



Rental Projections Pro Forma Summary

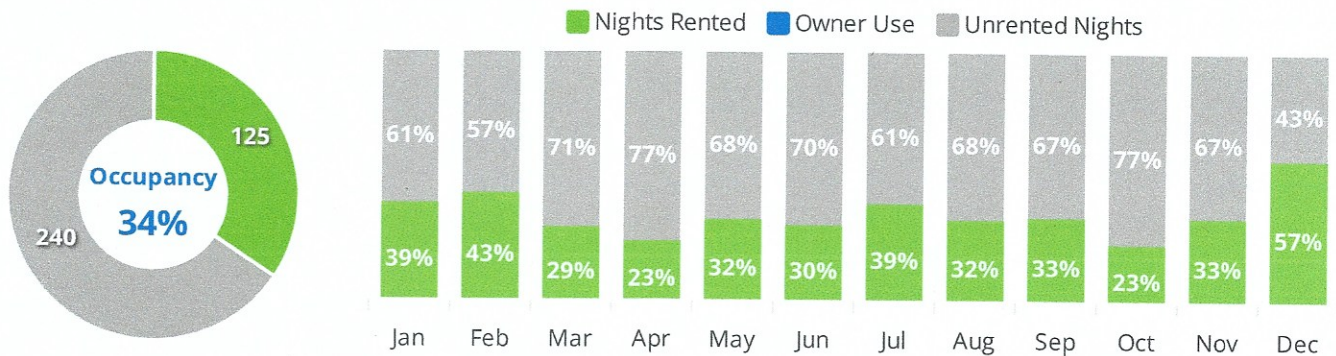
1137 Clubview Big Bear Lake CA 92315

Total Projected Gross Revenue: \$30,826 (From \$25,000 to \$37,000 based on market conditions and pricing)

Total Projected NET proceeds: \$22,503 (From \$18,000 to \$27,000 based on market conditions, pricing, and net of 27% commission)

Total Projected Nights Rented: 125 | **Total Days Owner Enjoyment: 0** | **Occupancy: 34%** | **Average Nightly Rate: \$247**

Total Projected Gross Revenue: \$30,826



Average Nightly Rate: \$247



Rental Projections Prepared By

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Sensitivity Analysis

		Nights Rented				
		80%	90%	100%	110%	120%
Average Nightly Rate	80%	\$19,728	\$22,194	\$24,661	\$27,127	\$29,593
	90%	\$22,194	\$24,969	\$27,743	\$30,517	\$33,292
	100%	\$24,661	\$27,743	\$30,826	\$33,908	\$36,991
	110%	\$27,127	\$30,517	\$33,908	\$37,299	\$40,690
	120%	\$29,593	\$33,292	\$36,991	\$40,690	\$44,389





Rental Projections Pro Forma Details

1137 Clubview Big Bear Lake CA 92315

Bedrooms **2** Bathrooms **1** Square Footage **900**
 Property Value / Listed Price **n/a**
 Key Attributes **n/a**
 Property Link **n/a**

Month	Season	Number of Days	Owner Use	Available Nights	Nights Rented	Unrented Nights	Target Rates	Acceptable Discount	Lowest Target Rate	Occupancy %	Gross Revenue
January	Winter Midweek	22	0	22	3	19	\$193	15%	\$164	14%	\$491
January	Winter Weekend	6	0	6	6	0	\$271	10%	\$244	100%	\$1,465
January	MLK Holiday	3	0	3	3	0	\$481	5%	\$457	100%	\$1,372
February	Winter Midweek	19	0	19	3	16	\$193	15%	\$164	16%	\$491
February	Winter Weekend	6	0	6	6	0	\$271	10%	\$244	100%	\$1,465
February	President's Day	3	0	3	3	0	\$569	5%	\$540	100%	\$1,621
March	Spring Midweek	23	0	23	4	19	\$175	15%	\$149	17%	\$595
March	Spring Weekend	8	0	8	5	3	\$210	10%	\$189	63%	\$945
April	Spring Midweek	22	0	22	3	19	\$150	10%	\$135	14%	\$405
April	Spring Weekend	8	0	8	4	4	\$210	15%	\$179	50%	\$714
May	Memorial Day	3	0	3	2	1	\$250	5%	\$238	67%	\$475
May	Spring Midweek	22	0	22	3	19	\$150	15%	\$128	14%	\$383
May	Spring Weekend	6	0	6	5	1	\$210	10%	\$189	83%	\$945
June	Spring Midweek	22	0	22	3	19	\$175	15%	\$149	14%	\$446
June	Spring Weekend	8	0	8	6	2	\$210	10%	\$189	75%	\$1,134
July	4th Of July Holiday	4	0	4	4	0	\$473	5%	\$449	100%	\$1,796
July	Summer Midweek	21	0	21	3	18	\$175	15%	\$149	14%	\$446
July	Summer Weekend	6	0	6	5	1	\$263	10%	\$236	83%	\$1,181
August	Summer Midweek	23	0	23	4	19	\$175	15%	\$149	17%	\$595
August	Summer Weekend	8	0	8	6	2	\$263	10%	\$236	75%	\$1,418
September	Labor Day Holiday	3	0	3	3	0	\$315	5%	\$299	100%	\$898
September	Fall Midweek	24	0	24	3	21	\$175	15%	\$149	13%	\$446
September	Fall Weekend	6	0	6	5	1	\$210	10%	\$189	83%	\$945
October	Fall Midweek	23	0	23	3	20	\$175	15%	\$149	13%	\$446
October	Fall Weekend	8	0	8	4	4	\$210	10%	\$189	50%	\$756
November	Thanksgiving Holiday	4	0	4	3	1	\$438	5%	\$416	75%	\$1,247
November	Fall Midweek	20	0	20	3	17	\$175	15%	\$149	15%	\$446
November	Fall Weekend	6	0	6	4	2	\$210	10%	\$189	67%	\$756
December	Winter Midweek	11	0	11	2	9	\$193	15%	\$164	18%	\$327
December	Winter Weekend	4	0	4	3	1	\$271	10%	\$244	75%	\$732
December	Pre Christmas Holiday	5	0	5	3	2	\$394	5%	\$374	60%	\$1,122
December	Christmas Holiday	4	0	4	4	0	\$525	5%	\$499	100%	\$1,995
December	New Years Holiday	4	0	4	4	0	\$613	5%	\$582	100%	\$2,328
Totals		365	0	365	125	240			\$247	34%	\$30,826



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Denise Randle

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