



Hello! It's a pleasure to meet you.

My team and I have been in the real estate and vacation rentals industry for 10+ years in Southern Utah. Fractional ownership is an exciting new trend in real estate, but I understand that it comes with a lot of questions and uncertainty. My commitment to you is providing exceptional service which means I am always available to answer your questions, provide guidance and advice, and help you make informed decisions about your real estate investments.

Fractional ownership offers many advantages including reduced costs, shared maintenance responsibilities, and the ability to enjoy the benefits of owning a high-end vacation rental property without the full-time commitment.

As a specialist in fractional real estate, I have the experience and expertise needed to help you navigate this market. Additionally, my team at Red Rock Vacation Rentals has over 40 team members ready to service your rental property to the highest level.

If you are interested in learning more about fractional real estate and how it can benefit you, I would be happy to speak with you further. Please feel free to contact me at your convenience and I look forward to hearing from you!

Best,

Matt Curtis

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Red Rock

FRACTIONAL

MEET THE TEAM



MATT CURTIS, FOUNDER

Matt Curtis is the founder of Red Rock Real Estate, which includes over 270 agents and is in the Top 100 largest independent brokerages in America according to RealTrends. He is also a top producing agent who in 2021, sold over \$25 million in real estate. Additionally, he built Red Rock Property Management which has a portfolio of over 1,000 homes under its management and Red Rock Vacation Rentals with 300+ units.



ADAM LEGG, CEO

Adam Legg co-founded Red Rock Companies in 2012. His businesses lead the industry in the Southern Utah market and proudly serve over 1,000 owners and agents. Adam earned his Master's of Accountancy and worked in the private accounting industry for several years prior to starting Red Rock. His accounting and leadership experience has been critical to the success of Red Rock Companies serving first as the CFO and now as the CEO of the organization.



JORDAN MCNAUGHTON, REALTOR & PROPERTY MANAGER

Jordan McNaughton has been with Red Rock Companies for over 2 years and has a total of 8 years of experience in the real estate industry. Throughout his career, he has had the privilege of assisting clients in achieving their property goals and making informed decisions. He is passionate about staying updated with the latest industry trends, market conditions, and emerging opportunities. This is precisely why he is excited to be part of this endeavor with Red Rock Fractional.



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FREQUENTLY ASKED QUESTIONS

Q: What does "Fractional" mean?

A: Fractional ownership means that a property is owned by a group of co-owners through an LLC. Red Rock Fractional will be the registered agent of the LLC who will handle all financial, accounting, reservations, cleaning, maintenance, and marketing of the home.

Each of the fractional owners share legal ownership and can enjoy using the vacation rental for 6 weeks per year. If you do not use all of your allotted weeks, Red Rock can help book nightly rental guests to occupy those weeks providing additional income to you. Your ownership can appreciate, be sold, or willed.

Q: Why should I buy a Fractional share?

A: Based on years of industry experience, vacation rental owners enjoy the benefits of owning a nightly rental but typically only use the property 5-8 weeks/year. Because of rising home prices and interest rates, a fractional share is a great financial option for owners. The ability to generate income during dates not used personally, along with the tax advantages, the long-term home appreciation, and not having to handle any of the headaches of managing a second home, make this a perfect fit. Each property comes fully furnished and professionally designed, ready for your use!

Q: Why should we choose Red Rock?

A: For the last 11 years, Red Rock has been the leader in vacation rental management in Southern Utah. We are the largest vacation host in St. George with over 40,000 past guests to market to. We know the ins-and-outs of nightly rentals and have 30+ property managers ready to service your home.

Q: How do I choose the weeks I want? Can I trade weeks?

A: The selection of the 6 weeks will be given based on the order of purchase. Every year the selection will rotate based on seniority. Owners can request to trade weeks with one another.

Q: Can I sell my share?

A: Absolutely. There is a \$500 transfer/processing fee for changing the vesting names and gathering and collecting owner information. If you decide to list it, we require you to use one of our preferred agents who understands the details of fractional ownership. They also will have access to the calendar to show to interested parties.

Q: Can I buy more than one share?

A: Yes, one person can purchase up to 4 fractional shares and own 50% of the home.



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FREQUENTLY ASKED QUESTIONS

Q: Is there a start-up cost?

A: The startup fee is determined based on home size, condition, and furnishings. For a newer home that is already furnished, a 1/8 share would be approximately \$1,500. This would include bringing the home up-to-speed with professional design/staging, making it a smart home, and providing high-end linens. These funds would also contribute to a property reserve account for any basic home repairs, linen replacements, wear-and-tear, electronic and furniture upgrades, etc. Any major home improvements or purchases would be brought to the ownership group and decided based on the operation agreement.

Q: What is included in the Red Rock Fractional Management monthly fee?

A: The \$99 monthly per owner management fee covers all home expenses and vacation rental management. This would include collecting and paying all utilities, property taxes, HOA fees, scheduling cleaning and maintenance, coordinating all reservations, and channel marketing. This would also cover software fees and door lock/thermostat automation.

Q: How much will I pay during my owner stays?

A: The only fee charged to you during your stay is a discounted cleaning fee.

Q: What are the major benefits of this model?

A: Having ownership in a beautiful home that you can enjoy 6 weeks every year and not having to worry about a thing! Each Red Rock Fractional home will be overseen by your Owner Services Manager who will handle every single task related to your property. This includes all utilities, HOA fees, homeowner's insurance, and capital expenditures. This service is unique to fractional ownership and is not typically provided to traditional vacation rental owners.

Q: What are capital expenditures?

