113 | 115 | 117

PERKINS COVE ROAD

OGUNQUIT, MAINE

[VIEW FLIPBOOK HERE]

FINANCIALS & OPERATING SUMMARY

BAKHTIARI GROUP

COMPASS LUXURY

perkinscovecollection.com

The Collection at a Glance

Three adjoining waterfront properties, five residential accommodations and two commercial spaces.

113 PERKINS COVE

Single-family oceanfront cottage

2 bedrooms
2 full bathrooms
Approximately 924 SF
Three levels and two fireplaces
Oceanfront deck
Immediate shoreline access

OFFERED AT $1,599,000

115 PERKINS COVE

Mixed-use waterfront property

Two-level penthouse residence
3 bedrooms and 2.5 baths
Private ground-level studio
Two commercial spaces
Ocean-facing and Cove-facing decks

OFFERED AT $3,499,000

117 PERKINS COVE

Two-family waterfront property

Independent upper and lower units
2 bedrooms, 1 bath and approximately 685 SF per unit
Completely rebuilt in 2025
Private ocean-facing decks
Tandem garage and exterior parking
Direct shoreline access

OFFERED AT $2,849,000

COMPLETE COLLECTION

Three separately deeded properties

5 residential accommodations
2 commercial spaces
3 adjoining waterfront parcels
Flexible residential, commercial and hospitality potential

OFFERED AT $7,849,000

Properties are separately deeded and are available individually or as a complete collection. The complete-collection price reflects a discount to the sum of the individual offering prices.

Operations & Booking Profile

Booking-channel mix and current operating practices across the Perkins Cove Collection.

Booking Source Mix

Share of rental revenue by booking channel. Percentages represent revenue, not number of reservations.

Booking Source	2026	2025	2024
Airbnb	40.3%	38.6%	21.4%
VRBO	26.5%	21.9%	28.6%
Booking.com	5.0%	6.1%	0.0%
Manual / phone	12.2%	19.3%	50.0%
Direct website	16.0%	14.1%	0.0%
Total	**100.0%**	**100.0%**	**100.0%**

Booking Insights

- As additional properties were introduced, online travel agencies were used more heavily to establish booking volume and support shoulder-season availability.
- For 113 Perkins Cove, ownership reports approximately 85% repeat guests during the primary season.
- Repeat and direct guests tend to stay longer and book during peak periods, making them an important component of overall rental revenue.

Current Operations

- Self-managed by ownership using Hospitable for calendar coordination and guest communication.
- Supported by a long-standing local cleaning provider, with cleaning fees charged separately to guests.
- Weekly rentals during the primary summer season, with flexible minimum stays in April, May, and October.
- Nightly rates are set manually without an automated dynamic-pricing platform.
- Short-term rental activity generally runs from April through October; the commercial spaces are leased year-round.

Booking-source information and operating details were provided by ownership.

Updated 2026 Operating Estimate

Rental revenue reflects owner-reported actual results April through August plus the seller's September and October projections. Commercial rent, cleaning income and listed expenses are unchanged from the prior estimate.

	113	115	117	Portfolio
Rental revenue (April–October)	$138,960	$243,073	$273,093	**$655,126**
Commercial rent - Space 1	$0	$17,500	$0	**$17,500**
Commercial rent - Space 2	$0	$41,000	$0	**$41,000**
Cleaning income	$7,433	$12,877	$14,029	**$34,339**
Total income	**$146,393**	**$314,450**	**$287,122**	**$747,965**
Cable TV	$0	$180	$0	**$180**
Advertising	$600	$600	$600	**$1,800**
Cleaning	$3,717	$6,439	$7,015	**$17,171**
Insurance	$2,212	$3,212	$2,000	**$7,424**
Maintenance and repairs	$1,000	$1,000	$1,000	**$3,000**
Property taxes	$6,850	$11,025	$13,000	**$30,875**
Supplies	$500	$1,000	$1,000	**$2,500**
Trash removal	$0	$1,200	$0	**$1,200**
Electric	$2,453	$3,375	$4,907	**$10,735**
Propane	$250	$250	$0	**$500**
Sewer	$360	$360	$720	**$1,440**
Water	$200	$300	$300	**$800**
Total listed expenses	**$18,142**	**$28,941**	**$30,542**	**$77,625**
Projected operating margin	**$128,251**	**$285,509**	**$256,580**	**$670,340**

Owner-provided figures, not audited. Rental revenue covers the April–October operating season while the expenses listed are full-year amounts. Projected operating margin equals total income less the expenses listed and is before any costs not shown in the schedule. Figures are rounded and columns are footed on the rounded amounts. See Financial Information & Disclosures for details.

