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SEAFRONT BOUTIQUE HOTEL VILLA TELENTA

Vela Luka
Island of Korčula
Croatia

ELITE SERVICE ENTERPRISE D.O.O




PROPERTY DESCRIPTION



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Hotel Villa Telenta sits on a 612.5 m² land plot directly on the waterfront. The building is fully legalized and categorized as a 4-star hotel by the Ministry of Tourism.



- 8 modern, double rooms with private bathrooms
- Restaurant with professional kitchen
- Outdoor beach bar with spacious terraces
- Reception, guest lounge, and wellness area
- Mediterranean garden with olive trees
- 6 designated parking spaces
- Direct access to the promenade and sea

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This hotel is fully equipped for premium hospitality, integrating smart systems and eco-friendly technologies for modern travelers and sustainable business operations.

Technical & Sustainability Features:
Smart room management system
DAIKIN heat pump (heating & cooling)
Water softening system
Advanced PMS system (Milenij) with PHOBS channel manager integration
Officially Eco-Certified Hotel
(decarbonization certification in progress)
Infrastructure ready for solar power plant (16 kW capacity)
EV charger installed
Eligible for EU green financing and sustainability subsidies



FINANCIAL OVERVIEW



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Estimated annual income (excluding restaurant operations): approx.

€85,000

This figure is generated solely through accommodation services — excluding any revenue from dining, excursions, or experience packages.

Potential income growth through:

Activating restaurant (only one in the area)

Hosting events, wine-pairing dinners, private functions

Experience-based packages (wellness, wine, art, weddings)

Local partnerships for transfers, excursions, and rentals





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Strengths

Boutique 4★ hotel with 8 double rooms – exclusivity & intimacy

High comfort standards: premium mattresses, hypoallergenic linens, soundproofing, Wi-Fi, air-conditioning Guest satisfaction: rated 8.5/10 (Booking.com, Hotels.com) with praise for cleanliness and staff Waterfront location, private parking, and shuttle services

Weaknesses ~10–15 min walk to town center – limits spontaneity for guests without vehicles

Small capacity; expansion not feasible on current plot

Basic breakfast/dining offer – lacks gourmet positioning

No elevator – upper floors less accessible to mobility-impaired guests

Opportunities

Tap into premium clientele with curated experiences and event Use underutilized capacity in shoulder/off-season with retreats and exclusive programs Partner with local wineries, artists, and chefs for immersive offerings

