

FOR PROPERTY OWNERS

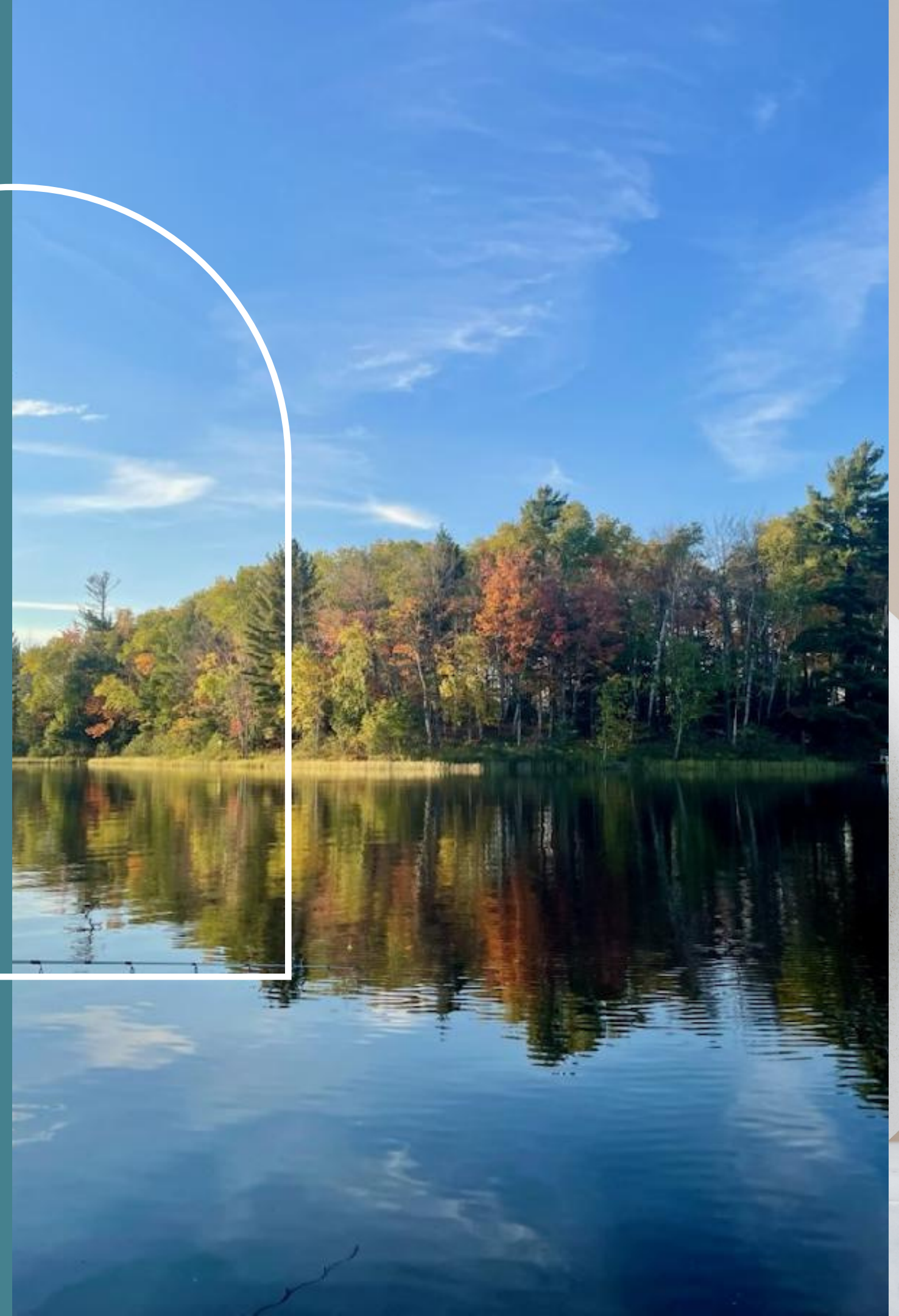
Tahoe Five Star Hosting



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SERVICES & PRICING



FULL SERVICE RENTAL MANAGEMENT

- Listing creation & management
- Expert marketing, exposure & ongoing optimization
- Dynamic pricing & custom revenue management
- 5-star service and 24/7 local team for owners & guests
- Free onboarding, free routine care & maintenance
- All rental operations including guest communications, cleaning, etc.



OUR PRICING

- VERY transparent, competitive pricing
- Includes FREE:
 - onboarding, shopping, and fully preparing your property to welcome guests
 - routine care (battery replacements, lightbulb changes, leaky faucets) and restocking of supplies
 - visits to your property whenever a guest needs anything during thier stay
 - monthly performance reviews
- No markups on supplies, handyman/repair services, etc.

Reach out to Lori for custom pricing:

408-410-9555

or

530-567-2269

or

 lori@tahoefivestarhosting.com

WHAT MAKES US UNIQUE



TOP 7 REASONS TO CHOOSE US

VERY COMPETITIVE PRICING WITHOUT THE HIDDEN FEES

- VERY TRANSPARENT PRICING, NO HIDDEN FEES EVER
- SERVICE INCLUDES LOTS OF FREE SERVICES THAT OTHERS CHARGE A LOT OF MONEY FOR

YOU'LL MAKE MORE MONEY

- WE KNOW HOW TO GET TOP DOLLAR FOR YOUR PROPERTY AND MAXIMIZE OCCUPANCY
- LORI'S UNIQUE APPROACH TO YOUR PRICING STRATEGY IS A PROVEN, COMPREHENSIVE, DATA DRIVEN APPROACH
- GUESTS PREFER TO BOOK FROM INDIVIDUALS VS. COMPANIES AND LORI IS THE ONE WHO IS REPRESENTING YOUR PROPERTY AS OPPOSED TO A COMPANY.

