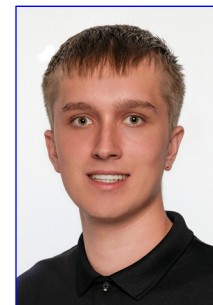




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**SERVING Boca Raton's OCEANFRONT Condominiums**

**MAY 2025**

**Contents**

- Invest in "Horizontal Apartments"
- House Hasn't Sold? Investigate A Lease Purchase
- Some Tips For Completing A Seller's Disclosure
- Keep Tabs On The Value Of Your Home
- News From Our Area

## Invest in "Horizontal Apartments"

When you think of apartments as an investment, you may think of them as large building complexes. You may not think "horizontal apartment" owners as owners of single-family homes. But over the past years, home owners have been investing in small single family homes in nice neighborhoods as a major investment, adding one home at a time or a few at a time. Many people think this is the safest investment of all. It is a great way to grow wealth.

If you might think of this as a small investment, think of some investors who own 100 or more homes in the \$300,000 value range! Even if values decreased some, owners like these are still multi-millionaires.

Many of these investors have had the enormous increase in value of these homes that took place in the last decades.

The houses are managed like any other real estate investment; they are like apartments that are in scattered locations, and are managed the same way but without an on-site manager. Some are managed by real estate companies that also specialize in management of large apartment complexes and many are managed by the investment home owner.

A professional management company can collect the rents, screen potential tenants, do maintenance on the property and keep an eye on your investment property letting you know, on a regular schedule, how things are doing.

Now might be the time to look into an investment in houses! Buy an extra one for a rental - buy several scattered rental houses and you have the equiv-

alent of scattered apartment units, or as one owner calls them, "horizontal apartments".

### An Investment For Anyone

The potential for higher returns is better in real estate than in some alternatives, such as the stock market. Many investors are "stock shy" after the stock market ups and downs of the last few years. Investing in single-family homes can be particularly attractive, since they will have little chance of taking any huge drop in value at one time. Over the next few years, the values should have a steady increase. Compared to the stock market, the amount of capital required can be remarkably small. The leverage is better, with down payments still as low as 10% of the value. You may be able to make an investment in a significant property with just

(continued)

a down payment in the \$25,000 to \$30,000 range (or even less). Someone else, either a lender or maybe the seller of the property will put up the rest of the investment capital. Real estate is always the perfect place for the use of borrowed money. Good loans are available if the borrower has good credit.

It might be smart to obtain a line of credit to cover any unexpected expenses that may occur.

Since the idea is to have a "leveraged" investment, why not borrow as much of the needed cash as possible?

Be aware of the location of schools, churches, shopping - just as you would if you were purchasing the property for your own residence. Your ultimate buyer of the property will be doing the same.

Make sure of the zoning of the neighborhood and any adjoining areas.

This will insure that you will not have any sudden surprises after you make your purchase.

If you would like to find out more about an investment of "horizontal apartments, just give us a call. We can handle property management for any properties you might own now and in the future. We are here to help you with all of your real estate needs. ♦

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## House Hasn't Sold? Investigate A Lease Purchase

What if your house hasn't sold and you need to be at your new job in less than one month. Should you lower the price? Rent the house? Instead, try lease purchase terms to entice a buyer!

Be sure to have your attorney give you the pros and cons on a lease purchase.

### What is a lease Purchase?

Even though a lease purchase is often confused with a lease option, it's entirely different. A lease purchase is a true sale, but with a delayed but predetermined closing date often six months or more in the future. It works well when a seller needs to move but the house hasn't sold. It can also accommodate an otherwise strong buyer who needs time for their house to sell or to accumulate additional time on the job in order to qualify for a mortgage loan.

As with any sale, a purchase agreement is drafted and an earnest money deposit is taken. Should the buyer not close the purchase, any and all of the default provisions listed in the purchase agreement would apply (including loss of earnest money deposit). Since the buyer will

occupy the house prior to closing, it's wise to obtain as much earnest money as possible. It serves as a motivator to close the sale and can help cover property repairs required prior to closing.

