

HOSPITALITY OFFERING

FOR SALE

VILLA VERANO

5 STAR LUXURY BEACHFRONT HOTEL

1100 SOUTH SITTEE RIVER ROAD

HOPKINS VILLAGE, BELIZE

PRESENTED BY



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EXECUTIVE SUMMARY



OFFERING SUMMARY

Sale Price: \$2,700,000 USD

Lot Size: 1.0 Acre

Year Built: 2008

Building Size: 12,500 SF

PROPERTY OVERVIEW

Villa Verano is a 5 star luxury beachfront destination in the charming town of Hopkins, Belize. The Villa has a total of 10 exquisite rooms with 13 bathrooms and accommodates up to 38 people for extended families and groups. Purchase as a resort or a single or multi-family home. The Villa currently operates as a boutique hotel featuring a rooftop deck with spectacular ocean and mountain views, a billiards room, galley entertaining kitchen and hot tub. Additional amenities include a library, fully equipped air conditioned fitness room and a 70 foot beachfront pool with the spacious, furnished deck overlooking the Caribbean Sea.

PROPERTY HIGHLIGHTS

- Beachfront
- Pool, Hot Tub and Fitness Center
- Private Chef with Customized Meal Plans
- Concierge Services for Tours and Transportation
- Ocean and Mountain Views
- Walking distance to area resorts, restaurants and bars

PROPERTY DESCRIPTION

PROPERTY OVERVIEW

The Villa has a total of 10 exquisite rooms with 13 bathrooms: the five-bedroom Sunrise Home on the first floor; the four-bedroom Sea Grape Home on the second floor; and a rooftop Penthouse Suite. The elegant spaces are finely detailed with mahogany furniture, the highest quality bedding, linens and robes, flat screen televisions and fiber optic computer connections.

Villa Verano accommodates up to 38 people for extended families and groups. Purchase as a resort or a single or multi-family home, each having an ocean front villa on the 1st and 2nd floors. The Villa currently operates as a boutique hotel featuring a rooftop deck with spectacular ocean and mountain views, a billiards room, galley entertaining kitchen and hot tub. Additional amenities include a library, fully equipped air conditioned fitness room and a 70 foot beachfront pool with the spacious, furnished deck overlooking the Caribbean Sea.

Full concierge services are available to guests such as tours, transportation, personal chef and customized meals, spa treatments, private bar set up and any other special requests. Guests also have exclusive access to beach cruiser bikes, snorkel gear, fishing rods, double kayaks, paddle boards and a catamaran.

Villa Verano was constructed in 2008 and is owned by three Canadian families who use the Villa as their vacation home and rental investment property. The Villa features a 12,500 sq ft main building on a 100 ft beachfront lot and a 1,500 sq ft service building across the road. Property taxes around \$100 USD per year. It has built an excellent reputation within the vacation rental community having a 5 star rating on Trip Advisor. Current rental income is mainly generated from VRBO, Trip Advisor and wedding destination conventions. Specific financial information is available for qualified purchasers.

LOCATION OVERVIEW

Belize is conveniently located just two hours from several major US international airports. Villa Verano is located in the Stann Creek District of Belize, one mile south of Hopkins Village.



OPERATIONS

The Villa is owned by 3 Canadian families that built it in 2008 and used it mostly for their vacation home. The managing partner/majority owner set up the Villa as a vacation rental/boutique hotel in 2015. Villa Verano is a legal entity set up as a Belizean corporation.

The managing partner and his wife are paid a management fee of 10% of room rentals. Their role is to communicate with their on-site manager, process online payments and salaries, market the Villa to potential guests, review monthly report and have a conference call with staff, visit the property 2-3 times/year and complete employee reviews at year end (Nov 30). Combined, they work approximately 10 hours per week on this business.

Currently 75% of bookings come from VRBO with the remaining from Trip Advisor (which earned the Villa a 5 star review) and wedding destination conventions. Most bookings are for the entire property for weddings, family reunions and groups who travel together. The floor of the house would be the second most popular bookings with single rooms being the rarest, although a lot of honeymooners stay in the Penthouse.

The Villa has a local on-site manager and assistant manager that does all accounting, scheduling of staff, take reservations, guest interaction, creating payroll and looking after the building. They work 10 days on and 4 days off.

