

# GENERAL CONDITIONS WORK



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*Enterprise*

**PROPERTY MANAGEMENT / VACATION RENTAL**

**Contact:**

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# **PROPERTY MANAGEMENT FOR TOURISTIC INCOME IN PUNTA CANA.**

# GENERAL CONDITIONS

## Advertising:

- We take professional photos of the property, send them to the owner for approval, and update them whenever any changes are made to the property.
- We write the Airbnb ad and the different sales platforms.
- We publish the property on all marketing platforms (Airbnb, Booking, Vrbo, Your.Rentals, Tripadvisor) on our website, we carry out paid and free promotions daily. Advertising paid to our account.
- We publish the property on all our social networks and we also carry out paid and free advertising. Advertising paid to our account.

# Administration and Maintenance:

- We charge a fixed fee of 50usd per month
- We administer and handle all calendars, responses and personalized customer service.
- We sent the owner the Airbnb link, you can check that link to check the reservation dates and available dates.
- We keep your property properly cared for and functional. Minor maintenance is on us; Minor maintenance: Change of light bulbs and remote control batteries, paint touch-up, lock maintenance, air filter cleaning, faucet and shower filter cleaning, drain cleaning, one deep cleaning per year (remove curtains)
- We check in and check out, we review the entire property when the guest leaves to ensure that everything is fine in the apartment.
- Major repairs are reconciled with the owner to carry them out in a timely manner and with prior authorization of the budget.
- We guide the owner in everything they consider appropriate for the process of delivering their property and purchasing furniture and assembly (if they do not have a furniture package).
- Others that are considered appropriate by both parties.

# Apartment for rent:

- On account of each income you pay:
- Electricity
- Laundry
- Cleaning, disinfection
- Fumigation whenever needed.
- Fitting out of each apartment: bath soaps, liquid soap, shampoo, fabric softener, bathroom and kitchen paper, welcome water. The rest for the qualification, such as souvenirs and others to provide a personalized service, is up to us: Coffee, tea, disinfectant, masks, games, candies or chocolates, etc.
- An account statement is sent to the owner every time there is a movement: income and expenses. So in one table you will have access to all the information about your apartment.
- We pay the landlord their rental profit at the end of each month. It can be in a National account, PayPal or we can save the money in cash for when the owner is in the apartment. We do not use international accounts since they charge \$50.00 usd per transfer.
- We charge 25% of the net profit from each reservation.
- We ensure that your property is pleasant and comfortable for tourism rental of a medium to high standard. To do this, we are responsible for purchasing certain accessories and decorations. Example of Christmas accessories at Christmas time so that guests can enjoy those dates on their trips.
- We ask that owners be aware that sheets, towels, cushions, pots and pans, and kitchen utensils (especially if they are plastic) suffer wear and tear. Due to wear and tear, we try to always let the owner see everything I purchase, but we will let them know whenever something needs to be replaced.

- We recommend a mattress and pillow protector, a mobile clothesline to hang clothes, a dish drainer, and a smoke detector. They are only recommendations.
- Some general conditions:
  - The Owner and his family can use the property at any time. They only have to notify to block the property and there are no reservations for the dates. We do not charge to receive and serve the owner and his family. They only have to assume: electricity, cost of cleaning and laundry, and fitting out the unit at the beginning of the stay.

## LET'S TALK ABOUT NUMBERS::

Let's take as an example that the reservation is 125 usd per night

Airbnb or Booking Commission -15%

Electricity: Approximately it is between 800 - 1,000 Dominican pesos (15 - 20 usd) We are in charge of monitoring electricity consumption and recharging whenever needed; We send you a screenshot of each recharge that is made.

Our commission -25%

125.00 reservation value

18.75 platform commission

20.00 electricity

22.00 commission 25%

Total 64.00 usd

Please note that we do not accept reservations for 1 night.

- We send a table with the breakdown of the reservation expenses, and we make the payment 2 days after check out.

- In the case of the owner, family or friends, they only have to pay \$55.00 for cleaning, the electricity depends on what they consume and we can help with recharging if needed

## **APPROXIMATE VALUE OF THE UNITS IN CANA ROCK CONDOS AND CANA ROCK STAR.**

We take as a basis a 2-bedroom apartment and depending on the season of the year, it generates a gross daily income between US\$100 - US\$150.

3-bedroom apartments, the price we handle is US\$150 - US\$170, as well as the Penthouse with jacuzzi and BBQ

1 bedroom apartments, on the ground floor, are around US\$80 - US\$100

Keep in mind that the amenities of the apartments are fundamental in the price, since it is more interesting for the guest to have an apartment that covers all the needs than a basic apartment.

To reverse this situation, our company as an independent venture and with the approval of Cana Rock:

We have opened a Snack Bar at the Cana Rock Star pool, with breakfast, drinks, lunch and dinner services. This Snack Bar serves both Cana Rock Condos and Cana Rock Star.

Minimarket in Cana Rock Condos with service to the apartments (Delivery) of both condominiums.





We have internal transportation within the Resort that connects the Condos to each other, as well as the Beach Club, Hard Rock Hotel, Tennis / Padel / Golf clubs, beach club. This transportation is free for our clients, for the rest of the clients they must pay \$2.00 usd per person (as long as they use transportation) or the owner can pay a monthly payment of \$20.00 usd.





If you are one of those who prefers a vacation without having to drive... don't worry, we have a Minibus that can take you wherever you need.



 Super mercados  Actividades  
 Playas  +1(829)4889794



The mission of the merger of our companies Vanarard<sup>®</sup> and Espacio Food Punta Cana<sup>®</sup> is to promote the venture that each owner is carrying out to collaborate jointly in the development of the project.

We create a space for the whole family, with a wide variety of food at the Snack Pool Bar at Cana Rock Star, and for those who enjoy being at home, we have the option of a Minimarket at Cana Rock Condos.