CRYSTAL SPRINGS 404

RENTAL REVENUE PROJECTIONS

RENDEZVOUS MOUNTAIN RENTALS
PROJECTION PROVIDED IN OCTOBER 2025

RENDEZVOUS MOUNTAIN RENTALS

Since opening our doors in October 1997, we've focused on three primary goals: delivering an exceptional rental experience for every guest, maximizing rental income for property owners, and ensuring the properties we manage are maintained at the highest level.

With over 160 active properties, RMR has expertise across the entire market, from one-bedroom condos to six-bedroom estates. Our deep local knowledge and adaptability to market trends have kept us competitive and enabled rapid growth in recent years.

As a full-service property management company based in Wilson, Wyoming, we manage your asset with a dedicated team. We offer a comprehensive range of in-house services, including revenue and rate strategy, sales and marketing, housekeeping, maintenance, and more, all tailored to meet your individual needs.

RENTAL PROJECTIONS

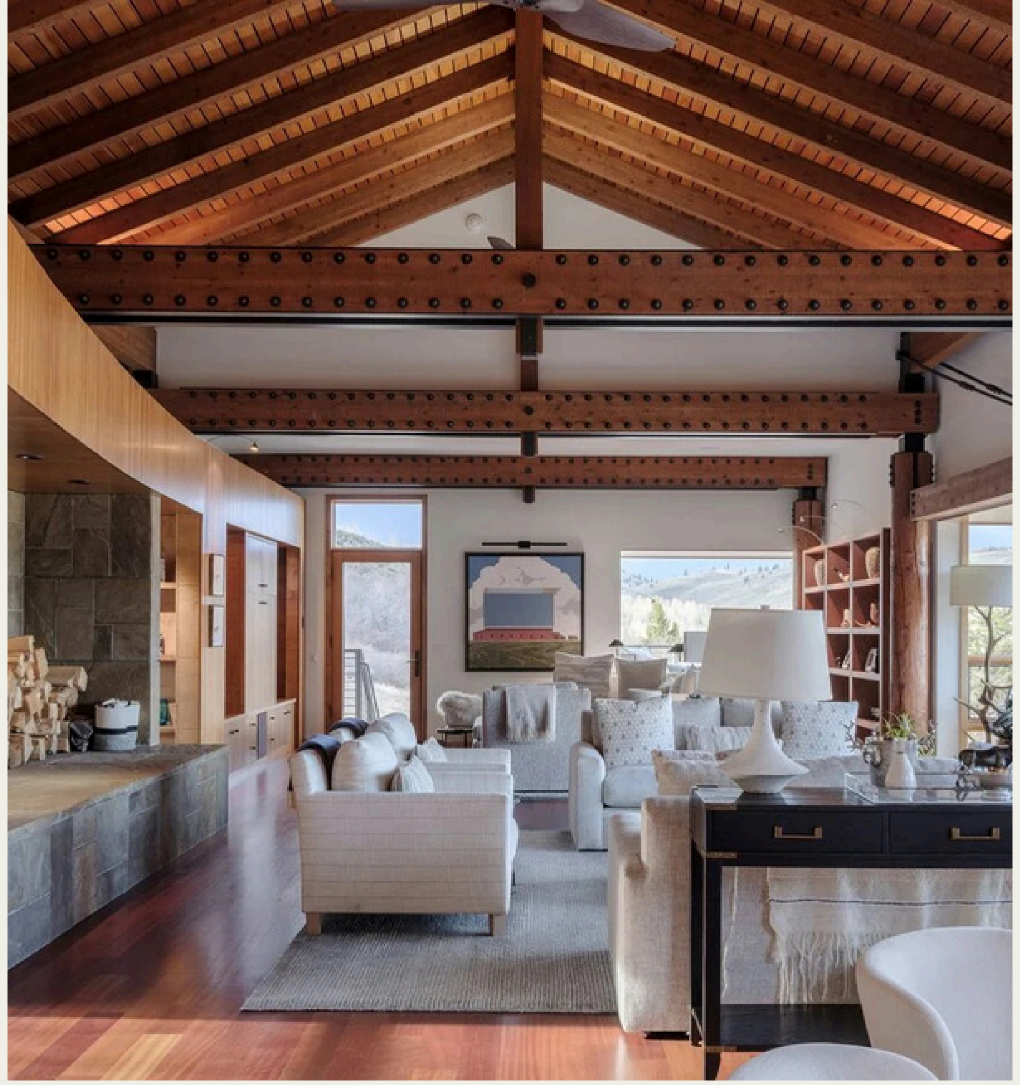
Projecting revenue can be challenging, and the figures provided here reflect the averages of similar units in our portfolio. Various factors, such as snowfall, wildfire smoke, and other environmental conditions, can significantly affect revenue from month to month and year to year. On an individual unit level, elements like amenities, bedding configuration, location, and the overall quality of furnishings all contribute to top-line rental revenue. Our projections are based on the unit's current state, but numerous improvements can enhance overall revenue potential.

