NC CABIN RENTALS

REALTOR PARTNER PROGRAM
HIGH COUNTRY, NC



FOR HIGH COUNTRY REAL ESTATE PROFESSIONALS

Help your clients own a cabin *that pays.*

Free revenue projections for every listing and buyer — and a referral fee paid to your brokerage when you introduce an owner.

$500
PER BEDROOM REFERRAL FEE
UP TO $2,000 PER HOME

24 hr
CUSTOM REVENUE PROJECTIONS

#1 & Top 5
#1 GROWTH · TOP 5 QUALITY & GUEST SATISFACTION
ACROSS ALL OF AIRBNB IN NORTH AMERICA



Nick, Kathi and the kids — High Country owners since 2020.

A NOTE FROM US

Your clients trust your recommendation. We'll make it look brilliant.

Here in the High Country, a lot of your buyers aren't just buying a cabin — they're buying an income property, a family getaway and a long-term investment all at once. And one of the first questions they ask is, *"What will it rent for?"*

That's where we come in. Kathi and I started NC Cabin Rentals together with our partners after owning two cabins here and watching them underperform under local management. We built a company that engineers revenue every week and cares for homes the way owners actually want — and in our first year we grew to more than 75 homes, almost entirely by word of mouth.

For you, that means a partner who makes your job easier: a credible, custom revenue projection for any listing or buyer within 24 hours, a turnkey plan your buyer can count on from closing day, and a referral fee paid to your brokerage when you introduce an owner.

There's a longer-term win, too. When a home's rental income grows, so does its value — so strong performance today sets up a stronger listing when your client is ready to sell.

I'd love to grab a coffee and show you how we work. **When your clients succeed, we all do.**



Nick Reuter · Co-Owner · joinus@nccabinrentals.com · 828-382-8330

WHY AGENTS PARTNER WITH US

The first question every buyer asks: “What will it rent for?”

We answer it with real data — and then deliver on it. That makes your recommendation easy, and it keeps your clients coming back to you.

Free revenue projections

A custom, branded projection for any listing or buyer within 24 hours — ready for your listing presentation or buyer consult.

Confidence at closing

Your buyer walks in with a credible income picture and a turnkey plan that starts on day one.

Income builds value

When a home’s rental income grows, so does its value — setting up a stronger sale when your client is ready to list.

We make you look good

Every referral gets white-glove onboarding, fast communication and results they’ll thank you for.

What agents are saying

FROM THE FIELD

“They did a phenomenal job and they are so pleased with your service!”

LS — **Lisa S.**
Keller Williams · on clients she referred

“A boutique firm in Boone... their entire approach is rooted in being more hands-on, responsive, and performance-focused for homeowners.”

MM — **Michele M.**
Howard Hanna Allen Tate, Blowing Rock

A few of the homes we’re proud to manage

SIGNATURE HOMES







AGENT REFERRAL PROGRAM

Introduce an owner. Get paid for it.

When you refer a homeowner who signs on for management, we pay a referral fee to your brokerage — whether the home is one you just sold, a listing you're working, or a past client's cabin that's underperforming.

$500

per bedroom

Up to **$2,000 per home**, paid to your brokerage. Never billed to the owner — it comes from us.

HOME SIZE	REFERRAL FEE
2 bedrooms	$1,000
3 bedrooms	$1,500
4+ bedrooms	$2,000

A referral fee (not a commission), paid firm-to-firm under a signed Broker Referral Agreement. Your Broker-in-Charge handles the internal split.

How it works

1

Make the introduction

Connect us with the owner, or submit the address on our site with you & your brokerage as the referral source.

2

We run the numbers

A free, custom revenue analysis within 24 hours, with you kept in the loop.

3

The owner signs on

We handle onboarding, the handoff from any prior manager and the listing launch.

4

Your fee is paid

Paid to your brokerage within 30 days of the home's first paid guest stay.

Who makes a great referral?

Your buyers

Purchasing a cabin they plan to rent — we can be live days after closing.

Frustrated owners

Past clients whose current manager is letting bookings or care slip.

Self-managers

Owners juggling Airbnb themselves who want their weekends back.

