



VIVA  
*Orlando*  
VACATION HOMES

# Vacation-Home Buyer's Guide



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# Why Orlando

Yes, you should buy a vacation home in Orlando, and here's why...

## I Bet You Didn't Know...

*Orlando is the 1# family vacation destination in the world!!! Orlando welcomed 59 million people in 2013 to set a fourth consecutive record high.*

Vacation home properties are one of the most popular forms of accommodation in Orlando as most of our travelers are families who enjoy the space and value they get when staying in a home versus a hotel.

Investors can purchase a home and rent it daily, weekly, or monthly to travelers offsetting their costs and expenses. Buyers have found that purchasing a vacation home in Orlando has many advantages over most markets, mainly attributed to our [year-round season for rentals maximizing income](#). Our beautiful warm sunny climate allows us to have a 52-week rental season.

**Location, location, location!** Orlando's location is very attractive - just an hour away from both the east and west coasts of Florida. And it is not all just about Walt Disney World or the other theme parks. The Orange County Convention Center is the second largest in the nation.

**Real Estate prices are incredibly affordable**, with excellent variety in property types from new to existing homes. Besides, it's always a great idea to have an investment in US dollars, and you should buy where rental success is already proven. Disney is one of the top 3 brands in the world and keeps growing as Disney continues to innovate year after year to always give visitors a new reason to come.

Vacation home ownership and management is a well developed industry in Central Florida, with strong demand and occupancy. The Orlando market offers you a unique opportunity - you can enjoy your dream home with your family, realize the potential appreciation and tax advantages, and earn income for the time you are not using it.

**With record breaking visitation and affordable pricing, it is the perfect time to own a vacation home in Orlando! The professionals at Viva Orlando will guide you through the process and make certain that you get the perfect property at the right price.**

# Before You Begin



*Dear Friend,*

*As a buyer you have access to more information today than ever before – and we're glad you do. There are thousands of Internet sites devoted to real estate, and we hope you'll find our team and resources to be the best guide for the Orlando vacation home market.*

*We are here not merely to provide information but to be that team you can work and trust.*

*Before You Begin...*

- **Select the right Realtor®**

All of our sales associates are Florida licensed Realtors with expertise in the vacation rental/second home Orlando market, with the knowledge, experience and training essentials to your buying success. We truly work hard to help you buy the right vacation home – one that we all will be proud of!

In Florida, sellers pay the real estate commission for both, seller's and buyer's agent. However, the buyer's agent is the one that will represent you and your interest in the transaction. Take advantage of this great model and enjoy having someone working for you in all the steps of this exciting experience.

*We know, it's an important decision and here are some key points to help you succeed investing in the right vacation/income-producing property.*

*Help us envision your plan, goals and desires,*

- **What are your Goals?**

Is it enjoyment, pride, return on investment? Are you relocating to Orlando in the future, or looking a potential home for retirement?

Is this property part of a plan with short or long term objectives?

There are homes that are ideal for one or the other, and yes, there are some that will accomplish everything, and we can talk about their price.

- **Budget**

Disclosing your real buying power can lead the way to find the best property possible. Consider closing costs and expenses like furnishings and decor when determining your budget. We hope you trust us with your financial position, so we can find that gem you are looking for.

- **What You're Looking For?**

The next step is determining what you want in your Orlando home. How would you rank your preferences? Is it the number of bedrooms or baths, a new home, a particular community, or some other critical features?

We hope you trust us with your financial position, so we can find that gem you are looking for.



This will help us focus on those communities and find the home that best meets your goals. Ideally you have determined how you intend to use the property. Personal use is a very important factor in finding you the right property, especially if you have specific needs such as traveling with babies, elderly, or relatives who may be handicapped or have special requirements. But if you have small children, amenities such as playgrounds, swimming, tennis, golf, fishing, exercise, nature walks, or biking will be important for your young family.

And... type of property and style do you prefer? We can make sure we present homes to you that are very appealing but will also feature an interior design that is guaranteed to attract lots of renters. Keep in mind that with vacation homes, rental success is not determined by the great looking exterior, but for the layout inside, which should be ideal for the family to enjoy a common space and sleep like babies at night after all the fun in our city.

