



# SUN SALT AIRE

TOWNHOMES • KILL DEVIL HILLS, NC



Similar photos

Sun Salt Aire is another quality development by **FLOBX** FLORIDA OUTER BANKS DEVELOPMENT. Located steps from the beach in Kill Devil Hills. Ready for occupancy May, 2018.

Sold fully furnished by Exotic Home, these five maintenance-free townhomes will not last long given their pricing.

## OUR NEW TOWNHOMES FEATURE THE FOLLOWING:

One St. George East End Unit \$389.9K

Three Interior Somerset Units \$369.9K

One Somerset West End Unit \$379.9K

St. George: 3 Bedrooms, 2 .5 Baths, 1 Car Garage, 1514 Sqft

Somerset: 2 Bedrooms, Den, 2.5 Baths, 1 Car Garage, 1514 Sqft

PRICES SUBJECT TO CHANGE BEFORE START OF CONSTRUCTION.



Contact Sales Agent Sunny Liberty Berle at (813) 480-0445  
Today to Learn More about Sun Salt Aire Townhomes.

[www.SunSaltAire.com](http://www.SunSaltAire.com)





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## - FLOOR PLANS -

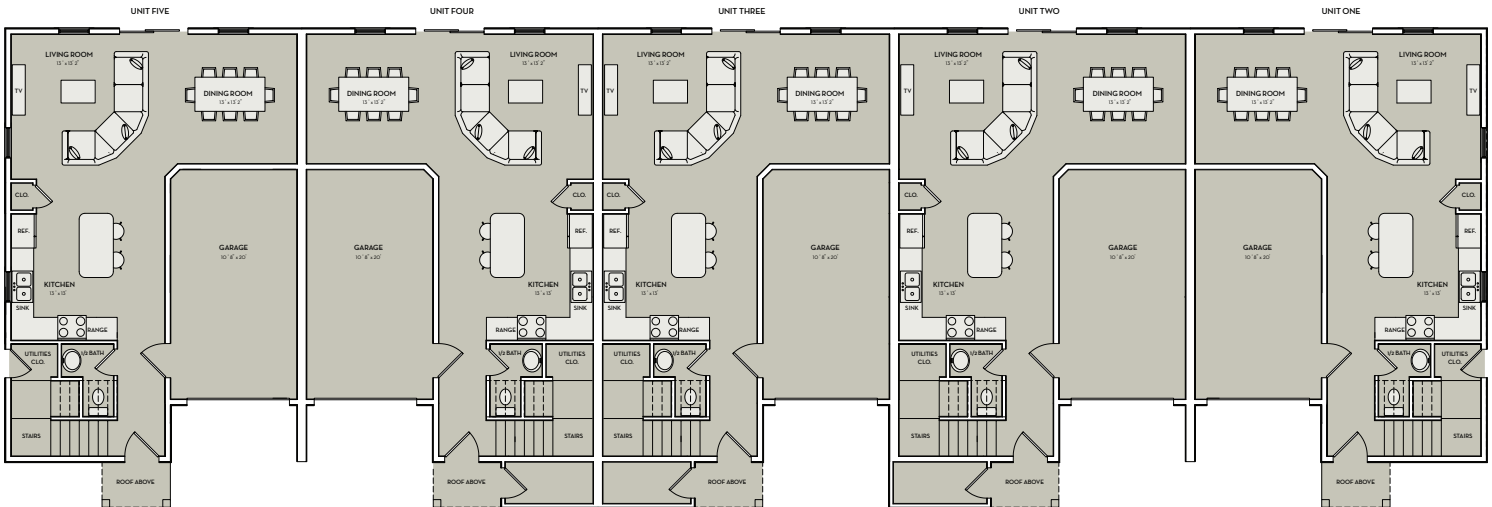
**St. George Model**  
**\$389,900**

**Somerset Model**  
**\$369,900**

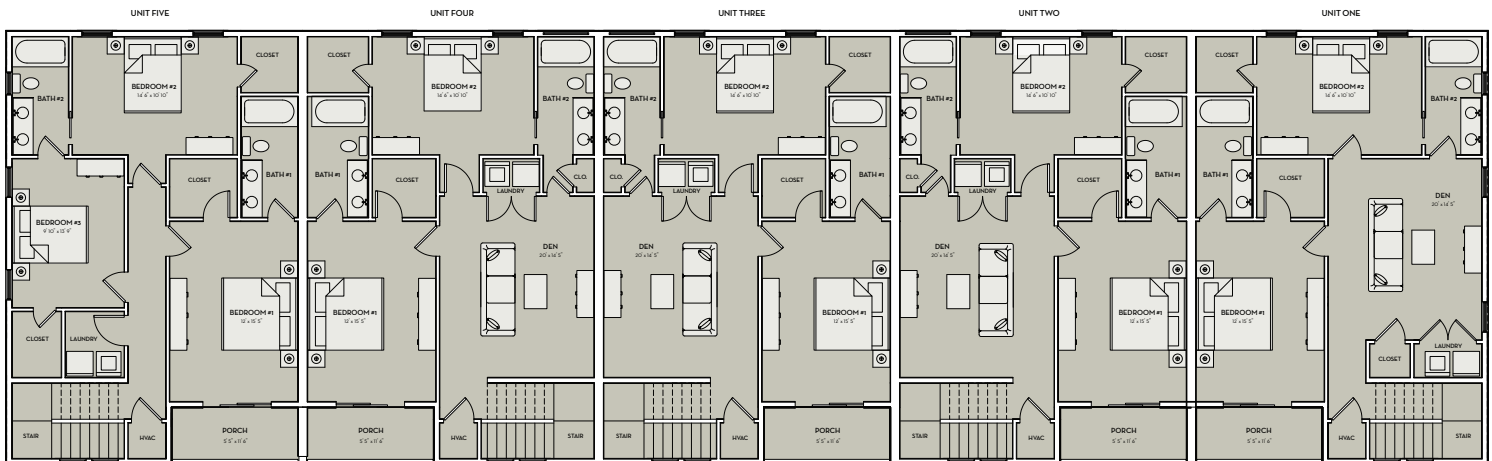
**Somerset Model**  
**\$369,900**

**Somerset Model**  
**\$369,900**

**Somerset Model**  
**\$379,900**



GROUND FLOOR



FIRST FLOOR

One St. George East End Unit \$389.9K  
Three Interior Somerset Units \$369.9K  
One Somerset West End Unit \$379.9K

St. George: 3 Bedrooms, 2 .5 Baths, 1 Car Garage, 1514 Sqft  
Somersets: 2 Bedrooms, Den, 2.5 Baths, 1 Car Garage, 1514 Sqft

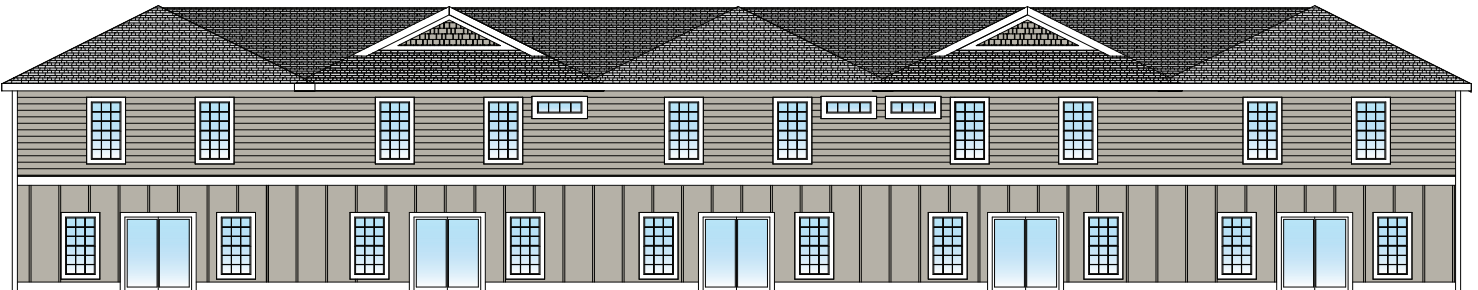


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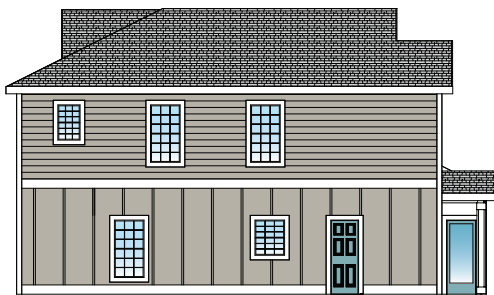
- ELEVATIONS -



