

RENTAL PROJECTIONS FOR: Silver Strike 704

LOCATION: Empire Pass

GROSS ANNUAL REVENUE: \$126,600 – \$158,250

Situated in the exclusive Empire Pass of Deer Valley, this property offers a luxury experience for guests and owners with beautiful views, elegant mountain décor and amazing amenities. These figures below are based on comparable properties in Resorts West by Natural Retreats current inventory using historical revenue data and current market statistics provided by the Park City Chamber of Commerce.

Projected Gross Income

SEASON	NIGHTS	Total Range	
		Low	High
Holiday Season	10	\$26,616	\$33,270
Sundance	7	\$14,392	\$17,990
President's Week	7	\$14,392	\$17,990
Standard Ski	25	\$36,000	\$45,000
Low Ski	25	\$26,000	\$32,500
Summer	20	\$9,200	\$11,500
Gross Total	94	\$126,600	\$158,250
Owner share 65%		\$82,290	\$102,863

These figures are only estimates and assume no owner usage during this period. Please be aware of the many factors that influence the rental potential of any property. For example, snow conditions, construction, economic climate, travel rates, etc.

RENTAL AGREEMENT SUMMARY

Resorts West by Natural Retreats exclusively manages deluxe, high-end properties in the Park City, Deer Valley and Canyons ski areas. Our guest and owner services have become highly refined over the twenty years that we've been in this market and ensure that we provide personalized, quality service that you and your property deserve.

Our marketing and sales efforts are strategically targeted and have proven highly successful at identifying and addressing the clientele that best meets the demand of our select inventory. Maximizing occupancy levels and revenue for a greater return to our owners is our specialty.

Our guest services include customized vacations that can address each guest's and owners individualized needs. We can arrange vehicle rentals, purchase lift tickets, arrange for a private chef, stock refrigerator prior to arrival, and arrange guided skiing & fishing tours - along with anything else our guests and owners might request.

The Natural Retreats Advantage

- Housekeeping and maintenance staff members have dedicated property assignments, allowing them to know the inventory of the properties they are responsible for and to give them detailed attention (hot tubs, cleaning, etc.).
- We provide a detailed inventory of your property, as well as departure date and weekly security checks.
- Effective communication with our property owners is our priority. We'll keep you updated about the occupancy status and the condition of your property. Our web page, Naturalretreats.com has a private owner entrance that allows you to check current bookings, make owner reservations & access all past rental history.
- We maintain strong relationships with the three Park City area resorts and receive many referrals due to these relationships.
- We have a strong repeat cliental base which is cultivated from our friendly sales team and unique private concierge staff.
- We offer 24-hour concierge service during the ski season for all guests.

Resorts West Will Provide

- Weekly maintenance and security checks.
- All front desk, reservations, guest service and marketing operations.
- Full start to finish private concierge service for both paying guests and property owners.
- All daily housekeeping for regular paying guests.
- Pays credit card fees.

Responsibilities of the Property Owner

- Annual maintenance labor fee – covers Resorts West time for routine maintenance & upkeep of property
- Parts, supplies, capital improvements and subcontracted services
- Pay the cost of linens to prepare unit for rental.

Over the years, Resorts West by Natural Retreats has enjoyed the unique responsibility of managing and representing the finest properties in the Park City area. We look forward to speaking with you about your Park City home and would be happy to answer any questions you may have. Please feel free to contact me at b.wenger@naturalretreats.com or by phone at 435-602-6201.

All the best,

Brent Wenger
Asst. General Manager
Resorts West by Natural Retreats



Park City Rental Pro-Forma 2019 - 2020

Date Completed: 04-Sep-19
Completed By: Michael Thomas 773-443-8280
Property Name: Silver Strike
Address: 8902 Empire Club Unit 704
City / State: Park City, UT
Configuration: 4 Bedroom Penthouse

Rate Type	Rate Dates	Days in Period	Advertised Rate	Floor Rate	Min Stay	Forecasted Occupancy (High)	Forecasted Occupancy (Low)	Forecasted Gross Income (High)	Forecasted Gross Income (Low)
Early Ski	11/21/2019 - 12/18/2019	28	\$ 1,395	\$ 1,116	3	30%	10%	\$ 10,546	\$ 3,515
Holiday Season	12/19/2019 - 12/26/2019	8	\$ 2,495	\$ 1,996	5	70%	50%	\$ 12,575	\$ 8,982
New Year's	12/27/2019 - 01/05/2020	10	\$ 2,695	\$ 2,156	7	90%	70%	\$ 21,830	\$ 16,979
Value Ski	01/06/2020 - 01/20/2020	15	\$ 1,695	\$ 1,356	4	50%	30%	\$ 11,441	\$ 6,865
Sundance 1	01/21/2020 - 01/28/2020	8	\$ 2,195	\$ 1,756	5	60%	40%	\$ 9,482	\$ 6,322
Sundance 2	01/29/2020 - 02/02/2020	5	\$ 1,695	\$ 1,356	4	50%	30%	\$ 3,814	\$ 2,288
Value SKI	02/03/2020 - 02/11/2020	9	\$ 1,695	\$ 1,356	4	50%	30%	\$ 6,865	\$ 4,119
President's Week	02/12/2020 - 02/19/2020	8	\$ 2,295	\$ 1,836	5	70%	50%	\$ 11,567	\$ 8,262
Peak Ski	02/20/2020 - 03/29/2020	40	\$ 2,195	\$ 1,756	5	60%	40%	\$ 47,412	\$ 31,608
Late Ski	03/30/2020 - 04/19/2020	21	\$ 1,395	\$ 1,116	3	30%	10%	\$ 7,910	\$ 2,637
Spring	04/20/2020 - 05/31/2020	42	\$ 595	\$ 476	3	5%	1%	\$ 1,125	\$ 225
Summer	06/01/2020 - 09/13/2020	94	\$ 695	\$ 556	4	30%	20%	\$ 17,639	\$ 11,759
July 4th	06/28/2020 - 07/08/2020	11	\$ 695	\$ 556	5	40%	20%	\$ 2,752	\$ 1,376
Fall Value	09/14/2020 - 11/18/2020	66	\$ 595	\$ 476	3	5%	1%	\$ 1,767	\$ 353
Total:		365				32%	19%	\$ 166,724	\$ 105,290

Advertised Rate: The abovementioned rental rates will be the Advertised Rates on Utopian LVH's and affiliate marketing partners' websites. From time to time, Utopian LVH will utilize specials and rate incentives in its marketing efforts. Utopian LVH and Owner's revenue split will be derived from the net rental rate received after any marketing discounts, specials and third party marketing fees.

Forecasted Gross Income: The Forecasted Gross Income that will be paid to Utopian LVH.

Disclaimer: This Pro-Forma is an estimate and has been compiled using historical rental data of similar properties with adjustments made for variations in size, location, amenities, age and furnishings. A variety of factors can influence the forecasted income of a home, including the owner's use, snow conditions, the economy, airline rates, etc. This information is for illustration purposes only and should in no way be considered a guarantee of income. Prices are subject to change without notice. All information is deemed confidential to Utopian LVH and cannot be shared with any third party without the written consent of Utopian LVH.