



2410 SKI TRAIL LANE, UNITS 2301 & 2302  
**EDGEMONT**  
STEAMBOAT SPRINGS, CO 80487



PROUDLY PRESENTED BY: Amy Williams, MAI and Ashley Walcher

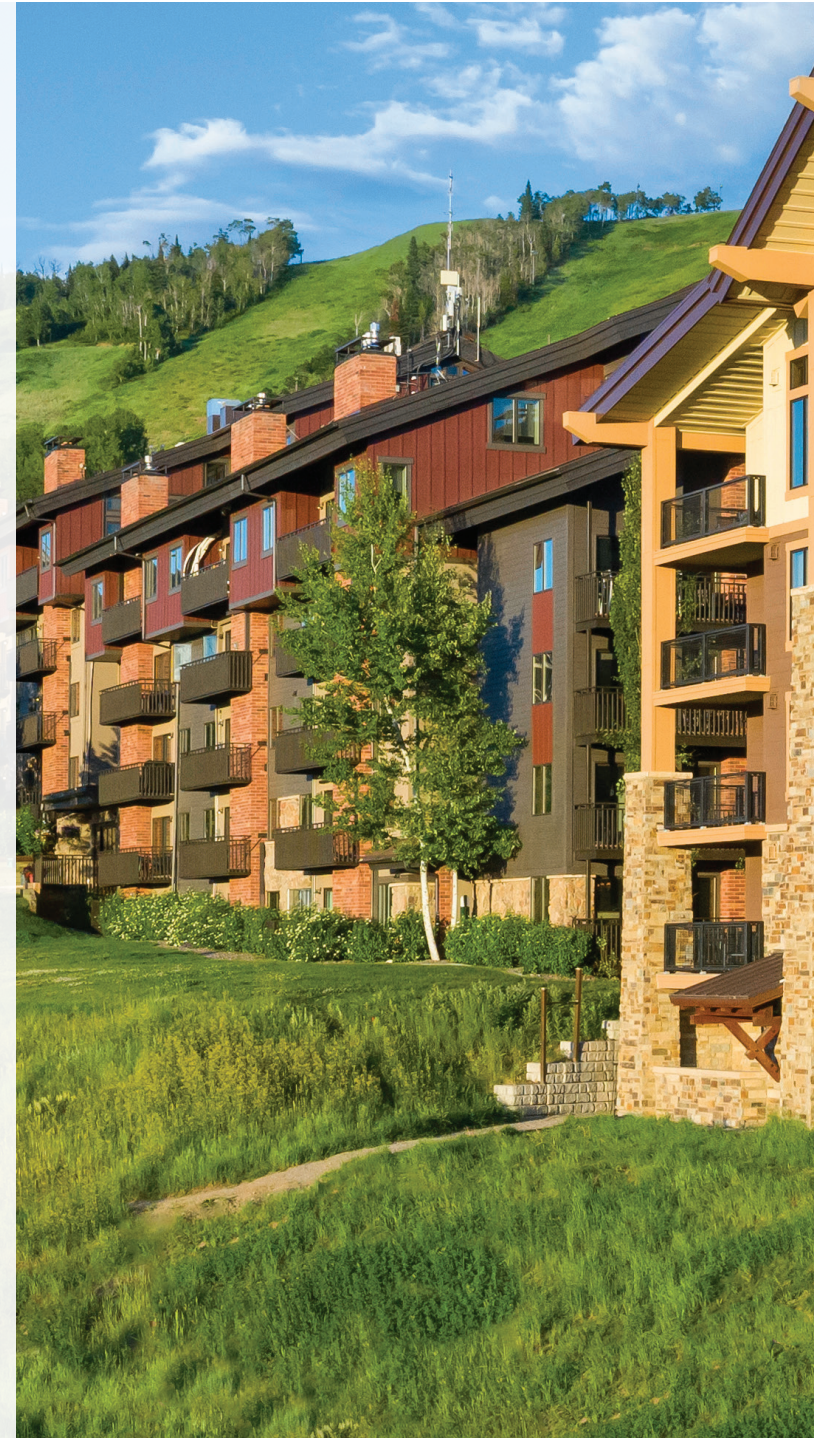
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*Embrace a refined mountain lifestyle in this two-unit suite, where luxurious amenities, breathtaking views, and unparalleled slopeside access combine to create an unrivaled living experience.*



