

Date: 05-Aug-20

To: Maureen

From: Kevin

Subject: Woodrun Place Two Bedroom Comparisons

The results on pages 2 to 4 are actuals for the last three completed fiscal years. They do not include real estate taxes, personal property insurance, Association assessments, or any other costs paid off book by owners.

The utilities noted are those the owners request us to pay on their behalf. Some owners do not have us pay all of their utilities. The miscellaneous column includes anything we bought on behalf of an owner, like lift tickets or folio balances, or even furniture. We define the balance remaining on the owner statement as adjusted gross income.

Our unit rating categories, low to high, are Standard, Preferred, and Exceptional. Usually, properties with higher ratings achieve higher dollar and ratio returns. The more an owner uses a property, the less revenue can be generated. The other drag on owner return is also related to high owner use. When owners stay with us, they tend to run up housekeeping and maintenance charges for services, such as auto detailing, that end up on their statements as miscellaneous costs.

Woodrun Place Two Bedroom

Fiscal Year, 12/2018 thru 11/2019

Standard Category

Gross Revenue	Booking Fees	Occupancy Commission	Mgmt Fees	Repairs	Utilities	Misc.	Owner Adj. Gross Income
29,232.16	4,344.84	10,701.55	0.00	54.75	176.65	-1,176.07	15,130.44
Averages							
29,232.16	4,344.84	10,701.55	0.00	54.75	176.65	-1,176.07	15,130.44

Statistics

Rental Nights	Owner Nights	Total Occupied Nights	Average Nightly Rate	% Owner Adj. Gross Income
51	0	51	573.18	51.76%
Average	51	0	573.18	51.76%

Preferred Category

Gross Revenue	Booking Fees	Occupancy Commission	Mgmt Fees	Repairs	Utilities	Misc.	Owner Adj. Gross Income
65,292.95	9,705.46	23,902.61	0.00	853.03	0.00	-634.70	31,466.55
63,627.08	9,455.79	23,293.67	0.00	679.84	599.10	75.08	29,523.60
45,235.22	6,722.65	16,560.40	0.00	600.48	0.00	-604.16	21,955.85
61,831.86	9,171.09	22,590.51	0.00	732.50	0.00	-2,081.80	31,419.36
69,284.12	10,271.40	25,302.57	0.00	1,626.02	545.30	246.61	31,292.22
30,327.43	4,487.15	11,053.02	0.00	293.00	0.00	-21.00	14,515.26
Averages							
55,933.08	8,302.26	20,450.46	0.00	797.48	190.73	-503.33	26,695.47

Statistics

Rental Nights	Owner Nights	Total Occupied Nights	Average Nightly Rate	% Owner Adj. Gross Income
109	0	109	599.02	48.19%
110	8	118	578.43	46.40%
73	44	117	619.66	48.54%
92	18	110	672.08	50.81%
123	0	123	563.29	45.17%
46	37	83	659.29	47.86%
Average	92	18	606.87	47.73%

Exceptional Category

Gross Revenue	Booking Fees	Occupancy Commission	Mgmt Fees	Repairs	Utilities	Misc.	Owner Adj. Gross Income
71,572.53	10,635.89	26,202.76	0.00	1,648.47	205.25	600.54	32,279.62
44,136.12	6,558.50	16,158.37	0.00	334.11	0.00	1,720.41	19,364.73
52,302.64	7,744.89	19,078.34	0.00	1,351.03	0.00	152.88	23,975.50
63,957.48	9,505.78	23,414.23	0.00	1,348.08	0.00	498.44	29,190.95
70,291.21	10,447.08	25,732.56	0.00	602.05	670.60	330.04	32,508.88
41,940.45	6,233.81	15,353.86	0.00	288.06	0.00	2,112.81	17,951.91
77,545.71	11,524.77	28,389.01	0.00	219.88	0.00	1,111.59	36,300.46
65,931.16	9,797.19	24,137.61	0.00	485.35	0.00	-101.21	31,612.22
35,073.80	5,211.87	12,840.63	0.00	86.00	799.29	238.66	15,897.35
Averages							
58,083.46	8,628.86	21,256.37	0.00	707.00	186.13	740.46	26,564.62

Statistics

Rental Nights	Owner Nights	Total Occupied Nights	Average Nightly Rate	% Owner Adj. Gross Income
101	21	122	708.64	45.10%
54	37	91	817.34	43.88%
86	16	102	608.17	45.84%
91	31	122	702.83	45.64%
104	0	104	675.88	46.25%
75	83	158	559.21	42.80%
134	19	153	578.70	46.81%
85	7	92	775.66	47.95%
47	119	166	746.25	45.33%
Average	86	37	672.78	45.74%