- **Location**

There are many things to consider when choosing your Orlando vacation home, not the least of which is location. The success of gaining strong occupancy and rates for your rental home has a lot to do with the location - closer to Disney the higher the success.

- **Timing**

We found the ideal property! Are you ready to buy? Or...are you on a specific time frame to purchase? Share with us a realistic picture of your plans so we can better serve your needs. By us having an understanding of the time frame you are working toward, we can keep an eye out for the perfect property, keep you informed on new inventory that is going to come on the market or even schedule a visit for you to site communities the next time you are in Orlando.

- **Know That You Qualify For a Loan (if financing is needed)**

It may give you and any prospective seller greater peace of mind to know your borrowing power before you begin your home search. In fact, it's not unusual for a seller or his Realtor to request a pre-approval letter when an offer is presented. For this reason, it is a good idea to connect with a mortgage lender and get pre-approved for a loan before we start the search.

If you are US Citizen this process takes 30 days approximately, if you are a foreign buyer, the time to process the loan is 45 to 60 days.

**Note:** If you can pay cash you should. You will save a great deal of money over financing and also put yourself in a much stronger position with your offer.

# The Home Buying Process

- **Let's begin your home search**

Equipped with all the advance preparation and knowledge, we are empowered and ready to begin your home search. We will handle the details, guide you through the process, and make the search experience so much easier. We will do a search for homes that meet your criteria – be it size, style, features, resort-community, location, amenities, or other personal preferences – and schedule showings on your timetable.

We are also up to date with the builders' inventory, prices, and progress of construction of the resort/community

- **Make an offer**

Once you've found the vacation home of your dreams and it's time to make an offer, we will advise you on all the details needed to make a fair offer, guide you through the steps, handle all the paperwork, answer your questions, and present the offer on your behalf.

- **Negotiating the contract**

In many cases, the negotiating process for a property is a back-and-forth communication that requires excellent negotiating skills where a clear understanding of all the terms and conditions of the vacation home market is crucial. The value of having Viva Orlando working on your behalf to reach a mutually agreed upon price and terms cannot be overstated. There are countless factors involved in the negotiating process, including but not limited to price, financing, terms, inspections, date of possession, and often the inclusion or exclusion of future rentals, repairs, and furnishings or equipment.

- **Conduct Inspections**

Once the details of your home purchase have been agreed upon, the earnest money deposit has been received, and the fully executed contract has been delivered to the title company, there is still much left to do. With a negotiated agreement in hand, it is time to initiate an evaluation of the property. The contract should provide a period of time for you to complete an appropriate inspection of the property before you are bound to finalize the purchase.



- **Complete An Application For A Loan (If Applicable)**

As soon as you have done due diligence and determined that the property is right for you during your option period, the step of obtaining financing begins. It is important for you as a buyer to make loan application within the time frame specified in the contract. When final loan approval is obtained, we can assist you in helping you find an insurance associate to arrange for homeowner's insurance.

- **Other Important Details**

The title company will furnish you a title commitment for the property. Title indicates ownership. If you select a home in a neighborhood with a Homeowners Association, we will make sure you get a copy of their association documents and any related forms that may be required so you can review them before closing as required by your contract.

- **Close On Your Purchase**

The Viva Orlando team represents you and your best interests through the closing. We will confirm that all contract and amendment conditions have been met or completed and review a closing checklist, assist in scheduling and conducting your final walk-through prior to closing, and review closing figures with you so you will know what to expect during the actual closing. And finally, yes, we will attend the closing to answer any questions or help with last-minute issues.

But our partnership does not end here. This is just the beginning, and we are glad to help you with the furnishing and décor and any needed renovations/repairs. We will also help you select your property management company, apply for your tax ID, and have your utilities turned on, etc. And... let's start renting! Welcome all guests!

