



MOUNTAIN RESORTS

NIGHTLY RENTAL PROPERTY LISTED FOR SALE

The following is a guide for rental program homeowners and real estate professionals to use as a reference for a seamless transition when selling. **Please remember that your property is also active in our nightly rental program**, and it is likely that others have made reservations to rent your property for their upcoming vacation.

ACTIVE LISTING

So that we can assist with showings and manage advance reservations, would you like us to?

- ✓ **Suspend New Bookings** = *Remove from availability*
- ✓ **Continue Accepting New Bookings** = *Maintain availability*

SHOWINGS

Unoccupied Unit - it may be shown at any time during normal office hours. Realtors must contact the front desk to make arrangements.

Occupied Unit - the property may only be shown with the permission of the guest, and preferably with at least 24 hours' notice. Some paying rental guests will object to showings during their Steamboat vacation, but it has been our experience that most guests will accommodate reasonable showing requests. If a paying rental guest accepts a showing request during their stay, the guest will be offered a \$50 credit for each interruption of their stay.

The \$50 Showing Credit(s) will be charged to your owner statement.

PURCHASE & SALE AGREEMENT

Please notify Mountain Resorts as soon as you enter into a signed purchase and sale agreement. Once a seller and buyer have entered into a purchase and sale agreement, we suspend acceptance of new bookings while the property is in escrow. We can resume reservations once the new buyer enrolls in our nightly rental program.

How would you like us to handle **EXISTING** reservations?

- ✓ **Attempt to Move** (*please note upgrade charges may apply*)
- ✓ **Keep Pending Reservations**

Additionally, we'd like to know if the buyer agreed in writing to honor existing reservations in your property & continue in the Mountain Resorts Rental Program?

The following is an excerpt from our typical rental management agreement related to rental unit sales: **SALE OF UNIT** – *OWNER shall provide MANAGER with notice of intent to sell the rental Unit at the time of listing. If the Unit is sold the Agreement shall terminate on the closing of the sale and the Unit shall no longer be included in the Rental Program unless otherwise agreed by the purchaser and MANAGER. Upon notification the Unit is to be sold and no longer included in the Rental Program, MANAGER shall attempt to move Rental Program guests scheduled to occupy OWNER'S Unit after the termination date, but if MANAGER is unable to do so and must cancel the occupancy, OWNER shall pay MANAGER an amount equal to MANAGER'S share of Net Adjusted Rent from the scheduled occupants together with any other amounts owed to MANAGER, which amount may be withheld by the closing agent for the Unit sale transaction and paid to MANAGER.*