Sunshine Tower
Hotel Operation
Financial Performance Estimate

Date: 16 December 2021

The following summary has been prepared to reflect the estimated financial result of Sunshine Tower as a single lot hotel operation rather than 61 individually strata titled units held by investors, managed by a third party property manager and with a body corporation in place.

	Note	Actual Dec 20 - Nov 21
Income		
Rental Income		
Gross Income		2,024,291
Booking Fees		(174,856)
Gross Income (ex booking fees)		1,849,435
Less: GST	1	(168,130)
		1,681,305
Other Income		
Sundry Income (Laundry / Coffee)		6,000
Qld Government Lockdown Grant		10,000
Rents	6	96,307
		1,793,612
Net Income (ex GST)		**1,793,612**
Expenses (ex GST)		
Body Corporate Expenses	4,7	
Cleaning - Washroom Services		4,200
Electricity		80,000
Fire Services		15,400
Gas		27,000
Insurance - Building		88,000
Pest Control		2,500
Lift R & M		8,000
Plant - WH&S Compliance		750
Repairs & Maintenance (Build, Elec, Plumb, Pool)		10,700
Unit Holder Expenses	7	
Land Tax	3	12,000
Rates & Water	2	120,000
Property Management Expenses	5,7	
Accounting Fees		6,676
Advertising & Marketing		5,134
After Hours Service		4,809
Cleaning Supplies		2,316
Computer Systems - Bookings etc		16,811
Consumables		10,010
Licences & Permits		1,218
Linen Services		67,628
Merchant Fees		16,813
Printing & Stationary		5,068
Room Replacements		1,258
Telephone Expenses		6,084
Wages & Salaries - Manager		90,531
Wages & Salary - Front Office		117,933
Wages & Salary - Cleaning		185,659
Workcover		5,733
Total Expenses		**912,230**
EBITDA		**881,382**

Sheridan Towers
Hotel Operation
Note Summary

The following further information is provided in respect to the financial summary of Sunshine Tower

Note	Description
1	GST has been taken into consideration on the basis the property is held as a single lot and operated as a hotel.
2	Rates and water expense has been advised by Cairns Regional Council via email on 15 January 2021 and is based on the property converting to a single title and single ownership title.
3	Historically no land tax has been payable due to the strata title structure of the building, however a land tax estimate has been obtained from Cairns Regional Council on the basis of a UCV value of $970,000 and the property held by one owner under a company or trust structure.
4	Information obtained from 2022 Body Corporate financial budget with adjustments to take into consideration the removal of expenses upon collapsing of the Body Corporate structure.
5	This information has been obtained from the 2021 and 2022 management reports for the current property manager and making various adjustments to remove unrelated expenditure or expenditure which will be removed upon the conversion to a single lot property with no body corporate.
6	Currently there are two commercial tenancies in the building (restaurant and beautician) with commercial leases are in place covering rent and outgoings.
7	Currently expenses for the building are incurred by the Body Corporate, The Property Manager and the individual lot owners.

Management Report

For: 1/12/20 MTD: 1/12/20-31/12/20 YTD: 1/12/20-31/12/20

Letting: ☒ Holiday ☒ Permanent ☒ Private ☒ Other

Item	Today	Actual MTD	YTD
Rooms Available	61	1891	1891
Rooms Owner Use	0	0	0
Rooms Complimentary	2	2	2
Rooms in Maintenance	1	5	5
Rooms Available for Rent	58	1884	1884
Rooms Occupied	48	1650	1650
Occupancy Rate	82.76%	87.58%	87.58%
Room Revenue Before Adjustments	3834.55	165100.27	165100.27
Room Revenue Adjustments	0.00	0.00	0.00
Nett Room Revenue	3834.55	165100.27	165100.27
Average Rate (per Room Rented)	79.89	100.06	100.06
Average Rate (per Room Rentable)	66.11	87.63	87.63
Guests In House	69	2856	2856
Guests Nights	2838	73972	73972
Average Guest Stay	41.13	25.90	25.90
Average Room Nights	59.13	44.83	44.83
Reservations Made	22	513	513
Reservations Made Nights	54	1242	1242
Reservations Made Value	5627.15	135897.61	135897.61
Reservations Cancelled	3	275	275
Reservations Cancelled Nights	7	874	874
Reservations Cancelled Value	0.00	433.75	433.75
Single Occupancy Rooms	32	656	656
Double Occupancy Rooms	11	834	834
Multiple Occupancy Rooms	5	160	160
Average Guests Per Room	1.44	1.73	1.73
No Shows	1	16	16
Arrival Rooms	10	557	557
Arrival Guests	18	1024	1024
Departure Rooms	17	552	552
Departure Guests	24	978	978
Nett Revenue Rental	3834.55	165100.27	165100.27
Nett Revenue Sundry	15.47	1736.63	1736.63
Nett Revenue Total	3850.02	166836.90	166836.90
Average Room Total Revenue	80.21	101.11	101.11
Average Rate Per Guest	55.57	57.81	57.81
Average Guest Total Revenue	55.80	58.42	58.42

