



SoCal

VACATIONS

BIG BEAR LAKE · CALIFORNIA

RENTAL INCOME PROJECTION

43939 Yosemite Drive

Big Bear Lake, CA 92315

4 BEDROOMS · 3 BATHS · SLEEPS 14

PREPARED FOR

Prospective Owner

Four bedrooms sleeping fourteen, with a spa, a game room and the views the listing has always led with. This home is already in our portfolio, so the first row below is not a model, it is the home's own reservation record. That record also shows why the home has underperformed, and the reason is not demand. It has been priced well above the homes it competes against, and half the nights it was used were owner stays.

ACTUAL ANNUAL RENTAL INCOME · ANNUALIZED

\$34,400

What this home has been booking, annualized from its own reservation record over the nineteen months to August 2026, at 14.6% occupancy and \$646 a night. About fifty owner nights a year sat alongside those bookings.

RANGE ACROSS SCENARIOS \$34,400 TO \$67,500

THREE SCENARIOS, AND WHAT SITS BEHIND EACH

SCENARIO	OCCUPANCY	AVG NIGHTLY RATE	ANNUAL RENTAL INCOME
Its own booking record Annualized from nineteen months of reservations under our management	14.6%	\$646	\$34,400
Year one, with pricing ours to set Repriced into the band that fills calendars here, \$200 to \$400 a night	38.9%	\$321	\$45,600
Stabilized, once the home is updated AirDNA's own projection for this address, which we treat as the ceiling	37.0%	\$500	\$67,500

Rental income is the nightly rate multiplied by nights booked. It excludes transient occupancy and TBID taxes and guest fees, which are collected from the guest and passed through. Property costs of any kind remain the owner's responsibility and vary by home, so nothing is deducted above. No list price is shown because none was published at the time of writing; the income figures stand on their own.

THIS HOME IS ALREADY IN OUR PORTFOLIO

43939 Yosemite Drive operates in our portfolio as **Whistling Woods**, booking about fifty-three nights a year at \$646 with about fifty owner nights alongside them. Row one above is that record; the two beneath it are forecasts.

WHAT THE COMPARABLE SET SAYS TODAY

AIRDNA PROJECTED REVENUE

\$67,500

Four-bedroom homes, Big Bear Lake submarket

ITS RATE AGAINST THE SET

\$680

Second highest of twelve, second lowest occupancy

NIGHTS THE SET BOOKS

44 to 160

The five busiest all price \$354 to \$553

RATE · THE TWO DEAREST HOMES IN THE SET ARE THE TWO EMPTIEST

This home sits inside AirDNA's own twelve-home comparable set, at \$680 a night. One home prices higher, Canyon Retreat at \$768, and it is the emptiest of the twelve at forty-four nights. This home is second emptiest at seventy-five. Every home in the set booking one hundred and fifty nights or more prices between \$354 and \$553.

OCCUPANCY · HALF THE CALENDAR NEVER REACHED THE MARKET

Alongside those fifty-three booked nights the home carried about fifty owner nights a year, and owner stays land on the dates that price highest. Measured against the nights actually offered to guests rather than against the full year, occupancy is 16.9% rather than 14.6%. A buyer who intends to rent the home rather than use it starts from a materially different calendar, before a single price changes.