You need to determine how much you'd charge a buyer in monthly lease payments until closing. This can be just enough to cover your current mortgage payment, what similar properties like yours are renting for or equal to what the buyer's new payment will be once the sale is closed (another great motivator for the buyer to close!). Often in a lease purchase the seller will allow a certain amount of the buyer's monthly lease payment apply to lowering the sales price of the property or go to closing costs. While it's a great incentive to attract a buyer, make sure that the buyer double checks with the lender to ensure that monthly credits can apply under the financing program he's seeking. Viewed as buyer incentives under some loan programs, the amount allowed may be capped or disallowed entirely.

Even though you're anxious to move, make sure that you (and

ideally, a third party like a real estate agent) walk through the property with the buyer prior to his occupancy. Note the condition of the flooring, carpeting, and walls as well as the general condition of the home's exterior and yard. Also note any appliance or fixture that isn't working. Present a copy of your inspection notes to the buyer as well and have him concur by signing both copies. The walk-through and photos will serve as a benchmark of the property's condition at the time you vacated and won't allow the buyer to later claim he wasn't informed about the condition of the house.

### One Last Caution

Before you accept the contract, make sure that the buyer is pre-approved for the mortgage he needs to obtain. You'll also want the real estate agent and the lender to quote you the approximate amount of closing costs you can expect to pay at closing. Even though a lease purchase can sidestep having to rent the house, saddling yourself with a marginal buyer who can't qualify for financing could prove far worse (and more time consuming) in the long run. ♦

## Some Tips For Completing A Seller's Disclosure

The seller's disclosure is one of the most important documents that a buyer closely looks at prior to going into a contract.

Here some important things to keep in mind when completing the disclosure form.

You must answer each question to the best of your knowledge. If you leave any questions unanswered, this could delay a sale or prevent a buyer from going ahead with the sale.

Here are some tips to get that sale completed with ease:

**Be Accurate.** If you had a home inspection when you bought the house, that could tell you the key things such as the age and condition of the roof, plumbing, furnace, A/C system, water heater and electrical. If you replaced any of these things

after you bought the house, then you need to disclose what was replaced and, if you know, when they were replaced.

**Do Your Research.** List the make, model and age of the washer, dryer, range, dishwasher, and refrigerator (if any of these items are to remain with the house and are included in the sale).

**Be Honest.** Answer every question to the best of your knowledge. If something happened such as a roof leak, a flooded washing machine or dishwasher, or any other kind of water damage, provide as much information that you can. If an insurance claim was made, be sure to include that also. List each event, when it occurred and state the outcome, such as

when it was repaired. If this is not disclosed, the claim could turn up when the buyer obtains insurance. It is better for the buyer to learn about this from the disclosure first. Surprise is never a good thing.

**Be Very Clear With Your Answers.** Don't leave a buyer with unanswered questions. Avoid vague answers as this raises questions and makes the buyer unsure. If you don't know the answer or it is not applicable to your property, say so.

**Be Very Thorough.** Provide as much information to the buyer that you can about this house, to give them confidence in their decision to go ahead with the sale. There is never too much information about the home that they are about to invest their hard earned money in. ♦

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## Keep Tabs On The Value Of Your Home

It pays to have a good idea of the equity in your home. There are many reasons to keep tabs on your value. While most real estate agents are not appraisers, we do have a feel for the market in our area. We can give you a very accurate market analysis that can give you a good idea of value.

**Here are a few ways that a market analysis can help you:**

- Make realistic judgments in planning your estate or writing a will.
- Set the right selling price in line with other recent sales that might save thousands of dollars.
- Determine the investment soundness of a room addition or remodeling a kitchen and bathroom.

- To know if your insurance coverage is adequate. While most insurance companies try to keep up with inflation or downward changes in value, it is good to have another opinion.

• Make the decisions necessary if you are refinancing the home. Making a fair-market analysis is an exact, detailed skill. For instance, in arriving at the value, the calculations include the following;

1. Measuring the size of the home and the lot. Checking the age of the structure and its condition. Evaluating the number of rooms, baths, number of bedrooms and extras such as decks, spas, size of garage.
2. Examining the condition of the exterior and interior. If selling

soon, I can help to determine what repairs and refurbishing can bring you the top dollar.

