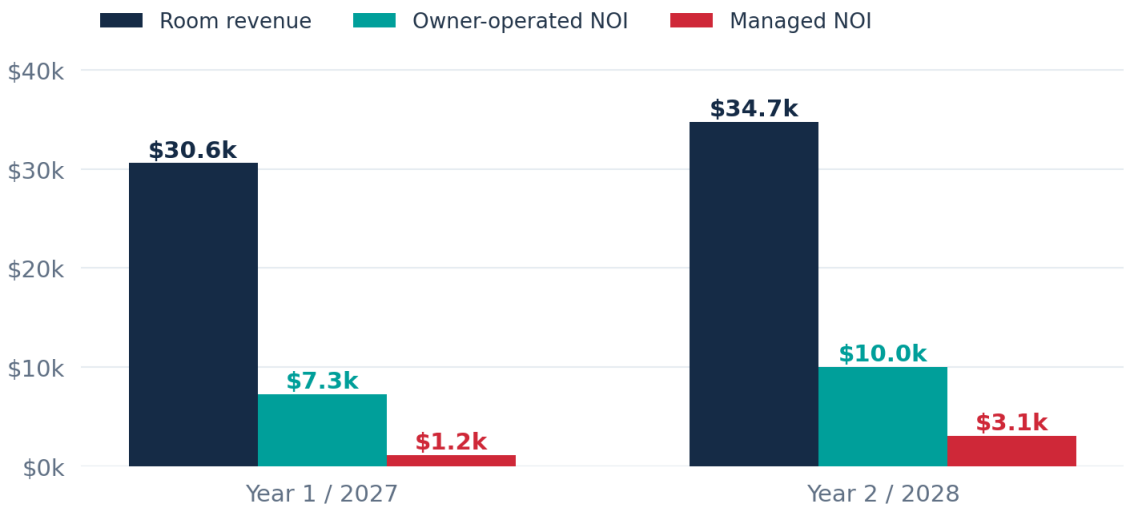
FURNISHED RENTAL OPPORTUNITY

# A guest-ready stay in Sugar Grove.

1240 Mariemont Rd Unit C
Sugar Grove, Illinois 60554

**PROJECTED ROOM REVENUE**

**$30,625** Year 1 **$34,749** Year 2




**$175 / $180**
**Average daily rate**
Year 1 / Year 2

**50% / 55%**
**Occupancy**
Of available nights

**$0**
**New setup spending**
Already owned + furnished

**Confirm rental permission before accepting bookings.**

Sugar Grove zoning creates a material short-stay risk. The property is assumed purchased and fully ready. All revenue and return figures assume the rental use is approved. [S2-S4]

01 / FEASIBILITY

# Permission comes first.

A promising listing concept still needs an address-specific operating path.

| Property profile | Publicly reported / modeled |
|---|---|
| Bedrooms / bathrooms | 2 bedrooms / 2.5 bathrooms [S1] |
| Interior area | Approximately 1,441 sq ft [S1] |
| Guest plan | Entire furnished unit for 4 guests; capacity subject to approval |
| Opening assumption | January 1, 2027. Property already owned, furnished and ready. |
| Availability | 365 / 366 calendar nights, less 15 maintenance nights each year. |

### Material zoning concern

The current use table does not allow hotels in the listed residential districts. A 2022 municipal packet reports that Sugar Grove treated short-term rentals as hotels and did not permit them in residential zoning. This is historical corroboration, not a current ruling for this parcel. [S2, S3]

## Obtain these before accepting bookings

1. Written Village determination for this exact unit, including parcel zoning, planned-development conditions, minimum lease term, permits, guest limits and parking.
2. HOA declaration, rules and amendments addressing rentals, minimum terms, caps, guest access and parking. No governing documents were available for this analysis.
3. An insurance quote and confirmation of state/local tax collection, reporting and any direct-booking obligations. Illinois treats stays under 30 days as taxable hotel activity in general. [S10]

Village contact: Bravo Berisha, Zoning Administrator, 630-391-7226. [S4]
A 30+ day furnished rental is a separate option to verify. A longer minimum stay alone does not establish zoning or HOA compliance.

