

STAYMARQUIS



Luxury That Pays for Itself

Investing in Vacation Rental Homes with StayMarquis

Investing in *vacation rental homes*

Cash Flow Generation

Personal Enjoyment

Tax Benefits

Hedge Against Inflation

Appreciation

Most Liquid
Real Estate Asset Class

Investing in *the Hamptons*

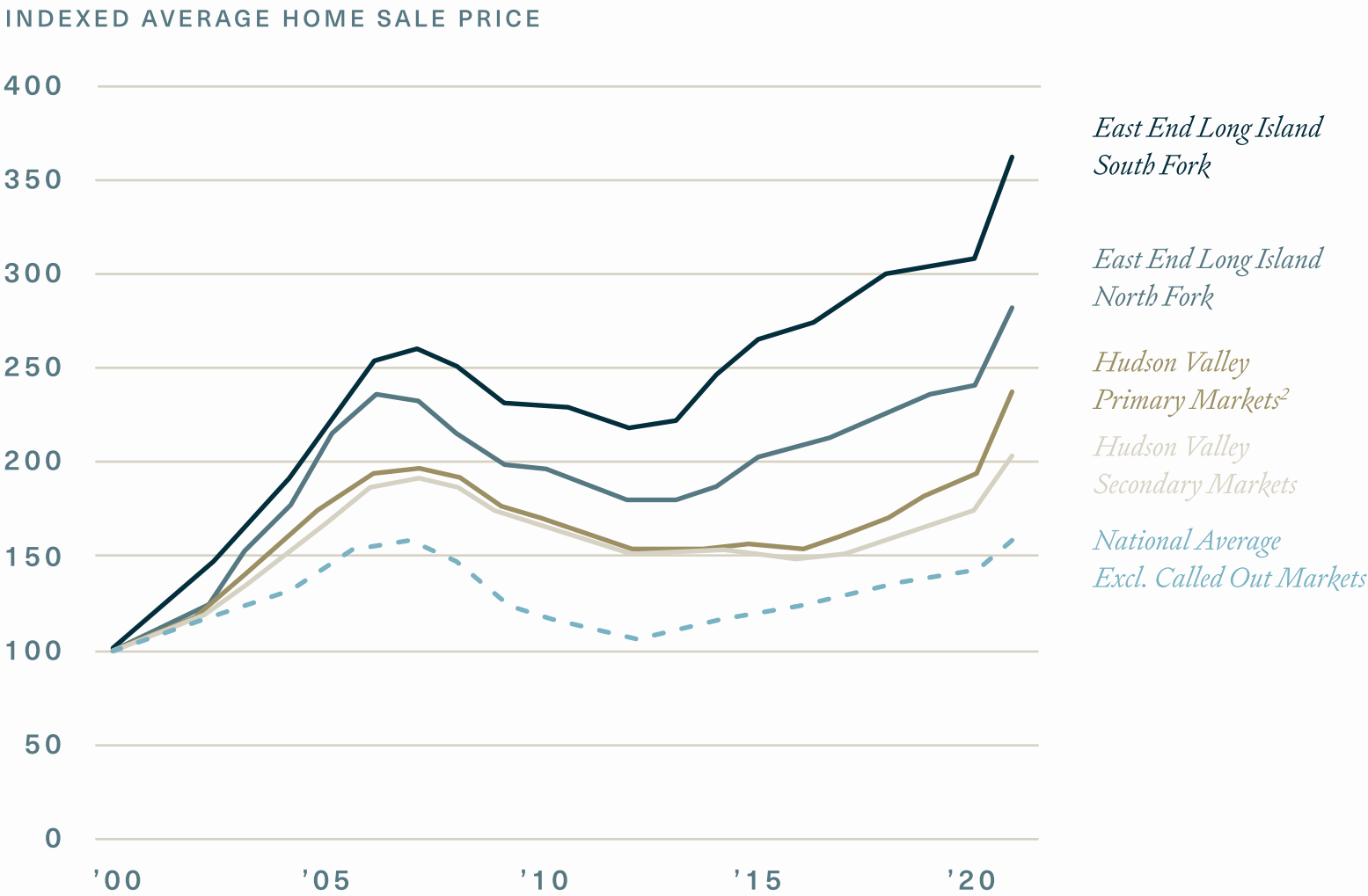
Mature Yet Growing Market

Above Average Appreciation

More Resilient During Downturns / Recessions

International Recognition

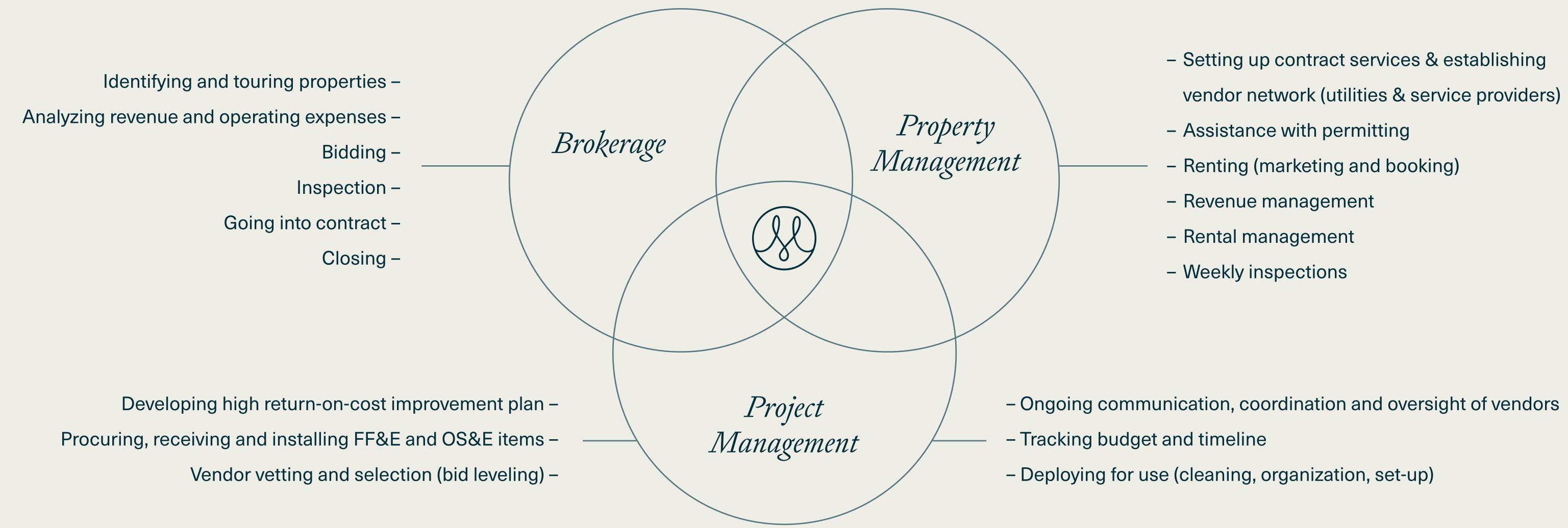
Historical Market Sales Price Growth¹



Notes: (1) Zillow Home Value Index By City (2) Hudson Primary Set Includes Greene County, Dutchess County, Columbia County And Ulster County

Our team of *real estate agents, investment professionals, revenue analysts* and *project managers* take a collaborative approach to helping you buy, prepare, rent and manage your future home.

While other partners can help with one aspect of buying and owning a vacation home, StayMarquis is your professional asset manager every step of the way



StayMarquis: Your Partner throughout *the Homeownership Lifecycle*

	BUY	PREPARE	RENT	MANAGE
STAYMARQUIS				
Traditional Brokerages <i>(Sothebys, Corcoran, Saunders)</i>				
Traditional Property Managers				
OTA's <i>(AirBnB, VRBO)</i>				

“

*Great service is
expensive but
bad service costs
a fortune*

”

01. Buying a vacation home comes with considerations. An asset manager helps you identify risks and puts a plan in place to mitigate those risks.

