

# Management

## SERVICE APPRAISAL



## MOUNTAIN OAK

QUEENSTOWN APARTMENTS

[mountainoak.co.nz](http://mountainoak.co.nz)

Short Term Rental &  
Management Service Appraisal

DEVELOPED BY

**SG** SAFARI  
GROUP

# Invest in Queenstown

**EARN A GROSS YIELD OF UP TO 15%**

Complete with 365-day visitor accommodation consent, you could earn a short-term rental **gross return of up to 15%\*** placing Mountain Oak as a compelling investment opportunity.

\*Based on a 2 bed apartment rented short-term at an average nightly rate of \$475 at 70% occupancy.

Receive 60% of the annual income of your apartment, and have it managed 24/7 as short-term visitor accommodation by our experienced, on-site management service.



## **Strong potential for capital growth**

Queenstown median house prices are now the highest in NZ with an annualised capital growth of 7.4% for the last 5 years



## **Rental demand is high**

With continued population growth into the region, average weekly rents have seen a 4% annualised increase over the last 5 years



## **Approved for overseas purchasers**

Meaning non-NZ residents can buy



## **Choose from a selection of:**

One, two and three-bedroom apartments, dual-key apartments and private entry residences with carparking



## **Tax friendly investment**

With interest deductibility reinstated for investment properties



## **Strategically located in Frankton**

The gateway to the Queenstown-Lakes region

## ESTIMATED AVERAGE ▾

# Nightly Room Rate

**This appraisal is based on the property's possession of a 365-day visitor accommodation consent.**

The estimated average nightly room rate considers specifications such as the property location; unit typology's amenities and size; and demand for rooms based on the time of year.

SHORT TERM	ONE BED	TWO BED	THREE BED	TWO BED PRIVATE ENTRY	DUAL KEY ONE BED	DUAL KEY STUDIO
<b>Nightly Average</b>	\$280	\$475	\$625	\$475	\$280	\$203
<b>High Season</b> (Jan, Feb, Mar, Aug, Nov, Dec)	\$302	\$513	\$675	\$513	\$302	\$219
<b>Low Season</b> (May, June)	\$202	\$342	\$450	\$342	\$202	\$146





# Management Agreement

**Signing up for the visitor accommodation management agreement means our team maintains the apartment to a high standard, so owners can sit back, relax and reap the rewards.**

Owners receive 60% of the annual income generated by their apartment, and there are no additional or hidden management costs.

## **\*MANAGEMENT FEE INCLUDES** ↘

- 24/7 on-site guest support
- Experienced management team
- Cleaning, administration and on-site guest services
- Listing fees for, and exposure on, popular and globally-visited holiday accommodation websites

## **\*Owners costs not covered by the management fee are:**

Power, water, internet, premium TV (ie SKY), any room replacements or maintenance, credit card processing fees, online travel agency commissions, body corp and rates.

# Estimated Income

**Based on average nightly rate**

**Based on occupancy rate: 70%**

**Management fee: 40% of annual income**

**RECEIVE  
60%  
OF ANNUAL  
INCOME**

ANNUAL INCOME ↘		GROSS YIELD	YOUR INCOME
ONE BED	<b>\$71,540</b>	12%	<b>\$42,924</b>
TWO BED	<b>\$121,363</b>	15%	<b>\$72,818</b>
THREE BED	<b>\$159,688</b>	13%	<b>\$95,813</b>
TWO BED (P/E)	<b>\$121,363</b>	14%	<b>\$72,818</b>
DUAL KEY	<b>\$123,407</b>	14%	<b>\$74,044</b>

\*The average nightly room rate is an estimate and has been calculated based on the market conditions at the time of writing.