02 / MARKET EVIDENCE

# Nearby rates and occupancy.

Nearby Aurora data provides context. It does not establish this unit's earning history.

| Aurora benchmark | AirDNA [S5] | AirROI [S6] |
|---|---|---|
| Data window | TTM through Sep. 2026 | TTM through Sep. 2026 |
| Tracked active listings | 196, multiple platforms | 95, Airbnb |
| Average daily rate | $160 | $163 |
| Available-night occupancy | 67% | 43.7% |
| Annual revenue per listing | $34,300 | $18,588 |

The providers use different samples and availability conventions. Their annual revenue figures are not normalized to 350 available nights, and AirDNA includes guest fees. They should not be averaged or treated as a two-bedroom comp set. The model uses 50% / 55% occupancy and $175 / $180 ADR as analyst assumptions. The modest rate premium requires attractive furnishing, reliable operations and bathroom convenience.

## Comparable listings to inspect

| Listing / market | Public product profile | How it compares |
|---|---|---|
| 2BR Comfort Near I-88 / Aurora [C1] | 2BR / 1.5BA, 4 guests. Townhome, laundry, garage, workspace. | Closest product type; highway access matters. |
| Whispering Feathers / Aurora [C2] | 2BR / 1BA, 4 guests. Duplex, kitchen, laundry, parking. | One bathroom; useful furnishing and amenity reference. |
| 2BR + Office Apt / Aurora [C3] | 2BR / 1BA, 4 guests. Separate office; no on-site laundry. | Workspace appeal; subject may have greater bathroom convenience. |
| Relaxing Riverfront Townhome / Yorkville [C4] | 2BR / 1.5BA, 6 guests. Riverfront, garage, laundry. | Waterfront setting provides a location advantage. |

Amenity comparables only. No date-specific nightly quotes, verified ADRs, booked-night counts or property-level revenue records were available. Exact comp addresses are not public; no precise distance adjustment is claimed. Links appear on page 11.

03 / ALREADY OWNED AND FURNISHED

# An existing, guest-ready property.

Purchase and guest setup are complete. No additional setup capital is charged in this scenario.




| | |
|---|---|
| Fixed operating costs | **$17,386** |
| Platform fees | **$6,542** |
| Cleaner expense | **$6,214** |
| Supplies + routine repairs | **$2,037** |
| Professional management | **$6,950** |
| Managed NOI | **$3,077** |

| Already in place (assumed) | New spend | Guest-ready contents |
|---|---|---|
| Bedrooms / mattresses | $0 | King + queen beds, mattresses, storage, bedside tables and charging. |
| Living / dining | $0 | Comfortable seating, dining furniture, lamps and durable surfaces. |
| Bed / bath / linens | $0 | Sheet sets, protectors, towels, pillows, hangers and hair dryers. |
| Kitchen / appliances | $0 | Cookware, dishes, utensils, coffee maker, kettle, toaster and storage. |
| TV / Wi-Fi / workspace | $0 | Smart TVs, reliable router, desk, chair and power access. |
| Lock / safety | $0 | Smart lock, smoke and CO devices, extinguishers and first-aid kit. |
| Window coverings / decor | $0 | Blackout curtains, rugs and finished decor. |
| Cleaning / starter goods | $0 | Cleaning equipment, paper goods, toiletries, coffee and laundry basics. |
| Preparation / photography | $0 | Property preparation and launch materials are assumed complete. |
| Additional working cash | $0 | No new cash contribution is charged. Existing reserve balance is unknown. |

Readiness is a user-provided assumption, not an inspection finding. Prior purchase and furnishing costs are historical invested capital, not new cash outflows. Cleaning, utilities, taxes, HOA, insurance, replenishment, repairs and future replacements still affect the operating return.

04 / TWO-YEAR PRO FORMA

# Revenue is only the starting point.

Base case. USD. NOI excludes financing, capital reserves, setup spending and income taxes.