02. If you plan to make improvements, you will be faced with challenges during the renovation and preparation process. An asset manager helps you avoid making costly mistakes along the way.

03. The workload associated with renting and owning real estate can feel overwhelming at times. An asset manager helps you simplify homeownership by managing it all for you.

Tax benefits of *owning a vacation home*

Active vs Passive Investor

Interest Expense Deduction

Flexible Operating Costs

Depreciation Expense

Accelerated Depreciation

Financing options: *what's right for you?*

Short-term vs Long-term

Fixed vs Floating

Amortizing vs Interest-only

Recourse vs Non-recourse

Considerations before investing in *a vacation rental home*

01.

Owning a home is work, and selecting the wrong team creates even more of it.

02.

State and local ordinances are still evolving, resulting in regulatory risk.

03.

Operating a vacation rental home is operating a business. There is financial and liability risk.

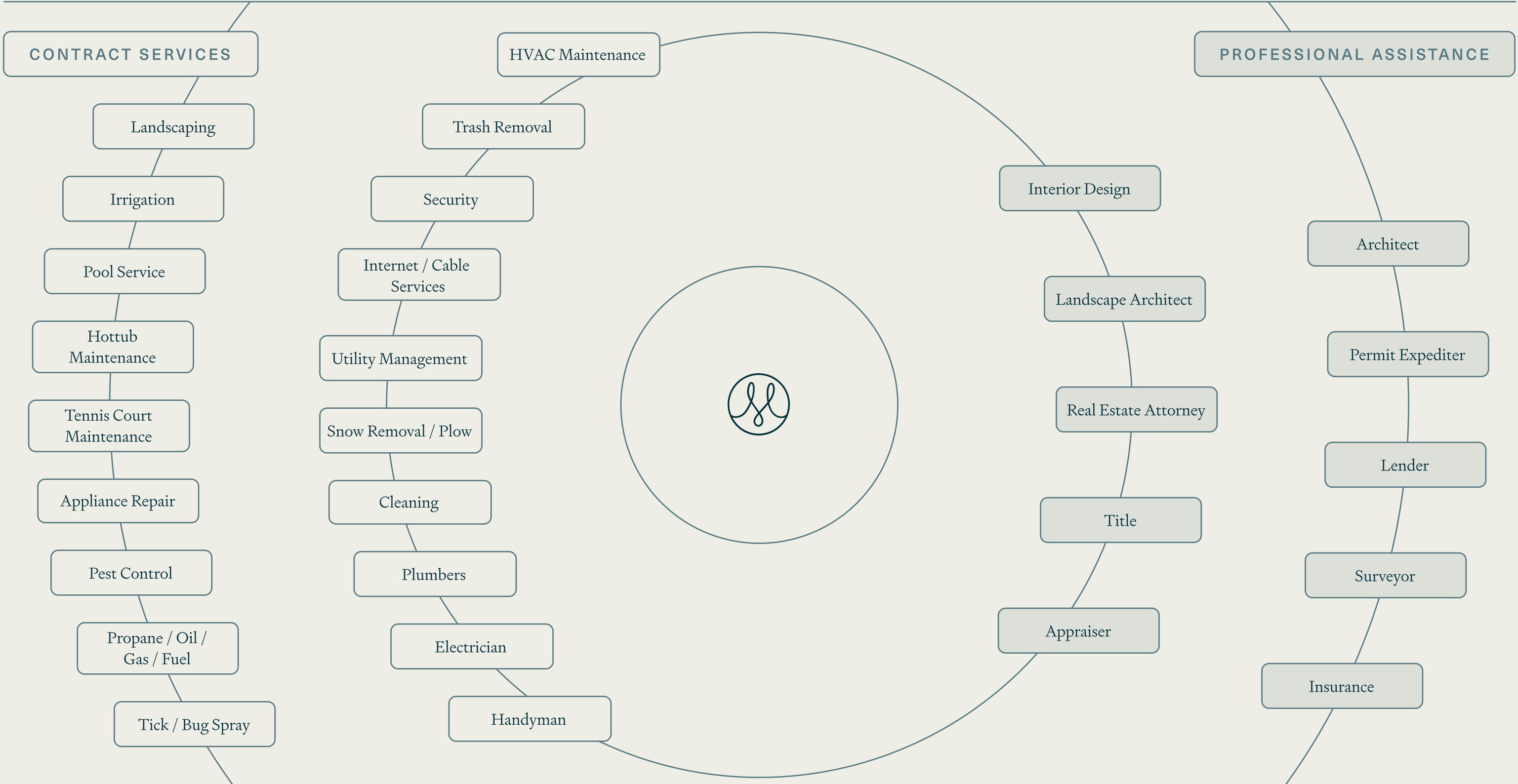
04.

