



OUTPOST

RENTAL INCOME PROJECTIONS

BALSAM LODGE A6





OUTPOST TEAM
JACKSON HOLE, WY

OUTPOST

WELCOME TO OUR HOME.

Since its founding in 2014, Outpost has been dedicated to providing exceptional service and care to guests and homeowners, welcoming them into the stunning beauty of the Tetons. Managing over 270 properties with a locally based team, we share a deep respect for the Jackson Hole community and the mountains we call home, striving to preserve their integrity while creating meaningful connections with those we serve.

As part of the Outpost Group—including O2 Cleaning, Terrain Landscaping + Snow Removal, Snake River Roasting Co., and Provisions Catering—we offer comprehensive vacation rental, property management, and luxury caretaking services. Each property is treated with the same care we give our own, ensuring every guest and homeowner feels embraced by this special place.

Guided by a vision of respect and stewardship, we are committed to giving back—supporting local causes, promoting environmental education, and fostering responsible tourism. Inspired by Edward Abbey’s words, “Wilderness is not a luxury but a necessity of the human spirit,” we are honored to share the Tetons’ unmatched beauty with all who visit.

With gratitude,
Mekki Jaidi (*Owner & Broker*) and Annie Jackson (*Managing Director & Broker*)



GRAND TETON NATIONAL PARK
BACKCOUNTRY SKI ADVENTURES



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INDUSTRY RECAP: 2024

The vacation rental industry demonstrated resilience and adaptability in 2024, navigating a dynamic landscape of shifting traveler preferences, regulatory changes, and infrastructure challenges. Across the U.S., occupancy rates remained steady despite increasing supply, as heightened demand for vacation rentals continued to bolster the market. Guests increasingly prioritized pet-friendly accommodations, remote work amenities, and wellness-focused features, underscoring the evolving nature of traveler needs. Meanwhile, local regulations aimed at managing housing availability and neighborhood impacts brought both challenges and opportunities for property managers.

Jackson Hole exemplified the broader industry trends while maintaining its unique position as a premier mountain destination. Despite challenges such as the Teton Pass closure, which briefly disrupted travel routes, the region's vacation rental market remained robust. Jackson Hole's timeless appeal, coupled with its ability to satisfy the needs of the trend in JOMO (joy of missing out) Travel, ensured it remained a sought-after destination for travelers seeking a blend of natural beauty, private residences, and world-class amenities.

"JOMO Travel is about finding the right place to truly unplug and enjoy the quiet moments that are so often hard to come by," – *Melanie Fish, head of Expedia Brands PR*

(Sources: Key Data Dashboard, Safely.com, Discover Teton Valley, and Reuters.)



BALSAM LODGE A BUILDING
THE ASPENS | WESTBANK

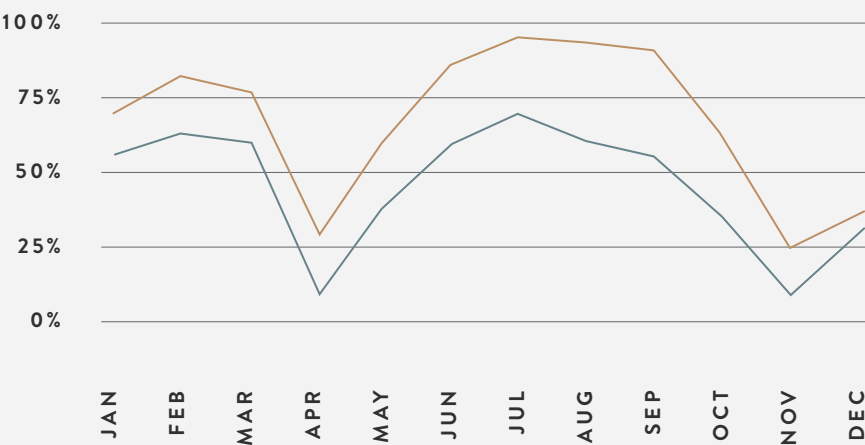
OCCUPANCY RATES

In 2024, Outpost achieved a 67.1% occupancy rate, up from 65.6% in 2023, outperforming the market's 47.3% by 19.8%. Peak months included January (71.7%), February (78.8%), and July (91.0%), consistently exceeding market performance. The largest gaps occurred in April (29.0% vs. 18.0%) and November (25.0% vs. 14.6%), highlighting Outpost's strength even in low-demand periods.

OCCUPANCY RATES IN 2024*

● OUTPOST ● MARKET

OUTPOST 67.1% VS 65.6% LY / MARKET 47.3% VS 47.2% LY
OUTPOST = 19.8% HIGHER OCCUPANCY THAN MARKET



*AS OF 12/18/2024

PROJECTED RENTAL PERFORMANCE

We maximize revenue by sifting through the analytics on both aggregate and individual levels. Outpost's in-house revenue team tweaks pricing and strategy of our homes on a daily basis to ensure we deliver optimal performance. The following projections assume zero owner-occupied days and a strategy focused on optimized income. To arrive at these projections, we analyzed the performance of the closest comparable properties. With your financial success in mind, Outpost will closely monitor and fine tune the pricing strategy we put in place for the units on a regular basis to perfect the strategy and maximize revenue.

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2 BEDROOM | 2 BATHROOM

SEASON	PROJECTED GROSS REVENUE	
SPRING (APR & MAY)	\$3,500	— \$4,500
SUMMER (JUN–SEP)	\$32,000	— \$38,000
FALL (OCT & NOV)	\$3,500	— \$4,500
WINTER (DEC–MAR)	\$16,000	— \$18,000
	\$55,000	— \$65,000

It is important to note the above figures include forecasts and projections that represent Outpost's assumptions and expectations in light of currently available information. Outpost's actual performance results may differ from those projected and we cannot guarantee what is presented or implied as to the accuracy of specific forecasts. Lastly, as an industry standard practice, Outpost projections apply to year two in our program when optimal earning potential is recognized.



IT'S IN THE DETAILS
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OUTPOST MANAGEMENT FEES

Outpost will assume a 35% management fee to effectively manage and care for the residence. This delivers 65% of the gross rental revenue to you as the homeowner. Outpost's management percentage covers the entirety of the services we provide to you as the property owner, the property itself, and to our guests, with the exception of any required third party contract or service provider repair or project

expenses (for example HVAC technician, plumbing repair or dry cleaning). Revenue is recognized monthly and delivered to you before the 15th of each month. A team will be dedicated to the residence and will work closely with you to understand every detail and your specific requests as they relate to the pricing strategy, rentals and care for the property, to ensure a successful partnership.



THE OUTPOST TEAM

Since Outpost's conception in 2014, we have grown to become the largest property management company in Jackson Hole. As our company has expanded, so have our services, as our sister companies, O2 Cleaning and Terrain Landscaping + Snow Removal allow us to take a holistic approach to property management.

Within Outpost, each department plays a crucial role in ensuring the smooth operation and success of your property. From owner and customer relations to caretaking, maintenance and marketing, having a local, full-service team allows Outpost to effectively meet the needs of each homeowner and guest.

We would love the opportunity to connect, so please contact us to learn more about our program and the services we can offer.

We look forward to hearing from you!



ANNIE JACKSON
MANAGING DIRECTOR
ASSOCIATE BROKER



JACK FORD
HOMEOWNER RELATIONS MANAGER
SALES ASSOCIATE

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