***Note: IF YOU ARE BUYING A NEW HOME, the process is a little different but having the right realtor representation is still just as important.***

# Top Orlando Vacation Homes



*Are you ready?*

Let us share with you some initial BUT VERY IMPORTANT POINTS

We believe, the most successful Orlando vacation rental communities are in:

*Resort communities – with amenities, of course*

*Private gated resorts – gated with manned security, even better*

*Within 15 minutes of Disney – everyone wants to be close*

*New or recently built – no more than 10 years old*

## ***Brand new Vacation-Home Resorts in the Orlando / Kissimmee:***

- The stunning ***Disney's Golden Oak***
- The one that's got it all, ***Storey Lake Resort***
- For royalty vacations ***Windsor at Westside***
- The amazing ***ChampionsGate Resort***
- The incredible ***Reunion Resort***
- Celebrating it's debut ***The Grove Resort***
- The cheerful ***Festival Resort***
- The gorgeous ***Solterra***
- For a beautiful life ***BellaVida Resort***
- The luxurious ***Magic Village Resort***
- The distinguished condo hotel ***Planet Hollywood Premiere***
- The distinctive ***Sonoma Resort***
- And coming soon ***Solara Resort***

## ***The most popular resale resorts in the Orlando / Kissimmee Market***

- The very successful ***Paradise Palms***
- The famous ***Windsor Hills Resort***
- The popular ***Emerald Island Resort***
- The still favorite of many ***Windsor Palms***
- The location, location, location ***Vista Cay Resort***
- The enchanting ***Encantada Resort***
- The #1 condo-hotel ***Floridays Resort***
- The fantastic ***Lake Buena Vista Resort***
- The awesome ***WorldQuest Resort***

***Why are these our favorites? Great question!***

***Email us at [Milena@VivaOrlando.com](mailto:Milena@VivaOrlando.com), and we will tell you all about them!***

***Or call us at 407-922-4620***

Have you heard about  
*ChampionsGate?*

It's an amazing Vacation-Rental Community in Orlando!

*ChampionsGate Resort is only minutes from  
the gates of Disney World!*

It's a billion-dollar/900-acre master planned community located in southwest Osceola County, Florida. It features an 18-hole public golf course along with a golf clubhouse that includes a restaurant and bar, locker rooms, a pro shop and much more. There will also be a top-notch tennis facility with 6 tennis courts.

**ChampionsGate Resort** truly offers the best amenities in the market. The clubhouse features a resort-style pool with water slide and cabanas, lazy river, splash park, tiki bar, state-of-the-art fitness center, movie theatre, game room, playground, tot lot, volleyball courts, spa and more.

There are 6 amazing floor plans available from 5 to 8-bedroom homes with swimming pools. These big homes are the new trend in the vacation rental market. Prices currently start in the \$300,000's. Should you be interested in putting your home in the short-term rental pool, we are ready to show you estimates on income and expenses.

**Please don't wait too long! There are some amazing ground-floor opportunities for purchase. The USA now has unprecedented low interest rates, even for international buyers.**

**Give us a call today, 407-922-4620 / [Milena@vivaorlando.com](mailto:Milena@vivaorlando.com)**



# Buying New Versus Resales

*Should you buy new or a resale?*

*There are definitely advantages to both, but usually price is the main factor for buying a resale home, plus they offer a certain charm. Many buyers look for something that has more character, and that can be more costly to create in a new home.*

*Let us share with you some of the benefits of new construction.*

Builders are now more educated on what guests are looking for in a vacation home and features that can have a large impact on the income a property can generate. And they are building the resorts and homes with those factors in mind. For example, gated entrances, large clubhouses and more amenities, more appealing and functional floor plans, extended pools with spas, etc. And the newest trend is to offer food and beverage services.

Yes, the old statement: Location, location, location, makes more sense now than ever. Many builders had purchased land in premium areas just before the recession but didn't build then. And now with the great recovery of the real estate market in Orlando, they have started to build in those key locations.

*But, you also have many other advantages. Among them you will find:*

***Warranties, for example:***

- first year everything is included
- first two years plumbing, electrical, and basically everything behind the walls
- 10 year structural warranty
- The appliances, A/C, Pool, etc. have their own warranties and can be extended.

***Builder's incentives:***

You will be happy to know that most builders will give you anywhere from \$3,000 to \$10,000 in assistance for closing costs, upgrades in the home, or even a price reduction.

***Build up fantastic equity:***

Most new construction communities are located in up-and-coming neighborhoods where the increase in demand is not stopping any time soon. And with the prices continuing to rise, the chance to build equity is very strong.



