

## SNOWSHOE MOUNTAIN HOMES

### BUYERS' FREQUENTLY ASKED QUESTIONS

November 4, 2011

1. WHAT KINDS OF PROPERTIES ARE AVAILABLE TO PURCHASE AT SNOWSHOE? Snowshoe offers a wide variety of whole ownership condominiums, townhomes, and single family homes. There are currently no timeshares at Snowshoe. In total, there are about 2200 homes at Snowshoe.
2. WHAT HOME PRICES ARE AVAILABLE AT SNOWSHOE? Homes here range from studio condominiums up to multi-bedroom custom homes and prices currently range from below \$50,000 to over \$2 Million.
3. ARE THERE A SELECTION OF SHORT SALES, FORECLOSURES AND DISTRESS SALES AT SNOWSHOE? Yes, like markets everywhere, there is an inventory of such distress sales spread around the mountain, offering prices not seen in many years.
4. IS FINANCING AVAILABLE FOR THE PURCHASE OF HOMES AT SNOWSHOE? Yes. While the market keeps changing and while it is more difficult these days to find financing for resort properties, we do have qualified buyers who have been successful in securing financing here, and we can help direct you to different sources. In general, mortgage rates are at historical lows. We are also seeing more cash deals these days.
5. WHAT ARE THE CONDO FEES LIKE? Condo fees vary greatly on the mountain, depending on the amenities and services of the complex, how many units share those costs, and usually based on the square footage of the unit. Condo fees here are typically very comprehensive, including costs that you would normally be writing a separate check for each month, such as phone, TV, internet, fireplace propane or firewood, building-wide heating and cooling systems, etc. Often, the only separate expenses you have to pay are property tax, insurance on contents, and a small electric bill for lights and appliances.
6. WHAT ARE THE PROPERTY TAXES LIKE? The County appraises each property and then takes 60% of that to determine assessed value. The rate on assessed value is 1.3528% for rental properties and .6764% for owner-occupied properties. These rates can change annually.
7. WHAT INSURANCE RATES COULD I EXPECT TO FIND? To cover furnishings, personal possessions, finished floor, ceiling and wall coverings, cabinets and other fixtures, plus liability, loss of rent, and loss assessment coverage, we see that a range of \$200 to \$500 annually would cover the vast range of condominiums and townhomes here, with single family homes being on a case by case basis.

8. **WHAT IS THE MOUNTAIN TOP ASSESSMENT (MTA)?** The MTA is like a master association fee or municipal tax. It covers services shared by all properties on the mountain, such as public safety, fire and rescue, general common area snow removal and landscape maintenance, and the shuttle system. The amount paid is based on the County's assessed value and the rate cannot exceed \$1.50 per thousand. In recent years the rate has hovered around \$1.00. Many of the HOA's include this amount in their condo fees; otherwise you receive an annual billing in July.
9. **WHAT ARE MY OPTIONS FOR RENTING MY PLACE WHEN I AM NOT USING IT?** Renting out one's home here is strictly at the option of the owner, and an owner in a rental program maintains flexibility in the personal use of the home. Snowshoe itself manages nearly 1300 properties on the mountain, and there are a handful of additional service providers, as well as those who self-manage, such as through [www.vrbo.com](http://www.vrbo.com). Rental income is not pooled; each property stands on its own.
10. **CAN MY PROPERTY PAY FOR ITSELF?** While there are variations in costs and income around the mountain, we see that most properties go a long way toward covering the rental management fees (typically 25% of gross rental), housekeeping (averaging 15% of the gross), condo fees, taxes, insurance and utilities, and some properties will even contribute towards a mortgage. Winter rentals are currently about 90% of the total.
11. **HOW DO I CARE FOR MY PROPERTY IF I AM NOT IN A RENTAL PROGRAM?** There are a number of housekeeping and maintenance service providers active on the mountain.
12. **WHAT ARE MY BENEFITS OF OWNERSHIP.** Aside from all the activities, events and amenities available in our 11,000 acre mountain resort and nearby areas, homeowners are entitled to discounts for activities, restaurants and shops; homeowners who are also in the Snowshoe Rental Program, have more extensive discounts available.