

Olive Resort Luxury Resort & SPA

Revenue simulation



Profit for the owner in 1 year

302.277,60 EUR



Business model

Value of the villa **943.700 EUR**
Promotional price **698.338 EUR**
Discount 26%

Customer acquisition and
service costs (15%) **11.348,40 EUR**
Revenue to Owner **64.307,60 EUR**
Cost to owner **7.392,00 EUR**

(service charges according to consumption plus rent 4 EUR /m2)

Property insurance and property tax not included. Property tax payable in addition.

Assumptions - business model					
	Number of days	Occupancy	Number of nights	Price per day, gross	Gross revenue
Low season	166	28%	46	236 EUR	10.856 EUR
Medium season	138	47%	64	450 EUR	28.800 EUR
High season	61	99%	60	600 EUR	36.000 EUR
Total/average	365	58%	170	428 EUR	75.656 EUR

Profit for the Owner in 1 year - **302.277,60 EUR**

(EUR 245,362.00 profit resulting from the purchase of the property at a promotional price vs. the real value of the property plus EUR 56915.60 profit from the rental of the house)

Profit for the Owner in the following years - **5 6915,60 EUR**

Revenue simulation developed on the basis of the analysis of the operator PROAM MANAGEMENT sp. z o.o. based on the analysis of the market situation, taking into account the level of occupancy, the value of the rental price per day. The analysis in question takes into account prices based on rental offers on booking.com for facilities with the same level of service provision and location (50km radius). This simulation does not constitute an assurance or guarantee of obtaining similar services in the future. The above values do not constitute an offer within the meaning of Article 66 par.1 of the Civil Code. The profitability is an estimate, being a forecast according to the following assumptions.

Olive Resort Luxury Villas

Simulation assumptions

The scope of our revenue simulation is based on data provided by the Operator and rental price projections for 2023, based on an analysis of prices and transactions from that year. We have chosen the reference facility category, villa.

In our calculations, we have taken into account various factors that affect the rental rate. It is worth noting that the rate is almost twice as high as the standard rate, due to the **larger area, the higher standard of equipment and the year-round nature of the facility**. We have also included the impact of inflation in our forecasts. Importantly, we base the occupancy rate on **historical data from 2018-2023** for accommodation facilities in Istria, Croatia.

A key element of our simulation is the qualification of **different dates into the season category**, which affects the change in rates. This qualification is based on an analysis of demand and occupancy levels at different times of the year, taking into account data available for accommodation facilities in Istria, Croatia.

In creating the revenue simulation, we assume that the client will make the facility available for rental **by the end of November of the year preceding the rental period**. In addition, the facility must meet certain technical and equipment standards.

It is also important to note the risks associated with our forecasts. These may include changes in the tourism market, the condition of the industry, the business model, the rate of return, inflation, the location of the investment, the availability of customers, loss of property value, increases in project costs, loss of key customers, oversupply in the hotel and flat market and other unpredictable events. Investment risk does not mean loss of the property, but potentially lower revenues than our forecast assumes.

Revenue simulation assumptions			
Low season	Other days	166 days	236 EUR
Medium season	24.12 – 28.02 01.09 – 30.09 1 – 3.01 3-5.04 1-3.05 3-6.06 3.10 – 1.11 11-14.11 01.06 – 30.06	138 days	450 EUR
High season	01.07-30.08	61 days	600 EUR



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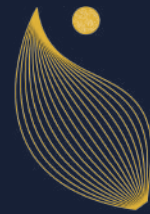
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LUXURY RESORT & SPA



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