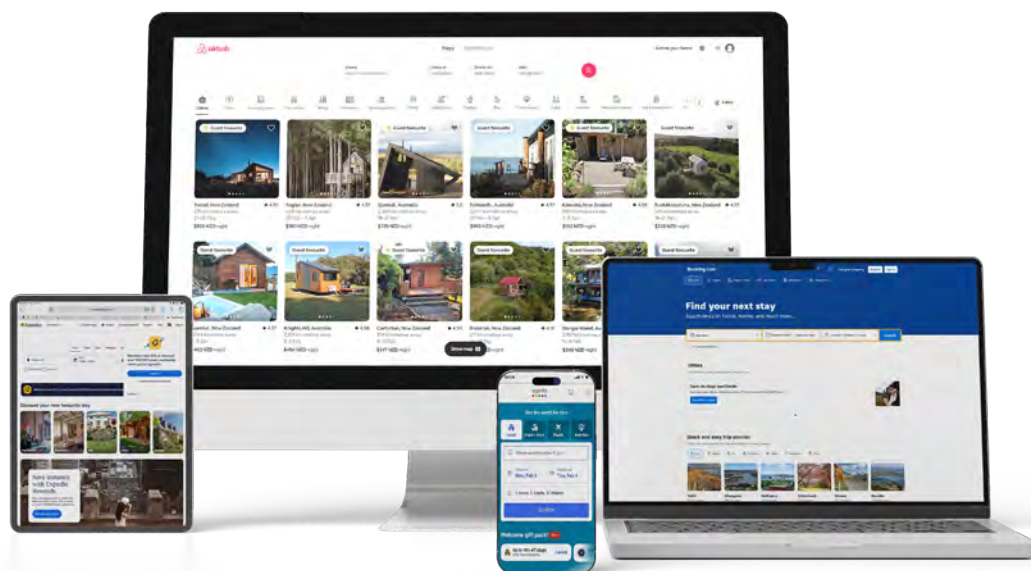






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# Online property listing



**To increase the visibility of your unit, we will list it on some of the most-visited accommodation booking websites.**

These include ↘



**Booking.com**

**Trip.com**

 **Expedia**

**agoda**  


Please note that you do not have to choose the Mountain Oak visitor accommodation management service.

If you prefer, you can choose your own provider. You do not have to decide this now.





## SHORT-TERM | VISITOR ACCOMMODATION

# Management Agreement Benefits

### ALL INCLUSIVE REVENUE ↘

Owners receive 60% of the nightly income generated by their apartment\* with no additional or hidden management costs.

Services such as cleaning, marketing, administration, callouts and on-site guest services are all included in the split. This is unlike other companies, which advertise a split, and then charge separately for the above services

**\*Owners costs not covered by the management fee are:**

Power, Water, Internet, Premium TV (ie SKY), any room replacements or maintenance, credit card processing fees and online travel agency commissions. Body Corp and Rates.

### MONTHLY PAYMENTS ↘

Earnings are paid monthly into the owner's nominated bank account, providing a regular income.

Many providers only pay quarterly.

### MAXIMUM FLEXIBILITY ↘

There are no fixed terms and no cancellation fees.

Owners have complete flexibility and are not locked into 12- or 24-month contracts like many other providers require.

**NEXT PAGE ↘**





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## VISITOR ACCOMMODATION MANAGEMENT AGREEMENT BENEFITS

### **PROFESSIONAL AND EXPERIENCED MANAGEMENT ↘**

We have been in the business of short-term accommodation management for over 15 years.

All our available resources and knowledge will be utilised to maximise owner revenue. Plus, we use the latest reservation management software and yield / revenue management tools. We will get you the maximum nightly rate for your unit – unlike other management companies who simply plug in a rate and hope for the best.

### **COMPREHENSIVE, 24/7 ON-SITE GUEST SUPPORT ↘**

We are the only provider with a 24/7 on-site presence.

This makes the guest check-in /check-out process completely seamless, and we can handle various incidents and emergencies quickly and efficiently. Protecting your investment is our number one priority. Other management companies charge an emergency callout fee – often upwards of \$200 – should a guest require assistance or if there is an incident in your unit that needs attention.

### **ONE POINT OF CONTACT ↘**

You will have access to a single point of contact for all enquiries, streamlining your experience as an owner.