2026 Rental Revenue: Actual Through August

Owner-reported gross rental revenue. Figures exclude cleaning income and commercial rent.

Actual	113	115	117	Portfolio
Apr	$12,590	$10,155	$17,914	**$40,659**
May	$16,120	$21,853	$29,629	**$67,602**
Jun	$20,319	$35,185	$49,787	**$105,291**
Jul	$26,349	$59,234	$60,876	**$146,459**
Aug	$27,310	$46,170	$42,343	**$115,823**
April–August actual	**$102,688**	**$172,597**	**$200,549**	**$475,834**

PERFORMANCE VS. ORIGINAL PROJECTION

$475,834
ACTUAL APRIL–AUGUST

$467,520
ORIGINAL APRIL–AUGUST PROJECTION

+$8,314
AHEAD OF PROJECTION | +1.8%

REMAINING 2026 PROJECTION

	113	115	117	Portfolio
September	$20,970	$38,940	$41,940	**$101,850**
October	$15,302	$31,536	$30,604	**$77,442**
Updated April–October estimate	**$138,960**	**$243,073**	**$273,093**	**$655,126**

Actual revenue is owner-provided and has not been audited or independently verified. September and October remain projections and actual results may vary. The original projection reflects the seller's pre-season estimate, which assumed the 115 Penthouse was not offered in April and May.

2027 Operating Projection

Year-round rental availability. Assumes a 5% increase for 113 and the 115 Studio, and a 10% increase for the 115 Penthouse and both 117 residences.

	113	115	117	Portfolio
Rental revenue (full year)	$167,500	$331,391	$350,953	**$849,844**
Commercial rent - Space 1	$0	$20,000	$0	**$20,000**
Commercial rent - Space 2	$0	$42,000	$0	**$42,000**
Cleaning income	$10,406	$18,028	$19,641	**$48,075**
Total income	**$177,906**	**$411,419**	**$370,594**	**$959,919**
Cable TV	$80	$80	$80	**$240**
Advertising	$600	$600	$600	**$1,800**
Cleaning	$5,203	$9,014	$9,820	**$24,037**
Insurance	$2,212	$3,212	$2,000	**$7,424**
Maintenance and repairs	$1,000	$1,000	$1,000	**$3,000**
Property taxes	$6,850	$11,025	$13,000	**$30,875**
Supplies	$700	$1,200	$1,200	**$3,100**
Trash removal	$600	$600	$600	**$1,800**
Electric	$3,271	$4,500	$6,542	**$14,313**
Propane	$1,000	$2,500	$0	**$3,500**
Sewer	$678	$678	$678	**$2,034**
Water	$278	$400	$400	**$1,078**
Total listed expenses	**$22,472**	**$34,809**	**$35,920**	**$93,201**
Projected operating margin	**$155,434**	**$376,610**	**$334,674**	**$866,718**

Owner-provided projection, not audited. Assumes year-round availability of all five residences, which differs from the current April–October operation reflected in the 2026 estimate. Operating margin equals projected income less the expenses listed and is before any costs not shown in the schedule. Figures are rounded and columns are footed on the rounded amounts. See Financial Information & Disclosures for details.

Operating Upside

Seasonality remains: 113 is offered April–October; the 115 Penthouse was offered periodically in 2025; both 117 residences began rentals in June 2025.

01	**Extend the season**	Use shoulder-season and off-season booking strategies, including monthly or mid-term rentals.
02	**Use dynamic pricing**	Evaluate a smart-pricing platform such as PriceLabs to respond to demand and booking pace.
03	**Increase guest capacity**	Where practical, consider king beds and sleeper sofas to serve larger groups.
04	**Evaluate pet-friendly stays**	A pet policy may broaden demand and support additional fees or higher rates.
05	**Elevate design and amenities**	Targeted cosmetic updates and upgraded amenities may strengthen the high-end guest experience.
06	**Improve booking presentation**	Use professional interior and drone photography across direct, Airbnb and VRBO channels.
07	**Explore owner-operated use at 115**	Consider a compatible retail, cafe, market or food-and-beverage use.
08	**Review commercial positioning**	Evaluate lease terms, renewal timing and market positioning while respecting existing tenant rights.

