

PROPERTY MANAGEMENT
SERVICES





MAKE THE MOST OF YOUR MOUNTAIN HOME

Eagle Point's management team can help maximize the value of your investment and rental income while satisfying your goals and objectives for personal use of your property.

Eagle Point Resort is committed to distinguishing itself from the mega resorts by adding lodging options and amenities with a keen focus on maintaining its unique charm and appeal. Resort improvements in the past several years include the remodeling of Canyon-side Lodge, building of The Lookout warming cabin and its spectacular views of surrounding mountain peaks, and the construction of Aspen Crest at Eagle Point, the resort's premier residential location, ideally situated in the heart of the resort area. Development of new lodging accommodations is the dominant theme underway as the resort owners release new homesites, homes and condos in Aspen Crest expanding the options for more guests to enjoy the experience Eagle Point offers.

Our entire staff is dedicated to ensuring that guests experience the intimate, family-friendly, guests-first experience for which the resort has become well-known. The same commitment to excellence in service



2015 - 2017

**73% OF SKIER
VISITS FROM
BEYOND UTAH**



**Best snow I've ever boarded
so far. Great runs
and awesome staff.
Can't wait to come back!**

★★★★★



**Beautiful setting,
exceptional staff, fun crowd,
family atmosphere.**

★★★★★



PROGRAM OVERVIEW

Following a decade of active investment and operations, the management team of Eagle Point has developed a unique, comprehensive understanding of real estate ownership, rental operations and development of the Eagle Point Resort locale. We believe that our valuable insights can be applied to the management of your property to maximize overnight rental income according to your own customized plan for second home ownership at Eagle Point.



2015 - 2017

68% INCREASE IN RESORT VISITS



Properties Featured on EaglePointResort.com

All properties in our Property Management Program are featured on EaglePointResort.com, which provides pricing, availability, photos, descriptions and the ability to book online. Marketing and sales teams continuously drive interested guests to Eagle Point's rental properties, providing a revenue pipeline for owners within the program.

Dynamic Revenue Management

We manage properties to maximize rental income according to your own plan for how you want to use the property. You can reserve the property for personal use as often as you wish. Many properties self-managed by owners miss revenue opportunities when their fixed nightly rate is either too high or too low given the actual demand. Eagle Point's unique view of demand from all available guest channels provides dynamic revenue opportunities for dates when you are not using your home.

Mountain Concierge Team

Our on-site staff can support many of the responsibilities associated with property ownership at a destination mountain location. The Property Management Team is well-connected with contractors, decorators, deliveries, real estate agents, professional investors, and many other resources that may be useful to your property investment and recreational plans and objectives. When you live hours away from your mountain home, having a highly-capable and local team available can be a valuable resource when unforeseen events happen.

Exclusive Amenities & Transportation

Property owners and their dependents receive a 10% discount on season passes to Eagle Point Resort as one of the benefits of participation in the Property Management Services Program. Guests of all of Eagle Point-managed properties enjoy exclusive access to the Hot Tub Garden at the Canyonside Lodge, which features two, eight-person hot tubs with signature views and wait service available. Eagle Point also offers complimentary transportation for owners and guests throughout the resort area during the winter operations season and select summer dates when major events are scheduled.

Housekeeping and Maintenance

The resort team includes a full staff of professional housekeepers and maintenance personnel. We can manage the use of your property for overnight lodging guests while you are away and have it the way you like it when you return. One of the keys to maximizing revenues is having a skilled and dependable housekeeping team capable of turning over your property in a short time-frame so that you don't miss income opportunities.

Owner Accounting

You will receive a detailed summary of rental activity and a check approximately 30 days after the end of a calendar month and a summary of income annually for tax purposes.



**Contact Eagle Point
Property Management
Services Today:
stay@skieaglepoint.com
or 855-EAGLE-PT**



FREQUENTLY ASKED QUESTIONS

What advantage does Eagle Point Resort offer to owners through Property Management Services?

- With a decade of combined real estate investment and overnight rental services experience in the area, the team at Eagle Point has unique and comprehensive insights that can help maximize the rental opportunities for your property.
- Homeowners who use Eagle Point's Property Management Services receive a discount on Eagle Point Resort season passes.
- Your guests have exclusive access to the Hot Tub Garden during their stay.

