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SHORT TERM RENTAL  
PROPERTY MANAGEMENT  
CO-HOSTING PRESENTATION

[www.rentposhproperties.com](http://www.rentposhproperties.com)

POSH  
PROPERTIES

# SHORT TERM RENTAL PROPERTY MANAGEMENT WITH POSH PROPERTIES.

— CO-HOSTING



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# ABOUT POSH PROPERTIES

At Posh Properties, we have dedicated five years to exploring the world and experiencing the finest hotels and short-term rentals. Inspired by our travels, we strive to bring the same level of luxury, comfort, and affordability to each of our rental properties.

**OUR MISSION IS TO ENSURE  
THAT YOU CAN FULLY ENJOY  
EVERY MOMENT OF YOUR  
VACATION, FROM MORNING  
TO NIGHT.**

Every property in our portfolio is carefully selected, meticulously designed, and thoughtfully stocked to cater to all your needs. We go above and beyond the standard expectations of short and long-term rentals, providing you with a wide range of amenities you never knew you needed. Additionally, we prioritize cleanliness and hygiene by diligently sanitizing each property after every visit. Our team is always available to promptly address any questions or concerns you may have.





## ABOUT POSH PROPERTIES

What sets Posh Properties apart is our pet-friendly policy. We understand that your four-legged companions are part of your family, and we believe they deserve to enjoy vacation time too. That's why we welcome them with open arms in our rentals.

Founded in 2019, Posh Properties has a proven track record of investing in short-term real estate rentals across Quebec. We currently manage over 50 properties in prime locations such as Mont-Tremblant, Quebec City, Charlevoix, and Montréal. Our property acquisition strategies include outright purchases, residential and commercial arbitrage, and co-hosting. Over the past four years, we have consistently achieved cap rates above 20% on investments and over 4x returns on arbitrage rentals, with an average lifetime occupancy rate of approximately 80%.

For investors seeking attractive returns, we offer the STR Fund I at Posh Properties. This fund has been generating compelling securitized returns, including annual preferred returns of 10.75%, paid on a monthly basis. Investors also have a 50% share in the profit pool, estimated to provide an additional 10.06% return on investment. In total, the estimated ROI for the STR Fund I is 20.81%. The STR Fund II is expected to launch late 2023.

At Posh Properties, we are committed to providing exceptional experiences for both guests and investors. Whether you are looking for a memorable vacation rental or a rewarding investment opportunity, we invite you to join us on our journey of luxury, comfort, and success.



# THE DIVISIONS OF POSH PROPERTIES

POSH  
LUXE

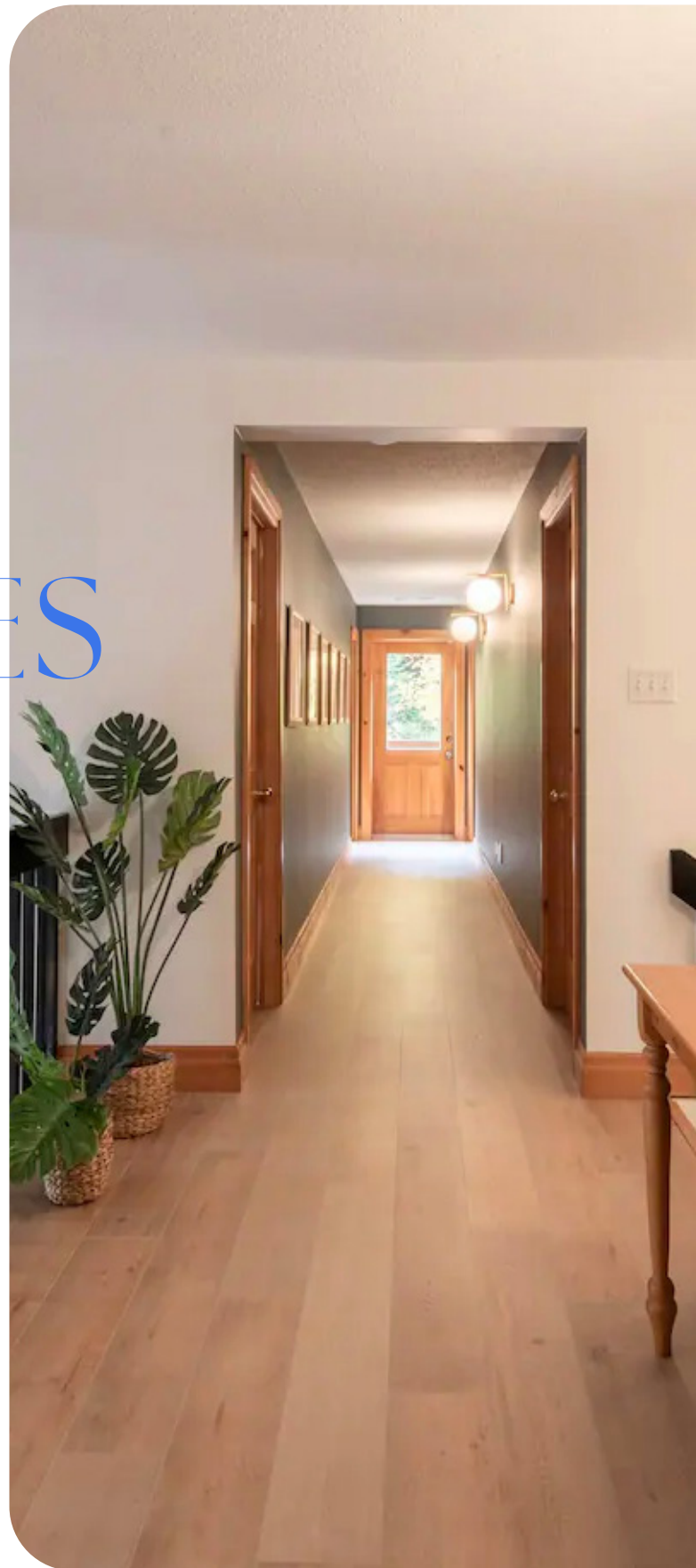
POSH  
GLAMPING

POSH  
PROPERTIES

POSH  
WHEELS

POSH  
SELECT

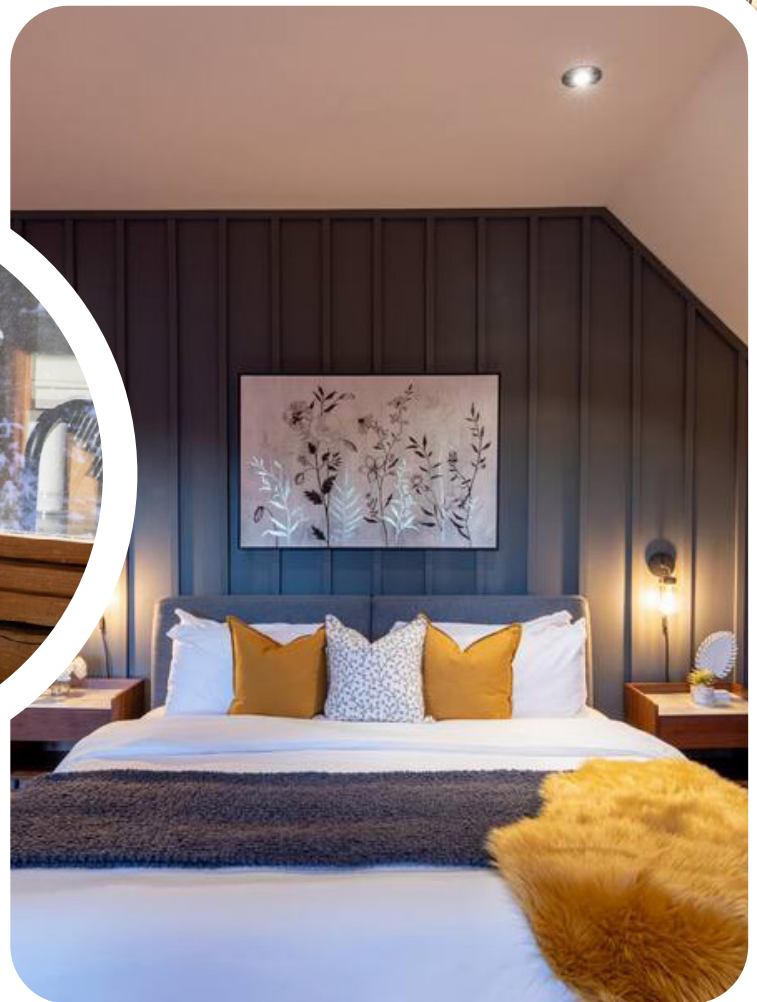
POSH  
URBAN HOTELS



# PROPERTIES

With a curated collection of properties in Mont-Tremblant, Montreal and Quebec City, we have achieved Superhost status in both cities.

