submission if an incomplete SIRS Reporting Form is submitted. Associations who are required to submit the completion of a SIRS to the Department can do so using the SIPS Reporting Form. If you have questions or need assistance completing the form, please contact us by email at a mission of a SIRS to the Department can do so using the SIPS Reporting Form. If you have questions or need assistance completing the form, please contact us by email at

Structural Integrity Reserve Study (SIRS) Reporting

Project Q Type Q	Project Name Q	Association Name Q	City	Q	Zip	Q County C
CONDOMIN	SEA DUNES CONDOMINIUM	SEA DUNES VILLAS	AMELIA ISLAND		32034-5423	NASSAU
CONDOMIN	TROPIC SHORES RESORT	TROPIC SHORES CONDOMINIUM ASSOCIATION	DAYTONA BEACH SHOR	ES	32118-6223	VOLUSIA
CONDOMIN	ADMIRLITY CLUB CONDOMINIM	1	PORT ORANGE		32127-4699	VOLUSIA
CONDOMIN	CORONADO DEL MAR CONDO	CORONADO DEL MAR OWNERS ASSOCIATION	NEW SMYRNA BEACH		32169-2808	VOLUSIA
CONDOMIN	ISLANDER BEACH CLUB CONDO ASSOC	ISLANDER BEACH CLUB CONDOMINIUM ASSOCIATION OF VOLUSIA COUNTY, INC.	NEW SMYRNA BEACH		32169-3117	VOLUSIA
ONDOMIN	CASA DEL MAR	CASA DEL MAR RESORT, A CONDMINIUM	ORMOND BEACH		32176-7715	VOLUSIA
ONDOMIN	HIDDEN DUNES GULFSIDE I	HIDDEN DUNES COMMUNITY ASSOCIATION	MIRAMAR BEACH		32550-4969	WALTON
ONDOMIN	MIRIADA CONDOMINIUM ASSOCIATION	MIRIADA CONDOMINIUM ASSOCIATION	ORLANDO		32812-5373	ORANGE
ONDOMIN	PARC CORNICHE CONDO STE HTL IN	PARC CORNICHE CONDO ASSOC., INC	ORLANDO		32821-7306	ORANGE
ONDOMIN	GULLHOUSE SIRS	GULLHOUSE HOA	MELBOURNE BEACH		32951-3790	
ONDOMIN	FIRST OCEANSIDE CONDO	FIRST OCEANSIDE CONDOMINIUM ASSOCIATION INC.	VERO BEACH		32963-2334	INDIAN RIVER
ONDOMIN	SUMMIT TOWERS CONDO ASSN INC	SUMMIT TOWERS CONDO ASSN INC	HOLLYWOOD		33019-2121	BROWARD
CONDOMIN	BEVERLY HILLS #2	BEVERLY HILLS CONDOMINIUM NUMBER TWO, INC.	HOLLYWOOD		33021-7752	BROWARD
ONDOMIN	BEVERLY HILLS #10	BEVERLY HILLS #10	HOLLYWOOD		33021-7752	BROWARD
CONDOMIN	OCEAN HARBOUR, A CONDO	OCEAN HARBOUR OF ISLAMORADA CONDOMINIUM	ISLAMORADA		33036-3089	MONROE
CONDOMIN	STRUCTURAL INTEGRITY RESERVE STUDY	MONTE CHRISTO CONDOMINIUM ASSOCIATION, INC.	KEY COLONY BEACH		33051-0160	MONROE
ONIDONATAL	CEDITOTI DAL INTEGDITY DECEDIE CELIDY	MONTE CUDICTO CONDOMINIUM	KEN GOLOMN BERGIL		22051 0150	MONBOL

Tutorial: How to Use the S... Database

Search by Project:

- Click the search icon above the project name field
- Type in the name of Project/Association.
 Click "enter"

Search by County, City or Zip Code:

