

Buyer Information Guide



Bob and Jeri Anarumo

Phone: 863-420-4377

Email: Info@anarumogroup.com



www.FloridaRealtyMarketplace.com

2850 Deer Creek Commerce Lane · Davenport, FL 33837



Buying a property is usually one of the biggest investments you will make in your lifetime and it is very important that you are prepared for the purchase. This includes having a real estate team behind you that is knowledgeable in the local property market, an expert negotiator, can provide experienced professionals that can assist you with mortgages, home inspections, property valuations, (CMA's) to insure you do not overpay for the property and assist the buyer throughout the entire purchasing process. See flow chart of events in a few pages.

Our Team at Florida Realty Marketplace has the credentials, experience, resources, and contacts in the property market to assist our buyers to obtain the ideal property at the best terms available and coordinate the entire real estate transaction. We represent buyers from all over the world with their purchase of a new primary residence, vacation homes, investment property, foreclosures/REO's, and new construction homes.

Bob Anarumo and his partner Jeri Anarumo have been recognized as two of the top agents in Central Florida since 2004 and in addition to selling more properties than almost any other agent since 2004 they have many educational credentials to assist in building their real estate knowledge to benefit our buyers.

There is no real estate commission charged to the buyer for our services and as a buyer you are not obligated to purchase a property through us. However we believe that we will provide a very high level of service to you as the buyer and provide the knowledge every buyer needs before purchasing a property and that you will have the confidence in us to facilitate the purchase of your new property.

You will never feel any pressure but will get all your questions answered and we are confident that you will see that we work hard to get our buyers the best terms available on their real estate purchase.

Please navigate through our web site www.FloridaRealtyMarketplace.com to find the homes and information you need for Central Florida Real Estate.

Contact us via e-mail at Info@AnarumoGroup.com or by telephone **(863) 420-4377** for a no cost, no obligation consultation.

Regards,

Bob & Jeri Anarumo

www.FloridaRealtyMarketplace.com

2850 Deer Creek Commerce Lane, Davenport, FL 33837 | Phone: 863-420-4377 | Email: Info@anarumogroup.com



Professional Real Estate Experiences:

- Zillow 5-Star Premier Agent
- Initially licensed to sell real estate in New York in 1976
- Responsible for the approval or development of 1500+ commercial properties in 19 states
- Listed or sold in excess of 1200 residential properties in the last 10 years
- **One of Central Florida's top real estate agents since 2004**
- Manage sales of communities for builders/developers
- Member of the Florida and National Board of Realtors.
- Strong emphasis on new construction, REO's, vacation homes, investment properties, short sales, foreclosures, Condo-Tels, residential properties and Business brokerage.
- Experience with International clients, Europe, So. America, Africa, and Asia.
- Solid knowledge of ROI, COC, IRR return for analysis of investment properties.
- CCIM candidate

Business Experience:

- Owner/Managing Director of Florida Realty Marketplace
- Served with numerous National companies in executive level positions including President and CEO of a ½ billion dollar national company.
- 30 years experience in the service/hospitality industry. I have a total grasp of customer satisfaction and how to provide it to my clients.
- Lead or supported the development and rapid deployment of 3 national concepts.
- Extensive experience with mergers/acquisitions of small and mid size companies.

Personal Real Estate Experience:

- Bought or sold 65 of my own residential/investment properties.
- Extensive experience in dealing with mid level and executive level relocations.
- Experienced with REO's, primary residences, and investment properties
- Experience with mergers and acquisitions provided a strong foundation for my business brokerage accounts.

Personal:

- Born in Brooklyn New York.
- Avid Marine Aquarist.
- Four children, married for 43 years, and a real animal lover.

About...

Bob Anarumo





About...

