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AVAILABLE TERRITORY LIST PRIMARY AND BOUTIQUE MARKETS BY STATE

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OBSERVATIONS:

- Available markets are not limited to those reflected on this list.
 - States in **RED** require a real-estate broker license to manage short-term rental properties.
 - Target candidate: Owner-operators with 15+ years of professional business experience who live within a 40-minute drive to their market.
 - Primary Market Investment: \$75,000 (Franchise Fee, personalized training, exclusive territory, and technology fee).
 - Boutique Market investment: \$55,000 (Franchise Fee, personalized training, exclusive territory, and technology fee). Boutique markets have a smaller inventory of short-term rental properties, with additional reductions in franchisee fees.
 - Working Capital: \$50,000 to \$78,000.
 - Item 19: YES.
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ALABAMA (AL) – Real-estate broker license is required

- Birmingham, AL (Primary)
- Huntsville, AL (Boutique)
- Mobile, AL (Primary)
- Montgomery, AL (Boutique)

ALASKA (AK)

- Anchorage, AK (Primary)
- Kenai Peninsula, AK (Primary)

ARKANSAS (AR) – Real-estate broker license is required

- Fayetteville, AR (Primary)

ARIZONA (AZ)

- Flagstaff, AZ (Primary)
- Lake Havasu City, AZ (Primary)
- Pinetop-Lakeside, AZ (Boutique)
- Prescott, AZ (Primary)
- Phoenix South/Tempe, AZ (Primary)
- Sedona, AZ (Primary)
- Tucson - Catalina Foothills, AZ (Primary)
- Tucson - Greater Area, AZ (Primary)

CALIFORNIA (CA)

- Bay Area East, CA (Primary)
- Big Bear Lake, CA (Primary)
- *Dunsmuir, CA (Boutique)*
- *Fresno, CA (Boutique)*
- Groveland, CA (Primary)
- Joshua Tree, CA (Primary)
- Lake Tahoe, CA (Primary)
- Long Beach, CA (Primary)
- Mammoth Lakes, CA (Primary)
- *Morro Bay/Paso Robles, CA (Boutique)*
- *Napa Valley/Sonoma, CA (Boutique)*
- *Oakhurst, CA (Boutique)*
- *Oakland, CA (Boutique)*
- Pasadena/Anaheim, CA (Primary)
- Riverside/Lake Arrowhead, CA (Primary)
- Sacramento, CA (Primary)
- *San Jose, CA (Boutique)*
- Santa Barbara (Primary)
- Santa Cruz/Monterrey, CA (Primary)
- Santa Monica/Malibu, CA (Primary)
- Santa Rosa/Marin County, CA (Primary)
- *Santa Maria, CA (Boutique)*
- *Three Rivers, CA (Boutique)*
- *Truckee, CA (Boutique)*

COLORADO (CO)

- *Copper Mountain, CO (Boutique)*
- *Crested Butte, CO (Boutique)*
- Durango, CO (Primary)
- *Fort Collins, CO (Boutique)*
- Grand Junction, CO (Primary)
- Greater Denver Area, CO (Primary)
- Rocky Mountains, CO (Primary)
- *Salida/Buena Vista, CO (Boutique)*
- Winter Park, CO (Primary)

CONNECTICUT (CT) - Real-estate broker license is required

- Hartford, CT (Primary)

DELAWARE (DE) - CURRENTLY NOT AVAILABLE

FLORIDA (FL)

- Altamonte Springs, FL (Primary)
- Cocoa Beach/Titusville, FL (Primary)
- Crystal River, FL (Primary)
- Florida Upper Keys – Key Largo/Islamorada (Primary)
- Gainesville, FL (Primary)
- *Lake Placid, FL (Boutique)*
- Melbourne/Vero Beach, FL (Primary)
- Miami-Bay Harbor, FL (Primary)
- Miami Beach-Sunny Isles, FL (Primary)
- Miami-Key Biscayne, FL (Primary)
- New Smyrna Beach, FL (Primary)
- Pompano Beach, FL (Primary)
- Port St. Joe, FL (Primary)
- Sanibel & Captiva Islands, FL (Primary)
- Sunny Isles Beach/Surfside, FL (Primary)
- Tallahassee, FL (Primary)
- *The Villages, FL (Boutique)*

GEORGIA (GA)

- Blairsville, GA (Primary)
- *Blue Ridge, GA (Boutique)*
- Clayton, GA (Primary)
- *Covington, GA (Boutique)*
- Ellijay, GA (Primary)
- *Fayetteville, GA (Boutique)*