### ***Amazing designs:***

The highly desired open concept is the design that builders are offering in many of their homes. These popular designs will offer you beauty and a cozy environment that will allow your family to enjoy quality time together. The split floorplan gives the master bedrooms a nice separate and private space while the kitchens have lots of counter space and much more - We prefer to take you for a tour so you can see it all for yourself!

### ***The advantages of cost-saving technology on a new home:***

One other very important feature is the great energy efficiency and latest building technologies that are utilized. The State of Florida has recently changed building codes (May 2012) that assure you that your home will save you much more money in utility consumption when compared to older homes. And, the quality of materials, design and construction is something you will enjoy for years!

### ***And finally, but highly important as well...cost of insurance:***

or in some cases the difference between getting insurance and not. Newer building codes are a requirement for many insurance companies.

***And let's not forget that incredible smell of a new home and the sensation that no one has lived in it before, you are the FIRST!!!***

You should be accompanied by a Realtor who can professionally represent you during and after the purchase and will also negotiate all the best terms possible for you.

***With resales we ask you to consider the potential costs to eventually replace major items such as the roof, appliances, and the HVAC systems. However, if you fall in love with the charm of an older home, we will work with you on the best way to proceed as far as inspections and home warranties.***

# Types of properties



## SINGLE FAMILY HOME'

A detached home. They show faster appreciation, Higher rent and occupancy for short-term rental, They normally offer private screened-in pools.



## TOWNHOME

A home sharing a common wall with at least 1 other property



## CONDO

Low Rise - typically 3 stories or less,  
Mid Rise - usually 5 to 9 stories,  
High Rise - typically 10 or more stories



## CONDO/HOTEL

They typically offer a centralized onsite property manager.  
You would normally not be allowed to live in it.

# Property Management

*Just as important as choosing the right Real Estate Agent is choosing the right property management company. One will help you find the ideal home and the other will preserve it.*

And as specialists we know that choosing someone to take care of your investment requires trust. You're placing your precious home in someone else's hands.

But... what does property management companies do for Vacation Rental Owners?

They manage every aspect of keeping your vacation rental booked and ready for guests and owners to enjoy.

*Their goal is to enable you to make the most revenue from your rental home without having to do any of the busy work involved with managing and operating it.*

And that involves taking photos, writing descriptions, and marketing it to potential national and international guests as well as managing logistics like reservations, payments, check-in and check-out, inspections, housekeeping, light upkeep, handymen for regular maintenance, improvements and dispatching emergency maintenance; they also do the accounting for your property, activation and upkeep of required licensing, among others.

*We know that as a future homeowner you have lots of questions, therefore, we are ready to receive your call and answers them all!*

*Who takes care of my lawn, or my pool?*

*Do I have to handle paying any lodging taxes?*

*How do you set rates for my rental ?*

*What kind of reporting do I get on my unit?*

*How easy is it to get started?*

*When do I get paid for reservations?*

# *The Grove Resort & Spa* Grand Opening



**A retreat from the ordinary to a world of wonder and excitement!**

Tucked away on 110 acres near beautiful Lake Austin Reserve, The Grove Resort and Spa offers the luxury of a full service resort plus the seclusion of nature, but with the convenience of being located only minutes away from Orlando's world class theme parks, shopping, dining and more.



**Fully furnished two and three bedroom condos start in the low \$260s**



*Did you know Kissimmee is well-known for being the vacation home capitol of the world, with over 10,000 beautifully appointed homes for rent near the famous theme parks of Central Florida.*

Kissimmee boasts providing visitors with one of the most diverse dream vacations on the planet, with world-class theme parks, outdoor adventure, eco-safaris, gator farms, air boat rides on the Everglades, hot air ballooning, championship golf courses, spas, dining, not to mention a shoppers paradise, all with the option for our guests to spread their wings in their very own vacation home.

*Ecologically diverse, entertainment-rich, beautiful weather, with a robust economy, there is no wonder that 62 million visitors are coming to Central Florida – and more and more they are choosing to stay in a vacation home.*





# *Companies involved in the buying process and after you own...*

**Viva Orlando** is the premier real estate company in Central Florida for all of your real estate needs. But as you would imagine, we can't service all of the functions that are required in a real estate transition, let alone after you have purchased your dream vacation home. For this reason, we want to introduce you to other companies that will serve a specific function in the overall success of the purchase and management of your new home. Please note that we have strong relationships in all of the following areas and will be by your side with recommendations every step of the way.

