

## HOLIDAY TARRIF PROJECTIONS

### 318/99 Griffith Street, COOLANGATTA, QLD 4225

There are several very important factors when projecting the holiday rental tariffs achievable on a property and we understand the importance of providing investors realistic income projections.

In providing rental projections we have taken into consideration the following factors

- Rental Returns and Occupancy achieved on similar properties.
- Features and benefits of the property that add value.
- Condition and presentation of the property.
- Quality of fixtures and furnishings
- Overall condition of the rental market (i.e. vacancy rates, supply, and demand)

The following projections are based on properties with similar attributes and evidence can be provided to support these outcomes.

#### TARIFFS PROJECTIONS

Seasons	Tariffs PW
Off Season	\$1155
Holidays	\$1645
Christmas	\$2205

## OCCUPANCY & INCOME PROJECTIONS

Based on the above tariff we provide a gross income projection based on an average 70% occupancy. It should be noted that income potential can be dramatically impacted by "owner use" particularly during peak seasons and this has not been factored into these outcomes.

Seasons	Occupancy/weeks	Tariffs	Total Income
Off season	25	\$1155	<b>\$28,875</b>
Holidays	6	\$1645	<b>\$9,870</b>
Christmas	3	\$2205	<b>\$6,615</b>
		<b>TOTAL RENTAL INCOME</b>	<b>\$45,360</b>

We would be happy to discuss these opinions with you further and answer any further questions you have regarding the holiday rental market and how to maximise returns.

Kind regards

**Lyndal Ransome**

New Business Development Manager

DISCLAIMER: This appraisal has been prepared solely for the information of the client, and not for any third party. Although every care has been taken in arriving at the figure, we stress that it is an opinion only and at the time of providing the appraisal the property has not been physically inspected and is based on comparable properties with similar features and location. This is not to be taken as a sworn valuation. We must add the warning that we shall not be responsible should the appraisal or partthereof be incorrect or incomplete in any way.