New builds

Homes that need photos, listings and a launch plan from scratch.



TOOLS FOR EVERY STAGE OF THE DEAL

We help you win the listing and close the buyer.

FOR YOUR BUYERS

Buying an investment cabin

- **Pre-offer revenue projection** for any address — seasonality, rates and occupancy built from live High Country data.
- **Amenity guidance** on what actually moves revenue before they buy or renovate.
- **Launch-ready from closing** — photography, listing, linens and smart locks handled, live in days.

BUYER TIP

In our projections, homes with a hot tub typically earn $6,000–$9,000 more a year than the same home without one.

FOR YOUR SELLERS

Listing a rental home

- **Revenue performance report** for your listing packet — actual trailing-12 results for homes we manage, plus booked future stays.
- **Proven income sells** — buyers pay for performance they can verify.
- **A smooth hand-off** — future bookings and management can transfer to the new owner.

SELLER TIP

Owners already in a program can switch to us at no cost — months of stronger results before listing make a stronger listing.

YOUR NEXT LISTING PRESENTATION

Send us any address. We'll return a custom revenue projection within 24 hours — free.

nccabinrentals.com/revenue-analysis

PROOF YOU CAN SHOW CLIENTS · CASE STUDY 01

Buena Vista Cabin

BANNER ELK, NC · 4 BEDROOMS

Same cabin. 2.7× the nights booked.

Twelve months with the previous local manager, next to our first twelve months running the same house — same views, same four bedrooms. Only the management changed.

RENTAL REVENUE

+112%

$29,601 → **$62,756**

NET TO THE OWNER

+99%

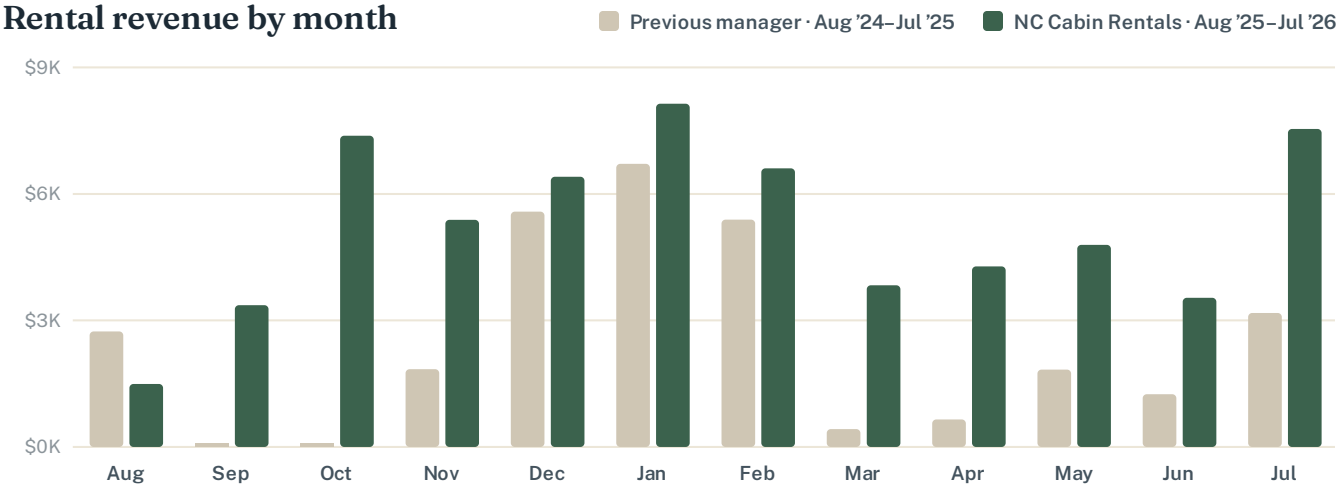
$23,681 → **$47,067**

OCCUPANCY

64%

up from 24% · **+40 pts**

Rental revenue by month



What changed

- **Rebuilt listings** on Airbnb & Vrbo — photos, copy, amenities and search positioning.
- **Priced to fill** the midweek and shoulder nights that used to sit empty, while holding rates on peak weekends and holidays.
- **Dynamic minimum stays** and gap-night openings so the calendar stops fragmenting.
- **Inspections + fast guest communication** → more 5-star reviews → more booking momentum.