Manager receives \$80/day, assistant manager \$45/day, Night watchman \$30/day, housekeeping \$3-\$3.50/hr, driver \$27/day (all in USD). The manager and assistant manager are there to answer calls and take reservations. The night watchmen come in everyday if there are guests there or not. The beach cleaner comes in every day. There is someone at the Villa 24 hours a day. No staff live on the property, they have their own homes.

The Villa earns commissions on many services: meals, bartending, spa, tours and transportation. The typical commission rate is 20% of the service cost. Most guests purchase customized meal plan options. The Villa does not have a restaurant but works with private chefs who cook on site to cater to specific culinary desires. Guests can have a private bar set up at anytime by the pool, on the rooftop or anywhere else they would like. The managers can also arrange stocking of food and beverages in any of the guest rooms.

On-site spa services: massage, manicure, pedicure or facial. Performances: Drumming or dancing lessons, live music on the rooftop or by the pool. Tours: Snorkeling, fishing, Mayan ruin tours, caving, zip lining, horse back riding. Convention space available in the Sunrise Suite. Transportation can be arranged either by air conditioned bus from the International Airport (approximately 3 hours from the Villa) or by van from the Dangriga airstrip (approximately 35 minutes from the Villa).

Assets

In addition to the 2 parcels of land and the 2 buildings, the following physical assets are also included in the purchase price: Furniture, appliances, sailboat, kayaks, paddle boards, 23 foot panga boat and motor (used for fishing and snorkeling), pool table, gym equipment, 15 passenger van, 4 door Toyota truck.

ABOUT BELIZE



Belize is considered to be the gateway to Central America and top destination for water related adventures due to its proximity to the second largest barrier reef in the world. Tourists are attracted to and keep returning to the area because of its white beaches, friendly people, world class diving/snorkeling/fishing and because it is a laid back, safe, English speaking country. Belize boasts a variety of landscapes including: mountains, jungles, rivers, waterfalls, hundreds of cayes (islands) and rare atolls (ring shaped islands formed by coral).

Tourist arrivals to Belize are heavily increasing with a 43% jump since the year 2000 and a 29% increase between 2010-2015. Overnight arrivals have increased 22.5% from first quarter of 2017 to first quarter of 2018. Approximately 95% of arrivals into Belize are for leisure travel and with new non-stop flights from the US and Canada, it makes for an easy vacation destination. More information on tourism growth can be found at:

www.belize tourism board.org/belize-tourism/statistics/

www.sib.org.bz/statistics/other-statistics

EASE OF TRAVEL

Currency

Belize currency exchange is extremely easy for United States Dollar conversion. The Belize dollar is locked at \$2 Belize = \$1 USD. Most accommodations and tours are listed in USD prices, and most restaurants, and shops are listed in BZ\$. Nearly everyplace readily accepts USD currency.

Flights

Travel to Belize is now easier than ever as Southwest, American, Delta, and United fly to Belize from major cities across the United States, with a travel time of just 2-5 hours. Canadians too can now enjoy Belize as both Westjet and Air Canada now offer non-stop service from Toronto.

Both Maya Island Air and Tropic Air have regular 20-minute flights from the Belize International airport to the Dangriga airstrip, which is just a 35-minute drive to Hopkins.

Language

Belize is a former British commonwealth and adopted English as it's official language. While you'll hear familiar words of the English language, a large population of Belizeans, speak an English-based Creole (Belizean Creole or Kriol) during most informal, social and interethnic dialogue.

People

From the moment you arrive in Belize –whether you are an adventure traveler, part of a family trip or in the country for a relaxing beach vacation –Belize people and culture make you feel as welcome and comfortable, like nowhere you've ever visited. In Belize, our traditions and customs are varied and represent more than eight diverse cultures. For generations, the people of Belize have demonstrated a cultural commitment to preserve the country's unique charms. This enduring promise to the land, the waters and you, our visitor, inspires all to achieve a genuine and intimate connection to a variety of extraordinary experiences.

Weather

One of the nicest things about visiting Belize is the weather. With an average yearly temperature of 84°F (29°C), it's always warm, yet comfortable. Coastal sea breezes as well as our jungle and rainforests keep you cool even in the hottest summer months while winters can be cool but never very cold. In short, the climate is pretty much near perfect. Even in winter (November-March) the temperature in Belize rarely falls below 60°F (16°C), while the summer (May-September) is around 86°F (30°C). Humidity is also fairly consistent at around 85 percent.