A: Many second homeowners forget to supply an ample amount of reserve funds to cover simple and costly improvements over the life of a real estate asset. Although most of our homes are new, eventually all homes will need new appliances, flooring, furniture, roof, etc. With fractional ownership, you are "sharing" these costs with others to help keep your monthly costs of second home ownership much more attainable.

We would love to talk to you more about Red Rock Fractional ownership! Please reach out to our team for more details.



ACHIEVE YOUR DREAM OF VACATION RENTAL OWNERSHIP AT A FRACTION OF THE PRICE!



What? Simply put, Red Rock Fractional helps multiple people to own one property and split all the costs amongst them. Up to 8 owners hold fee simple title in the property under an LLC. You will experience incredible vacations where you can make memories and spend quality time with your loved ones, all while enjoying hassle-free ownership on an appreciating asset.



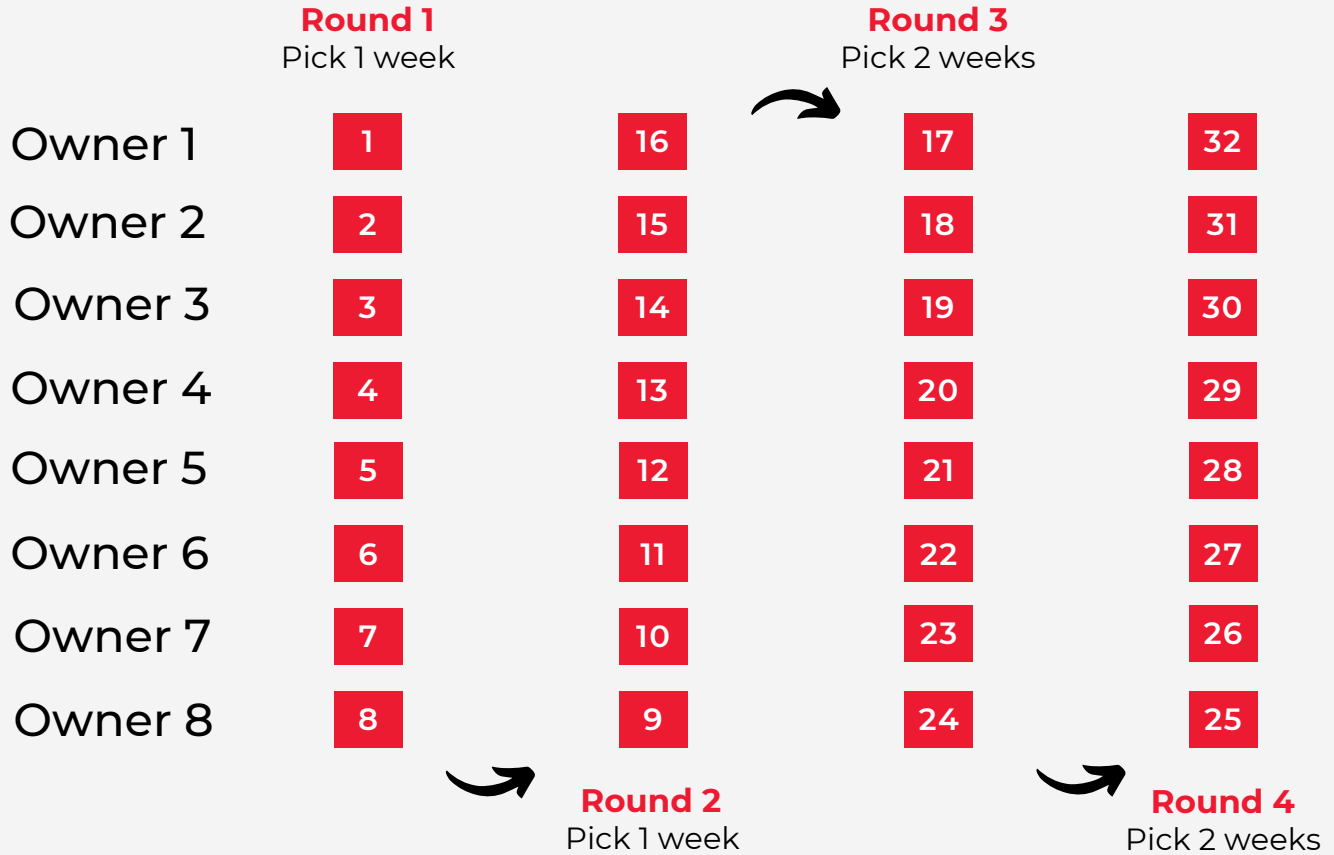
Why? Most vacation owners only use their property 5-8 weeks per year. Instead of paying the entire purchase price of the home, Fractional ownership allows you to only pay for the portion you use! Owners can enjoy luxury vacation homes that are affordable and stress-free. Red Rock will rent out any dates unused to nightly guests so that owners can still earn an income while they're away!



How? It starts with the professional purchase of the property. Our Southern Utah real estate experts focus specifically on the St. George market and have worked locally in the industry for 10+ years. We'll help you find your dream vacation home and guide you through the purchase.

Then, we send in professional interior designers to furnish and decorate your home. It will be completely turn-key ready for you to reserve your next getaway.

From there, Red Rock will professionally manage the property. Our local team of 30+ property managers are highly trained in maintenance, cleaning, marketing, and revenue management. We'll help you earn income while you're away and ensure that you can make the best use of your vacation property. It's that easy!



Each 1/8th share owner will be entitled to 6 weeks each year. The week selection process for each year will take place in November preceding the start of the usage year. The draft will consist of 4 selection rounds.

During the first and second selection rounds, each owner will select one available week. During the third and fourth selection rounds, each owner will select two available weeks. Selection priority will rotate among owners each year.