3. Comparing the home with similar properties in the immediate area for sale or have recently sold. This may be close to what a professional appraiser might do for you.

4. Looking at current interest rates and lender's criteria and market conditions with my experience in real estate sales and listings. Interest rates that buyers will pay affects value of homes.

We can help you to know the value of your home today. Only a careful inspection and calculation can establish its unique position in the real estate marketing arena. Call us for an early inspection of the home. ♦

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# 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	0	0.0%	0	SOLD OUT	0.00M	0
2070	Athena	4	0	0.0%	0	SOLD OUT	0.00M	0
2066	Ocean Reef Towers	55	4	7.3%	125	795K to 1.85M	1.461M	1
2000	Brighton	39	0	0.0%	0	SOLD OUT	0.00M	0
<b>S/T</b>	<b>North Beach</b>	<b>106</b>	<b>4</b>	<b>3.8%</b>	<b>125</b>		<b>1.461M</b>	<b>1</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	4	2.6%	88	570K to 2.295M	1.604M	0
310	Boca Mar	38	0	0.0%	0	SOLD OUT	0.00M	0
350	Beresford	53	1	1.9%	154	1.795M	1.795M	1
400	Excelsior, The	27	1	3.7%	420	7.95M	7.950M	0
500&550	Chalfonte, The	378	10	2.7%	86	1.275M to 3.15M	1.920M	6
600	Sabal Shores	125	4	3.2%	131	1.15 to 1.975M	1.424M	0
700	Sabal Point	67	2	3.0%	14	899K to 2.895M	1.897M	0
750	750 Ocean	31	0	0.0%	0	SOLD OUT	0.00M	0
800	Presidential Place	42	0	0.0%	0	SOLD OUT	0.00M	0
1000	One Thousand Ocean	52	4	7.7%	141	3.795M 9.3M	6.866M	0
<b>S/T</b>	<b>Boca Beach</b>	<b>968</b>	<b>26</b>	<b>2.7%</b>	<b>112</b>		<b>2.781M</b>	<b>7</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	4	4.2%	34	619K to 849K	697K	0
1200	Cloister Beach	128	8	6.0%	90	449K to 1.139M	660K	5
400&1500	Addison, The	169	2	1.2%	151	1.698M to 3.25M	2.474M	1
1800	Placide, The	54	3	5.6%	126	1.495M to 2.395M	1.830M	0
2000	Whitehall	164	6	3.7%	54	1.099M to 1.595M	1.357M	0
2494	Aragon, The	41	2	4.9%	248	2.795M to 5.699M	4.247M	0
2500	Luxuria, The	24	1	4.2%	5	12.95M	12.950M	0
2600	Oceans Edge	120	1	0.8%	134	3.950M	3.950M	0
2800	Ocean Towers	256	13	5.1%	90	1.195M to 3.195M	1.958M	0
3000	3000 South	80	4	5.0%	143	1.2M to 3.399M	1.900M	0
<b>S/T</b>	<b>South Beach</b>	<b>1132</b>	<b>44</b>	<b>3.9%</b>	<b>93</b>		<b>1.934M</b>	<b>6</b>

<b>Totals</b>	<b>May 2025</b>	<b>2206</b>	<b>74</b>	<b>3.4%</b>	<b>101</b>		<b>2.206M</b>	<b>14</b>
<b>Totals</b>	<b>May 2024</b>	<b>2206</b>	<b>70</b>	<b>3.2%</b>	<b>97</b>		<b>2.971M</b>	<b>17</b>
<b>Totals</b>	<b>May 2023</b>	<b>2206</b>	<b>33</b>	<b>1.5%</b>	<b>92</b>		<b>2.852M</b>	<b>21</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

This information is compiled from FlexMLS on April 16, 2025. This representation is based in whole or in part on data supplied by FlexMLS. FlexMLS does not guarantee or is not in any way responsible for its accuracy. Data maintained by FlexMLS may not reflect all real estate activity in the market.