

St Petersburg, FL

Investment opportunity

Facts:

- Income
 - See next slide
- Expenses
 - **Total cost \$25,000**
 - **Avg NET profit/month \$1,800**
- 3yr lease Date TBD – Date TBD 2023.
- All utility accounts will remain with Y|S. Account information will transition to investor
- **Co-hosting 15% of each booking for admin purposes (maintaining the lease, property maintenance, co-hosting + calendar management as needed etc.** (This will come directly from AirBnB).
- Operations / Partnership agreement will reflect terms of agreement.
- Separate legal entity will be established for the separation of taxes in the year 2020
- Create investor On-ramp program specific to property.

-----Notes-----

- **\$177 / nightly rate. Investment property has \$20,000 in gross income booked towards 2020**
- **Listed on Airbnb, HomeAway, Furnished Finder and Snowbird.com**

This is very popular due to unique features such as above ground pool, hot tub and the ability to sleep 10 people. The home sits minutes to Gulfport which is a very popular destination for travelers.



St Pete 2019 NET profit spreadsheet

St Petersburg, FL Airbnb / HomeAway Investment				
Financial calculations - Projections				Notes
Property: 4534 24th Ave S. ST Petersburg, FL 33711				
3bd Rm 2ba Floor Plan				
1st month rent			\$2,000	
Security deposit* (refundable)				
Furnishings			\$1,000	BBQ Grill, Chairs, Rugs
Automation Technology			\$250	Start-up cost
Photos/Video			\$400	Start-up cost
Guest automation - Your Porter			\$50	Included
Misc (restock)			\$650	Bedding
Admin fee to Y S			\$25,000	
Est TOTAL Cost to start-up			\$25,000.00	
TOTAL investment			\$25,000.00	3yr investment
2019 Income and expenses				
Average Daily Rental rate			\$177.00	
% occupancy			84%	
av. days per month			26	
Gross av monthly income			\$4,602.00	
Gross avg yearly income			\$55,224.00	
Expenses				
Rent			\$2,000.00	
Landscaping			\$30.00	
Laundry		N/A	\$0.00	
Internet			\$60.00	
Gas/Electric			\$300.00	
Cleaning Svc		Included in guest fee	\$120.00	
Misc (supplies)		Restock	\$30.00	
Pool svc			\$150.00	
Water/Trash		N/A	\$200.00	
Monthly expenses			\$2,770.00	
Net monthly income			\$1,832.00	
Net yearly income			\$21,984.00	
PROFIT PROJECTIONS			\$21,984.00	

NOTES

Rental strategy for St Pete
 OCT-FEB - Snowbird.com rental at 3K
 OCT-MAR | MAR-SEPT Peak season \$175/night
 HomeAway prices will list slightly higher since it has a higher usage rate in the area vs Airbnb.
 The home is listed on HomeAway, Furnished Finder and Snowbird sites.

Estimated totals based on aggregated data from AirDNA over a 12 month period

2019 Average nightly rates

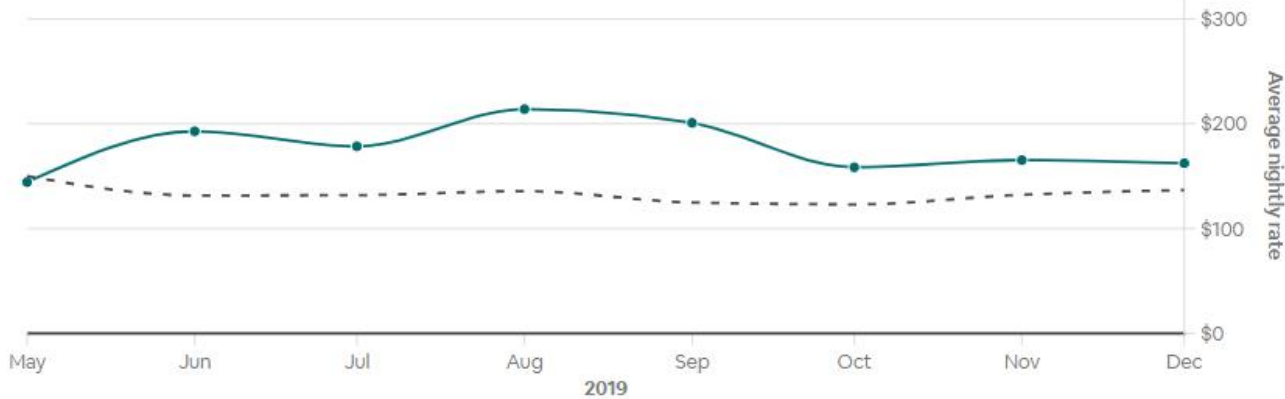
1 listings 5/1/2019 → 12/31/2019 [Monthly report](#)

