



# OUTPOST PROJECTIONS

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3780 HOLLY DRIVE  
VACATION RENTAL MANAGEMENT



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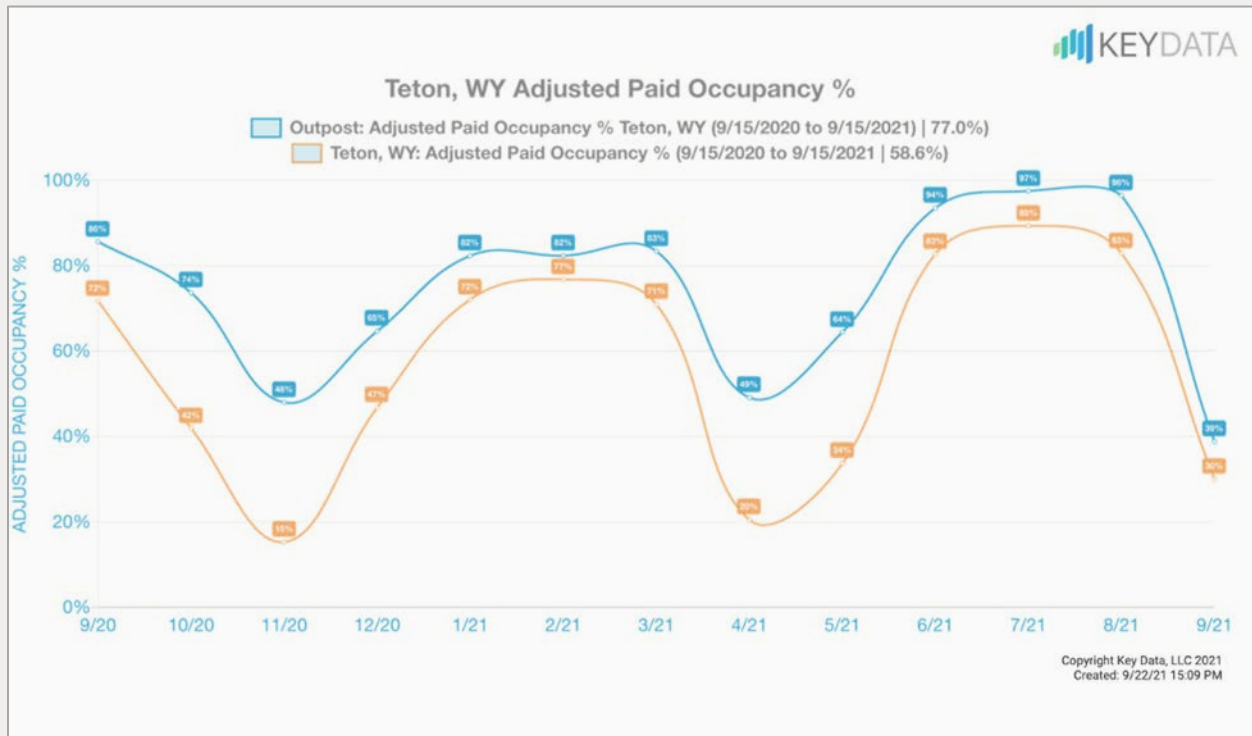
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## AVAILABLE OCCUPANCY

Defined as the ratio between nights booked versus the total nights available for booking, Available Occupancy is a true measure of how well you are able to fill homes. The calculation strips out owner stays and only factors nights available for guests to book.



The data range above was pulled on September 22, 2020 and spans from September 20, 2020 to September 21, 2021.

KeyData Dashboard is an analytics platform that pulls booking information directly from a participant's reservation system. In Jackson Hole, there are five market participants including Outpost.

**According to this data: Outpost (blue line) boasts an average Available Occupancy of 77% versus its competitors' (orange line) average of 58.6%.**



## THE SCIENCE OF DYNAMIC & STRATEGIC PRICING

We maximize revenue by sifting through the analytics on both aggregate and individual levels. Our 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.



## TWO-YEAR PROJECTIONS

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. Consequently, no guarantee is presented or implied as to the accuracy of specific forecasts.