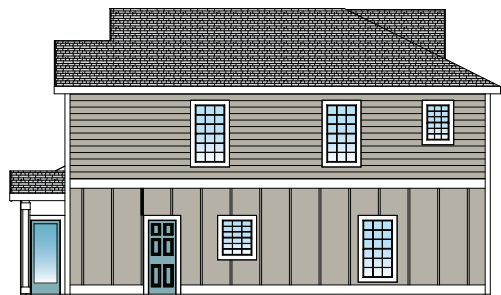
FRONT ELEVATION



REAR ELEVATION



LEFT ELEVATION



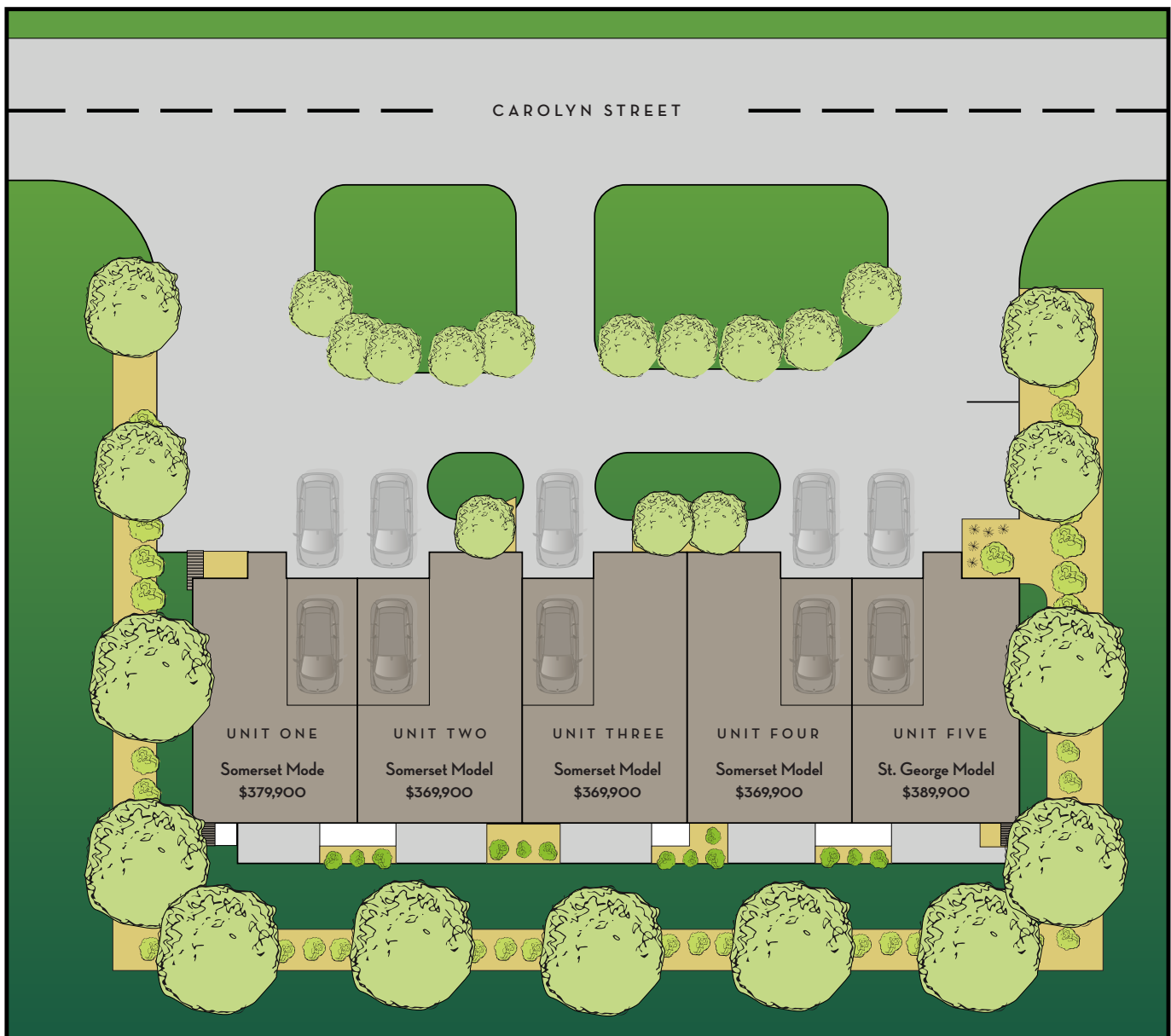
RIGHT ELEVATION



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## - SITE PLAN / MAP -





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## - CONSTRUCTION FEATURES -