Management Report

For: 1/01/21 MTD: 1/01/21-31/01/21 YTD: 1/01/21-31/01/21

Letting: ☒ Holiday ☒ Permanent ☒ Private ☒ Other

Item	Today	Actual MTD	YTD
Rooms Available	61	1891	1891
Rooms Owner Use	0	0	0
Rooms Complimentary	0	0	0
Rooms in Maintenance	0	0	0
Rooms Available for Rent	61	1891	1891
Rooms Occupied	61	1306	1306
Occupancy Rate	100.00%	69.06%	69.06%
Room Revenue Before Adjustments	7936.37	131547.62	131547.62
Room Revenue Adjustments	0.00	0.00	0.00
Nett Room Revenue	7936.37	131547.62	131547.62
Average Rate (per Room Rented)	130.10	100.73	100.73
Average Rate (per Room Rentable)	130.10	69.57	69.57
Guests In House	122	2162	2162
Guests Nights	1884	58737	58737
Average Guest Stay	15.44	27.17	27.17
Average Room Nights	30.89	44.97	44.97
Reservations Made	13	431	431
Reservations Made Nights	26	1480	1480
Reservations Made Value	2815.73	129198.47	129198.47
Reservations Cancelled	14	148	148
Reservations Cancelled Nights	80	478	478
Reservations Cancelled Value	0.00	1210.03	1210.03
Single Occupancy Rooms	8	531	531
Double Occupancy Rooms	47	704	704
Multiple Occupancy Rooms	6	71	71
Average Guests Per Room	2.00	1.66	1.66
No Shows	0	16	16
Arrival Rooms	27	436	436
Arrival Guests	58	771	771
Departure Rooms	26	468	468
Departure Guests	57	852	852
Nett Revenue Rental	7936.37	131547.62	131547.62
Nett Revenue Sundry	53.22	1332.65	1332.65
Nett Revenue Total	7989.59	132880.27	132880.27
Average Room Total Revenue	130.98	101.75	101.75
Average Rate Per Guest	65.05	60.85	60.85
Average Guest Total Revenue	65.49	61.46	61.46

Management Report

For: 1/02/21 MTD: 1/02/21-28/02/21 YTD: 1/02/21-28/02/21

Letting: ☒ Holiday ☒ Permanent ☒ Private ☒ Other

Item	Today	Actual MTD	YTD
Rooms Available	61	1708	1708
Rooms Owner Use	0	0	0
Rooms Complimentary	0	0	0
Rooms in Maintenance	0	4	4
Rooms Available for Rent	61	1704	1704
Rooms Occupied	43	1264	1264
Occupancy Rate	70.49%	74.18%	74.18%
Room Revenue Before Adjustments	3784.95	107320.78	107320.78
Room Revenue Adjustments	0.00	0.00	0.00
Nett Room Revenue	3784.95	107320.78	107320.78
Average Rate (per Room Rented)	88.02	84.91	84.91
Average Rate (per Room Rentable)	62.05	62.98	62.98
Guests In House	58	1900	1900
Guests Nights	1916	59072	59072
Average Guest Stay	33.03	31.09	31.09
Average Room Nights	44.56	46.73	46.73
Reservations Made	14	432	432
Reservations Made Nights	99	1456	1456
Reservations Made Value	7199.47	130408.15	130408.15
Reservations Cancelled	4	113	113
Reservations Cancelled Nights	16	408	408
Reservations Cancelled Value	0.00	564.30	564.30
Single Occupancy Rooms	28	640	640
Double Occupancy Rooms	15	612	612
Multiple Occupancy Rooms	0	12	12
Average Guests Per Room	1.35	1.50	1.50
No Shows	0	1	1
Arrival Rooms	24	392	392
Arrival Guests	31	643	643
Departure Rooms	9	373	373
Departure Guests	13	614	614
Nett Revenue Rental	3784.95	107320.78	107320.78
Nett Revenue Sundry	21.78	623.16	623.16
Nett Revenue Total	3806.73	107943.94	107943.94
Average Room Total Revenue	88.53	85.40	85.40
Average Rate Per Guest	65.26	56.48	56.48
Average Guest Total Revenue	65.63	56.81	56.81