The market for vacation homes is fluid and can strengthen or weaken based on a variety of factors that are out of your control.

Appendix



Marquis' expansive vendor network *has you covered*



Example Property Analysis Provided *to Marquis Homebuyers*

Example Revenue Projections

	EXPECTED REVENUE		
	UPSIDE	BASE	DOWNSIDE
Jan	\$7,030	\$7,030	\$5,890
Feb	\$7,010	\$7,010	\$5,890
Mar	\$6,730	\$6,730	\$5,640
Apr	\$14,830	\$12,130	\$8,730
May	\$30,090	\$26,650	\$22,010
Jun	\$51,080	\$44,610	\$36,630
Jul	\$99,520	\$89,750	\$86,510
Aug	\$90,290	\$86,890	\$77,710
Sep	\$39,760	\$39,760	\$25,930
Oct	\$22,910	\$17,450	\$13,450
Nov	\$8,860	\$8,860	\$7,490
Dec	\$8,990	\$8,990	\$7,550
Total	\$387,100	\$355,860	\$303,430

Example Annual P&L

	ANNUAL P&L PROJECTIONS		
	UPSIDE	BASE	DOWNSIDE
Revenue			
Rental Revenue	\$387,100	\$355,860	\$303,430
Utility Revenue	\$29,360	\$29,360	\$29,360
Total Revenue	\$416,460	\$385,220	\$332,790
Operating Expenses			
Utilities			
Electric	\$4,500	\$4,500	\$4,500
Oil/Gas	\$5,250	\$5,250	\$5,250
Trash Removal	\$1,000	\$1,000	\$1,000
Cable/Internet	\$1,800	\$1,800	\$1,800
Water	\$780	\$780	\$780
Commissions & Mgmt Fees	\$104,115	\$96,305	\$83,197
Landscaping	\$7,500	\$7,500	\$7,500
Pool Open/Close	\$1,200	\$1,200	\$1,200
Pool Service	\$3,500	\$3,500	\$3,500
Pool Heat	\$7,500	\$7,500	\$7,500
Insurance	\$12,000	\$12,000	\$12,000
Fees and Permits	\$200	\$200	\$200
Property Tax	\$16,000	\$16,000	\$16,000
Total Op Ex	\$165,345	\$157,535	\$144,427
Net Operating Income	\$251,115	\$227,685	\$188,362
NOI Margin	60.3%	59.1%	56.6%
FF&E / Capital Reserves	\$5,000	\$5,000	\$5,000
Cash Flow Before Debt Service	\$246,115	\$222,685	\$183,362

STAYMARQUIS



Thank You!

Bryan Fedner
Co-Founder & Co-CEO

Jordan Flerx
VP of Business Development