## **Edgemont 2301 & 2302**

Two Separate Units Combined  
with Large Foyer Area

*(Units are rentable, divisible,  
flexible, or easily used together)*

Introducing Units 2301 and 2302 at Edgemont – two skillfully combined end units offering direct slope access, 180-degree views, and a dedicated parking space. The 4,838 SF suite consists of a four-bedroom Owners Unit and a three-bedroom Guest Unit connected by a private foyer. Combined, the units span the whole southwest end of the third floor, in a single-level layout. The Owners Unit faces slopeside and is highlighted by direct slope access from a private ski patio. The patio connects to the residence via a ski/mud room with ski storage lockers complete with boot warmers and shelving, and also features a dog/boot wash area. The kitchen is spacious with a temperature controlled, 500 bottle wine cellar and Viking appliances. Over 800 square feet of patio effortlessly connects to the interior, fusing the living area with the spectacular mountain setting. The Guest Unit is sunny and bright, facing south valley, and has 200 square feet of wrap-around patio and sweeping views. These two, furnished, mountain contemporary units are perfectly paired by the private foyer, but also offer the flexibility of being easily separated for rental or individual use. Edgemont amenities compliment these residences as the luxury supporting cast, offering an outdoor pool, two hot tubs, ski lockers, shuttle transport, fitness areas, firepit, and expert staff; all in an incredible ski in/out location!



4,838 Square Feet



7 Total Furnished Bedrooms



5 Bathrooms & 2 Half Baths



2 Kitchens (Viking Appliances)



2 Furnished Living Rooms



2 Furnished Dining Rooms



2 Laundries



5 Interior Fireplaces



2 Exterior Fireplaces



4 Furnished Exterior Decks (1 Oversized)



Dedicated Parking Spot in Heated Garage



Private Slope Access from Unit



Auto Window Coverings



Air-conditioning

## FEATURES

2410 SKI TRAIL LANE  
UNITS 2301 & 2302

OWNERS  
UNIT  
2410 SKI TRAIL LANE | 2301





Savant Smart Home System w/ Lutron Lighting



Media Room



500 Bottle Wine Cellar, Temp-Controlled



Office & Fitness Room (with built-in style removable desk)



Den



Dog Wash/Rinse Bay in Mud Room



Direct Slope Access from Unit, off Ski deck



Ski Lockers in Unit's Mud/Ski Room; 5 lockers - all with boot warmers & hooks; with walk-out to ski deck



Large 500 Sqft Oversized Deck Overlooking Ski Area



Dedicated Parking Spot

**4 BEDROOMS**

**3.5 BATHROOMS**

**3,210 SQUARE FEET**

**SLEEPS 12**

# GUEST UNIT

2410 SKI TRAIL LANE | 2302



2 Patios



Common and Separate Entries



Private Flow Between Units Behind Front Foyer Door  
(70 square feet)