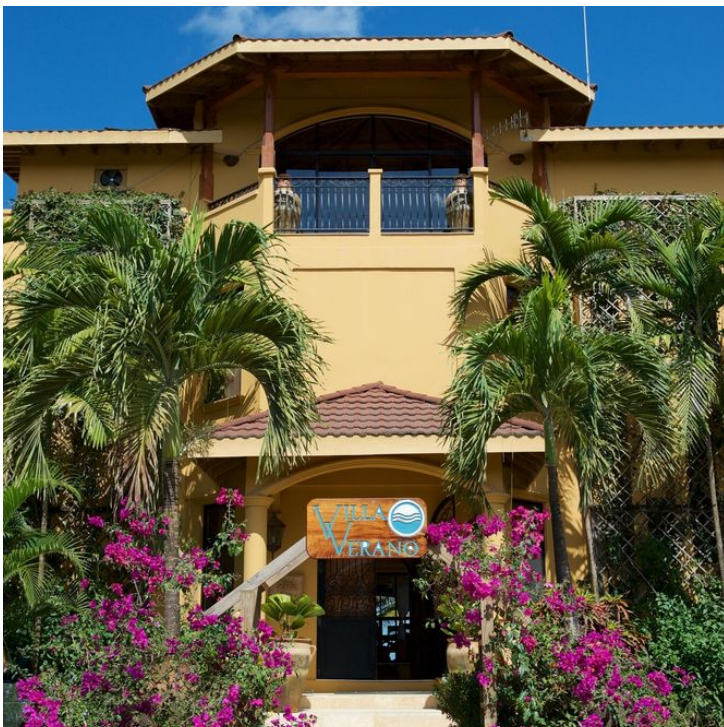
PHOTOS



PHOTOS



PHOTOS

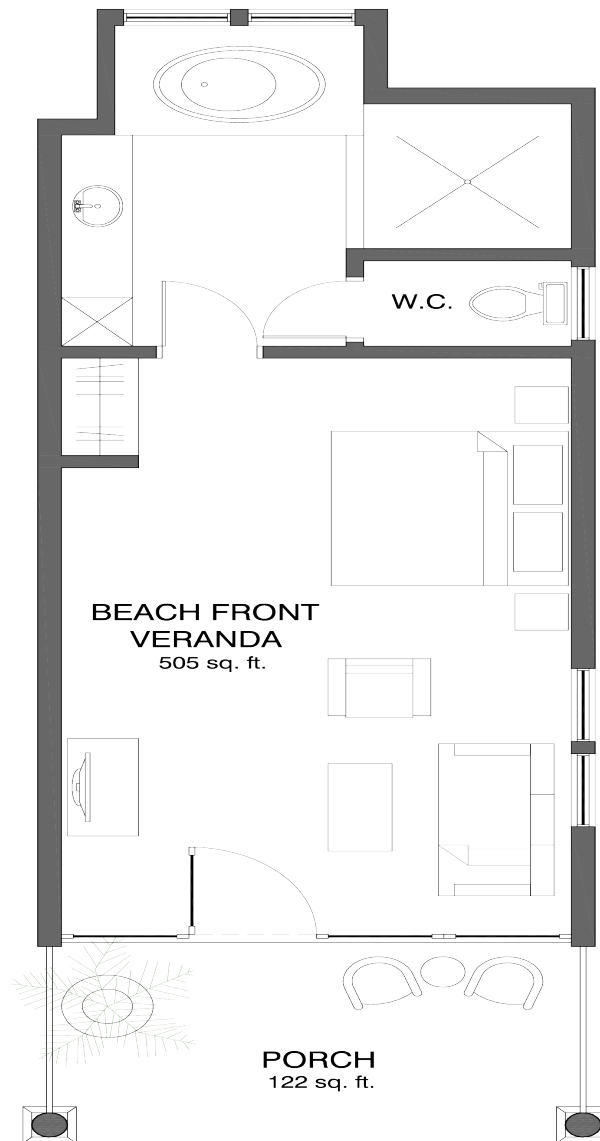