HAWAII (HI) – Real-estate broker license is required

- Hawaii Big Island – Waikoloa, HI (Primary)
- Hawaii Big Island – Hilo, HI (Primary)
- Hawaii Big Island – Kailua Kona, HI (Primary)
- Honolulu, HI (Primary)
- *Kaap’ā, Kauai, HI (Boutique)*
- Koloa, Kauai, HI (Primary)
- Oahu, HI (Primary)
- Princeville, Kauai, HI (Primary)

IDAHO (ID)

- *Victor/Driggs, ID (Boutique)*

ILLINOIS (IL) – Real-estate broker license is required

- Chicago (NE), IL (Primary)
- *Chicago, IL – Greater Area (Boutique)*
- Chicago, IL (Primary)

INDIANA (IN) – Real-estate broker license is required

- *Bloomington, IN (Boutique)*
- *Fort Wayne, IN (Boutique)*
- Indianapolis, IN (Primary)
- South Bend/Gary, IN (Primary)

IOWA (IA) – CURRENTLY NOT AVAILABLE

KANSAS (KS)

- *Kansas City, KS /MO (Boutique)*

KENTUCKY (KY) – Real-estate broker license is required

- Lexington/Versailles, KY (Primary)
- Louisville, KY (Primary)

LOUISIANA (LA) – CURRENTLY NOT AVAILABLE

MAINE (ME)

- *Bar Harbor, ME (Primary)*
- Kennebunkport/York Cliffs, ME (Primary)
- *Little Deer Isle, ME (Boutique)*
- *Old Orchard Beach, ME (Boutique)*
- Portland/Pleasant Mountain, ME (Primary)
- Rockland, ME (Primary)

MARYLAND (MD)

- Deep Creek Lake, MD (Primary)

MASSACHUSETTS (MA)

- Falmouth, MA (Primary)
- Martha's Vineyard/Nantucket, MA (Primary)
- *Pittsfield/Springfield, MA (Boutique)*

MICHIGAN (MI) – Real-estate broker license is required

- Boyne Falls, MI (Primary)
- Detroit, MI (Primary)
- *Grand Haven, MI (Boutique)*
- Grand Traverse Bay, MI (Primary)
- New Buffalo, MI (Primary)
- South Haven, MI (Primary)

MINNESOTA (MN) – Real-estate broker license is required

- *Brainerd, MN (Boutique)*
- Twin Lakes Region/Minneapolis, MN (Primary)

MISSISSIPPI (MS)

- Ocean Springs/Gulfport, MS (Primary)
- *Oxford, MS (Boutique)*

MISSOURI (MO)

- Branson, MO (Primary)
- *Kansas City, KS/MO (Boutique)*
- *Osage Beach, MO (Boutique)*
- *Sunrise Beach/Lake Ozark, MO (Boutique)*
- St. Louis, MO (Primary)

MONTANA (MT)

- Big Sky, MT (Primary)
- Kalispell/Whitefish, MT (Primary)
- Missoula, MT (*Boutique*)

NEBRASKA (NE)

- Omaha, NE (Primary)

NEVADA (NV) – Real-estate broker license is required

- Reno/Incline Village, NV (Primary)

NEW HAMPSHIRE (NH) – Real-estate broker license is required

- Lake Winnepesaukee, NH (*Boutique*)
- Mt. Washington, NH (Primary)
- Lincoln, NH (Primary)

NEW JERSEY (NJ) – Real-estate broker license is required

- Cape May, NJ (Primary)
- Greater Jersey Shore, NJ (Primary)
- New Brunswick/Woodbridge, NJ (Primary)
- Newark, NJ (Primary)

NEW MEXICO (NM) – Real-estate broker license is required

- Albuquerque, NM (Primary)
- Angel Fire, NM (*Boutique*)
- Santa Fe, NM (Primary)

NEW YORK (NY) – Real-estate broker license is required

- Albany/Saratoga Springs, NY (*Boutique*)
- Ithaca, NY (Primary)
- Lake Placid, NY (Primary)
- Lake George, NY (*Boutique*)
- Long Island, NY (Primary)
- Niagara Falls/Buffalo, NY (Primary)
- River Valley/Shokan (Primary)
- Rochester, NY (Primary)
- Shelter Island/Sag Harbor, NY (*Boutique*)
- Poughkeepsie/Millbrook, NY (*Boutique*)
- Syracuse, NY (Primary)

NORTH CAROLINA (NC) – Real-estate broker license is required

- Asheville (Primary)
- Boone/Lenoir, NC (Primary)
- Beech Mountain, NC (Primary)
- Brevard, NC (Primary)
- Black Mountain, NC (Primary)
- Emerald Isle, NC (Primary)
- Fayetteville, NC (*Boutique*)
- Hatteras, NC (Primary)
- Highlands, NC (Primary)
- Hendersonville, NC (Primary)
- Knott's Island, NC (Primary)
- Kitty Hawk/Roanoke Island, NC (Primary)