South Facing



Sweeping Views



Viking Appliances





**3 BEDROOMS  
2.5 BATHROOMS  
1,558 SQUARE FEET  
SLEEPS 8**

# LISTING INFO

2410 SKI TRAIL LANE  
EDGEMONT



**MLS #** | 7506138

**Development** | Edgemont Condominiums

**HOA** | \$95,842 (annual)

**Taxes** | \$16,773 (annual/2022)

**Year Built** | 2010

**Total Square Feet** | 4,838

**Owners Unit Square Feet** | 3,210

**Guest Unit Square Feet** | 1,558

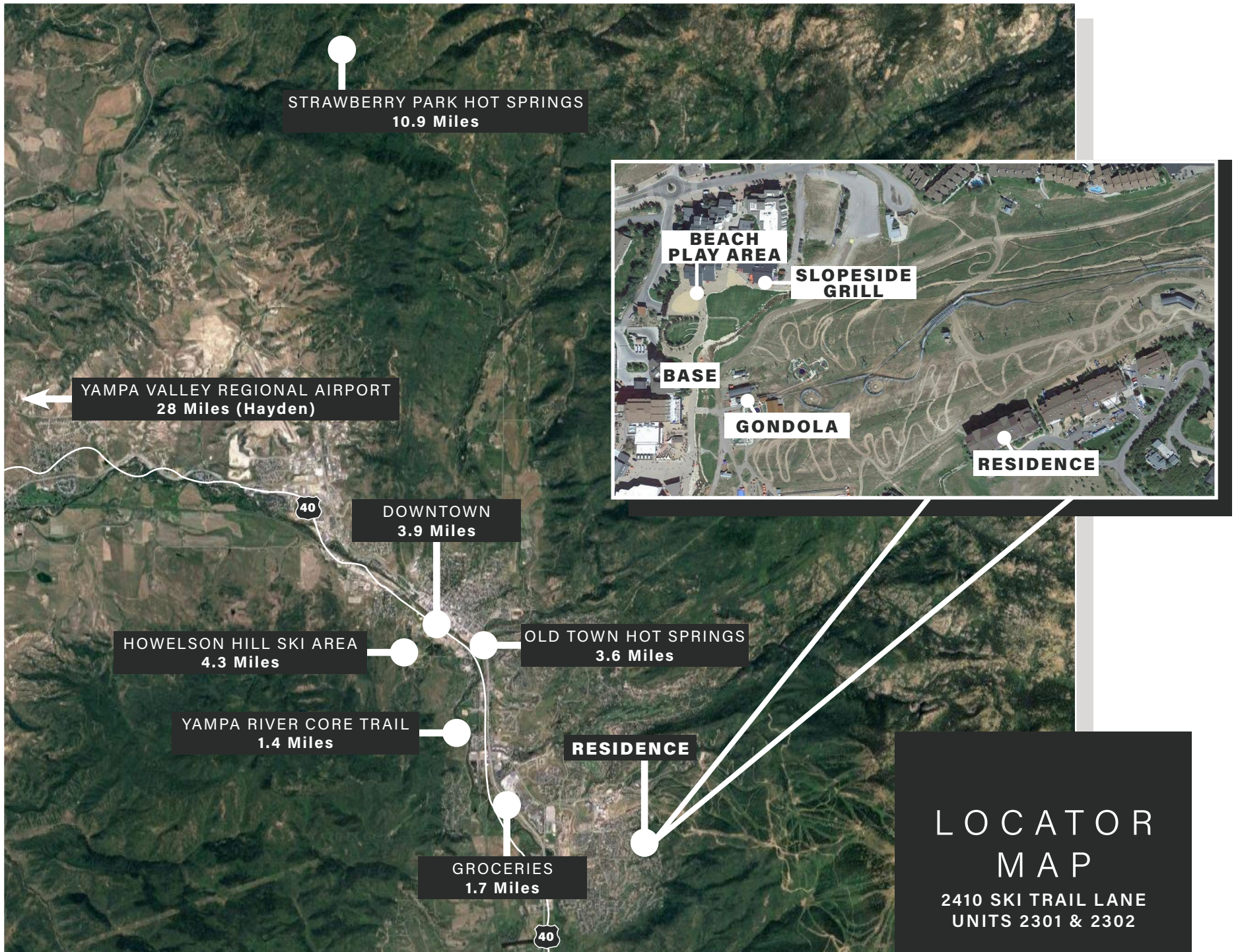
**Combined Patio Square Feet** | 1,000

**Flooring** | Wood

**Style** | Mountain Contemporary

**Heating & Cooling** | Forced Air & Central Air

**Parking** | Dedicated Spot



# FLOOR PLAN

2301 & 2302

OWNERS UNIT - 2301

GUEST UNIT - 2302



Floor plans not to scale. For visual purposes only.





