



Projection Designed Specifically For  
Kilmarlic Cottage  
2 Bedroom Flexstay Cottage

KEES Vacations Outer Banks  
[www.KEESOuterBanks.com](http://www.KEESOuterBanks.com) | 866-316-1843



**Annual Rental Projection**  
 Kilmarlic Cottage  
 2 Bedroom FlexStay Cottage  
 Powells Point | North Carolina

<b>RENTAL INCOME</b>		Year 1	Year 2	Year 3
Gross Average Daily Rental Rate	\$	205.94	\$ 211.09	\$ 216.36
Night Occupied		165	165	165
Number of Rental Stays		49	49	49
Average Length of Stay		3.38	3.37	3.37
<b>Gross Rental Income (GRI)</b>	<b>\$</b>	<b>34,072</b>	<b>\$ 34,829</b>	<b>\$ 35,700</b>
Turnover Cleaning & Linen Fees	\$	5,635	\$ 5,635	\$ 5,635
Net Rental Income	\$	28,437	\$ 29,194	\$ 30,065
<b>EXPENSES</b>				
15% Rental Commission	\$	4,266	\$ 4,379	\$ 4,510
KEEkare Maint Program	\$	389	\$ 401	\$ 413
Payment Processing Fee	\$	511	\$ 526	\$ 542
Annual Deep Cleaning Fee	\$	288	\$ 296	\$ 305
Total	\$	5,453	\$ 5,602	\$ 5,770
<b>GROSS OPERATING INCOME</b>	<b>\$</b>	<b>22,984</b>	<b>\$ 23,592</b>	<b>\$ 24,295</b>

\*Net Rental Income equals Gross Rental Income minus Cleaning Fees. Cleaning Fees are based on \$115 fee per arrival clean. Cleaning fee includes cleaning of unit, linens/towels (owned & supplied by KEES, and guest supplies (paper products, shampoos, soaps, coffees, laundry & dish cleaning supplies).

Data listed above is based on historical performance and/or market analysis with comparable inventory in the KEES program. KEES cannot guarantee occupancy, rental rates, or net income potential shown above. This projection is not to be used for lending purposes. This projection assumes full year availability.

**For information about joining the KEES Program, please contact:**  
 David Weybright, 252-305-2400 or david.weybright@keesvacations.com



# Why Choose KEES?

## Comprehensive Management



**Full-service vacation rental management is a full-time job. Let KEES do the work!**

### Comprehensive Management

We provide full-service management, including plenty of services for which our competitors charge extra. If you're new to renting your home, we can help arrange any other details required to set up your property.

### Innovative Technology

Using our specialized rate algorithm and analysis tools—among the most advanced in the industry—we automatically optimize rates year-round, ensuring your home is truly maximizing potential earnings.

### Superior Marketing

We invest in extensive advertising on multiple platforms for your home, with top-tier listings on sites like VRBO, Homeaway, Flipkey, TripAdvisor, and VacationRentals.com. Our marketing team specializes in digital and traditional marketing strategies to bring guests from all over to the Outer Banks.

### A Strong Local Presence, On Call 24/7

We have the resources of a national company, but our focus is inherently local. Our Local Operations Managers are on call 24 hours per day, seven days per week. If a problem arises, we're here to help.

### Exceptional Housekeeping

Housekeepers are truly the backbone of our company, crucial in creating the best guest experience. KEES hires the area's top housekeeping candidates and retain their loyalty thanks to our year-round commitment and capability to paying a living wage.

## FlexStay™

flek-sta | adjective

1. The ability to start your vacation any day of the week without the restriction of a seven night minimum.
2. Your Vacation, Your Way

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866.316.1843 | [stay@keesvacations.com](mailto:stay@keesvacations.com)



# KEEKare™ Maintenance Program

One of the strongest benefits of being a member of KEES Vacations' property management program is its in-house maintenance department. This program has been designed as a way to ensure that any problems reported by your guests during their stay can be addressed immediately. In most instances the problems are minor, resulting from operator error, and can be corrected by our in-house staff without the need or cost associated with calling an outside vendor. If we cannot resolve the issue and an outside vendor is called, our maintenance department has the necessary information such as make/model number and details of the problem to expedite the repair. KEES adds a \$10 work order processing fee to the outside vendor's invoice, pays the invoice, and then processes through your property account.