THE COMPARABLE FOUR-BEDROOM SET, ACTUAL PERFORMANCE

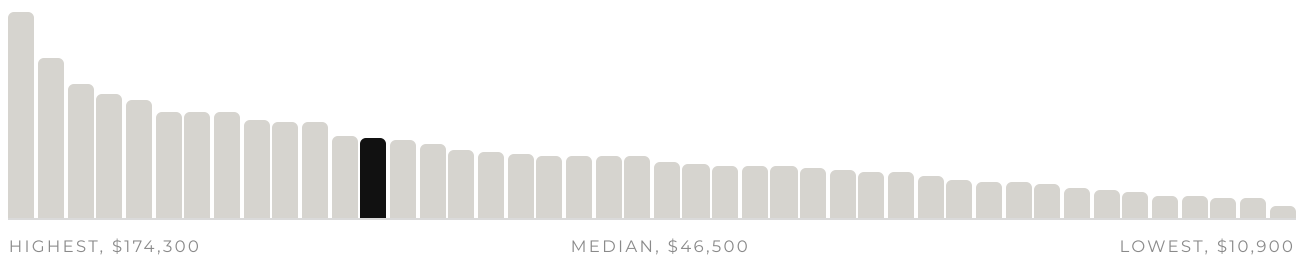
COMPARABLE LISTING	BD/BA	DAYS AVAIL.	NIGHTS BOOKED	ADR	ANNUAL REVENUE
Fireside Mountain Escape, Hot Tub, Fireplace	4/3	343	160	\$546	\$87,400
Fallon Crest: Unbelievable View 5 mins to Slopes	4/3	353	153	\$553	\$84,600
Game Room, Hot Tub, Views, Jetted Bathtub	4/3	358	157	\$490	\$76,900
Big Bear Mountain Majestic Modern Retreat	4/3	266	124	\$532	\$65,900
Minutes From Bear Mtn! Hot Tub! Gameroom!	4/2	359	138	\$448	\$61,800
Near Bear Mtn! A/C! Spa! Ski Slope Views!	4/3	360	152	\$379	\$57,600
Northwoods Cabin: Fireplace! Pool Table!	4/3	363	150	\$354	\$53,100
Whistling Woods, Spa, BBQ (this home)	4/3	360	75	\$680	\$51,000
Gorgeous Views! 4 BR LUX Home! HOT TUB!	4/3.5	320	92	\$529	\$48,700
Big Bear Cabin 5 min to Bear Mtn	4/2	354	91	\$437	\$39,800
Canyon Retreat, Log home w/ Spa, Pool Table	4/3	348	44	\$768	\$33,800
SuperCool & Cozy Cabin, Lake View, Pool Table	4/2	299	91	\$251	\$22,900

AirDNA's set for this address, trailing twelve months, sorted by revenue. Nights booked is revenue divided by rate, shown in place of AirDNA's occupancy column, which does not reconcile with the figures beside it. This home appears inside its own set at \$51,000 where our reservation record reads \$34,400. Three listings are not shown.

HOW WE WOULD MARKET IT

Two things move this home, and only one costs money. Pricing is the free one: it has been carried at \$646 a night in a set where the homes that fill their calendars sit between \$354 and \$553, so we would move it into a \$200 to \$400 band, where it averages \$321 today, and let occupancy earn. Condition is the other: flooring, furniture and the outdoor space need updating before the home holds \$500 a night. Reprice first to rebuild reviews and ranking, refresh through the soft shoulder months.

WHERE THIS HOME WOULD SIT IN OUR PORTFOLIO



Each bar is one of the forty-four homes we actively manage, annualized from our own booking records for the nineteen months to August 2026 and sorted by revenue. The dark bar is this home at its stabilized case of \$67,500. It ranks thirty-second of the forty-four on today's actuals, and thirteenth at the stabilized case. Lodge rooms and inactive listings are excluded.

RATE AGAINST OCCUPANCY IN HOMES WE MANAGE, ACTUAL PERFORMANCE

HOME	ADR	OCCUPANCY	ANNUAL REVENUE
Castle Rock Retreat	\$615	39.9%	\$89,500
Black Bear Castle	\$568	34.0%	\$70,500
Five Bears Den	\$508	25.6%	\$47,400
Wild Horse Estate	\$2,205	5.7%	\$45,600

Annualized from our own booking records for the nineteen months to August 2026. Figures are actuals, not projections. Wild Horse Estate is here deliberately: it holds our highest rate and books twenty-one nights a year.

