

VACATION COMPANY

Hilton Head Luxury Homes & Villa Rentals

2019 OWNER RENTAL RATES AND CHARGES

Property: 22 Bradley Circle, Burke's Beach Oceanview Luxury Home

Weekly Rental Rates

Leisure	<u>\$5,998</u>	Early Spring	<u>\$7,498</u>	Spring	<u>\$10,497</u>
10/13/18 - 03/01/19		03/02/19 - 03/15/19		03/16/19 - 04/26/19	
		04/27/19 - 05/03/19		05/18/19 - 05/24/19	
Heritage	<u>\$10,497</u>		Late Spring/Early Fall	<u>\$9,747</u>	
04/20/19 - 04/27/19			05/04/19 - 05/17/19		
			08/30/19 - 10/11/19		
Summer	<u>\$12,746</u>	Premium	<u>\$14,995</u>	July	<u>\$15,495</u>
05/25/19 - 06/07/19		06/08/19 - 06/28/19		06/29/19 - 08/02/19	
		08/03/19 - 08/09/19			
Late Summer	<u>\$12,746</u>		Very Late Summer	<u>\$11,246</u>	
08/10/19 - 08/16/19			08/17/19 - 08/30/19		
		Holiday	<u>\$8,247</u>		
		Thanksgiving/Christmas/New Year's			
Total Weeks Rented		27	Gross Revenue	\$292,653.25	
			Commission	\$29,265.33	10%
			Cleaning Est	\$18,225	27
			NET TO OWNER	\$245,162.93	

Expenses

Departure Clean: Our company reservation system automatically charges a departure clean with each rental (including owner and friend of owner use) at the time the reservation is made. If owners do their own cleaning, there will be a 'tidy up' clean unless the next guests are owners or friends of owners. A departure clean is not charged when a seasonal clean is performed \$ 675

Seasonal Clean: The Vacation Company requires two seasonal cleans, as needed, for each property between the months of September and March. Exterior window washing, carpet cleaning, upholstery cleaning, dry cleaning of bedspreads, laundering of mattress pads and blankets, kitchen inventory replacement, etc. are at an additional cost when necessary. \$ 1250

Car Gate Pass Fee: These are charges from Sea Pines, Shipyard and Palmetto Dunes Security offices for their administrative work to issue gate passes to us for distribution to guests. \$

Tennis Membership: The Vacation Company urges all owners to buy the annual tennis membership which allows 1 hour of free tennis each day for any guest at your home or villa (including owners). This membership is purchased at the Racquet Club closest to your property. \$ N/A Location:

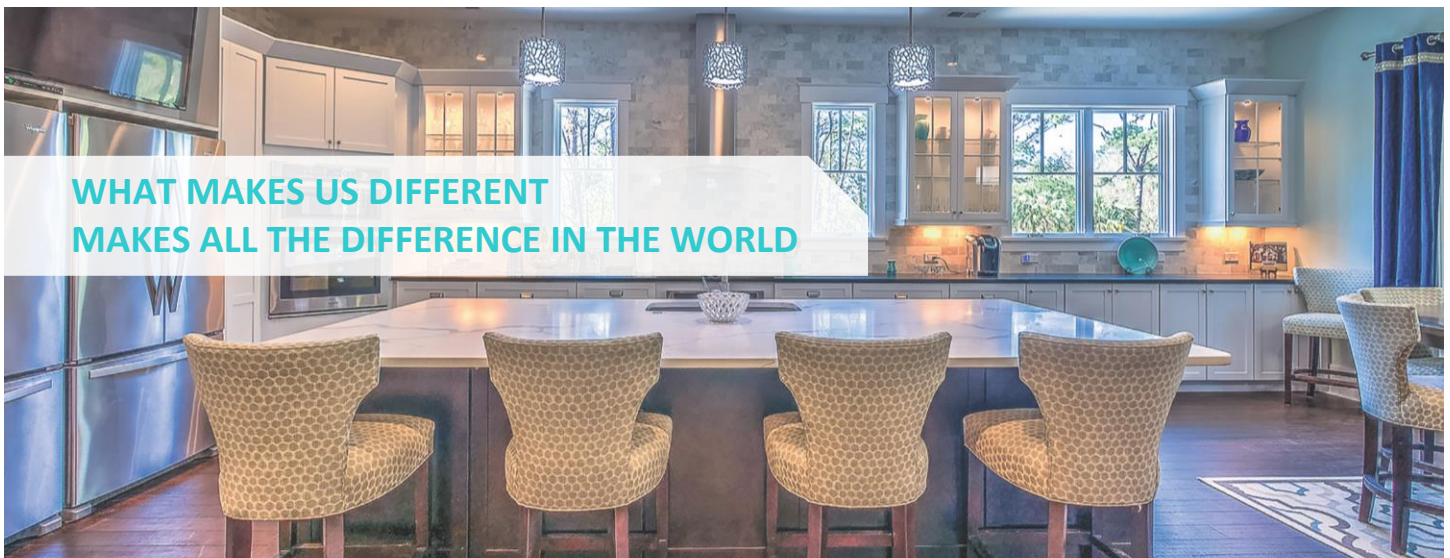
Community Swimming Pool Fee: This fee is for certain villas and homes in Sea Pines and allows guests pool privileges at community pools in the summer season. \$ N/A Location:

Misc. Items Fee: This small fee helps us cover the myriad of small charges at a home or villa throughout the year including any cost under \$25. It saves us accounting effort and prevents you from being billed for A/C filters, shower curtain liners, smoke detector batteries, interior light bulbs, gas grill propane, minor repairs & small kitchen appliance replacement, etc. \$ 999

Annual Yale/Kaba Door lock software maintenance \$ 149 Lock Cost: \$ 349 Bike Rack: \$ 95

Provided by: Dru Brown, Director of Sales & Marketing 843-686-6100

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WHAT MAKES US DIFFERENT MAKES ALL THE DIFFERENCE IN THE WORLD

24/7 LIVE VACATION EXPERTS • UNMATCHED MARKETING EXPOSURE • INDIVIDUAL WEBSITE FOR EACH PROPERTY

 PARTNERED WITH HOMEAWAY AND VRBO • 3 MANAGERS FOR EACH PROPERTY • ZERO MARKETING FEES 



CUSTOMER-FIRST APPROACH Customer care excellence is at the core of our brand values. We dedicate both an internal and external Vacation Expert to each property ensuring both you, the homeowner, and your renters have a point of contact 24/7.

LOCAL PERSPECTIVE We know how to present, market and manage your home because this is our home. Our owners, Beth Henzler and Bob Hawkins, and our team are locals. We know the island; it's nuances, values and unique guest opportunities.

LEISURE TO LUXURY Whether you have a seaside sanctuary or a family-friendly home, we cater to every budget. From upscale to easy-going we're proud to offer rentals that suit a variety of lifestyles in the most ideal locations on the island.

RESORT-STYLE AMENITIES With us you won't miss out on renters who seek top-of-the-line hotel amenities. Along with our unmatched hospitality we offer bikes with each home rental, beach towels and/or the ability for them to watch their favorite shows via a Roku device!

CUSTOMIZED EXPERIENCES It all starts with us gaining a full understanding of not just the renters' wants and needs, but yours—as an owner—as well. With that knowledge, we create an experience tailored specifically to your unique home and the guest expectations.

To become an esteemed member of The Vacation Company family call our Director of Sales & Marketing, Dru Brown, personally at 843.686.6100



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