## KEEKare™ for your Property includes:

### Key Components

- Trip Charge: If we go to your property to fix, replace, or service anything there is no Trip Charge
- 6 HVAC Filter Changes: Performed in Jan, Apr, Jun, Jul, Aug, Sep, Nov
- Smoke Detector & Remote Control Battery Replacement
- Interior Light Bulb Replacement
- Electronic Door Lock Installation and Maintenance
- One In-Season Traffic Area Carpet Clean
- Off Season Security Checks. During time periods where several weeks pass we will check on your property.

2017 KEEKare™ Program Pricing	
# of Bedrooms	Price
1-2	\$389
3	\$439
4	\$539
5	\$639
6	\$739
7	\$839
8+	Based on Individual House

### Basic Storm Preparation:

- Moving furniture/exterior items inside
- Communication from our team on information as we receive it
- Closing all blinds/curtains
- Open refrigerator doors to prevent mildew
- Reopening of the property after the storm has passed
- Turn off all power to prevent power surges that can damage electronics, appliance, etc

### Vendor Assist:

- Vendor Access Coordination (Homeowner Request)
- Pool & Spa Cleaning Schedule & Payment Processing

### Guest Assists:

- Service Calls for minor repairs (under 1 hour) or deliveries
- Electronics - Assisting guests with the use of your property's electronics
- Wireless Internet Connections - Assisting the guest with wireless connections



\*\*Service calls that would incur a charge would be in the range of repairing hot water heaters, putting in thermostats, pulling toilets etc. In general, any repair that involves an hour or more in labor/travel time associated with purchasing specialty stock items for said repair. The cost is \$50 an hour and is billed in 1/2 hour increments with product/part/equipment costs billed at 110%.

KEEKare™ program costs are deducted from your May rental activity



# KEES Property Expectations & Standards

KEES Vacations strives to assist home owners in being successful within this competitive market. Providing the necessary tools and experts at your fingertips, KEES is prepared to assist and advise on durable, appealing and comfortable home furnishings. Our KEES Property Expectations & Standards serve as a personal guide to success and value. (These expectations and standards reference Schedule C of the Property Management Agreement)

## Main Living Space

Goal: Invite and welcome the guest with warming, inspiring and relaxing furnishings and decor.

- Durability is key
- Allow enough comfortable seating. KEES requires a minimum of 1 sofa plus added seating, totaling a seat for 0.5 of the maximum occupancy of the home.
- Style and colors should complement surrounding decor.
- Crate or cargo furniture is not appropriate.
- Upholstery is to be free of tears, fade and stains.
- Side end tables (1-2) are required in combination with (1) coffee table.
- Lamps (2-3) should be appropriate size and the shades in decent condition free of dirt, dust and smudges.
- Television is to be 42" plus, flat screen and cable ready. Remote control(s) required. \*
- Fireplaces must be gas or electric. Wood burning fireplaces are not appropriate.
- Recommendation: Face the gathering space towards the ocean or large window



## Dining Space

Goal: Allow memories to be made by providing an adequate dining and gathering space



- Dining table and chairs should accommodate the maximum occupancy of the home. Seating may be complemented with bar stools or accent table with chairs.
- Upholstered cushions and chairs must be free of stains, tears and fade. Pretreated upholstery is strongly recommended.
- Chairs and table legs are to be sturdy and durable.
- Limited, tasteful accent pieces are welcomed, if space allows.
- Recommendation: Face the gathering space towards the ocean or large window.



# KEES Property Expectations & Standards

## Kitchen



Goal: Supply the kitchen with adequate, abundant and quality tools to encourage guests to provide a happy healthy meal for their families.

- Cabinets and counter tops should be without fade, chips, stains for burns.
- Storage space should be enough to hold a weeks' worth of grocery items.
- Drawers and cabinets should be secure and operate smoothly.
- Grout between tiles both on the floor and back splash area should be free of cracks, stains and dirt.
- Appliances and cookware must be rust free, in fair to good condition and handles must be tightly secured.
- Houseware items must have an allocation of 1.5 par of the maximum occupancy of the home to comfortably accommodate the guests in house. See **Rental Program Kitchen Item Requirements** chart for more detail.

