SoCal

VACATIONS

BIG BEAR LAKE · CALIFORNIA

RENTAL INCOME PROJECTION

381 Glenwood Drive

Big Bear Lake, CA 92315

4 BEDROOMS · 4 BATHS · SLEEPS 14

PREPARED FOR

Prospective Owner

SOCAL VACATIONS, LLC · 575 PINE KNOT AVENUE, BIG BEAR LAKE, CA 92315
OWNERS@SOCALVACATIONS.COM · (909) 966-5667 · NOVEMBER 2026

Everything that matters is on this page. The four that follow show the working.

PROJECTED ANNUAL RENTAL INCOME · A FIRST FULL YEAR

$71,000

29.7% occupancy at $655 a night. That is a first full year with the calendar run properly and nothing spent on the house. Worked the way the better half of this street is worked, it reaches $100,900.

RANGE ACROSS SCENARIOS $71,000 TO $100,900 COMPARABLE SET $27,100 TO $102,800

SCENARIO	OCCUPANCY	AVG NIGHTLY RATE	ANNUAL RENTAL INCOME
A first full year, run properly 108 nights, which five homes in the set beat	29.7%	$655	**$71,000**
The calendar the better half works 122 nights, exactly the top six average	33.4%	$680	**$82,900**
Matching the strongest home on the street 144 nights, and nobody in the set books more	39.5%	$700	**$100,900**

WHAT THE NUMBER RESTS ON

- **Four bedrooms sleeping fourteen**, which puts this home in front of group searches most four bedrooms miss
- **Nights first, then rate.** The better half of this street books 122 nights at $700; the weaker half 54 nights at $723
- **No capital assumed.** No remodel, no spa and no furnishing spend sits behind any row above

WHAT IT WOULD TAKE

- **Pricing run by season**, set against live demand rather than held at one number all year
- **A full calendar year** before the third row is a fair test, because reviews and ranking compound
- **Nothing else.** The home is already set up and operating as a short-term rental

Twelve four-bedroom homes around this address, sorted by what they actually earned over the last twelve months. Read the nights column before the rate column, then read it again next to the rate column. Both of those readings matter here, and page four explains why.

COMPARABLE HOME	BD/BA	DAYS AVAIL.	NIGHTS BOOKED	ADR	ANNUAL REVENUE
Hawk Ridge Chalet, hot tub, views, firepit	4/3.5	326	144	$714	**$102,800**
Castle Rock, hot tub, BBQ, AC and EV charger	4/4	355	127	$739	**$93,800**
What A View, hot tub, propane BBQ, ping pong	4/3	348	110	$725	**$79,700**
Spacious with two masters, mountain views	4/3.5	354	127	$617	**$78,400**
Hot tub, fireplace, BBQ, decks, ski and lake views	4/4.5	355	127	$615	**$78,100**
Timberline Trail, views, hot tub, game room	4/3.5	361	95	$790	**$75,100**
Boulder Luxe Estate, luxury retreat	4/4.5	357	74	$936	**$69,200**
Starlight Retreat, incredible views	4/3.5	358	57	$709	**$40,400**
Big Bear White Skies, family cabin with hot tub	4/3	348	51	$773	**$39,400**
Welcome To Bear Family at Big Bear Lake	4/4	357	55	$617	**$34,000**
Family friendly luxury home, games and decks	4/4	362	45	$607	**$27,300**
Pool and poker table, two custom fireplaces	4/3	356	39	$694	**$27,100**

HOW TO READ IT

Nights booked is revenue divided by nightly rate. We show it in place of the occupancy column because that column is quoted against days available rather than the full year, so it is not comparable to the table on page two, and on several rows it does not reconcile with the figures beside it. Days available is worth noting on its own: every home here was open for at least 326 days, so nothing in this table is explained away by a short season. Three further listings are not shown.

Trailing twelve months, from the market data compiled for this report.

