

# Service Pricing Guide

Complete Management Framework & Pricing Structure

This comprehensive pricing guide outlines all service tiers, fees, and the complete management framework for your Airbnb property in Cali, Colombia. Each tier is designed to match different owner needs and involvement levels.

## Management Service Tiers

Service Category	Essential 15%	Executive 20%	Partner 25%
<b>Guest Communication</b> 24/7 messaging & support	✓	✓	✓
<b>Listing Optimization</b> AI-driven copy & pricing	✓	✓	✓
<b>Calendar Management</b> Booking coordination	✓	✓	✓
<b>Cleaning Coordination</b> Scheduling & oversight	—	✓	✓
<b>Maintenance Oversight</b> Issue resolution & vendors	—	✓	✓
<b>Market Strategy</b> Competitive positioning	—	—	✓
<b>Strategic Upgrades</b> ROI-focused improvements	—	—	✓

<b>Best For:</b>	Remote Owners	Hands-off Investors	Growth-Focused
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## Additional Fees & Services

Service	Fee	Description
One-Time Setup	\$300 USD	Initial listing creation, professional photography coordination, and system integration
Monthly Maintenance Fund	\$50-100 USD	Reserved fund for minor repairs and supplies (owner-specific)
Professional Photography	\$150-250 USD	High-quality property photos (one-time or annual refresh)
AI Sync & Automation	\$75 USD/month	Advanced dynamic pricing algorithms and multi-platform sync
Deep Cleaning (Violation)	\$150 USD	Applied for smoking violations or excessive damage
Pet Fee	\$25-50 USD	Per stay, covers additional cleaning for pet-friendly bookings

# Complete Service Framework

This framework outlines every aspect of property management, from administrative setup to guest experience design.

## I. Administrative & Management (Owner Facing)

- Property identity documentation and internal tracking
- Service tier selection and fee structure agreement
- Operational network setup (keys, cleaning, maintenance, utilities)
- Monthly performance reporting and financial reconciliation

## II. Guest Welcome Book (Guest Facing)

- Arrival & departure procedures with self check-in instructions
- House rules & compliance (occupancy, smoking, pets, quiet hours)
- Tech & utility stack (WiFi, smart TV, AC, parking, trash protocols)
- Custom welcome book creation for each property

## III. The Cali Insider Modules (Marketing & Experience)

- Curated gastronomy recommendations (fine dining, casual, traditional)
- Activities & culture guide (salsa, viewpoints, nature, nightlife)
- Logistics & safety briefings with hyperlocal insights
- Personalized guest experience based on DISC/MBTI matching

## IV. Emergency Registry (Critical Info)

- 24/7 host support contact via WhatsApp
- Building security/concierge coordination
- Health & safety resources (clinics, emergency rooms, pharmacies)
- Local emergency services contact information

# Payment Terms & Structure

## Commission Structure

Management commission is calculated as a percentage of gross booking revenue (before Airbnb fees). Commissions are automatically deducted from payouts and remitted to owners on a monthly basis.

### **Additional Fees**

Setup fees are one-time charges paid before listing launch. Monthly maintenance funds are optional but recommended for proactive property care. All additional services are billed separately with owner approval.

### **Minimum Contract**

Standard management agreements are 6-month minimum with 30-day notice for cancellation thereafter. This ensures sufficient time to optimize listings and build guest review momentum.

## **Ready to Get Started?**

Contact me to discuss which service tier aligns with your property goals and schedule a consultation to review the complete management framework.

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