

Booking & Management Options

Information Pack



Eden Burgh offers a range of packages to hosts for booking and management services for short-term let properties.

Our packages have been carefully designed to give prospective hosts the flexibility to choose an option that is right for them.

Whether you are looking for a little helping hand to get things rolling or a complete and professional service that caters for the entirety of the operations, we have a package that's right for you.

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Booking & Management Options

Booking Services

We market the property on your behalf with third party Online Travel Agencies (OTAs)

We review the property pricing strategy daily to ensure a perfect balance between high occupancy and income

We handle initial guest enquiries and generate bookings

We manage the property's revenue and deposit the proceeds into your account on a monthly basis

We hand booking information over to you, allowing you to organise guest check-in time

You manage the property and look after the guests



Property Listing



Guest Enquiries



Pricing



Guest Screening



Revenue Management

Management Services

We market the property on your behalf with third party Online Travel Agencies (OTAs)

We review property pricing strategy daily to ensure a perfect balance between high occupancy and income

We handle initial guest enquiries and generate bookings

We manage the property's revenue and deposit the proceeds into your account on a monthly basis

We organise guest check-in times

We manage the property and look after the guests



Restocking



Cleaning



Check-In/Out



Maintenance



Local Knowledge



Guest Experience

All booking services are included when opting for a management service

Classic Booking Services

Description

The **Classic Booking Service** package is ideal for hosts that want some extra help in finding the right guests and marketing the property to reach its full potential, whilst maintaining complete control over the property and guest experience.

Highlights

High revenue retention;
Complete control over management of the property;
Stress-free over booking enquiries;
Develop great guest relationships and facilitate their stay;
On-hand expert advice from Eden Burgh.

Considerations

This package is recommended for hosts that have experience in providing great hospitality for their guests. Meeting the guest's expectations is fundamental and hosts must be on hand to manage last minute bookings and unexpected maintenance issues in the property. Hosts should be prepared for fluctuations in income as demand and nightly rates vary throughout the year.

10%

Of gross turnover
after OTA fees

OTA Fees and Costs have been assumed to be the same for each pricing option for the purposes of comparison

Example (Monthly Income)



Classic Management Services

Description

The **Classic Commission Management** package is ideal for hosts who want great returns for the smallest time input. A service that helps hosts find the right guests, market the property to reach its full potential and manage the property throughout the lettable period.

Highlights

Strong revenue retention;
Minimal management Input;
Stress-free over booking enquiries;
No handling Guests;
More time to do what you want;
On-hand expert advice from Eden Burgh.

Considerations

This package is recommended for hosts that have either previous experience in providing great hospitality for their guests or are new to short-term letting. Hosts should be prepared for fluctuations in income as demand and nightly rates vary throughout the year. Not all operations can be outsourced and some responsibility will remain with the host.

17%

Of gross turnover
after OTA fees

OTA Fees and Costs have been assumed to be the same for each pricing option for the purposes of comparison

Example (Monthly Income)



Guaranteed Rent Management Services

Description

The **Guaranteed Rent Management** package is ideal for hosts who want a steady and reliable income every month regardless of how well the property performs. This means no surprises with income and expenses remaining the same throughout the year.

Highlights

Guaranteed rent regardless of voids;
Minimal management Input;
Stress-free over booking enquiries;
No handling guests;
More time to do what you want;
On-hand expert advice from Eden Burgh.
Receive more guaranteed income than a normal Buy-To-Let with all the tax benefits of short-term letting.

Considerations

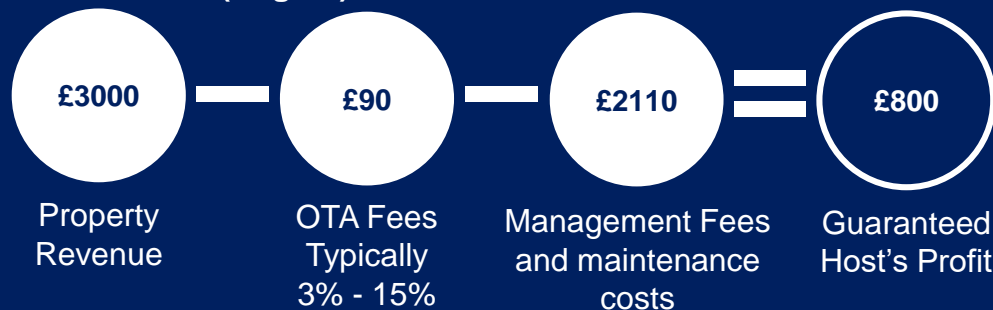
This package is recommended for hosts that prefer greater certainty in their monthly income at the cost of less income over the course of the year, in comparison to other packages. Great for new operators. If you rely on the property's income to make mortgage payments and provide for other essentials then this option is ideal for you. Not all operations can be outsourced and some responsibility will remain with the host.



