



VACATION RENTAL INCOME ANALYSIS

for Larry Sample



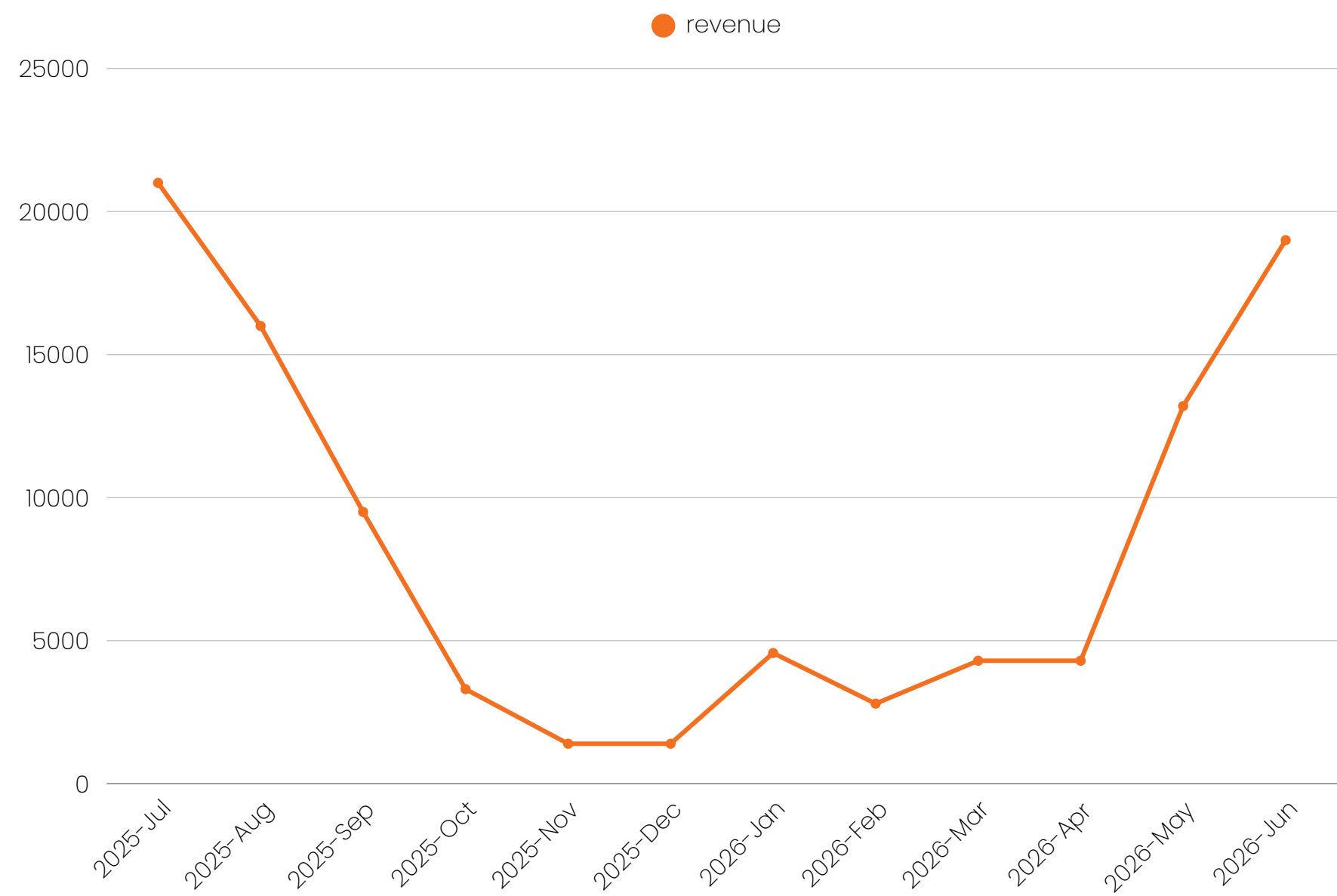
1234 Lake Michigan Drive, Grand Haven, MI 49417

3 Beds | 3 Baths | 1,600 sq ft



Beautiful home located on Lake Michigan between Grand Haven and Holland
Inviting Mid Modern Decor with 180 degree views of Lake Michigan
Private steps to 150 feet of quiet beach frontage

Estimated Revenue in the Next 12 Months



\$101,000
Estimated Total Revenue

\$96,000 - \$105,000
Average Gross Revenue

50% - 55%
Average Occupancy Rate

\$450 - \$995 (\$529 avg)
Daily Rate Range

The data above shows the property's projected annual and monthly revenue, based on comparable properties and historical performance to estimate gross revenue, ADR, and occupancy for the next 12 months.

Income Opportunity Analysis

\$71,640

Estimated Annual Cash Flow

\$5,970

Average Monthly Cash Flow

Breakdown of Estimated Monthly Expenses for the Next 12 Months

Average Monthly Gross Revenues	\$8,416
OTA Expenses(5% Estimate)	(420)
Minor Repairs/Replacements	(200)
Management Costs	(1,826)
Average Net Earnings	\$5,970

Estimate above does not include mortgage, taxes, insurance, utilities, yard maintenance, and other property specific expenses.

Opportunity – Add an Outdoor Experience Area

Add an Outdoor Hot Tub

Estimate to add Hot Tub.....	\$15,000
Added Rev @ \$40/day (190 days).....	7,600
Added Occupancy (5%)	7,723
Annual Electricity	(2,400)
Cleaning & Chemical Expenses	(2,400)
Net Annual Revenue	\$10,523
Time to Break Even	18-24 months

Currently there is **1 property** in our comp set that has a Hot Tub, which indicates this could be a booking driving feature, especially in the off-peak season. The above are estimates that we believe are reasonable but may change.



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