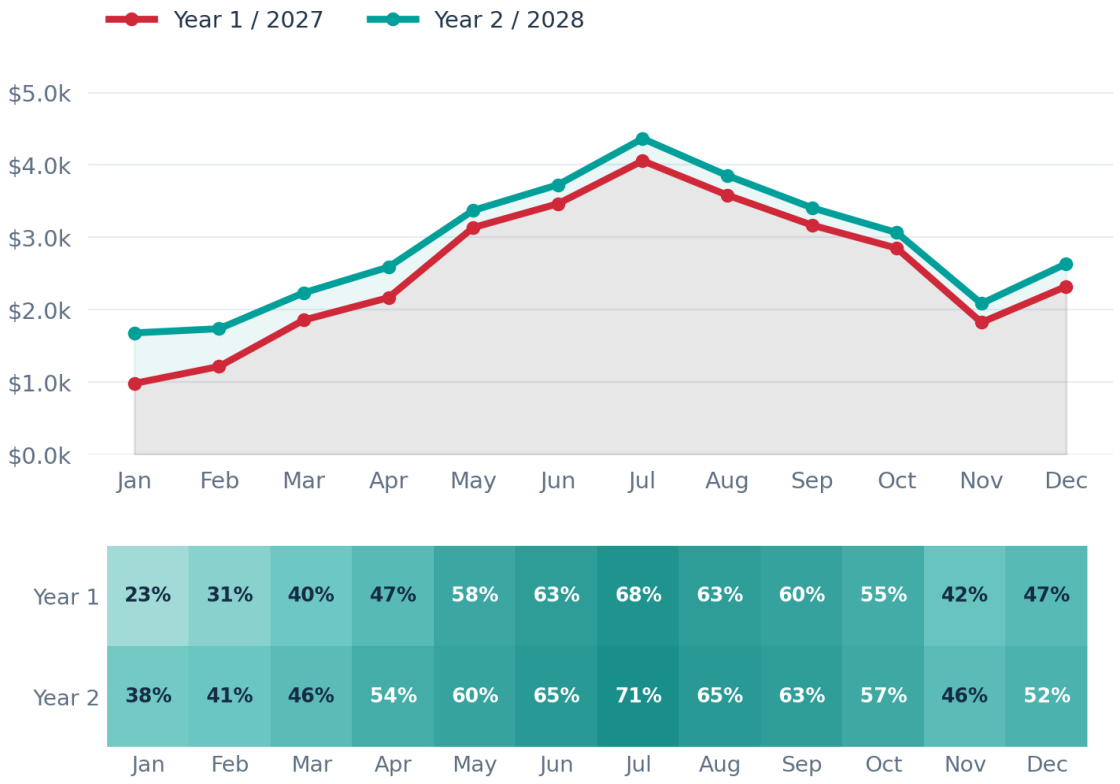
| Annual operating statement | Year 1 / 2027 | Year 2 / 2028 |
|---|---|---|
| Available nights | 350 | 351 |
| Occupancy | 50.0% | 55.0% |
| Occupied nights | 175.0 | 193.1 |
| Average daily rate | $175 | $180 |
| Room revenue | $30,625 | $34,749 |
| Cleaning fees collected | $6,563 | $7,457 |
| Gross booking revenue | $37,188 | $42,206 |
| Platform fee | $5,764 | $6,542 |
| Cleaner expense | $5,469 | $6,214 |
| Consumables | $875 | $994 |
| Routine maintenance | $919 | $1,042 |
| Property taxes | $6,500 | $6,695 |
| HOA | $3,600 | $3,708 |
| Rental insurance | $1,800 | $1,854 |
| Utilities and internet | $4,200 | $4,326 |
| Software | $480 | $494 |
| Licensing and administration | $300 | $309 |
| Total operating expenses before manager | $29,907 | $32,179 |
| NOI - owner operated | $7,281 | $10,027 |
| Management fee | $6,125 | $6,950 |
| NOI - professionally managed | $1,156 | $3,077 |
| Replacement reserve (below NOI) | $919 | $1,042 |
| Cash before debt - owner operated | $6,362 | $8,984 |
| Cash before debt - managed | $237 | $2,035 |

Platform fee: 15.5% of room revenue plus cleaning charges. Management: 20% of room revenue. Four-night average stays produce about 44 / 48 expected turnovers. Cleaner cost is $125 per stay in Year 1; guest cleaning charge is $150. Both rise 3% in Year 2. The cleaning charge is not treated as pure profit. [S7]

05 / THE BOOKING CALENDAR

# Summer carries more of the year.

Illustrative seasonality. The first year includes a slower review-building launch.







