

Investors Turn To The Short-term Rental Market To Achieve Greater Return On Investment.

Universal Vacations have been helping overseas buyers in the purchase of their very own piece of paradise for over 23 years, now with more investors looking to invest in condos and rent them on a short term basis for a greater return on investment.

March 21, 2009 - [PRLog](#) -- Now more than ever, it makes sense to purchase a property and place that property into a professionally managed rental program that results in a strong return on investment.

Universal Vacations President Gary Young has been analyzing the ever-changing real estate market in Florida closely over the past 18 months and has kept investors up to date with current market evaluations and changes.

A year and a half ago home prices in South Florida and Southwest Florida were still experiencing a steady fall, so many prospective home buyers chose to continue renting rather than buy.

But this trend is beginning to change. As the housing downturn enters another year, end users and investors are now taking the plunge and entering the market, realizing the prices may not get much lower. And while there is activity, some questions remain. Is this the right time? Has the market hit bottom? How long will the prices stay this low?

Gary Young says "I don't think we know the actual answer, however, there has definitely been movement in Miami, with a couple of big bulk purchases in recent months where the bottom feeders are now scrambling and offering more reasonable prices for property, which are still lower than the original build cost. Young adds, "A large majority of our investors are turning to the short term rental market, especially in an established city like Miami where the return on investment does not pay on long term rents. These investors can obtain a far greater return by furnishing their unit and renting out to the short term vacationer, where rates are traditionally higher, sometimes achieving the same rent for one week versus what the investor would receive for a typical month on a long term lease."

The "Self Catering Accomodation" alternative is becoming a very popular alternative, giving visitors to the area another option rather than a hotel or motel, which are generally more restrictive. The condo rental gives the guest enough room to accommodate the entire family without the need to book extra rooms. Plus the facilities and amenities in these condominium developments often match or exceed those at traditional venues.

Universal Vacations, in conjunction with Universal Miami, is currently offering The Ocean Marine and Yacht Club in Hallandale Beach to investors looking for a great investment with little money down and great returns.

Here are a few issues to keep in mind.

The case for buying now:

- Property prices in South Florida are back to 2003 levels and some new, never-lived-in property is selling for less than it would cost to build a similar home.
- Interest rates today are at record lows. This could save a buyer thousands if they act now rather than waiting.
- Interest rates for foreign nationals are very attractive, with 90% LTV available through some lenders
- Bulk purchases have made it possible for individual investors to get a piece of the action

- The excess of homes and condos on the market equals great deals.

Universal Vacations is the market leader in Luxury Accommodations along Florida's Gulfcoast and the Miami area – Universal Vacations Real Estate corporation “Universal Vacations Realty & Development” & “Universal Team Realty” assist both investors and individuals source Real Estate opportunities and offer full rental and management programs to the end user. Gary Young is the President of Universal Vacations and resides in Fort Myers, where the company's head office is located.

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Universal Vacations are a full service rental and management company serving both the Gulfcoast and the Atlantic Coast of Florida - With offices in Sarasota/Bradenton - Fort Myers - Cape Coral and Miami

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Source Gary Young - Univesal Vacations
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