

ABOUT OUR PRICES

Bottom Line Prices: With Mountain Lakes the prices we show on our website and quote to guests is the “Bottom Line”. There are no other charges for a standard rental. Many vacation rental companies advertise and quote only the *basic rental fee* then add on charges such as: Accommodation taxes, Reservation fees, Credit Card fees, Cleaning fees, etc. *(When we advertise on other sites, the advertisement conforms to their standards.)*

Pet fees are normally an additional \$75 + tax for each pet. *(Limit 2 pets per rental)*

Optional Trash service: Instead of including the cost of trash removal in the rental price, the guest has the option of leaving the maid a \$5 tip per bag or taking it themselves *(As do most local residents)*.

“Bottom Line Prices” As advertised & quoted are made of 3 components.

1. Reservation/Cleaning Fee: This fee is included in the quoted price, billed directly to the guest and pays for:

- The cost of pre-inspecting the house before Guest occupancy.
- Having the house cleaned by professionals after the Guest departs.
- Scheduling, coordinating and paying the cleaning contractors.
- Supplies for the cleaning contractors and a starter supply of consumables for the Guest.

2. Sales and Accommodation Taxes: Vacation rental guests are required by law to pay “Sales & Accommodation Taxes” for any rental of less than 90 days. These taxes are imposed by the States and Counties *on the rental guest* and generally total between 7% and 12%. *(In some cases a special purpose tax may also be required)*. Mountain Lakes includes all taxes in the prices we advertise and quote. We collect these taxes, complete the necessary forms and pay these taxes to the 6 Counties and 2 States in which we operate.

3. Basic Rental Fee: The Basic Rental Fee is set by the owner of the house.

We charge owners a percentage of the Basic Rental Fee. This pays for:

Home Evaluation: Before owners list with us we will provide based on our 20 years experience:

- A fair and honest evaluation and recommendations for making the house more guest friendly.
- Recommendations for preventing damages and making the house safer for guests

All Advertising: We develop descriptions and take the necessary photos of the house.

- We create and maintain a page on our web site exclusively for your house.
- We create and maintain a page on VRBO for your house.
- We participate in general area promotion at Trade Shows, Welcome Centers, etc.
- We advertise in state and local travel guides, magazines and other media as necessary.

Reservation Services: We can assist in selecting a rental either in person or via our Toll-Free #.

- We are available to show potential Guests up to 3 houses upon request.
- We accept payments by cash, check, or credit card *(We pay any associated Fees)*.
- We deposit these payments into an Escrow account and handle all necessary bookkeeping.
- We provide an Up-To-Date calendar and the ability for Guests to make reservations online.

Guest Services: We have available as needed: Extra Parking, Office Services, etc.

We are available 24/7 to Guests for problems and emergencies. We have a maintenance staff available for light problems and work closely with local contractors for more serious problems.

Owner Services: We do the record keeping and send owners a check each month for the previous month rentals. We provide a 1099 and yearly summary. If you need someone to wait for a repair person, turn off water to prevent freezing or other service, we will provide most such services on request at no charge.