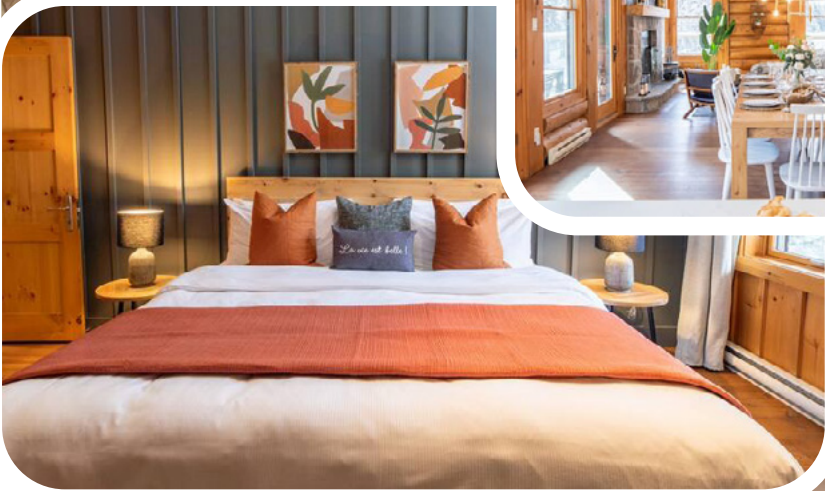
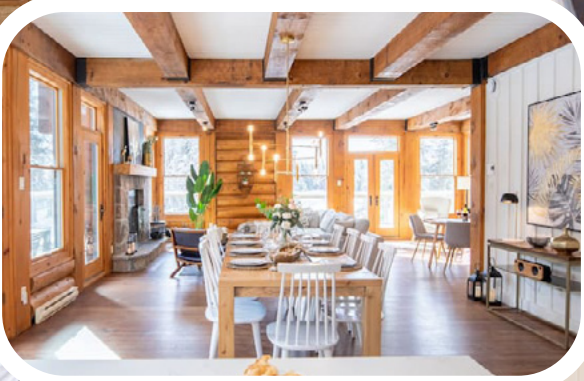
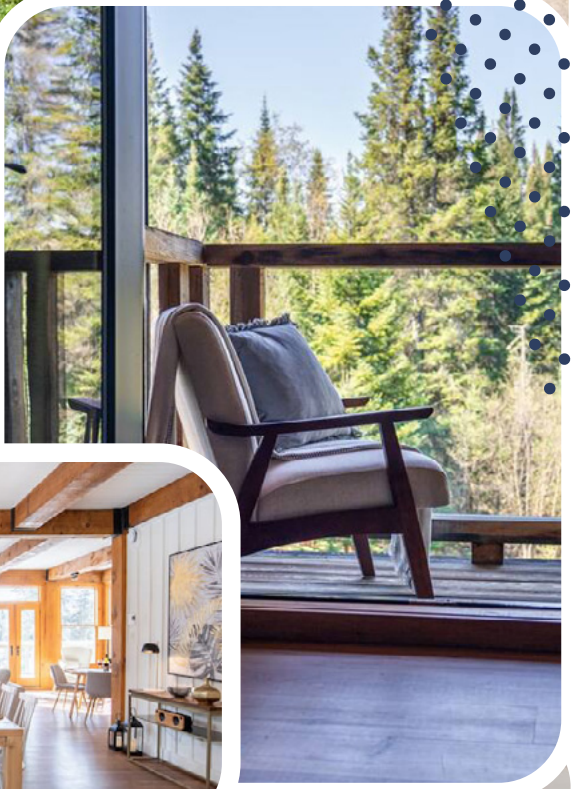
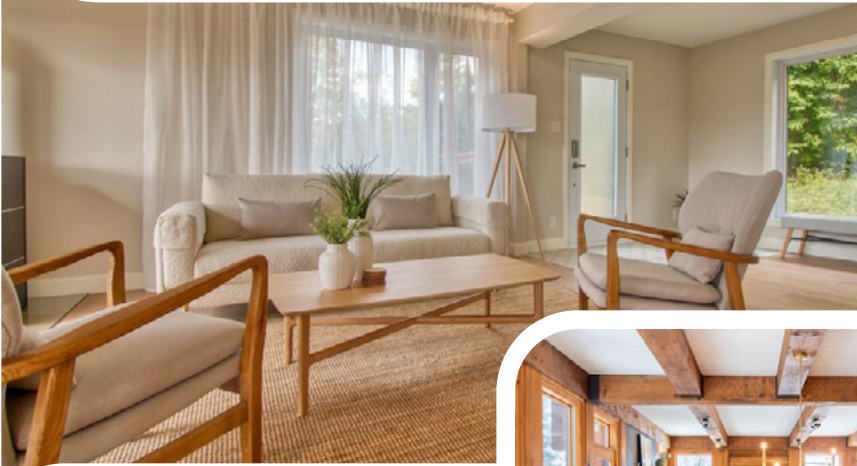
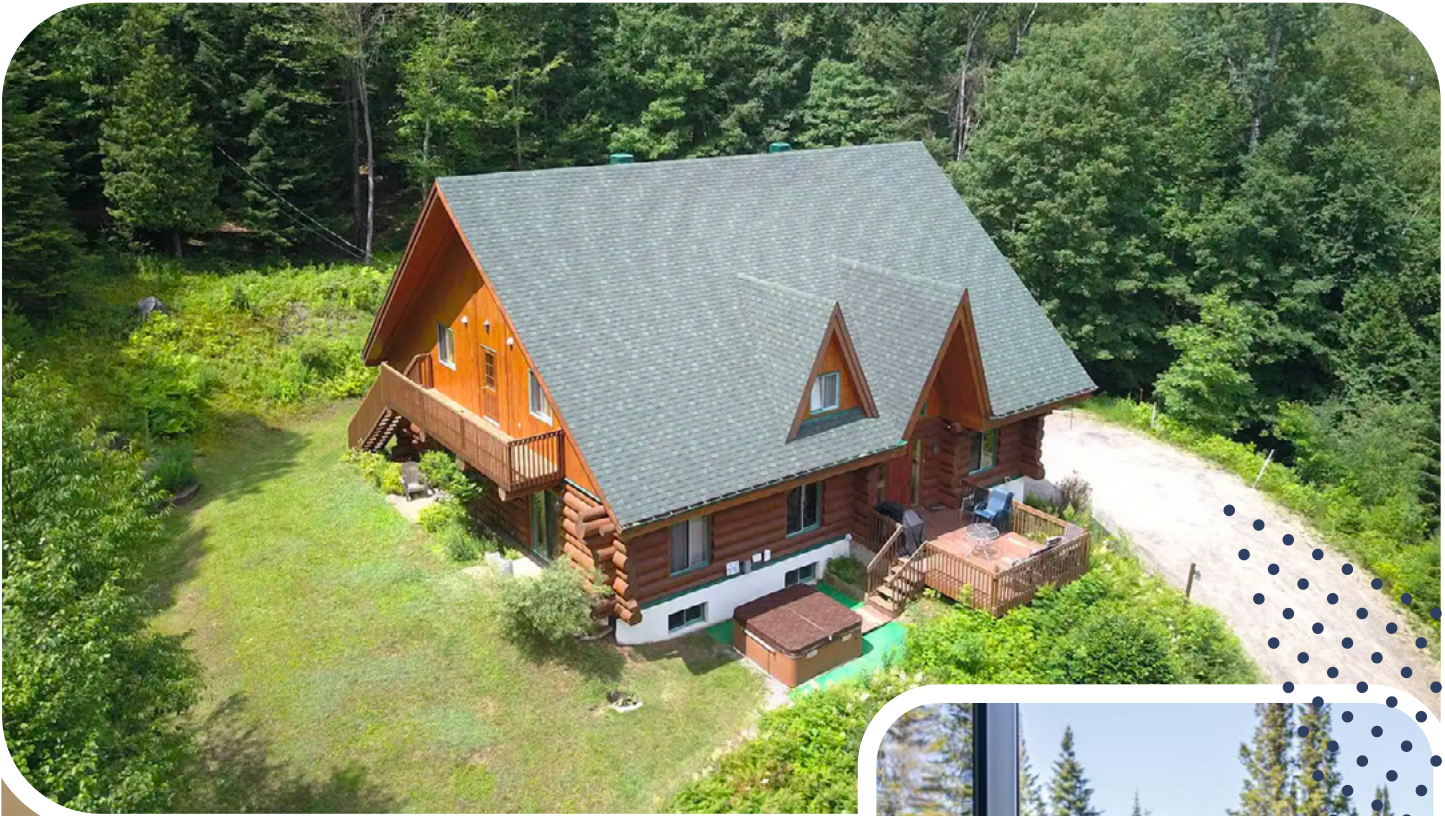
— Discover some of our properties













