

MERIDIAN VACATIONS LLC

CUSTOM PROPERTY REVENUE DOSSIER • OCEAN CITY,
MARYLAND

SAMPLE DOSSIER (REDACTED)

Prepared By: Jim Boyer & Aaron Lovegrove
Host Record: ★ 4.95 Avg Rating • 311 Airbnb Reviews (2
Superhosts)

SUBJECT PROPERTY

[REDACTED] 74th St #Unit 204 • Midtown Oceanblock
Condo

2 Bedrooms • 2 Bathrooms • Sleeps 6 • Ocean City, MD 21842

VERIFIED SUBMARKET BENCHMARK

\$59,800 / yr

Midtown Oceanblock 2-Bed Comps

1. Annual Net Take-Home Cash Comparison

ANNUAL LINE ITEM	DIY SELF-MANAGING	HIGH-FEE LEGACY PM	MERIDIAN CO-HOSTING
Gross Booking Revenue After Airbnb/Vrbo host fees; excl. cleaning & tax	\$46,000	\$59,800	\$59,800
Management / Co-Hosting Fee 12% Full Turnkey (or 6% Revenue Desk)	\$0 (~200 hrs owner labor)	-\$13,156 (Legacy 22% fee)	-\$7,176 (12% Turnkey) or -\$3,588 (6% Desk)
Contractor & Repair Markups Meridian passes vendor bills through at exact cost	\$0	-\$1,400 (20% to 50% surcharges)	\$0 (At Cost)
Where Guest Payouts Go	Direct to your bank	Held 30 to 60 days in PM escrow	Direct to YOUR bank (0 days in our escrow)
Estimated Annual Net Cash to Owner	\$46,000	\$45,244	\$52,624 (12% Turnkey) \$56,212 at 6% Revenue Desk

2. Seasonal Revenue Plan & Dedicated Local Care

Peak Summer (June - Aug)

\$41,200 Projected Gross (12 Wks):
Pricing that rises on high-demand weeks (July 4th, White Marlin Open, Air Show) at \$3,100 to \$3,850/wk. Dedicated local crew handles Saturday 10 AM to 3:30 PM turnovers with 45-point photo signoff.

Shoulder Events (May, Sept - Oct)

\$14,400 Projected Gross: Captures premium 3- and 4-night stays for Cruisin' Ocean City, Sunfest, Oceans Calling, and Country Calling while flexing minimum nights to fill mid-week gaps. Includes pre- & post-season 1-on-1 owner reviews.

Off-Season & Winter Protection

\$4,200 Projected Gross + Freeze Walks: Quiet off-season weekend stays, light staging & amenity upgrades, plus biweekly physical winterization checks by Aaron Lovegrove (Ocean City local & trades lead) from November through April.

ZERO SETUP FEES • 90-DAY “LOVE IT OR LEAVE IT” GUARANTEE

Start this winter, and be dialed in before Memorial Day.

In your first 90 days, end our agreement anytime: **effective immediately, no 30-day notice period, no termination fees, and hire whoever you like.** Bookings we've already secured stay on your calendar, and we simply earn our standard fee on those stays. **\$0 setup fee:** we supply and install our own smart keypad lock (and reinstall your original lock if you ever leave) and noise sensor. Liability coverage in place before your first guest check-in.