**Home Inspectors** for a thorough examination of the condition of the home

**Contractors/Handyman** for any upgrades or repairs needed in the home

**Title Company** to handle the closing, make sure that the title to the property is sound and conveyable and issues title insurance on the property

**Insurance company** to help you with the right policy to protect/safeguard this important asset and possessions. Typical homeowners insurance policies will cover damage caused by such perils as fire, windstorms, hail, lightning, theft or vandalism

**Furnishing Company/Interior Designer** in order to furnish and decorate your new vacation home. The right furnishing package could make all the difference in successfully renting your home when you are not enjoying it with your family.

**Property Management Company** your partners who manage every aspect of keeping your vacation rental booked and ready for guests and owners to enjoy

**Homeowners Association** homeowners associations (HOA) are entities created to maintain common areas; they have the authority to enforce deed restrictions. Most condominium and townhome developments and many newer single-family subdivisions have HOAs, which are typically created when the development is built. Covenants, Conditions & Restrictions (CC&R) are issued to each homeowner, and HOAs are established to ensure that they are adhered to in order to maintain the quality and value of the properties involved

**Tax/Accountant** to prepare and examine financial records of your home. They make sure that records are accurate and that taxes are paid properly, on time and in compliance with State and Federal laws

**Mortgage Company** (if using financing for the purchase) is often just the originator of a mortgage loan that counsels you on how to choose the best mortgage, fill out loan applications and submit your file for approval.

# Windsor at Westside Resort



*The most exciting resort home community being built in the Orlando/Kissimmee area. In our opinion, it is sure to win over the Orlando vacation rental market as it is truly the ideal resort and location for Disney lovers & vacationers who want only the best!*

*In order to satisfy the increasing demand for large homes, Windsor at Westside proudly offers 4 to 9 bedroom homes with amazing and contemporary designs; the recreational facilities are guaranteed to impress its visitors as it features everything from its own lazy river with a lake view, to offering a full Tiki bar.*

