



IS YOUR NIGHTLY RENTAL PROPERTY FOR SALE?

Listing a property for sale is an important decision for any homeowner. While we hate to see our homeowner partners move on, we understand the nature of real estate ownership is seldom permanent. **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.

The transition of ownership from seller to buyer should be smooth, but can have the potential to create conflict with previous and existing commitments made outside of the real estate transaction, namely your Rental Management Agreement. The following is a guide for rental program homeowners and real estate professionals to use as a reference for a seamless transition when selling:

LISTING AGREEMENT

Please notify Pioneer Ridge of your intent to sell so we can assist with showings and manage advance reservations.

How would you like us to handle NEW reservation inquiries?

SUSPEND NEW BOOKINGS

Remove from Availability

or

CONTINUE ACCEPTING NEW BOOKINGS

Maintain availability

SHOWINGS

When we know a rental property is listed for sale, we will do our best to notify the in-house guests of any requests for showings. If occupied by a paying rental guest, the property may only be shown with the permission of the guest, and preferably with at least 1 day 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.

If a property is unoccupied, it may be shown at any time during normal office hours. Realtors must contact the Pioneer Ridge front desk to make arrangements in advance to show the property.

Detailed information regarding existing rental reservations is available to you via the Owner Portal, or by contacting your Owner Representative, or Rental Account Manager. Please let us know if we can be of assistance.



REALTOR RESOURCES

Copies of governing documents for any association we manage may be obtained from the listing broker or by using your Realtor access to www.SteamboatOwners.com. Colorado real estate purchase and sale agreements also enable the selling homeowners to authorize Pioneer Ridge, on behalf of the association, to supply this information to the buyer and their real estate agent.

PURCHASE AND SALE AGREEMENT

Please notify Pioneer Ridge 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

or

KEEP THESE PENDING RESERVATIONS

Is the buyer going to continue in the Pioneer Ridge Rental Program?

Has the buyer agreed in writing to honor existing reservations?

Who is financially responsible for existing reservations scheduled for occupancy after the sale?

By maintaining open lines of communication, we are glad to assist all involved in this sale process.

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.