THE DIVISIONS OF  
POSH PROPERTIES

# REDEFINING LUXURY IN SHORT- TERM RENTALS

Experience the pinnacle of opulence with Posh Luxe. As a leader in luxury short-term rentals, we offer an unrivaled level of refinement and sophistication.

Immerse yourself in a world of elegance as you step into our carefully curated properties. Each residence has been meticulously designed to exude grandeur and style, featuring luxurious interiors and top-of-the-line amenities. From stunning penthouses with breathtaking views to exclusive waterfront villas, our properties are masterpieces of design.

At Posh Luxe, we believe that true luxury is not just about appearances. It's about creating an unforgettable experience

for our guests. Our dedicated concierge team is here to cater to your every need, whether it's arranging private chefs, organizing exclusive events, or securing reservations at the finest establishments.

We take pride in maintaining the highest standards of cleanliness and comfort. Every detail, from the plush linens to the cutting-edge technology, has been carefully curated to ensure a seamless and luxurious stay.

Indulge in the ultimate luxury experience with Posh Luxe. Discover a new standard of refinement and personalized service in short-term rentals. Elevate your travels and create memories that will last a lifetime.



POSH  
LUXE

THE DIVISIONS OF  
POSH PROPERTIES

# AFFORDABLE LUXURY IN MID-RANGE SHORT-TERM RENTALS



Welcome to Posh Properties, where luxury meets affordability in mid-range short-term rentals. Discover stylish accommodations that offer comfort and sophistication without breaking the bank.

Our curated selection of properties strikes the perfect balance between affordability and quality. From trendy urban apartments to cozy coastal cottages, each residence is thoughtfully designed with modern amenities and tasteful decor.

At Posh Properties, exceptional service is our priority. Our friendly team is always available to assist you, ensuring a seamless and personalized experience.

Experience affordable luxury with Posh Properties. Enjoy the comforts and style of our mid-range short-term rentals, where every stay creates cherished memories. Choose Posh Properties for an unforgettable getaway.



THE DIVISIONS OF  
POSH PROPERTIES

POSH  
SELECT

# AFFORDABLE AND BUDGET – FRIENDLY SHORT– TERM RENTALS IN PRIME LOCATIONS

Welcome to Posh Select, where affordability meets convenience in our budget-friendly short-term rentals. Enjoy comfortable accommodations in amazing locations with the same level of service as our other divisions.

At Posh Select, we believe that cost shouldn't limit your exploration of exciting destinations. Our properties, though housed in less desirable buildings or below ground floors, provide a cozy and inviting space with modern amenities.

Our commitment to exceptional service remains unwavering. Our friendly team is dedicated to ensuring your stay is enjoyable and stress-free, providing assistance and support whenever needed. You will also benefit from very high quality linens, towels, bedding as well as fast WIFI and streaming services on the flat screen HD TV.

Experience affordability without compromising on service with Posh Select. Enjoy the convenience and comfort of our budget-friendly short-term rentals in prime locations. Discover the essence of your destination within your budget. Choose Posh Select for an affordable and enjoyable travel experience.

THE DIVISIONS OF  
POSH PROPERTIES

POSH  
GLAMPING

# WHERE LUXURY MEETS NATURE

Welcome to Posh Glamping, where we redefine camping with luxurious accommodations that connect guests with nature. Immerse yourself in the beauty of the outdoors while enjoying the comforts of our curated glamping sites.

At Posh Glamping, we believe in the perfect harmony of luxury and nature. Our locations showcase stunning landscapes and serene environments, from secluded forests to picturesque lakesides. Each site is chosen for its natural beauty and tranquility.

Step into your luxurious accommodation, blending rustic charm with modern comfort. Relax in spacious tents or eco-friendly cabins, featuring plush beds, cozy seating areas, and private outdoor spaces.

Our dedicated team goes above and beyond to ensure an unforgettable glamping experience. From outdoor activity recommendations to guided nature walks and campfire gatherings, we're here to create memorable moments for you.

Posh Glamping is committed to sustainability and the environment. We implement eco-friendly practices and use renewable energy sources, preserving the natural surroundings for future generations.

Unplug and reconnect with nature at Posh Glamping. Whether it's a romantic getaway, a family adventure, or a peaceful retreat, our luxury camping sites offer an escape. Experience the perfect blend of luxury and nature at Posh Glamping.





THE DIVISIONS OF  
POSH PROPERTIES

# EMBRACE VAN LIFE EXPLORATION

Welcome to Posh Wheels,  
where van life awaits.

Experience the freedom of  
nomadic living while enjoying  
the comforts of our carefully  
designed vans.

At Posh Wheels, we believe in embracing  
adventure. Our vans offer a unique  
opportunity to immerse yourself in the  
wonders of the world with convenience  
and style.

Step into your Posh Wheels van, a mobile  
haven combining functionality with  
elegance. Our vans feature comfortable  
sleeping areas, well-equipped kitchens,  
and cozy seating spaces, ensuring  
a comfortable journey.



POSH  
WHEELS

Our dedicated team is here to make your van  
life unforgettable, providing insider tips and  
24/7 support for a seamless adventure.

Posh Wheels prioritizes sustainability, using  
renewable energy and eco-friendly materials  
for minimal environmental impact.

Embrace freedom with Posh Wheels. Whether  
it's a solo expedition, romantic road trip, or  
family adventure, our vans offer a luxurious  
and unique way to explore.

