

Hi Ted,

Please find rental projection flyer for the Village at Breck Chateaux 1025 condo at base of Peak 9.

To come up with this projection, I looked at our 3-bedroom properties, our competitors' properties, and VRBO listings to confirm our pricing and occupancy assumptions. Our analysis resulted in a \$71k/gross rental income over 12 months. Our management fee is 35% at the Village at Breckenridge.

Attached is the projection flyer along with SMR Owner Testimonials and SMR in a Nutshell summary of our services. We'd be grateful if you will include them in your listing packet. Please confirm that you received the attachments.

SMR is different from other management companies:

- We ensure peace of mind to homeowners – we take care of everything, so you don't have to.
- We generate the highest gross rental income possible.
- Our three dedicated marketing team members handle yield management, branding, increased web presence, social media campaigns, 3<sup>rd</sup>-party partnerships, promotions and more.
- We provide personalized attention and service to our homeowners and guests.
- We provide proactive maintenance of your unit, staying on top of all issues immediately and fixing the root cause of every problem.
- Our phones are answered 24/7 by office staff.
- Main Street downtown office for guest check-in/concierge service

Our goal is to help our owner-partners maximize rental revenues with the least amount of wear and tear on their properties. Our marketing and front desk team will fill your condo at right price with right type of renters – then our operations will follow with inspections and maintenance to ensure the condo is always renter ready and perfect.

Please let me know if you have any questions. I'd be happy to talk about vacation rental market and answer any questions your client may have. I can be best reached on my cell at 970-389-6798 anytime. Thank you.

With warm regards,

**Mary Waldman**

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