VERY ACCESSIBLE, RESPONSIVE AND FLEXIBLE

- PROPERTY OWNERS AND ALL GUESTS HAVE LORI AS THE PRIMARY POINT OF CONTACT, 24/7, WHO WILL RESPOND WITHIN MINUTES
- LORI IS IN COMMUNICATION WITH GUESTS FROM THE MOMENT THEY BOOK, THROUGHOUT THEIR TRIP AND EVEN AFTER THE TRIP
- NO RESTRICTIONS ON HOW MUCH YOU USE YOUR PROPERTY FOR YOURSELF

EXCEPTIONAL, 24/7 LOCAL TEAM

- 24/7 LOCAL TEAM WHO CAN PROVIDE ANY SERVICE THAT YOU OR THE GUESTS NEED (AND LIVE WITHIN MINUTES OF YOUR PROPERTY)
- EXTENSIVE NETWORK OF ADDITIONAL LOCAL EXPERTS TO CALL ON IF NEEDED

MARKETING EXPERTISE AND INNOVATION

- LORI LEVERAGES HER 20+ YEARS AS A HIGH PERFORMING MARKETER IN SILICON VALLEY TO MARKET YOUR PROPERTY
- LORI ALSO CREATES AND MANAGES YOUR OWN DIRECT BOOKING WEBSITE AND ALWAYS USES THE LATEST TECHNOLOGY TO ENHANCE THE GUEST EXPERIENCE

AMAZING GUEST EXPERIENCES

- LORI IS CONSISTENTLY CALLED 'THE BEST HOST THEY'VE EVER HAD' WHO ALWAYS GIVE 5-STAR REVIEWS DUE TO HER PERSONALIZED TOUCH, COMMUNICATION AND STRIVE TO GO ABOVE AND BEYOND IN ENABLING PEOPLE TO MAKE MEMORIES
- LORI KEEPS IN TOUCH WITH GUESTS WHO FREQUENTLY BOOK REPEAT TRIPS DIRECTLY WITH HER

YOU GET 100% PEACE OF MIND

- PROPERTY OWNERS DON'T REALLY HAVE TO DO ANYTHING IF THEY DON'T WANT TO BUT ARE ENCOURAGED TO BE INVOLVED AS MUCH (OR AS LITTLE) AS THEY WANT
- WE TAKE CARE OF YOUR PROPERTY LIKE IT'S OUR OWN



COMPARISON TO OTHERS

- Reach out to Lori at lori@tahoequiveststarhosting.com for full comparison chart