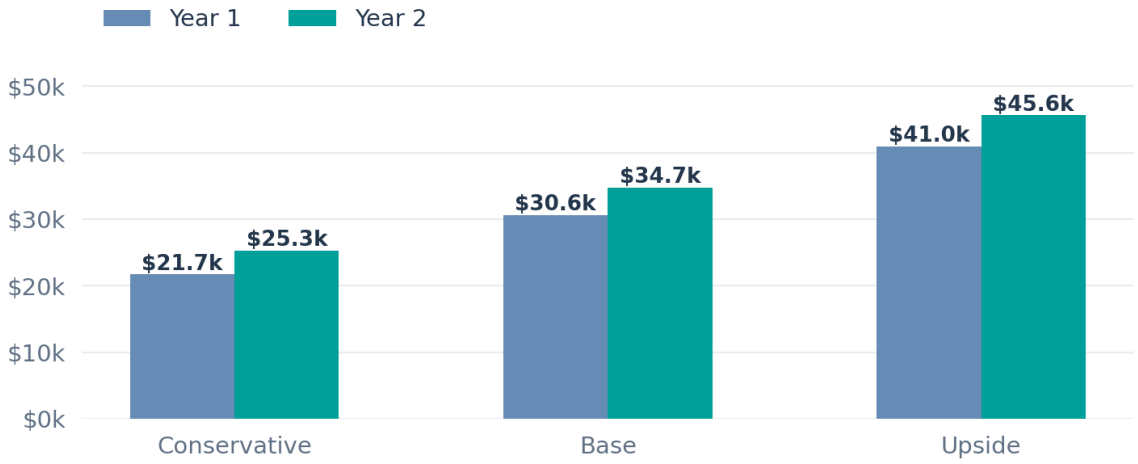
| Month | Y1 occ. | Y1 ADR | Y1 room | Y2 occ. | Y2 ADR | Y2 room |
|---|---|---|---|---|---|---|
| Jan | 23.1% | $147 | $981 | 38.1% | $152 | $1,679 |
| Feb | 30.7% | $147 | $1,215 | 40.8% | $152 | $1,737 |
| Mar | 39.9% | $155 | $1,857 | 46.3% | $161 | $2,234 |
| Apr | 47.2% | $164 | $2,166 | 54.4% | $170 | $2,589 |
| May | 57.7% | $181 | $3,135 | 59.9% | $188 | $3,372 |
| Jun | 62.9% | $190 | $3,464 | 65.3% | $197 | $3,726 |
| Jul | 68.2% | $198 | $4,058 | 70.7% | $206 | $4,365 |
| Aug | 62.9% | $190 | $3,583 | 65.3% | $197 | $3,854 |
| Sep | 60.3% | $181 | $3,169 | 62.6% | $188 | $3,408 |
| Oct | 55.1% | $173 | $2,850 | 57.1% | $179 | $3,066 |
| Nov | 42.0% | $155 | $1,824 | 46.3% | $161 | $2,085 |
| Dec | 47.2% | $164 | $2,321 | 51.7% | $170 | $2,635 |

Modeled seasonality, not subject history. Annual ADR is weighted by occupied nights. Fractional nights preserve expected values. January 2027 launch assumed; update the ramp for the actual opening date.

06 / RANGE OF OUTCOMES

# How operating results can vary.

Every case assumes the rental is legally permitted and available as modeled.




| Case | Y1 ADR / occ. | Y2 ADR / occ. | 2-year room | 2-year owner NOI | 2-year managed NOI |
|---|---|---|---|---|---|
| Conservative | $155 / 40% | $160 / 45% | $46,972 | $2,635 | ($6,760) |
| Base | $175 / 50% | $180 / 55% | $65,374 | $17,308 | $4,233 |
| Upside | $195 / 60% | $200 / 65% | $86,580 | $34,266 | $16,950 |

## The two-year cash result after replacement reserves

| Case | Owner operated | Professionally managed |
|---|---|---|
| Conservative | $1,226 | ($8,169) |
| Base | $15,347 | $2,272 |
| Upside | $31,669 | $14,353 |