FIRST, THE CALENDAR

Split those twelve homes in half by revenue. The top six average $84,650 a year on 122 booked nights at $700 a night. The bottom six average $39,600 on 54 nights at $723. More than double the income, on a nightly rate twenty-three dollars **lower**. The most expensive home in the set charges $936, books 74 nights and finishes seventh of twelve. Every one of these homes was available at least 326 days, so the difference is not access to the year. It is what was done with it.

THEN, AND ONLY THEN, THE RATE

Here is the part most projections miss. Three homes in that table book **exactly 127 nights each**. They charge $739, $617 and $615, and they earn $93,800, $78,400 and $78,100. Identical calendars, one hundred and twenty-four dollars of rate between the top and the bottom, and fifteen thousand seven hundred dollars of income. So rate is not irrelevant, it is simply second. Win the calendar and the rate becomes worth real money. Reach for the rate first and the calendar never arrives, which is what the bottom half of this page is doing.

WHY THE THREE ROWS ARE BUILT THE WAY THEY ARE

The first row puts a realistic first year on the board. The second takes the calendar to 122 nights, exactly what the better half of this street averages, and lifts the rate only to their $700. The third matches the strongest home in the set at 144 nights and stops there, because nobody in this comparable set has done better and we are not going to project past the evidence.

PRICING, BY SEASON

The rate is reset every night for every future date, against live demand, what comparable homes are charging for that specific date, and how close we are to it. Christmas, the ski holidays, Presidents' weekend and the summer weeks carry this market and we push rate on them rather than fill, and a home sleeping fourteen pushes further than most. March, April and the autumn midweeks we price to fill. That is the whole mechanism behind the first two rows of page two, and it is the reason the nightly rate in those rows moves so little while the income moves a great deal.

POSITIONING

Sleeping fourteen in four bedrooms is the most valuable thing this listing has, and it goes in the title ahead of everything else, because the large groups that carry a mountain calendar filter on capacity before they look at a single photograph. Four full baths for fourteen guests is a genuine point of difference in this set and it gets said plainly. After that it is ordinary work done properly: photography that leads with the great room, and a calendar somebody actually manages.

FOR A BUYER, THE USEFUL PART

This home is already set up and operating as a short-term rental, which means a new owner is not starting from a cold listing in a market where the first season is spent buying reviews. The registration, the listing build and the furnishing decisions are behind it. That is worth more than it looks on a page like this one.

SoCal Vacations is the only luxury short-term rental brand in Big Bear. We manage more than fifty homes here from an office on Pine Knot Avenue, including several within a few minutes of this address, and we prepared this projection from the same data we use on our own portfolio.

DISTRIBUTION & REVENUE

- **All the main booking channels in the US**, run from one calendar
- **Direct booking** through socalvacations.com at no extra cost, where the platforms take nothing out of the rate
- **Nightly dynamic pricing** set against live demand, competitor rates and lead time

ON THE GROUND

- **Housekeeping arranged for every reservation**, linens, towels and consumables restocked
- **Three inspections per booking**, and guest communication handled by us
- **Basic maintenance in house**, larger projects with licensed contractors

COMPLIANCE & TAX

- **Change of ownership paperwork** filed with the city for you
- **The compliance line** answered and managed by us
- **Transient occupancy and TBID taxes** collected, reported and remitted

YOUR TERMS

- **Thirty days' notice** ends the agreement, either side, no penalty
- **Monthly payouts** with a full statement, and a live owner portal
- **Block any dates yourself** at any time, and pay only the cleaning to use your own home

Agustin Florido
SoCal Vacations, LLC
575 Pine Knot Avenue, Big Bear Lake, CA 92315
owners@socalvacations.com · (909) 966-5667

Want the detail behind these numbers?
Call and we will open the comparable data and the pricing week by week, and answer anything worth testing.

Revenue figures are projections, not guarantees, and are gross rental income before any property costs. Comparable figures are trailing twelve months for four-bedroom homes near this address. Rental income excludes transient occupancy and TBID taxes and guest fees, which are collected from the guest and passed through. No asking price is shown because none was published at the time of writing. Results depend on market conditions, snowfall, furnishing standard, guest demand and the nightly rate being managed by season.