## Location

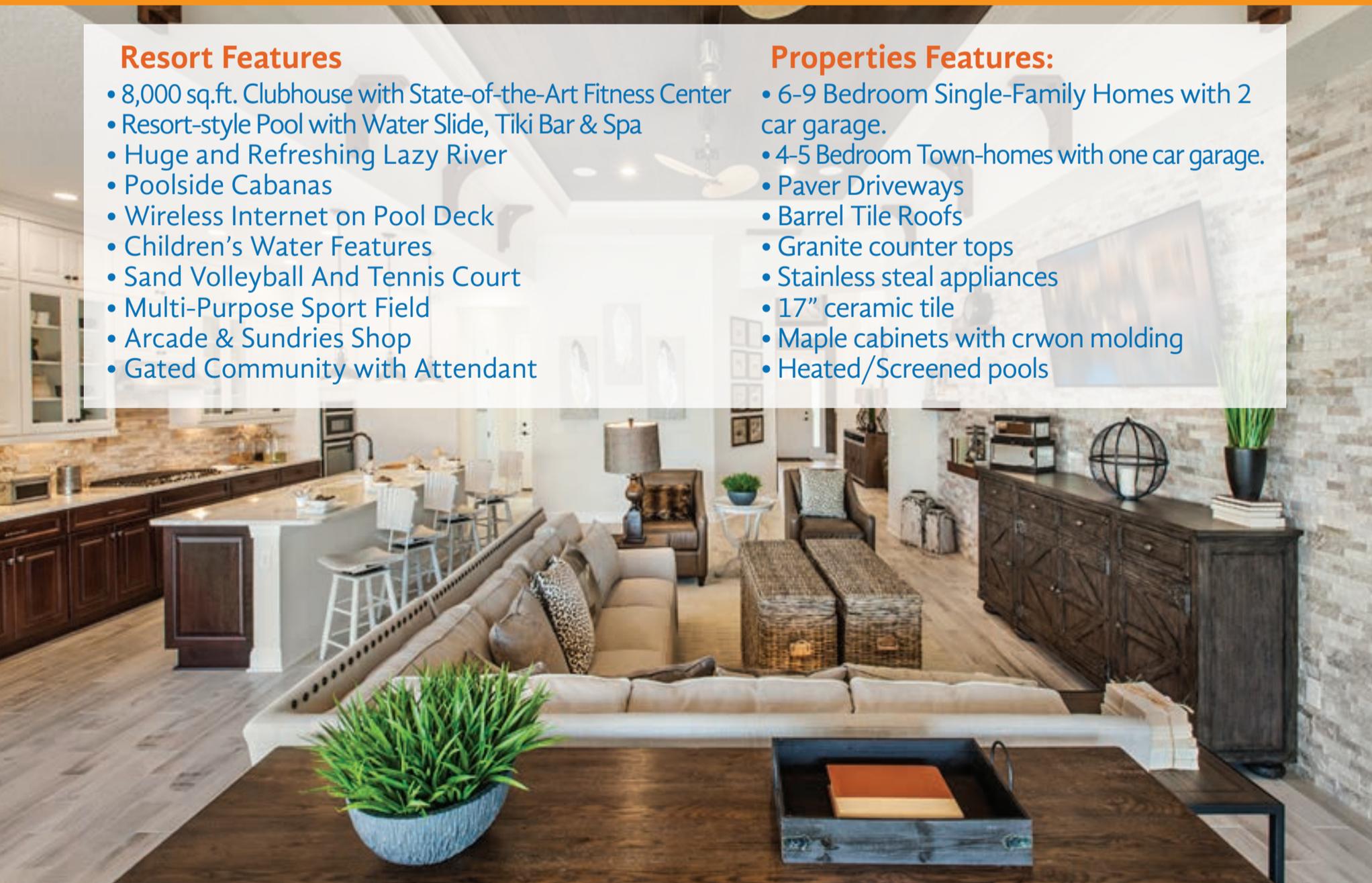
This stunning resort is located just 5 miles west of Disney World in Kissimmee, FL the ideal location to enjoy all of the benefits of a vacation in one of the world's top destinations for theme parks, entertainment and shopping.

### Resort Features

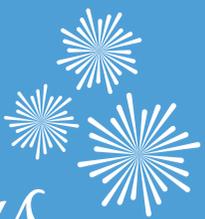
- 8,000 sq.ft. Clubhouse with State-of-the-Art Fitness Center
- Resort-style Pool with Water Slide, Tiki Bar & Spa
- Huge and Refreshing Lazy River
- Poolside Cabanas
- Wireless Internet on Pool Deck
- Children's Water Features
- Sand Volleyball And Tennis Court
- Multi-Purpose Sport Field
- Arcade & Sundries Shop
- Gated Community with Attendant

### Properties Features:

- 6-9 Bedroom Single-Family Homes with 2 car garage.
- 4-5 Bedroom Town-homes with one car garage.
- Paver Driveways
- Barrel Tile Roofs
- Granite counter tops
- Stainless steal appliances
- 17" ceramic tile
- Maple cabinets with crwon molding
- Heated/Screened pools



# Know the tax implications



## ***Non- Resident US Tax Compliance - Short Term Rental***

*For tax purposes, vacation homes are subject to what's called the -14day or %10 rule. You can rent your property for up to 14 days a year and pocket the rental income without having to declare it on your tax return. If you rent out the house for more than 14 days a year, you are considered a landlord by the Internal Revenue Service (IRS) and you must report the income. But you also qualify to deduct certain expenses.*

***Listed below are the primary taxation and compliance issues of which non-resident owners of Florida rental property should be aware:***

### ***Individual Taxpayer Identification Number (ITIN):***

All owners of USA rental property, not residing in the US, must have an ITIN.

### ***Income Tax:***

All property owners residing offshore who receive income from their rental homes, where IRS withholding has not been applied, must file a US Income Tax Return. The US tax year runs January to December and returns are due by June 15th annually. Expenses are offset against the rental income and any relevant losses carried forward year on year until the eventual sale of the property when losses may be used to minimize any capital gain on the property.