ON SITE AMENITIES  
EDGEMONT



### **EDGEMONT SKI LOCKER ROOM**

Walk-out to Slopes (3 Ski Lockers with Boot Warmers)



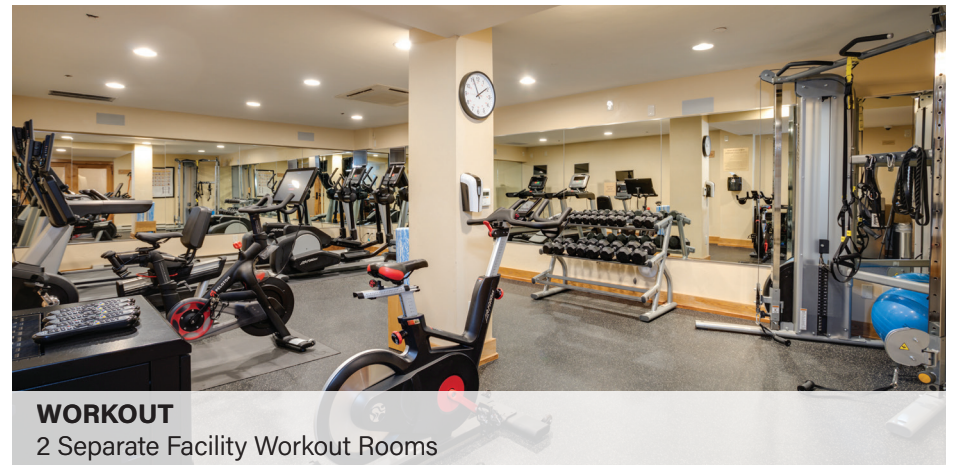
### **STORAGE ROOM**

3 Storage Lockers