Experience the thrill of Posh Wheels,  
where van life meets luxury. Unleash your  
adventurous spirit and create lifelong  
memories. Choose Posh Wheels for the  
ultimate van life experience.

## THE DIVISIONS OF POSH PROPERTIES



# A LUXURIOUS BOUTIQUE EXPERIENCE

Welcome to Posh Urban Hotels, where we redefine the concept of luxury in the heart of the city. Discover our collection of small, yet opulent boutique hotels that offer contactless self-serve accommodations. Immerse yourself in a world of sophistication and comfort, where every detail has been meticulously designed to ensure an unforgettable stay.

Posh Urban Hotels is dedicated to providing a unique and personalized experience for our guests. Our intimate hotels feature beautifully appointed rooms equipped with kitchens, allowing you to enjoy the convenience of self-catering during your stay. Indulge in the privacy and flexibility of your own space, while still benefiting from the exceptional amenities and services we provide.

Our commitment to excellence extends beyond your room. Posh Urban Hotels boast inviting communal areas, where

you can relax and mingle with fellow guests in stylish and comfortable surroundings. Whether you choose to unwind in the cozy lounge, socialize in the communal kitchen, or work in our well-equipped co-working spaces, we ensure that every moment of your stay is enriched by our thoughtfully designed spaces.

We understand the importance of safety and peace of mind. That's why our hotels offer contactless self-serve options, allowing you to enjoy a seamless check-in and check-out process. Our dedicated staff is always available to assist you remotely, ensuring that your needs are met with the utmost care and efficiency.

Posh Urban Hotels combines the intimacy of a boutique hotel with the convenience and comfort of a self-serviced stay. Experience the perfect blend of luxury, convenience, and flexibility, all within the vibrant cityscape.

Indulge in the Posh Urban Hotels experience, where every moment is designed to exceed your expectations. Discover a new standard of boutique luxury, where elegance meets functionality in the heart of the city.



## STR PROPERTY MANAGEMENT

# WHAT IS CO-HOSTING?

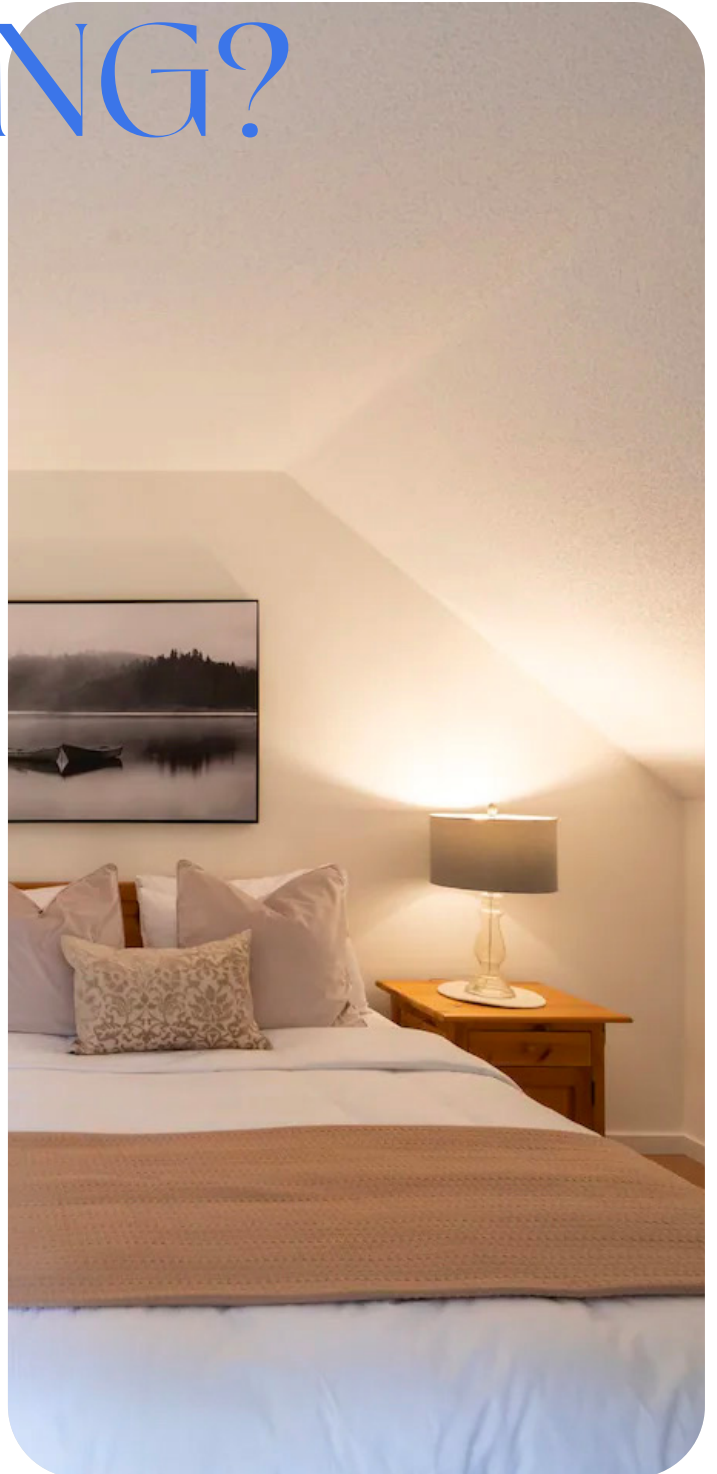
Short Term Rental (STR) co-hosting refers to a service where individuals or companies assist property owners in managing and hosting their short-term rental properties, such as vacation rentals or Airbnb listings. The co-hosting arrangement allows property owners to outsource certain or all the tasks and responsibilities to a professional or experienced party, while still maintaining ownership of the property.

STR co-hosting can be an effective solution for property owners who want to capitalize on the short-term rental market but prefer to delegate the day-to-day management responsibilities to experienced professionals.

## WHY SHOULD YOU TRUST US TO MANAGE YOUR PROPERTIES VIA CO-HOSTING?

We know, we know – there are dozens of management companies out there to choose from.

But, if you give us a moment of your time, below you will find several reasons why you should trust us with your properties.



