Villa Jewel on the Rocks Investor Brief

TropicBay Properties Jamaica flagship investment brief

Deal:	Villa Jewel on the Rocks
Slug:	villa-jewel-on-the-rocks
Headline:	$1.25M acquisition 9-suite hotel-configured property in Westmoreland IRR-gated USD-denominated
01 Acquisition:	$1.25M acquisition. Operator-underwritten property acquisition. Equity-only capitalization no third-party debt at the property level.
02 Structure:	9-suite hotel-configured property. Hotel-configured structure on the Westmoreland / Negril corridor.
03 Corridor:	Negril West End cliffside (Montego Bay corridor). Sourced through founder + family ties on the ground; all-season US-tourist band.
04 Capital stack:	LP equity only. Single-LP equity tickets from $100,000 USD. No third-party debt. 57 year targeted hold with quarterly distributions wired in USD.
Capital stack:	$1.25M acquisition equity-only capitalization single-LP tickets from $100,000 USD 57 year targeted hold quarterly distributions wired in USD
Base scenario:	Operator base case modeled on the Caribbean band, founder-sourced acquisition,and the existing Montego Bay Negril bookings corridor. [projected]
Bear scenario:	Occupancy 10pts and ADR 15% from base; vacancy reserve sized to absorb onebelow-the-band quarter per operating year. [pending]
Upside scenario:	Operating leverage from dynamic pricing + listings QA + Montego Bay corridordemand; upside bands calibrated to the per-property model. [pending]
Cap rate (entry, base case):	Pending IR [pending]
7-year IRR (base case):	14% [projected]
Equity multiple:	Pending IR [pending]
Payback (years):	Pending IR [pending]
Cash-on-cash (Year 1):	Pending IR [pending]
Net yield band:	812% [projected]
Management fee (on gross revenue):	15% [verified]
Platform fee (on gross revenue):	~3% [projected]
Utilities:	Per-property operator-managed [projected]
Insurance:	Required pre-underwriting; feasibility review before term-sheet sign-off [verified]
Vacancy reserve:	5% [verified]
Targeted hold window:	Hold period 57 years [verified]
Exit path base case:	Sale to a strategic / institutional buyer at end of hold [projected]
Exit path alternative:	Refinance at end of hold, return principal to LPs, continue operating under new structure [projected]
Distribution cadence:	Quarterly net rental via ACH / wire [verified]
Principal return timing:	At sale event or refinancing event (end of hold) [verified]
Pillar 01 Operator-owned end-to-end:	TropicBay owns acquisition, set-up, listings, dynamic pricing, housekeeping, andguest comms under a single operator playbook. LPs are passive within operatingdecisions the founder call walks the per-property model and term-sheet template. [verified]

Pillar 02 Dynamic pricing + listings QA:	Nightly rates updated every 24h against local comp set, lead-time, day-of-week,and event calendars. Listings QA across Airbnb / VRBO / Booking.com is reviewedweekly and tuned per market, not per template. [verified]
Pillar 03 Montego Bay Negril corridor:	The Westmoreland / Negril corridor is the named all-season US-tourist-resort zoneon the Jamaica side of the Caribbean; ~75% managed STR occupancy sits where theoperator reads supply against demand. [verified]
Pillar 04 Founder + family ties on the ground:	Acquisitions are founder-network sourced. Site selection, vendor due diligence,and operator onboarding are run locally rather than at a distance, so diligencequality survives a 1,000-mile gap. [verified]
Pillar 05 5-year hold with revolving exit:	Illustrative horizon only. Any exit, distribution, or principal-return terms depend on operating performance and definitive written documents. Distribute quarterly; principal returns at sale event or refinancing the same exit window that gates every Caribbean acquisition. [verified]
Risk Acquisition price drifting above the per-property model:	Mitigant: Per-property model must clear 7-year IRR 14% under base case no exception. [verified]
Risk ADR / occupancy miss vs the modeled band:	Mitigant: Comp-set ADR benchmark 20% pre-acquisition; vacancy reserve sized to absorb onebelow-the-band quarter per operating year. [verified]
Risk Foreign-investor / cross-border capital friction:	Mitigant: Reg D for US LPs; Reg S for non-US LPs where applicable; per-LP agreementreviewed by US counsel + local counsel in every operating jurisdiction. [verified]
Risk Operating-cost variance (utilities, insurance, housekeeping):	Mitigant: Operator playbook + hub-and-spoke vendor stack; per-property P&L reviewed monthlyby the central team variance surfaced within the same reporting cycle. [verified]
Risk Caribbean hurricane / storm exposure:	Mitigant: Insurance feasibility reviewed pre-underwriting; insurance compliance issequenced ahead of the property-condition survey on the diligence checklist. [verified]
Risk Exit-window drift (sale vs refi):	Mitigant: 57 year targeted hold window with both a base-case (sale) and an alternative(refi) exit; principal returns at sale event or refinancing event. [projected]
Risk Currency / capital-call cadence (LP-dependent):	Mitigant: USD-denominated end-to-end on the Caribbean anchor leg, so the LP statementstays in a single currency; quarter-end conversion only on the SE Asia leg. [verified]
Occupancy %:	72% [projected]
ADR:	$780/night [verified]
Total revenue (annualized):	~$1.84M/yr [projected]
Operating expenses:	~18% of gross [projected]
Net distributions:	$100K$150K/yr [projected]
Reserves:	5% vacancy + 3-mo WC + capex cushion [verified]
Base case Revenue:	~$1.84M/yr [projected] IRR: 14% [projected]
Downside case Revenue:	-15% ADR -10pts occupancy [projected] IRR: Pending IR [pending]
Upside case Revenue:	Dynamic pricing + listings QA leverage [projected] IRR: Pending IR [pending]
Reporting cadence:	Cadence Monthly per-property statements quarterly portfolio summary annual audited financials sourced from INVESTOR_DECK.slides[returns].rows[Reporting]

This deck summarizes TropicBay Properties' investment thesis for accredited / institutional capital partners. All yield, occupancy, and return figures are illustrative targets actual outcomes depend on property mix, market conditions, and operating performance. TropicBay does not offer securities; this document is informational and is not an offer to sell or a solicitation to buy any security.

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