Jeri Anarumo



Professional Real Estate Experiences:

- Zillow 5-Star Premier Agent
- Average 30+ Transactions per yer
- Short Sale Certified
- REO/Bank Owned Certified
- ABR - Accredited Buyer Representative
- Certified New Home Co-Broker

Business Experience:

- Owner of Florida Realty Marketplace
- Finance and Accounting Background
- Member of the Multi-Million Dollar Recognition Club

Personal Real Estate Experience:

- Bought or sold 65 of my own residential/investment properties.
- Extensive experience in dealing with mid level and executive level relocations.
- Experienced with REO's, primary residences, and investment properties

Specialty Markets:

- Vacation/Second Homes
- New Construction Homes
- Retirement Homes and 55+ Communities
- First Time Homebuyers
- Lots/Land
- Relocation



www.FloridaRealtyMarketplace.com

2850 Deer Creek Commerce Lane, Davenport, FL 33837 | Phone: 863-420-4377 | Email: Info@anarumogroup.com



What is a Realtor and why work with one to purchase property in the USA?

Buying a vacation a new residential home or an investment home in the USA calls for an informed decision based in part on the knowledge, judgment, and guidance of not just a licensed real estate broker or agent but one who is a REALTOR.

A Realtor in the USA is a licensed real estate agent by the state of Florida that has graduated from real estate school and has passed the state mandated real estate exam and is current on all mandatory post licensing education.

Real estate agents that are Realtors are highly regulated by the state of Florida and must abide by the very strict rules and regulations set forth by the state of Florida. If a Realtor fails to abide by these rules and laws they can be punished by fines, license revocation, and in some instances by imprisonment. In addition to the state of Florida laws a Realtor must abide by the Realtor code of ethics and if a Realtor breaks the code of ethics they can lose their Realtor designation.

The reason why the rules are so strict is to protect the Realtors clients from any type of misrepresentation or carelessness.

In the instance that we are representing our client in the purchase of a home or property we are acting as buyer agents. This means that we represent the buyer in the transaction and have no loyalty to the seller and in most cases we do not know the identity of the seller.

When dealing with builders with new construction we represent the buyer not the builder.

Our goal is to listen to our client and get them the home or property that meets the requirements they set for the Realtor at the price and terms they outline.

Let's take a close look at what WE will do for you...

www.FloridaRealtyMarketplace.com

2850 Deer Creek Commerce Lane, Davenport, FL 33837 | Phone: 863-420-4377 | Email: Info@anarumogroup.com



Buying

The process of buying a home or investment generally starts with determining your buying power; that is, your financial reserves, plus your borrowing capacity. If you give a real estate agent some basic information about your available savings, income and current debt, they can refer you to lenders best qualified to help you. Most lenders – banks and mortgage companies – offer limited choices.



Finding

Once you know how much you can and want to invest, the next step is to find the properties that most nearly fit your needs. This is the time to choose a real estate licensee. When picking a real estate agent look for one who is also a Realtor. A Realtor is a member of the National Association of Realtors, and all members agree to abide by a 17 article code of ethics. A Realtor has many resources to assist you in that search. Sometimes the property you are seeking is available but not actively advertised in the market, and it will take some investigation by your agent to find all available properties.



Selecting

Your job is to make the final selection of the right property for you. This is when excitement and emotion run high. Your Realtor can assist you in the selection process by providing objective information about each property. Agents who are Realtors have access to a variety on informational resources. Realtors can provide local community information on utilities, zoning, schools etc. There are two things you'll want to know. First, will the property provide the environment I want for a home or investment? Second, will the property have resale value when I am ready to sell?



Negotiating

There are a myriad of negotiating factors, including, but not limited to price, financing, terms, date of possession, and often the inclusion of exclusion of repairs and furnishings or equipment. The purchase agreement should also provide a period of time for you to complete appropriate inspections and investigations of the property before you are bound to complete the purchase.

Your agent can advise you as which investigations and inspections are recommended or required.



Due Diligence

With a negotiated agreement in hand, it is time to complete the evaluation of the property.

Depending on the area and property, this could include inspections for termites, dry rot, asbestos, faulty structure, roof condition, septic tank and well tests, just to name a few. We will assist you in finding qualified responsible professionals to do most of these investigations and provide you with written reports. You will also want to see a preliminary report on the title of the property. Title indicates ownership of property and can be mired in confusing status of past owners or rights of access. The title to most properties will have some limitations; for example, easements (access rights) for utilities. Your agent, Title Company, or attorney can help you resolve issues that might cause problems at a later date.



Financing

As soon as you are reasonably sure the property is right for you, the process of obtaining financing begins. We will help you in understanding different financing options and in identifying qualified lenders.



