

## VACATION RENTAL ANALYSIS & SERVICES

PREPARED FOR

22908 Miramar Dr | The Park at Terramar | Galveston  
 3 Bedrooms | 2 Baths | Assumes Sleeps 8 - 10



## RENTAL PRICING

979 VPS calculates custom rates for each home based on a special formula which utilizes a blend of data-driven **technological objectivity and human subjectivity** review. The rates and stay duration per season are devised based on a variety of important factors, including:

- ★ specific home attributes and amenities
- ★ condition and quality of home
- ★ rental data, occupancy %s and historical trending
- ★ hyperlocal comparable rental rates
- ★ area seasonality and special events

Our unique pricing model serves to drive higher rates of occupancy at an optimal rate that will **maximize your rental income** over an extended period **while minimizing wear and tear** on your home. And, knowing the market is dynamic so are 979 VPS's pricing matrices. 979 VPS is constantly adjusting rates, and the positioning of the marketing of such rates, to create greater demand which equates to more vacation rental income for you, our Owner.

## RECOMMENDED SEASONAL RATES

22908 Miramar Dr | The Park at Terramar

	Start Date	End Date	Minimum Stay	Weekday Rate	Weekend Rate	Weekly
Memorial Day 2024	5/24/2024	5/26/2024	3	\$387	\$387	
Peak Summer I 2024	5/27/2024	6/30/2024	3	\$368	\$397	\$2,321
4th of July 2024	7/1/2024	7/6/2024	4	\$435	\$435	
Peak Summer II 2024	7/7/2024	8/10/2024	3	\$373	\$408	\$2,357
Post Summer 2024	8/11/2024	8/29/2024	3	\$290	\$352	\$1,894
Labor Day 2024	8/30/2024	9/2/2024	3	\$383	\$383	
Early Fall 2024	9/3/2024	11/26/2024	2	\$228	\$279	\$1,494
Thanksgiving 2024	11/27/2024	11/30/2024	3	\$331	\$331	
Late Fall II 2024	12/1/2024	12/19/2024	2	\$207	\$248	\$1,348
Holidays 2024	12/20/2024	1/1/2025	3	\$323	\$323	
Winter/Snowbird 2025	1/2/2025	2/28/2025	2	\$145	\$176	\$947
Spring I 2025	3/1/2025	3/6/2025	3	\$238	\$269	\$1,521
Spring Break 2025	3/7/2025	3/16/2025	3	\$373	\$373	
Spring II 2025	3/17/2025	5/22/2025	3	\$273	\$321	\$1,767

\*Rates may be rounded up or down, as necessary, for marketing purposes

\*Holidays and special events may not qualify for a weekly discount.



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## PROJECTED INCOME RANGE

Based on the data outlined above, historical occupancy % and assuming home's availability is consistent with 979 VPS's portfolio, conservative estimated rental income range for this home would be:

Gross Annual Rental Revenue <i>(assumes open availability, does <u>not</u> incl Guest paid fees and taxes)</i>	\$48,154 - \$54,839
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*Info intended as a guide not an earnings guarantee due to factors such as availability, trends and environmental influences.*

## GALVESTON MARKET PERFORMANCE (as of 4.12.24)

<b>Average Daily Rate</b>  <b>\$324.6</b> per night  -2% past year	<b>Average Revenue</b>  <b>\$48.4K</b> per year  +8% past year	<b>Occupancy Rate</b>  <b>47%</b>  +5% past year	 Jul: 79% Jan: 26%
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## ABOUT 979

We are a full-service vacation rental manager and treat your home like our own. We respect your valuable assets and give you and your home the personal attention deserved. We take an organized and systematic approach to not only enhance your experience with us but also to minimize frustration typically experienced by Guests when dealing with vacation rental companies' antiquated and old school systems.

## KEY SERVICES

- **Marketing | online listing** - the big 3, HomeAway/VRBO, Airbnb, TripAdvisor/Flipkey, plus Booking.com and our own 979 sites - and offline marketing including **professional photography** and copywriting designed to capture high-quality Guests
- **High-Quality Linens | luxury hotel level bed linens and towels provided by 979** including duvet covers and shams, sheets, bed pillows, fluffy thick bath towels, washcloths and kitchen towels. No worries about replacement or damage, it's on us! And you won't believe how many guests rave about them in our reviews!
- **High-Quality Supplies | top notch Guest "welcome" supplies** of dish & laundry soaps, shampoo, body wash, hand soap and sanitizer, tp, paper towels, mood cups and koozies, and when applicable, dog treats and bags.
- **Automation | "Smart Home" package installation** for added security and ease including SmartLock (code), thermostat and hub
- **Guest Services | customer service** - guest inquiries, verification, reservations, payments, **home guides**, check-in, check-out and reviews
- **Turnover Process** | professional full cleaning/housekeeping, **onsite** professional laundering and routine light maintenance
- **Inspections & Documentation | walkthrough** by 979 VPS field manager before and after each guest stay



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- **Comprehensive Coverage** | property owner **primary** insurance coverage of **\$1,000,000** liability/damage and **\$10,000** in contents on every stay
- **Owner's Portal** | private owner website with unique login hosting reservation calendar, rental revenue payout statements, invoices, property reports and more
- **Rental Income** | property owner **per-rental electronic payout** usually no more than 72 business hours after guest checkout/payment cleared. Statements will be available 24/7/365 in the Owner's Portal.

## SIMPLE STEPS FOR GETTING STARTED

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To get started successfully renting with the peace of mind knowing your home is in expert care, please follow each of the steps below:

	<b>Step 1.</b> Participate in initial consultation with 979 VPS to assess qualification and <a href="#">provide rental analysis</a>
	<b>Step 2.</b> Review and complete <i>979 VPS Owner Agreement</i>
	<b>Step 3:</b> Receive welcome email and receive Owner Portal login and communication instructions
	<b>Step 4:</b> 979 home consultant walk-through to create the Guest Guide, Inventory & Cleaning Checklists
	<b>Step 5:</b> Home prep (bedding, towels, stocking supplies) and professional photography shoot
	<b>Step 6:</b> Block personal stays on your 979 Owner Portal calendar, if desired, you can always do on an as needed basis
	<b>Step 7:</b> Make home available for Guest reservations