## Bedrooms

Goal: Create a comfortable, relaxing, supportive place of rest and privacy for guests.

- Comfortable mattresses (Recommended: soft - medium firm), free of any stains, free from sagging and without noticeable spring support are required. Mattresses will be evaluated by a KEES representative annually to ensure standards are met.
- Headboards are required and must be safely secured or fastened to the bed frame or wall.
- One (1) night stand with appropriately sized lamp is required per bedroom.
- One (1) 32"plus flat screen, cable ready television is required in each bedroom. Mounted televisions are preferred.
- Bed Bug mattress and box spring protectors are strongly encouraged for all mattresses. These are available for purchase through KEES.
- Pillows should be of the standard size and replaced annually. Do NOT use king size pillows for linen matching purposes.
- High quality bedspreads for the designated bed size are required. (See KEES Bedding Package info page for encouraged service options supplied by KEES for King and Queen size beds.) Bedding is to be free of stains, tears and fading.
- Twin & Bunk Beds must have good quality bedspreads appropriately matched to the decor of the room. Bedding is to be free of stains, tears and fading.
- Additional blanket for each sleeper sofa or murphy bed is required. Please store this stain, tear and fade free blanket(s) with the address of your home. The tag must be washer/dryer durable.
- Ceiling fans are not appropriate in bunk rooms.





# KEES Property Expectations & Standards

## Bathrooms

Goal: Create a simple clean environment.



- Mirrors must be free from cracks, chips and stains
- Rust free shower curtain rods must be securely fastened to the supporting wall and or tiles.
- Shower curtains should complement the decor, be durable, washable and appropriately hung with the maximum number of rod clips. A plastic liner must be placed on the inside of the shower curtain.
- Toilets must be safely fastened to the floor. Toilets must be free from rocking or swiveling
- Toilet seats must be secured to the toilet bowl, free from cracks and free of worn spots.
- Light fixtures should be rust free, fully operational and complimenting to the space.
- Towel bars and toilet roll holders must be installed securely and appropriately located.
- One (1) waste basket per bathroom is required.
- One (1) plunger per bathroom is required.
- One (1) toilet bowl cleaner is required.

## General Interior

Goal: Less is more, KEES follows this saying as a rule of thumb when it comes to decorating. Please keep decor to a tasteful minimum. Plants, flowers and the overstocking of games or books may be a dust collecting factor. To ensure your home is cleaned and cared for adequately and swiftly, we encourage the decor to be placed in your home thoughtfully.

- Carpeting must remain in good condition free of stains, tears, frays and ripples
- Wallpaper, paint and furnishings must be in excellent - good condition.
- Dinnerware, flatware and glassware must be in excellent condition in number sufficient to service the maximum occupancy in the Property.
- All painted woodwork must be free of chips, scratches or scuff marks.
- All floor surfaces must be free of stains, tears





# KEES Property Expectations & Standards

## General Exterior

Goal: Wow the rental guest during their first impression of your home. Groom and display your home with pride by keeping it simple, clean, inviting and appreciated.

- Screens must be free of tears and damage. Either have all windows screened or none screened. Do not have both.
- Paint must be free from peeling, flaking, discoloration and plant growth. Annual power washing is encouraged.
- Decking and pathways should have all boards and stepping stones secured. Nails and screws must lay within or level with the board. No protruding nails.
- Clothing lines are not recommended
- Hammocks and porch swings should be evaluated annually for securement and safe use.
- Landscaping and lawn maintenance must be performed routinely to ensure the ground are kept groomed
- Grills must be in excellent - good condition, with cover and a full BBQ tool set. Gas grills require two (2) propane tanks prior to first rental. Stainless steel grills are not recommended, as they display rust quickly in the salt air. Grilling on decks is strictly forbidden.
- Decks and outdoor entertainment space must have adequate seating for 0.5 the maximum occupancy of the home. Outdoor furniture must be durable, free of cracks, paint flaking, discoloration and fading, etc. Furniture must be cleaned or replaced annually. Exterior lighting must exist around the pool area and entry ways.
- Outside showers must be in clean working condition. Wood surfaces must be in good condition and paint must look fresh and free of peeling. Locks should be rust free and operational.
- One (1) large exterior rolling trash can per every six (6) guests.