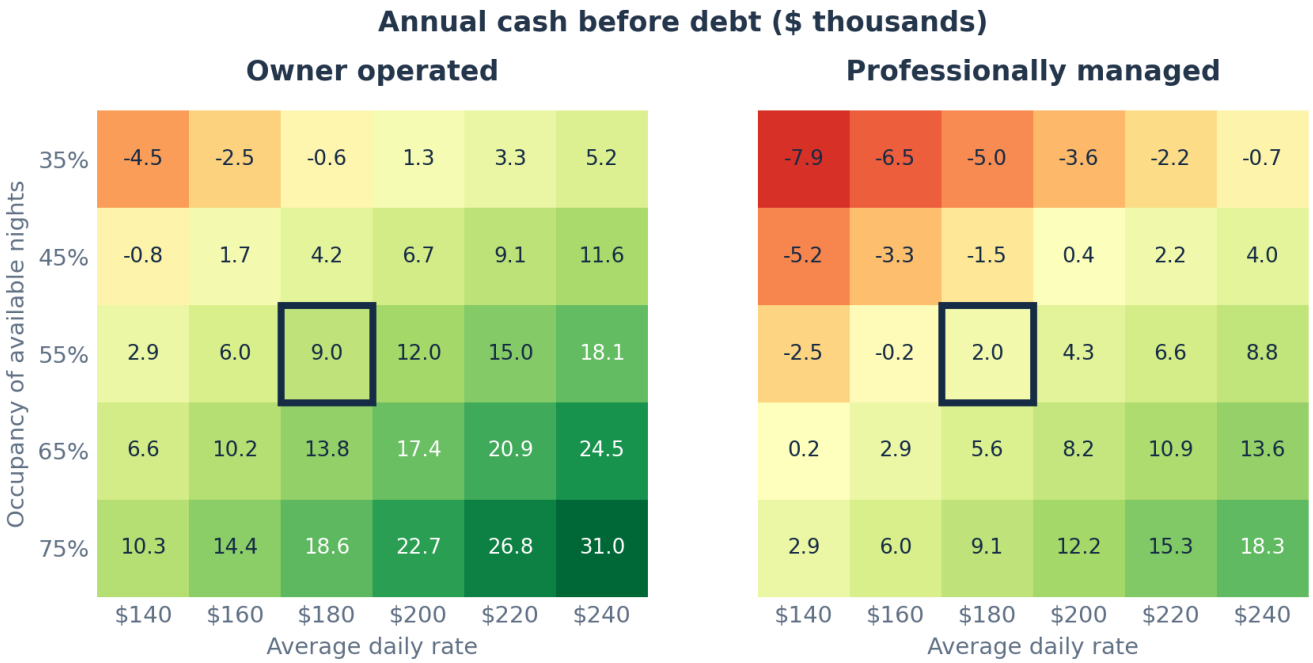
**The managed base case leaves little margin.**

Managed cash is $237 in Year 1 and $2,035 in Year 2 after replacement reserves, before existing debt and income tax. No new setup spending is charged. Owner operation assumes unpaid owner labor. Cases are not probabilities.

07 / RATE AND OCCUPANCY SENSITIVITY

# A few booked nights change the result.

Year 2 annual cash, after replacement reserves and before mortgage payments.




Cells show annual cash in $ thousands. The outlined cells are the base case: $180 ADR and 55% occupancy. The same operating costs and 15.5% platform fee apply throughout. These are arithmetic sensitivities, not a claim that every rate and occupancy combination can be achieved.

| At $180 ADR | Owner operated | Managed |
|---|---|---|
| Cash break-even before existing debt | 36.3% | 49.2% |
| Year 2 average monthly cash before debt | $749 | $170 |

**Use the actual existing mortgage payment.**

Mortgage details were not provided. Subtract annual principal and interest from cash after replacement reserves. Property taxes and insurance are already operating expenses, so exclude any escrow component from that additional deduction.

