

## Units A & B do not generate STR revenue — by design.

Instead, they house the on-site cleaning and management team, creating a self-sustaining operational infrastructure that generates \$33,600/year in value while slashing management and cleaning costs.

### CLEANING FEE INCOME

**\$33,600**

\$70/turn × 8 turns/mo × 5 units × 12 mo  
Annual cleaning fees retained by owner

### MANAGEMENT COST SAVINGS

**\$18,000+**

vs. 20–25% mgmt fee on \$90k+ revenue  
Avoided annual cost vs. 3rd-party management

### TOTAL ANNUAL VALUE CREATED

**\$51,600+**

Cleaning income + management savings combined

## HOW THE ARRANGEMENT WORKS

- Cleaners live in Units A & B — rent & utilities free**  
In exchange for housing, the on-site team cleans all 5 STR units at every turnover — providing reliable, around-the-clock availability without any scheduling overhead.
- \$70/turnover × 8 turnovers/month × 5 units**  
Each cleaning fee is charged to guests at booking. At \$560/unit/month across 5 units, the owner collects \$2,800/month — \$33,600/year — in cleaning revenue that flows directly to the bottom line.
- Yard maintenance & small repairs included**  
The team handles ongoing property upkeep, minor maintenance calls, and landscaping — eliminating the need for a separate handyman or groundskeeper contract.
- Guest communication & on-site meet & greet at all hours**  
The team messages guests, handles check-in issues, and can meet guests at the property 24/7 — the level of service typically reserved for professionally managed boutique hotels.

## WHY ON-SITE MANAGEMENT IS A COMPETITIVE ADVANTAGE FOR STRS

- Faster turnovers = more bookings**  
On-site cleaners can flip a unit in hours — not days — enabling same-day back-to-back bookings that remote management simply can't support.
- Immediate response to guest issues**  
A guest locked out at 2am, a broken AC in July — on-site management resolves these in minutes, not hours. This drives 5-star reviews and repeat bookings.
- Lower vacancy from proactive maintenance**  
Small issues get caught and fixed before they become expensive problems or negative reviews. Proactive maintenance protects asset value and guest experience simultaneously.
- No 20–25% management fee drain**  
Third-party STR managers typically charge 20–25% of gross revenue. On a \$90k+ portfolio, that's \$18,000–\$22,500/year saved — money that stays with the owner.
- Consistent brand and guest experience across all units**  
One team managing all units ensures every guest in every unit gets the same level of cleanliness, communication, and care — building a portfolio-wide reputation.
- Built-in security and property oversight**  
Having residents on-site 24/7 deters vandalism, unauthorized parties, and property misuse — a major risk factor for STR operators using remote management.