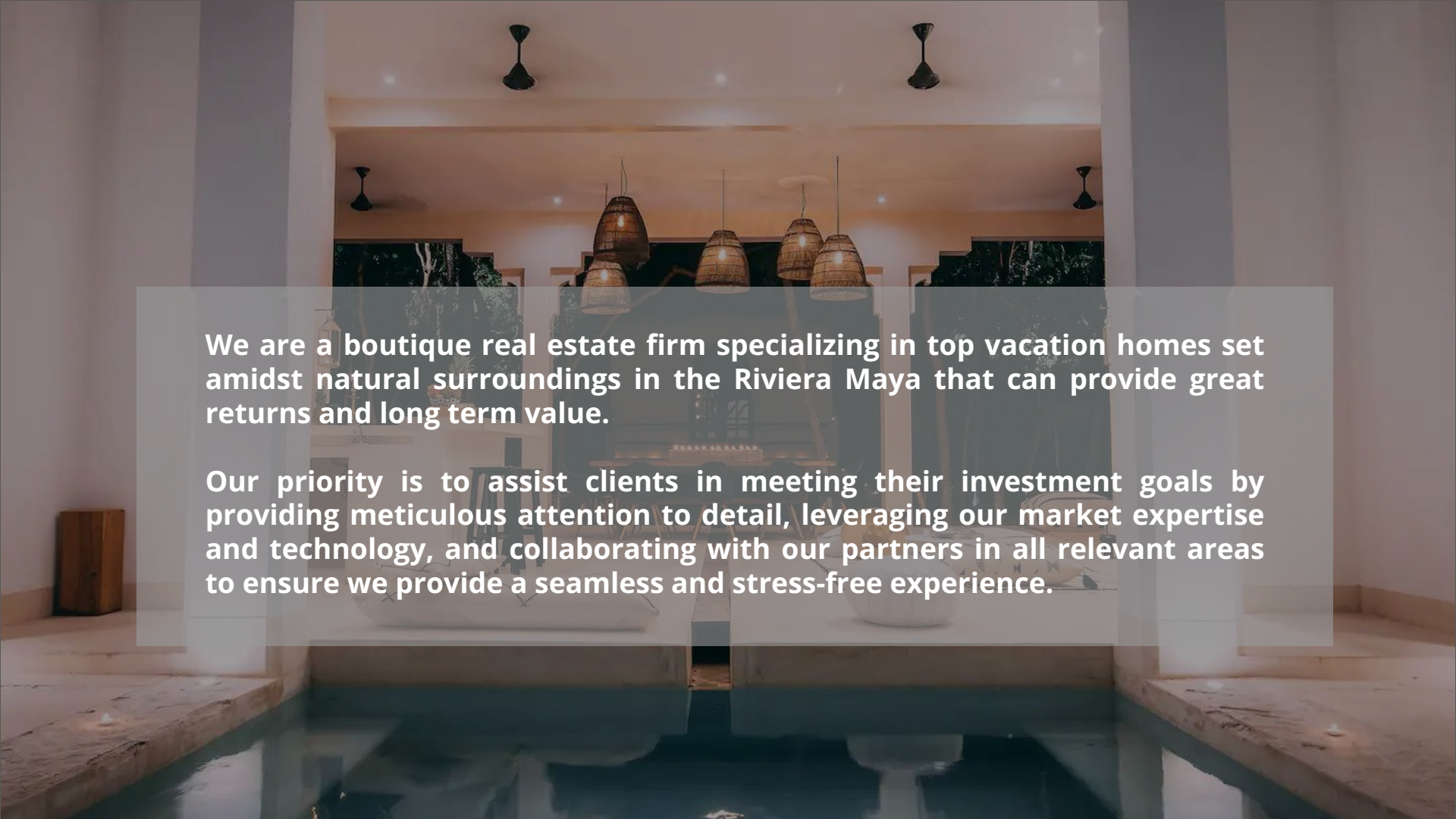


ANTAL
LUXURY REAL ESTATE



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.



Ambre Epices

— TULUM —

Intro video

Ambre Epices
Jungle Hotel & Spa







Investment Opportunity



Ambre et Epices is a 2 story Villa with 8 bedroom/suite with 5,564.94 sqft of living spaces over a 11,517.38 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 \$525,615 USD** with a Net Operating Income of \$293,819.

