



DEELUM LUXURY VILLA INVESTMENT

Executive Overview

Deelum is recognized as a leader in Tulum luxury real estate, with features in Architectural Digest México and Forbes México. With the new Tulum International Airport, the Mayan Train, and the arrival of brands such as Ritz Carlton, Faena, St. Regis, and Soho House, the market continues to gain global validation. Combined with Tulum's cenotes, Mayan heritage, natural beauty, and wellness culture, this creates a strong foundation for rental growth and long-term asset appreciation.

Revenue Performance

Scenario	Gross Revenue	Net Operating Income
200 Nights	\$500,000	\$325,000
75% Occupancy (274 Nights)	\$685,000	\$445,250

10 Year Financing Performance (8.5%)

Purchase Price	Annual Debt	Cash Flow (200 Nights)	Cash Flow (75%)
\$1,200,000	\$89,280	\$235,720	\$355,970
\$1,500,000	\$111,600	\$213,400	\$333,650
\$2,000,000	\$148,800	\$176,200	\$296,450

5 Year Financing Comparison (8.5%)

Purchase Price	Annual Debt	Cash Flow (200 Nights)	Cash Flow (75%)
\$1,200,000	\$147,816	\$177,184	\$297,434
\$1,500,000	\$184,776	\$140,224	\$260,474
\$2,000,000	\$246,360	\$78,640	\$198,890

Strategic Positioning

The 5-year structure accelerates equity build and reduces total interest exposure, while the 10-year structure maximizes liquidity and enhances cash-on-cash yield. Across all pricing levels, the asset maintains strong debt service coverage and positive cash flow under conservative occupancy assumptions. This structure supports both yield-focused investors and appreciation-driven strategies within a globally expanding luxury destination.