How do I get my property ready for overnight rental services?

- Signed Property Management Services Agreement delivered to Eagle Point Resort
- Completed IRS form W9 delivered to Eagle Point Resort
- Adequate insurance in effect
- Five (5) keys delivered to Eagle Point Resort
- Utilities in service to be paid by owner
- Eagle Point Resort linens and amenities added to property
- Property furnished with items listed in Property Management Services Agreement

What is the rental revenue split and are there additional fees?

- For a standard property, the management fee for the first year is 25% of gross rental income. From the second year forward, the management fee is 40%. For example, if the property generates \$10,000 of gross rental income in the first year, the management fee would be \$2,500 and the net rental income to you would be \$7,500.
- For unique properties and single family homes which generate larger revenues, we will review a customized management fee with the owner.
- There is an annual participation fee of \$300 for which the property is displayed on the reservation booking engine on eaglepointresort.com.
- There is an initial linen fee of \$75 per bed for which we provide universal white towels and linens for the property. The linen fee will be assessed again every 2-3 years to replace linens at the end of their useful lives.
- The management fee, listing fee and linen fee are paid from rental income so there are no out-of-pocket expenses for fees related to Eagle Point's services.
- The property owner is responsible for property taxes, mortgage payments, utility bills, insurance premiums, service district fees and all other expenses associated with general property ownership.

How much will I pay in HOA fees for my property?

- HOA fees vary by property and the best source of the information is the management of the property's association which we are happy to share with you upon request.
- Fees are typically paid on a quarterly basis by the property owner to the association.

Are there sales taxes required on overnight lodging in Utah?

- Yes, any use of accommodations to generate rental revenue for stays of less than 30 consecutive days requires collection and payment of transient room tax to the State of Utah.
- Eagle Point Resort collects and remits all applicable taxes on a monthly basis on behalf of all the properties in the program.
- More information about sales tax laws in Utah can be found at this link. <http://tax.utah.gov/sales/transientroom>

How is my property secured?

- Eagle Point Resort manages access to all properties in the program. Guests must check-in with resort personnel to obtain access.
- After guests check-out, our housekeeping staff reviews the property to be certain that items are accounted for, there is no visible damage, windows and doors are locked, and the lights and heat are turned off.
- Guests are required to provide a credit card on file associated with a reservation. If damage is noticed in a unit, Eagle Point Resort will use reasonable efforts to determine the responsible party for collection of the costs to repair such damage.

What housekeeping services are provided by Eagle Point Resort?

- In order to maintain a consistent standard of room preparation for incoming owners and guests, all units in the Property Management Services Program must be cleaned by Eagle Point Resort housekeeping staff after each stay, whether the stay is by a guest or an owner.
- Each class of property has a fixed cleaning fee of \$30, \$35, \$40, or \$45 for a 1BD, 1BD+loft, 2BD, or 2BD+loft property, respectively. Larger condos or cabins will have larger fees specific to each property.
- For guest stays, the guest pays the cleaning fee on the reservation, whereas for owner-related stays, the owner will be charged a cleaning fee on the monthly statement for lodging activity.
- In the mountain setting of Eagle Point, regular deep cleaning of your property is required at the owner's responsibility to deal with dust and insects that are a natural part of the ecosystem.

Do I need to make a reservation to use my condo or cabin?

- Yes, upon entry to the rental services program and by May 1st of every subsequent year, you will need to supply dates that you would like to reserve for personal use. There is no charge and no limit for personal use.
- You can make additional reservations at any time during the year subject to availability.
- All reservations must be done in writing by email to stay@skieaglepoint.com, in order to keep a proper record of the reservations.
- You may allow friends or families to use the condo provided that you are not charging a rental rate and all reservations must be done in writing and are subject to availability.
- Any personal use or use by friends or family will be subject to the applicable cleaning fee.
- You may have your friends or family pay the cleaning fee during their stay at the lodging front desk or if you wish to pay on their behalf, please indicate in writing for us to charge the monthly account statement which will deduct the cleaning fee from your share of the revenue proceeds.



PROPERTY MANAGEMENT SERVICES

We would be delighted to manage your property to generate rental income when you are not enjoying it.

Please let us know if we should prepare a customized rental services agreement for you.

Please contact us by email: stay@skieaglepoint.com or call 855-EAGLE-PT