In recent years, trends have shifted rapidly, making it essential to remember that a projection can become outdated in just a few months. We dedicate significant time to each projection, and we anticipate a margin of error of up to 15%.

These projections represent top-line rental revenue. When evaluating the overall return on investment, it’s important to consider commission splits, HOA dues, utilities, property taxes, and other related factors.

PROJECTED REVENUE

MONTH	OCCUPANCY	GROSS MONTHLY RENT
JANUARY	80-90%	$35,000-$45,000
FEBRUARY	80-90%	$40,000-$50,000
MARCH	70-80%	$35,000-$45,000
APRIL	20-30%	$2,000-$10,000
MAY	30-40%	$5,000-$15,000
JUNE	60-70%	$15,000-$25,000
JULY	80-90%	$25,000-$35,000
AUGUST	70-80%	$20,000-$30,000
SEPTEMBER	60-70%	$15,000-$25,000
OCTOBER	30-40%	$5,000-$15,000
NOVEMBER	20-30%	$2,000-$10,000
DECEMBER	30-40%	$20,000-$30,000
PROJECTED ANNUAL GROSS RENT		**$250,000-$275,000**


MANAGEMENT FEES

At RMR, our 30% management fee reflects far more than basic oversight — it represents a comprehensive, hospitality-driven approach to caring for your home and maximizing its potential. We handle every detail with precision and pride, so you don't have to.