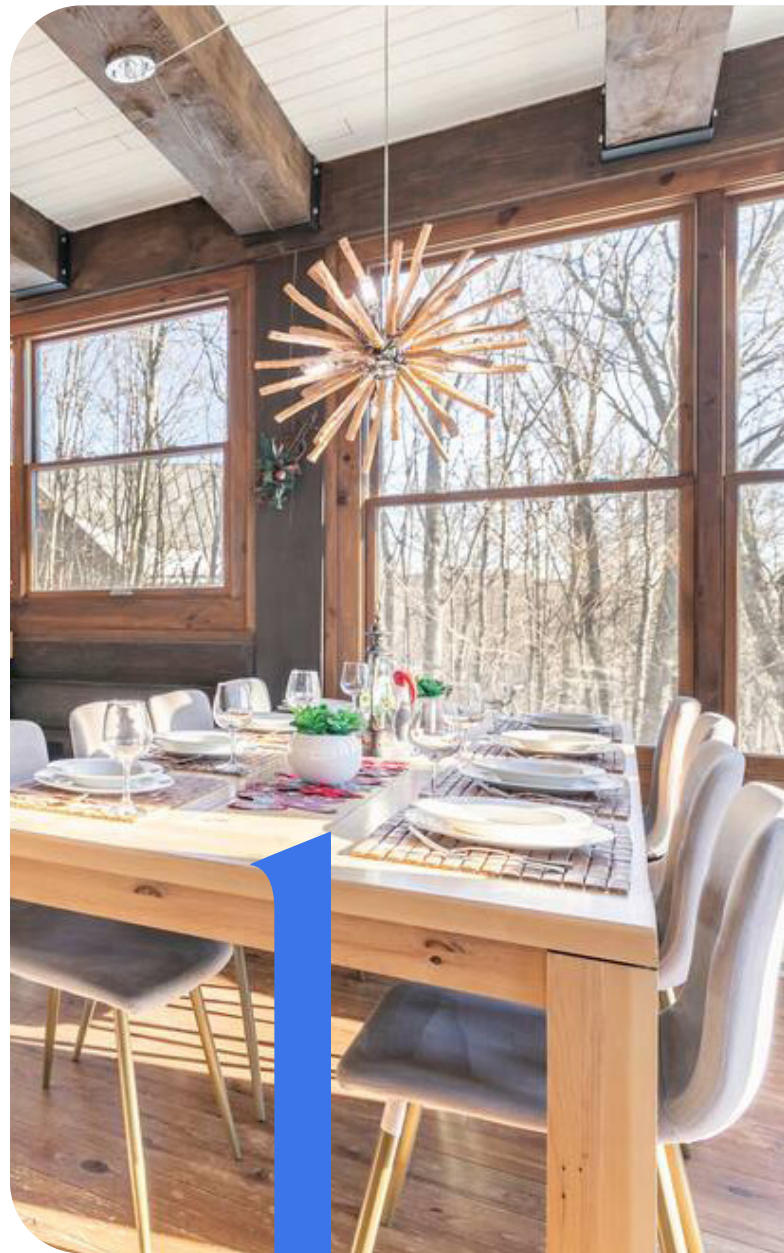
WHY SHOULD YOU CO-HOST  
YOUR VACATION RENTAL WITH  
POSH PROPERTIES?

# TRANSPARENCY IS KEY

Transparency and communication are crucial elements in establishing and maintaining a successful short-term rental co-hosting relationship. Here's why:

**1. Clear expectations:** Transparency ensures that both the property owner and the co-host have a shared understanding of each other's roles, responsibilities, and expectations. By openly discussing and documenting these expectations, it reduces the chances of misunderstandings or conflicts arising later on.

**2. Trust and confidence:** Open and honest communication builds trust between the property owner and the co-host. When both parties feel comfortable expressing their needs, concerns, and feedback, it fosters a stronger working relationship. Trust is essential as the co-host often handles important tasks, including guest communication and property management.





**3. Property information and updates:**

Effective communication ensures that the co-host is well-informed about the property details, such as amenities, rules, and any specific instructions. Property owners should provide comprehensive information about the property upfront and promptly communicate any changes or updates. This helps the co-host accurately represent the property to guests and handle inquiries effectively.

**4. Guest expectations and feedback:**

Transparent communication allows the property owner and co-host to discuss guest expectations and feedback openly. By sharing guest reviews, suggestions, and complaints, both parties can work together to address any issues, improve the guest experience, and make necessary adjustments to the property or services provided.

**5. Financial transparency:** Clear and open communication regarding financial matters is essential in a co-hosting relationship. This includes discussing the revenue split, any fees or charges, and how finances will be managed. Regular financial reporting or updates should be provided to the property owner, ensuring transparency and accountability.

**6. Problem-solving and conflict resolution:**

Open communication is vital when problems or conflicts arise. Promptly discussing issues, listening to each other's perspectives, and

working collaboratively to find solutions can help prevent minor issues from escalating into more significant problems. Regular check-ins and clear channels of communication facilitate a proactive approach to resolving challenges.

**7. Continuous improvement:** Transparency and communication enable ongoing feedback and suggestions for improvement. Property owners should be open to receiving input from the co-host on ways to enhance the property's appeal, increase occupancy rates, or optimize guest experiences. Regular discussions can help identify areas for growth and development.

In summary, transparency and communication are the foundation of a successful short-term rental co-hosting relationship. They establish trust, facilitate effective collaboration, enable problem-solving, and promote continuous improvement. By fostering an environment of open and honest communication, property owners and co-hosts can work together harmoniously, leading to a positive and prosperous co-hosting experience.

WHY SHOULD YOU CO-HOST  
YOUR VACATION RENTAL WITH  
POSH PROPERTIES?

# WE'RE EXPERIENCED SUPERHOSTS

Like we mentioned earlier, we've earned Superhost Status on all our units.

A superhost must maintain a 4.8 out of 5 rating, maintain less than 1% cancellation and must have 90% response rate

What does that mean? Well, Superhosts are essentially that, a really super duper host!

We've earned a great reputation on the platform for having clean units, for being responsible hosts and accommodating our guests the same way we would want to be. We've also earned recognition for having beautifully designed interiors with taste in mind.

In addition to this, we have developed different categories of properties to better accommodate guests and their expectations as well as budgets.



WHY SHOULD YOU CO-HOST  
YOUR VACATION RENTAL WITH  
POSH PROPERTIES?

# THIS IS A REAL BUSINESS FOR US

This is not something we do just for some extra spending money.

We know what it means to own businesses, and this would be treated the same way

– with respect, responsibility and efficiency.

Time is our most precious commodity and it is often overlooked. The time you save by delegating your property management is quality time you gain with your family and more time to find the next great deal.

Note that we are also property owners ourselves and as such, run our operation with the eye of a property owner.

Benefit from our infrastructure, systems, full team team, tech stack, experience and knowledge.





WHY SHOULD YOU CO-HOST  
YOUR VACATION RENTAL WITH  
POSH PROPERTIES?

# HOME MAINTENANCE

Why working with Posh Properties guarantees that the quality of your home stays at the highest levels.

Benefit from a full time cleaning and maintenance team to maintain your home.

By putting your property on the short term market, you'll be guaranteed regular upkeep and maintenance of the home.

A professional cleaning team inspects the house after each guest. We do seasonal major cleaning and upkeeps as well as professional landscaping and snow removal. This guarantees you that the home is always like new.

Why? Well, not just because we care about your home but because it also affects our reputation on the platform.

If we were to leave scuff marks on the wall or not regularly clean the unit, that would also be bad for our business – remember, we make our money by having 5 star reviews. We're invested in making sure your home is in tip top shape at all times.



## Home maintenance includes but is not limited to:

- In-house full-time cleaning team with digitized App. Includes photo/video follow ups.
- 3 sets of premium linens and towels
- Professional laundry and fold
- Pre check-in and post check-out inspections by our in-house property managers
- Digitized check-list, task-list and property, assets and inventory control.
- In house handyman for regular upkeep, maintenance and repairs.
- Preparing property for winter and summer.
- Monthly thorough inspections from in-house contractor
- Seasonal clean
- Landscaping and Gardening
- Snow removal for both driveway and stairways, yards, patios, terraces, stairs
- Pool and jacuzzi upkeep and maintenance

WHY SHOULD YOU CO-HOST  
YOUR VACATION RENTAL WITH  
POSH PROPERTIES?

