

# ANGEL INN THE SAND — 2023–2025 YTD INVESTOR SUMMARY

*(Executive Overview of Occupancy, Revenue, Channels & Trajectory)*

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## ★ Executive Summary

Angel Inn the Sand (AITS) continues to demonstrate **exceptional performance**, with occupancy consistently in the **86–90% range** across all three years analyzed. Direct bookings through AITS remain the primary revenue driver, while Airbnb and VRBO contribute healthy supplemental demand, providing a strong channel mix and diversified booking sources. Strong bookings into 2026 & 2027. Angel Inn the Sand is the only FOURPLEX building on the beach in New Smyrna Beach and in a designated Short Term Rental Zone. Angel Inn the Sand is recognized year after year as Premier Hosts on VRBO and Super Hosts on Airbnb giving it top recognition and well known as a “Guest Favorite” for top tier placement.

Overall, the property averages close to **\$300,000 in annual gross revenue**, with substantial upside remaining through rate optimization, calendar management, improved seasonality strategy, and a growing direct-booking presence. \*\*\*Must note that this property is well known for being “Pet Friendly” with no pet fees. Approximately 80% of the guests bring their pets and this is a very strong factor that keeps the occupancies very high.

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## Year-Over-Year Gross Revenue Comparison

<u>Year</u>	<u>AITS</u>	<u>Airbnb</u>	<u>VRBO</u>	<u>Total Gross</u>
2023	\$162,229	\$61,334	\$54,622	<b>\$278,185.00</b>
2024	\$164,730	\$78,589	\$41,862	<b>\$285,181.50</b>
2025 YTD	\$159,861	\$41,476	\$48,530	<b>\$295,013.88 (On books through Dec)</b>

### Key Takeaways

- **Direct revenue (AITS)** increased from 2023 to 2024 and is pacing strongly for 2025.
- **Airbnb revenue** dipped in 2025 as direct bookings increased — a positive profitability trend (lower fees).
- **VRBO remains consistent**, activity depending on year.
- **VRBO & Airbnb** are used to bring in new guests and convert to direct booking
- **2025 Revenues trending above previous years**

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## Occupancy Trends (All % Rounded)

Year	AITS	Airbnb	VRBO	Total Occupancy
2023	58%	17%	14%	89%
2024	58%	20%	9%	90%
2025 YTD	57%	13%	16%	86%

### Key Occupancy Insights

- Occupancy is consistently sitting at **86–90% every year**.
- AITS (direct) occupancy remains consistent year over year demonstrating:
  - stronger brand recognition
  - strong direct bookings
  - lower reliance on OTA fees
  - improved profitability
- Airbnb and VRBO remain strong but secondary to the direct booking engine. Potentials exist to use more booking channels to strengthen first time guests and convert to direct bookings as repeat visitation is very strong

This is a major positive for any investor.

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## Average Daily Rate (ADR)

### Interpretation

ADR is holding consistent even in a softer Florida rental market, showing strong pricing discipline and rate integrity. Occupancy may finish below 2024's numbers however revenues are trending up.

Year	AITS
2023	\$213.33
2024	\$224.02
2025 YTD	\$236.20

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## Revenue Trajectory (Overall)

**2023: \$278,185.00**

**2024: \$285,181.50** Increased even with 2 names hurricanes in 2024

**2025 YTD: \$295,013.88 (Jan–Dec)**

→ ☐ **2025 is pacing to outperform 2024 estimated at \$295,000–\$300,000** assuming normal Dec performance.

This places Angel Inn the Sand in the **top tier of NSB Beach vacation rentals** for its unit count.

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## ☐ Key Investment Highlights

### ☒ High Occupancy (86–90%)

Near sell-out across all months and years.

### ☒ Strong Revenue Performance

Annualized gross revenue averaging **\$282k–\$300k+**.

### ☒ Strong Direct Bookings

Lower OTA fees → higher net yield.

### ☒ Diversified Channel Mix

A balanced blend of AITS + Airbnb + VRBO reduces risk.

### ☒ High ADR (\$236.20)

Premium pricing sustained year-over-year.

## ✓☐ Operational Efficiency

2025 expenses trending lower per occupancy night due to improved turnover scheduling and more direct bookings.

## ✓☐ Scalable Model

Brand strength allows for pricing increases and future expansion into:

- add-on services
  - upsells
  - multi-unit marketing
  - loyalty / return guest incentives
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## Conclusion for Investors

The property demonstrates **exceptional stability, channel diversification, premium occupancy, and consistent revenue growth.**

From an investment standpoint, Angel Inn the Sand supports:

- **Strong year-over-year resilience**
- **Predictable cash flow**
- **High-margin direct channel bookings**
- **Upside potential in rate optimization and brand expansion**

This is a **low-risk, high-performing vacation rental asset** in one of Florida's strongest beach markets.



**ANGEL INN THE SAND**

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