



**Richard L. Dusik**  
President



**FLORIDA BEACH REALTY**  
and Financial Services, Inc.

1515 N Federal Hwy, Suite 300, Boca Raton, FL 33432-1994 (USA)  
Bus: 561.391.9196 • TOLL FREE: 800.817.6957 • Fax: 561.391.0219  
Website: [www.FloridaBeachRealty.com](http://www.FloridaBeachRealty.com) • E-mail: [RLD@FloridaBeachRealty.com](mailto:RLD@FloridaBeachRealty.com)

**Exclusively Serving “Boca’s Beachfront Condominiums”**

[FloridaBeachRealty.com](http://FloridaBeachRealty.com) • [OceanfrontInBoca.com](http://OceanfrontInBoca.com)  
[OceanTowers.us](http://OceanTowers.us) • [TheStratfordArms.com](http://TheStratfordArms.com)

# THE BOCA BEACH REPORT

**August 2020**

*Privileged  
information about  
your real estate*

## In This Issue

- Single Family Home Investment
- Some Low Cost Improvements To Make Your Home Shine
- How Title Insurance Protects You
- The Benefits Of Seller Financing
- News From Our Area

*This publication is not a solicitation but is an information service from this real estate office.*

## Single Family Home Investment

With the values of homes and condominiums going up, this may be the best opportunity to invest in a home, or a rental home.

Homeowners may struggle and save to buy their first home. Many of them then dream about the time when the mortgage is paid off and there are no more payments. Wouldn't it be great if at the time you pay off the mortgage on your home, you also paid off two or three other homes? Someday you could sell them for a good price or keep them for rental income in retirement.

You can do just that. Just save a bit more, buy another home as a rental, and the dream can come true. After the down payment, the monthly rent may pay off the loan every month.

Rather than buy apartment units as rental property, it might be wiser to invest in a small house, condo or townhouse, or more than one, if possible.

There are reasons for this demand for small houses and

condos. Here are some of them:

1. There has been a trend for young people to stay single longer and wait to get married.
2. There is an increase in the numbers of nontraditional households (single parent, singles-not-married, married two-income, no children) that should create a demand for smaller houses, condos and townhouses.
3. People who are in their golden years have increased dramatically in numbers. They have a major impact on the market for real estate and will have for many decades to come. Many of these will try to remain close to family and friends. The convenience and good locations of many houses and condos will make them desirable to this group.
4. As the baby boom population ages, the country will need more housing that will be of the type that older Americans will prefer, usually the small house, condo or townhouse. ❖

## Some Low Cost Improvements To Make Your Home Shine.

Whether you are planning to sell your home in the near future or just want to add some sparkle to your home, here are a few low-cost things that you can do to make your home look more appealing.

- If your front door has gone through many winters and sun blasted summers and needs a face lift, don't just replace, give it a new coat of paint in an exciting color that complements the color of the house.
- Replace the worn-out door handle and door knocker.
- Add a potted plant in a new container to the front porch. Maybe something that blooms a bright color.
- Put down a new doormat—something simple but sophisticated.
- Add window boxes painted the same color as the new door.

- Replace the throw pillows or add new pillow covers in the living room.
- \* Add a new duvet cover and pillows in the master bedroom.
- Paint one wall one of the colors in the bed cover.
- Repaint your bathroom with a neutral color and add new white towels to give it a fresh clean spa look.
- Update the mirrors in your bathrooms with a picture frame painted the same color as the cabinets.
- How is the grout in the bathrooms? Is it chipped or old looking? Re-grout it. Your local hardware store will show you how.
- Rearrange the books in a bookshelf stacking some horizontal and some vertical making space for a few favorite collectables in-between to give it a new look. ❖

---

## How Title Insurance Protects You

Title Insurance is paid for only once, normally at the real estate closing. Unlike casualty-type insurance, there are no annual premiums.