OTA Fees and the Guaranteed Rent have been assumed to be the same for each pricing option for the purposes of comparison

Example (Monthly Income)

Peak Month (August)



Lean Month (February)



Joint Venture Management Services

Description

The **Joint Venture Management** package is ideal for hosts who want the best of both, with guaranteed rent and a split of the profits. The profit split can vary accordingly to the landlords requirements with the following options available to choose from:

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Highlights

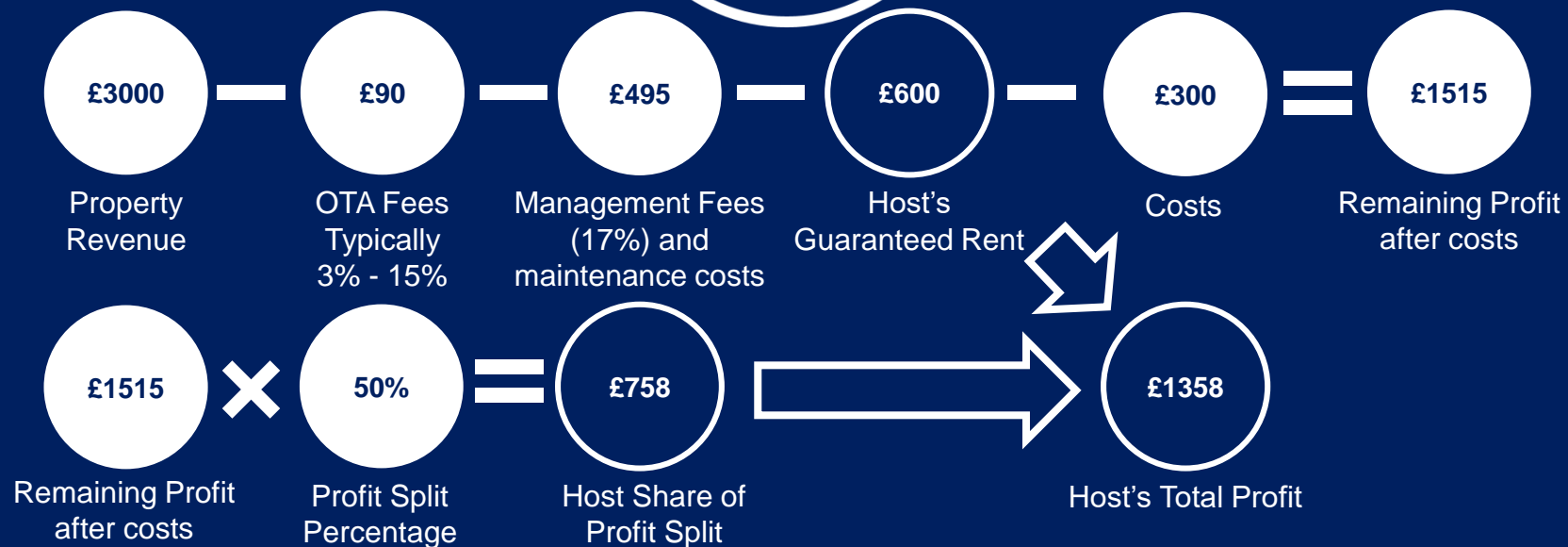
- Guaranteed rent regardless of voids;
- Receive a proportion of the profits after costs;
- Minimal management Input;
- Stress-free over booking enquiries;
- No handling guests;
- More time to do what you want;
- On-hand expert advice from Eden Burgh.

Considerations

The landlord will receive more income in some months than if they opted for **Guaranteed Rent Management**. However, in lean months the opposite may be true and less income is received. Landlords should be prepared for fluctuations in income, although not as severe as **Classic Management**. Over the whole year, the landlord can expect to see greater returns than **Guaranteed Rent Management** but less than **Classic Management**. Not all operations can be outsourced and some responsibility will remain with the host.

