



Short Stays Appraisal Report

18/328 Esplanade Moana

The following short-term rental property appraisal is not a guarantee of rental returns but rather an informed estimate based on current data, market trends and the unique attributes of your property.

At OC, we are committed to helping you achieve a better return on investment without the ongoing hassle.

Our attention to detail and premium guest experience are designed to increase your occupancy rates and boost your bottom line. We take great pride in filling your calendar and delivering a 5-star stay for every guest, while you enjoy passive income from your investment.

Please refer to the graphs below for more information on estimated rates throughout the year and projected occupancy.

The following page outlines a breakdown of estimated revenue and profit. Please note that utility expenditure has been calculated based on a standard residential home.

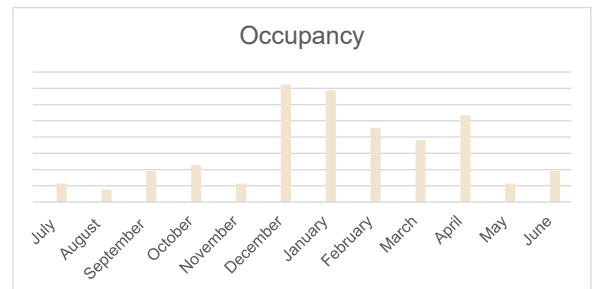
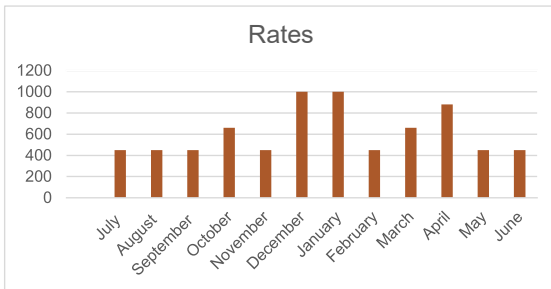
Based on current market performance, I estimate the below figures for this property:

ADR (Average Daily Rate)

\$650

Estimated Occupancy

30%



Monthly Projections

Item	Amount	Comments
Gross Monthly Income	\$5,850.00	Based on above ADR and Occupancy Rate
Utilities (gas, water elec, internet etc)	\$150	Estimated
Booking Platform Fees 15%	\$877.50	Variable according to platform and volume of bookings - paid by the guest
Management Fees 20%	\$994.50	After the booking fees are deducted
Consumables	\$80.00	Estimated
Average Monthly Expenditure	\$2,102.00	Reconciled through our trust accounting software
Average Net Monthly Income	\$3,176.50	Deposited into your nominated bank account monthly

These figures are based off full availability and using dynamic pricing to maximise returns during peak seasons while remaining competitive during the off peak seasons. As part of our management service we are constantly tracking industry trends, individual property performance along with the pricing week to week.

We thank you for your interest in working with us, please feel free to contact us with any questions regarding this appraisal.

Frequently Asked Questions

Does the Guest Pay the Platform Fees?

When a guest books a property through an online booking platform such as Air Bnb, Booking.com or VRBO, several different fees are involved. These fees are handled separately and affect the Owners payout in different ways. Booking platforms charge a service fee for using their marketplace and payment systems. This fee is deducted before the funds are transferred to us, from the nightly rate meaning it reduces the gross amount received before management commission is calculated. The fee is charged by the platform, not by OC, and the percentage varies between platforms and locations.

Why am I Not Seeing a Peak and Off Peak Rate in the Appraisal ?

Dynamic pricing adjusts the nightly rate automatically based on real-time factors such as demand, seasonality, local events, booking lead time, and occupancy levels.

This approach is more effective than using fixed peak and off-peak pricing because it responds to actual market conditions rather than broad date ranges. With dynamic pricing, rates can increase when demand is high to maximise revenue, and decrease during quieter periods to attract bookings and maintain occupancy.

At OC Short Stays, we also actively monitor and manage pricing manually where needed, allowing us to adjust for local conditions, property performance, or special events to ensure the best balance between occupancy and income.

How Often Can I use My Holiday Home ?

In general, we encourage owners to consider using their home during quieter periods, as this helps maximise revenue opportunities during higher-demand times. However, we completely respect that it is your property, and we want owners to enjoy their homes as well as guests. Please feel free to chat with us about your preferences, and we can work together to plan the most suitable approach.

Tuesday, April 28, 2026

Jacki Cornish

08 8269 1833

Jackie@ocrentals.com.au