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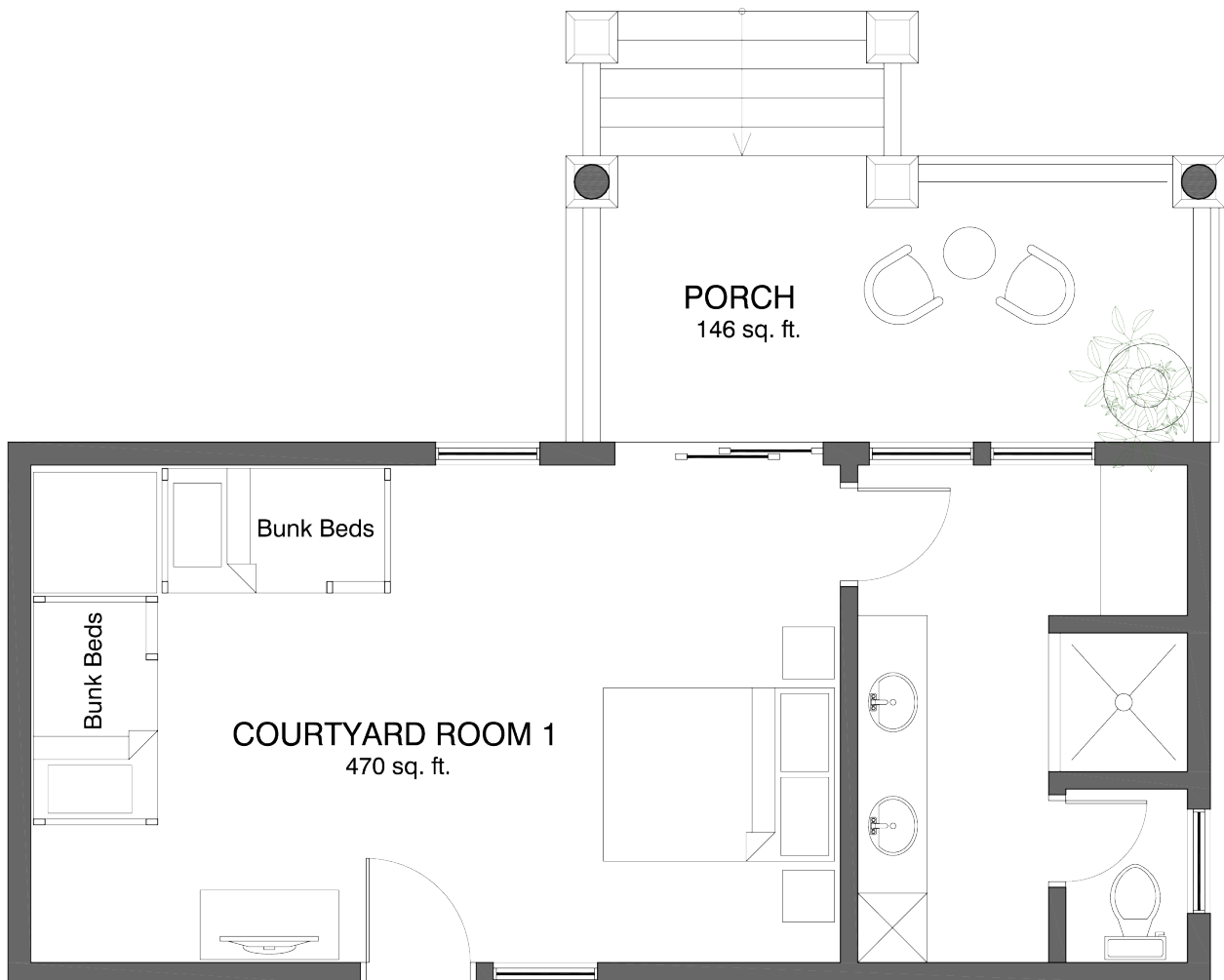
FLOOR PLAN