Price and Feature Comparison Chart

for

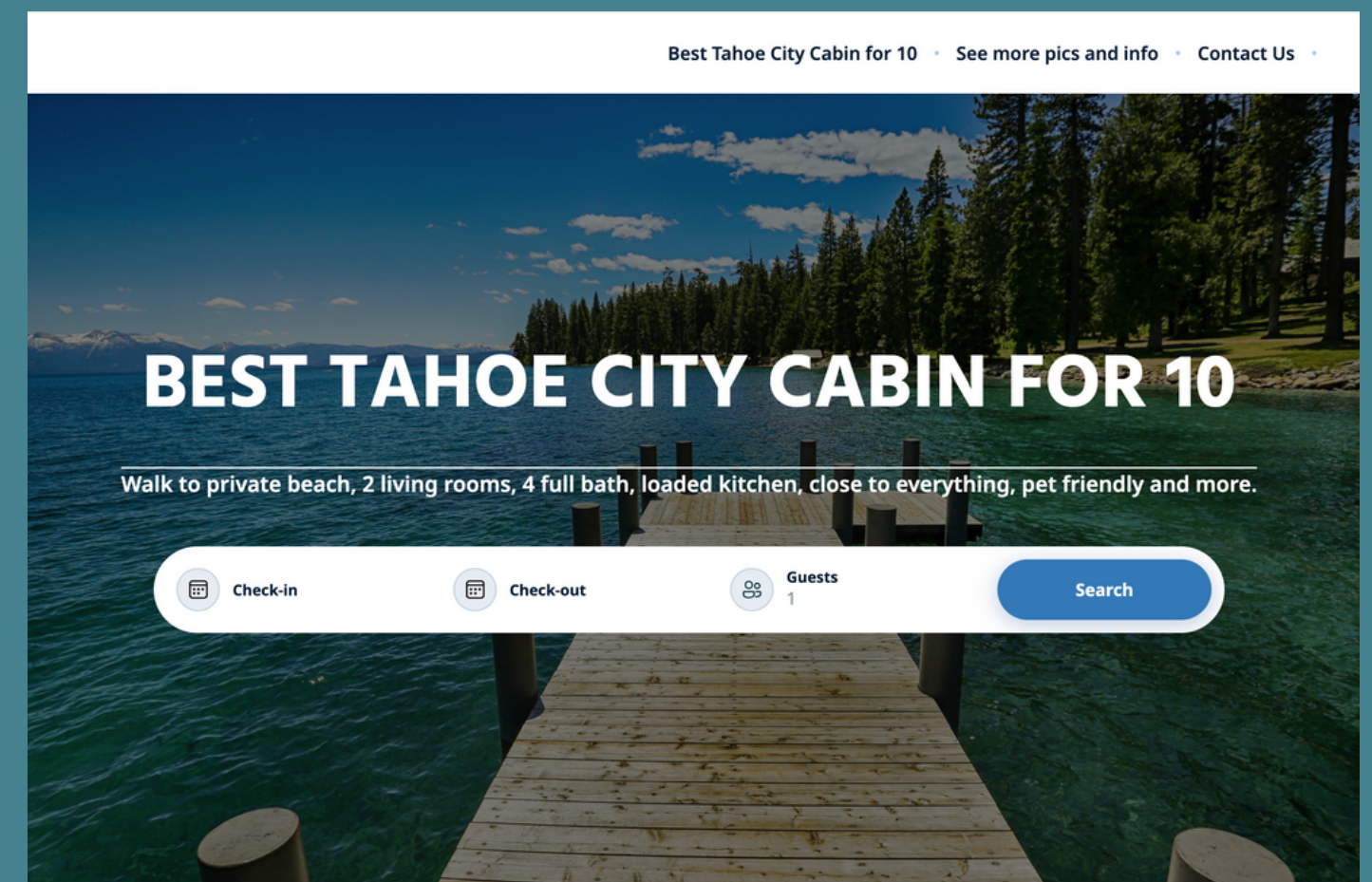
Tahoe Five Star Hosting Management

Note, the prices in the 'Competitors' column are based on information we've gathered from customers of other Property Management companies. They may not represent current pricing for all customers of those companies.

Onboarding Your Property	TFSH Price	Competitors
Custom Property Potential & Competitive Analysis	Free	Free (or Not Offered)
Custom Property Launch Plan for Review	Free	Not Offered
Custom (Seasonal) Pricing Strategy for Review	Free	Not Offered
Custom Shopping List for Required Items to Make Property 'Guest Ready'	Free	Not Offered
Ordering/Receiving Above Items	Free	Not Offered
Placement and Preparation of Property with Above Items	Free	\$175/hour+
Visits to Property to Meet Others (i.e. cable installation, deliveries, etc.)	Free	\$150/hour+

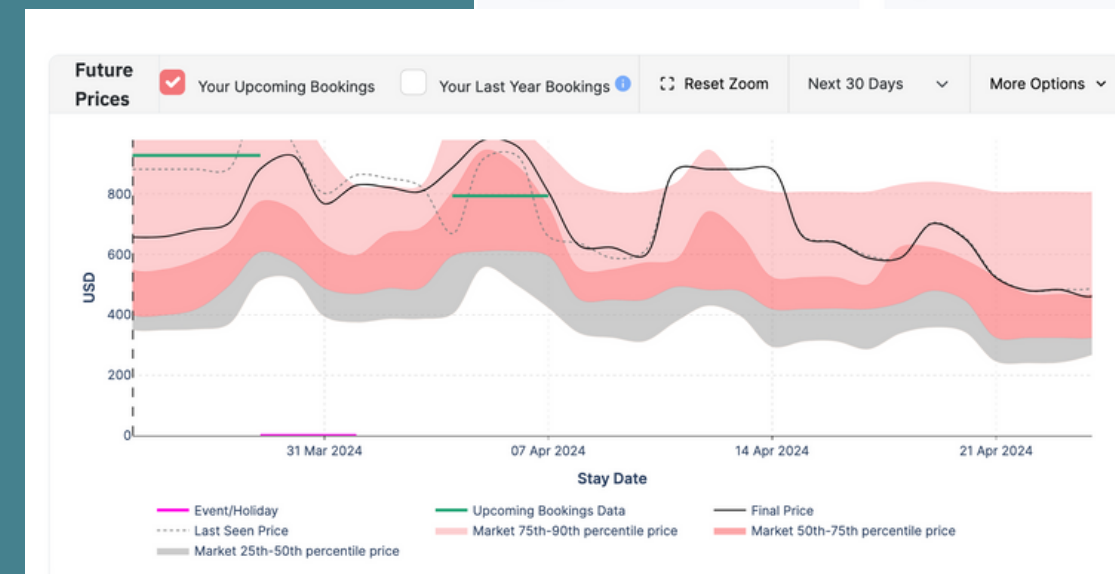
EXPERT MARKETING OF YOUR PROPERTY

- Listed on 15+ websites; distributed on 220+ websites including Google Vacation Rentals (new)
- Includes your own direct booking website on custom URL
- Social media marketing (facebook groups such as EPIC/Northstar)
- Very active marketing to drive repeat guests and spread word of mouth

