



“Thank you for the great work with the business plan! We now have a strong plan with everyone’s input catered for and a better chance of success with the project. Thanks again for your diligent high-quality work.”
Pontos Group

Quinta da Ombria Resort PORTUGAL

CLIENT

Pontos Group

TEAM

Colliers International UK

STATISTICS

Inland Integrated Resort

150 hectares

Five-star hotel

18-hole golf course

Spa

Villas and apartments

SERVICES PROVIDED

Destination Strategy

Market & Financial Feasibility Study

Business Planning

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INTRODUCTION AND CHALLENGE

Quinta da Ombria is a new resort being developed in the inland Algarve.

The Colliers International Hotels and Resorts team has been advising the developer through the various resort development stages.

The resort market in Portugal is both highly competitive and currently strongly focused on the coast. A key challenge in this work was to create a resort that embraced its inland location, would provide fantastic visitor experiences, and also generate strong returns for the developer and successful operations for all.

OUR WORK

Our initial engagement focused on developing the concept for the resort.

This included a ‘destination audit’ of the local area, market research and top level financial feasibility calculations. We then presented three potential concepts during workshop and critically assessed each.

For the preferred option we undertook a market and financial feasibility study and combined this with further development of the concept and recommended operations to form a comprehensive business plan. This was presented alongside advice about the resort development stages ahead.

We were retained by the client to undertake an operator search.

This involved identification of appropriate operators to invite to a competition for operating the project. The submissions were then reviewed and a shortlist created. Negotiations followed with the preferred operator.

RESULTS

The work of Colliers International has helped to create a differentiated identity for the Quinta da Ombria project and operations and a business plan that will help create a successful experience for the visitor, the property purchaser, the operator and the developer.