12 MONTHS	BEFORE	WITH US
Guest stays	23	72
Nights booked	88	234
Occupancy	24.1%	64.1%
Rental revenue	$29,601	$62,756
Net to owner	$23,681	$47,067

How to read this: Aug 1, 2024–Jul 31, 2025 (previous manager) vs. Aug 1, 2025–Jul 31, 2026 (NC Cabin Rentals); revenue recognized at checkout. Our figures are shown with our full standard management rate applied to every stay, and net before owner-billed expenses on both sides. One property, not a portfolio average; every home performs differently.



PROOF YOU CAN SHOW CLIENTS · CASE STUDY 02

Gabby's Getaway DEEP GAP, NC

Same cabin. Twice the payout.

Nothing about the house changed — same ridge, same six months on the calendar. January through June under the previous manager, and the same six months with us a year later.

NET PAID TO THE OWNER
+106%
$8,639 → **$17,812**

GROSS RENTAL REVENUE
+95%
$12,356 → **$24,054**

OWNER-BILLED EXPENSES
−82%
$1,245 → **$228**

January–June, side by side

Previous manager · NC Cabin Rentals

Gross rental revenue

2025 · PREVIOUS MANAGER — $12,356

2026 · NC CABIN RENTALS — $24,054

Net paid to the owner

2025 · PREVIOUS MANAGER — $8,639

2026 · NC CABIN RENTALS — $17,812

★★★★★

We have been absolutely impressed with how NC Cabin Rentals is handling our home. They consistently ensure our property is well-maintained, clean, and guest-ready, which has resulted in numerous positive reviews. Their communication is prompt and transparent — we feel confident our investment is in good hands, and we've seen a significant increase in bookings.

JENNIFER M. · OWNER, GABBY'S GETAWAY

Why expenses fell

- No recurring monthly maintenance charges.
- Routine upkeep — bulbs, filters, small fixes — is handled as part of every turnover instead of being invoiced back to the owner.
- Six months of owner charges: an owner-stay clean, propane and the annual fire-safety inspection.

How to read this: Jan 1–Jun 30, 2025 (previous manager) vs. Jan 1–Jun 30, 2026 (NC Cabin Rentals), from each manager's own owner statements. Our figures are shown with our full standard management rate applied to every stay. Excludes carry-over balances and one-off owner purchases. One property, not a portfolio average; every home performs differently.

WHAT YOUR CLIENTS GET

Two promises we keep for every owner.

The two biggest owner problems in the High Country are simple: the home isn't booking like it should, and it isn't cared for like it should. We solve both.





01 · MAXIMIZING BOOKINGS & REVENUE

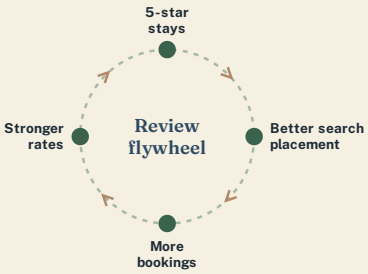
Revenue engineered weekly

- **Bespoke weekly pricing** — seasonality, pace vs. market, events and lead time
- **Smart minimum stays** and gap-night offers that fill the calendar
- **Airbnb & Vrbo optimization** — pro photos, copy and algorithm positioning
- **Marketing beyond the platforms** — website, SEO, email and realtor network
- **Fast, personal guest communication** before, during and after every stay

02 · PROTECTING THE INVESTMENT

Care you can see

- **Inspections every stay** — pre-arrival and post-departure
- **Process-driven cleans** with inventory counts, verified by inspection
- **Preventative maintenance** schedules built for each home
- **Routine upkeep included** — no monthly maintenance invoices
- **A local property manager** who knows the home, minutes away



Why care and revenue are one job

Great care earns 5-star reviews. Reviews lift the home in Airbnb and Vrbo search, which brings more bookings at stronger rates — and the cycle keeps compounding.

WE OPERATE DIFFERENTLY TO GET DIFFERENT RESULTS

Why your clients will thank you.