### ***Property or Real Estate Taxes:***

are payable annually. The Property Appraiser's Office establishes the assessed value of a property and prepares the tax roll. Tax notices are serve to the owner's last record address or, where the property owner pays through an escrow account and their mortgage company has requested to be sent the tax bill, the owner will receive a copy of the notice. Tax statements are normally mailed out on or before november 1st each year.

### ***Tangible Personal Property Tax:***

is an ad valorem (Latin for "according to value") tax assessed against the furniture, fixtures and equipment located in business and rental property. Tax returns must be filed to the Property Appraiser's Office by April's 1st. Tax billing follows processing of the tax return by the county and is sent out on November 1st each year with payment due by March 31st. ***A \$25,000 exemption applies in Florida, effective January 1st, 2008.***

### ***Sales & Used Tax and Tourist Development Tax:***

If you rent your property for periods of less than 6 months you will be required to collect Sales & Used Tax and Tourist Development Tax on rental income received. Your management company will usually collect and report all sales and tourist development tax on the rentals that they handle. However, if you receive rental income in your home country you will need to collect and report it either through your management company or direct with the relevant authorities. If you choose to deal directly, you can make application to the State and County to set up these accounts, alternatively your accounting will prepare and file submissions on your behalf to set up your account and assist with the initial filings.

### ***Local Business Tax (previously Occupational License):***

Required by homeowners who rent their US Property. Renewed annually to the Tax Collector's office (in the County where the property is located). The application for this license is usually handled by your managing agent but you may also be required to file if you intend renting your property directly.

### ***Hotel License:***

Each rental home must have a Florida Hotel License which is renewed annually. The application and renewal of this license is usually handled by your managing company.

### ***Form W-8ECI:***

This "Certificate of Foreign Person's Claim for Exemption from withholding of income Effectively Connected with the Conduct of a Trade or Business in the United States" is required by your management company. Without this form in their files, they are required by U.S. federal law to withhold 30% of your rental income and pay that amount to the IRS.

### ***Foreign Investment in US business enterprises:***

All Foreign Investment in US business enterprises in which a foreign person owns a 10% or more interest are subject to reporting, including all ownership of real estate, improved and unimproved. You can learn more at Bureau of Economic Analysis (BEA) website: <http://www.bea.gov>

While some of the above items will be services by your property management company; the preparation of US income Tax Return(s) to the IRS, Tangible Personal Property Tax Return(s) to the county and filings to the Bureau of Economics Analysis are usually handled by your US accountant.

***Important: You must not rely on the information above as an alternative to legal advice from your accountant or tax attorney or other professional legal services provider.***

**Additional information can be found on [www.hbitax.com](http://www.hbitax.com)**

# Vacation Rental - Return on Investment Analysis

Investment			
Purchase Price		\$300,000.00	
Closing Costs		\$10,000.00	
Furniture Package		\$25,000.00	
<b>Total Investment</b>		<b>\$335,000.00</b>	
A - Property - Fixed Expenses		Monthly	Yearly
Real Estate or Property Taxes		\$300.00	\$3,600.00
Property Insurance		\$75.00	\$900.00
(HOA)Home Owners Assoc/Condo Dues		\$350.00	\$4,200.00
Club Fees			
Utilities (Power,Water)		\$250.00	\$3,000.00
Phone, cable and/or Internet (some are normally included in the HOA)		\$50.00	\$600.00
Repairs, Maintenance, Item's replacement		\$100.00	\$1,200.00
Yard Maintenance and Landscaping (are normally taken care by HOA)		\$20.00	\$240.00
Pool Maintenance		\$90.00	\$1,080.00
			<b>\$14,820.00</b>
B - Management Expenses		Monthly	Yearly
Property Management Fee		\$150.00	\$1,800.00
Annual Licenses			\$250.00
Cleaning Fee (One per reservation)	\$100.00		\$3,000.00
Rental commission	20%		\$9,450.00
Credit Card Fee	2%		\$945.00
			<b>\$15,445.00</b>
Rental Income Figures		Monthly	Yearly
Weeks Rented	30		
Average Nightly Rate	\$225.00		\$47,250.00
Personal, Family or Friends Use Savings	4 Weeks		\$6,300.00
			<b>\$53,550.00</b>
<b>Total Annual Running Costs (A+B)</b>			<b>\$30,265.00</b>
<b>Estimated Annual Return</b>			<b>\$23,285.00</b>

\* Income and expense figures are considered estimate. You should always consult with an accountant.

