

ROI Summary – Provided by Reserva Conchal

We analyzed 5 active 5-bedroom listings in Reserva Conchal to estimate potential short-term rental performance for a comparable property. Pricing was anchored to live August 2025 rates from current listings and adjusted for seasonal trends in the Guanacaste market.

Comparable Properties Used:

- LDB02 — Modern House in Golf Resort (Airbnb) – \$1,073/night sample ADR in August
- Villa Nuri — Ocean View Eco Villa w/ Staff (Vrbo) – luxury staffed villa
- Casa Moderna — Chic Villa w/ Private Pool (Vrbo) – modern style, high amenities
- Villa Zindagi — Luxury Villa w/ Private Pool (Vrbo) – top-rated premium villa
- Exclusive Luxury Villa at Reserva Conchal (Airbnb) – beachfront proximity

Projection Assumptions:

- Average Daily Rate (ADR): \$1,050 (blended from comps)
- Occupancy: 65% annualized (higher in high season, lower in green season)
- Management/Platform Fees: 23% (Airbnb/VRBO + property management)
- Seasonality Adjustments: +15% in high season, –20% in low season
- Estimated Gross Rental Revenue — Month by Month

Month	Nights Booked	Average Daily Rate (ADR)	Gross Revenue	Net After Fees (23%)
Aug 2025	18	\$ 1.050,00	\$ 18.900,00	\$ 14.553,00
Sep 2025	14	\$ 900,00	\$ 12.600,00	\$ 9.702,00
Oct 2025	14	\$ 900,00	\$ 12.600,00	\$ 9.702,00
Nov 2025	20	\$ 1.050,00	\$ 21.000,00	\$ 16.170,00
Dec 2025	26	\$ 1.200,00	\$ 31.200,00	\$ 24.024,00
Jan 2026	27	\$ 1.200,00	\$ 32.400,00	\$ 24.948,00
Feb 2026	24	\$ 1.200,00	\$ 28.800,00	\$ 22.176,00
Mar 2026	24	\$ 1.200,00	\$ 28.800,00	\$ 22.176,00
Apr 2026	20	\$ 1.050,00	\$ 21.000,00	\$ 16.170,00
May 2026	14	\$ 900,00	\$ 12.600,00	\$ 9.702,00
Jun 2026	14	\$ 900,00	\$ 12.600,00	\$ 9.702,00
Jul 2026	20	\$ 1.050,00	\$ 21.000,00	\$ 16.170,00
Annual Total	235		\$ 253.500,00	\$ 195.195,00

Key Takeaways for Buyer:

- **Strong High Season:** Dec–Apr delivers the bulk of revenue, with ADRs up to \$1,200+ per night and occupancy pushing 90%.
- **Steady Low Season:** Even May–Oct sees bookings, especially for golf groups, weddings, and eco-tourism.
- **Luxury Tier Pricing:** Reserva Conchal’s resort amenities and beach access support some of the highest ADRs in Guanacaste.