

ANTAL


LUXURY REAL ESTATE

YUM KAAX

— Tulum Boutique Villa —







We are a boutique real estate firm specializing in top vacation homes set amidst natural surroundings in the Riviera Maya that can provide great returns and long term value.

Our priority is to assist clients in meeting their investment goals by providing meticulous attention to detail, leveraging our market expertise and technology, and collaborating with our partners in all relevant areas to ensure we provide a seamless and stress-free experience.

About the Property



Main description

This villa is ideally **located** in the heart of the jungle of the wonderful village of **Tulum (5 minutes to city center and 10 minutes to the beach)**.

A beautiful fusion between **Moroccan and Mexican architecture & decoration**, Yum Kaax will become your new heaven in Tulum.

Built over a 650 sqm lot with 470.2 sqm of living space. It is composed of 1 building with **8 bedrooms/suites** in total, **2 swimming pools, kitchen with open bar and a beautiful terrace**, while the whole property is surrounded by a magical **Caribbean garden**.

Built around a central patio, **the property is fully equipped and furnished**(Air conditioning,Wifi, sound system) and offer several lounges where you can feel peace, get in harmony with nature and enjoy the best sun baths near the swimming pools.

Short term Rentals

Overview: The whole property rents out as a 8 br villa most part of the year and in low season in separate rooms. Booking channels: AIRBNB, Booking.com and property website as well as social media. These are the main **highlights**:

- **Occupancy Rates:**

- **2021:** 56%
- **2022:** 64%
- **2023:** 60%
- **2024:** 9.5%

- **Average Daily Rate:**

- **2021:** \$1,154.10 USD
- **2022:** \$1,242.04 USD
- **2023:** \$1,175.93 USD
- **2024:** \$1,501.20 USD

Operation and Costs 2022

To operate this villa as a well oiled machine, it requires the following staff and fixed costs with an **average monthly cost in USD of \$7,074**

- **Staff \$3,120/mo:**

- 1 Maintenance \$900/mo
- 1 security guard \$720/mo
- 1 concierge/manager: \$1,500/mo

- **Maintenance and turnover \$2,090/mo:**

- Supplies and Staff: \$2,296/mo
- Pest control: \$672/mo
- Ongoing repairs: \$2,090/mo**

- **Others \$862/mo:**

- Property insurance: \$150/mo***
- Permits: \$313/mo paid annually
- Accountant: \$400/mo

- **Utilities \$1,002/mo**

**Maintenance can actually be lower but some major renovations were made

*** Insurance could increase upto \$1,594/mo











Investment Opportunity



Yum Kaax is a 2 story Villa with 8 bedroom/suite with 3788.9 sqft of living spaces over a 6996.541771 sqft land plus exterior terraces.

It started operations at the end of 2019 as a hotel but **since 2021 operates as a private Villa** on Airbnb (with a per room hybrid model in low season using booking.com) and **in 2022 generated \$234,081 USD** in Net Operating Income on \$421,949 USD of revenue.

It is estimated to yield a **10.6% cap rate at a \$1,950,000 USD price** with **\$208,917 USD in Net Operating Income in 2023.*** (TBC)

Despite Yum Kaax has strong net margins (45-56% NOI) and is a **TOP PROPERTY in Airdna**, this villa is a business with a lot of upside potential compared to some of its peers **representing an opportunity to increase revenue 35%**

Double click on STR and revenue



Overview

The following Trailing Twelve Months summary is based on this specific format and it is for the months of April 2022 to March 2023. An update is available upon request.

Top Property

Airdna: According to Airdna, this property is in the Top #10 properties in Tulum by revenue with position #10.


Extra income

As mentioned previously this Villa operates with a staff and a concierge in charge of the guest experience. This, allows to generate additional revenue from private chef services.