Closing or Settlement

Finally, there is the closing, or settlement, as it is known in different parts of the country. Every area has its own unique customs. In some areas, the title or escrow company will handle this process. In other parts of the country, an attorney does it all. Again, we will guide you through this process and make sure everything flows together smoothly.

Please contact Florida Realty Marketplace if we can provide real estate services for you in your search for a **Florida Investment, Vacation, or Residential home.**



Frequently Asked Questions

How easy is it to purchase a home in Florida?

Purchasing a home anywhere in the continental USA, is in general terms, far less complicated than virtually any other country in the world. Florida is very much a “guest friendly state” giving the buyer an extremely easy and safe approach to home ownership. The single most important factor is to ensure that you use the services of a fully licensed Real Estate Brokerage. **We are** fully licensed by the state of Florida Department of Business and Professional Regulation (DBPR), the Florida Association of Realtors (FAR) and the National Association of Realtors (NAR). We oversee the entire transaction from the time you purchase to the completion of your home. Utilizing a brokerage in this capacity is your key to an easy purchase in the state of Florida.

How does Florida Realty Marketplace simplify the process for me?

We will accomplish the following tasks, among others, that will make your home buying experience an easy one for you by:

- As experts in the area, we assist you in finding the most suitable property.
- We handle the legal and contract aspects of the purchase.
- Assistance in opening a US bank account (if one currently does not exist).
- Monitoring the entire construction phase and documenting with photographs.
- Working in conjunction with the mortgage lender to ensure contract paperwork is in order.
- Carrying out the pre-occupation inspection and organizing the connection of all utilities, if needed.

Providing these services free of charge to our customers

How can I be sure that any decision I take in property is in my best interest?

This should be a concern for all prospective purchasers. The best possible assurance you can have is to ensure that you select a company that is totally independent from a builder and any development, and can therefore offer you impartial and unbiased advice on every aspect of a home purchase and management. It is essential that a company is highly knowledgeable and an expert in all aspects of purchasing a home has excellent relationships with all major developers and can provide a professional and reliable management service. We have an extensive team of experts in the local market.

How much of a deposit is required to reserve a property?

In most instances, a “good faith deposit” of just \$1,000 by check or credit card is sufficient to reserve a property and hold the price. Essentially the home is “off the market”. Furthermore, we will guarantee to refund and deposit paid, for whatever reason, at any time up to exchange contracts under Florida law.

www.FloridaRealtyMarketplace.com

2850 Deer Creek Commerce Lane, Davenport, FL 33837 | Phone: 863-420-4377 | Email: Info@anarumogroup.com



Is it easy to obtain a mortgage in Florida?

Obtaining a mortgage in Florida is relatively straightforward. Loans of up to 90% the purchase price, and are available for residents and non-residents of Florida. These loans are secured against Florida property. The majority of resident loans are made at 80% the purchase price, which avoids the cost of Private Mortgage Insurance (PMI), with 70% being about standard for non-resident loans, which tend to offer the best terms, especially for our overseas buyers. There are several mortgage programs currently available where you can chose a fixed or variable rate mortgage. Repayment terms can range between 5 to 30 years with no age restrictions.

Are there any other costs above and beyond the purchase price?

For all purchasers obtaining a mortgage, there will be closing costs to be paid. These are costs incurred when completing the purchase of a home. At the beginning of the loan process, there is a fee for the credit report and appraisal, usually a combined cost of \$300-\$500. As the loan advances, there is a mortgage set-up fee, legal costs associated with the purchase and registration of the home, title insurance, 12 months household insurance and the community association fee. As a guide, purchasers should allow approximately 4 % of the total purchase price to cover the above costs. However many builders of new homes in our area will contribute \$\$\$ towards these closing costs as an incentive to purchase their homes brand new, a very attractive benefit of buying new.

If you intend to rent your property, you will need to comply with local regulation standards. These instruct you to obtain a hotel / lodging license and ensure that safety features such as commercial grade fire extinguishers, smoke detectors, emergency lighting and proper pool safety equipment are installed properly.

Are there rental restrictions in Florida?