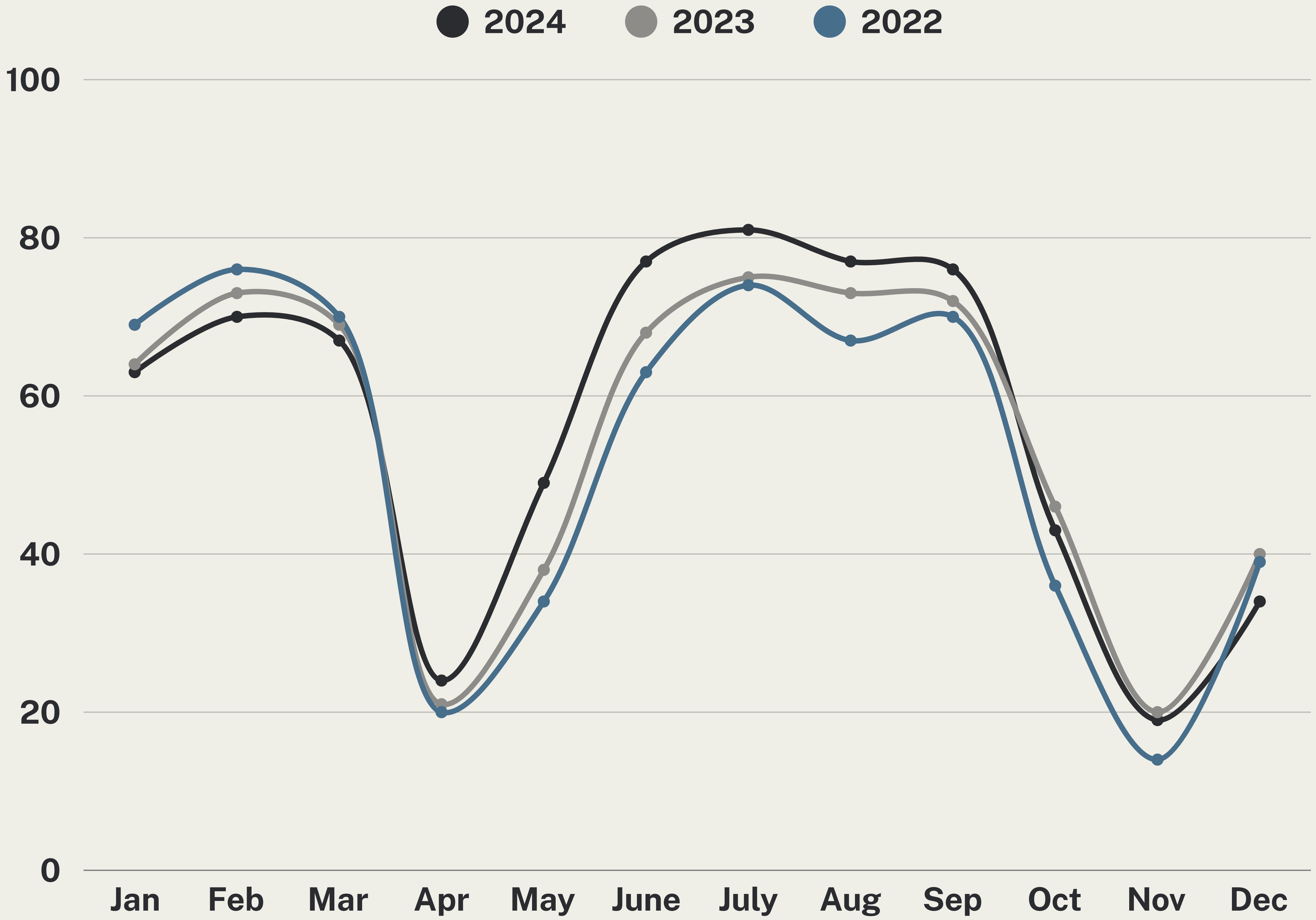
- Experienced Owner Services Department comprised of licensed Property Managers, each holding a Real Estate License
- Strategic marketing and advertising across top-tier platforms to elevate visibility and drive consistent bookings
- Luxury-grade photography designed to capture your property at its absolute best
- Dynamic pricing and revenue management — helping you earn more, effortlessly
- Exclusive partnerships with trusted third parties to expand reach and add value (example: RMR is an Airbnb Superhost)
- Dedicated, in-house teams for maintenance and housekeeping, ensuring seamless care for both guests and homeowners
- A high-touch guest experience, offering 24/7 support, personalized recommendations, and concierge-style service
- Experts in short-term rentals, with the flexibility to write & negotiate leases of 30 days to 12 months

With RMR, you're not just getting a property manager — you're gaining a hospitality partner dedicated to making your rental thrive.