### **LOUNGE**

Facility Lounge



### **WORKOUT**

2 Separate Facility Workout Rooms



### **OUTDOOR**

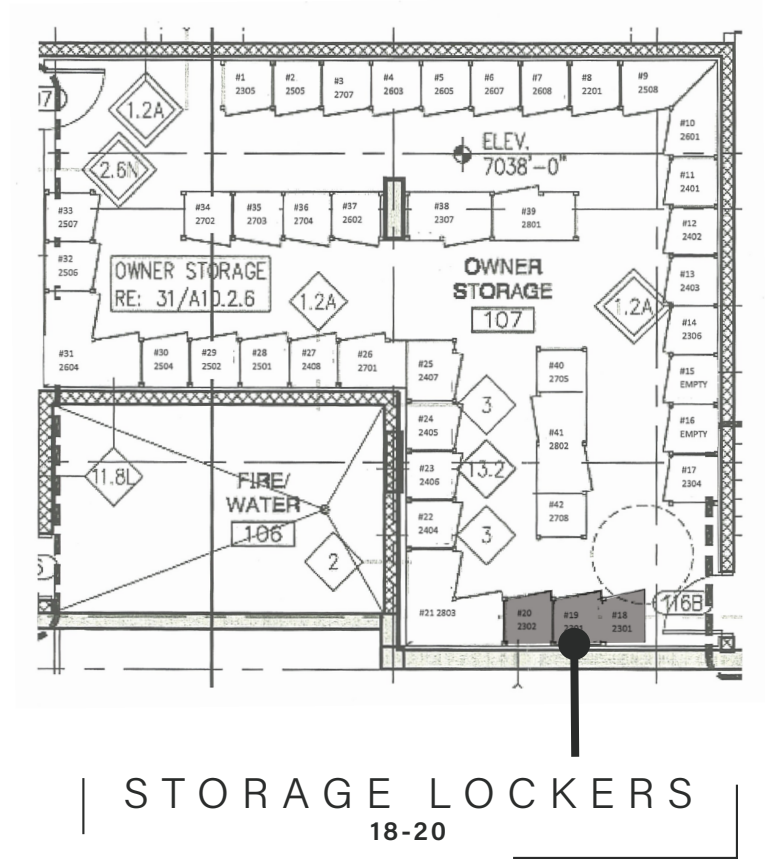
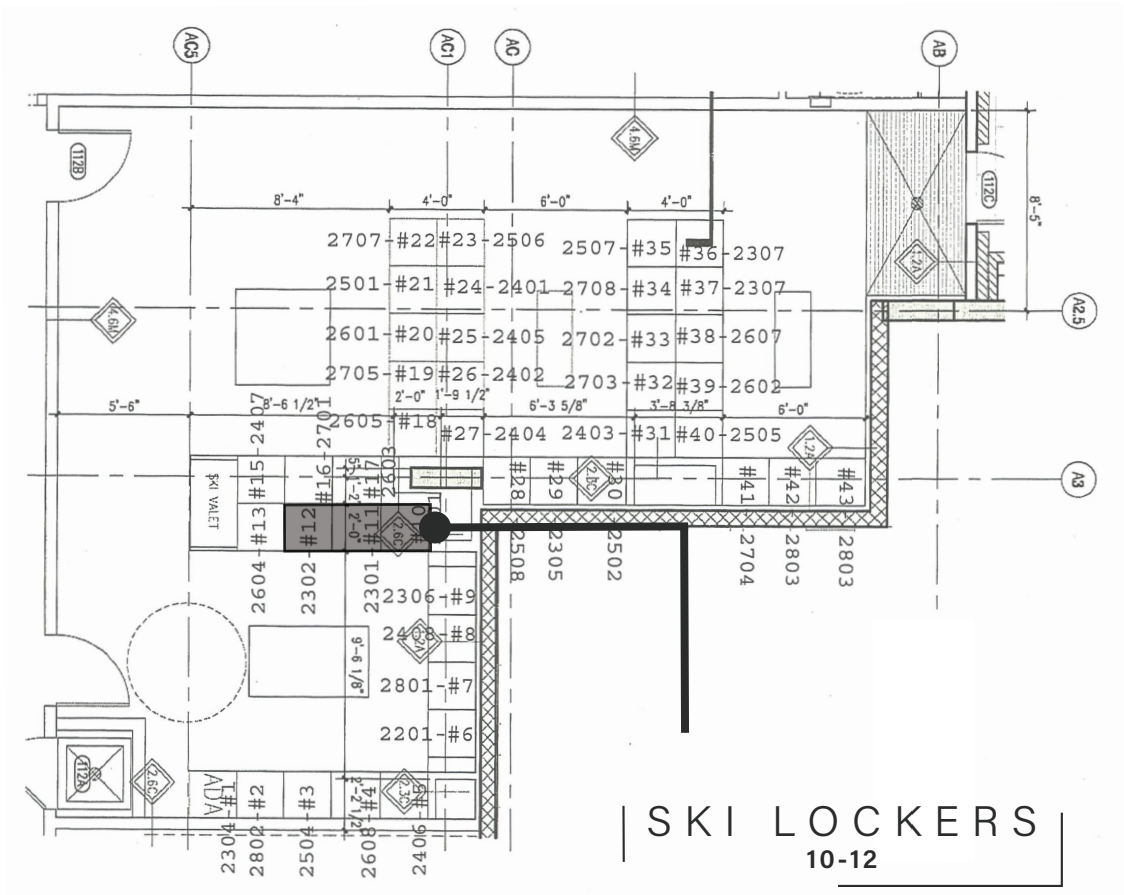
Facility Slope Side Fire Pit with Smores Station



