

Short-Term Rentals Simplified.

Maximize Your Pipeline and **ORIGINATE MORE!**

Today's Speakers

**ORIGINATE
MORE!**



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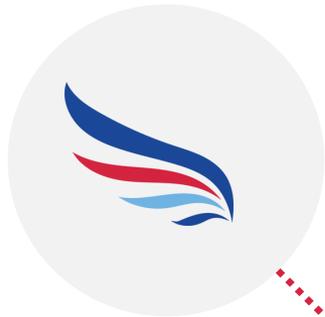
Jackie Weed
VP, Third Party Operations
Jackie.Weed@ahlend.com

Agenda

- About American Heritage Lending
- Overview of Short Term Rentals
- Short Term Rentals By the Numbers
- Where to **ORIGINATE MORE!** - STR
- How to **ORIGINATE MORE!** - STR
- Partner with American Heritage Lending

Who We Are

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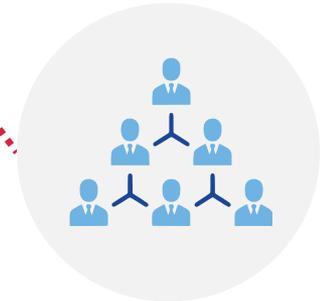
Established
in 2008



Corporate
Office in Irvine,
California



Operations
Teams through
the U.S.



Management
Team of Non-QM
Product Industry
Veterans

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Who We Are

We are a Lender you can Trust.

- Seasoned staff in non-QM lending
- Flexible underwriting
- Assistance with structuring loans



What We Do

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Nationwide Non-QM Lender

The AHL Difference:

- Full Suite of Non-QM Products
- Bank Statement Loans
 - Expense Ratios as low as 20%
- DSCR
 - Use 1007 over lease when beneficial
 - LTV up to 85%
- Primary Residence Bridge Loan
- Foreign Nationals to 75% LTV
- Condos and Condotels
- Asset Depletion
- Prime Jumbo Loans
 - up to \$4 million with ALT-Doc
- 1-Year P&L program

Why Partner With Us?

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- Full suite of Non-QM products
- Common sense underwriting
- User friendly client portal
- Offering Wholesale and Correspondent delivery
- Best in class turn-times