BEACH FRONT VERANDA FLOOR LAYOUT



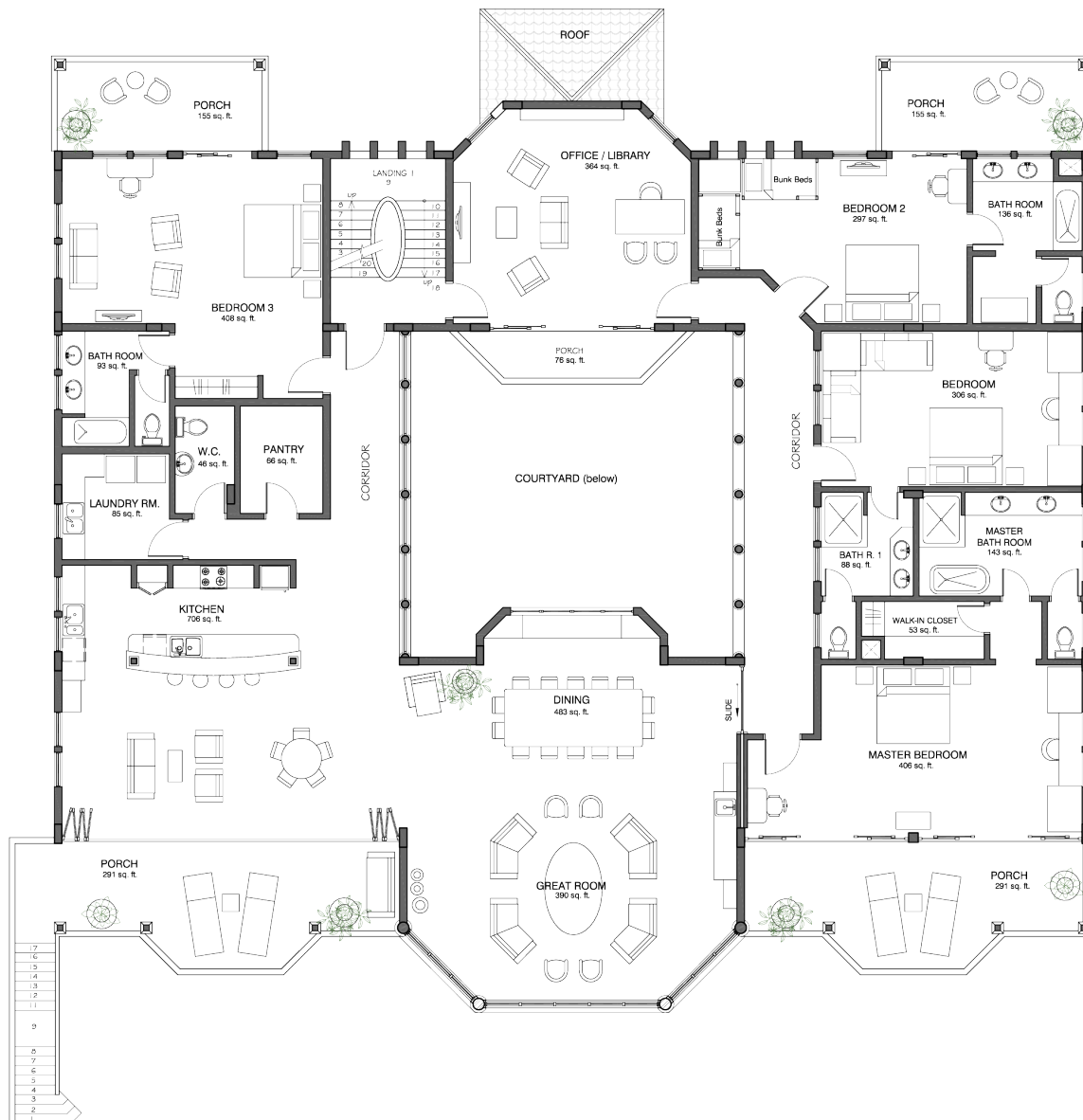
FLOOR PLANS - COURTYARD ROOM

FLOOR LAYOUT



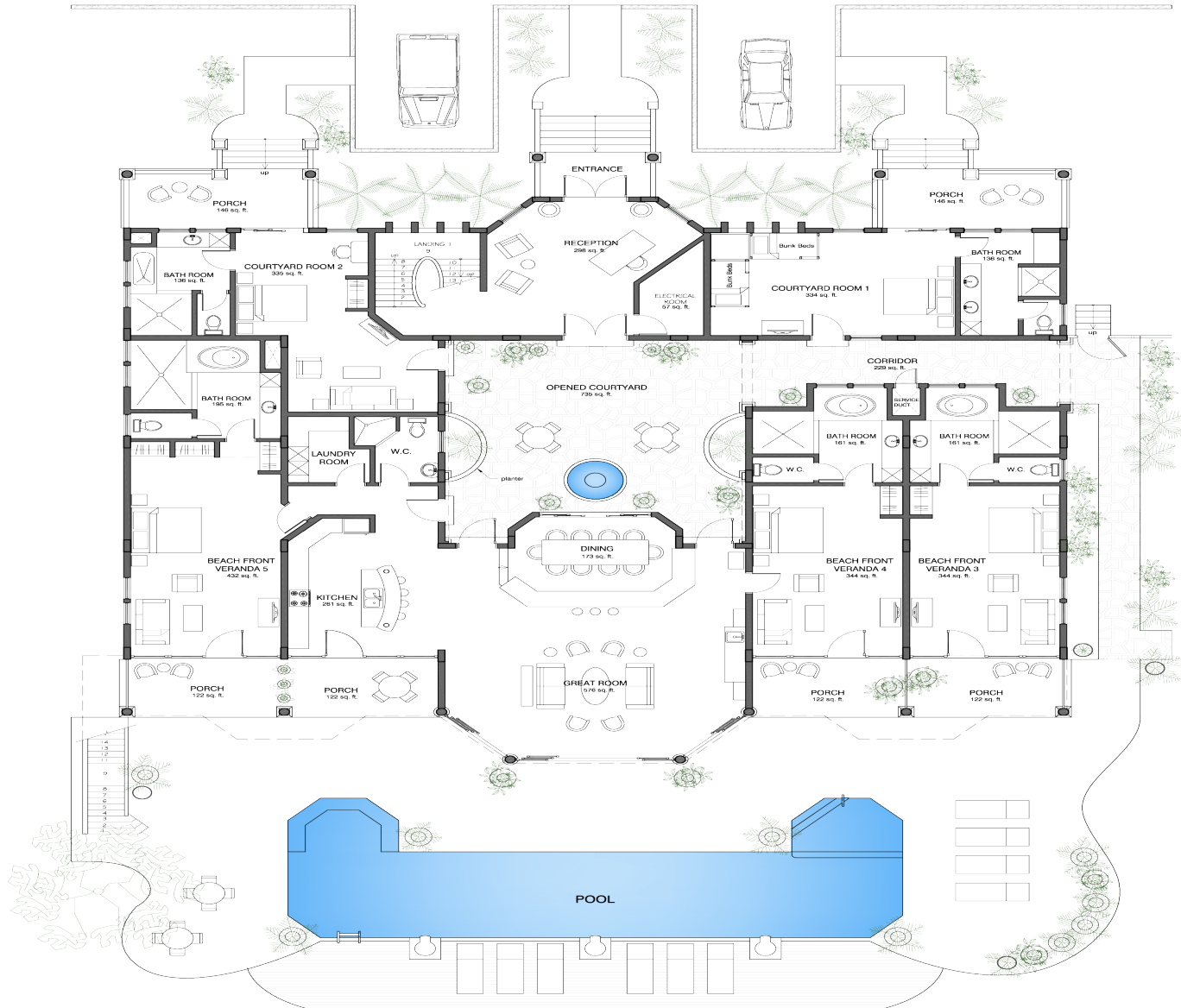
FLOOR PLAN

SEA GRAPE VILLA



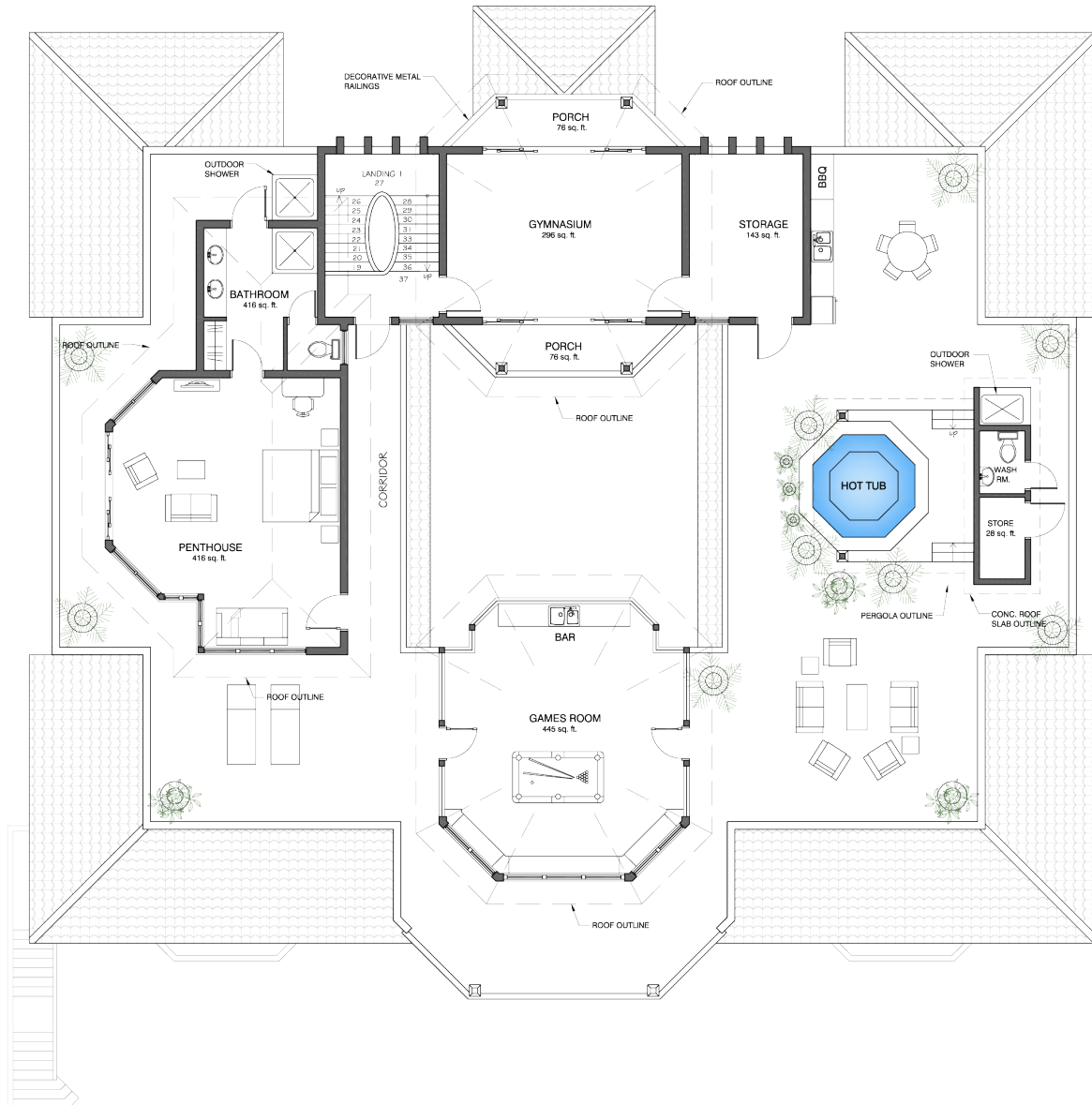
FLOOR PLAN

SUNRISE VILLA



FLOOR PLAN

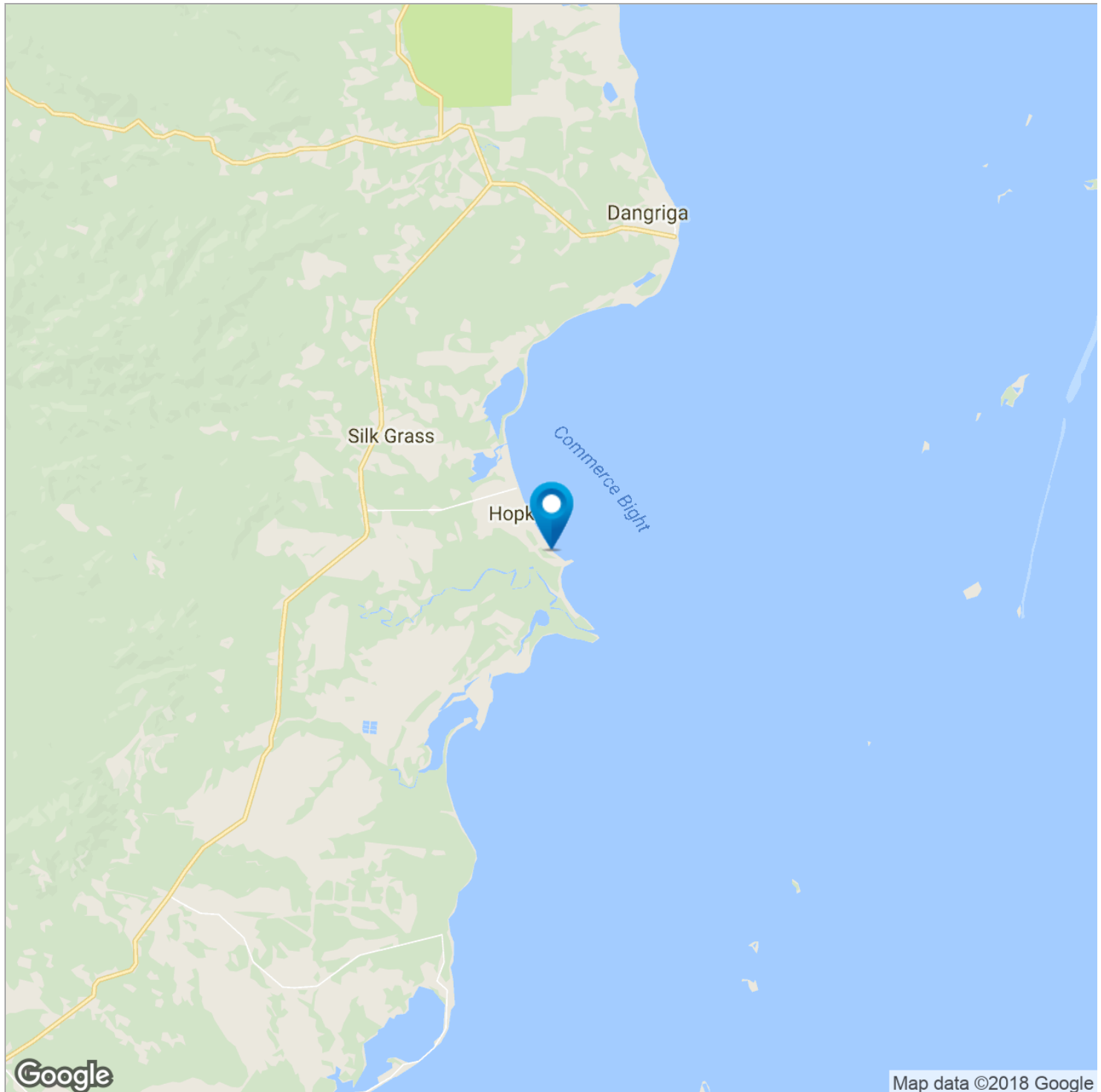
THIRD FLOOR



BELIZE MAP



REGIONAL MAP



PROPERTY LOCATION



LOCATION DESCRIPTION

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PROFESSIONAL BACKGROUND

April has been a Business and community leader for the past 11 years in founder, owner, and managerial roles. She is a Business Broker and licensed Commercial Real Estate Professional at Coldwell Banker Commercial Fisher Group in Mankato, Minnesota, USA. April completed the designation of Certified Business Intermediary (CBI) from the International Business Brokers Association (IBBA) which less than 10% of all Business Brokers around the world have achieved.

She provides professional, knowledgeable representation to clients during the process of selling or buying privately held businesses. Specialized in the sale and purchase of resorts, hotels, lodges, businesses, and investment properties in the country of Belize through a co-brokering partnership with Belize Sotheby's International Realty. Our unique relationship provides our clients with international exposure through agents working in both Belize and the United States. April is well traveled in the country of Belize, developed buyer contacts all over the world and can successfully navigate sellers and buyers through the legal and financial process when purchasing real estate in Belize. Resourceful individual who can analyze new situations and effectively plan a route of action.

EDUCATION

MBA, Minnesota State University-Mankato
M.A., Counseling Psychology, St. Mary's University of Minnesota
B.A., Psychology, Mankato State University

MEMBERSHIPS & AFFILIATIONS

Certified Business Intermediary (CBI) through the International Business Brokers Association (IBBA)