### **SWIM**

Facility Pool & 2 Hot Tubs

LOCKER  
ROOM  
FLOOR  
PLAN  
SKI & STORAGE





RELAX &  
UNWIND  
EDGEMONT



**Foyer**

Metal horse

**Entry**

Art (yellow, blue, red)

**Dining Room**

All art

Horse center piece on table

**Living Room**

All art & decor items on shelf next to TV

**Wine Room**

Chandelier

**Den**

Cigar box

"Nancy" rocking chair

Boomerang shadow box/art

**Office/Fitness**

All art

**Junior Suite**

Art (brown & blue)

**Powder Bath**

Family photo (large, black & white)

**Media Room**

Art (red & orange)

Ship

**Bedroom #4**

Art (blue circles)

**Primary Bedroom**

Footballs, helmet, & memorabilia

All art

Stuffed horse (white)

Safe in closet

*No Exclusions in unit 2302*



OWNERS  
UNIT  
EXCLUSION  
LIST

2410 SKI TRAIL LANE  
UNIT 2301

# RENTAL HISTORY

EDGEMONT

## Rental Income *(2302 Only)*

12.28.22 to 1.02.23

NIGHTS

5

GROSS

\$15,046

NET OF COMMISSION

\$9,780

1.07.23 to 1.12.23

5

\$6,380

\$4,147

1.14.23 to 3.30.23

75

\$101,000

\$65,650

**Total Rent Ski Season 22/23**

**\$122,426**

**\$79,577 (2302 ONLY)**



## ANNUAL EXPENSES *(as of April 2023)*

	2301	2302	TOTAL
Annual HOA Dues	\$62,251	\$33,591	\$95,842
Property Taxes	\$11,188	\$5,585	\$16,773
Insurance, Annual (Contents)	\$2,568	\$870	\$3,438

## ELECTRICITY *(mid month)*

	2301	2302	
January 2023	134	126	
February 2023	183	105	
March 2022	151	139	
April 2022	139	51	
May 2022	136	52	
June 2022	204	68	
July 2022	157	65	
August 2022	252	110	
September 2022	248	116	
October 2022	134	63	
November 2022	167	67	
December 2022	253	151	
<b>Total 12 Months</b>	<b>2,158</b>	<b>1,081</b>	<b>3,239</b>
<b>Total Annual Expenses</b>	<b>\$78,165</b>	<b>\$41,128</b>	<b>\$119,293</b>



## ANNUAL EXPENSES

2410 SKI TRAIL LANE  
UNITS 2301 & 2302

# CONTACT LIST EDGEMONT

## **Edgemont Management** *(HOA, Property and Rental)*

### **Elevated Properties**

2420 Ski Trail Lane, Steamboat Springs, CO 80487  
Front Desk – 970-871-9100

Direct Contact:

Jamie Daniels, Owner  
jamied@steamboatelevated.com  
970-734-7930

Maggie Steppan, General Manager  
maggies@steamboatelevated.com  
970-871-9100

Rental Booking website:  
[www.SteamboatElevated.com](http://www.SteamboatElevated.com)

### **Technology Management/Trouble Shooting**

Savant System - Aaron Tisdale at Tisdale Technology Solutions  
aaron@tisdaletech.com  
970-819-7886

Stefan Walcher at Steamboat Smart Homes  
steamboatsmarthomes@gmail.com  
720-939-3668



DEDICATED PARKING



SKI IN/OUT DECK



WEBSITE



VIRTUAL TOUR



LIFESTYLE VIDEO



HOA DOCS

## HELPFUL LINKS

2410 SKI TRAIL LANE  
UNITS 2301 & 2302

# RENTAL PROJECTION EDGEMONT

## ELEVATED PROPERTIES

Elevated Properties provides customized property management and services well suited for Edgemont as the premier ski-in, ski-out property in Steamboat Springs, Colorado. For a property second-to-none, a personalized approach to onsite management ensures your investment is well cared for.