- 10 Year Bonded Builders® Warranty.
- Lutron® Smart home technology.
- Foundation will be a combination of 8" x 8" x 16' treated .80 retention and slab pour ground floor. 2' x 6' exterior walls and 2' x 4' interior walls, TJI Joist 11 7/8" deep and 16" o.c., 2' x 6s'.
- 7/16 osb sheathing on exterior walls and 1/2 cdx roof sheathing.
- 4. Nichiha fiber cement combination of board and batten, 7" exposure lap, and shake siding over #30 impregnated felt. Blind nailing on most install and stainless steel fasteners where blind nailing is not possible. 1 x 6 fascial with 12" vented soffit, 5" corners and 1 x 4 window and door trim, 1 x 10 beauty bands all in Trex Trim.
- Insulation is kraft faced R-30 ceilings, R-19 under floor, R-13 ext walls, R-11 interior walls.
- Sherwin Williams Super Paint.
- All other interior sheetrock walls to be slick finish, ceilings to be 5/8 fire code slick finish.
- Flooring in all common areas and bathrooms Karndean LVT in the Van Gogh Collection. Bedrooms to be Shaw Clear Touch Polyester Loop carpet.
- All Baths but Master bath to be Sterling Vickrell tub / shower combination.
- 10 Year Warranty on York® HVAC.
- Kohler® Plumbing fixtures, faucets, valves and trims to be Kohler "Devonshire" in finishes of polished chrome, brushed nickel or oil rubbed bronze.
- Toilets to be Kohler "Wellworth" 1.28 gallon with elongated seats.
- 200 amp electrical service with white switches and outlets, Lighting Fixtures by Feiss.
- Air to Air heat pump by York 14 seer Energy Star rated with 10 Year Manufacturer Direct Warranty for parts and labor.
- Wolf Cabinetry in Four Finishes. All knobs to match plumbing fixtures. Ceramic subway tile backsplash.
- Kitchen and bathroom counters to be full 3 cm granite pencil edge with undermount stainless 50/50 sinks except for ground level bath which is to be cultured marble and mid level 1/2 bath with pedestal sink.
- All Whirlpool® appliances to include ceramic top range/oven, combination microwave/ hood and dish washer in stainless steel.
- Windows to be Energy Star rated double hung vinyl impact resistant windows by Simonton, a JD Powers top choice.
- Energy Star Rated Simonton Safe Point Impact Resistant Vinyl.
- Home Features a Whole Home Fire Sprinkler Suppression System.



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## - SOMERSET RENTAL PROJECTIONS -



### Annual Rental Projection

Sun Salt Aire  
2 Bedroom FlexStay Townhome  
Kill Devil Hills | North Carolina

RENTAL INCOME		Year 1	Year 2	Year 3
Gross Average Daily Rental Rate	\$	228.07	\$ 231.49	\$ 234.96
Night Occupied		138	145	145
Number of Rental Stays		35	37	37
Average Length of Stay		3.93	3.92	3.92
<b>Gross Rental Income (GRI)</b>	<b>\$</b>	<b>31,565</b>	<b>\$ 33,566</b>	<b>\$ 34,069</b>
Turnover Cleaning & Linen Fees	\$	4,054	\$ 4,255	\$ 4,255
Net Rental Income	\$	27,512	\$ 29,311	\$ 29,814

### EXPENSES

15% Rental Commission	\$	4,127	\$ 4,397	\$ 4,472
KEEKare Maint Program	\$	339	\$ 349	\$ 360
Payment Processing Fee	\$	473	\$ 488	\$ 502
Annual Deep Cleaning Fee	\$	288	\$ 296	\$ 305
<b>Total</b>	<b>\$</b>	<b>5,227</b>	<b>\$ 5,530</b>	<b>\$ 5,639</b>

<b>GROSS OPERATING INCOME</b>	<b>\$</b>	<b>22,285</b>	<b>\$ 23,781</b>	<b>\$ 24,175</b>
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\*Net Rental Income equals Gross Rental Income minus Cleaning Fees. Cleaning Fees are based on \$115 fee per arrival clean. Cleaning fee includes cleaning of unit, linens/towels (owned & supplied by KEES, and guest supplies (paper products, shampoos, soaps, coffees, laundry & dish cleaning supplies).