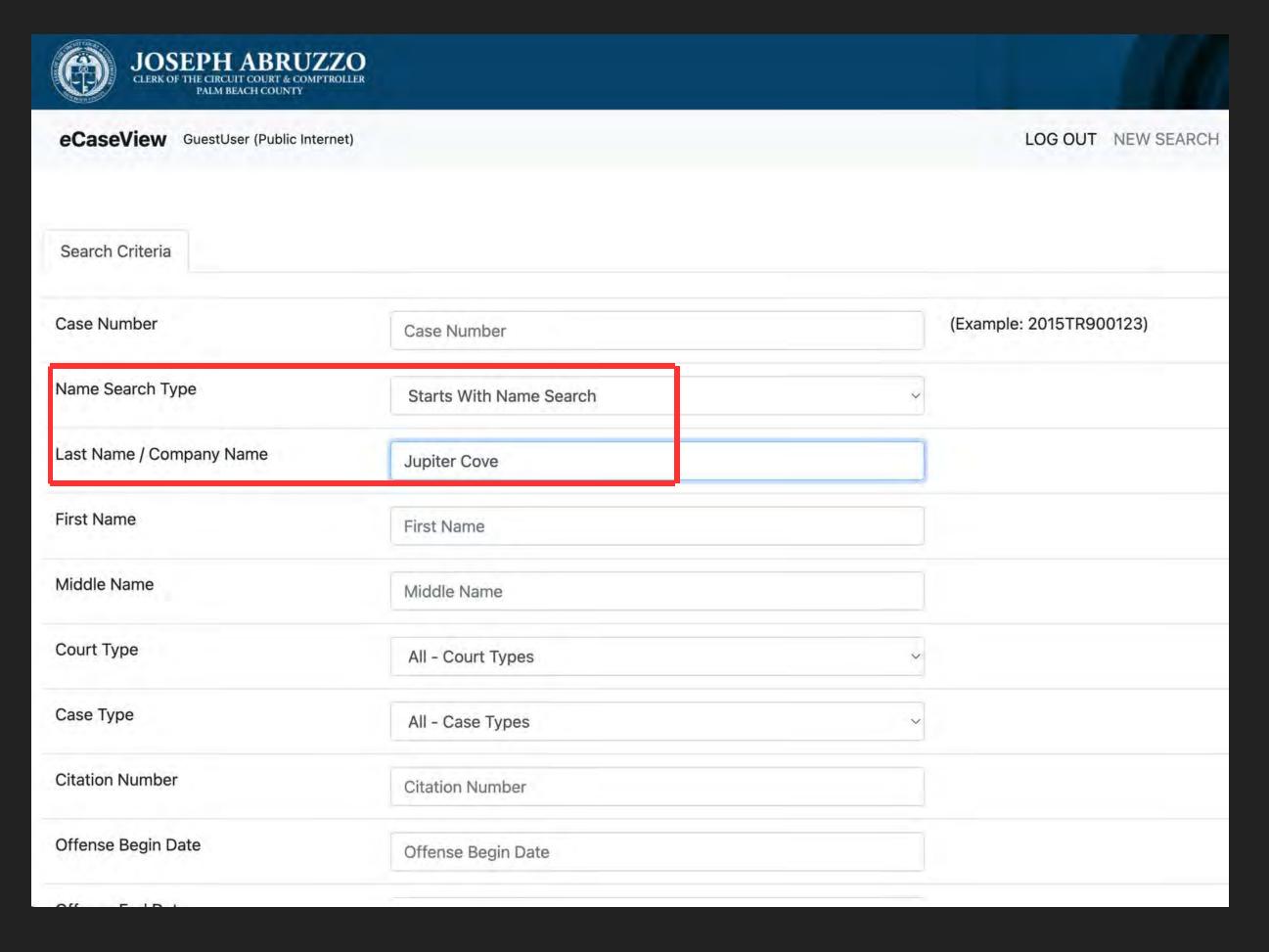
- 1) Click the search icon above the city, county or zip code field.
- Enter the corresponding information
 Click "enter"

Export a Spreadsheet

- Hover your cursor over the report title
 "Structural Integrity Reserve Study (SIRS)
 Reporting" and right click
- 2) Select "Export Data"
- For a full export of the data, select the .csv format, <u>Note</u>: The image and .pdf options will only provide a snapshot of the current view.