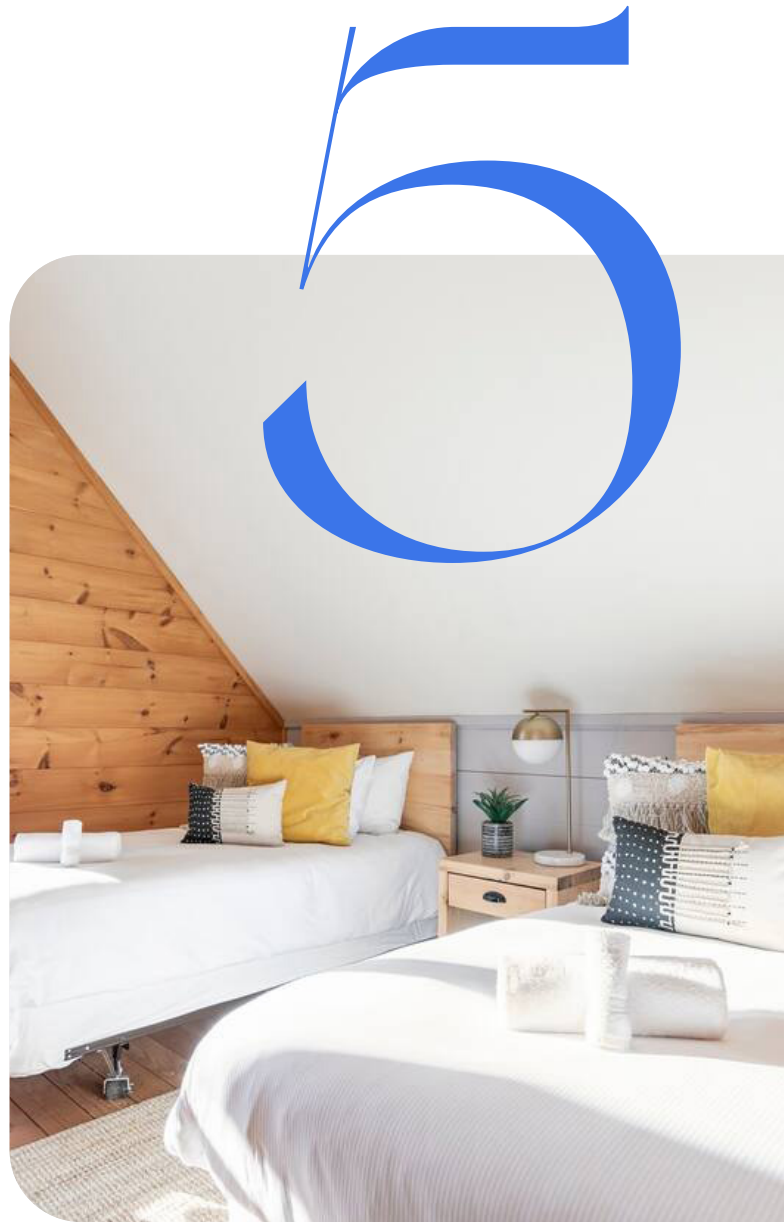
# CONSTANT CASHFLOW

Benefit from the incredible tech stack Posh Properties has in place that generates over ~80% in occupancy and about 39% in ROI. Our pricing software and strategy alone typically increases revenue by 23% year over year.

Additionally, our system also allows our guests to book far in advance and benefit from payment plans, additionally increasing bookings.

Short term rentals generate daily cashflow at 3-4x normal monthly rents.

Sit back and relax, we'll do all the heavy lifting and make sure you maximize your profits each month.



## HISTORICAL AVERAGE RENTAL RETURNS FOR 1-BEDROOM PROPERTIES

Year	Montréal	Toronto	Québec City	Tremblant	Posh Avg.
2020	\$1,425.00	\$2,100.00	\$960.00	\$1,175.00	\$5,000.00
2021	\$1,350.00	\$1,725.00	\$895.00	\$1,450.00	\$4,878.00
2022	\$1,450.00	\$2,100.00	\$1,035.00	\$1,550.00	\$5,333.00

WHY SHOULD YOU CO-HOST  
YOUR VACATION RENTAL WITH  
POSH PROPERTIES?

# REVENUE OPTIMIZATION








Managing a short term property is not a simple task. It includes a great many and to be good at it, you must have procedures, structure, organization, systems and most importantly, you must be able to keep a high level of occupancy at the highest possible rates. This is what we call revenue optimization and we use the following to achieve it:

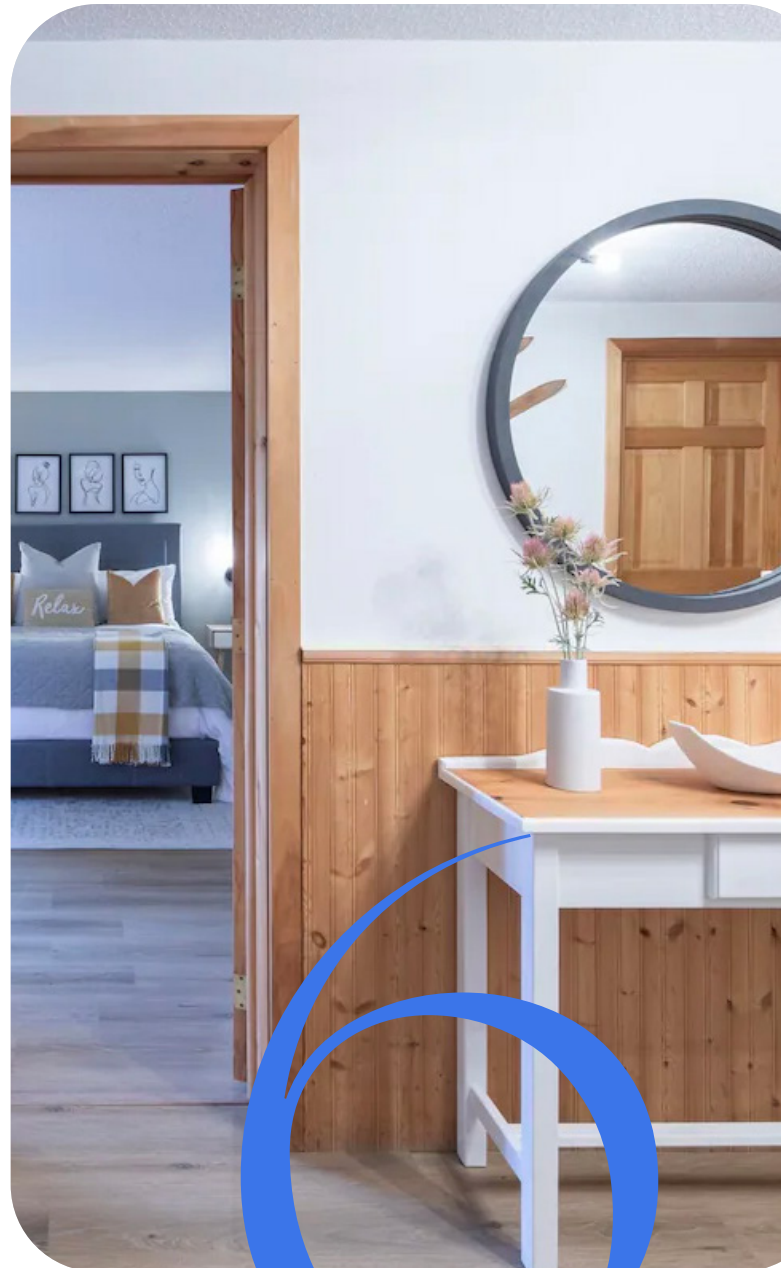
## Platform Distribution

 **airbnb**  **Vrbo**  **Booking.com**

 **Expedia**  **misterb&b**

## Tech Stack

 **enso**  **breezeway**  **Guesty**  
 **SCHLAGE**  **SUPERNOG**  **WYND** 





### Smart and Dynamic Pricing

Posh Properties uses a three prong approach to pricing, AI, Manual Conditions and Minimum Revenue Model.

AI approaches pricing based on general travel demand for a specific area, taking into account time of year, day of the week, special events and holidays.

Manual Conditions are conditions we impose onto the algorithm to ensure that we have a control on bookings. This includes minimum night stay, holiday long weekend minimum stays, maximum rates, minimum rates, discounts for certain times of the year, etc...

The minimum revenue model is an additional condition we put on the Algorithm to guarantee the amount of revenue we generate per given month. The Algorithm will then adjust pricing to attain this number in the best way possible.