THREE OWNERSHIP PATHS

Income-focused

Continue residential and commercial operations.

Hybrid ownership

Use 115 personally while retaining income from other units.

Private compound

Reposition as a unified waterfront estate with guest accommodations.

113 Perkins Cove

Stabilized monthly rental assumptions, 2026 actual performance through August, and historical owner-reported results.

Month	Occupied nights	Nightly rate	Revenue
January	8	$399.00	**$3,192**
February	8	$399.00	**$3,192**
March	15	$399.00	**$5,985**
April	25	$449.00	**$11,225**
May	30	$499.00	**$14,970**
June	30	$699.00	**$20,970**
July	31	$899.00	**$27,869**
August	31	$899.00	**$27,869**
September	30	$699.00	**$20,970**
October	27	$566.74	**$15,302**
November	10	$399.00	**$3,990**
December	10	$399.00	**$3,990**
Stabilized annual rental revenue			**$159,524**

$102,688

ACTUAL RENTAL REVENUE | APRIL–AUGUST 2026

Historical expenses include booking commissions and, in 2025, credit-card fees.

HISTORICAL OPERATING PERFORMANCE

	2023	2024	2025
On-season rental	$103,316	$112,849	**$120,713**
Off-season rental	$11,550	$11,100	**$8,800**
Cleaning income	$7,795	$6,740	**$6,765**
Total income	**$122,661**	**$130,689**	**$136,278**
Total expenses	$28,741	$23,358	**$28,819**
Reported profit	**$93,920**	**$107,331**	**$107,459**

Monthly assumptions support a stabilized projection and are not a forecast of guaranteed occupancy. The stabilized table assumes year-round availability including November–March; 113 is currently offered April–October. Actual and historical figures are owner-provided and have not been audited.

115 Perkins Cove

Separate stabilized rental assumptions for the Studio and Penthouse, plus commercial rent included in the portfolio projection.

Month	Nights	Studio rate	Studio revenue	Penthouse rate	Penthouse revenue
January	8	$349	$2,792	$549	**$4,392**
February	8	$349	$2,792	$549	**$4,392**
March	15	$349	$5,235	$549	**$8,235**
April	25	$349	$8,725	$549	**$13,725**
May	30	$399	$11,970	$599	**$17,970**
June	30	$499	$14,970	$699	**$20,970**
July	31	$649	$20,119	$999	**$30,969**
August	31	$649	$20,119	$999	**$30,969**
September	30	$499	$14,970	$799	**$23,970**
October	27	$469	$12,663	$699	**$18,873**
November	10	$349	$3,490	$549	**$5,490**
December	10	$349	$3,490	$549	**$5,490**
Stabilized annual rental revenue			**$121,335**		**$185,445**

$172,597
ACTUAL RENTAL REVENUE APRIL–AUGUST 2026

$306,780
STABILIZED ANNUAL SHORT-TERM RENTAL REVENUE

$62,000
2027 PROJECTED COMMERCIAL RENT

$331,391
2027 PROJECTED RENTAL REVENUE

Monthly assumptions support a stabilized projection and are not a forecast of guaranteed occupancy. Stabilized revenue of $306,780 is the combined Studio and Penthouse annual total and assumes year-round availability. Actual figures are owner-provided and have not been audited.

117 Perkins Cove

Stabilized monthly rental assumptions for the property's two independent residences.

Month	Occupied nights	Nightly rate	Upper revenue	Lower revenue	Combined revenue
January	8	$399.00	$3,192	$3,192	**$6,384**
February	8	$399.00	$3,192	$3,192	**$6,384**
March	15	$399.00	$5,985	$5,985	**$11,970**
April	25	$449.00	$11,225	$11,225	**$22,450**
May	30	$499.00	$14,970	$14,970	**$29,940**
June	30	$699.00	$20,970	$20,970	**$41,940**
July	31	$899.00	$27,869	$27,869	**$55,738**
August	31	$899.00	$27,869	$27,869	**$55,738**
September	30	$699.00	$20,970	$20,970	**$41,940**
October	27	$566.74	$15,302	$15,302	**$30,604**
November	10	$399.00	$3,990	$3,990	**$7,980**
December	10	$399.00	$3,990	$3,990	**$7,980**
Stabilized annual rental revenue			**$159,524**	**$159,524**	**$319,048**

$200,549

ACTUAL RENTAL REVENUE | APRIL–AUGUST 2026

$319,048

STABILIZED ANNUAL COMBINED RENTAL REVENUE

Monthly assumptions support a stabilized projection and are not a forecast of guaranteed occupancy. The stabilized table assumes year-round availability; both residences began rentals in June 2025. Actual figures are owner-provided and have not been audited.