	2022
OPERATING INCOME	
Exclusive rental online (Airbnb, Maya Luxe...)	\$276 230
Others (Direct, IG, Local Agency...)	\$60 459
Room By Room (Booking.com...)	\$8 266
Effective Rental Income	\$344 955
Concierge Service	\$76 994
Total Operating Income	\$421 949
PROPERTY MANAGEMENT EXPENSES	
Repairs & Maintenance	\$25 075
Housekeeping (Product, Pest control, Staff, ...)	\$27 553
Other Staff (maintenance, gardening, security)	\$12 606
Utilities	\$12 020
Platform Fees (Booking.com...)	\$422
Total property management expenses	\$77 675
CONCIERGE EXPENSES	
Food & Beverage	\$24 810
Staff (Chef, Front Desk,...)	\$15 819
Suppliers (Transportation, Decoration...)	\$2 927
Bonus Incentive for Staff	\$12 281
Total Concierge expenses	\$55 838
CONTROLLABLE EXPENSES	
Management	\$19 774
Guest refund	\$451
Administrative (Lawyer, Notaria, Accountable, License, Bank Fees...)	\$15 314
Total Controllable Expenses	\$35 539
NON-CONTROLLABLE EXPENSES	
Insurance	
Property Taxes	
Total Non-controllable Expenses	\$722
Reinvesting Capital Expenses	\$18 094
Total Operating Expenses	\$187 868
NET OPERATING INCOME	\$234 081

Rates

Rates 2023/24

6 Bedrooms (sleeps 14 guests) 

Season	Nightly Rate	Min Nights
High 06 Jan / 30 Apr	\$1,350	5
President's Day 15 Feb / 22 Feb	\$1,350	5
Easter/Semana Santa 23 Mar / 08 Apr	\$1,050	7
Low 01 May / 14 Jun	\$1,050	5
Memorial Day 25 May / 03 Jun	\$1,350	5
Independence Day 01 Jul / 07 Jul	\$1,350	5
Mid 15 Jun / 14 Aug	\$1,200	5
Low 15 Aug / 01 Nov	\$1,050	5
Labor Day 01 Sep / 06 Sep	\$1,350	5
Thanksgiving 19 Nov / 26 Nov	\$1,350	5
Mid 01 Nov / 18 Dec	\$1,200	5
Christmas/NYE 19 Dec / 05 Jan	\$2,050	7

Specs



Main description

- **Lot size:** 6996.54 sqft
- **Built Living Space:** 3788.9 sqft
- **Bedrooms with ensuite Bathrooms:** 6
- **Capacity:** 16 guests
- **Fully equipped kitchen**
- **3 half bathrooms**
- **Dinner Room**
- **2 Lounges and 1 reception/lobby**
- **Bar:** 1 on Patio
- **Exterior spaces:**
 - Terrace 1 patio of 505.90 sqft
 - 1 terrace on wood of 322.917 sqft
 - 1 rooftop terrace of 1291.67 sqft
- **Rooftop Swimming pool:** 215.278 sqft
- **Central Patio pool:** 172.22 sqft
- **Garden:** 3767.37 sqft
- **Other Features:**
 - 1 Storage Room
 - Ecological system for gray and black water
 - Automatic watering system
 - Security CCV 24/7
 - Employee lockers
 - Service door access



Other



Operating permits

The Villa has all the precious operating permits for Hotel and Restaurant. This give a hedge for any regulatory changes in the future.

