

## POTENTIAL INCOME REPORT BASED ON GOAL PRICING

| Seasonal rates | List Price |                              |                      | Goal Price |                              |                      |
|----------------|------------|------------------------------|----------------------|------------|------------------------------|----------------------|
|                | Per Night  | Average Rental<br>= 7 Nights | Per Rental<br>Period | Per Night  | Average Rental<br>= 7 Nights | Per Rental<br>Period |
| High Season    | \$329      | 7                            | \$2,303              | \$296      | 7                            | \$2,073              |
| Low Season     | \$299      | 7                            | \$2,093              | \$269      | 7                            |                      |
| Sukkos         | \$656      | 16                           | \$10,500             | \$591      | 16                           | \$9,450              |
| Pesach         | \$393      | 14                           | \$5,500              | \$309      | 16                           | \$4,950              |

## ANNUAL Earnings Based on % of Occupancy

| % of Occupancy | Based on List Price | Based on Goal Price |  |
|----------------|---------------------|---------------------|--|
| 75%            | \$94,770            | \$85,293            |  |
| 65%            | \$84,268            | \$75,841            |  |
| 55%            | \$73,765            | \$66,388            |  |
| 45%            | \$63,262            | \$56,936            |  |
| 35%            | \$52,759            | \$47,484            |  |

## Annual Earnings Based on % of Occupancy (If Owner uses the Apartment on Sukkos & Pesach)

| % of Occupancy | Based on List Price | Based on Goal Price |  |
|----------------|---------------------|---------------------|--|
| 75%            | \$78,770            | \$70,893            |  |
| 65%            | \$68,268            | \$61,441            |  |
| 55%            | \$57,765            | \$51,988            |  |
| 45%            | \$47,262            | \$42,536            |  |
| 35%            | \$36,759            | \$33,084            |  |

## Annual Earnings Based on % of Occupancy (If Owner uses the Apartment on Sukkos)

| % of Occupancy | Based on List Price | Based on Goal Price |  |  |
|----------------|---------------------|---------------------|--|--|
| 75%            | \$84,270.25         | \$75,843.23         |  |  |
| 65%            | \$73,767.55         | \$66,390.80         |  |  |
| 55%            | \$63,264.85         | \$56,938.37         |  |  |
| 45%            | \$52,762.15         | \$47,485.94         |  |  |
| 35%            | \$42,259.45         | \$38,033.51         |  |  |