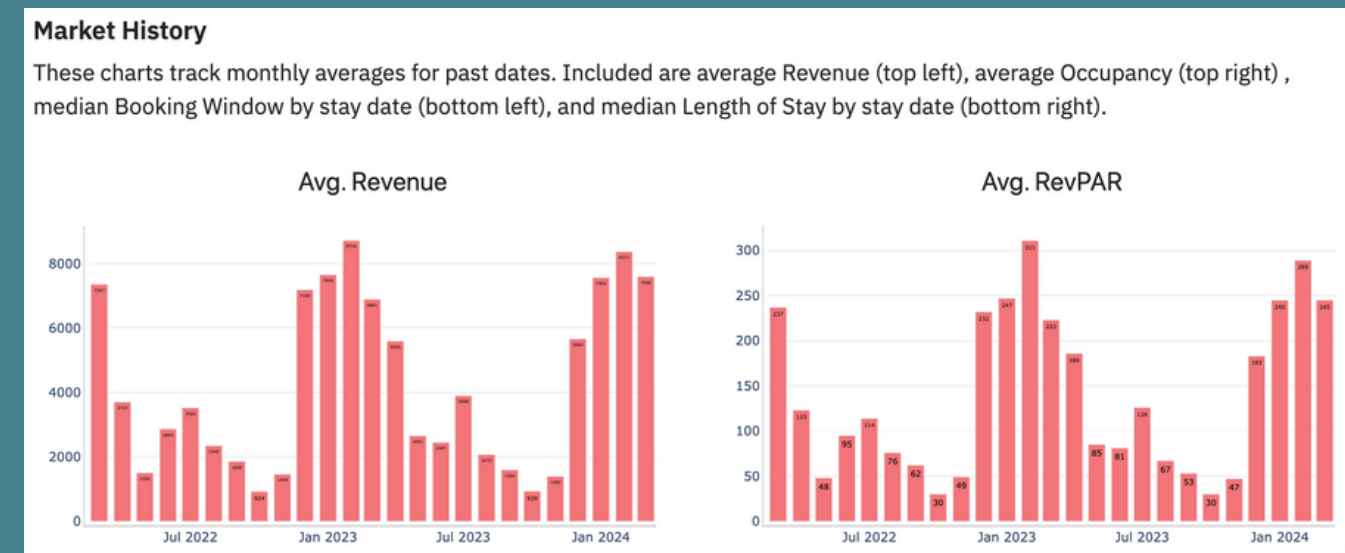


CONSTANT OPTIMIZATION & REVENUE MANAGEMENT

- Lori uses a data driven approach combined with some gutt instinct to determine how to get top dollar for propety - and it's proven she'll get it.
- Each property is constantly optimized using the latest tools and data.
- Property owners can discuss the pricing strategy with Lori at any time and have monthly performance reviews.

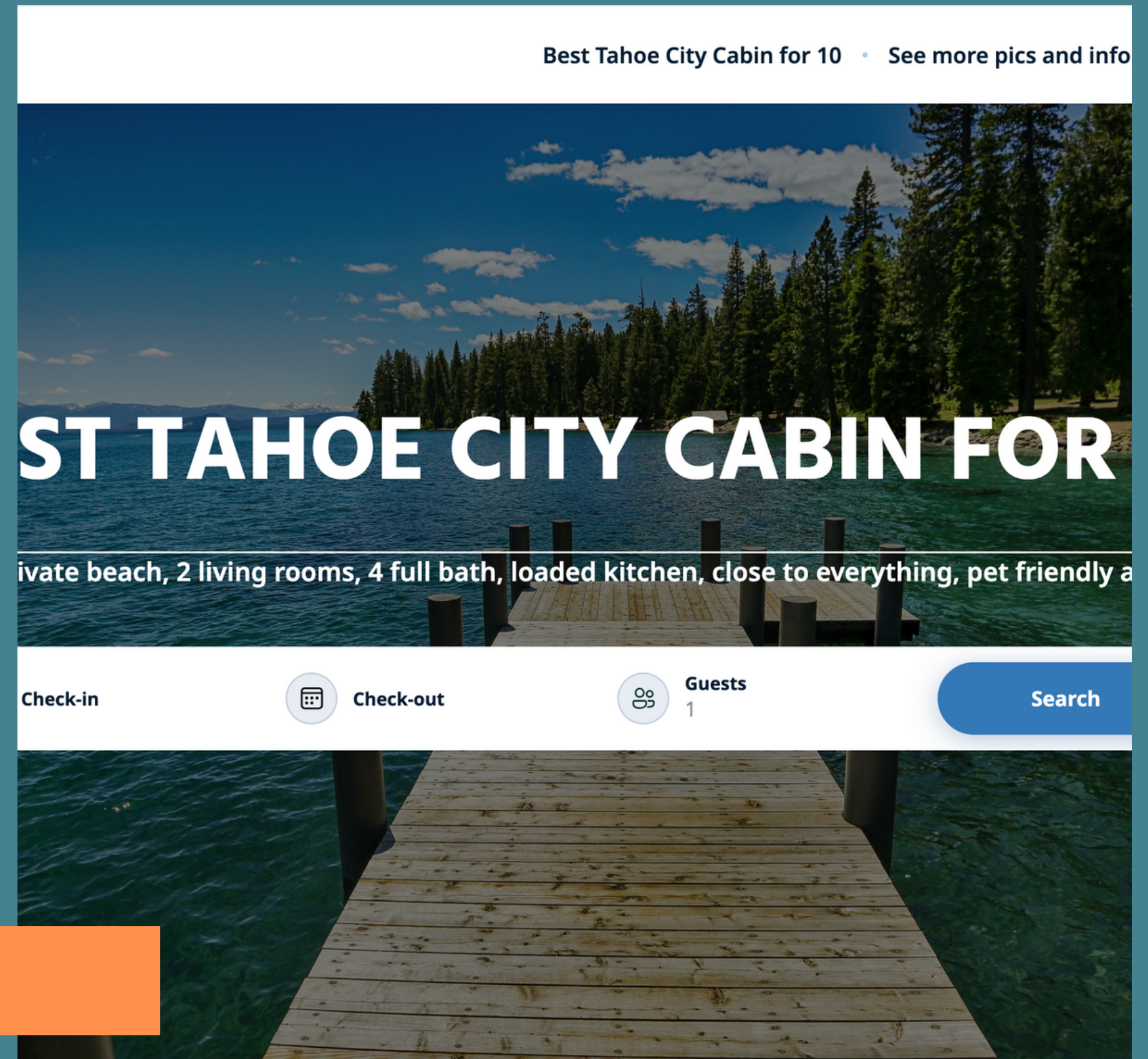


				Target Rates			Minimum	
				Total # Days Per Year	Occupancy	Target Rates (98%ile of Top 20)	Assumed Discount	Potential Rates (after 15% off)
Ski	1	Ski - BIG Holiday (NYE, Prez. Day Weekend/Ski Week)	8	100%	\$1,574	15%	\$1,338	\$1,100
	2	Ski - MED Holiday (Xmas, MLK, Thxgiving, SB: 2nd half of March)	40	70%	\$1,500	15%	\$1,275	\$750
	3	Ski - # of Non-Holiday Weekend Nights (Fri/Sat nights)	28	70%	\$1,190	15%	\$1,012	\$750
	4	Ski - Regular Weekday (Sun - Th nights)	56	70%	\$920	15%	\$782	\$500
	5	Summer - Big Holiday (4th of July)	3	70%				
	6	Summer - Medium Holiday (Labor Day, Memorial Day)	6	70%				