BREADCRUMB #4 - LEGAL SEARCH



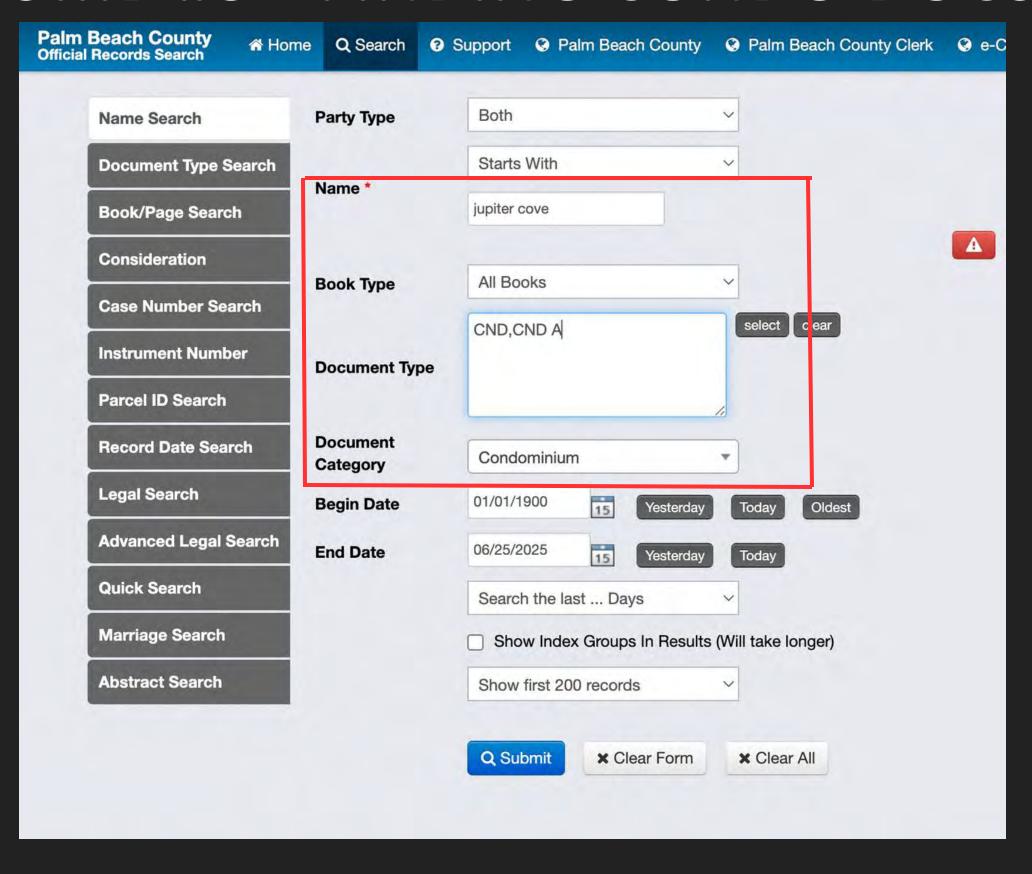


BREADCRUMB #4 - LEGAL SEARCH

Court Type: Case Type: One Row Per Case:	A	All - Court Types All - Case Types True				
If you see a case tha	t is highligh	nted in yellow, there may be ar	open warra	ant.		
Search Results						
107 records returned	l. Click on a	column name to sort the resu	ults by that o	column's data.	Download Page Results	Page Size: 25 ~
1 2 3 4	5 6					
Case Number	Court Type	Case Type	Arrest Date	File Date	Case Style	Status
50-2025-CC- 008968-XXXA- NB	County Civil	EVICTION RESIDENTIAL NON-MONETARY		06/11/2025	JUPITER COVE GARDENS MANAGING CO GP LLC AS GENERAL PARTNER OF JUPITER COVE GARDENS LP V BRAVO, MARTA CHUN	Open
50-2025-CC- 004683-XXXA- NB	County Civil	EVICTION RESIDENTIAL NON-MONETARY		03/27/2025	JUPITER COVE GARDENS MANAGING CO GP LLC, AS GENERAL PARTNER COVE GARDENS LP, DBA JUPITER COVE APARTMENTS V JIMENEZ ESCOBAR, RAUL	Closed
50-2025-CC- 000926-XXXA- NB	County Civil	EVICTION RESIDENTIAL NON-MONETARY		01/17/2025	JUPITER COVE GARDENS MANAGING CO GP LLC, AS GENERAL PARTNER OF JUPITER COVE GARDENS LP, DBA JUPITER COVE APERTMENTS V GREGORY MCCLUNG	Closed
50-2025-CC- 000924-XXXA- NB	County Civil	EVICTION RESIDENTIAL NON-MONETARY		01/17/2025	JUPITER COVE GARDENS MANAGING CO GP LLC AS GENERAL PARTNER OF JUPITER COVE GARDENS LP, DBA JUPITER COVE APARTMENTS V SILVESTRE, MATEO	Closed
50-2024-SC- 001052-XXXA-	Small Claims	SMALL CLAIMS \$5001 TO \$8000		01/26/2024	KOELLHOFFER, HUGH V JUPITER COVE CONDOMINIUM ASSOC INC	Closed