### Add-on Fees

Add-on fees add to the bottom line in significant way. Posh Properties manages these add-ons and value add for guests in order to generate more revenue. This includes but is not limited to: Pet Fees, Parking, Linen Fees, Resort Tax (when part of a resort), etc...

### Amenities, Services & Rentals

Posh Properties is now offering additional in-house/on-trip services to increase

the average spend per guest. This includes services like private chefs, babysitters, pet sitters, massage or amenities like baby packages, office packages and rentals like electric scooters, bikes, paddles boards, etc...

An example of the implementation of our tech stack, multiple distribution, pricing modeling and add-ons, Posh Properties increased occupancy to 62% and revenue by 34% during November 2022, historically the lowest producing month of the year.



WHY SHOULD YOU CO-HOST  
YOUR VACATION RENTAL WITH  
POSH PROPERTIES?

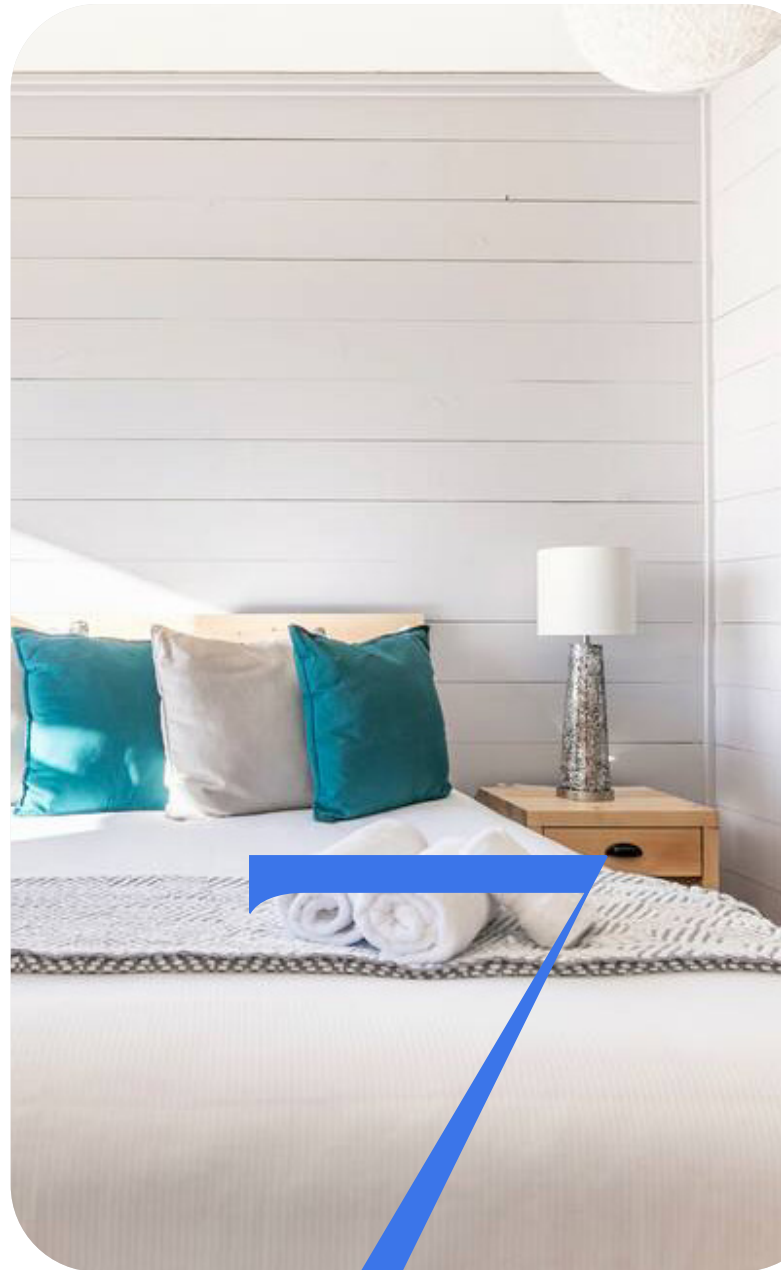
# WE VET OUR GUESTS

We're sure you're wondering about rude guests and noise complaints.

Don't worry, we've thought of that too.

For this reason, we carefully vet out guests and have set certain parameters so we are only accepting guests who we know will treat each home with kindness and respect.

Each property is also equipped with a smart lock system, noise monitoring and smoke monitoring. This allows us, in real time, to know what is happening within the properties while respecting the privacy of our guests.



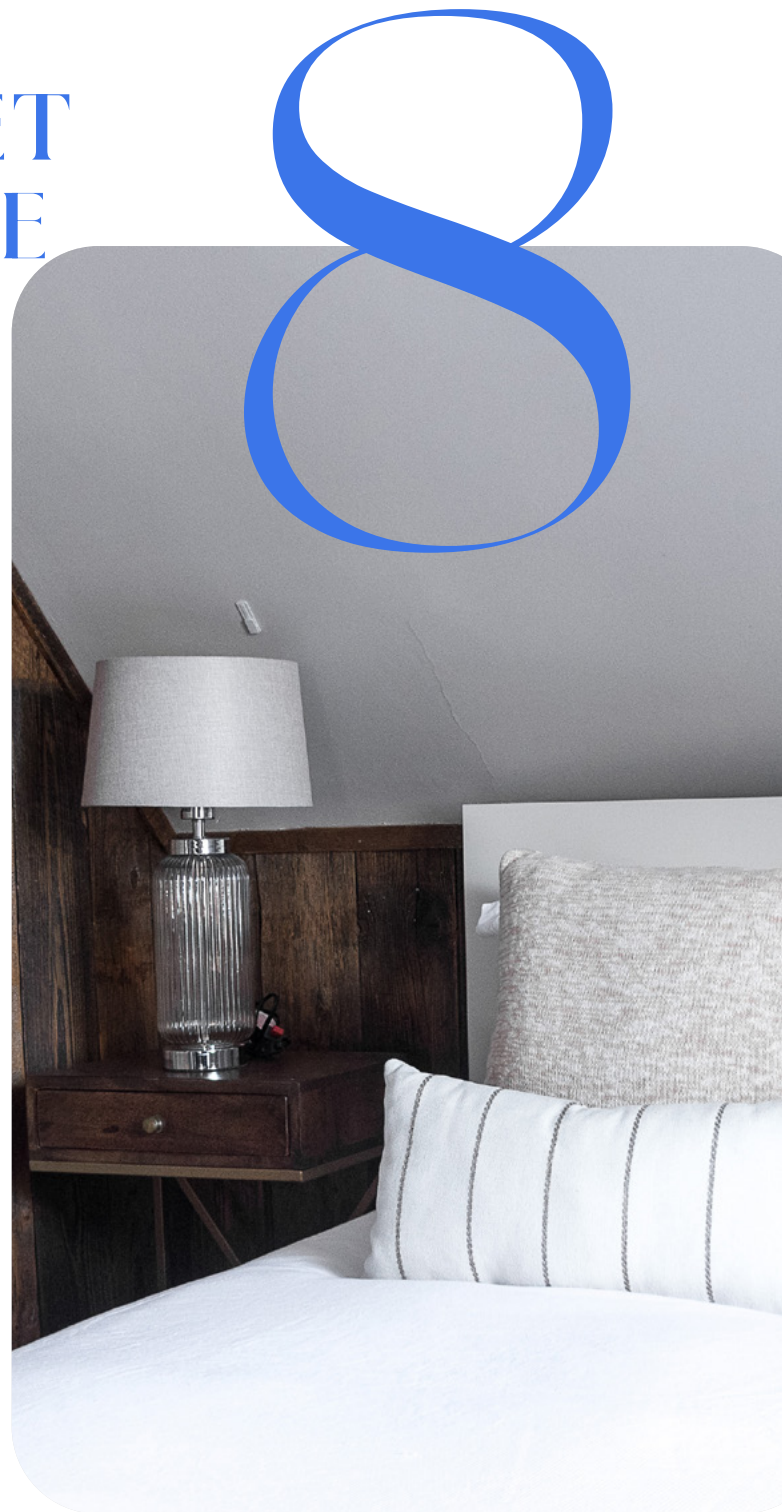
WHY SHOULD YOU CO-HOST  
YOUR VACATION RENTAL WITH  
POSH PROPERTIES?