It is estimated to yield a **12% cap rate at a \$2.8M USD price with \$336,838 USD in Net Operating Income in 2023.**

Despite Ambre et Epices has strong net margins 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 from 3.1x to 4.6x and its value up to 2.4 times within a couple of years.**

Ambre et Epices

Tulum, La Veleta, Riviera Maya, Mexico
\$1,350 - \$2,700 usd/night

 16 Guests  8 Bedrooms  8.5 Bathrooms

Benchmark

Tulum, Aldea Zama, Riviera Maya, Mexico
\$3,900 - \$12,500 usd/night

 26 Guests  10 Bedrooms  13 Bathrooms

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**, the Ambre & Epices will become your new heaven in Tulum.

Built over a 1,070 sqm lot with 517 sqm of living space. It is composed of 1 building with **8 bedrooms/suites** in total, **2 swimming pools, bar and a kitchen**, 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 an 8 br villa most part of the year and in low season in separate rooms. Booking channels: AIRBNB, Booking and property website and social media. These are the main **highlights:**

- **Occupancy Rates:**
 - **2021:** 91.47%
 - **2022:** 82.57%
 - **2023:** 60.66%*
 - **2024:** 11.78%
 - **2025:** 1.37%
- **Average Daily Rate:**
 - **2021:** \$1,068.48 USD
 - **2022:** \$1,472.03 USD
 - **2023:** \$1,627.88 USD
 - **2024:** \$2,003.18 USD
 - **2025:** \$2,351.27 USD
- **Concierge Services:**
 - **2021:** \$65,352 USD
 - **2022:** \$95,911 USD
 - **2023:** \$184,120 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 \$11,301**

Staff \$5,220/mo:

- 1 Maintenance \$900/mo
- 3 cleaning ladies: \$2,100/mo
- 1 security guard \$720/mo
- 1 concierge: \$1,500/mo

Maintenance and turnover \$3,909/mo:

- Supplies: \$960/mo
- Pest control: \$672/mo
- Ongoing repairs: \$2,277/mo**

Others \$862/mo:

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

Utilities \$1,310/mo

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

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

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 Jan 2023 to Dec 2023.

Top Property

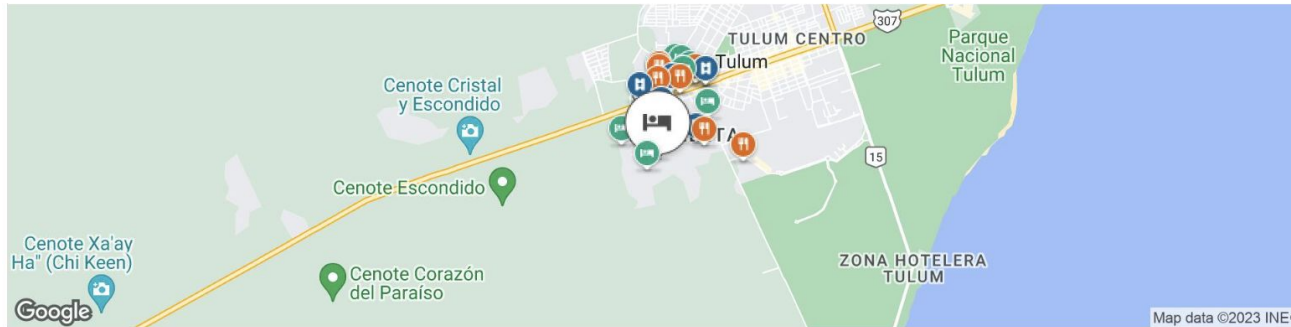
Airdna: According to Airdna, this property is in the Top #10 properties in Tulum by revenue with position #7 but exceeds net revenue through other channels.

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.