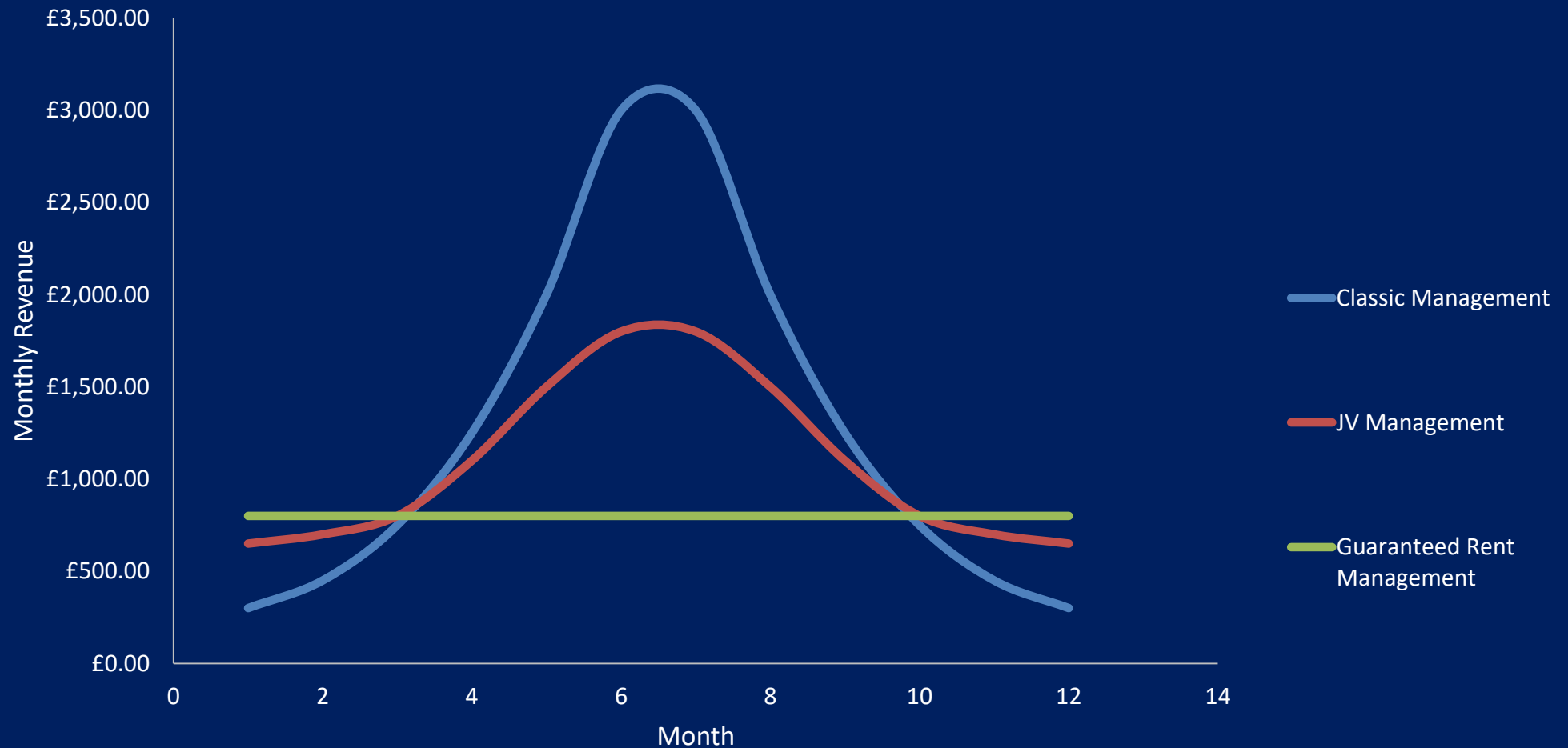
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OTA Fees and Costs have been assumed to be the same for each pricing option for the purposes of comparison



Summary

Revenue Fluctuation (Low – Peak – Low)



The graph above is a representation of what the property's revenue for the year could look like if operating under different pricing options and assuming that the low revenue months occur at the start and end of the year and peak months occur at the middle