DIRECT BOOKING WEBSITE

- Each property has their own dedicated, direct booking website on a custom URL
- Repeat guests will be driven to book directly here, the most profitable reservations
- Guests can also call Lori to book reservations. Owners can also request Lori to call guests to book



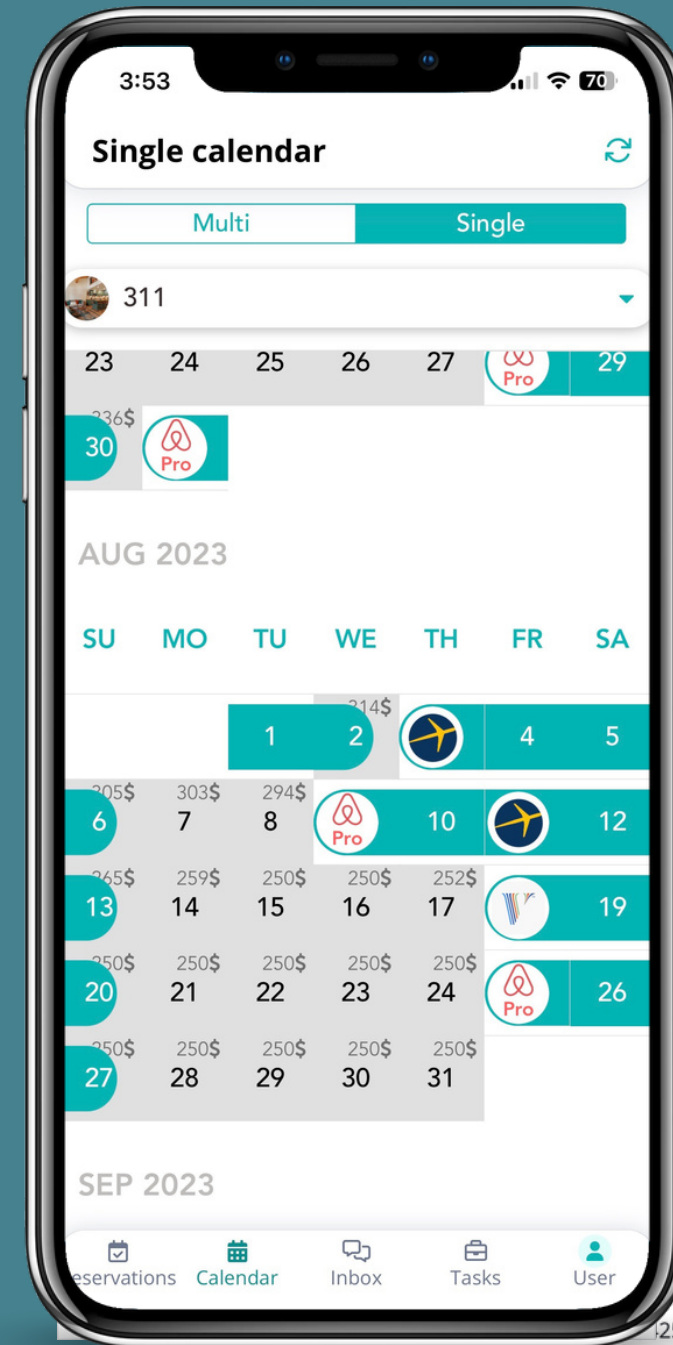
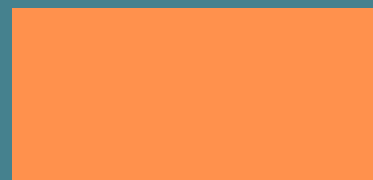
BEST IN CLASS TOOLS & TECHNOLOGY

- Hostaway Property Management Software
- Pricelabs Dynamic Pricing & Revenue Management
- AirDNA Market Intelligence
- Touch Stay Digital Guide Books for Guests
- Stripe Credit Card Processing (for optional concierge services)



ONLINE OWNER PORTAL & APP

- 24/7 access to see real-time reservations, financials and more in online Owners's Portal and via app
- Make, change, or cancel personal reservations
- Access Monthly Owner Statements, create custom reports, and more



Spending Fee	Donner Taxes of Thirteen Point Two Five Percent	PM Com
\$25.00	\$149.06	\$225.00
\$1,475.00	\$425.00	\$195.44
\$1,655.00	\$350.00	\$219.29
\$2,185.00	\$350.00	\$289.51
\$1,140.00	\$320.00	\$151.05
\$2,616.35	\$320.00	\$346.67
\$1,683.00	\$320.00	\$223.00
\$1,392.00	\$320.00	\$184.44

TESTIMONIALS



PROPERTY OWNER TESTIMONIALS

Christy Curtis, Northstar Property Owner & Lake Tahoe Realtor

I have been a professional realtor for 40 years in Truckee. Tahoe Five Star Hosting is the best short term property management company I have come across. I highly recommend them!

Carl Johnsen, Donner Lake Property Owner

It has been a delight to have Lori managing my family's vacation rental home thanks to her enthusiasm, attention to detail, thoroughness, and honest eagerness to make the guests' experience the best it could possibly be. On top of that, she simultaneously gives my family total peace of mind as the owners. We designed and built the house, but I feel Lori deserves all the credit for the happy memories that countless guests have been so happy to rave about. Her organization, accountability, and management skills are absolutely a 10/10, and she's also amazingly generous, personable and kind. We are so grateful for her, and couldn't recommend her highly enough.

GUEST REVIEWS AT LORI'S PROPERTIES



Outstanding Airbnb host (Lori)—quite frankly the best I've encountered on Airbnb. Extremely responsive and helpful. I've never had an Airbnb host offer this—and of course I can't state that she'll do the same in the future—but when we were turned back by the CHP road closure on MLK weekend 2023 Friday night, she felt bad and offered an additional stay on Monday night to compensate. Absolutely generous and considerate—she is the exact type of host that makes you want to ONLY use her homes for Airbnb rent.