	2021	2022	2023
OPERATING INCOME			
Exclusive rental online (Airbnb, Maya Luxe...)	\$225 076	\$339 306	\$257 641
Others (Direct, IG, Local Agency...)	\$78 977	\$75 312	\$131 810
Room By Room (Booking.com...)	\$39 922	\$10 297	\$11 519
Effective Rental Income	\$343 976	\$424 916	\$400 970
Concierge Service	\$65 352	\$95 911	\$184 676
Total Operating Income	\$409 328	\$520 827	\$585 646
PROPERTY MANAGEMENT EXPENSES			
Repairs & Maintenance	\$23 681	\$19 307	\$9 348
Housekeeping (Product, Pest control, Staff, ...)	\$19 213	\$32 888	\$38 853
Other Staff (maintenance, gardening, security)	\$10 838	\$14 612	\$17 743
Utilities	\$11 645	\$10 547	\$17 078
Platform Fees (Booking.com...)	\$4 454	\$525	\$2 045
Total property management expenses	\$69 832	\$77 878	\$85 068
CONCIERGE EXPENSES			
Food & Beverage	\$20 174	\$30 055	\$47 094
Staff (Chef, Front Desk,...)	\$13 600	\$17 534	\$21 292
Suppliers (Transportation, Decoration...)	\$587	\$4 817	\$5 079
Bonus Incentive for Staff	\$7 749	\$15 299	\$22 682
Total Concierge expenses	\$42 110	\$67 705	\$96 146
CONTROLLABLE EXPENSES			
Management	\$17 000	\$21 187	\$25 727
Guest refund	\$108	\$562	\$125
Administrative (Lawyer, Notaria, Accountable, License, Bank Fees...)	\$14 190	\$11 329	\$13 578
Total Controllable Expenses	\$31 298	\$33 078	\$39 429
NON-CONTROLLABLE EXPENSES			
Insurance			
Property Taxes	\$797	\$940	\$1 035
Total Non-controllable Expenses	\$797	\$940	\$1 035
Total Operating Expenses	\$144 037	\$179 601	\$221 678
NET OPERATING INCOME BEFORE TAXES AND INVESTISSEMEN	\$265 291	\$341 226	\$363 969
Net Income Rental	\$247 331	\$318 143	\$282 339
Net Income Concierge	\$17 960	\$23 082	\$81 629
Reinvesting Capital Expenses	\$17 553	\$15 871	\$27 131
NET OPERATING INCOME BEFORE TAXES	\$247 739	\$325 355	\$336 838

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



★ 4.89 · 71 reviews



Rachel
August 2023

The place is absolutely gorgeous! Alain was so responsive and on top of everything it made the whole process super easy. Alain also made reservations for us and was very quick to...

[Show more](#) >



Carter
June 2023

Incredible house and Alain was top notch. He helped us find great beach clubs and was ahead of the curve every step of the way.



Jeremy
April 2023

This Tulum Airbnb exceeded all expectations, blending privacy, natural beauty, and top-notch amenities. Alain, the property manager, warmly welcomed us and effortlessly catered to our...

[Show more](#) >



Corinne
March 2023

The villa worked well for hosting our families & friends, and wedding ceremony/reception. The villa was spacious and the kitchen had everything/ample room for a large party. Our...

[Show more](#) >



4.0 Very good
●●●●○ 10 reviews

#160 of 249 hotels in Tulum

Our team and us are proud to introduce you to a new hotel in Tulum. Ethnic, vibrant and infused with Mexican and Moroccan concepts, the Ambre & Epices Jungle Hotel will satisfy all your desires.



Ambre & Epices Jungle Hôtel & Spa



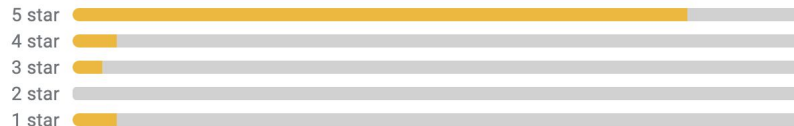
Overview Prices Reviews Photos About

Google review summary ⓘ

4.6



45 reviews



8.8

Fabulous · 98 reviews

Nightly rates potential



Ambre et Épices (Current rates)

Rates 2023/24		
8 Bedrooms (sleeps 16 guests) ▾		
Season	Nightly Rate	Min Nights
High 06 Jan / 30 Apr	\$1,650	5
President's Day 15 Feb / 22 Feb	\$1,650	5
Easter/Semana Santa 23 Mar / 08 Apr	\$1,350	7
Low 01 May / 14 Jun	\$1,350	5
Memorial Day 26 May / 04 Jun	\$1,650	5
Mid 15 Jun / 14 Aug	\$1,500	5
Independence day 30 Jun / 05 Jul	\$1,650	5
Low 15 Aug / 31 Oct	\$1,350	5
Labor Day 31 Aug / 05 Sep	\$1,650	5
Thanksgiving 20 Nov / 27 Nov	\$1,650	5
Mid 01 Nov / 18 Dec	\$1,500	5
Christmas/NYE 19 Dec / 05 Jan	\$2,700	7

