

ATLANTIS REALTY
MANAGEMENT AND INVESTMENTS

Commission

Flexible variable commission structure:



20%

of effective income
for stays up to 180
days.



15%

of effective income
for stays from 181 to
364 days.



10%


of effective income
for stays of more
than 364 days.



Commission and Net Profit - Example Booking

Booking Breakdown


 Base rent = \$100 x 2 nights = \$200


 Cleaning charge = \$75

 Taxes = \$19.20 (remitted to county/state)

 **Total paid by guest: \$279.20**

Net Profit Calculation

 Commission = $(\$200) * .20 = \40

 Gross income after commission =
 $\$210 - \$42 = \$168$

 Taxes Remitted: \$19.20



Cleaning charge gets paid to 'Superhost Cleaners'
Other expenses like utilities and amenities would be deducted to get Net Profit.

Included services

Property listing assistance

- ❖ Guest acquisition, filtering, management on platforms like:



- ❖ Home maintenance



Access to our affordable Cleaning Company



Network of repairmen, lawn maintenance/landscaping network



Stock management

- ❖ Short-term tax filings (State & County)



Short-term tax filings (State & County)

- ❖ Dynamic pricing management



Dynamic pricing management



Exterior camera & monthly subscription (monitor guests/cleaners)

Dynamic pricing

We carefully monitor prices by tweaking our dynamic pricing software to get the best nightly rates.

Just our careful monitoring of prices can compensate for most of the management cost relative to managers that price a fixed nightly rate!

Minimum 109 **Base** 141 **Maximum**

Help me choose a base price

Save & Refresh Sync Now

Customizations
Personalize your pricing recommendations

Least Nightly Prices
20% discount within 5 days (Gradual)

Orphan Day Prices
Default

Min Stay Update
ACTIVE MINSTAY PROFILE : Default Min Stay Profile
Starfruit :
Fixed Weekday: 1 night Weekend: 2 nights
Orphan Gaps :
Weekday: 1 nights Weekend: 1 nights for gaps between 2 and 6 nights

Min Weekend Price

February 2023

SUN	MON	TUE	WED	THU	FRI	SAT
			£ 122	£ 142	£ 192	£ 191
£ 161	£ 199	£ 199	£ 149	£ 166	£ 192	£ 239
£ 186	£ 155	£ 172	£ 164	£ 180	£ 204	£ 307
£ 260	£ 221	£ 212	£ 212	£ 245	£ 278	£ 304
£ 213	£ 211	£ 190	£ 76	£ 190	£ 214	£ 235
£ 208	£ 240	£ 226	£ 201	£ 201	£ 242	£ 238

Listing Health
7 day 30 day 60 day
100% 99% 78%

Sync Prices
Last Synced: 21 hours ago | Last Refreshed: 21 hours ago

Date Overrides [View](#)

Base Price History [View](#)

Notes

Unavailable High Demand Good Demand Normal Demand Low Demand 15-night

Smart Guest Info Sheets

Smart Guest Info Sheets



One laminated sheet with essential details (always up to date)



QR code links to editable website for additional info
Eliminates print clutter & outdated documents



WIFI



NETWORK ID
Ginger Home
PASSWORD
BreadAndSaltInn

CHECK-OUT

10 AM

CONTACT

PEDRO MACHIN

PHONE
321-837-9721

EMAIL
pmachin@gmail.com

WEBSITE
atlantiarealty.rentals

Troubleshooting

- If internet is down, unplug router and modem, wait a minute, plug back in and wait 15 minutes
- The TV has Netflix, Disney+, Hulu and HBO Max subscriptions. Do not log out of these subscriptions. Other free streaming options include Live TV, Roku Channel, or Pluto TV
- If the TV is on but shows 'No Input', slowly cycle the input channels pressing the 'source/input' button until Roku TV home screen is displayed

Instructions

- Discard any opened or perishable food
- Clean dishes
- Though not expected, staff would appreciate the wash being started before check-out
- Had a good time? Please leave a 5-star review!

More details

For house rules and places of interest, scan QR code with your phone's camera.



Booking again?

Save up to 50% by booking with us. Call or visit our site to book.

