

Investor Playbook: Seasonal vs Annual Rentals

Charlotte County, Florida

MARKET OVERVIEW

Charlotte County offers two distinct rental strategies for investors:

- **Seasonal (Short-Term):** 3-6 month leases, typically November-April ("snowbird season")
- **Annual (Long-Term):** 12-month leases, year-round tenants

SEASONAL RENTAL STRATEGY

Best Property Types:

- Single-family homes in golf communities (Burnt Store, Deep Creek)
- Waterfront properties with boat access
- Condos near beaches or amenities
- Homes with pools

Typical Season: November 1 - April 30 (6 months)

Rent Premium: 40-60% higher than annual rent (per month)

Example: \$2,000/month annual = \$3,000-3,200/month seasonal

Pros:

- Higher monthly income during season
- Personal use during off-season
- Attracts higher-quality tenants (retirees, professionals)
- Less wear-and-tear (shorter occupancy)

Cons:

- 6 months of vacancy (unless you rent off-season at lower rate)
- Furnished requirement (add \$15K-25K initial investment)
- More tenant turnover = more cleaning/maintenance
- Utilities often included in rent
- Marketing effort required annually

ANNUAL RENTAL STRATEGY

Best Property Types:

- Starter homes (\$200K-\$300K range)
- Properties near employers (Allegiant, hospitals, retail)
- Homes in family-friendly neighborhoods
- Condos/townhomes

Typical Lease: 12 months, renews annually

Rent Range (2026):

- 2BR/2BA: \$1,600-\$1,900/month
- 3BR/2BA: \$1,900-\$2,400/month
- 4BR/2BA: \$2,200-\$2,800/month

Pros:

- Consistent year-round income
- Lower vacancy risk
- Unfurnished (lower initial investment)
- Tenant pays utilities
- Less management time

Cons:

- Lower monthly rent
- No personal use
- Longer-term tenant issues (if they occur)
- More wear-and-tear over time

Financial Reality Check (Seasonal):

Gross seasonal income (6 months @ \$3,000): \$18,000

Annual income if rented year-round @ \$2,000: \$24,000

You need 33% higher seasonal rent to break even on cash flow

HYBRID STRATEGY (Advanced)

Rent seasonally (Nov-Apr) + short annual lease (May-Oct):

- Seasonal tenant: 6 months @ \$3,000 = \$18,000
- Off-season tenant: 6 months @ \$1,600 = \$9,600
- **Total: \$27,600/year** (vs \$24,000 annual)

WHICH STRATEGY IS RIGHT FOR YOU?

Choose Seasonal If:

- You want personal use 3-6 months/year
- You can afford 6 months of vacancy
- Property is in a high-demand seasonal area
- You're willing to furnish and manage turnover

Choose Annual If:

- You want passive, consistent income
- You're buying for long-term wealth building
- Property is in a working-class neighborhood
- You want minimal management

CHARLOTTE COUNTY RENTAL REGULATIONS (2026)

- Business Tax Receipt required: \$50-\$100/year (Charlotte County Tax Collector)
- No rent control (Florida state law prohibits it)
- Security deposit max: 2 months' rent (if unfurnished), no limit if furnished
- Eviction timeline: 3-4 weeks (if tenant doesn't contest)
- Landlord-friendly state: FL Statutes Chapter 83

PROPERTY MANAGEMENT FEES

- Annual rentals: 8-10% of monthly rent
- Seasonal rentals: 10-15% of monthly rent (higher due to turnover)
- Leasing fee: 50-100% of one month's rent (one-time per tenant placement)

TAX CONSIDERATIONS

- Depreciation: 27.5-year schedule (residential rental property)
- Deductible expenses: Mortgage interest, property taxes, insurance, repairs, management fees, HOA, utilities (if you pay), travel (if out of state)

- Short-term rental (< 30 days): Different tax treatment; consult CPA

FINAL RECOMMENDATION

For most first-time investors in Charlotte County: **Start with annual rentals.** They provide stable cash flow, lower risk, and less operational complexity. Once you have experience and capital, consider adding a seasonal property to your portfolio.

Want help finding the right investment property?

Contact Leo Albanes: (941) 626-9000 | CharlotteCountyProperties.com