3.1x to 4.6x



Revenue
potential

Benchmark (potential rates)

Rates 2023/24		
10 Bedrooms (sleeps 26 guests) ▾		
Season	Nightly Rate	Min Nights
High 2023 20 Jan / 30 Apr	\$8,000	4
Low 01 May / 14 Jun	\$5,900	4
Mid 15 Jun / 14 Aug	\$5,900	4
Low 15 Aug / 27 Oct	\$5,900	4
High 29 Oct / 18 Dec	\$9,800	4
Thanksgiving 20 Nov / 27 Nov	\$9,800	5
Christmas 19 Dec / 27 Dec	\$9,800	7
New Years 28 Dec / 10 Jan	\$12,500	7
Festival 11 Jan / 19 Jan	\$9,800	5
High 2024 20 Jan / 23 Mar	\$8,000	4
Easter/Semana Santa 2024 23 Mar / 06 Apr	\$8,400	5
High 2024 07 Apr / 30 Apr	\$8,000	4

Upcoming growth



- **Tulum International Airport:** The Tulum International Airport just opened in December 2023. It is expected to welcome 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. Tulum station is expected to be completed by May 2024. 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.



Specs



Main description

- **Lot size:** 11,517.38 sqft
- **Built Living Space:** 5,564.94 sqft
- **Bedrooms with ensuite Bathrooms:** 8
- **Fully equipped kitchen**
- **3 half bathrooms**
- **Dinner Room**
- **2 Lounges and 1 reception**
- **Bar:** 1 on Patio
- **Exterior spaces:**
 - Terrace 1 patio of 505.90 sqft
 - 1 terrace on wood of 1076.39 sqft
 - 1 rooftop terrace of 2152.78 sqft
- **Swimming pool:** 861.113 sqft
- **Central Patio pool:** 172.22 sqft
- **Garden:** 8,072.93 sqft
- **Other Features:**
 - 1 Storage Room
 - Ecological system for gray and black water
 - Automatic watering system
 - Security CCV 24/7
 - Employee lockers
 - Service 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.



















Potential Revamp Game Plan



- **Accommodation expansion:** 1 more suite for house guests with 8 pax capacity
- **Social area additions:** rooftop with swimming pool, sundecks and bar, exterior cinema/speakeasy bar
- **New Amenities:** Jungle Gym in the backyard with mirrors and creepers to keep the depth sensation and Spa
- **Furniture:** Dining and bar area furniture revamp



Revamp Game Plan Cost Estimate



	Cost approximates	Time to complete
+8 Pax Guests suite	\$50,000 USD	2 months
Rooftop swimming pool & Bar	\$70,000 USD	2 months
Open Cinema	\$9,000 USD	1 week
Jungle gym with mirror walls	\$15,000 USD	3 weeks
Spa with mirror walls	\$10,000 USD	3 weeks
Kitchen revamp, dining and bar area furniture	\$35,000 USD	2 weeks
Total	\$179,000 USD	2-3 months

Partners and allies



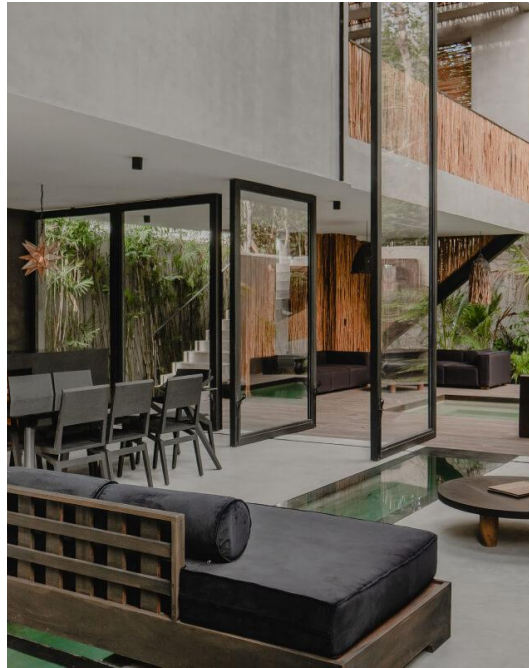
Our other listings



MAM



VILLA NIBURU



Wabi/Sabi