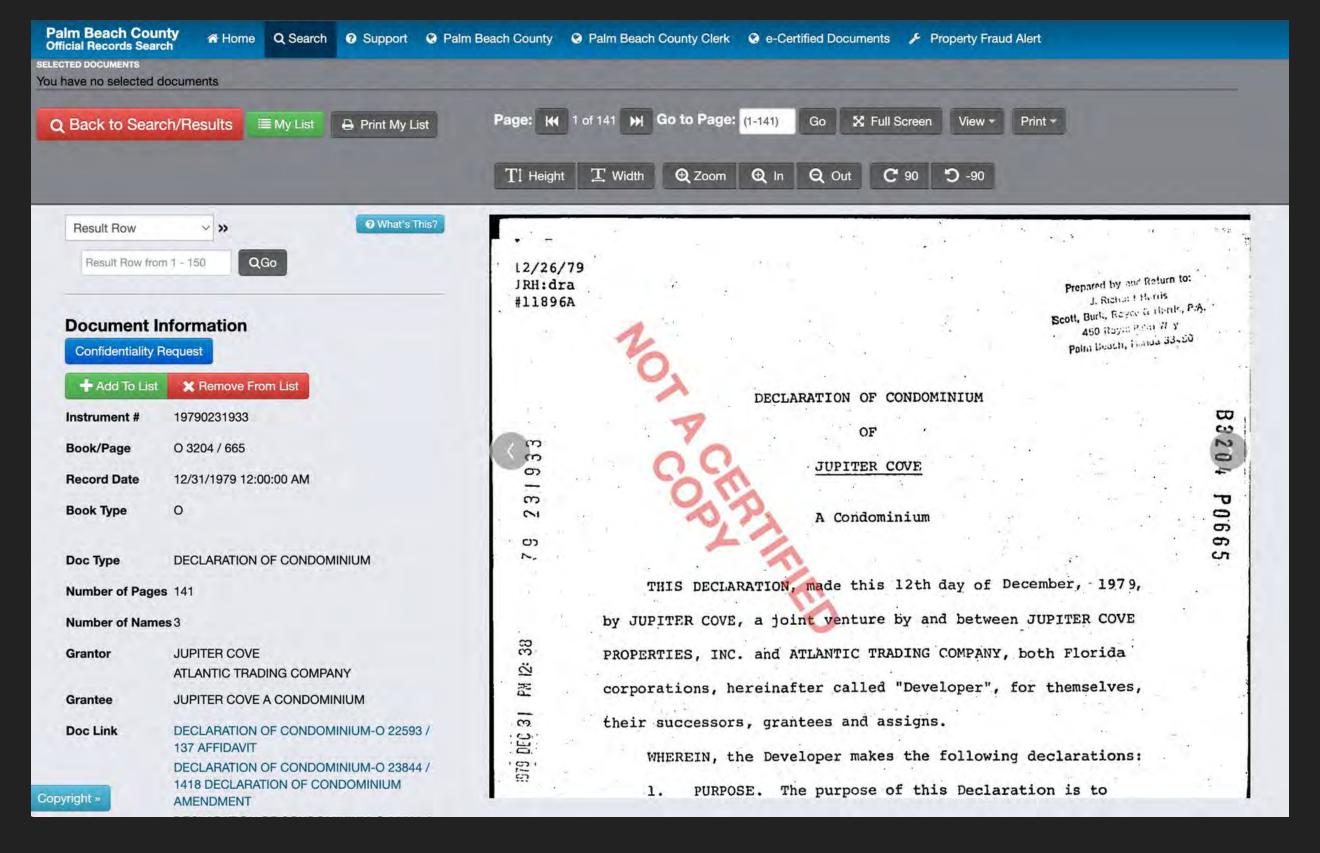


BREADCRUMB #5 - FINDING CONDO DOCS





BREADCRUMB #5 - FINDING CONDO DOCS





BREADCRUMB #6 - CHECK MLS ATTACHMENTS

JUPITER COVE CONDOMINIUM ASSOCIATION, INC. ANNUAL BUDGET JANUARY 1, 2025 THROUGH DECEMBER 31, 2025 (138 UNITS PLUS 58 MARINA SLIPS)