- Maggie Valley, NC (Primary)
- Mars Hill, NC (Boutique)
- Ocean Isle Beach, NC (Boutique)
- Raleigh/Durham, NC (Primary)
- Robbinsville, NC (Boutique)
- Topsail Beach, NC (Primary)
- Winston-Salem/Greensboro, NC (Primary)

NORTH DAKOTA (ND) – CURRENTLY NOT AVAILBLE

OHIO (OH) – Real-estate broker license is required

- Cleveland/Akron, OH (Primary)
- Cincinnati, OH (Primary)
- Coshocton, OH (Boutique)
- Logan, OH (Primary)
- Toledo/Sandusky, OH (Boutique)

OKLAHOMA (OK)

- Broken Bow, OK (Primary)
- Oklahoma City, OK (Boutique)
- Tulsa, OK (Primary)

OREGON (OR)

- Medford, OR (Boutique)

PENNSYLVANIA (PA)

- Bethlehem, PA (Primary)
- Lancaster, PA (Primary)
- Poconos, PA (Primary)
- Philadelphia/King of Prussia, PA (Primary)
- Reading/West Chester, PA (Boutique)

PUERTO RICO (PR) – MAY REQUIRE A REAL ESTATE BROKER LICENSE

- San Juan/East Island, PR (Primary)
- Rincon/Isabella, PR (Primary)
- Mayaguez, PR (Primary)
- Ponce, PR (Boutique)
- Humacao, PR (Primary)

RHODE ISLAND (RI) – Real-estate broker license is required

- Providence/Charlestown, RI (Boutique)
- Middletown, RI (Primary)

SOUTH CAROLINA (SC)

- Columbia/Aiken, SC (Primary)
- Edisto Island/North Charleston, SC (Boutique)
- Greenville/Spartanburg, SC (Primary)
- Summerville, SC (Boutique)

SOUTH DAKOTA (SD)

- Lead/Rapid City, SD (Primary)

TENNESSEE (TN)

- Douglas Lake, TN (Primary)
- Franklin/Spring Hill, TN (Boutique)
- Memphis, TN (Primary)

TEXAS (TX)

- Buchanan Lake, TX (Boutique)
- Corpus Christi Area (Coastal Bend, TX (Primary)
- College Station, TX (Primary)
- Dallas North, TX (Primary)
- El Paso, TX (Primary)
- Fredericksburg, TX (Primary)
- Georgetown/Temple, TX (Boutique)
- Houston SE, TX (Primary)
- Houston Central/West, TX (Primary)
- Lubbock (Boutique)
- McAllen, TX (Primary)
- San Marcos, TX (Primary)
- Sugar Land, TX (Primary)
- South Padre Island, TX (Boutique)
- Waco, TX (Boutique)

UTAH (UT)

- Garden City, UT (Boutique)
- Heber City/Wallsburg, UT (Boutique)
- Hurricane, UT (Primary)
- Moab, UT (Boutique)
- Ogden, UT (Boutique)
- St. George, UT (Primary)

U.S. VIRGIN ISLANDS (USVI)

- St. Thomas and St. John, USVI (Primary)
- St. Croix, USVI (Boutique)

VERMONT (VT)

- Stowe, VT (Primary)
- Killington, VT (Boutique)

VIRGINIA (VA) – Real-estate broker license is required

- Greater Capital Region-Herndon & Alexandria, VA (Primary)
- Charlottesville/Fredericksburg, VA (Primary)
- Lexington, VA (Boutique)
- Luray, VA (Boutique)
- Lynchburg, VA (Primary)
- Roanoke, VA (Primary)
- Richmond/Newport News, VA (Boutique)
- Virginia Beach/Norfolk, VA (Boutique)

WASHINGTON (WA)

- *Bellingham, WA (Boutique)*
- Chelan, WA (Primary)
- *Cle Elum, WA (Boutique)*
- Everett, WA (Primary)
- Gig Harbor/Tacoma, WA (Primary)
- *Ocean Shores, WA (Boutique)*
- Port Angeles, WA (Primary)
- *Spokane, WA (Boutique)*

WEST VIRGINIA (WV) – CURRENTLY NOT AVAILABLE**WISCONSIN (WI) – Real-estate broker license is required**

- *Madison, WI (Boutique)*
- Milwaukee, WI (Primary)
- *Oshkosh, WI (Boutique)*
- Rhinelander, WI (Primary)
- Wisconsin Dells, WI (Primary)

WYOMING (WY) – Real-estate broker license is required

- Jackson Hole, WY (Primary)