

## Rent 2 Own Program Vs. Typical Rental Program or Lease with Option Program Comparison Chart

No.	Questions	Our Rent/Lease to Own Rental Program	Standard / Typical Rental Programs or Purchase Option Agreements
1	What is the quality of homes available?	"for sale" homes - normally excellent condition	lower quality rental type homes
2	Wait! How do I "rent" a "for sale" home?	We purchase it and rent it to you	You don't
3	What is the application fee for the applicant?	\$75.00	Typically \$ 50.00 to \$ 75.00 for main applicant
4	What is the application fee for add'l adults?	Nothing - all covered for the entire family	Typically you pay for each Add'l Applicant
5	How many homes may I consider for this fee?	Unlimited for a full 90 days	Only One!
6	Do you pull my credit report?	Yes, once	You get it pulled for each home you consider
7	What is the fee for "Right to Purchase?"	Zero	Many owners charge between \$3 to \$10k
8	If I don't purchase do I get my money back?	Doesn't apply since you paid nothing	On typical / standard agreements, NO
9	Does any rent credit go towards purchase?	No, since you paid nothing	some agreements allow for a small amount
10	Will it cost me anything if I don't purchase?	No	Yes your entire "option" payment
11	How long until I can move in?	Five to six weeks	Unknown: When unit becomes available
12	How much is the security deposit?	Two months rent	Typically one months rent
13	Will my security deposit be returned?	Yes	Very difficult but possible
14	Do I pay a "last months" rent up front?	No	Typically one months rent
15	What is my total out of pocket cost up front?	Three months: Security, plus 1st months rent	Three months: security, 1st plus last month
16	Do I have an option to purchase the home?	Yes	Sometimes, if your agreement allows it
17	When do I find out the purchase price?	Before you move into your rental	depending on the agreement but often NO
18	How long will I have to purchase my rental?	Five years	Opened
19	Am I committed to purchase the home?	No	Yes, but if you don't it will cost you!
20	If I don't purchase, will I be penalized?	No	Yes, typically all your "option" money
21	Are you motivated to kick me out and keep my \$	What money? You don't pay for our Option	Yes, it happens very often *

### **THE BOTTOM LINE:**

**If you are going to rent and lay out three months: Security Deposit, Last month's rent and then first month's rent upon move in why not get a "for sale" home lateen with deferred maintenance due to investors stretching their profit margins by denying repairs year after year? Yes, Rent 2 Own Orlando's program is far better than a typically run down rental?**

\* It has been my experience that some unscrupulous owners rent properties with a large non-refundable option payment and then wait for an excuse to void a lease, kick the tenants out and keep the Option money. I know too well this could happen. Why do I know this? Because it happened to me. I had a lease with an option to purchase with a \$5,000.00 non-refundable option deposit. I was one day late on my rent about 10 months into the lease period. I asked the landlord/owner if I could pay one day into my grace period. Two days later (one day after I paid the rent for that month) I received an eviction letter by Certified Return Receipt. Since they didn't respond to my request of being one day into my grace period, I assumed they acquiesced my request. What did they do the following month? They Rented with an option to purchase with a non-refundable \$5,000.00 Option Deposit to another unsuspecting couple. I lost \$5,000.00 on that scam and at the time, I had 3 young children in private school. This situation motivated me to become a real estate professional and learn the rules and the law. We are decades past that fraud event, and I am equipped to make sure this does not happen to anyone else. My advise is that if anyone wants you to sign a Rental or Lease with an Option to purchase and it includes one dollar of a non-refundable fee don't walk away; run away!

**-- Len Terry, Florida Licensed Real Estate Broker (BK 300273)**

**Disclaimer:** This list was compiled by Rent 2 Own Orlando based on historical experience. What other rental agents and owners may charge may vary and must be looked at on a case by case situation.