Lori was the best host we've ever had. She reached out to explain the sleeping situation (loft and upper loft via ladder) to make sure we were ok with it (we were — my kids loved the set up!!). She gave me lots of recommendations for things to do with the kids. And, she even called around to ask if things were open and the hours of operation. She was like our personal concierge! Place was immaculate and the kitchenware and amenities were the most complete out of any Airbnb we've stayed in. We'll definitely be back!



Sometimes you like the place because of the place itself and its location, sometimes you like the house because of the host kindness, I rented this condo and I was lucky to experience both, Lori is a great person and absolutely a professional friendly landlord.! I totally recommend renting this condo, 5 starS on everything.

ONBOARDING

AFTER YOU SAY YES



CUSTOM TIMELINE

- For each property, we create and manage a dedicated, direct booking website on a custom URL, the most profitable reservation.
- We have active marketing to drive repeat guests to your property (with incentive to spread word of mouth.)

2 Week Launch Timeline

There are only 2 required actions for Property Owners. We encourage Property Owners to be involved as much or as little as they'd like.

Date	Property Owners	Lori, Five Stars Hosting
Mon, 8/14		Send Five Stars Hosting agreement
Wed, 8/16	Sign agreement with Five Stars Hosting*	Visit property and create shopping list (required and nice to have items)
Fri, 8/18	Approve Lori's list of items to purchase for property*	Purchase items for property
Sat, 8/19		Send V1 of launch plan and pricing strategy
Sun, 8/21 - Wed, 8/23		Provide feedback on launch plan and pricing (optional)
Thu, 8/25		Create final listing content

CUSTOM SHOPPING LIST

- After an in-person visit to your property, we supply a personalized shopping list.
- Once you approve, we do the shopping and preparing your property for professional photos and guests.
- All shopping, staging/stocking, and preparation is FREE.

Shopping List: 14057 Trailside Loop

Required Items	Price Per Item & Link	Qty	Total \$
er	\$90	1	\$90
rib	\$100	1	\$100
e	\$74	1	\$74
ion Dispesner (Bathroom Sink)	\$39	5	\$195
ion Dispesner (Kitchen Sink)	\$39	1	\$39
	\$6	1	\$6
ne	\$12	1	\$12
ne	\$10	1	\$10
			\$526
Optional Items	Price Per Item & Link	Qty	Total \$
Machine	\$71	1	\$71
baskets (11 x 11 x 11 in Green or Brick Red)	\$17	3	\$51
	\$32	1	\$32
ainers for lower shelf	\$15	2	\$30
Bed Tray	\$18	1	\$18

CUSTOM LAUNCH PLAN

- You'll get a customized launch plan for your property.
- Data driven by extensive research of other listings and performance.
- Continual optimization of your pricing, listings, promotions, etc.

Launch Plan for 14053 Trailside Loop, Truckee

Prepared for: Client Name

Dates	<ul style="list-style-type: none"> • Sign Agreement: 5/15 • Purchase Items: 5/18 • Professional Photos: 5/26 • Launch Listings: 5/29 • Booking Window: 12 months 	Target Average Daily Rate (Ski Season)	<ul style="list-style-type: none"> • Weekdays: \$465 • Weekends: \$785 • Holiday Weekends: \$1100 • Holiday Weeks: \$900 • Cleaning Fee: \$135 • Taxes: 11.25%
Target Audience	<ul style="list-style-type: none"> • Affluent and highly value convenience and luxury • Young adult professionals • Small families (who switch off and WFH) who are willing to pay for convenience 	Target Average Daily Rate (Summer)	<ul style="list-style-type: none"> • Weekdays: \$295 • Weekends: \$425 • Holiday Weekends: \$500 • Holiday Weeks: \$475 • Cleaning Fee: \$135 • Taxes: 11.25%
Location-	<ul style="list-style-type: none"> • Ideal location, well equipped and comfortable mountain modern with everything at fingertips 	Required Items to Approve for Lori to Purchase	<ul style="list-style-type: none"> • New front door doorknob • 3 sets of bedding/towels • Chromecast for each TV • 4 alarms (fire/carbon) • Lock for cabinets • Supplies: Paper goods, toiletries, coffee items etc.
Script- & to Highlights	<p>Title: Best location, closest to Northstar gondola, remodeled</p> <ul style="list-style-type: none"> • Location • Remodeled/all new • Well appointed/equipped • Amenities • Cozy, clean, incredibly comfy • 2 free parking spots 	Suggested Items to Approve for	<p>Families</p> <ul style="list-style-type: none"> • Portable crib • Kid friendly dishes/cutlery

