



**Sea Glass 1 Bedroom Gulf Shores, AL**

Prepared by Sherri Spikes 251-216-9956

**Weekend - Weekday  
Rate Difference**

High	90.00%
Shoulder	90.00%
Low	90.00%

Average High Season Weekend Rates:	\$355
Average Shoulder (Medium) Season Weekend Rates:	\$310
Average Low Season Weekend Rates:	\$170

	Occupancy Rate	Number of Weekdays	Number of Weekends	Number of Peak Days		Season (H=High, M=Mid, L=Low)	Average Weekday Rate	Average Weekend Rate	Average Peak Rate		Monthly Revenue		
				Regular (ex: small festivals, national holidays)	High (ex: Hangout Fest, 4th July)				Regular	High	Low Estimate (-5% Occ. Rate)	Average Estimate	High Estimate (+5% Occ. Rate)
January	10%	22	6	3	0	L	\$153	\$170	\$196	\$213	\$249	\$497	\$746
February	10%	20	8	0	0	L	\$153	\$170	\$196	\$213	\$221	\$442	\$663
March	30%	17	7	7	0	M	\$279	\$310	\$357	\$388	\$2,352	\$2,823	\$3,293
April	45%	20	7	3	0	M	\$279	\$310	\$357	\$388	\$3,528	\$3,969	\$4,410
May	60%	19	6	4	2	M	\$279	\$310	\$357	\$388	\$5,149	\$5,617	\$6,085
June	85%	21	9	0	0	H	\$320	\$355	\$408	\$444	\$7,924	\$8,419	\$8,914
July	85%	20	7	2	3	H	\$320	\$355	\$408	\$444	\$8,818	\$9,369	\$9,920
August	45%	23	8	0	0	M	\$279	\$310	\$357	\$388	\$3,559	\$4,004	\$4,449
September	45%	20	7	3	0	M	\$279	\$310	\$357	\$388	\$3,528	\$3,969	\$4,410
October	35%	18	6	7	0	M	\$279	\$310	\$357	\$388	\$2,813	\$3,282	\$3,751
November	5%	20	6	4	0	L	\$153	\$170	\$196	\$213	\$0	\$243	\$486
December	5%	19	7	5	0	L	\$153	\$170	\$196	\$213	\$0	\$254	\$507
<b>TOTAL</b>											\$38,140	\$42,887	\$47,634

We do our best to offer a conservative but factual estimate based on rental histories and rates of similar properties. This takes into consideration property amenities and occupancy levels that are common to our market. Some room has been allotted for events out of anyone's control like general weather patterns, storms, or economic changes that might affect the tourism industry.



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**Weekend - Weekday  
Rate Difference**

High	90.00%
Shoulder	90.00%
Low	90.00%

Average High Season Weekend Rates:	\$405
Average Shoulder (Medium) Season Weekend Rates:	\$310
Average Low Season Weekend Rates:	\$195

	Occupancy Rate	Number of Weekdays	Number of Weekends	Number of Peak Days		Season (H=High, M=Mid, L=Low)	Average Weekday Rate	Average Weekend Rate	Average Peak Rate		Monthly Revenue		
				Regular (ex: small festivals, national holidays)	High (ex: Hangout Fest, 4th July)				Regular	High	Low Estimate (-5% Occ. Rate)	Average Estimate	High Estimate (+5% Occ. Rate)
January	10%	22	6	3	0	L	\$176	\$195	\$224	\$244	\$286	\$571	\$857
February	10%	20	8	0	0	L	\$176	\$195	\$224	\$244	\$254	\$507	\$761
March	30%	17	7	7	0	M	\$279	\$310	\$357	\$388	\$2,352	\$2,823	\$3,293
April	45%	20	7	3	0	M	\$279	\$310	\$357	\$388	\$3,528	\$3,969	\$4,410
May	60%	19	6	4	2	M	\$279	\$310	\$357	\$388	\$5,149	\$5,617	\$6,085
June	85%	21	9	0	0	H	\$365	\$405	\$466	\$506	\$9,040	\$9,605	\$10,170
July	85%	20	7	2	3	H	\$365	\$405	\$466	\$506	\$10,060	\$10,689	\$11,318
August	45%	23	8	0	0	M	\$279	\$310	\$357	\$388	\$3,559	\$4,004	\$4,449
September	45%	20	7	3	0	M	\$279	\$310	\$357	\$388	\$3,528	\$3,969	\$4,410
October	35%	18	6	7	0	M	\$279	\$310	\$357	\$388	\$2,813	\$3,282	\$3,751
November	5%	20	6	4	0	L	\$176	\$195	\$224	\$244	\$0	\$279	\$558
December	5%	19	7	5	0	L	\$176	\$195	\$224	\$244	\$0	\$291	\$582
<b>TOTAL</b>											\$40,568	\$45,605	\$50,642

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