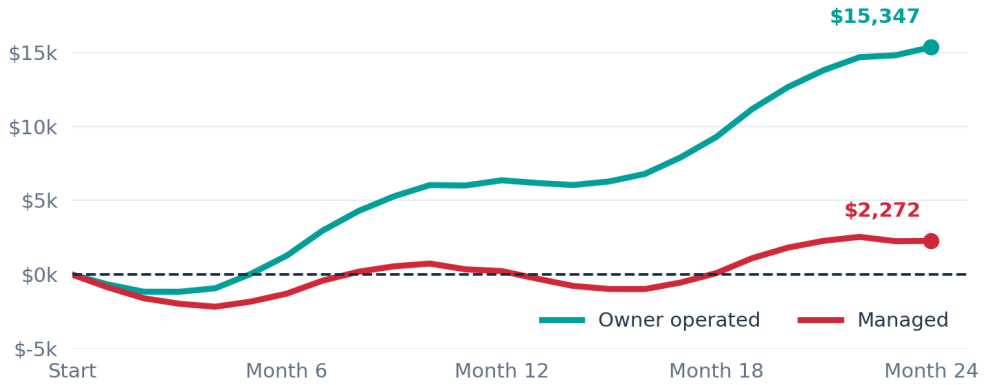
08 / INVESTMENT RETURN

# Income from an existing property.

Forward operating analysis. No down payment, closing costs or furnishing investment is charged.

| Return measure | Year 1 | Year 2 |
|---|---|---|
| Owner-operated cap rate | 2.4% | 3.3% |
| Managed cap rate | 0.4% | 1.0% |
| Owner-operated unlevered cash yield | 2.1% | 3.0% |
| Managed unlevered cash yield | 0.1% | 0.7% |
| Owner cash after reserves, before debt | $6,362 | $8,984 |
| Managed cash after reserves, before debt | $237 | $2,035 |
| Existing annual mortgage payments | Not provided | Not provided |
| Cash return on current owner equity | Unavailable | Unavailable |

Cap rate = NOI / $300,000 assumed current property value. Unlevered cash yield = cash after replacement reserves, before debt / that same $300,000 value. The property value remains a placeholder, not an appraisal.
No new startup investment is assumed. A percentage ROI on $0 additional setup capital is not meaningful. A cash return on actual owner equity requires the current mortgage balance and payment. Annual NOI is unchanged because setup spending was outside operating expenses.

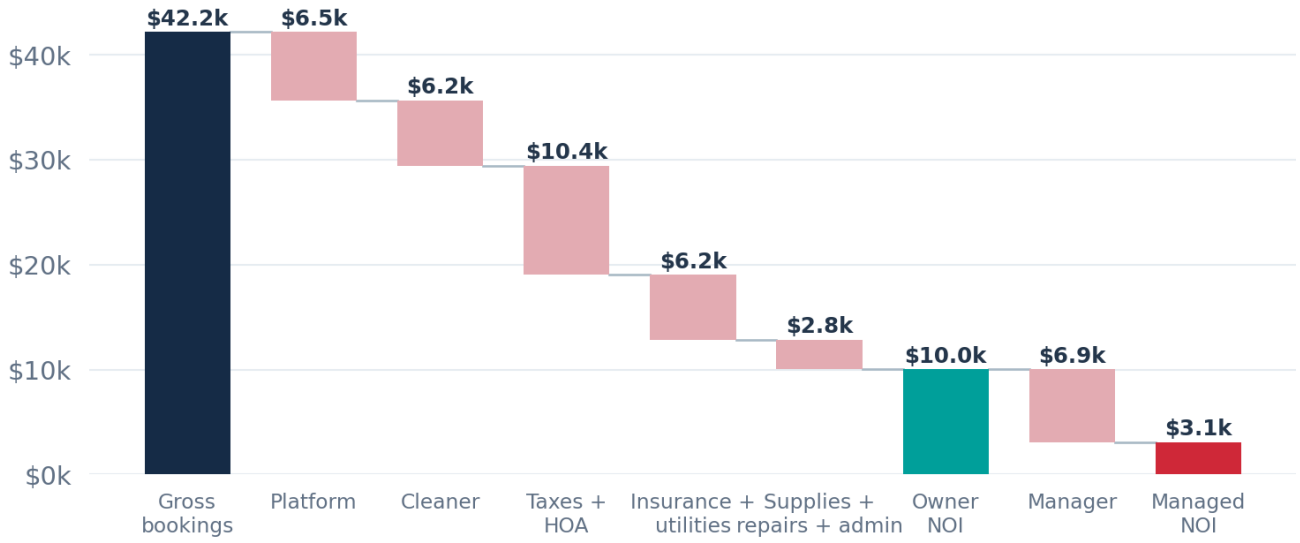



The curves start at $0 and add operating cash after replacement reserves, before existing mortgage payments and income tax. At Month 24, projected cumulative cash is $15,347 owner-operated or $2,272 managed. Early winter deficits still require available operating funds. Historical purchase and furnishing cash flows are excluded.