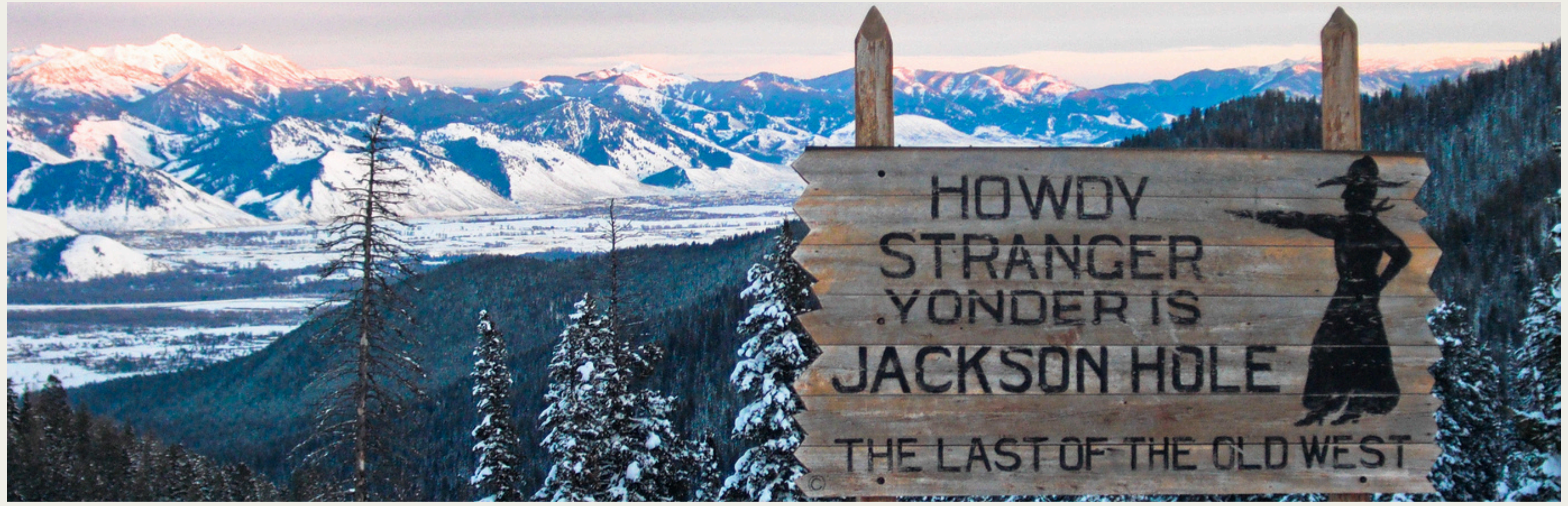
MARKET DATA: OCCUPANCY

Occupancy in the Jackson Hole market is cyclical, with peaks and valleys following predictable trends. Specific unit location will influence occupancy patterns.

Occupancy has been on an upward trajectory the last few years. The Jackson Hole vacation rental market ran 52% occupancy in 2022, 55% occupancy in 2023, and 57% occupancy in 2024.



The Metric That Matters Most: RevPAR
(Revenue Per Available Room)