We can also help you buy your ideal home or provide mid to long term rental options.



Image Attachments

Image attachments adds a personalized touch at every stage of reservation and help add visual information for specific types of questions (such as how to access an emergency key).

YOUR HOSTS

Pedro and Laura

321.837.9721
pmachin@gmail.com

EMERGENCY

Dial 911
Police 321.725.7224

THE OWNERS

Josh and EmilyAnne



Welcome

Welcome to Curly's Cottage! We are so happy you chose to come and relax in 'Mayberry'. We love it here. Take time to relax, enjoy your surrounding, play some outdoor games and unplug.

Growing up in Arkansas, we met after college and have experienced a lot together. We have lived and visited all over the world but have spent the last five years in this gem of a town. This is our granny flat, so our house is nearby. We would love to get to know you, help you out, or answer any questions you have.

If you need anything please do not hesitate to let Pedro and Laura know.

Getting Here

Hall Road in Melbourne Village does not come up on some GPS so here are some pointers to help find it. When you turn onto Dayton from either entrance of Melbourne Village, you are looking for a dirt road with a sign that says historical Hester Wagner. If you get to the next stop sign, you have missed your turn.

Also, be aware of your speed, the speed limit is 20 and our cops hand out tickets.

6231 Hall Road
Melbourne Village, FL 32904



DAY TRIPS



Disney is around 1.5 hours away. There is a lot to do there besides Disney.



St. Augustine is one of our favorite little towns to go and explore. There is a lot of history, the food is amazing, and if it is Christmas time the display is actually rated as one of the top ten in the world by National Geographic



Spring training. Love baseball? The Grapefruit League is all around 1.5-3 hours away. You can actually catch two in one day and be back to Curly's Cottage to sleep.



I'm so glad you're here

We have spent a lot of time getting this cottage ready to host you. Do you like a good before and after montage?

Find us on Instagram @curlscottage there are some crazy photos and reels to show you how far this house has come.

Also on Instagram, we have suggestions of things to do, places to eat, and local business to check out.

Need specific suggestions? Please do not hesitate to ask Pedro & Laura, they will do their best to find out!

Restaurants

There are many great places to go in Brevard County here are some of our favorites



1

Fancy Food

Want to go fancy and have a great view of the river? The Melby would be my first place to recommend. It is a rooftop restaurant that really gives you a city feel in a small town atmosphere.

Want a more secluded upscale restaurant with good views? The Yellow Dog is great and lunch is very affordable. Emeril has done a show there!

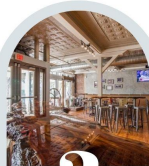


2

Relaxed

Want a picnic with great seafood? Seafood station is our go to! We order a family pack and then go to the beach, to a nearby park, or just bring back home. The original is an old gas station and only has outdoor seating it really close to us on US 1.

Have a hankering for a good old-fashion burger? Burger inn is hands down our favorite. Try the Elvis burger, a burger with peanut butter. Sounds horrible but actually is very good. They have some amazing burgers and the atmosphere is an old fashion burger drive in.



3

Fun Options

Want a fun outdoor family-friendly brewery? Try Intercoastal! Live music, games, picnic tables, food truck, great beer! Want an indoor brewery? Like to run with groups? Try Hell n Blazes! They offer a group run once a week (check the day) with a free beer at the finish line.

Want a more casual rooftop option? Pineapples has great food and the roof has a great view. Try the Poke bowl! Want to sit with your feet in the sand? Squid lips and Captain Hiram's are great options. Both have a sand bar, decent food/river views.

Breakfast? Backwater is a fun local spot. They have great food and tables with a griddle in the middle of the table. Get the flavor of the month and try it out. You can also get a color pack and just have fun making colored pancakes.



Thank you!

We hope you enjoyed your stay and would consider leaving a review to help spread the word about our little cottage getaway. If there was anything we can do to improve please tell us, if there was anything you loved please share with your friends.

Follow us on Instagram @curlscottage tag your photos with #curlscottage we would love to see and share your pictures.

Personalized Guest Gift Baskets



Reply Time

Replies to guest questions within moments:



Kelly 9:09 AM

Hi! Craig and I will be staying here for my birthday weekend. We haven't seen each other in three months due to his work out of town, so we are going to enjoy the solitude.