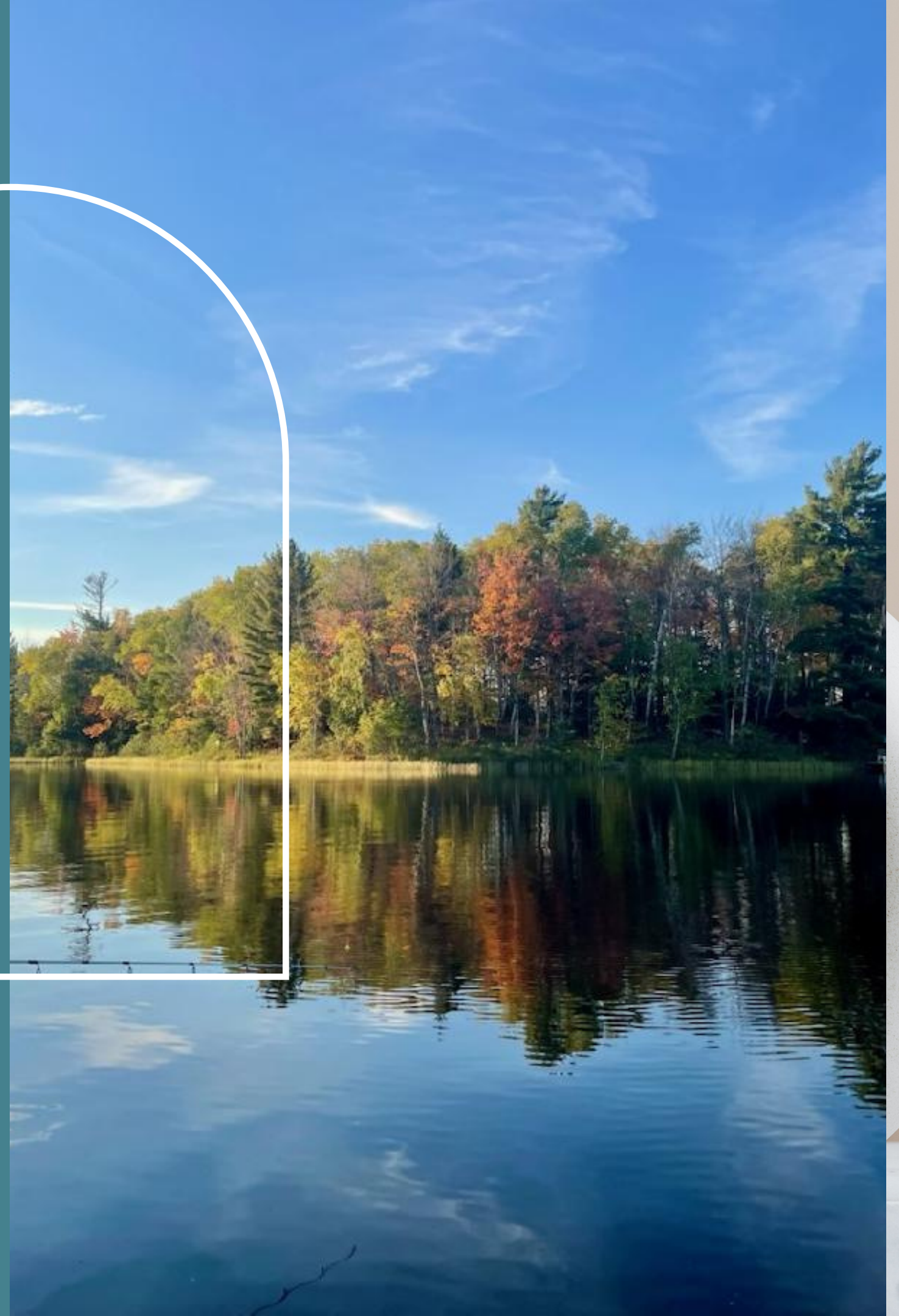
CUSTOM PROFESSIONAL PHOTOS

- We manage the professional photo shoot of your property to ensure the best photos - one of the most important success criteria.
- We partner with a professional real estate photographer who makes your property look stunning!



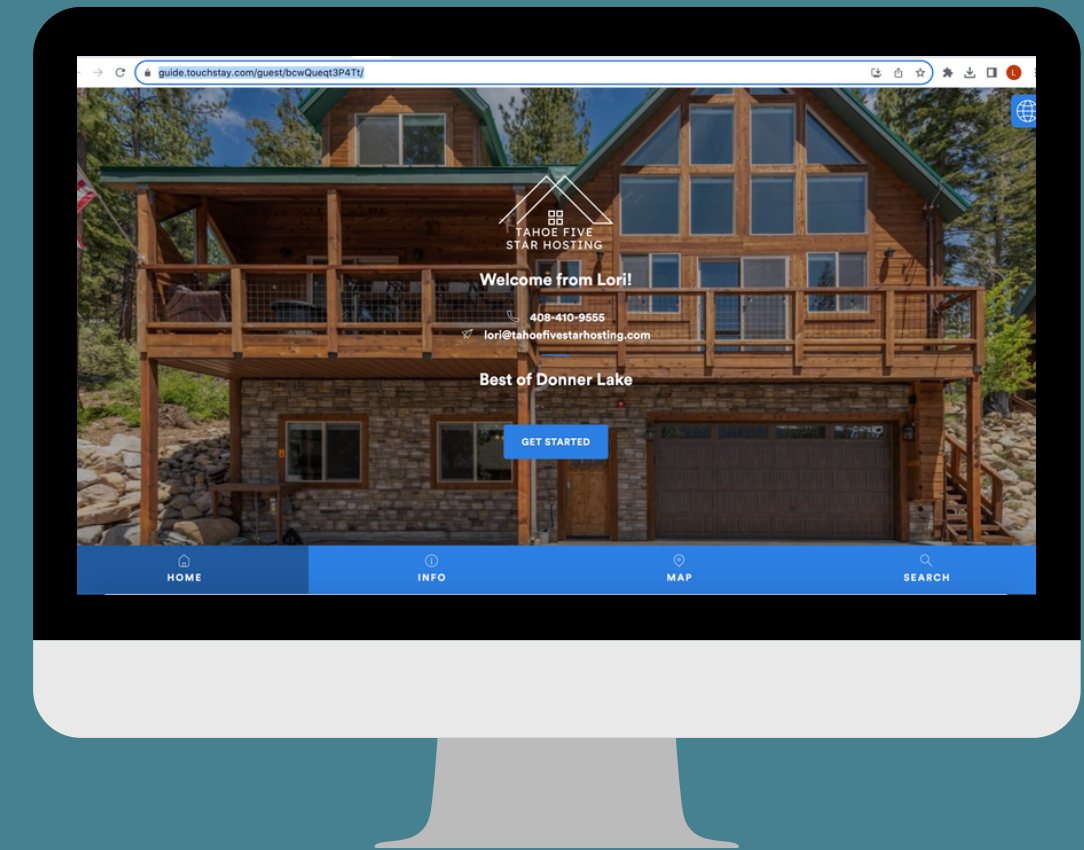
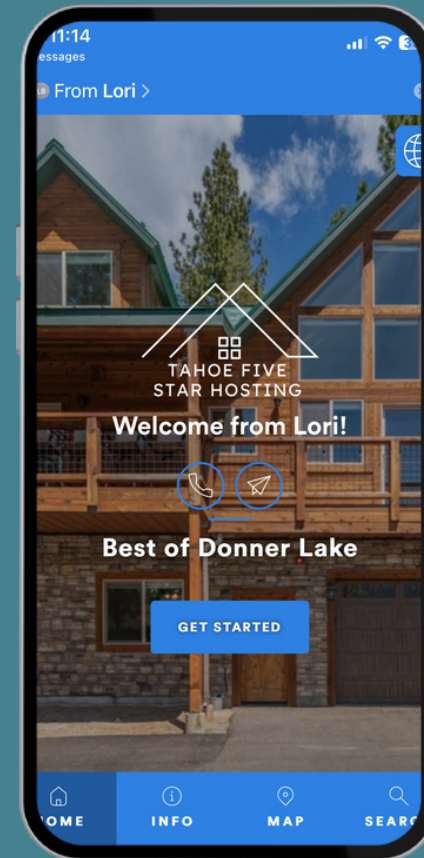
THE HOSTING PART