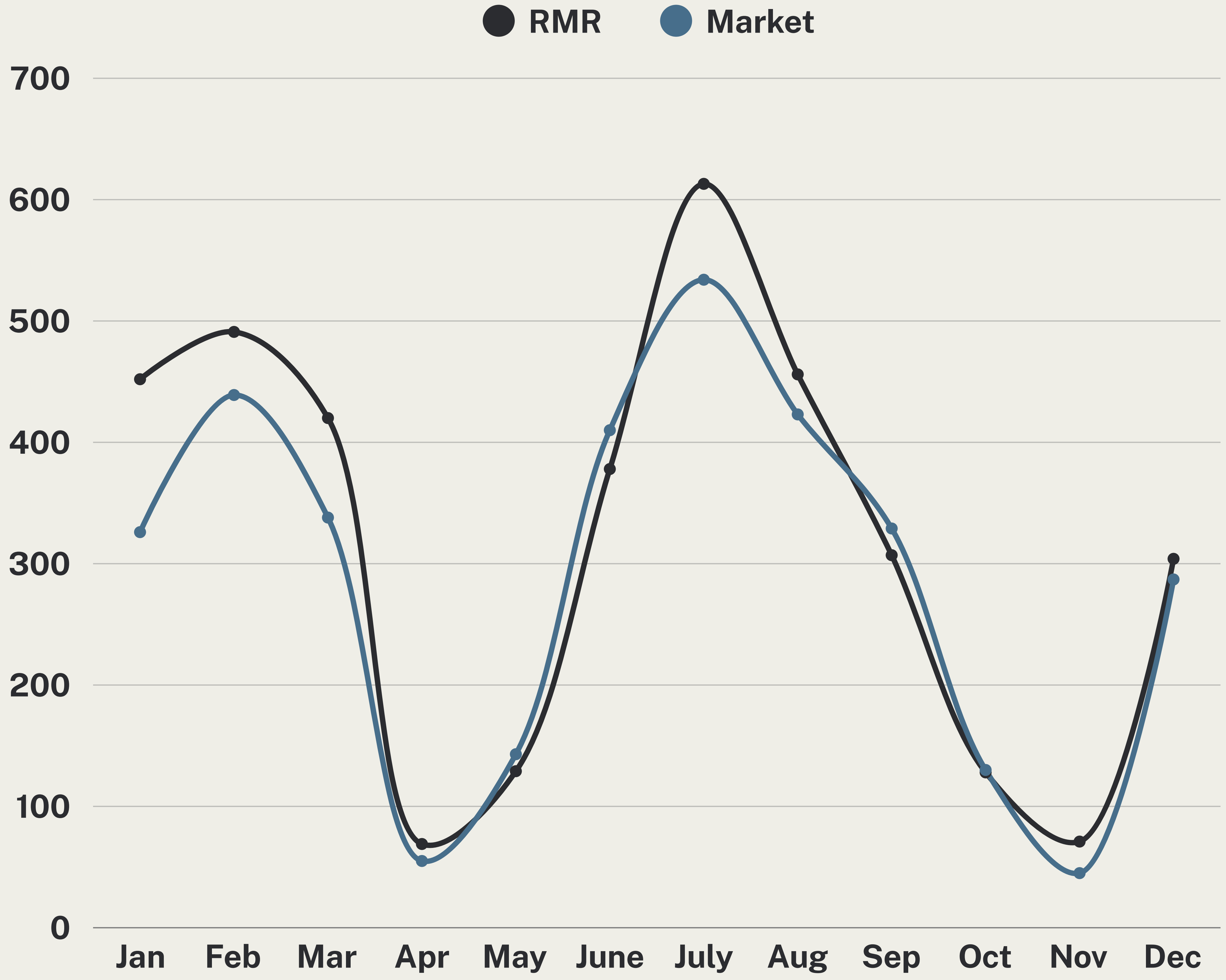


The best measurement for how a unit performs is Revenue Per Available Room or RevPAR. This is calculated by multiplying the unit's average nightly rate by its occupancy percentage.