Data listed above is based on historical performance and/or market analysis with comparable inventory in the KEES program. KEES cannot guarantee occupancy, rental rates, or net income potential shown above. This projection is not to be used for lending purposes. This projection assumes full year availability.

**For information about joining the KEES Program, please contact:**

David Weybright, 252-305-2400 or [david.weybright@keesvacations.com](mailto:david.weybright@keesvacations.com)



SALES BY SUNNY BERLE BROKER ASSOCIATE REALTOR® COLDWELL BANKER SEASIDE REALTY  
MOBILE: (813) 480-0445 • WEB: [WWW.SUNSALTAIRE.COM](http://WWW.SUNSALTAIRE.COM)



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## - ST. GEORGE RENTAL PROJECTIONS -



### Annual Rental Projection

Sun Salt Aire  
3 Bedroom FlexStay Townhome  
Kill Devil Hills | North Carolina

RENTAL INCOME		Year 1	Year 2	Year 3
Gross Average Daily Rental Rate	\$	258.20	\$ 264.65	\$ 271.27
Night Occupied		138	149	149
Number of Rental Stays		35	38	38
Average Length of Stay		3.93	3.92	3.92
<b>Gross Rental Income (GRI)</b>	<b>\$</b>	<b>35,736</b>	<b>\$ 39,433</b>	<b>\$ 40,419</b>
Turnover Cleaning & Linen Fees	\$	4,406	\$ 4,750	\$ 4,750
Net Rental Income	\$	31,330	\$ 34,683	\$ 35,669

### EXPENSES

15% Rental Commission	\$	4,699	\$ 5,202	\$ 5,350
KEEKare Maint Program	\$	439	\$ 452	\$ 466
Payment Processing Fee	\$	536	\$ 552	\$ 569
Annual Deep Cleaning Fee	\$	313	\$ 322	\$ 332
Total	\$	5,987	\$ 6,529	\$ 6,716

<b>GROSS OPERATING INCOME</b>	<b>\$</b>	<b>25,343</b>	<b>\$ 28,155</b>	<b>\$ 28,953</b>
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\*Net Rental Income equals Gross Rental Income minus Cleaning Fees. Cleaning Fees are based on \$125 fee per arrival clean. Cleaning fee includes cleaning of unit, linens/towels (owned & supplied by KEES, and guest supplies (paper products, shampoos, soaps, coffees, laundry & dish cleaning supplies).

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## Why Choose KEES?

### Comprehensive Management



**Full-service vacation rental management is a full-time job. Let KEES do the work!**

### Comprehensive Management

We provide full-service management, including plenty of services for which our competitors charge extra. If you're new to renting your home, we can help arrange any other details required to set up your property.

### Innovative Technology

Using our specialized rate algorithm and analysis tools—among the most advanced in the industry—we automatically optimize rates year-round, ensuring your home is truly maximizing potential earnings.

### Superior Marketing

We invest in extensive advertising on multiple platforms for your home, with top-tier listings on sites like VRBO, Homeaway, Flipkey, TripAdvisor, and VacationRentals.com. Our marketing team specializes in digital and traditional marketing strategies to bring guests from all over to the Outer Banks.

### A Strong Local Presence, On Call 24/7

We have the resources of a national company, but our focus is inherently local. Our Local Operations Managers are on call 24 hours per day, seven days per week. If a problem arises, we're here to help.

### Exceptional Housekeeping

Housekeepers are truly the backbone of our company, crucial in creating the best guest experience. KEES hires the area's top housekeeping candidates and retain their loyalty thanks to our year-round commitment and capability to paying a living wage.

## FlexStay™

flek-sta | adjective

1. The ability to start your vacation any day of the week without the restriction of a seven night minimum.
2. Your Vacation, Your Way



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## KEES Property Expectations & Standards

### Kitchen

Goal: Supply the kitchen with adequate, abundant and quality tools to encourage guests to provide a happy healthy meal for their families.



- Cabinets and counter tops should be without fade, chips, stains for burns.
- Storage space should be enough to hold a weeks' worth of grocery items.
- Drawers and cabinets should be secure and operate smoothly.
- Grout between tiles both on the floor and back splash area should be free of cracks, stains and dirt.
- Appliances and cookware must be rust free, in fair to good condition and handles must be tightly secured.
- Houseware items must have an allocation of 1.5 par of the maximum occupancy of the home to comfortably accommodate the guests in house. See **Rental Program Kitchen Item Requirements** chart for more detail.

