

VISITOR ACCOMMODATION FAIRWAY LANDING CROMWELL

VISITOR ACCOMMODATION MANAGEMENT OPERATED BY THE TEAM AT LAKE DUNSTAN MOTEL

Fairway Landing townhouses will integrate seamlessly into an established on-site accommodation business with the benefits of on site staff, systems, and the momentum of a great reputation already in place.

Lake Dunstan Motel, owned and operated by Tony and Carrina Taylor, is a proven and growing operation. With limited availability during summer and few options suitable for families or large groups, this expansion is essential to meet growing demand in Cromwell and our current clientele.

With 70% direct bookings, we continue to build strong relationships with our customers encouraging repeat direct business.

We leverage smart revenue management systems to optimise room rates year-round, ensuring maximum value for both guests and owners, and this is checked and updated automatically 4x daily.

Owners can stay anytime, however owners would need to be conscious that if staying over peak periods this may affect their income potential. We intend to provide owners with a monthly report detailing all transactions relating to their property. Basic maintenance items would be taken care of by our team (provided they don't require a tradesperson), along with a deep clean twice a year in each townhouse.

Our management fees are transparent and performance-driven. We handle all aspects of property management — including booking administration, guest communication, marketing, on-site support, and owner reporting. We charge no commission on one-night stays, and a competitive 18% commission on bookings of two nights or more. This structure rewards longer bookings, delivers strong owner returns, and mirrors the successful model already operating at Alpine Junction in Wanaka.

Please feel free to reach out to discuss further, we'd be happy to help. We look forward to the opportunity to work together, delivering exceptional service to you and to your guests.



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VISITOR ACCOMMODATION RENTAL APPRAISAL

MANAGEMENT SNAPSHOT

We use a dynamic pricing revenue management system to monitor and update rates four times daily based on market and our occupancy. Initial occupancy expectations increasing as listing matures. Indicative rates are prior to the deduction of any management fees, cleaning fees or other costs.

Cleaning Fees are charged to owners once for every departure, including on owner departures, and additionally for a mid stay clean on longer stays.

Online portal access provided to owners for personal bookings and real time feedback on performance. 24/7 Access.

- Unrestricted owner bookings
- On-site management presence
- 71% average annual occupancy at Lake Dunstan Motel in 2025
- 70% direct bookings (No OTA fees)
- Dynamic Room Rate pricing, updated 4x daily
- Existing cleaning, linen, maintenance and guest service infrastructure already operating.
- Marketing inclusive
- Set Cleaning Fees per stay
- Competitive Management Fees
 - 0% on 1 Night Stays
 - 18% on 2 Night Stays or More
- Minor Maintenance done in-house.
- Monthly financial Reporting

3 BEDROOM BOUTIQUE TOWNHOUSE FAIRWAY LANDING CROMWELL

INDICATIVE RATES:

LOW SEASON	\$440
HIGH SEASON	\$520
PEAK OR EVENT	\$650+
AVERAGE DAILY RATE	\$480

POTENTIAL OCCUPANCY:

AVERAGE OCCUPANCY	165 NIGHTS
YEAR 1	45%
YEAR 2	49%
YEAR 3	54%
AVERAGE STAY	1.3 NIGHTS
GROSS ANNUAL REVENUE IN YR 1	\$79,200
CLEANING FEES	\$235 + GST

** All figures provided are indicative only and based on current market conditions and comparable property performance at time of preparation (Oct 2025). Actual returns may vary depending on occupancy, seasonal demand, tariff strategy, and broader economic factors. These projections should not be relied upon as a financial guarantee. *All figures shown in this document include GST unless specified otherwise. *Lake Dunstan Motel Ltd gives no warranty either express or implied in relation to the estimated/ appraised income for the coming period and the information above is to be kept confidential and only shared with qualified buyers considering investing in townhouses at Fairway Landing, 5 Mead Ave, Cromwell.