Request received · 2 guests, Sep 16 - Sep 18



Request accepted · 2 guests, Sep 16 - Sep 18



Pedro & Laura 9:10 AM

Hi Kelly,

We are honored that you chose us for your stay!

Check-in Instructions:



Daniel 9:26 AM

Hi, thank you! Where is the outside container? I can't find it



Pedro & Laura 9:26 AM

Please take out all the trash and recycling to the bins located behind the backyard gate in the alleyway. The bins should be left in the alleyway at all times. The yellow one is for recycling.



Daniel 9:31 AM






I see it now, thank you!



Pedro & Laura 9:31 AM

You got it!

Great customer service increases margins

-  Excellent customer service
-  Positive reviews
-  Repeat business
-  Reduced third-party reliance
-  Increased margins



D'Andre - August 2022

The location is great, the condo is within walking distance of many shops, restaurants, bars and the beach. The check in process was very straight forward and the place was extremely clean and decorated nicely. Pedro & Laura were amazing hosts, they were extremely helpful and responsive. I would recommend this place to anyone looking to stay in Melbourne Beach, you won't regret it.




Christopher - September 2022

I travel 60-70 times a year for business. I normally stay in hotels. However, this trip was for a personal medical reason. The house was just renovated I think this past year. So everything was super new and clean. The decor was clean, beautiful, and bright. Pedro was extremely on top of everything and would send me tips and updates. He was also prompt to reply if I needed anything. I will certainly rent from this place again. Thanks SO much!!!!

Follow up email after every booking

Marketing email sent to non-Airbnb guests prompting them to book privately:

Save money on future stays in the Space Coast Σ Inbox

 **Personal Email** <pmachin@gmail.com>
to jeffreykidwell6, me ▾

Save up to 20% by booking with us for future bookings on any of our listings
Call Pedro at 321-837-9721 or visit our site at atlantisrealty.rentals to make your reservation.

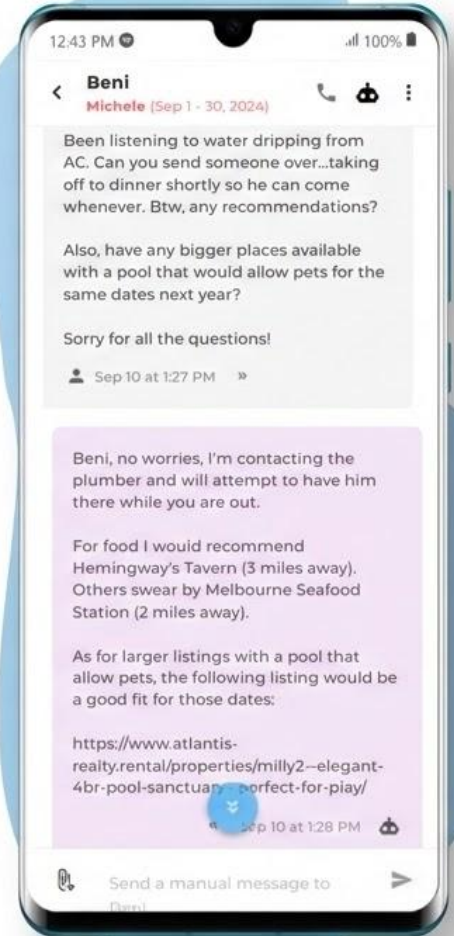
We can also help you buy your ideal home or provide mid to long term rental options.

Warm regards,
Pedro and Laura

In-house STR Management System

In-House Property Management System
(Developed by Pedro & Team)

-  Automated guest support & reservation changes
-  Centralized guest code management
-  Multi-platform integration
-  Guest risk detection + built-in blacklist
-  Cleaner & trades coordination
-  Promotes direct/private bookings
-  Streamlines overall operations



Reservation Management

Built in multicalendar instantly generate quotes and easily create or modify bookings with the market's most user-friendly booking platform.