Management Report

For: 1/03/21 MTD: 1/03/21-31/03/21 YTD: 1/03/21-31/03/21

Letting: ☒ Holiday ☒ Permanent ☒ Private ☒ Other

Item	Today	Actual MTD	YTD
Rooms Available	61	1891	1891
Rooms Owner Use	0	0	0
Rooms Complimentary	0	0	0
Rooms in Maintenance	0	11	11
Rooms Available for Rent	61	1880	1880
Rooms Occupied	57	1559	1559
Occupancy Rate	93.44%	82.93%	82.93%
Room Revenue Before Adjustments	4778.29	139645.98	139645.98
Room Revenue Adjustments	0.00	0.00	0.00
Nett Room Revenue	4778.29	139645.98	139645.98
Average Rate (per Room Rented)	83.83	89.57	89.57
Average Rate (per Room Rentable)	78.33	74.28	74.28
Guests In House	82	2366	2366
Guests Nights	2246	71703	71703
Average Guest Stay	27.39	30.31	30.31
Average Room Nights	39.40	45.99	45.99
Reservations Made	13	546	546
Reservations Made Nights	85	1944	1944
Reservations Made Value	6477.82	195907.68	195907.68
Reservations Cancelled	3	211	211
Reservations Cancelled Nights	23	1744	1744
Reservations Cancelled Value	0.00	400.00	400.00
Single Occupancy Rooms	32	793	793
Double Occupancy Rooms	25	725	725
Multiple Occupancy Rooms	0	41	41
Average Guests Per Room	1.44	1.52	1.52
No Shows	0	7	7
Arrival Rooms	23	425	425
Arrival Guests	36	705	705
Departure Rooms	13	432	432
Departure Guests	23	715	715
Nett Revenue Rental	4778.29	139645.98	139645.98
Nett Revenue Sundry	25.84	705.07	705.07
Nett Revenue Total	4804.13	140351.05	140351.05
Average Room Total Revenue	84.28	90.03	90.03
Average Rate Per Guest	58.27	59.02	59.02
Average Guest Total Revenue	58.59	59.32	59.32

Management Report

For: 1/04/21 MTD: 1/04/21-30/04/21 YTD: 1/04/21-30/04/21

Letting: ☒ Holiday ☒ Permanent ☒ Private ☒ Other

Item	Today	Actual MTD	YTD
Rooms Available	61	1830	1830
Rooms Owner Use	0	0	0
Rooms Complimentary	0	0	0
Rooms in Maintenance	0	27	27
Rooms Available for Rent	61	1803	1803
Rooms Occupied	51	1551	1551
Occupancy Rate	83.61%	86.02%	86.02%
Room Revenue Before Adjustments	5522.04	169370.91	169370.91
Room Revenue Adjustments	0.00	0.00	0.00
Nett Room Revenue	5522.04	169370.91	169370.91
Average Rate (per Room Rented)	108.28	109.20	109.20
Average Rate (per Room Rentable)	90.53	93.94	93.94
Guests In House	88	2567	2567
Guests Nights	2037	58150	58150
Average Guest Stay	23.15	22.65	22.65
Average Room Nights	39.94	37.49	37.49
Reservations Made	18	743	743
Reservations Made Nights	48	1850	1850
Reservations Made Value	5935.55	224017.48	224017.48
Reservations Cancelled	2	212	212
Reservations Cancelled Nights	12	900	900
Reservations Cancelled Value	0.00	6440.59	6440.59
Single Occupancy Rooms	16	628	628
Double Occupancy Rooms	33	837	837
Multiple Occupancy Rooms	2	86	86
Average Guests Per Room	1.73	1.66	1.66
No Shows	1	5	5
Arrival Rooms	27	592	592
Arrival Guests	50	1059	1059
Departure Rooms	16	579	579
Departure Guests	21	1030	1030
Nett Revenue Rental	5522.04	169370.91	169370.91
Nett Revenue Sundry	92.35	1195.51	1195.51
Nett Revenue Total	5614.39	170566.42	170566.42
Average Room Total Revenue	110.09	109.97	109.97
Average Rate Per Guest	62.75	65.98	65.98
Average Guest Total Revenue	63.80	66.45	66.45

