

History on the two auxiliary dwelling units (AUDs): “Your Home Near the Shore” (the downstairs apartment) and “The Carriage House” (the apartment upstairs in the detached building)

We are the second owners and have lived here since 2012. In 2015 we listed the downstairs space, a 1-bedroom apartment with a kitchenette, with AirBnB under the name “Your Home Near the Shore.” It was immediately successful and has maintained a 5-star status since then, earning us **\$102,237.81** through AirBnB alone, plus additional income with longer term returning guests outside the AirBnB platform.

We built the detached garage in 2019. The garage was designed to be extra long with an extra tall garage door (8 feet) to accommodate our ski boat on its trailer. The area above the garage is laid out as a 2-bedroom, 2-bath unit with a kitchenette. This is fully compliant with Shoreacres ordinance. As a 2-bedroom, the new unit was not in competition with our existing 1-bedroom listing. As part of the same construction project, we built the deck and saltwater pool with pool bathroom/laundry room and outdoor shower. The pool is partly above ground and partly below ground, following the natural slope of the yard. We listed this unit on AirBnB in 2019 under the name “The Carriage House.” It was immediately successful and has maintained a 5-star status. In the approximately 6 years since we opened the Carriage House for guests, it has earned us **\$139,820.16** through AirBnB alone, plus additional income with occasional returning guests paying outside the AirBnB platform.

We have not aggressively pursued max occupancy in either unit. We shut down the Carriage House during the early months of the Covid-19 pandemic. We block dates when family or friends are visiting. We block dates when we are away and don't want guests. We price the downstairs unit higher than local hotels, and we place minimum stay requirements on both units (for example, no fewer than 4 nights for the Carriage House). This helps us bring in the kind of guests that we want: families on vacation and business people here for work. In total, AirBnB has paid us, after their fees, **\$242,937.81** as of 2-4-26.

We do not clean the apartments ourselves; but have paid the same reliable professional to clean the apartments between guests. Since our retirement, that same professional has managed the business while we are out of town for months at a time. She has maintained our 5-star reviews in our absence! We've blocked all new bookings after January 2026 so that we can put the house on the market and not have guests' experiences marred by “For Sale” signs and showings.

Carol's disabled mother moved into the downstairs apartment for roughly 6 months a year between 2019 and the end of 2022. She loved living here and having her own little apartment—and the elevator was key to her being able to stay here. It was a blessing to all to have the space available for her when she needed it to escape the cold winters up north.