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HISTORICAL PERFORMANCE

<u>RIDGEPOINT</u>		<u>Gross Revenue</u>		<u>Average Nightly</u>	<u>Rental Nights</u>	<u>Owner Nights</u>	
				<u>Rate</u>			
3 BEDROOM PLUS LOFT	2017 High	\$	37,303	\$	511	73	9
	2017 Average	\$	23,000	\$	461	50	49
3 BEDROOM PLUS LOFT	2016 High	\$	45,807	\$	482	95	40
	2016 Average	\$	29,000	\$	403	72	58
3 BEDROOM PLUS LOFT	2015 High	\$	49,662	\$	404	123	24
	2015 Average	\$	28,000	\$	400	70	63

NOTES:

Generally the homes that have 3 full baths and a remodeled loft that "feels" like a 4th bedroom gross the most revenue and are most requested. The Ridgepoint Townhomes are in the middle of a \$3 Million capital improvement project which includes all new front entryways, upgrades and enhancements to the common areas as well as a new hot tub and pool, common area improvements which began in the summer of 2017 so the homes were not rented for the summer of 2017 and summer of 2018.

This report represents historical gross rental revenue figures for homes managed by Beaver Creek Mountain Lodging by East West (BCML). Gross rental revenues may vary due to a number of factors such as: Owner Usage, Décor of home, Lodging Quality Assurance Rating (higher rated homes demand a higher rate and are typically rented before lower rated homes), Renter Bedding Requests, Return Guest Specific Unit Requests, Seasonal Rates, Snow Conditions, Property Location, View, Demand, Promotions/Specials and Tour Operator Net Rates.

Owner usage can greatly affect rental revenue especially during High Seasons such as Holiday/New Year's, Martin Luther King Weekend, President's Week and March Spring Breaks when demand tends to be the highest and stays tend to be longer.

Please be aware that BCML cannot guarantee how future rental revenues will compare with past performance.

**For more information, please contact Holly Nielsen, Director of Rental Operations
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No financial decisions should be made on the basis of these figures.

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