	TRADITIONAL MANAGER	THE NC CABIN RENTALS WAY
Pricing	✕ Set-and-forget autopilot; missed seasonal and gap-night revenue	✓ Bespoke weekly revenue management
Visibility	✕ Direct-booking focus — your home competes with their own portfolio	✓ Optimized for Airbnb & Vrbo, where the most guests are
Guest fees	✕ Junk fees that pad their bottom line and discourage bookings	✓ Simple, transparent guest pricing
Maintenance	✕ Every small fix billed back as a profit center	✓ Routine upkeep included — no surprise invoices
Guest experience	✕ Call centers and 9-to-5 staff — guests wait until Monday	✓ Rapid replies nights & weekends from a local team that knows your home
Cleaning	✕ Surface-level cleans, minimal inspections	✓ Process-driven cleans, inspected every stay
Supplies	✕ Single-ply paper, flimsy bags, worn towels	✓ Hotel-quality linens and premium touches
Commitment	✕ Long-term contracts that lock you in	✓ No long-term contracts — ever
The result	**Managers collect more, while owners and their guests get less.**	**Happier owners, 5-star reviews, more revenue — and a client who thanks you.**

A WORLD-CLASS TEAM

Boutique care. National expertise.

We may be newer to the High Country, but our leadership is among the most recognized in the U.S. vacation rental industry — paired with a local team that treats every home like our own.



Nick Reuter

CO-OWNER

A 20-year technology veteran and High Country owner who lived the frustration of declining revenue and slipping care. Nick builds the pricing systems, listing strategy and owner reporting behind every home.



Kathi Reuter

CO-OWNER

A High Country owner since 2020 and a lifelong entrepreneur. Kathi brings a guest's eye to every home — the details, comfort and welcome touches that turn a good stay into a 5-star review.



Shawn Kaleta

CO-OWNER

25+ years in vacation rentals. Shawn grew Prime Vacations into the nation's largest privately held vacation rental manager — 1,400+ homes — and serves on the board of Stayterra.



Leigh Bateman

CO-OWNER

Owner of Magical Vacation Homes in Orlando (400+ homes), known for dialed-in maintenance and consistent standards. Leigh built the inspection and quality processes we run on every stay.



Marcos Martinez

DIRECTOR OF OPERATIONS

20+ years in hospitality and a High Country local. Marcos keeps homes in top shape, runs our vendor network and manages our team of local property managers — all college educated.

SEAMLESS TRANSITION

Client already in a program? Switching is simple — and free.

Referrals don’t have to be new purchases. Owners unhappy with their current manager can move to us without losing a single booking.

1

Free revenue analysis

A custom projection for your home within 24 hours — honest numbers, no obligation.

2

We handle the handoff

We coordinate with your current manager and transfer your existing bookings at no cost.

3

Upgrades on us

New hotel-quality linens & towels and keyless smart locks — zero out-of-pocket.

4

Live in days

Not weeks. Bookings start coming in before you’ve had time to worry.

100% NO LOCK-IN

No long-term contracts.

We don’t believe in trapping owners. We want homeowners who *want* to work with us — and we earn it every month.

★★★★★

“I really appreciate everything you guys are doing. It’s refreshing to experience all the improvements over the previous management process.”

JD — **Jubal D.**
Owner · Blue Eagle Lodge, Beech Mountain · switched managers

★★★★★

“We’re looking forward to working with your team. Your proactive approach is a welcome change for us.”

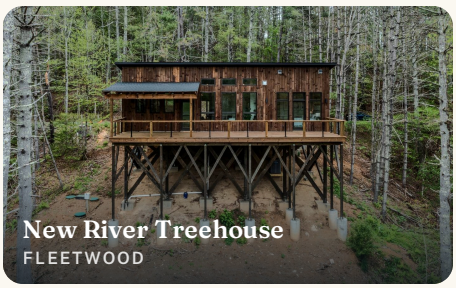
GC — **Ginger C.**
Owner · About Time, Vilas · switching managers