Management

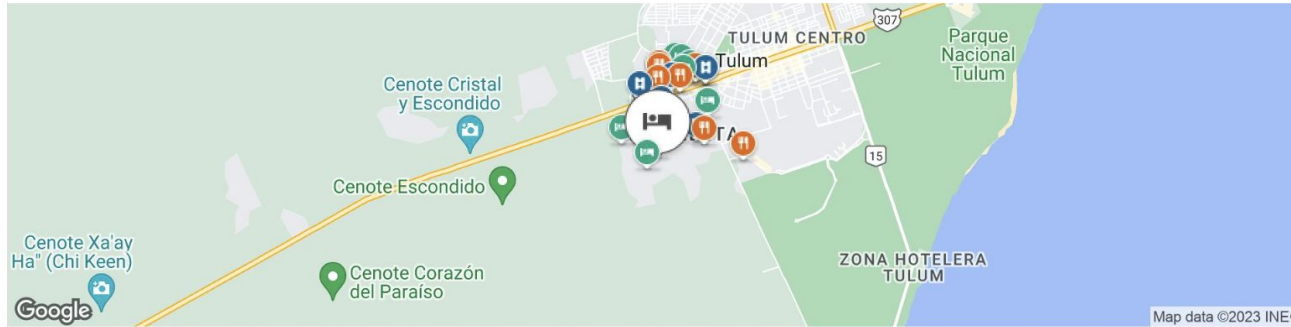
This villa has been operating almost with the same team while the owners living in Europe so this turnkey hassle-free investment doesn't require anything more. However we can offer performance based property management .

Legal Structure

This property has all legal documents in order to be acquired either as a residential or commercial property through a cash payment or financed to any entity or individual either national or foreigner.



Location (google maps)



67 Somewhat walkable
Grade: 67 out of 100

- Tulum Region 15, Tulum 77760 Mexico
- Name/address in local language

Getting there

- Aerodromo de Playa Del Carmen 39 mi
[See all flights](#)
- Cozumel Airport 41 mi
[See all flights](#)
- Rental Cars
[See rental cars from MX\\$422/day](#)

[See all nearby hotels](#)

87 Restaurants
within 0.75 miles

Nearby restaurants

Fit-a-licious
●●●●● 345 reviews
* 15 min · Healthy

Curry by Po Thai
●●●●● 597 reviews
* 9 min · Asian

Juicebox Tulum
●●●●● 231 reviews
* 14 min · Healthy

Café Hunab Ku
●●●●● 167 reviews
* 15 min · Mexican

[See all nearby restaurants](#)

5 Attractions
within 0.75 miles

Nearby attractions

Maya 1 Tours - Slow Tourism Experiences
* 7 min · Forests

Tulum Pub Crawl!
●●●●● 1 review
* 8 min · Food Tours

El Camino Tulum Spanish school
●●●●● 1 review
* 15 min · Cooking Classes

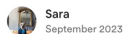
Nakawe
* 11 min · Shopping Malls

[See all nearby attractions](#)

Reviews



★ 4.85 · 89 reviews



I couldn't have imagined a better place for our group of 14. Everyone fit without feeling cramped and we absolutely loved the amenities and design. Nohely went above and beyond for...

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Everything here was MAGICAL!!! Perfect place to host a bachelorette, I can't say enough good things about the hosts and Nohely (the concierge). Would 10/10 recommend. They...

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Yum Kaax - Moden 6BR jungle villa with patio jacuzzi and rooftop pool

[Be the first to review this lodging](#)

Tulum, Mexico



Yum Kaax | Tulum Luxury Boutique Villa

Calle 14 Sur. Mza 103, MZ y 17 LT 03, entre Calle 15 Poniente, La Veleta, Tulum, Q.R.

4.4 ★★★★★ Very good ▼
7 reviews on Google



Excepcional · 2 comentarios

Upcoming growth



- **Tulum International Airport:** The Tulum International Airport is scheduled to open in December 2023. It is expected to have a capacity of 5.5 million passengers per year. This will make it much easier for tourists to travel to Tulum, and it is expected to lead to a significant increase in tourism sending prices higher.
- **Mayan Train:** The Mayan Train is a planned railway project that will connect major cities and tourist destinations across the Yucatan Peninsula. It is expected to be completed by 2023. The Mayan Train will make it much easier for tourists to travel to Tulum from other parts of the Yucatan Peninsula, and it is expected to lead to a significant increase in tourism.

In 2022, Tulum welcomed over 2 million visitors and based on these estimates, it is possible that tourism in Tulum could grow by as much as 20% per year in the coming years. This would mean that Tulum could welcome over 5 million visitors by 2025.



















Partners and allies



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— TULUM —

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