### Bedrooms

Goal: Create a comfortable, relaxing, supportive place of rest and privacy for guests.

- Comfortable mattresses (Recommended: soft - medium firm), free of any stains, free from sagging and without noticeable spring support are required. Mattresses will be evaluated by a KEES representative annually to ensure standards are met.
- Headboards are required and must be safely secured or fastened to the bed frame or wall.
- One (1) night stand with appropriately sized lamp is required per bedroom.
- One (1) 32"plus flat screen, cable ready television is required in each bedroom. Mounted televisions are preferred.
- Bed Bug mattress and box spring protectors are strongly encouraged for all mattresses. These are available for purchase through KEES.
- Pillows should be of the standard size and replaced annually. Do NOT use king size pillows for linen matching purposes.
- High quality bedspreads for the designated bed size are required. (See KEES Bedding Package info page for encouraged service options supplied by KEES for King and Queen size beds.) Bedding is to be free of stains, tears and fading.
- Twin & Bunk Beds must have good quality bedspreads appropriately matched to the decor of the room. Bedding is to be free of stains, tears and fading.
- Additional blanket for each sleeper sofa or murphy bed is required. Please store this stain, tear and fade free blanket(s) with the address of your home. The tag must be washer/dryer durable.
- Ceiling fans are not appropriate in bunk rooms.





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## KEES Property Expectations & Standards

### Bathrooms

Goal: Create a simple clean environment.



- Mirrors must be free from cracks, chips and stains
- Rust free shower curtain rods must be securely fastened to the supporting wall and or tiles.
- Shower curtains should complement the decor, be durable, washable and appropriately hung with the maximum number of rod clips. A plastic liner must be placed on the inside of the shower curtain.
- Toilets must be safely fastened to the floor. Toilets must be free from rocking or swiveling
- Toilet seats must be secured to the toilet bowl, free from cracks and free of worn spots.
- Light fixtures should be rust free, fully operational and complimenting to the space.
- Towel bars and toilet roll holders must be installed securely and appropriately located.
- One (1) waste basket per bathroom is required.
- One (1) plunger per bathroom is required.
- One (1) toilet bowl cleaner is required.

### General Interior

Goal: Less is more, KEES follows this saying as a rule of thumb when it comes to decorating. Please keep decor to a tasteful minimum. Plants, flowers and the overstocking of games or booking may be a dust collecting factor. To ensure your home is cleaned and cared for adequately and swiftly, we encourage the decor to be placed in your home thoughtfully.

- Carpeting must remain in good condition free of stains, tears, frays and ripples
- Wallpaper, paint and furnishings must be in excellent - good condition.
- Dinnerware, flatware and glassware must be in excellent condition in number sufficient to service the maximum occupancy in the Property.
- All painted woodwork must be free of chips, scratches or scuff marks.
- All floor surfaces must be free of stains, tears





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## KEES Property Expectations & Standards

### General Exterior

Goal: Wow the rental guest during their first impression of your home. Groom and display your home with pride by keeping it simple, clean, inviting and appreciated.

- Screens must be free of tears and damage. Either have all windows screened or none screened. Do not have both.
- Paint must be free from peeling, flaking, discoloration and plant growth. Annual power washing is encouraged.
- Decking and pathways should have all boards and stepping stones secured. Nails and screws must lay within or level with the board. No protruding nails.
- Clothing lines are not recommended
- Hammocks and porch swings should be evaluated annually for securement and safe use.
- Landscaping and lawn maintenance must be performed routinely to ensure the ground are kept groomed
- Grills must be in excellent - good condition, with cover and a full BBQ tool set. Gas grills require two (2) propane tanks prior to first rental. Stainless steel grills are not recommended, as they display rust quickly in the salt air. Grilling on decks is strictly forbidden.
- Decks and outdoor entertainment space must have adequate seating for 0.5 the maximum occupancy of the home. Outdoor furniture must be durable, free of cracks, paint flaking, discoloration and fading, etc. Furniture must be cleaned or replaced annually. Exterior lighting must exist around the pool area and entry ways.
- Outside showers must be in clean working condition. Wood surfaces must be in good condition and paint must look fresh and free of peeling. Locks should be rust free and operational.
- One (1) large exterior rolling trash can per every six (6) guests.