Management Report

For:31/05/21 MTD: 1/05/21-31/05/21 YTD: 1/05/21-31/05/21

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Letting: ☒ Holiday ☒ Permanent ☒ Private ☒ Other

Item	Today	Actual MTD	YTD
Rooms Available	61	1891	1891
Rooms Owner Use	0	0	0
Rooms Complimentary	0	0	0
Rooms in Maintenance	2	16	16
Rooms Available for Rent	59	1875	1875
Rooms Occupied	39	1720	1720
Occupancy Rate	66.10%	91.73%	91.73%
Room Revenue Before Adjustments	5146.51	219512.84	219512.84
Room Revenue Adjustments	0.00	0.00	0.00
Nett Room Revenue	5146.51	219512.84	219512.84
Average Rate (per Room Rented)	131.96	127.62	127.62
Average Rate (per Room Rentable)	87.23	117.07	117.07
Guests In House	62	2900	2900
Guests Nights	1558	54911	54911
Average Guest Stay	25.13	18.93	18.93
Average Room Nights	39.95	31.93	31.93
Reservations Made	27	663	663
Reservations Made Nights	75	1774	1774
Reservations Made Value	12878.32	238683.30	238683.30
Reservations Cancelled	17	257	257
Reservations Cancelled Nights	63	797	797
Reservations Cancelled Value	0.00	1242.03	1242.03
Single Occupancy Rooms	18	644	644
Double Occupancy Rooms	19	990	990
Multiple Occupancy Rooms	2	86	86
Average Guests Per Room	1.59	1.69	1.69
No Shows	0	7	7
Arrival Rooms	18	634	634
Arrival Guests	26	1110	1110
Departure Rooms	12	648	648
Departure Guests	22	1136	1136
Nett Revenue Rental	5146.51	219512.84	219512.84
Nett Revenue Sundry	65.48	2475.03	2475.03
Nett Revenue Total	5211.99	221987.87	221987.87
Average Room Total Revenue	133.64	129.06	129.06
Average Rate Per Guest	83.01	75.69	75.69
Average Guest Total Revenue	84.06	76.55	76.55

Management Report

For:30/06/21 MTD: 1/06/21-30/06/21 YTD: 1/06/21-30/06/21

Letting: ☒ Holiday ☒ Permanent ☒ Private ☒ Other

Item	Today	Actual MTD	YTD
Rooms Available	61	1830	1830
Rooms Owner Use	0	0	0
Rooms Complimentary	0	4	4
Rooms in Maintenance	0	4	4
Rooms Available for Rent	61	1822	1822
Rooms Occupied	60	1697	1697
Occupancy Rate	98.36%	93.14%	93.14%
Room Revenue Before Adjustments	9277.40	253207.15	253207.15
Room Revenue Adjustments	0.00	0.00	0.00
Nett Room Revenue	9277.40	253207.15	253207.15
Average Rate (per Room Rented)	154.62	149.21	149.21
Average Rate (per Room Rentable)	152.09	138.97	138.97
Guests In House	101	2943	2943
Guests Nights	1631	48740	48740
Average Guest Stay	16.15	16.56	16.56
Average Room Nights	27.18	28.72	28.72
Reservations Made	31	534	534
Reservations Made Nights	85	1181	1181
Reservations Made Value	16215.40	215216.38	215216.38
Reservations Cancelled	38	391	391
Reservations Cancelled Nights	117	1343	1343
Reservations Cancelled Value	458.00	1234.73	1234.73
Single Occupancy Rooms	23	534	534
Double Occupancy Rooms	33	1087	1087
Multiple Occupancy Rooms	4	76	76
Average Guests Per Room	1.68	1.73	1.73
No Shows	0	20	20
Arrival Rooms	27	682	682
Arrival Guests	43	1201	1201
Departure Rooms	21	661	661
Departure Guests	43	1162	1162
Nett Revenue Rental	9277.40	253207.15	253207.15
Nett Revenue Sundry	62.53	2869.87	2869.87
Nett Revenue Total	9339.93	256077.02	256077.02
Average Room Total Revenue	155.67	150.90	150.90
Average Rate Per Guest	91.86	86.04	86.04
Average Guest Total Revenue	92.47	87.01	87.01