\* This sample assumes a cash purchase.

# Storey Lake Resort

## New Lake Front Vacation Homes Resort

*Storey Lake Resort In Kissimmee/Lake Buena  
Vista Area - Zoned For Vacation Rental.*

*If you ever thought about investing in an Orlando vacation home with premier location, this is the one!*

Gorgeous and modern, 2 to 4 bedroom condos, 4 and 5 bedroom. Town-homes and 5 and 6 bedroom homes. Prices start at \$219,000

They include heated pools, granite countertops in kitchen/baths, 18" tile, rounded corners, window blinds, stainless steel appliances and much more.

The resort will feature a private beach club with canoe and kayak rentals, hammocks, fishing, chickee huts, tiki bar and lazy river and much more.

The figures are excellent, we anticipate that the profit margin will be higher on Storey Lake than on any other vacation home community in Central Florida.

*There is financing available at very competitive rates, for local, US and foreign buyers.*



# Buying with us

*We know that every client, every transaction, and every property is unique, and beyond the purchase we are your partners. Vacation home buyers in many cases live overseas, and we understand the need to be your eyes and ears for your investment.*

*We are happy to:*

- ***Help you clarify your wants and needs:***

The clearer you are about your goals, the closer we are to finding the “right” vacation home for you. We definitely want you to take advantage of the best opportunity available.

- ***Lead the home search:***

Together we will lay out a strategy to find the right home in the right amount of time. We will present to you all the options so you can make the best decision.

We ask you to keep in mind that homes that may look great online may be quite different in person, and information found online might not be the right answer to your questions.

- ***Help with financing, if needed:***

As Florida mortgage professionals, we have great experience in guiding you to loan programs available for local, out-of-state, and international buyers. Not all vacation rental properties qualify for financing.

- ***Prepare and negotiate contracts:***

After preparing a thorough market analysis and evaluation of comparable properties, we help prepare a well-structured offer that works for the best possible combination of price and terms for you.

- ***Oversee the process from contract to closing:***

The buying process is indeed complex. It is our job to oversee all of the steps, deadline, and inspections which must take place based on the contract. It is our objective to see that every detail is handled in a timely manner.



- ***Recommend the best industry partners:***

Home inspectors, interior designers and decorators, mortgage loan officers, property management companies, contractors, handymen, local stores and banks, accountants/tax Specialists, the handling of international payments, Title Company, Appraisers, Insurance Companies, Home Warranty Companies, etc. – these all or some might be key to the success of your vacation home investment and insuring the best possible return on your investment.

*And, of course we can do for you much, much more.....*

Contact us today and learn about the amazing incentives we are offering!!! Among them, flights to come for closing, 1 year of property management free of charge, 1 or 2 years of free HOA, we can also cater a party up to 25 people and let's celebrate the big blessing of your home!

## ***Or... If the time has come, Selling with us!***

Please know, if it's a vacation home, we know how to sell it! We are the Orlando realtors that specialize in knowing how to sell and market vacation rentals and how to make each home stand out as special. Vacation homes cannot be marketed as traditional residential homes. They generally feature unique elements designed for vacationers, and we make sure that we put your home in front of the right buyers.

As your local partners, we will handle all the details for you since many of our sellers are located out-of-state or overseas.

The internet is now the biggest online open house, where buyers from all over the world come to tour homes. This is why we make sure your home is well-represented with great photos and an accurate and motivating description. We maximize our listing distribution and setup a website exclusively for your property to help your home stand and sell quickly!

***Want to know more? Contact us for a list of 10 steps we do to get your home sold!  
407.922.4620 or Milena@vivaorlando.com***



*There is more to celebrate!*

**Milena Valle**  
**Lic. Real Estate Broker**  
**Viva Orlando Realty, Inc.**

**407.922.4620**  
**Milena@VivaOrlando.com**

**610 Sycamore Street, Suite 140,**  
**Celebration, FL- 34747**

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