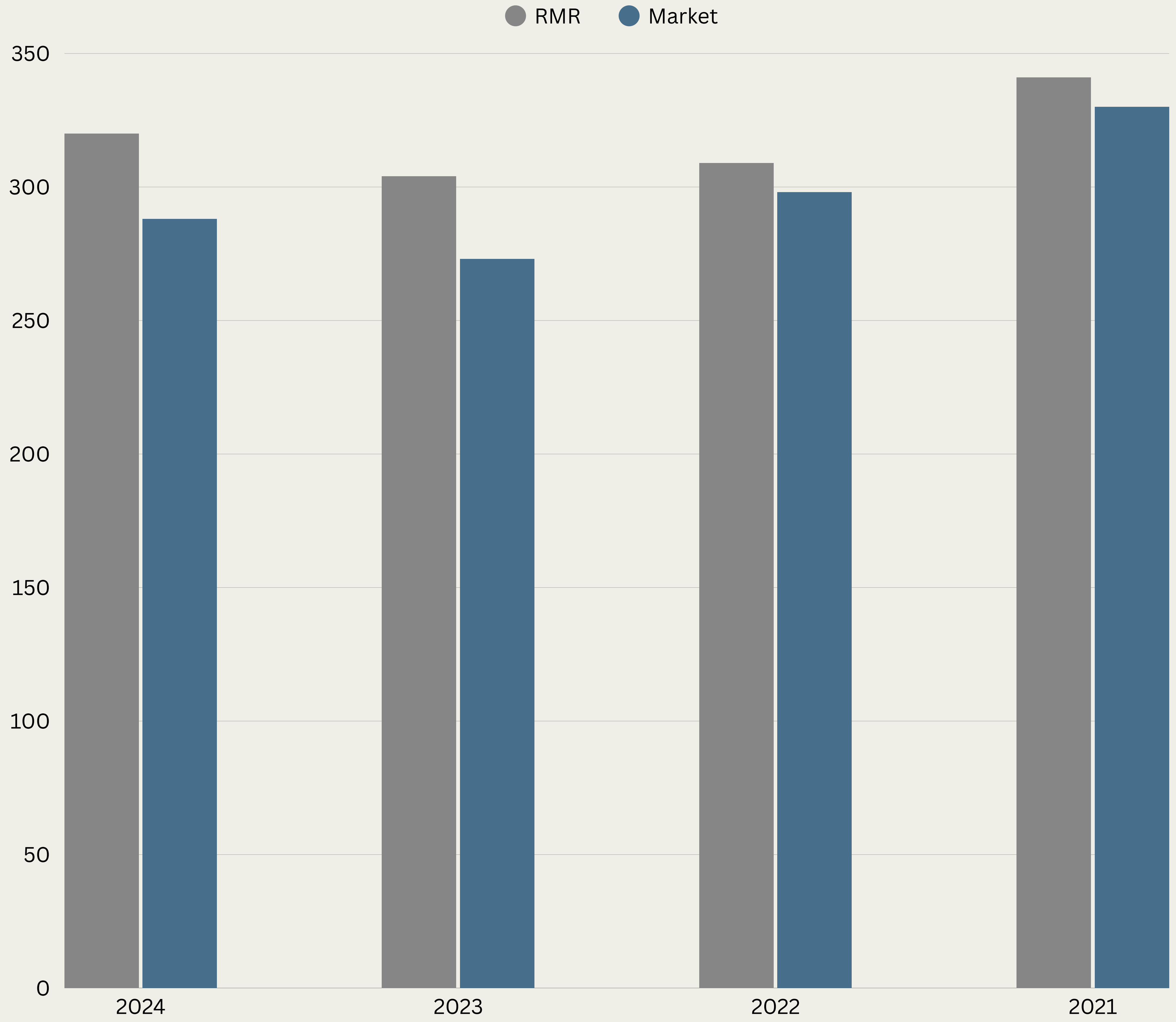
Example Room Statistics:
In September, a unit had 15 of 30 nights booked (50% Occupancy) at an average nightly rate of $300 per night. This unit has a RevPAR of $150 per night for the month.

Outperforming The Market

Rendezvous Mountain Rentals consistently outperforms other vacation rental companies in the market when it comes to RevPar. In 2024 the average unit in our portfolio generated 10% more revenue than the market on average.



YOUR RETURN ON INVESTMENT



At RMR, we understand that what truly matters is maximizing your rental revenue and return on investment. We adopt a balanced approach to revenue management, ensuring you earn the most possible. This involves closely monitoring local and national trends, employing a dynamic pricing strategy, and maintaining flexibility in our approach. **Ultimately, we utilize various strategies to ensure you achieve the highest return on your investment.**

Year after year, we consistently outperform other vacation rental companies in terms of revenue per available room (RevPAR). In 2024, our average unit generated 10% more revenue per night compared to the market average. We are again on track to exceed market performance in 2025, delivering greater value to our property owners than our competitors.

ABOUT RENDEZVOUS MOUNTAIN RENTALS

Thank you for reviewing our rental projections and for your interest in Rendezvous Mountain Rentals — a local property management company with over 25 years of experience!

Our projections are based on actual revenue history and market performance, reflecting current rental potential. We understand that various property management companies present a wide range of rental revenue projections, so we encourage prospective property owners to review each projection carefully and compare advertised rental rates for accuracy. It often takes time for a unit to reach its full revenue potential. After a few years in our program, our large base of repeat guests tends to return to their favorites year after year, which increases both occupancy and rates for many of our properties.

While we often exceed our projections, we believe in transparency and prefer to overperform rather than overpromise. Our team of experienced property managers is dedicated to your success.

Thank you once again for considering Rendezvous Mountain Rentals. If you have any additional questions, our team is always here to help!

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