Overview of Short Term Rentals

Anna Maria Island, FL



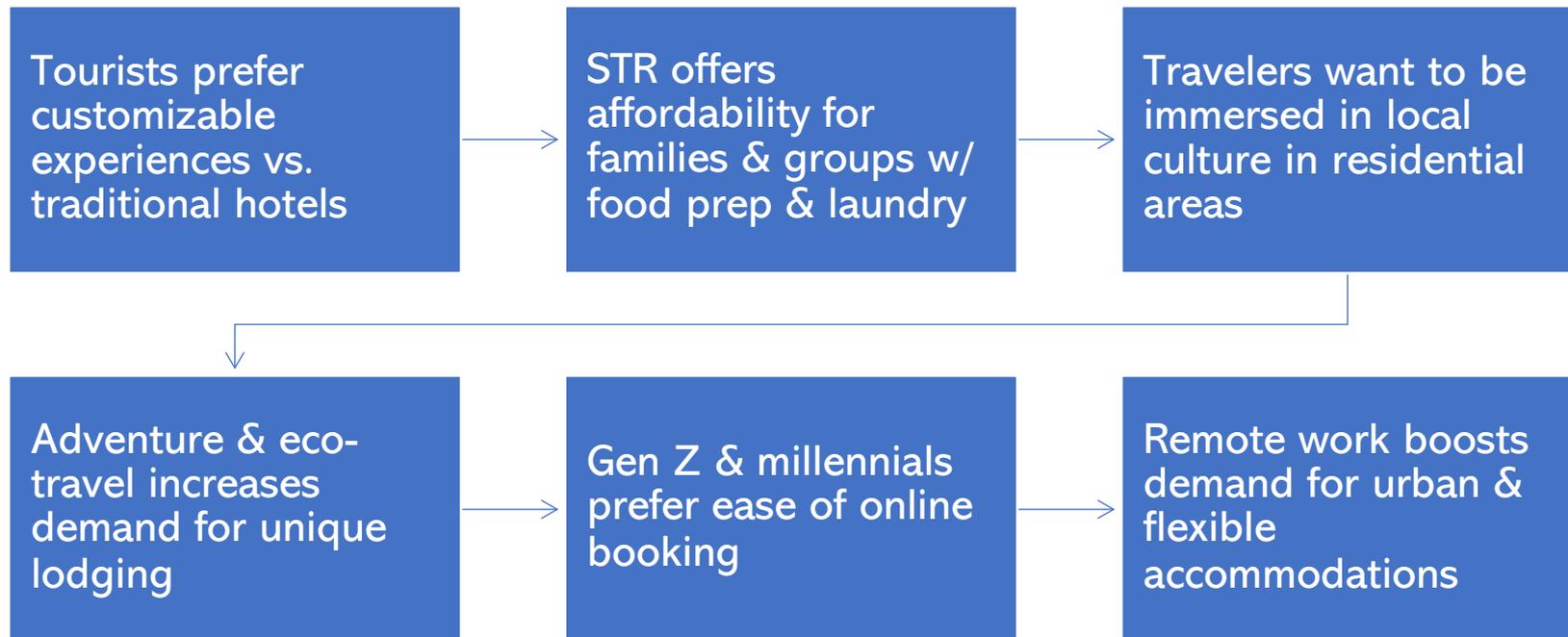
Short Term Rentals

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- Rentals for 30 days or less
- Maximum length may vary by state and jurisdiction
- Types
 - Vacation homes
 - Short-term urban rentals
 - Condos (Condotels)



Growth Factors: Shifting Travel & Work Trends



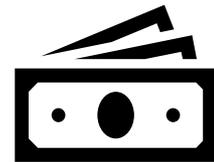
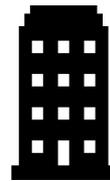
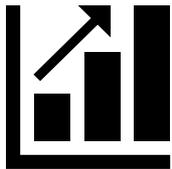
Reference: [Short-term Rental Market Size to Hit USD 315.18 Bn by 2033](#)



Short Term Rentals By the Numbers

2023 USA Short Term Rentals

- Short term rental market is a \$64B industry
- Over 2.4 million vacation rental listings
- Average daily rates were ~\$300
- 200 million overnight stays
- The resort condo segment is the fastest growing in the short term rental market



U.S. Short-term Rental Market Size 2023 to 2033



Source: <https://www.precedenceresearch.com/short-term-rental-market>

Reference: [Short-term Rental Market Size to Hit USD 315.18 Bn by 2033](#)

Where to **ORIGINATE MORE!** Short Term Rentals

Most Expensive STR Prices

City	STR Price
1. Vail, CO	\$785.50
2. Park City, UT	\$696.3
3. Indio, CA	\$674.20
4. Rosemary Beach, FL	\$640.90
5. Key West, FL	\$620.80
6. Lahaina, HI	\$605.70
7. Santa Rosa Beach, FL	\$567.50
8. Palm Springs, CA	\$531.40
9. Breckenridge, CO	\$496.70
10. Port Aransas, TX	\$470.90

Airbnb Occupancy Rate by City*

*Filtered for cities with at least 2,000 listings.

City – Average Occupancy Rate	City – Average Occupancy Rate
1. San Francisco, CA – 74.2%	13. Davenport, IA – 67.4%
2. Denver, CO – 72.2%	14. San Diego, CA – 65.8%
3. Honolulu, HI – 72.1%	15. Jersey City, NJ – 65.6%
4. Kihei, HI – 70.4%	16. Kissimmee, FL – 65.4%
5. Los Angeles, CA – 69.1%	17. Salt Lake City, UT – 65.3%
6. Portland, OR – 69%	18. Panama City Beach, FL – 64.3%
7. San Jose, CA – 68.4%	19. Tampa, FL – 63.7%
8. Seattle, WA – 68.4%	20. Dallas, TX – 63.2%
9. Lahaina, HI – 68.3%	21. Minneapolis, MN – 62.6%
10. Washington, VA – 68.2%	22. Destin, FL – 62.3%
11. New York, NY – 68%	23. Chicago, IL – 61.9%
12. Boston, MA – 67.5%	24. St. Petersburg, FL – 61.8%

How to **ORIGINATE MORE!** Short Term Rentals

How to Find Deals

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Identify a geographic market

Connect with Realtors who handle STR

Call them and let them know you've got great products (& work with lenders who specialize in STR financing)

Partner with American Heritage Lending - a lender who has strong STR product offerings

2515 S Atlantic Ave #203

Daytona Beach Shores, FL 32118

 [View Map](#)

\$725,000

[Schedule a Tour](#)

