



Aurora Vacation Rentals' mission is to provide the highest degree of professionalism through a commitment to excellence, knowledge of our clients' needs, and the local Nicaraguan rental market. The staff at Aurora Vacation Rentals is currently responsible for overseeing the rentals on over 50 vacation homes in the greater San Juan del Sur and Tola areas.

Nestled between the Pacific Coast and the shores of Lake Nicaragua, just 30 kilometers from the Costa Rican border, San Juan del Sur is ripe with rental possibility. The town's proximity to the capitol, Managua, as well as its international airport provides a unique rental demographic of both international and local tourism.

Traditionally, vacation rentals follow the tourist season of North America. However, as previously noted, you can also expect to benefit from local weekend rentals during national holidays (see below for full list). You can expect to book the most reservations and gross the highest rental revenue during Christmas, New Year's and Easter (Semana Santa) weeks. High season begins in November and runs thru the end of April and also includes the month of July and the first two weeks in August (a period known as the Canicula when the rains let up). Low season lasts from May thru October, which means that rentals slow down in comparison to the high season, but they do not stop. Using this formula, you have approximately 7 months or 28 weeks of rental opportunity.

Rental Recommendations:

- Consider setting a 3-night minimum rental period (this reduces your cost on cleaning and laundering between clients).
- During the holiday season, we recommend renting on a weekly basis only.
- Consider setting different rates for high, low, and holiday seasons (see below for rate recommendations).
- If you intend to occupy your home, set these dates in advance to insure that they do not conflict with high traffic rental periods as noted above.

National Holidays:

- The weekend of May 1st (Labor Day)
- The weekend of May 30th (Mother's Day)
- The weekend of July 19th (Revolution Day)
- The weekend of September 14 (Independence Day)



Average Rental Rates For 2-4 Bedroom Homes In San Juan Del Sur:

2-BEDROOM

	NIGHTLY	WEEKLY	MONTHLY
LOW	\$166	\$1,000	\$3,000 plus util
HIGH	\$200	\$1,200	\$3,600 plus util
HOLIDAY	X	\$1,700	X

3-BEDROOM

	NIGHTLY	WEEKLY	MONTHLY
LOW	\$263	\$1,575	\$4,725 plus util
HIGH	\$283	\$1,700	\$5,100 plus util
HOLIDAY	X	\$2,750	X

4-BEDROOM

	NIGHTLY	WEEKLY	MONTHLY
LOW	\$300	\$1,800	\$5,400 plus util
HIGH	\$325	\$1,950	\$5,850 plus util
HOLIDAY	X	\$4,150	X

We feel confident that a vacation home in El Encanto del Sur will rent well due to its close proximity to town, outstanding views, and amenities offered, including clubhouse, tennis courts, multi-use trails, restaurant and bar, pool, and spa.

In order to provide you with an estimate of what you can expect to earn on your rental home, we will use a base of 18 weeks rented.

Income	Weekly	Annually
Two Bedroom	18 weeks @ \$1,200 per week	\$21,600
Three Bedroom	18 weeks @ \$1,700 per week	\$30,600
Four Bedroom	18 weeks @ \$1,950 per week	\$35,100



Expenses (Annual)

HOA Fees (grounds maintenance, security)	\$700
Electric (average)	\$2,000
Water (average)	\$600
Property Management Fees (bill payment, cleaning, home maintenance)	\$1800
Rental Fee	\$4,300
Propane	\$240
Cable	\$240
Internet	\$900
Cleaning Supplies	\$600

TOTAL **\$11,380**

- The electricity is an average based on 18 weeks of rental occupancy plus 12 weeks of owner occupancy at a rate of \$250/month.
- Rental fees are based on 20% commission of rental rate paid directly to the rental agency. The above rate is based on a 2-bedroom home.
- Internet and cable are both optional costs; however we added them to your annual expenses, as we feel strongly that these additional amenities will increase the value of your rental home.
- The entrance to El Encanto is currently secured by a chain-link fence and a security guard. Once 6 owners have completed construction on property, the developers plan to upgrade security to include an additional guard on the property. Security costs are included in HOA fees. However, should you chooses to have a private guard for your home, the monthly salary varies between \$200-\$300 per month.
- These numbers do not take into consideration start up costs such as furnishing your home, kitchen appliances, linens, etc.

Potential Profit

Two Bedroom (20% commission = \$4,320)	\$10,220
Three Bedroom (20% commission = \$6,120)	\$17,400
Four Bedroom (20% commission = \$7,020)	\$21,000



While these numbers are only an estimate of your potential rental expenses and income, we feel confident that they are a fair approximation based on our experience in this market. Bear in mind that there are factors that can have an impact on these estimations. Please feel free to contact us with any questions – we would be happy to assist you!