



# PLAYA SAN JUAN

## *Return on Investment Projections*

Rental Occupancy Rate	30%	50%	70%	80%
<b>Annual Revenue Projections</b>				
# of Days Rented per Year	110	183	256	292
Gross Income per Unit (average)	\$ 15,950	\$ 26,535	\$ 37,120	\$ 42,340
Management Fee (30%)	<\$ 4,785>	<\$ 7,960>	<\$ 11,136>	<\$ 12,702>
Cap Renew & Replace Fund (5%)	<\$ 798>	<\$ 1,327>	<\$ 1,856>	<\$ 2,117>
<b>Total Revenue per Unit - average</b>	<b>\$ 10,367</b>	<b>\$ 17,248</b>	<b>\$ 24,128</b>	<b>\$ 27,521</b>
<b>Annual Expense Projections</b>				
Electricity	\$ 1,200	\$ 1,920	\$ 2,640	\$ 3,015
Water	\$ 96	\$ 168	\$ 228	\$ 270
TV & Internet	\$ 900	\$ 900	\$ 900	\$ 900
Staffing & Maintenance	\$ 2,070	\$ 2,652	\$ 3,192	\$ 3,405
Home Owner Association Fees	\$ 1,440	\$ 1,440	\$ 1,440	\$ 1,440
<b>Total Expenses per Unit - average</b>	<b>\$ 5,706</b>	<b>\$ 7,080</b>	<b>\$ 8,400</b>	<b>\$ 9,030</b>
<b>Annual Projected Income</b>	<b>\$ 4,661</b>	<b>\$ 10,168</b>	<b>\$ 15,728</b>	<b>\$ 18,491</b>
Average Purchase Price/Full Unit	\$ 203,830	\$ 203,830	\$ 203,830	\$ 203,830
Annual Rental ROI	2.3%	5.0%	7.7%	9.1%
Projected Annual Appreciation	8.0%	8.0%	8.0%	8.0%
<b>Total Return on Investment (ROI)</b>	<b>10.3%</b>	<b>13.0%</b>	<b>15.7%</b>	<b>17.1%</b>
Income Reduction per Night	\$ 30	\$ 50	\$ 70	\$ 80
Ex: Owner occupies unit 30 days/year	\$ 900	\$ 1,500	\$ 2,100	\$ 2,400
<b>Adjusted Projected Net Income</b>	<b>\$ 3,761</b>	<b>\$ 8,668</b>	<b>\$ 13,628</b>	<b>\$ 16,091</b>

**Note 1:** Twenty-One (21) Total Full Units

**Note 2:** Average Daily Unit Rental Rate = \$145/night

**Note 3:** Income & Expenses are assigned proportionally to the purchase price of the unit, or portion thereof (i.e. ¼ Share, ½ Share, etc.). For example, a \$50,000 Quarter-Share would be assigned approximately one quarter (25%) of the above detailed income and expenses.

**Note 4:** The Capital Renewal & Replacement Fund ensures that the unit will be redecorated, with fittings and furnishings replaced approximately every six years in order to keep the unit in an "as new" condition. (This program is mandatory for any ¼, ½, or ¾ Share purchase. Buyers of a Full Unit have the option of participation.)