THE FUN PART!



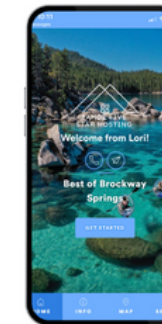
PERSONALIZED DIGITAL GUIDEBOOK FOR EACH GUEST

- Each guest receives a personalized digital guide for their trip
- Guides are sent via emails and texts at key points (booking confirmation, 2 days before arrival, etc.)
- Includes household info, recommendations, and more
- Promoted in property with QR code too



Get All Info in Our Digital Guide

Note, your customized guidebook was sent to you via email and text. This QR code goes to a 'general' one but still amazingly helpful!



Some of the important info...

Address 9200 Brockway Springs, Unit X King's Beach	Check-out Instructions (by 10am) <ul style="list-style-type: none">• Leave the beds unmade. No need to strip them.• Place used towels on bathroom floors.• Hand wash any necessary kitchen items.• Load dishwasher and start it.• Clean/close the BBQ if you used it.• Remove any trash from balcony.• Empty trash in the chute in hallway by elevator.• Move furniture back to original locations.• Set thermostat to 55 degrees.• Turn off lights, TVs, & other things you turned on.• Close and lock all windows, blinds and doors.• Leave parking pass and resort pass by front door.
WiFi Network LittleBlueLake Password tahoeblue	

Have a great time! Your host, Lori 408-410-9555

OPTIONAL CONCIERGE SERVICES

- Guests will have optional concierge services available that can pay extra for such as...
 - Free grocery delivery (prior to arrival too!)
 - Private chef
 - Professional photography
 - Gear rental valet
 - Activity planning
 - Reservation scheduling
 - And much more...



CUSTOM CLEANING CHECKLIST

- Each property will have it's own checklist with photos the cleaners follow
- Our cleaners are assigned to a property so the same ones will clean each time making them very familiar with your property

for locked cabinet above fridge: On back of garbage disposal

Things to ALWAYS Put Out/Replace	Ex
new parking passes on the coffee bar	Bin
Lake Tahoe bags on kitchen island	V
clean kitchen towels hanging on oven	V
Paper Towels (1 hanging on shelf and 1 below sink)	A
new kitchen sponge	A
clean robes	V
sets of towels (bath, hand, and wash cloth)	V
[redacted] bath mats	V
[redacted] sheets and pillowcases in bedroom	V

DETAILED OWNER STATEMENTS

- Very detailed Owner Statements that are created monthly and always accessible in your Owner Portal
- Fully transparent reporting that breaks down every component of your Owner Payout
- Expenses for supplies can be deducted to reduce your rental income

lvestarhosting.com | [408-410-9555](tel:408-410-9555)

period: February 1, 2024 - February 29,

Date: February 27, 2024

Property Owner Name - Propert
Propertyowner@email.com | [Property_Ov](#)

ACTIVITY	Check date	Nights	Nightly Rates Plus Clean Plus Pet	Cleaning Fee	PM Commission	Website Comm Fee	Owner payout	Total Twelve
	-19	4	\$1,561.96	\$325.00	\$312.39	\$234.29	\$690.28	\$187.44
	-23	2	\$1,229.20	\$250.00	\$245.84	\$184.38	\$696.48	\$147.50
	-16	3	\$1,794.80	\$250.00	\$358.96	\$269.22	\$1,132.00	\$215.38
	-09	2	\$951.60	\$250.00	\$190.32	\$142.74	\$482.73	\$114.19
		11	\$5,537.56	\$1,075.00	\$1,107.51	\$830.63	\$3,001.49	\$664.51

EXPENSES AND EXTRAS	Concept	Categories	Amount	
	-27	Household Items	Paper Towels	-\$27.54
	-14	Owner Clean	Owner Clean	-\$195.00
		TOTAL		-\$222.54

Owner payout	\$3,001.49
Expenses and extras	-\$222.54
STATEMENT TOTAL	\$2,778.95

REFERENCES AVAILABLE
UPON REQUEST

123-456-7890

lori@reallygreatsite.com

www.reallygreatsite.com

CONTACT US
24/7/365

CALL LORI @ 408-410-9555