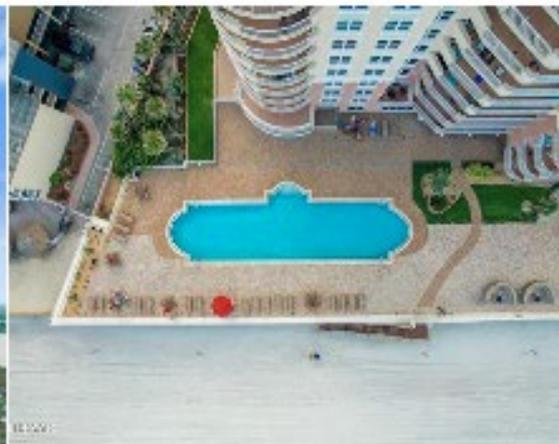
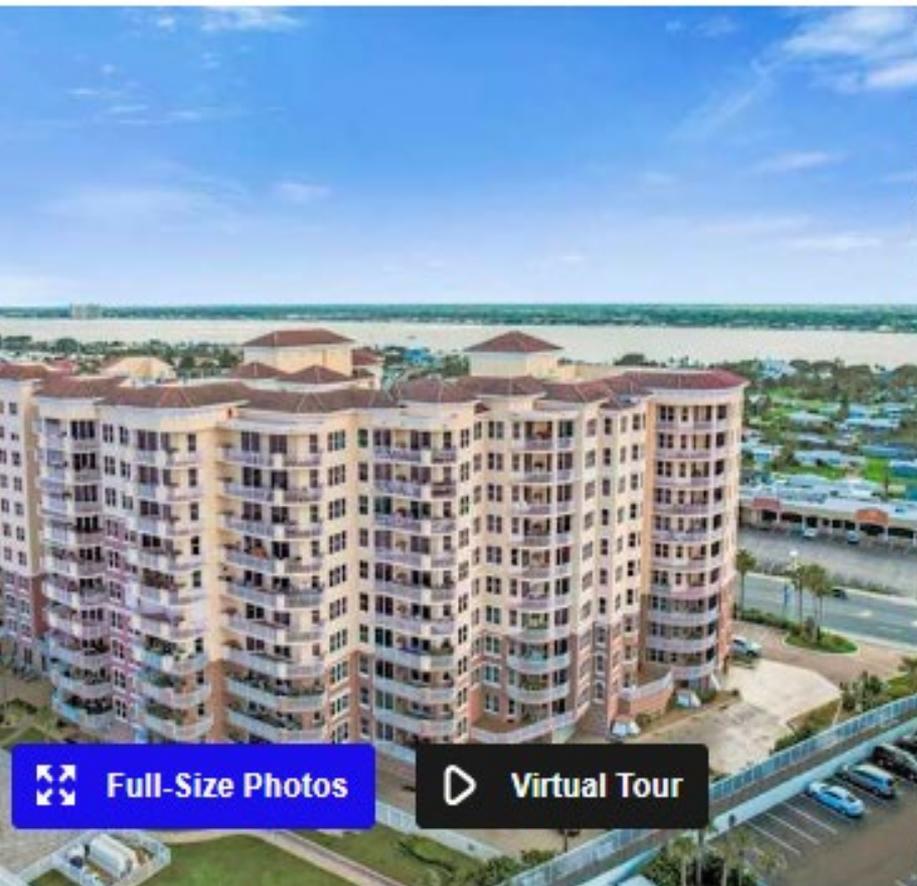


Beds 3

Baths 3

Sq.Ft. 2,070

Year 2007



[Full-Size Photos](#)



[Virtual Tour](#)

Status:

Active

Property Type: **Condotel**

[Schedule a Tour](#)

MLS #: 1202844

Sq. Feet: 2,070



Ron Wysocarski
(386) 871-7697

Source: [2515 S Atlantic Ave #203, Daytona Beach Shores, FL 32118](#)

MLS: 202423939 **\$1,100,000**

1 Bedroom with 2 Baths



223 SARATOGA ROAD #913
HONOLULU HI 96815

AREA: Metro
NEIGHBORHOOD: WAIKIKI
ARCHITECTURAL STYLE: **Condotel**, High-Rise 7+ Stories



Linda McCabe

Coldwell Banker Island
Properties
Realtor, Broker in Charge
Phone: 808-225-1048

[Contact Us](#)



Loffreno Real Estate Inc.

Your Island Experts for 40 Years!

