



About Villatel

We're a flag hospitality brand that custom-designs, services, manages, prices, and markets vacation villa rentals in top tourist destinations, including Orlando and Melbourne Beach, Florida. As a vertically integrated organization that owns and controls the entire consumer journey end to end, we're uniquely able to apply 5-star hotel standards to the villa rental experience. Hence, **villa + hotel = Villatel**.



Why Partner With Villatel?

In addition to offering completely turn-key properties with built-in revenue drivers, our robust and rapidly-expanding vacation rental portfolio has a proven track record of commanding higher occupancy, rates, and average order values than the market.

AVERAGE ORDER VALUE



Villatel
\$5.3K



Market
\$3.8K

CUSTOMER RESPONSE TIME

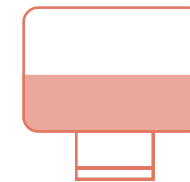


Villatel
1 hr



Market
24 hrs

DIRECT BOOKINGS

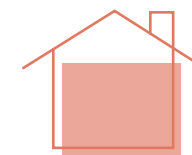


Villatel
40%



Market
20%

OCCUPANCY



Villatel
78%



Market
68%

Our Rental Portfolio



2019

Reunion Resort
Orlando, FL
5 Villas



2020

Solara & Solterra Resorts
Orlando, FL
35 Villas



2021 - 22

Villatel Village
Orlando, FL
71 Villas



2022 - 23

Harbor Island Beach Club
Melbourne, FL
30 Villas



2023 - 25

Villatel Orlando
Orlando, FL
526 Villas

How We Succeed

Having built an in-house organization that handles every aspect of our vacation rentals, from construction and design through guest arrivals and checkout, we're able to streamline absolutely everything-and ensure the very best product, service, and guest experience on the market.



Property Development & Construction:

Villatel's sister company, Baseline Property Group, sources, finances, and develops the vacation real estate assets that enter Villatel's exclusive rental management program. From space utilization and bedroom count to interior design and built-in amenities, each and every property is purpose-built to be as turnkey, practical, and enjoyable as possible for owners and renters alike.

Revenue Management:

Comprising a group of seasoned data wizards who specialize in hospitality, Villatel's dedicated Revenue Management team works to maximize revenue potential for each home from the moment it hits the market—utilizing a variety of pricing, inventory, marketing, and distribution techniques.



Marketing & eCommerce:

Powering Villatel's creative engine is the multi-faceted Marketing & eCommerce team, which includes writers, designers, social media managers, and web content specialists who work to amplify awareness of each Villatel property, as well as drive potential guests to property listings.

Rental Operations:

Comprised of on-site hospitality managers, inspectors, housekeepers, and service technicians based in local offices in or near our resorts, this group takes myriad measures to ensure each that home is 'rental ready' for every guest, and kept in the best condition possible before, during, and after each stay.

Guest Experience:

Integrating the highest standards of hospitality and service, Villatel's dedicated Guest Experience team is committed 24/7/365 to delivering an optimal owner and guest experience by assisting with any questions or needs throughout the guest experience lifecycle—from booking to check-out.

Accounting:

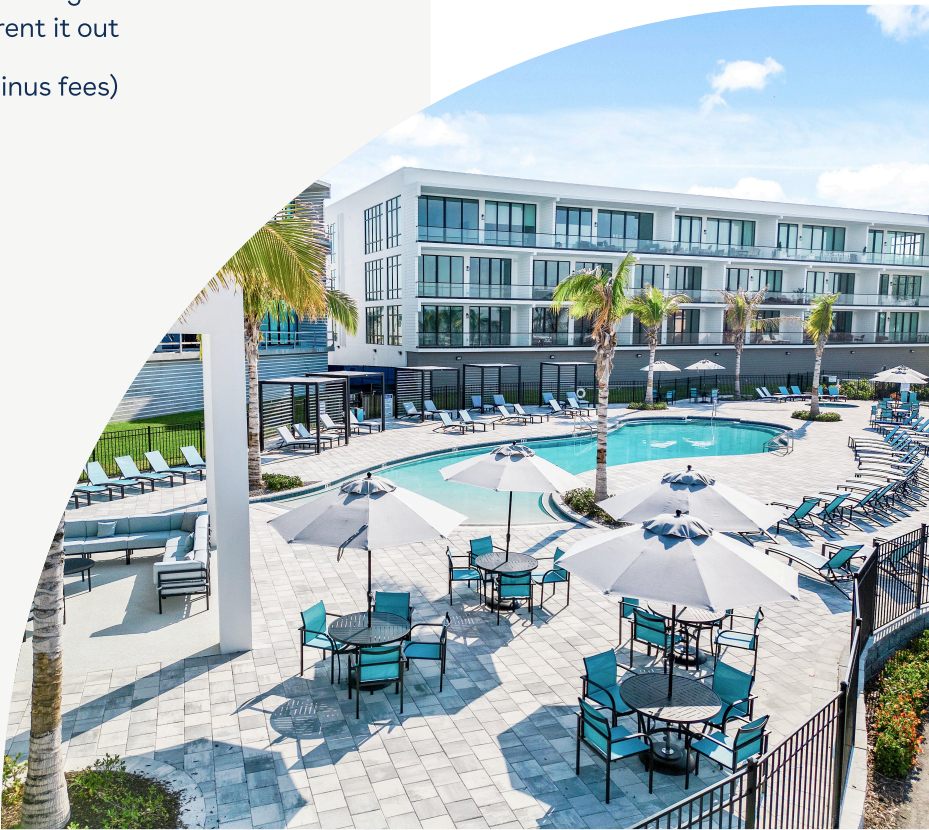
Villatel's in-house Accounting team comprises a crew of savvy, meticulous human calculators who fully manage the day-to-day financial activities of each home—so that owners don't have to. From reconciling revenue and expenses, to paying utilities, to managing the HOA, and more, the Accounting team handles many of the tedious back office responsibilities of home ownership, while offering complete visibility through a dedicated Owner's Portal.



Partnership Opportunities for Homeowners

Leveraging our expertise in vacation home design, management, and hospitality, we offer homeowners the chance to purchase completely turn-key, fully-furnished, beautifully-designed vacation properties—which double as hassle-free investment opportunities. In a nutshell:

- 1. Own a move-in ready beachfront property in a stunning, amenitized resort
- 2. Use it as often as you'd like
- 3. When you're away, hand us the keys to clean, service, manage, and rent it out
- 4. Collect the rental revenue (minus fees) every month



Contact

We look forward to partnering with you, and are available for further discussion and consultation upon request:

(607)-725-2459
Maria.fanto@villatel.com

Our Fee Structure

In exchange for our services, Villatel charges a flat management fee of \$200 per month, and earns 20% of all rental revenue it generates through its own platform.

What to Expect

Consolidated monthly statements comprising fees for work orders, potential maintenance work, and utilities.

Monthly deposit of total revenue earned via bookings and ancillary services (property protection fees, pool heat, etc.).

Consistent communication from a dedicated Investor Relations team member, who is available to answer questions and requests as they arise.

Regular rental revenue returns, subject to owner usage, debt terms, and market performance.

Mid ADR Scenario

Harbor island Beach Club - 3 Bed Ocean View Condos
Estimated ADR: \$400

ANNUAL FIGURES:	55%	65%	75%	85%
Gross Revenue	\$80,300	\$94,900	\$109,500	\$124,100
Rent Comission	\$16,060	\$18,980	\$21,900	\$24,820
Management Fee	\$2,400	\$2,400	\$2,400	\$2,400
Licenses	\$200	\$200	\$200	\$200
Electric	\$980	\$1,080	\$980	\$980
Cable & Internet	\$1,500	\$1,500	\$1,500	\$1,500
Smart Home System	\$240	\$240	\$240	\$240
Pest Control	\$120	\$120	\$120	\$120
Rep. & Maintenance	\$1,260	\$1,620	\$1,800	\$1,980
HOA and Club	\$10,884	\$10,884	\$10,884	\$10,884
Property Tax	\$12,000	\$12,000	\$12,000	\$12,000
Insurance	\$1,850	\$1,850	\$1,850	\$1,850
Expenses	\$47,694	\$50,874	\$54,094	\$57,314
Net Revenue	\$32,606	\$44,026	\$55,406	\$66,786

Certain statements contained herein may be "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. Such statements involve known and unknown risks; uncertainties and other factors that may cause actual results to differ materially from those that are anticipated. These factors include, but are not limited to, changes in general economic conditions, the market for homes generally and the availability and cost of land suitable for residential development, material prices, labor costs, interest rates, consumer confidence, competition, environmental factors and government regulations affecting operations.

Statements contained herein are based on available information at time of publishing, and should never be relied upon. Market rates are estimates based on market trends and other factors and they involve risks, variables and uncertainties that can cause predictive statements to differ materially. Villatel makes no guarantee of present or future market conditions. You should consult your own accounting, legal and tax advisors to evaluate the risks, consequences and suitability of any real estate transaction.