



SURE HOME STAYS

SHORT-TERM LEASING

- Long-term lease guaranteed by Sure Home Stays. 12-36 months if requested.
- Rent is paid on time, on the first of the month, hassle free. No more chasing tenants or having tenants run off in the middle of the lease.
- Eliminate turn over & vacancy expenses (Approximate savings of \$1,000-\$2,500 per occurrence)
- High qualified, pre-vetted guests.
- Sure Home Stays has professional managers on the ground in each city incase of an emergency.
- All maintenance issues are addressed immediately.
- Sure Home Stays covers all maintenance costs under \$100.
- Hands off property management, Sure Home Stays will be your best and last tenant.
- Owners enjoy the benefit of discounted stays at any of Sure Home Stays residences.



Low Vacancy

Sure Home Stays Inc. dramatically lowers vacancy and removes turn-over. In most scenarios vacancy is completely eliminated.



Higher Returns

Sure Home Stays Inc. guarantees the lease, and reduces tenant placement costs. The property owner is paid in full each month, hassle free.



Damage Protection

Up to \$1 Million in additional liability Insurance via AirBNB. Pre-vetted qualified tenants. Optional additional damage deposit. Prior positively-reviewed tenants.



Increased Security

Technology allows Sure Home Stays to:
Monitor foot traffic at entrances;
Monitor decibel levels within the property;
Track WIFI connections;
View exterior cameras;
and more. (All optional)

Operating in the hospitality business, we have to maintain a high standard of expectations. When potential guests visit our listings online, they view the quality photos of our suites, cleanliness and amenities. Guests are expecting that exact same product upon arrival thus the advertised look must be maintained at all times. When property owners decide to check on their suites between bookings, they will walk into a showroom-ready suite 24/7. With each turnover our cleaning staff polishes the suite to showroom-ready appearance. Aside from cleaning, all mechanical items are checked and remedied where necessary: leaking taps, proper running of HVAC units, electrical switches and squeaking door hinges. A traditional renter will not maintain a unit anywhere near to these standards as they have not to meet any expectations.

SureHomeStays.com

RISK MITIGATION

Sure Home Stays is completely committed to strict compliance with all government regulations, condo association bylaws, and dealing only with owners who agree to allow their property be sublet as a short-term rental. We realize it is vital to the sustainability of the entire business model to ensure complete compliance with all regulations and bylaws.

1. **Government Regulations** - In the new and quickly developing sharing economy, government regulations are changing all the time. The number one criteria in picking the cities we operate in, is to have government regulations that are favourable to our model.
2. **Security** - Another common question for short-term rentals is, how do we manage the security of the property. With the help of technology, units can be equipped with keyless entry codes that change automatically per stay, foot traffic monitors at the door, decibel level monitors inside the home that send notifications to us when noise levels are hitting certain predetermined levels for sustained periods of time. WiFi device monitors and interior climate and light controls to manage energy efficiency.
3. **Property Damage** - A common misconception is of higher property damage for short-term rentals. In reality due to the nature of the short-term stays, post stay reviews, credit cards on file, damage deposits, quality of guest profile, there is actually less damage then on many traditional rental properties. As a further safety net there is also an additional \$1 million in insurance provided by the booking platform in cases where tenants do cause damage.
4. **Condo Association Bylaws** - Operating in a condo building has many benefits such as amenities and 24/7 maintenance available. However, some associations have bylaws preventing the operation of short-term leases, we only operate in buildings that allow short-term rentals.
5. **Owners acknowledging Short-term leases** - Every lease has a clause about subletting. We ensure every owner has initialed this clause and we add an addendum to every lease where the owner acknowledges in writing our permission to operate the unit as a short-term rental.
6. **Negative Reviews** - In the sharing platforms, both the guests and owners are mutually reviewed. Guests with previous negative reviews are not accepted.
7. **Party Prevention Practices**
 - a. Minimum 2 night bookings.
 - b. Damage Deposit required.
 - c. No bookings from locals.
 - d. Strong zero party tolerance policy communicated prior to stay.
 - e. Guests must have 1 positive review from previous hosts .

From our experience, allowing no booking shorter than 2 days plays a major role in preventing parties. Informing guests prior and post booking that we have a zero party tolerance, occupancy and noise levels will be monitored, and when exceed for periods of time, the guests will be removed by police or private security. Occupancy and noise is monitored via optional technology such as Smart Locks and Decibel Level Monitors.

(Airbnb) "We have had over 400 million global guest arrivals on our platform, last year alone we had over 49 million trips, we call a significant property claim, anything over \$1,000. The occurrence of a damage claim reported was .004%. Which means, you would need to host every single day for 63 years before you have a problem."

- Alexandra Dagg, Director Public Policy (Airbnb), Calgary Counselors, Short-Term Hearing.

pub-calgary.escribemeetings.com



REFERENCES

Property owners and managers who love working with us.

Jeff Murray - Saint John, NB (3 Locations)

(506) 977-3113

jeff@canadahomesforrent.ca

Sharon Michaloski - Winnipeg, MB. (2 Locations)

(204) 799-6793

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CorryAnn Struik - Calgary, AB (1 Location)

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Mike Schatkoske - Saint John, NB (1 Location)

(587) 433-9942

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Andrew Bruce - Halifax, NS (2 Locations)

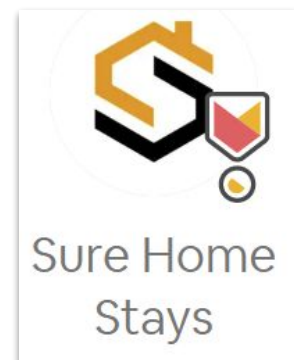
(902) 223-2797

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Brock Rogerson - Saint John, NB (4 Locations)

(310) 977-5125

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 Superhost

 Verified