Occupancy rate **Average nightly rate**

Average nightly rate [?]

\$177 **\$133**


● Average nightly rate - - - Market median



Nothing to do now, but check back again for more tips.

[Give feedback](#)

Average nightly rate by listing

Listing	Average nightly rate [?]	Market median [?]	Top 25% [?]	Bottom 25% [?]
 ART of Gulfport Quaint+Charming space w/Pool ♥	\$181	+35% \$133	+0.9% \$179	+86% \$97

2019 Occupancy rates

Occupancy rate

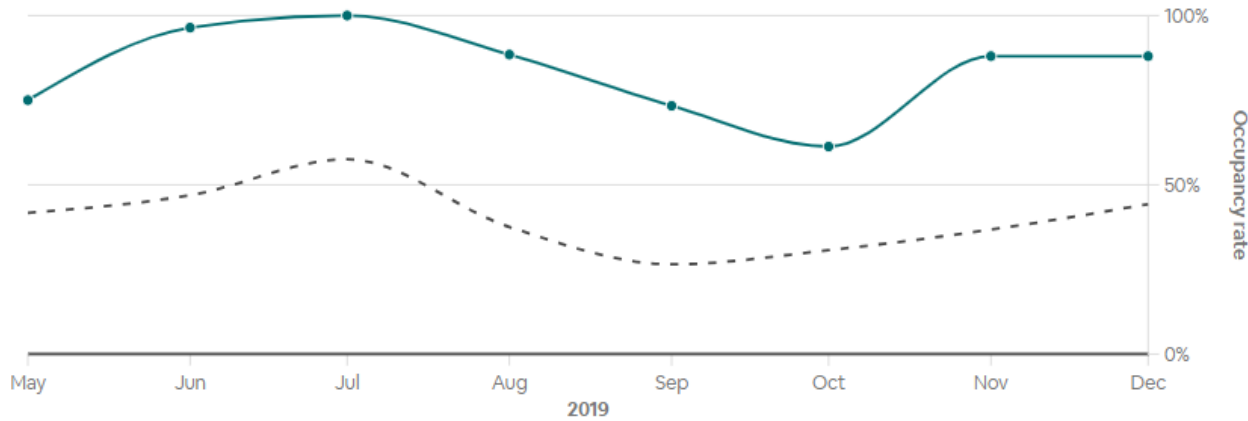
Average nightly rate

Average occupancy rate [?]

84%

40%


● Occupancy rate - - - Market average



Nothing to do now, but check back again for more tips.

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Occupancy rate by listing

Listing	Occupancy rate [?]	Market average [?]	Previous year [?]	Nights booked [?]
 ♥ART of Gulfport Quaint+Charming space w/Pool ♥	84%	40%	—	174

St Petersburg, FL 2019 Gross Income

Transaction History

[View Earnings Summary](#)

Completed Payouts **Upcoming Payouts** Gross Earnings

All Payout Methods ART of Gulfport | Quint+Charming space

From: May 2019 To: December 2019

Paid Out: \$25,179.34 **\$28,630.00** [Download CSV](#)

Notes:
2019 HomeAway
income
\$3,425.00

St Petersburg, FL 2020 Booked Income

Transaction History

[View Earnings Summary](#)

Completed Payouts **Upcoming Payouts** Gross Earnings

ART of Gulfport | Quint+Charming space w/Pool

Pending Payouts: \$14,457.63 **\$20,257.63** [Download CSV](#)

Notes:
2020 Long term
stay (Jan-28 Feb)
3K / month via
American
Snowbird