Yes, due to the fact that Florida attracts so many families from Northern States, Canada and overseas, that spend only part of the year within its borders, there are many instructions as to where and when short-term rentals are permitted. For instance, the four counties that make up the majority or greater Orlando each have different rules relating to the renting of homes on a short-term basis. On the Gulf and Atlantic coasts, the restrictions are extremely complicated and specific. It is therefore essential to obtain correct professional advice and guidance as to the suitability of a particular community. **The Anarumo Group** will inform you of such restrictions and will show you how to fully utilize these restrictions to your advantage.



How many weeks do I need to rent my home to cover the running costs?

This is of course dependent on the type of property chosen, the location and the amount and term of the mortgage. As a general guide, if you secure a 70% mortgage, you will need to rent out your home for about 30 weeks per annum to break even on an average sized four-bedroom villa. If a fairly large home is selected it only takes another 2 to 3 weeks to cover the difference in out goings. Keep in mind however, if you intend to purchase the home strictly to rent it out and profit, rental is not guarantee of profit and should not solely be used to pay for your entire mortgage. It is a supplement only. **Warning: Some agencies will sell the idea rental income pays the entire mortgage and all expenses; this is not the entire truth and should be taken with extreme caution.** It is strongly encouraged for you to supplement any rental program with 4 to 6 rentals of your own to ensure bookings.

What standards of furnishings should I select if I am going to rent out my home on a short-term rental basis?

Many builders deliver a complete package including all the furnishings, kitchenware and linens. Very few clients upgrade the standard furniture packages, as they are so comprehensive and attractive. For the builders that do not provide furniture, our relationships with several local furnishings providers will allow you to furnish your home professionally and economically, providing excellent value for your money.

Which management company should I utilize?

This is not an easy question to answer. Appointing a professional management company to manage and maintain your home in your absence is vital. If you intend to rent out your home, it is also important to use the services of a company that will provide you with high levels of occupancy throughout the year. A good management company will provide owners with a comprehensive, professional and totally reliable service. They in turn, should be backed by extremely large booking agencies and wholesale travel providers.

What if someone damages my home during his or her rental period?

We help our clients obtain the most comprehensive policies from several of the nation's leading underwriters. If you are renting your home, the management company should also make provisions to obtain a security deposit from each group of guests on their arrival to cover all accidental breakages.



What are the tax implications of owning a property in Florida?

This is dependent on both individual circumstances and whether you intend to rent out the property. We will be pleased to discuss the implications with you prior to visiting Florida. We can give specific guidance on allowing you to make your investment tax efficient.

Is purchasing a property in Florida a sound investment?

Providing that you purchase the correct type of property, in location that is suitable, real estate in Florida is one of the best investments currently available anywhere in the world. Interest rates are still very near the recent 37 year lows. A great opportunity to make the most out of this potential investment.

I would like to book an inspection visit, how much notice do you need?

Simply contact us with your preferred dates of travel. Depending on the time of year, we can normally make the necessary arrangements with just a few days notice. However, at certain times, particularly Easter, Christmas and school holidays, we may require longer notice to ensure accommodations are available.

Can I arrange to stay in one of your rental homes?

Yes, we have a wide range homes available within our rental program and reserve accommodations for you at discounted prices. Simply contact us with your travel dates, type of accommodation preferred and we will make all the necessary arrangements for you!

Contact Us for more details

Info@AnarumoGroup.com

863-420-4377



www.FloridaRealtyMarketplace.com

2850 Deer Creek Commerce Lane, Davenport, FL 33837 | Phone: 863-420-4377 | Email: Info@anarumogroup.com



Real Estate Time Line





The Daily Mail
Lots of money-saving coupons!



UNIVERSAL Orlando RESORT

Walt Disney World.
RESORT IN FLORIDA

KISSIMMEE

I-4 Exits	
NEW	OLD
98	50
90B	47B
82C	38
82A	36
79	32
77	31
75B	30B
75A	30A
74A	29
72	28
71	27A
68	27
67	26A/B
65	26C/D
64A/B	25A/B
54	24
55	23

Sandpiper & Huntington Hills are located in Lakeland. Follow agent's directions.

See inset for Buena Ventura Lakes

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels

192 E Hotels

192 W Hotels

192 S Hotels

192 N Hotels