Management Report

For: 1/07/21 MTD: 1/07/21-31/07/21 YTD: 1/07/21-31/07/21

Letting: ☒ Holiday ☒ Permanent ☒ Private ☒ Other

Item	Today	Actual MTD	YTD
Rooms Available	61	1891	1891
Rooms Owner Use	0	0	0
Rooms Complimentary	0	2	2
Rooms in Maintenance	1	6	6
Rooms Available for Rent	60	1883	1883
Rooms Occupied	56	1656	1656
Occupancy Rate	93.33%	87.94%	87.94%
Room Revenue Before Adjustments	9146.64	273820.53	273820.53
Room Revenue Adjustments	0.00	0.00	0.00
Nett Room Revenue	9146.64	273820.53	273820.53
Average Rate (per Room Rented)	163.33	165.35	165.35
Average Rate (per Room Rentable)	152.44	145.42	145.42
Guests In House	99	2889	2889
Guests Nights	1638	43981	43981
Average Guest Stay	16.55	15.22	15.22
Average Room Nights	29.25	26.56	26.56
Reservations Made	18	519	519
Reservations Made Nights	42	1272	1272
Reservations Made Value	7907.24	234296.80	234296.80
Reservations Cancelled	24	460	460
Reservations Cancelled Nights	83	1644	1644
Reservations Cancelled Value	0.00	0.00	0.00
Single Occupancy Rooms	20	543	543
Double Occupancy Rooms	29	1007	1007
Multiple Occupancy Rooms	7	106	106
Average Guests Per Room	1.77	1.74	1.74
No Shows	0	3	3
Arrival Rooms	22	589	589
Arrival Guests	41	1056	1056
Departure Rooms	26	617	617
Departure Guests	43	1106	1106
Nett Revenue Rental	9146.64	273820.53	273820.53
Nett Revenue Sundry	387.17	2792.48	2792.48
Nett Revenue Total	9533.81	276613.01	276613.01
Average Room Total Revenue	170.25	167.04	167.04
Average Rate Per Guest	92.39	94.78	94.78
Average Guest Total Revenue	96.30	95.75	95.75

Management Report

For: 1/08/21 MTD: 1/08/21-31/08/21 YTD: 1/08/21-31/08/21

Letting: ☒ Holiday ☒ Permanent ☒ Private ☒ Other

Item	Today	Actual MTD	YTD
Rooms Available	61	1891	1891
Rooms Owner Use	0	0	0
Rooms Complimentary	0	0	0
Rooms In Maintenance	0	0	0
Rooms Available for Rent	61	1891	1891
Rooms Occupied	29	889	889
Occupancy Rate	47.54%	47.01%	47.01%
Room Revenue Before Adjustments	4247.59	102950.72	102950.72
Room Revenue Adjustments	0.00	0.00	0.00
Nett Room Revenue	4247.59	102950.72	102950.72
Average Rate (per Room Rented)	146.47	115.81	115.81
Average Rate (per Room Rentable)	69.63	54.44	54.44
Guests In House	48	1266	1266
Guests Nights	1291	45936	45936
Average Guest Stay	26.90	36.28	36.28
Average Room Nights	44.52	51.67	51.67
Reservations Made	5	321	321
Reservations Made Nights	19	1482	1482
Reservations Made Value	3414.00	132585.36	132585.36
Reservations Cancelled	5	282	282
Reservations Cancelled Nights	11	1016	1016
Reservations Cancelled Value	0.00	0.00	0.00
Single Occupancy Rooms	12	522	522
Double Occupancy Rooms	15	357	357
Multiple Occupancy Rooms	2	10	10
Average Guests Per Room	1.66	1.42	1.42
No Shows	0	0	0
Arrival Rooms	8	295	295
Arrival Guests	16	473	473
Departure Rooms	11	287	287
Departure Guests	19	466	466
Nett Revenue Rental	4247.59	102950.72	102950.72
Nett Revenue Sundry	9.05	691.97	691.97
Nett Revenue Total	4256.64	103642.69	103642.69
Average Room Total Revenue	146.78	116.58	116.58
Average Rate Per Guest	88.49	81.32	81.32
Average Guest Total Revenue	88.68	81.87	81.87