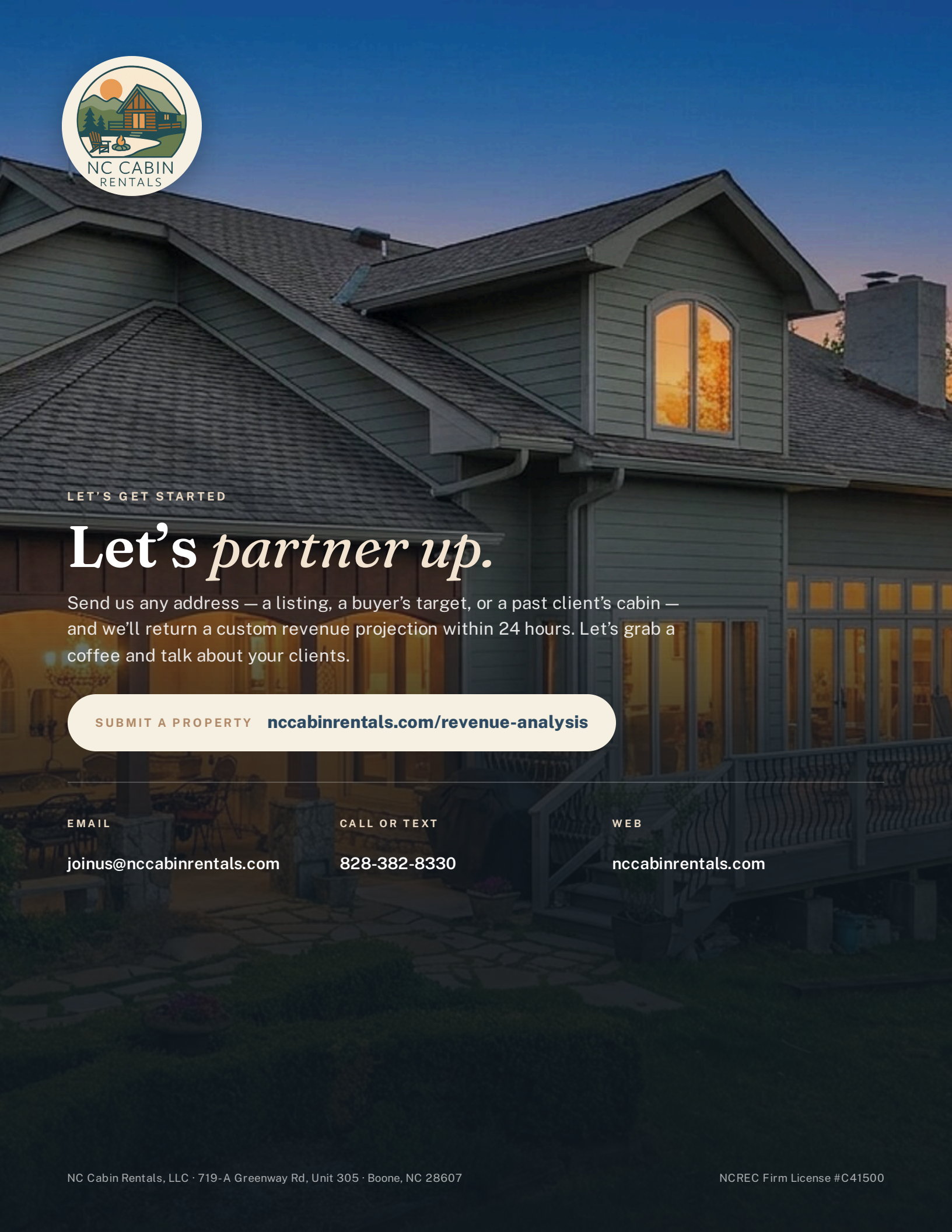
More from our portfolio

ACROSS THE HIGH COUNTRY









LET'S GET STARTED

Let's *partner up.*

Send us any address — a listing, a buyer's target, or a past client's cabin — and we'll return a custom revenue projection within 24 hours. Let's grab a coffee and talk about your clients.

SUBMIT A PROPERTY **nccabinrentals.com/revenue-analysis**

EMAIL

joinus@nccabinrentals.com

CALL OR TEXT

828-382-8330

WEB

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