# BONUS! YOU GET OUR EXPERIENCE AND EXPERTIZE

We do all the work, you reap the profits.

What does this include?

- Online Listing Setup and Optimization
- Property Setup and Optimization
- Photography
- Smart Dynamic Pricing and Calendar Management
- Reservation Management
- Check-in / Check-Out Management
- Property Maintenance
- Cleaning Team Management
- Customer Service
- Accounting, Payment of Bills and Reporting





The advantages of working with Posh Properties include but are not limited to:

- Knowledge of the law to get accredited listings even if not zoned for it
- Knowledge of tax laws, requirements and reporting rules. Collection, reporting and distribution.
- Great relationship with insurance companies for that extra coverage and security
- In-house guest services team
- In-house cleaning team
- In-house property managers
- In-house contractor
- In-house maintenance
- In-house design, decor and renovation services
- In-house marketing team
- In-house content creation (photo and video)
- In-house amenities, toys and electronic rentals
- In-house concierge services for ultimate guest experiences and in-house/on-trip services
- Digitized and tech friendly approach
- Seamless reporting and analytics
- Optimized returns
- Flexibility of partnership arrangements
- Trilingual services (French, English, Spanish)
- Supplier relationships and supplier accountability. We do not let anyone take advantage of you.



- Financial Stability.
- Posh Properties has been profitable since day 1 and all through Covid.
- Posh Properties has taken 3 years to learn the market, to experiment different strategies and services to optimized and streamline operations and profitability prior to expanding
- Posh Properties is currently finalizing a \$5m CAD capital raise.

# THE DEAL STRUCTURE

## MANAGEMENT

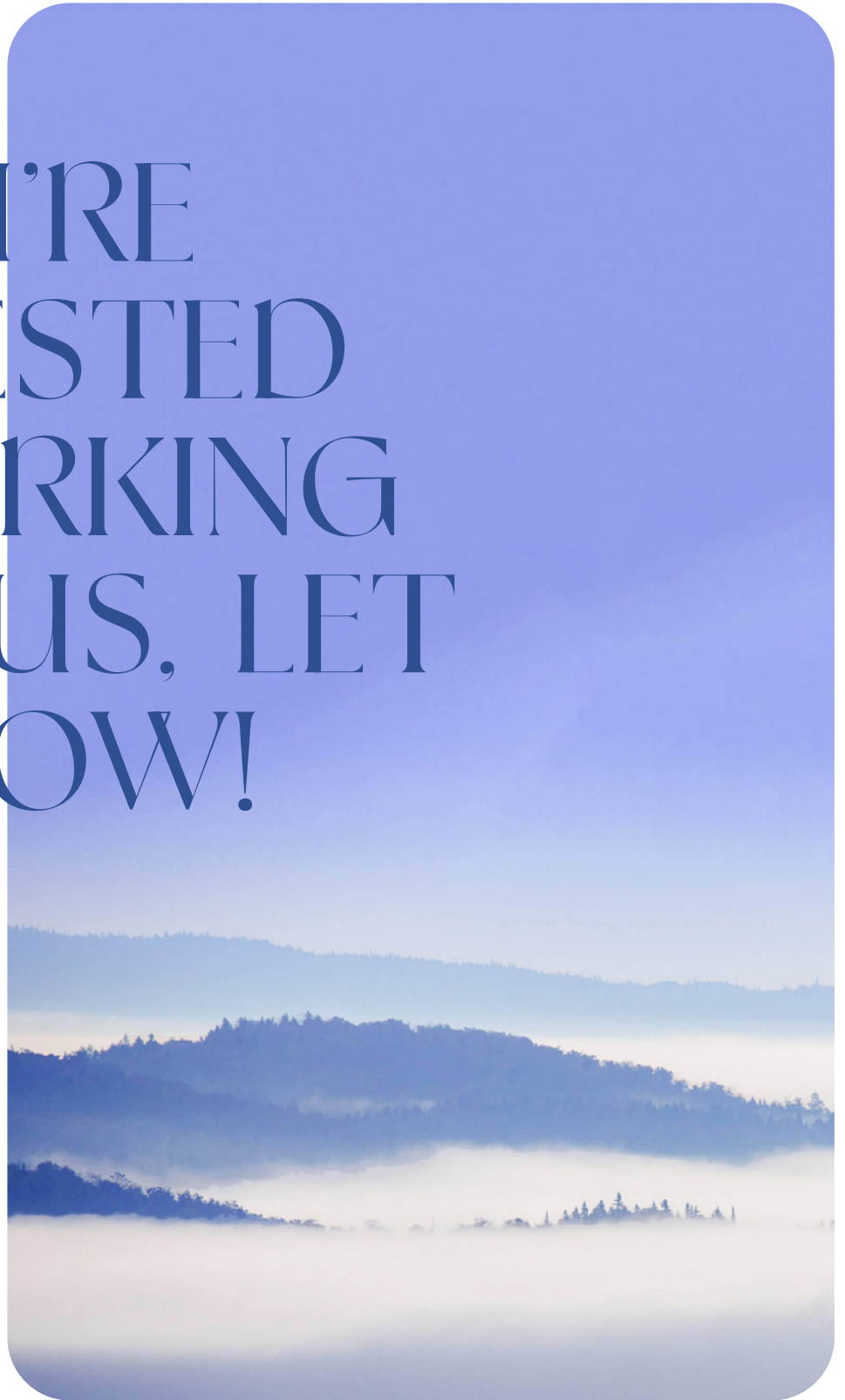
A simple 20% commission on revenue – no setup fees, no monthly fees, no price markups and no double dipping.



ASSUMPTIONS		EXPENSES	
Nights Booked	6	Cleaning Cost	\$ 75.00
Price	\$ 1,200.00	Inspection Cost	\$ 30.00
Cleaning Fee	\$ 150.00	Laundry Cost	-
Linen Fee	\$ 20.00	Add-Ons	\$ 70.00
Pet fee	\$ 90.00	Management Fee	20%
Early Check-In	\$ 35.00		
Late Check-out	\$ 35.00		
Add-ons	\$ 100.00		
PRICE PER PLATFORMS		SUMMARY	
Airbnb	\$ 1,242.00	Net Revenue	\$ 1,630.00
VRBO	\$ 1,260.00	OTA Costs	\$ 12.00
Booking.com	\$ 1,380.00	Direct Expenses	\$ 175.00
Mister BnB	\$ 1,284.00		
Expedia	\$ 1,260.00	<b>REVENUE</b>	<b>\$1,443.00</b>
Hopper	\$ 1,284.00	Management Fee	\$ 288.60
SiteMinder	\$ 1,260.00	Net Profit on Stay	\$1,154.40
Direct	\$ 1,230.00		

\*\*\* THIS IS NET OF TAXES, TAXES ARE ADDED ON BOTH REVENUE AND EXPENSES AND REMITTED ACCORDINGLY

IF YOU'RE  
INTERESTED  
IN WORKING  
WITH US, LET  
US KNOW!



CONTACT

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