### Rental Projection & Management Overview

#### Convenient, Responsive, Knowledgeable

Elevated Properties is the Edgemont HOA manager, offering a seamless level of service for unit-specific and general building needs. With offices located next door to Edgemont, service is prompt, responsive, and convenient. Elevated Properties has been the HOA manager since Edgemont's inception, with knowledgeable staff on-site as well as relationships with outside contractors required for optimal building maintenance.

#### Elevated Rental Management

As rental manager, Elevated Properties works with each individual owner to understand rental goals and expectations, then promotes the residence in the travel marketplace accordingly. From the initial contact for booking through the guest's experience onsite, we aim to deliver exceptional service. With long-standing relationships with Steamboat Ski & Resort Corporation and other vendors, our team offers five-star concierge services & complete vacation planning, including assistance with restaurant reservations, purchasing lift tickets, arranging airport transfers, and more. Concierge services are also available to owners at any time.

Elevated Properties has heavily invested in its website, SEO capabilities, strategic digital marketing, and partner relations. As a result, we continue to improve the online presence and reputation of Edgemont and its individual units. Elevated's revenue management tools are designed to drive direct bookings while also leveraging resellers and online travel agencies well-known in the marketplace.

#### Property Management & Homecare

For homeowners who choose not to rent, Elevated Properties offers a personalized homecare agreement for unit-specific care and monitoring, even when the owner is not in-residence. Onsite staff provide individual unit housekeeping and maintenance.

#### About Edgemont - Steamboat's Premier Luxury Ski-in/Ski-out Condominium

Edgemont has the rare ability to make a Steamboat vacation even better. With a long list of outstanding amenities and complimentary concierge services, everything you could want in a vacation property can be found at Edgemont.

The luxurious complex features a variety of shared amenities such as a heated saltwater pool and two hot tubs, private lounge with fireplace and coffee station, gas communal firepit overlooking the slopes, private ski locker room with oversized lockers and boot dryers, and a fitness center with a Peloton bike. Edgemont's owners are also welcome to use the larger fitness center in the Bear Claw II building.

**Additional Amenities Provided by Elevated Properties:** For properties managed by Elevated Properties, each Edgemont condo is fully stocked with paper products (paper towels, toilet paper and tissues), bathroom toiletries (shampoo, conditioner, body wash, body lotion and hand soap), detergents (dish soap and dishwasher detergent), as well as bed linens and towels. The spacious chef's kitchen is stocked with cookware, bakeware, dishware, glassware, utensils, salt and pepper, and small bag of locally roasted coffee.

**Ski Season Courtesy Shuttle:** Edgemont guests enjoy complimentary use of the Elevated Properties shuttle (for ski season reservations only) on an on-call basis. Simply use our shuttle app (which operates like many popular rideshare apps) to request a ride anywhere in the mountain or downtown areas. Information on downloading and using our app will be provided prior to check-in.

**Elevated's Complimentary Concierge Services:** Once you've booked your stay with Elevated Properties, our knowledgeable concierge team will be in touch to plan the details of your Steamboat vacation. We are Steamboat experts and have longstanding relationships with local vendors in town making it effortless to arrange your airport transfer, lift tickets, restaurant reservations, and make personalized recommendations for activities on and off the mountain.

### **Historical Rental Performance**

**Edgemont 2302** saw tremendous success in the 22/23 winter season despite being its first ski season as a full-time rental property. Its success is primarily attributed to a 3-month long booking worth over \$100K in rental revenue. Overall, Adjusted Gross Revenue (AGR) reached \$122.4K and Average Daily Rate (ADR) hit a strong \$1,440 – impressive start for an inaugural winter.

