

# PREFERRED CLIENT UPDATE

Working Hard to Keep You Informed

No. 4 2012

## Looking forward

What are you looking forward to this year?

This is the time of year when many of the things people are looking forward to – summer flowers, vacations, renovations, nicer weather – are just around the corner.

So whatever plans you and your family have for the coming months, I wish you all the best.



**Paul Gibson**

REALTOR®

*Discover Waterfront Living*

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This April 2012 Preferred Client Newsletter will discuss the Condominium ("Condo"), Townhome ("TH") and Single Family Home ("SFH") rental process in Clearwater Beach, Island Estates and Sand Key. Rentals were the subject of my April 2011 Preferred Client Newsletter and I will be restating and updating that information in this newsletter.

Annual Rentals have lease terms that are one year in duration and are generally offered as follows:

- Furnished or Unfurnished
- Smoking Permitted or Non-Smoking
- Pets Permitted or No Pets
- Electricity and Internet not included
- Water, sewer and trash included for Condos but not for THs and SFHs

There is a shortage of Annual Rental Listings, both furnished and unfurnished models. I recommend only Non-Smoking tenants, as smoking odors generally eliminate the future tenancy of Non-Smokers. Damages are another issue. I also recommend caution when dealing with pets as deposits often do not cover pet damage.

Seasonal Rentals have lease terms less than a year in duration and are generally offered as follows:

- Furnished only
- Smoking Permitted or Non-Smoking
- Pets Permitted or No Pets
- Electricity included or included to a set price level and Internet should be included
- Water, sewer and trash included for Condos but not for THs and SFHs

Seasonal Rental demand varies significantly from month to month, with the highest demand in the winter and summer seasons. I have the same recommendations and restrictions for Seasonal tenants as Annual tenants.

Rentals are handled by several local real estate firms. I handle rentals for select clients and friends only. Our rental fee structure is as follows:

- Annual Rentals           10% of Gross Rent
- Seasonal Rentals       15% of Gross Rent

Seasonal Rentals of six (6) months or less require the owner to collect the 12% Hotel and Tourist Tax and remit the tax to the taxing authority. RE/MAX Action First collects and files the required tax returns on behalf of the owner/landlord at no charge under our Property Management Program. We also handle the rental approval by the association where required (all Condos and most THs), preparation of all lease documentation, execution of these documents, collection of required funds, Check-in and Check-out, inspection post-occupancy and refund of the Security Deposit if instructed by the owner/landlord.

If you are interested in renting your property, please feel free to call.

*Paul*

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