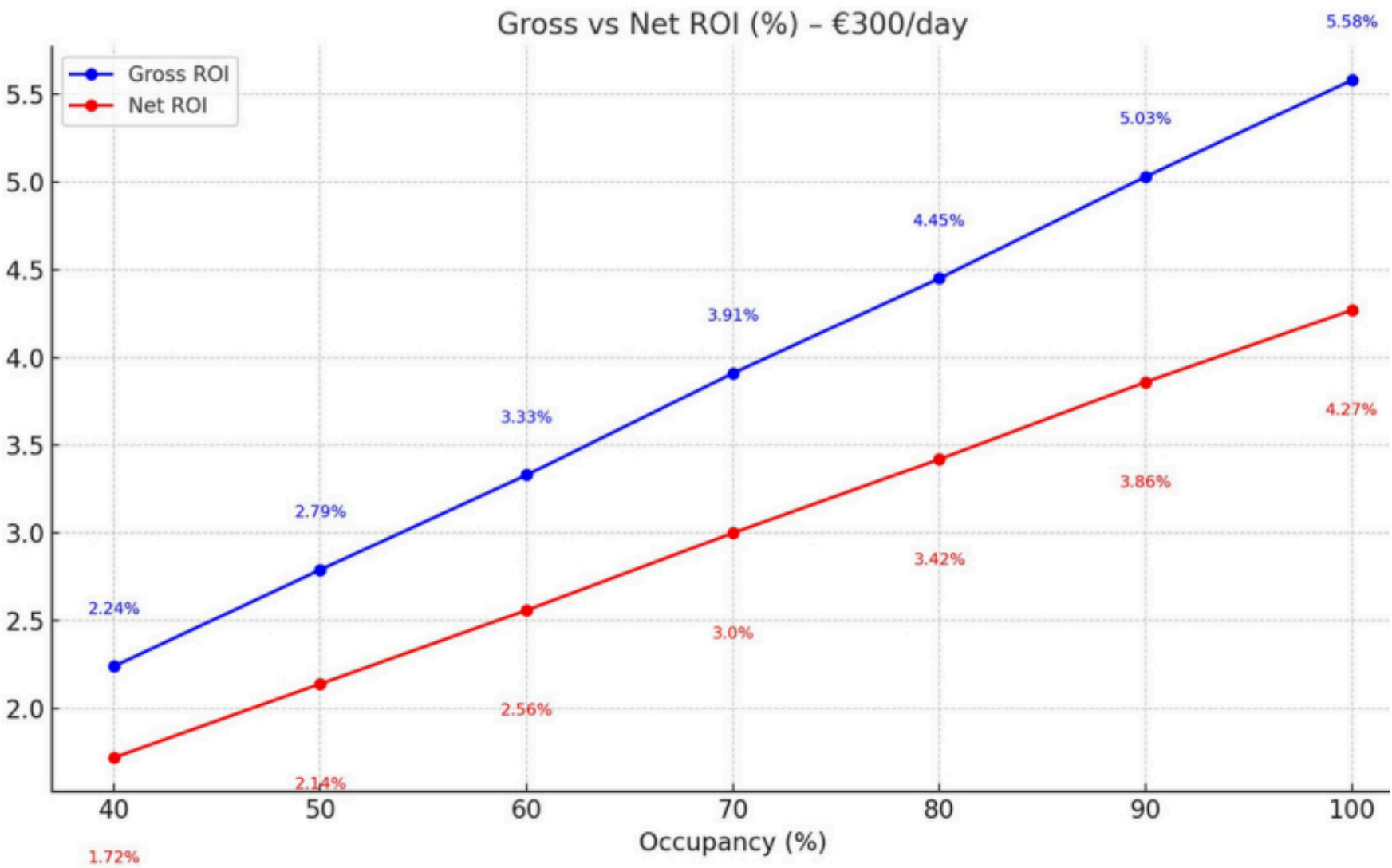
Threats

Growing competition from larger hotels with more aggressive marketing Regulatory risks on short-term rentals and tax changes Seasonal destination: peak only in July–August





Rental ROI Scenarios (May–October | €300 per day)



ROI calculated on gross annual income vs. price of the similar real estates





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Nestled in a peaceful residential zone of Vela Luka, this multi-unit property enjoys the best of both worlds: privacy and convenience. Just minutes from the town center and the waterfront promenade, it offers quick access to shops, cafés, cultural venues, and the ferry terminal connecting you to Split and other Dalmatian islands. Vela Luka is a hidden gem — a town with a soul. Known for its friendly community, authentic Dalmatian atmosphere, and untouched coastline, it is increasingly becoming a hub for wellness tourism and slow living. Notably, it is home to the Kalos Health & Rehabilitation Center and the pristine beaches of Proizd Island — voted among Croatia’s most beautiful.





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SURROUNDINGS/ KORČULA

The Island of Korčula is globally recognized for its blend of rich cultural heritage, Mediterranean landscapes, and growing luxury appeal.

With its fortified medieval towns, olive groves, and vineyards, Korčula is often referred to as *Little Dubrovnik* — yet offers more authenticity.

Tourism on the island is steadily evolving toward highvalue experiences: boutique hotels, eco-tourism, and culinary heritage. The western part of the island, where Vela Luka is located, offers expansive nature, wellness opportunities, and strategic access to the mainland via regular catamaran and ferry lines. With increasing international interest in southern Dalmatia's real estate and sustainable tourism potential, Korčula is considered a long-term value market.

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