

Case Study: Expert Seller Representation

Hall Luxury Homes Group | Compass Boca Raton

The Situation

A buyer entered into contract on a Boca Raton luxury condominium. Per Florida Statute (effective July 1, 2025), condo buyers must be provided with all required association documents. Once delivered, the statute gives the buyer seven (7) calendar days to cancel. At the same time, the inspection period was negotiated to seven (7) days, during which a buyer could cancel for virtually any reason.

The Strategy

As seasoned brokers, Hall Luxury Homes Group immediately obtained and supplied every required document to the buyer—and secured a signed acknowledgment of receipt. This strategic move started both clocks (statutory cancellation and inspection period) simultaneously and ensured clarity and compliance for the seller.

The Outcome

When the buyer attempted to cancel after both periods had expired, the seller was under no obligation to return the full deposit. Instead, the contract's default clause was triggered — resulting in the seller retaining 50% of a significant deposit.

This outcome represented not just compliance, but a substantial financial win for the seller, achieved through careful negotiation and airtight documentation.

The Lesson

The case illustrates that expert representation is not only about marketing a property, but also about strategically managing risk through documentation, compliance, and contract negotiation. By aligning the statutory and inspection periods, and obtaining buyer acknowledgment, Hall Luxury Homes Group at Compass safeguarded their client's position and delivered measurable financial benefit.

“Your Hall-Pass to Boca Luxury is more than a tagline—it’s the assurance that your best interests are protected at every step.”



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