WHY WE ARE NOT QUOTING YOU A BIGGER NUMBER

AirDNA gives this address a low confidence score, and its own row for this home reads \$51,000 where our reservation record reads \$34,400; where they disagree we use ours. The year one row assumes pricing is ours to set, and if that does not change neither does the revenue. The stabilized row assumes money is spent on flooring, furniture and the outdoor space, which we have not costed because it depends on choices only an owner can make. \$67,500 is AirDNA's own projection and we treat it as a ceiling, not a target.

DISTRIBUTION & REVENUE

- **All the main booking channels in the US**, run from one calendar
- **Direct booking** through socialvacations.com, where the booking platforms take nothing out of the rate
- **Nightly dynamic pricing** set against live market demand, competitor rates and lead time
- **Listing optimization**, photography, copy, amenity positioning and seasonal refreshes

COMPLIANCE & TAX

- **City registration paperwork** filed and the inspection coordinated for you
- **Pre-inspection walkthrough** with a written list of what the home needs to pass
- **The city compliance line** answered and managed by us, not by you
- **Transient occupancy and TBID taxes** collected, reported and remitted

HOW WE WORK WITH OWNERS

INITIAL TERM

One year, then month to month

OWNER PAYOUTS

Monthly, with a full statement

MAINTENANCE AUTHORITY

Your approval required above \$400 per item

ON THE GROUND

- **Housekeeping arranged for every reservation**, with linens, towels and consumables restocked
- **Three inspections per booking**, pre-arrival, check-in and check-out
- **Guest communication** and issue response
- **Basic maintenance in house**; larger projects coordinated with licensed contractors

YOUR ACCESS TO THE HOME

- **Your own stays are free to you**, block any dates yourself and pay only the cleaning
- **Block your own dates** yourself, at any time, in the owner portal
- **VIP service on request**, private chef, in-home massage, welcome provisioning
- **Thirty days' notice** ends the agreement, either side, with no exit penalty

TERMINATION

Thirty days' written notice, either party, no penalty

REPORTING

Real-time owner portal, updated as bookings land

YOUR OWN STAYS

Block any dates yourself; cleaning only, no charge to use your home

If you buy this home and put it in our program, you should never have to ask how it is doing. Every booking, every figure and every inspection is visible to you in real time, in one place.

IN YOUR OWNER PORTAL, LIVE

- | | |
|--|------------------------------------|
| - Month-end statements | - Maintenance inspection reports |
| - Detailed profit and loss | - Work orders and service tasks |
| - Reservations and booking source | - Guest reviews as they post |
| - Availability calendar and owner blocks | - Photo gallery and listing status |

WHO YOU WOULD BE WORKING WITH

SoCal Vacations manages more than fifty homes in the Big Bear area from an office on Pine Knot Avenue, not from another city. Our portfolio booked more than \$3.4 million in rental revenue in 2025.

HOW ONBOARDING RUNS

- 1 **A walkthrough**, with a written list of anything needed to pass city inspection.
- 2 **A revenue review** where we open the pricing and comparable data and you question it.
- 3 **Agreement, city registration, photography and listing build.**
- 4 **Live on all channels**, with portal access from day one.

Prepared by

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Want the detail behind these numbers?

We will walk you through the comparable data, the pricing model and the calendar for this home, and answer anything a buyer would reasonably want to test before making an offer.

The first row of the table is an actual booking record for this home under our management, annualized from a 582-day record covering 1 January 2025 to 5 August 2026. The year one and stabilized rows are projections, not guarantees. The year one row prices the home at \$321 a night, the average it is achieving today inside a \$200 to \$400 band, and assumes pricing is ours to set. The stabilized row is AirDNA's own projected revenue for this address, from a Rentalizer report dated August 2026 to which AirDNA assigns a low confidence score, and it assumes the home has been updated first. Portfolio figures are annualized from the same 582-day booking record; ADR is a per-night average and is not annualized. Actual results depend on market conditions, snowfall, the home's condition and readiness at handover, furnishing standard, and guest demand.