Financial Information & Disclosures

SOURCE AND VERIFICATION	Financial and operating information was provided by the owner and has not been audited or independently verified by Compass or the listing agents. Buyers should review the supporting information and complete their own financial, legal and operational due diligence.
2026 PRESENTATION	The updated 2026 estimate combines owner-reported actual rental revenue through August 2026 with the owner's projections for September and October. Commercial rent, cleaning income and listed expenses remain owner estimates unless otherwise noted.
SEASONALITY	The properties currently operate on an April–October season. The 2026 estimate reflects rental revenue for that seven-month period against full-year expenses. Stabilized and 2027 figures assume year-round availability and are not a representation that year-round operation has occurred.
OPERATING MARGIN	Projected operating margin means total income less only the expenses shown in the applicable schedule. It is intended as a simplified operating view and may not equal a buyer's net operating income.
COSTS NOT INCLUDED	Unless specifically shown, projected expense schedules do not include OTA or booking commissions, merchant or credit-card processing fees, management fees, debt service, depreciation, income taxes, replacement reserves, capital expenditures or other owner-specific costs.
FUTURE PERFORMANCE	Projections and operating opportunities are illustrative and are not guarantees of occupancy, revenue, expense levels or future performance. Actual results will vary based on ownership, management, pricing, market conditions and other factors.
USES AND APPROVALS	Any change in use, building configuration or rental operation is subject to existing lease rights, design feasibility, zoning and code requirements, and all required municipal or regulatory approvals.

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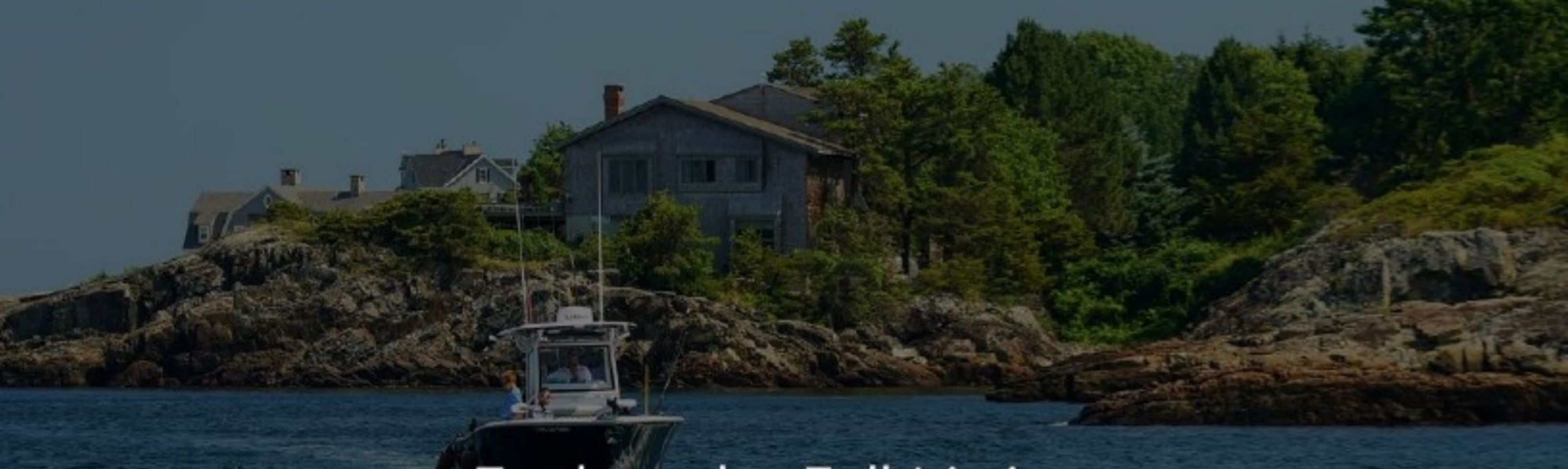

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