The owner's title insurance policy is usually issued in the amount of the real estate purchase price. With this coverage, the title insurer will, when necessary, pay for defending against an attack on the title as insured and will pay valid claims. This coverage lasts as long as the individual or his or her heirs have an interest in the property that is insured.

When you purchase a home, you are always offered title insurance. Don't think that this is just an add-on expenditure for someone to make money at your expense. Title insurance is purchased to cover problems that might come up affecting the ownership of real estate. These problems may not emerge until long after the purchase was made, but can result in claims and financial losses.

Here are some of the things that can happen (and they do happen to people, often):

- Claims by children born or adopted after the date of a will.
- Claims by previously undisclosed heirs.

- Deeds by minors, aliens, or persons of unsound mind.
- Administration of estates of persons absent but not deceased.
- Claims of creditors against real estate sold by heirs.
- Forged deeds, mortgage releases, and other documents.
- Mistakes in the public record.
- Fraudulent acts.
- Misinterpretations of wills.
- Descriptions of property that appear accurate but are not.

### The Owner's Protection

The typical protection against land title problems, including hidden hazards, is designed to safeguard the lender's security interest in the real estate purchased. The owner of the property is not protected, unless the buyer requests and pays for an "owner's title insurance" policy. Whereas a lender's protective policy decreases in amount of coverage as the property is paid for by the owner, and owner's policy does not decrease in amount of coverage. ❖

# The Benefits Of Seller Financing

## Seller Financing

Here is a way to increase the selling of a home in a slow market. When the banks tighten up on loan qualifications, seller financing may be the way to go. The seller can assist the buyer by acting as the lender, financing all or part of the sale. The term given to such seller financing is carry back financing. Literally, the seller is carrying back part or all of the financing on the property instead of the buyer financing with a bank or savings and loan.

When the property is free and clear of loans, seller financing is no problem. If there is a small institutional loan still on the property, it must be assumable and allow additional financing. The agent must ascertain this when property is listed.

Seller financing is a vital part of any successful sales program. If the seller is aware of all of the benefits, it can cut the sales time of a property by expanding the market. Many more buyers would be able to purchase the property.

Many sellers of real estate do not need all of the money that will come from a sale. Often the seller must go out and look for a place to invest the proceeds, to get the best possible return.

### Benefits to the Seller:

- Even though mortgage money is relatively cheap, some people who would be excellent buyers cannot qualify under institutional lender standards.
- Many properties just don't meet institutional standards.
- A good amount of money from the sale is invested in a note that is extremely safe, secured by the real estate that the seller knows well, the property that was sold. This gives the seller a substantial monthly income.
- This investment, in addition to being safe, will pay a much higher interest rate than is paid in other investment vehicles. An example is when current institutional mortgage rates are at 4%, the seller can have the proceeds from the sale invested at that rate, or higher, rather than 1% at a bank.
- By taking a small down payment, and carrying the loan, the seller may be able to defer taxes because of qualifying for an installment sale. (Internal Revenue Code, Section 453.)
- The home sells at the top price. When a buyer

is able to get excellent terms, usually there is less haggling over the price.

- The transaction may be lightning fast. With no lengthy loan qualification at a lender, the buyer can be ready to close immediately.

### Benefits To The Buyer

Some of the benefits mentioned above, such as the speed of the closing will also apply to the buyer. Here are others:

- Buyer can save cash paid to purchase the home. Seller may accept a lower down payment than required by an institutional lender. Buyer will save a substantial amount by completely avoiding loan origination fees (points) that can amount to thousands of dollars.
- Although the buyer may be paying the seller a higher interest rate than the seller can get at a savings account at a bank, the interest rate may be lower than the buyer would have to pay on a bank loan.
- Seller will not charge the buyer an appraisal fee and a variety of additional costs and fees normally charged by lending institutions.

Often an older seller has a free and clear home and would be more than happy to get the benefits of a carry back loan.