O: (239) 463-2999

Information

Price:	\$579,000
Days On Market:	24

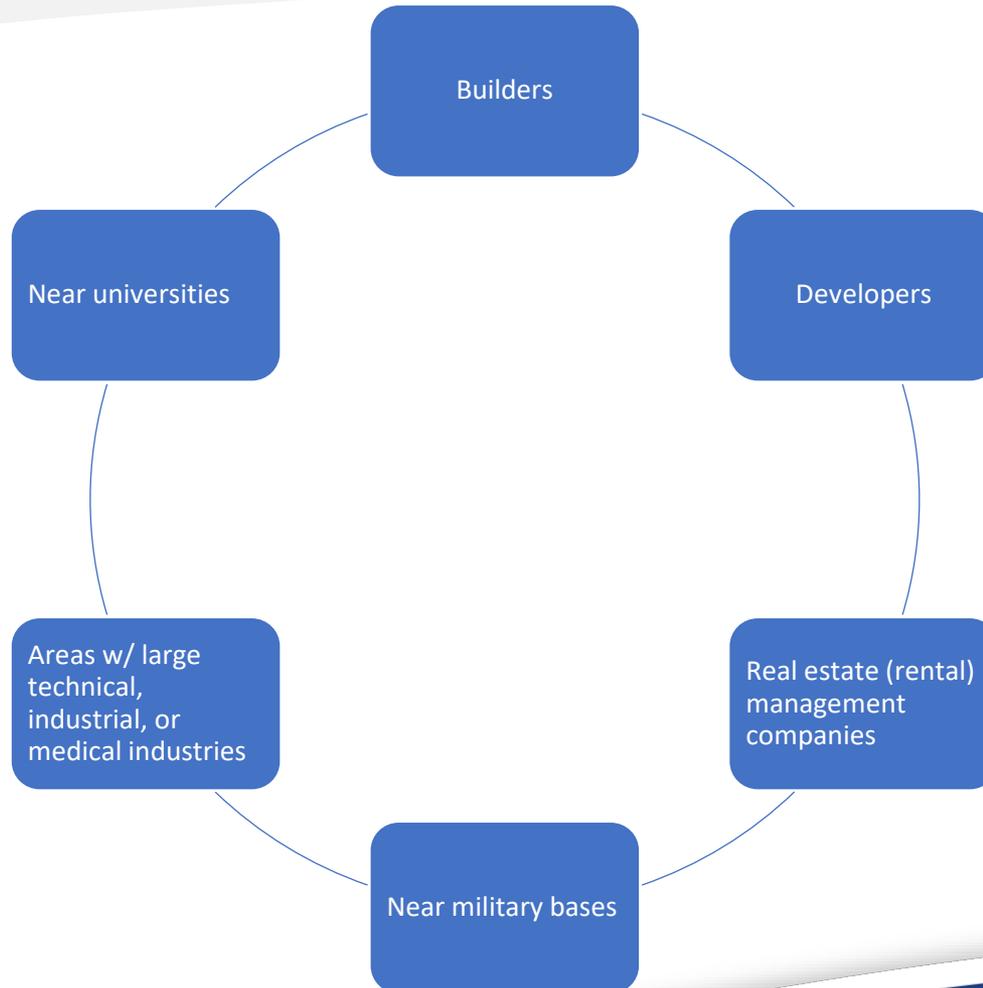
If location is everything in real estate, than the Pink Shell Resort & Marina has it all and then some! Built between 2004 and 2008, Pink Shell offers some of the finest beachfront condominiums on the highly desired North-End of the Island, this resort style **condotel is comprised of three (3) buildings:**

Sanibel View Villas at Pink Shell

Captiva Villas

White Sand Villas

More Places to ORIGINATE MORE!





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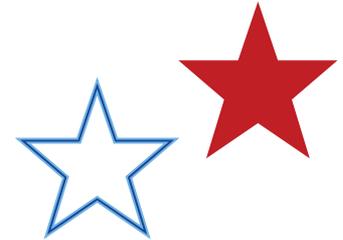
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Our Short Term Rental Product

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• Invest Star – DSCR Program

- When using short term rental to qualify
 - Up to 75% LTV for purchases
 - Up to \$1.5 M max loan amount
 - FICO's down to 660
 - All property types including condotels & non-warrantable condos
 - Projects w/ nontraditional insurance approved case by case
 - Foreign nationals accepted
 - Gift funds permitted with 10% borrower funds



Recently Funded Deals

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Transaction Type:	Purchase
Property Type:	SFR
LTV:	70%
Product:	Invest Star

Exception Request:

- Square footage: 400 square feet

Compensating Factors:

- 804 mid FICO
- \$500k liquid assets
- Kitchenette

Recently Funded Deals

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Transaction Type: Rate/ Term

Property Type: Condo

LTV: 65%

Product: Invest Star

Exception Request:

- Homeowner's insurance had actual cash value for the roof

Compensating Factors:

- HOA had reserves
- Life expectancy of roof 10 years
- DSCR 1.2

Recently Funded Deals

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Transaction Type:	Purchase
Property Type:	Condotel
LTV:	70%
Product:	Invest Star DSCR

Exception Request:

- New development combination hotel/ condotel that were not 100% complete

Compensating Factors:

- Tower in which condotel was complete, other towers under construction
- Major hotel brand
- Seasoned short term rental investor

Summary

- The Short Term Rental market is growing and very lucrative
- Short Term Rentals require non-traditional financing
- Go with a financial institution that understands the complexities of the Short Term Rental market
- Partner with American Heritage Lending to grow your business and...

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Q&A & Contact Info

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Have any questions? Put them in the chat. For more information, reach out to your dedicated AHL **Account Executive**, or:

[Client Support Help Desk](#)



855.206.2612



ClientSupport@Ahlend.com

www.ahlendtpo.com

Thank you!