



# Outpost Projections

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**HARVEST DANCE 3153**  
VACATION RENTAL MANAGEMENT



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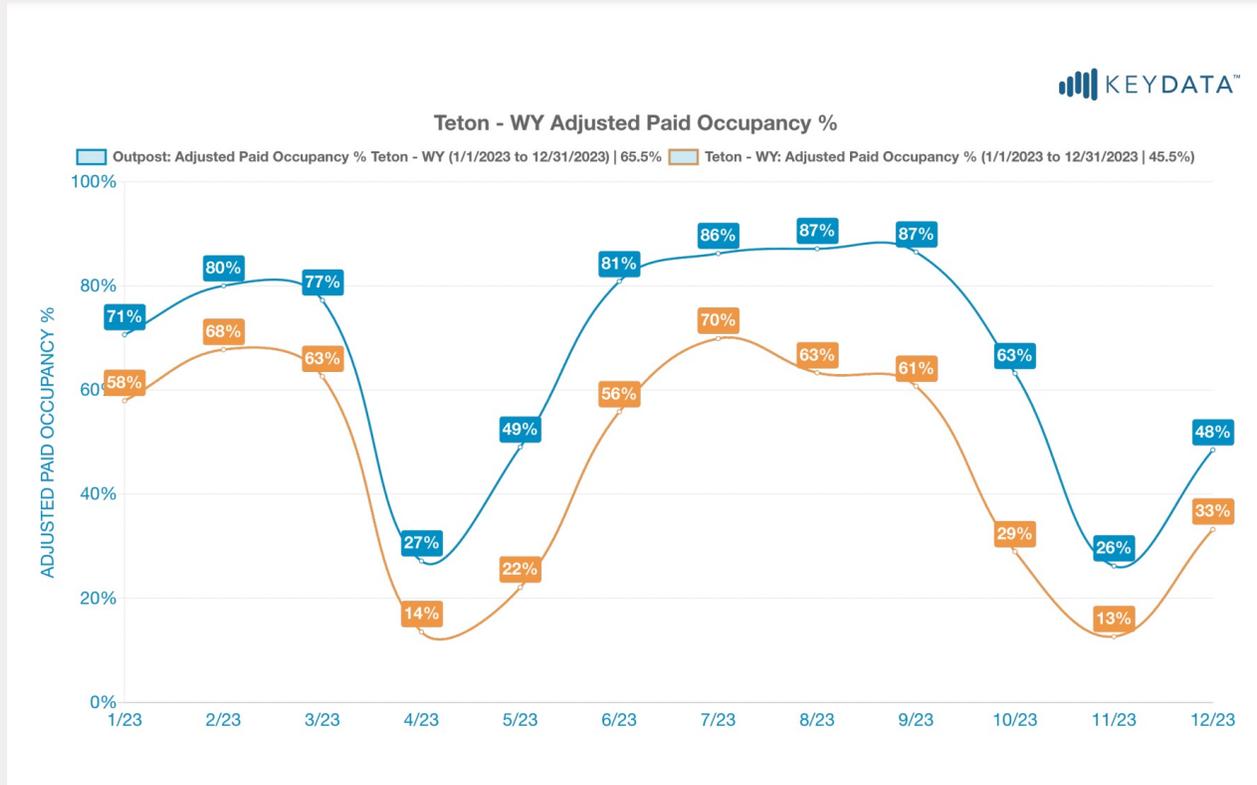
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## AVAILABLE OCCUPANCY

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 January 3, 2024 and spans from January 1, 2023 to December 31, 2023.

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 65.5% versus its competitors' (orange line) average of 45.5%.**



## 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.



# YEAR-TWO 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

Gross Rent	\$120,000
Management Fee	35%
HOA Fee	\$28,397
Property Taxes	\$14,192
Utilities	\$1,500
Cable	\$1,500
Maintenance	\$500
<b>Closing / List Price</b>	<b>\$1,795,000</b>

### RESULTS

Gross Rent	\$120,000
Management Fee	\$42,000
HOA Fee	\$28,397
Property Taxes	\$14,192
Utilities	\$1,500
Cable	\$1,500
Maintenance	\$500
<b>Net Income</b>	<b>\$31,911</b>
<b>Net Yield</b>	<b>1.78%</b>

### PRICE VS. YIELD

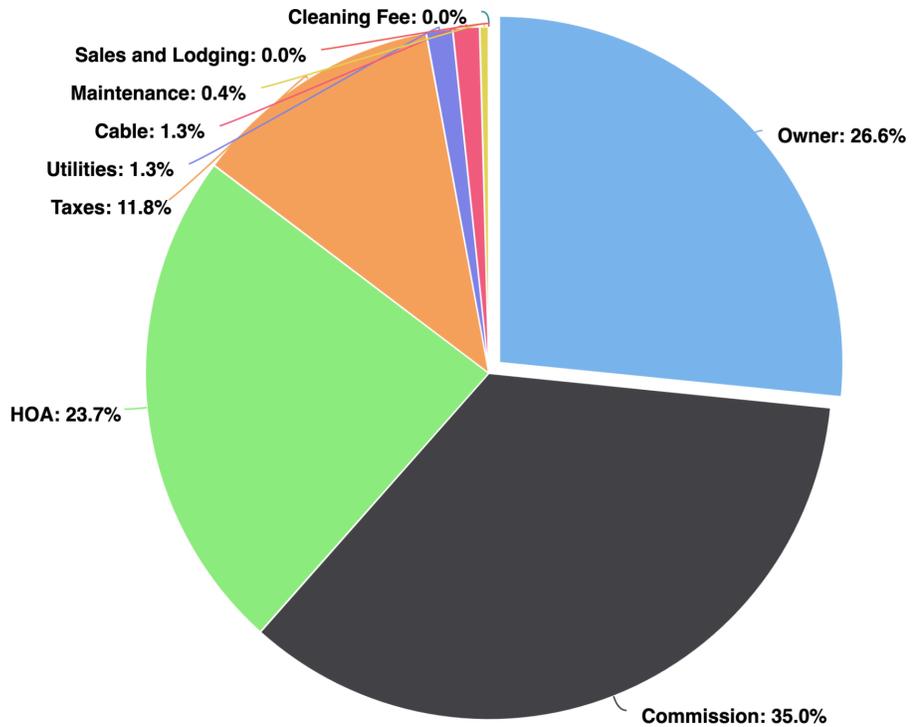
\$1,945,000	1.64%
\$1,895,000	1.68%
\$1,845,000	1.73%
<b>\$1,795,000</b>	<b>1.78%</b>
\$1,745,000	1.83%
\$1,695,000	1.88%
\$1,645,000	1.94%

### COMMISSION VS. YIELD

44%	1.18%
41%	1.38%
38%	1.58%
<b>35%</b>	<b>1.78%</b>
32%	1.98%
29%	2.18%
26%	2.38%

### GROSS REV VS. YIELD

\$105,000	1.24%
\$110,000	1.42%
\$115,000	1.60%
<b>\$120,000</b>	<b>1.78%</b>
\$125,000	1.96%
\$130,000	2.14%
\$135,000	2.32%



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

Our services go beyond what you see on the surface.