**Edgemont 2301** has never been in the rental pool. However, larger Edgemont properties are in high demand. Units of similar size under Elevated Properties' Rental Management Program saw significant success during the 22/23 winter season. These values were used to calculate the projections, below.

**Owner Use Disclaimer:** While we enjoy seeing owners in-residence, for those interested in maximizing rental sales, we recommend avoiding owner stays during peak rental periods. For example, a single week of use during the holidays could displace between \$18,000 - \$25,000 in revenue for 2302 and \$40,000 - \$55,000 for 2301.



## 2023-24 Winter Season Strategy

Elevated Properties will continue its proven sales strategy of targeted marketing, SEO, social media interactions, exclusive property advertising, and promotional partnerships with key industry partners. This strategy continues to earn more direct bookings over previous seasons. Elevated will continue to supplement its online presence and fill remaining gaps using traditional Online Travel Agencies (OTA's) such as Booking.com, VRBO, and TripAdvisor. A main concern for next season is the Short-Term Rental tax approved by the City of Steamboat Springs which adds an additional 9% tax to each new reservation. With guests paying a total tax rate of 20.4%, changes in rate will be carefully monitored as the market adjusts. We will not know the true effect of the STR tax until we are closer to the winter season. Furthermore, the 21/22 and 22/23 winter seasons enjoyed a significant increase in domestic travel resulting from covid restrictions and Elevated is closely monitoring a boom in international travel following this past trend.

## 2023-24 Winter Projections

Elevated Properties takes advantage of an early booking trend from March through May before the primary selling season between July and October. The earlier a property is marketed for an upcoming ski season the better its chances of reaching/exceeding revenue and ADR goals. Although 2302 was pulled from the rental market to prepare for its pending sale, other properties of similar size are seeing strong early season success. Larger/higher-end properties are booked further in advance. Future projections are built on historical data from similar units under our rental management program, competitive rate analysis of Steamboat's ski-in/ski-out rental market, and Steamboat's investments in the ski area further positioning itself as the premier family ski resort in North America.

**2302 - 23/24 Winter Season Projections:** The 23/24 winter 'High Goal' is based on 85 nights rented with minimal discounting, early rental release, and optimal reservation placement. The 'Conservative' estimate is based on 75 nights rented with a higher-than-average rate of partner-led reservations if early and late winter demand is low. These projections are calculated without consideration of owner use.

**2301 - 23/24 Winter Season Projections:** The 23/24 winter 'High Goal' is based on 80 nights rented with minimal discounting, early rental release, and optimal reservation placement. The 'Conservative' estimate is based on 70 nights rented with a higher-than-average rate of partner-led reservations if early and late winter demand is low. These projections are calculated without consideration of owner use.

**Non-Ski Season Disclaimer:** Only winter bookings are included in the projection figures as the ski season represents the primary revenue-producing timeframe. For owners who rent in the summer, rentals will add significant revenue with a strong potential for growth. Elevated Properties is actively marketing Edgemont for summer business, and it will continue to be a key part of our future operations. Keep a look out for Elevated sponsorships at events like the Steamboat Food & Wine Festival!

2301	Conservative	High Goal
Adj. Gross Overview	\$208,750	\$254,900
Nights Rented	70	80
<b>Average Daily Rate</b>	<b>\$2,982</b>	<b>\$3,186</b>

2302	Conservative	High Goal
Adj. Gross Overview	\$108,400	\$128,750
Nights Rented	75	85
<b>Average Daily Rate</b>	<b>\$1,445</b>	<b>\$1,515</b>

Combined	Conservative	High Goal
Adj. Gross Overview	\$317,150	\$383,650
Nights Rented	145	165

**\*Please note, all figures shown are listed as 'Adjusted Gross Revenue (AGR)' - revenue calculated after any applicable commissions and fees have been removed but before Elevated Properties' 35% management fee. The owners portion is 65% of the property's AGR**



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# TheGroup

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the *art* of your business

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