

VACATION RENTAL REVENUE EVALUATION EXAMPLE



HOLA! HOSTS
PROPERTY RENTAL (CANARY ISLANDS)

INTRODUCTION



APPROACH

To calculate the rental revenue potential, the property is compared to a sample of similar properties (type, space, and location) rented in the local vacation market. This generates accurate revenue estimations.

DATA SOURCES

In order for the revenue estimate to be accurate, the data sources have to be reliable. We make use of local industry data from respected and trusted sources as AirDNA.co and Alltherooms.com.

PROPERTY DETAILS



PROPERTY TYPE: semi-detached villa

BEDROOMS: 2 bedrooms, with capacity for 2 adults and 3 children

AMENITIES: garden with BBQ; shared swimming pool; AC;
washing-machine

WALK TO BEACH: 5 minutes

ADDRESS: Calle Milán, San Bartolomé de Tirajana, Spain

ESTIMATIONS



POTENTIAL ANNUAL REVENUE*

€18,615

AVERAGE DAILY RATE

€102

AV. OCCUPANCY


50%

*REVENUE POTENTIAL FOR THE NEXT 12 MONTHS BASED ON SIMILAR PROPERTIES.
DATA FROM AIRDNA.COM

SAMPLE PROPERTIES



11



2 bed · 2 bath · 4 guests

Holiday apartment Maspalomas for 1 - 4 persons with 2 bedrooms ...

€22.6K Revenue	€28.5K Revenue Potential	
267 Days Available	88% Occupancy	€96 ADR

[VIEW PROPERTY](#)

12




2 bed · 1 bath · 5 guests

Apartamento amplio y tranquilo en Playa del Ingles

€12K Revenue	€17.4K Revenue Potential	
250 Days Available	49% Occupancy	€98 ADR

[VIEW PROPERTY](#)

3



2 bed · 1 bath · 4 guests

New VelSuites Paya del Ingles III

€11.2K Revenue	€11.2K Revenue Potential	
151 Days Available	42% Occupancy	€177 ADR

[VIEW PROPERTY](#)

BENEFITS OF VACATION RENTALS



1. SAFER THAN LONG-TERM RENTALS
2. AT LEAST 3X MORE REVENUE
3. HIGH DEMAND AND PRICES GROWING
4. LESS MAINTENANCE THAN LONG-TERM
5. MANAGEMENT COMPANIES FOR A HANDS-FREE EXPERIENCE
6. KEEP SQUATTERS AWAY

WHAT'S NEXT?



1. VISIT PROPERTY TO IDENTIFY ANY ISSUES TO BE RENT-READY.
2. CONSIDER IDENTIFIED VALUE-ADDED UPGRADES
3. DECIDE A STARTING DATE
4. REVISE TERMS & CONDITIONS AND SIGN CONTRACT
5. PROVIDE DETAILS AND SUPPORT FOR PERMITS AND LICENSES
6. ON-BOARD ON OWNER'S APP
7. START RECEIVING MONTHLY SUMMARIES FOR ACCOUNTING

**BYE BYE WORRIES.
HELLO REVENUE.**



CRISTINA GALVÁN

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