ENTERED VARIABLES	
Net Rent	\$270,000
Management Fee	35.0%
HOA Fee	\$0
Property Taxes	\$16,112
Utilities	\$3,500
Cable	\$2,000
Maintenance	\$1,500
<b>Closing / List Price</b>	<b>\$6,950,000</b>

RESULTS	
Net Rent	\$270,000
Management Fee	\$94,500
HOA Fee	\$0
Property Taxes	\$16,112
Utilities	\$3,500
Cable	\$2,000
Maintenance	\$1,500
<b>Net Income</b>	<b>\$152,388</b>
<b>Net Yield</b>	<b>2.19%</b>

### PRICE VS. YIELD

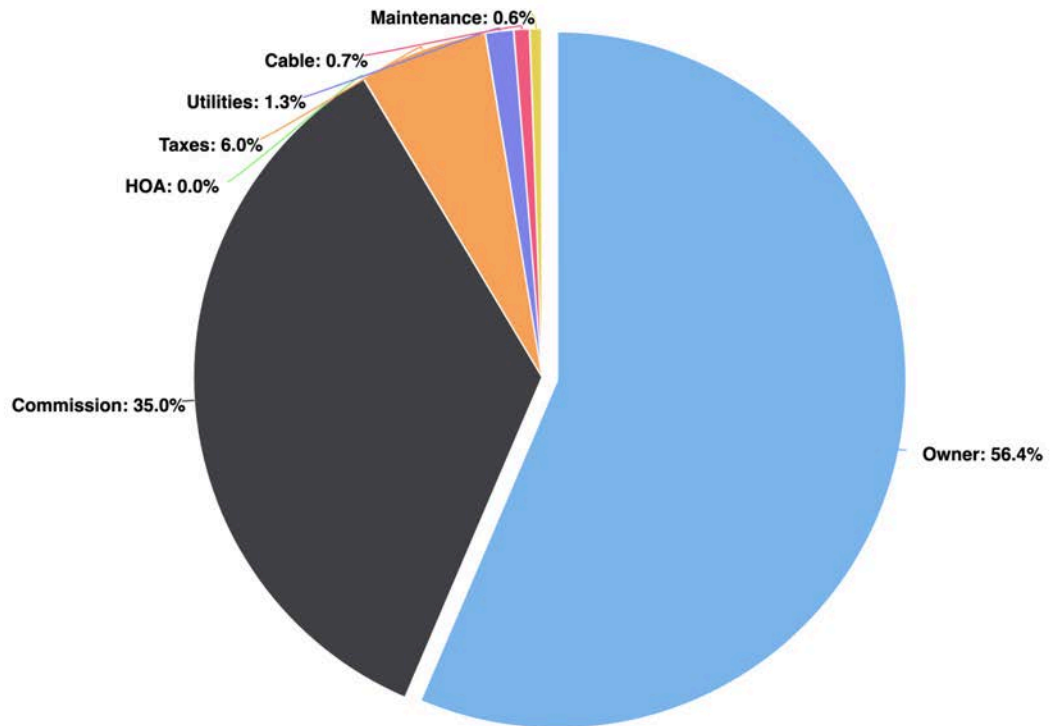
\$7,100,000	2.15%
\$7,050,000	2.16%
\$7,000,000	2.18%
\$6,950,000	2.19%
\$6,900,000	2.21%
\$6,850,000	2.22%
\$6,800,000	2.24%

### COMMISSION VS. YIELD

44%	1.84%
41%	1.96%
38%	2.07%
35%	2.19%
32%	2.31%
29%	2.42%
26%	2.54%

### NET REV VS. YIELD

\$255,000	2.05%
\$260,000	2.10%
\$265,000	2.14%
\$270,000	2.19%
\$275,000	2.24%
\$280,000	2.28%
\$285,000	2.33%



## ABOUT OUTPOST

We began our journey in September of 2014 and have quickly grown to become Jackson Hole's largest vacation rental management company. It's a testament to the performance, service, care, and responsiveness we deliver our clients. Even through our growth, our homeowners feel as if they are the only one in our portfolio.



**MEKKI JAIDI**  
BROKER & OWNER



**ANNIE JACKSON**  
MANAGING DIRECTOR



**COREY JENNINGS**  
DIRECTOR OF  
SALES & REVENUE



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**WE'D LOVE TO HEAR FROM YOU**

Our services go beyond what you see on the surface.