Management Report

For: 1/09/21 MTD: 1/09/21-30/09/21 YTD: 1/09/21-30/09/21

Letting: ☒ Holiday ☒ Permanent ☒ Private ☒ Other

Item	Today	Actual MTD	YTD
Rooms Available	61	1830	1830
Rooms Owner Use	0	0	0
Rooms Complimentary	0	3	3
Rooms in Maintenance	0	0	0
Rooms Available for Rent	61	1827	1827
Rooms Occupied	42	1604	1604
Occupancy Rate	68.85%	87.79%	87.79%
Room Revenue Before Adjustments	5134.88	177280.66	177280.66
Room Revenue Adjustments	0.00	0.00	0.00
Nett Room Revenue	5134.88	177280.66	177280.66
Average Rate (per Room Rented)	122.26	110.52	110.52
Average Rate (per Room Rentable)	84.18	97.03	97.03
Guests In House	55	2426	2426
Guests Nights	2096	64307	64307
Average Guest Stay	38.11	26.51	26.51
Average Room Nights	49.90	40.09	40.09
Reservations Made	17	495	495
Reservations Made Nights	77	1250	1250
Reservations Made Value	9404.11	151217.82	151217.82
Reservations Cancelled	8	174	174
Reservations Cancelled Nights	35	653	653
Reservations Cancelled Value	0.00	0.00	0.00
Single Occupancy Rooms	29	818	818
Double Occupancy Rooms	13	757	757
Multiple Occupancy Rooms	0	29	29
Average Guests Per Room	1.31	1.51	1.51
No Shows	0	4	4
Arrival Rooms	13	483	483
Arrival Guests	18	812	812
Departure Rooms	11	467	467
Departure Guests	21	784	784
Nett Revenue Rental	5134.88	177280.66	177280.66
Nett Revenue Sundry	85.35	957.82	957.82
Nett Revenue Total	5220.23	178238.48	178238.48
Average Room Total Revenue	124.29	111.12	111.12
Average Rate Per Guest	93.36	73.08	73.08
Average Guest Total Revenue	94.91	73.47	73.47

Management Report

For: 1/10/21 MTD: 1/10/21-31/10/31 YTD: 1/10/21-31/10/21

Sunshine Towers
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Date: 15/12/21
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Letting: ☒ Holiday ☒ Permanent ☒ Private ☒ Other

Item	Today	Actual MTD	YTD
Rooms Available	61	1891	1891
Rooms Owner Use	0	0	0
Rooms Complimentary	0	3	3
Rooms in Maintenance	1	22	22
Rooms Available for Rent	60	1866	1866
Rooms Occupied	50	1473	1473
Occupancy Rate	83.33%	78.94%	78.94%
Room Revenue Before Adjustments	5680.03	151596.25	151596.25
Room Revenue Adjustments	0.00	0.00	0.00
Nett Room Revenue	5680.03	151596.25	151596.25
Average Rate (per Room Rented)	113.60	102.92	102.92
Average Rate (per Room Rentable)	94.67	81.24	81.24
Guests In House	82	2192	2192
Guests Nights	2059	61601	61601
Average Guest Stay	25.11	28.10	28.10
Average Room Nights	41.18	41.82	41.82
Reservations Made	14	535	535
Reservations Made Nights	24	1535	1535
Reservations Made Value	2246.57	189124.24	189124.24
Reservations Cancelled	7	117	117
Reservations Cancelled Nights	9	478	478
Reservations Cancelled Value	0.00	652.84	652.84
Single Occupancy Rooms	20	781	781
Double Occupancy Rooms	29	669	669
Multiple Occupancy Rooms	1	23	23
Average Guests Per Room	1.64	1.49	1.49
No Shows	0	3	3
Arrival Rooms	21	472	472
Arrival Guests	38	806	806
Departure Rooms	27	478	478
Departure Guests	42	817	817
Nett Revenue Rental	5680.03	151596.25	151596.25
Nett Revenue Sundry	30.35	696.04	696.04
Nett Revenue Total	5710.38	152292.29	152292.29
Average Room Total Revenue	114.21	103.39	103.39
Average Rate Per Guest	69.27	69.16	69.16
Average Guest Total Revenue	69.64	69.48	69.48