ACCT #	DESCRIPTION	2024 BUDGET	2025 BUDGET	% CHANGE
	REVENUE			
05000	MAINTENANCE ASSESSMENTS	1,824,574	1,829,038	0.24%
05001	SIRS & NON-SIRS RESERVE ASSESSMENT	562,000	578,860	3.00%
05100	KAYAK INCOME	4,500	13,440	
05150	STORAGE INCOME	14,800	20,900	
05500	TRANSFER/APPLICATION FEES	2,000	-	
05501	CLICKERS/DECALS INCOME	1,600	2,000	
05540	MISCELLANEOUS INCOME	-	8,365	
	TOTAL REVENUE	2,409,474	2,452,603	1.79%
	EXPENSES			
	UTILITIES			
07110	ELECTRICITY	41,326	42,316	
07112	WATER	97,000	101,841	
07113	SEWER	41,200	42,895	
07116	TRASH REMOVAL	19,500	21,400	
07121	TELEPHONE	9,000	2,000	
07125	CABLE TV/INTERNET	152,188	157,413	
07126	CABLE CONSULTING FEE	290	-	
	TOTAL UTILITIES	360,504	367,865	2.04%
	GROUNDS MAINTENANCE			
07214	LANDSCAPING CONTRACT	94,020	94,020	
07216	LANDSCAPING BEAUTIFICATION	-	8,000	
07222	IRRIGATION REPAIRS & MAINT.	7,000	7,000	
07226	ANNUAL TREE TRIMMING	11,000	14,000	
07228	MANGROVE TRIMMING	250	800	
07236	PEST CONTROL	4,003	5,314	
	TERMITE TREATMENT	-	-	
	TOTAL GROUNDS MAINT.	116,273	129,134	11.06%



BREADCRUMB #5 - CONDO REGISTRY

Miami Services - Single Sign On





















































MYCONDOPLANS - ACCESS FLOORPLANS



search city, building, address, mls#

Listings Condos Houses Map 3192493 ▶

Browsing in Florida » Palm Beach » Jupiter » Beachcomber

Beachcomber

4161 S US Hwy 1, Jupiter, FL 33477

Мар



Built in 1984/1988 - 56 units - 3 floors

Building Association

The Beachcomber
Condominium Association Inc.
c/o Sea Breeze Community
Management Services, Inc.
4227 Northlake Boulevard
Palm Beach Gardens,
FL. 33410 Phone:

Tel: (561) 626-0917 Fax: (561) 626-7143

http://www.seabreezecms.com

Building Documents

- condominium documents
- declaration condominium Beachco...
- declaration condominium Beachco...

