TropicBay investment thesis

TropicBay Properties Operated resort villas in SE Asia & the US. One operator, end-to-end: source, set up, list, manage, distribute.

Company:	TropicBay Properties full-service operator of short-term-rental resort villas, active today and growing under capital partnership.
Target portfolio:	500+ professionally managed villas across 12 markets, backed by an in-house revenue-management and guest-operations stack.
Avg. occupancy:	85% across active listings driven by dynamic pricing tied to local demand calendars and platform-specific positioning.
Platform rating:	4.9 average across Airbnb, VRBO, and Booking.com.
Operator edge:	Capital partners are LPs, not landlords. TropicBay handles acquisition, set-up, listings, housekeeping, and accounting partners earn the yield without running the rooms.

Illustrative targets based on operator experience and public resort-rental benchmarks; actual outcomes vary by property mix and operating performance.

Target markets

TropicBay Properties Five regions, each with a distinct supply / demand profile. Capital is deployed across the mix to smooth seasonality.

Thailand: Phuket, Koh Samui, Krabi established resort-rental demand, mature short-term-rental regulation, deep villa inventory at acquisition-friendly pricing.

Vietnam: Da Nang, Nha Trang, Phu Quoc fastest-growing inbound travel market in SE Asia, lower acquisition costs, rising nightly-rate benchmarks.

Philippines: Cebu, Boracay, Palawan domestic + regional demand, strong shoulder-season occupancy, English-speaking operating environment.

Malaysia: Penang, Langkawi established infrastructure, MYR-denominated costs below regional average, consistent tax treatment for foreign LP capital.

United States: Select vacation markets in Florida, the Gulf Coast, and the Smoky Mountains counter-cyclical to SE Asia seasonality, premium nightly rates, robust short-term-rental infrastructure.

Mix shifts with acquisition pipeline; targeted regional split is illustrative and rebalanced quarterly by the operator.

Projected ROI / yield band

TropicBay Properties Targets broken out by region. All figures are illustrative projections, not guarantees.

SE Asia target band: 812% annual net yield, after management fees (15%), platform fees (~3%), utilities, insurance, and a 5% vacancy reserve.

United States target band: 68% annual net yield, reflecting higher labor and insurance costs offset by premium nightly rates and stronger shoulder-season demand.

Portfolio blend: Weighted to SE Asia growth markets; US exposure is added selectively for off-season stabilization and currency-base diversification.

Operating leverage: Dynamic pricing, listings positioning, and operator overhead are shared across properties, so incremental units lift portfolio net yield with low marginal cost.

Sensitivity: Yield is most sensitive to occupancy (each 1pt = ~0.15pt net yield) and nightly rate (each 5% ADR move = ~0.6pt net yield at constant occupancy).

Returns are illustrative and depend on property mix, market conditions, and operating performance. Past operator performance is not a guarantee of future results.

Acquisition strategy

TropicBay Properties Disciplined sourcing, consistent underwriting. Capital is deployed only where the math clears both yield and exit-window thresholds.

Sourcing channels:	On-ground broker relationships in each target market, off-market referrals from existing villa owners, and direct outreach to long-held family inventory.
Deal-flow criteria:	Beachfront or near-beachfront resort zone, 36 bedrooms, turnkey or light-renovation, current nightly rate within 20% of comp-set median, title clean.
Underwriting:	Per-property model: acquisition price, set-up capex, 5-year ADR / occupancy projection, opex stack, exit cap rate. Acquisition clears only if 7-year IRR 14% under base case.
Due-diligence checklist:	Title search, building & land-use compliance, short-term-rental permit status, HOA / community rules, insurance feasibility, and property-condition survey.
Velocity:	Target: 3050 new villas added per year once a fund is fully deployed. Acquisition funnel reviews 100+ assets per closed acquisition.

Acquisition velocity is dependent on available capital. Each property is funded independently from the LP pool for diversification.

Operating model

TropicBay Properties Full-service property management under one operator. Capital partners see reports; they do not see guest messages.

Dynamic pricing:	Nightly pricing updated every 24h against local comp set, seasonality, lead time, day-of-week, and event calendars. Pricing engine is tuned per market, not per template.
Listings:	Properties listed and actively managed on Airbnb, VRBO, and Booking.com. Listing quality (photo, copy, response time) is reviewed weekly.
Housekeeping:	In-market housekeeping teams with turn checklists, linen cycles, and inspection photos posted within 2 hours of guest checkout.
Guest communication:	Centralized inbox with under-1-hour response SLA. Pre-arrival messaging, in-stay concierge, and post-stay review handling all routed through the operator team.
Owner / LP reporting:	Monthly P&L per property, quarterly portfolio summary, and annual partner letter with forward-year plan. No LP time is spent on day-to-day guest ops.

Operations are owned by TropicBay from acquisition through sale. Capital partners are passive within operational decisions.

Capital terms

TropicBay Properties Targeted LP economics. Quarterly distributions, long-term hold, diversified per-property exposure.

Target net yield:	812% annual net yield after all management, platform, and reserve fees. Target is illustrative; actual yields depend on operating performance.
Minimum ticket:	$100,000 per LP, single-vehicle commitment. Larger commitments pool across multiple properties for diversification.
Hold period:	57 years targeted exit. Principal returns at sale event or refinancing; quarterly distributions continue throughout the hold.
Distribution cadence:	Quarterly net rental distributions via ACH or wire. Capital calls (rare) handled through the same channel.
Reporting:	Monthly per-property statements, quarterly portfolio summary, annual audited financials at fund level.
Fee structure:	15% management fee on gross revenue, no acquisition fee, no promote above hurdle promote is negotiable per LP.

Terms are illustrative and subject to per-LP negotiation. TropicBay does not offer securities; this document is not an offer or solicitation.

Next step

TropicBay Properties For diligence, references, and term-sheet walk-throughs, contact the founder directly.

Direct line:	tropicbay-properties@polsia.app founder inbox.
Response:	Within one business day for capital-partnership inquiries.
What we share next:	Sample portfolio, references, per-property underwriting sample, and the operating agreement template.
Conversation:	30-minute walk-through of the deck, the underwriting model, and the operating agreement. Term sheet follows if there is a fit.