THE CHECKLIST I RUN ON EVERY BUILDING

3 Numbers Before You Buy Pre-Construction

What to ask, and where to find each answer in the documents.

1. Price per square foot vs. the finished building next door

Compare the new tower's price per square foot with the finished resale building beside it, measured the same way. If the new tower is 40% above, know exactly what that premium is buying.

ASK

- Is the square footage interior only, or does it include the terrace?
- What are finished buildings on the same street selling for per square foot, measured the same way?
- Which residences in this building are priced best per square foot, and why?

WHERE TO FIND IT

The price list and floor plans (check whether sizes are interior or total), the description of the units in the prospectus, and recent closed sales in the buildings next door.

2. The deposit schedule

10% at signing is not the same purchase as 30% before groundbreaking. Same condo, different risk: the schedule decides how much of your money is in before the building exists.

ASK

- How much is due at signing, and when is each later payment due?
- Are payments tied to dates or to construction milestones (groundbreaking, top-off)?
- Is part of the deposit used for construction, or does all of it stay in escrow?
- Will the developer improve the schedule? (It is often the first incentive offered.)

WHERE TO FIND IT

The deposit section of the purchase agreement and the escrow agreement. Under Florida law (section 718.202), a developer may use deposits above 10% of the price for construction only if the contract says so.

3. The rental rules

Renting up to 12 times a year and being locked out of renting for two years are very different homes. Know the rules before you sign, whatever you plan.

ASK

- What is the minimum lease term, and how many times a year can I rent?
- Are there rental restrictions in the first year or years?
- Is there a rental program or hotel management, and what does it cost?

WHERE TO FIND IT

The leasing section of the declaration of condominium, the rules and regulations, and the prospectus summary of leasing restrictions.

Want me to run all three on a building? Text (305) 575-9040 · miamiluxurywaterfront.com/go/numbers

Christopher Johnson, Broker · Johnson Homes LLC, licensed real estate brokerage (Corp. #CQ1063638) · Broker #BK3248478 · (305) 575-9040. Oral representations cannot be relied upon as correctly stating the representations of the developer. For correct representations, make reference to this brochure and to the documents required by section 718.503, Florida Statutes, to be furnished by a developer to a buyer or lessee. General information, not legal advice. Equal Housing Opportunity.