Management Report

For: 1/11/21 MTD: 1/11/21-30/11/21 YTD: 1/11/21-30/11/21

Letting: ☒ Holiday ☒ Permanent ☒ Private ☒ Other

Item	Today	Actual MTD	YTD
Rooms Available	61	1830	1830
Rooms Owner Use	0	0	0
Rooms Complimentary	0	3	3
Rooms in Maintenance	1	24	24
Rooms Available for Rent	60	1803	1803
Rooms Occupied	38	1325	1325
Occupancy Rate	63.33%	73.49%	73.49%
Room Revenue Before Adjustments	3571.86	131893.68	131893.68
Room Revenue Adjustments	0.00	0.00	0.00
Nett Room Revenue	3571.86	131893.68	131893.68
Average Rate (per Room Rented)	94.00	99.54	99.54
Average Rate (per Room Rentable)	59.53	73.15	73.15
Guests In House	50	1954	1954
Guests Nights	2000	60208	60208
Average Guest Stay	40.00	30.81	30.81
Average Room Nights	52.63	45.44	45.44
Reservations Made	18	531	531
Reservations Made Nights	84	1441	1441
Reservations Made Value	9306.24	193799.54	193799.54
Reservations Cancelled	4	153	153
Reservations Cancelled Nights	13	540	540
Reservations Cancelled Value	0.00	0.00	0.00
Single Occupancy Rooms	26	727	727
Double Occupancy Rooms	12	567	567
Multiple Occupancy Rooms	0	31	31
Average Guests Per Room	1.32	1.47	1.47
No Shows	0	0	0
Arrival Rooms	9	389	389
Arrival Guests	11	656	656
Departure Rooms	21	399	399
Departure Guests	36	676	676
Nett Revenue Rental	3571.86	131893.68	131893.68
Nett Revenue Sundry	36.37	831.87	831.87
Nett Revenue Total	3608.23	132725.55	132725.55
Average Room Total Revenue	94.95	100.17	100.17
Average Rate Per Guest	71.44	67.50	67.50
Average Guest Total Revenue	72.16	67.93	67.93

OTR Commissions

Month	Booking	Expdeia	Book - Virtual	Other	Total	Revenue	"% Revenue
Dec-20	$14,578	$369			**$14,947**	$166,735	9.0%
Jan-21	$9,976	$15	$368		**$10,359**	$131,886	7.9%
Feb-21	$3,955	$161	$2,376		**$6,492**	$107,415	6.0%
Mar-21	$6,952	$91	$3,669		**$10,712**	$138,355	7.7%
Apr-21	$8,914	$184	$5,121		**$14,219**	$168,328	8.4%
May-21	$13,398	$447	$7,174		**$21,019**	$223,504	9.4%
Jun-21	$17,342	$742	$8,568	$221	**$26,873**	$255,787	10.5%
Jul-21	$18,879	$351	$7,079	$322	**$26,631**	$275,219	9.7%
Aug-21	$4,956	$153	$1,986		**$7,095**	$101,185	7.0%
Sep-21	$8,587	$427	$4,654		**$13,668**	$174,263	7.8%
Oct-21	$7,024	$992	$5,387		**$13,403**	$148,888	9.0%
Nov-21	$4,568		$4,855	$15	**$9,438**	$132,725	7.1%
					$174,856	**$2,024,291**	**8.6%**

Please note that major Booking Channels such as Expedia & Agoda now deduct their commmissions from the booking amount prior to paying the funds to us