



One Page Estimate Sheets

Kindred and SCMR

March 2021

CREATED BY

Summit County Mountain Retreats

OWNER

William Fuller

William@scmountainretreats.com

(281)-650-2274



1 Bedroom: Total gross revenue range \$55,000 to \$82,000

Estimated Base Annual Rental Revenue \$55,000

- ◆ Ski Slope Views: + \$4,000 to \$8,000
- ◆ Extra Sleeping Capacity: + \$2,000 to \$4,000
- ◆ Optimized Bed Configuration + \$2,000 to \$4,000
- ◆ Top floor Unit + \$4,000 to \$8,000
- ◆ Ground floor Unit + \$1,000 to \$2,000
- ◆ Corner Unit + \$3,000 to \$5,000
- ◆ Premium Views (non-ski slope) + \$1,000 to \$3,000



SCMR Property Management Special Offer

For new clients who own a Kindred property, Summit County Mountain Retreats will offer a 50% discount off any tier of maintenance services for the first 2 years of ownership. Additionally we will waive all startup costs for any new Kindred property. To find out more about our programs visit <https://www.scmountainretreats.com/homeowner> or use the QR code here:



About SCMR

Summit County Mountain Retreats is a vacation rental management company located in the heart of Keystone. We have managed, marketed and maintained properties in Keystone since 2008. We are the largest privately owned vacation rental manager in the area and provide a robust level of service with over 130 employees in Keystone. Our company has grown organically through referrals by clients who have experienced our commitment to honest and ethical service. If you honor us with your trust, we will earn it daily by caring personally, striving for excellence, and being accountable for our actions.



FAQ's:

Q: How does a vacation rental manager fit into the decision making process for purchasing a property at Kindred?

A: Many owners monetize their investment while they are not actively using their property. Vacation rental managers like Summit County Mountain Retreats, provide a broad set of services which enable owners to actively rent, market and maintain their property.

Q: Doesn't the HOA cover all the costs of maintenance of a property in Kindred?

A: Generally the HOA will maintain all the building and common elements, but it will not maintain your private residence. Not only does Summit County Mountain Retreats effectively monetize properties when they are not used by owners, we also have a full maintenance staff who provide essential services at a low cost and with speed, efficiency and 24/7 resilience as expected in a vacation rental environment.

Q: What are the key features that make a rental property more desirable for guests?

A: The first consideration for all guests is functionality. Next on the list is the level of comfort and luxury that fits in a guest's budget. Lastly, the unique characteristics that make a property memorable will attract rental guests.

Q: What should be avoided by owners who wish to rent their properties?

A: Non-mainstream decor, paint colors or furniture choices that are highly customized, should be avoided.

Q: What are the characteristics of a happy owner of a vacation rental property?

A: This ideal person has both an investor mindset, and will also achieve personal enjoyment from the property. This owner realizes that it is the nature of renting a property that wear and tear will happen and that wear and tear can be repaired. This person will also derive direct satisfaction by being a member of the resort community and enjoying the benefits of the area with friends and family.

Q: What percentage of rental revenue goes to management costs?

A: Summit County Mountain Retreats offers multiple levels of service. Our hybrid services which provide "boots on the ground" cleaning, maintenance and check-in services typically cost around 10% of the annual rental revenue. Our full service/turnkey services cost between 23% and 27% of gross annual revenue.

Q: Are there any restrictions on usage for owners?

A: Summit County Mountain Retreats does not have any specific restrictions on owner usage. We fundamentally believe there should not be barriers between an owners enjoyment of their property.

Q: How much effort will I have to invest in maintaining and managing my investment property at Kindred?

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2 Bedrooms: Total gross revenue range \$80,000 to \$122,000

Estimated Base Annual Rental Revenue \$80,000

- ◆ Ski Slope Views: + \$8,000 to \$12,000
- ◆ Extra Sleeping Capacity: + \$3,000 to \$5,000
- ◆ Optimized Bed Configuration + \$3,000 to \$5,000
- ◆ Top floor Unit + \$8,000 to \$12,000
- ◆ Ground floor Unit + \$2,000 to \$4,000
- ◆ Corner Unit + \$6,000 to \$8,000
- ◆ Premium Views (non-ski slope) + \$3,000 to \$5,000



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3 Bedrooms: Total gross revenue range \$145,000 to \$210,000

Estimated Base Annual Rental Revenue \$145,000

- ◆ Ski Slope Views: + \$10,000 to \$18,000
- ◆ Extra Sleeping Capacity: + \$4,000 to \$8,000
- ◆ Optimized Bed Configuration + \$3,000 to \$6,000
- ◆ Top floor Unit + \$10,000 to \$18,000
- ◆ Ground floor Unit + \$4,000 to \$6,000
- ◆ Corner Unit + \$10,000 to \$15,000
- ◆ Premium Views (non-ski slope) + \$5,000 to \$8,000



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4 Bedrooms: Total gross revenue range \$200,000 to \$287,000

Estimated Base Annual Rental Revenue \$200,000

- ◆ Ski Slope Views: + \$15,000 to \$25,000
- ◆ Extra Sleeping Capacity: + \$6,000 to \$10,000
- ◆ Optimized Bed Configuration + \$4,000 to \$7,000
- ◆ Top floor Unit + \$15,000 to \$25,000
- ◆ Ground floor Unit + \$5,000 to \$7,000
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- ◆ Premium Views (non-ski slope) + \$7,000 to \$10,000



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