Floor Plans

search unit











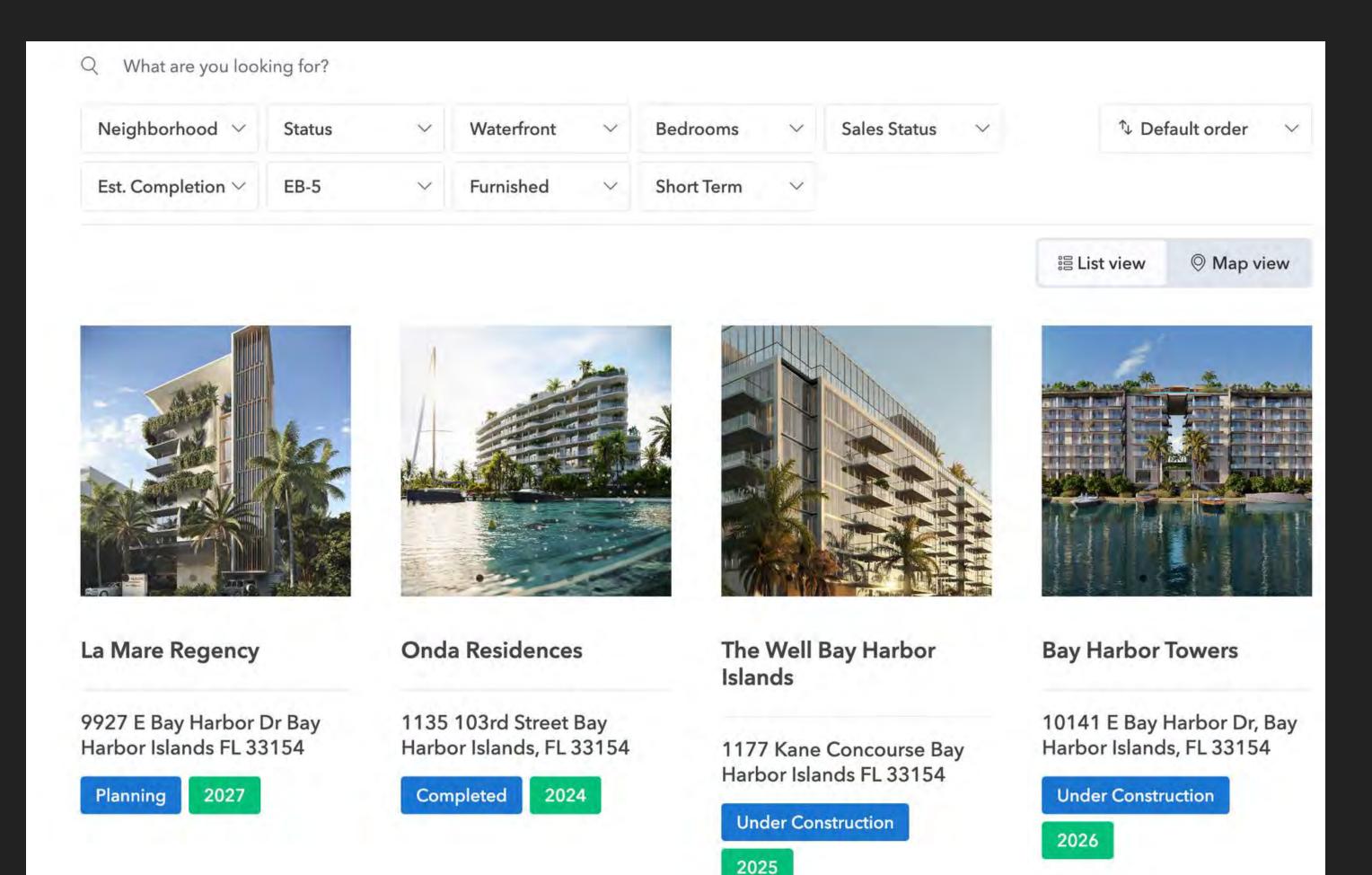








THE GROUND UP - NEW CONSTRUCTION INFO



MIAMI REALTORS - CONDO RESOURCE PAGE

CONDO RESOURCE PARTIES

Welcome to our Condo resource page where you can access the latest information on the new state condo regulations, important forms, information on milestone inspections, the county's special assessment loan program, Miami-Dade HOA database and more.

MILESTONE INSPECTION (MI)

Definition: "Milestone inspection" means a structural inspection of a building, including an inspection of load-bearing elements and the primary structural members and primary structural systems as those terms are defined in s. 627.706, by an architect licensed under chapter 481 or engineer licensed under chapter 471 authorized to practice in this state for the purposes of attesting to the life safety and adequacy of the structural components of the building and, to the extent reasonably ssible, determining the general structural condition of the building as it affects the ety of such building, including a determination of any necessary maintenance, repair, or replacement of any structural component of the building. The purpose of



Condo Summit

CONDO RESOURCE PAGE FINDS

- Fannie Mae Condo Questionnaire Form
- Request for Condo Docs Form
- Notice of Condo Associations Non-Compliance With FLA. Stat SEC.
 718.111
- Stats on Condo Sales
- Tutorial on Calculating Budget Reserves
- Milestone Inspection Forms
- Access to SIRS Database

Required Condo Documents This is mentioned on condo rider Declaration of Condominium (and all amendments) Articles of Incorporation of the Association Bylaws and rules of the association □ Financial information required by s. 718.111 (Special Assessments) □ Milestone Inspection Report (only required for buildings 3 stories or more) □ Most recent structural integrity reserve study or a statement that the association has not completed a structural integrity reserve study. □ Frequently Asked Questions and Answers documents (DBPR FAQ) **Condo Checklist** □ Seller's Property Disclosure (attached in separate document - please complete accordingly) □ Condo Rider □ Parking Spaces Space Numbers Are spaces Deeded or Assigned? □ Are there any boat docks, storage spaces or other features? If so, are they deeded or assigned? Please describe. Does the unit include any storage space? If yes, include storage unit number. □ Current Monthly Maintenance Amount: □ Does the condo have any outstanding special assessments? If yes, specify amount owed and reason for assessment □ Best contact for HOA: □ Last 12 months of meeting minutes □ Condo Application ☐ Any additional associations i.e., Master or community associations? If so, Include monthly amount



THANK YOU!

For questions or concerns

Phone Number

305-423-9294

Email Address

wesley@luxeknows.com

Website

www.luxeknows.com