09 / OPERATING PLAN

# Keep the booking dollar in perspective.

Year 2 base case. Gross bookings include guest cleaning charges.




## A furnished monthly rental deserves a separate look

Two public Aurora listings ask $3,750/month for a 1,000-sq-ft, 2BR/1.5BA townhome and $3,800/month for a 900-sq-ft, 2BR/1BA apartment. These are asking rents, not signed leases or realized income. They are regional references rather than direct Sugar Grove rent comps. [S8, S9]

If nightly rentals cannot be approved, investigate a furnished 30-90 day model for relocation, temporary housing and work assignments. Fewer turnovers and a different booking-fee structure may help the economics. Confirm the required lease length with the Village and HOA, then obtain a separate rent and vacancy analysis.

## Use the interactive client calculator

Enter monthly mortgage principal and interest, annual taxes and insurance, and monthly HOA dues. Adjust rates, occupancy and management costs to see updated NOI, cash flow and two-year charts.

**Open the online calculator**

Online access must be shared with the client. A standalone HTML calculator is also supplied for use in their own browser. Entries stay in that browser.

John Montgomery | Centerline Group | eXp Realty | 630-485-7000

10 / SOURCES AND METHOD

# The evidence behind the estimate.

Public sources checked November 2, 2026. Click a source title to open the underlying page.

**S1** **Zillow: 1240 Mariemont / Unit C**

Unit C bed/bath count, area and historical sale. No interior inspection.

**S2** **Sugar Grove: permitted use table**

11-4-22. Hotels and bed-and-breakfast uses are distinct. Parcel interpretation unresolved.

**S3** **North Aurora board packet, page 11**

February 21, 2022 packet. Reports Sugar Grove's 2021 residential STR interpretation.

**S4** **Sugar Grove: development contacts**

Current municipal contact for address-specific zoning confirmation.

**S5** **AirDNA: Aurora market overview**

TTM through September 2026; page updated October 20. Multiple platforms and property sizes.

**S6** **AirROI: Aurora market report**

TTM through September 2026; updated October 1. Different sample from AirDNA.

**S7** **Airbnb: service fees**

15.5% single fee modeled on nightly revenue and cleaning. Check actual account pricing.

**S8** **Furnished Finder: 2BR Comfort**

Aurora, asking $3,750/month. No evidence of achieved rent or occupancy.

**S9** **Furnished Finder: Homey2BR**

Aurora, asking $3,800/month. Utilities included in advertised terms.

**S10** **Illinois: hotel tax publication 106**

Current state guidance. Local taxes and direct-booking reporting still require review.

**S11** **Redfin: 1218 Mariemont Unit C**

Adjacent-unit 2025 tax of $6,554 used only as budget context.

**S12** **Redfin: 1218 Mariemont Unit D**

Adjacent-unit $293/month HOA used only as context, not Unit C dues.

**C1** **Airbnb: 2BR Comfort Near I-88**

Aurora townhome. Public amenity comparison.

**C2** **Airbnb: Whispering Feathers**

Aurora duplex. Public amenity comparison.

**C3** **Airbnb: 2BR + Office Apt**

Aurora apartment. Public amenity comparison.

**C4** **Airbnb: Relaxing Riverfront Townhome**

Yorkville townhome. Public amenity comparison.

Method: room revenue = available nights x occupancy x ADR. Cleaning collections and cleaner costs are both shown. Occupancy taxes are assumed charged separately and remitted, outside owner revenue and costs. Replacement reserves and debt are below NOI. Cost budgets and forecast targets are author assumptions unless sourced. No subject booking ledger, paid comp export or inspection was available.

Estimates depend on legal permission and guest-ready condition. Demand, costs and rules can change. This is preliminary underwriting, not an appraisal, legal ruling or performance guarantee.