### Vacation Homes and Other Solutions

Institutional lenders can often get troublesome on certain properties. Vacation homes can be one that is on their problem list. Others include: 1) Land, improvement ratio, e.g. house on 15 acres. 2) Old house without concrete foundation. 3) Zoning, e.g., a single family home on a lot zoned commercial or other non-conforming zoning.

All can be a problem that can be solved instantly with carry back financing.

### Planning

When a home goes on the market, the owner and broker will usually discuss a marketing plan. This usually consists of the agent responding in terms of advertising, signs, explaining the referral system, holding the home "open" and wide exposure through the multiple listing service. These are the things expected of any real estate office.

Owner financing may be one of the most important marketing strategies that should be discussed with your real estate broker and attorney. ❖

# 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	1	12.5%	1	3.199M	3.199M	0
2070	Athena	4	1	25.0%	169	3.449M	3.449M	0
2066	Ocean Reef Towers	55	1	1.8%	113	499K	499K	0
2000	Brighton	39	2	5.1%	99	1.318M to 1.73M	1.524M	0
<b>S/T</b>	<b>North Beach</b>	<b>106</b>	<b>5</b>	<b>4.7%</b>	<b>96</b>		<b>2.039M</b>	<b>0</b>

## 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	8	5.2%	196	924K to 1.69M	1.248M	2
310	Boca Mar	38	1	2.6%	17	595K	595K	0
350	Beresford	53	2	3.8%	68	1.7M to 2.399M	2.050M	0
400	Excelsior, The	27	2	7.4%	223	4.2M to 4.295M	4.248M	0
500&550	Chalfonte, The	378	11	2.9%	73	700K to 1.275M	1.050M	1
600	Sabal Shores	125	4	3.2%	111	555K to 1.399M	801K	2
700	Sabal Point	67	2	3.0%	95	1.295M to 1.495M	1.395M	0
750	Sabal Ridge	31	2	6.5%	292	2.1N to 3.4M	2.75M	0
800	Presidential Place	42	1	2.4%	248	4.25M	4.25M	0
1000	One Thousand Ocean	52	5	9.6%	368	2.995M to 5.999M	4.218M	0
<b>S/T</b>	<b>Boca Beach</b>	<b>968</b>	<b>38</b>	<b>3.9%</b>	<b>165</b>		<b>1.883M</b>	<b>5</b>

## 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	6	7.3%	154	474K to 949K	587K	1
1200	Cloister Beach	128	4	3.1%	90	459K to 549K	498K	0
1400&1500	Addison, The	169	10	5.9%	117	1.399M to 3.5M	2.736M	0
1800	Placide, The	54	1	1.9%	7	1.295M	1.295M	1
2000	Whitehall	164	10	6.1%	213	519K to 1.499M	984K	2
2494	Aragon, The	41	2	4.9%	370	2.995M to 7.95M	5.473M	0
2500	Luxuria, The	24	1	4.0%	123	6.5M	6.5M	0
2600	Stratford Arms	120	4	3.3%	136	1.15M to 1.29M	1.221M	1
2800	Ocean Towers	256	9	3.5%	62	774K to 1.749M	1.179M	0
3000	3000 South	80	2	2.5%	96	699K to 849K	774K	0
<b>S/T</b>	<b>South Beach</b>	<b>1132</b>	<b>49</b>	<b>4.3%</b>	<b>138</b>		<b>1.576M</b>	<b>5</b>

<b>Totals</b>	<b>Aug. 2020</b>	<b>2206</b>	<b>92</b>	<b>4.2%</b>	<b>147</b>		<b>1,728M</b>	<b>10</b>
<b>Totals</b>	<b>Aug. 2019</b>	<b>2206</b>	<b>68</b>	<b>3.1%</b>	<b>172</b>		<b>2,044M</b>	<b>10</b>
<b>Totals</b>	<b>Aug. 2018</b>	<b>2206</b>	<b>61</b>	<b>2.8%</b>	<b>194</b>		<b>2,273M</b>	<b>14</b>

### 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