- Conversations 4
- Calendar
- Auto Reply
- Smart Lock
- Listing Details
- Contacts
- External Calendars
- Guests Profile
- Channel Manager
- Guesty Integration
- OwnerRez
- Settings
- Help

Search first and/or last name

- Keegan King** Yesterday
So glad to have you back, w...
Oct 20 - 24
- Malik Schneider** Yesterday
Great to hear, the home is c...
Aug 30 - Sep 1
- Jamir Wallace** Yesterday
Reply not needed (details b...
Oct 20 - 22
- Jireh Clements** Yesterday
Congratulations on your ne...
Aug 19 - 28
- Hugh Lawrence** Yesterday
5 min AI pause due to Host ...
Aug 26 - 30
- Siena Li** Yesterday
Address: 1841 Island Club Dri...
Sep 26 - 28
- Cain Underwood** Yesterday
I'm so glad to hear you're lo...
Sep 11 - 18
- Lilah Pierce** Yesterday
So glad to hear, thank you f...
Aug 15 - 31
- Jonah Blackwell** Yesterday
Reply not needed (details b...
Aug 29 - Sep 1
- Issac Torres** Yesterday
Reply not needed (details b...
Aug 29 - 31
- Anaya Pham** Yesterday
So happy to hear! If you hav...
Jan 5 - Apr 5, 2026
- Teresa Corona** Yesterday

Jonah

BC138 (Aug 29 - Sep 1)

Good evening. We have been here twice before with our dog Scout. He is a fully vaccinated friendly lab Shepard mix. we love your location for vicinity to the Canova dog beach. Scout will not be left alone in the unit. would be me, my wife, my 2 yo daughter and dog for 8/29-9/1. can we have approval for our dog so I can book the reservation? thank you.

Sun at 8:51 PM

So glad you're coming back, we love Scout! 😊

Can you confirm his exact breed and approximate weight? You wrote "lab Shepard mix", do you mean a Labrador/German Shepherd mix? German Shepherds are on our prohibited list, so I need that detail before I can approve your dog for booking.

Claire

Sun at 8:52 PM

He is black lab. Just around 100lbs. Same dog as prior 2 occasions.

Sun at 8:58 PM

Scout is approved, a black Labrador at ~100 lb is allowed 😊. Pet fee is \$20/pet/night → \$20 × 1 dog × 3 nights = \$60. That fee will be added to the total when you select 1 pet at booking. Go ahead and book when ready. Claire

Sun at 8:59 PM

Status changed from INQUIRY to ACCEPTED

Sun at 9:01 PM






Address: 650 Island Club Court #138, Melbourne, FL 32903, US
Check-in: Anytime after 3PM on Aug 29.

Check-in is anytime after 3PM.

Send a manual message to Jonah

In-House Cleaning



-  Cost savings for owners
-  Hourly cleanings for extended stays
-  Supervisor-led cleanliness inspections
-  Stocking & recurring maintenance
-  Professional staging for listings



Landscaping

Our affordable full-time landscaper cycles through all properties on a monthly basis. Below is a before and after yard of a recently onboarded client:

BEFORE

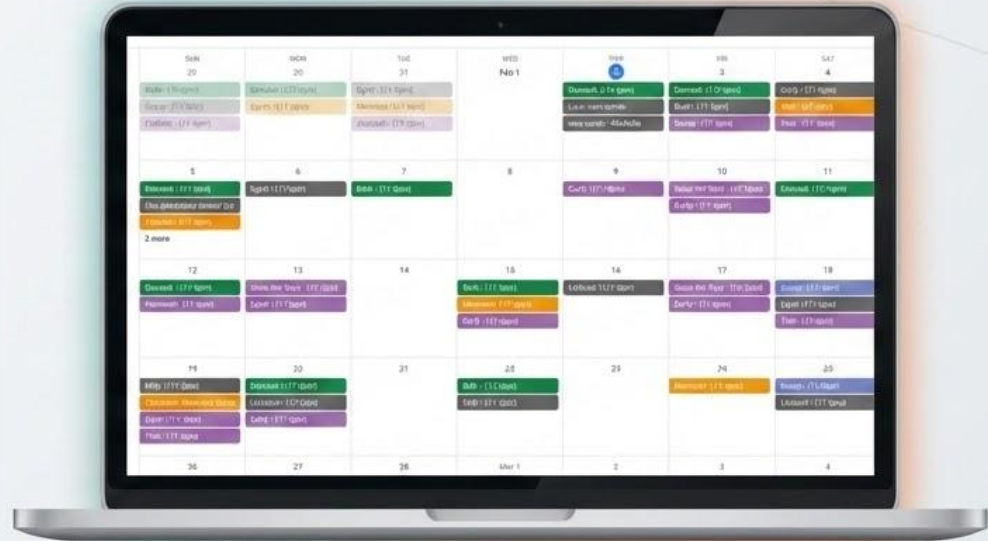


AFTER






Shared Cleaning Calendars

-  Global cleaning calendar managed by cleaning
-  Coordinator re-assigns properties to cleaners as needed
-  Individual cleaning calendars for each cleaner
-  Minimize oversights



Credit Card Processing

Payment & Payout Flexibility

-  Act as merchant of record (non-Airbnb)
-  Full control of charges & refunds
-  Reduce fees via checks/bank transfers



Beds24 Subaccount

Depending on the desired level of visibility, we offer two subaccount options for owners:



1. Booking Calendar View

Simple view displaying only booking dates and availability.

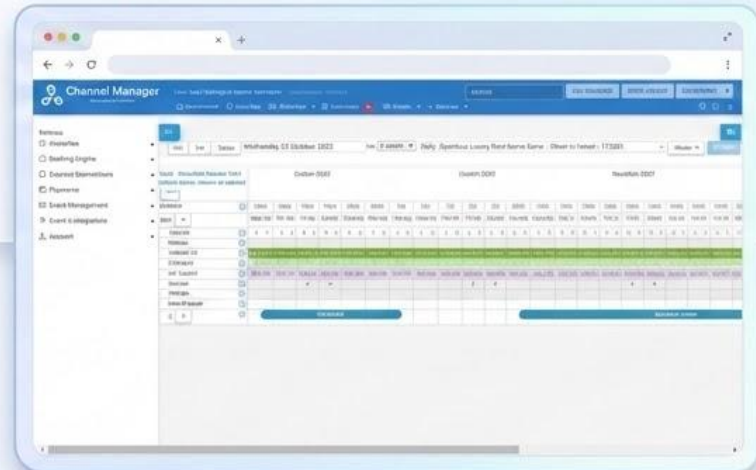


Booking Calendar



2. Channel Manager Account

Comprehensive view showing all booking details, guest info, and channel synchronization.



Channel Manager

SHARED GOOGLE DOCS FOLDER

All listing information centrally managed and accessible.



Owner Financial Statement

Monthly Financial Reporting

- ❖ Monthly overview PDF + detailed spreadsheet
- ❖ Bank transactions auto-imported
- ❖ Tables categorize into:
 -  Income
 -  Cleaning costs
 -  Other expenses
 -  Taxes
 -  Commissions

ATLANTIS REALTY MANAGEMENT AND INVESTMENTS MONTHLY FINANCIAL REPORT	
Period:	
Property:	
OWNER SUMMARY	
Gross Income	
	\$3,196.90
Total Expenses (Cleanings + Taxes + Commission + Other Expenses + Mgmt Fee)	
	\$1,270.60
Owner Profit (Gross Income – Total Expenses)	
	\$1,926.30
Income less Cleanings & Taxes	
	\$2,542.84
Manager Payont Commission [(Income – (Cleanings + Taxes)) * 0.20] + VRBO Commission Refund	
	\$548.12
Taxable Income	
	\$659.75

Summary 1/3

Expense Reduction



Flexible commission structure



Lower costs with in-house cleaning & maintenance network

Income Maximization



Dynamic pricing for revenue & occupancy










Follow-up emails drive direct bookings





Prompt 5-star review responses boost ratings & allow higher rates

Summary 2/3

Quality Control & Guest Satisfaction






-  Guest screening for red flags
-  Cameras monitor for property issues
-  Cleaning coordinator inspections
-  Rapid response to inquiries
-  Issues routed directly to cleaners/contractors
-  Personalized touches (snacks, info images)
-  Laminated info sheet + QR code for updates

-  Issues routed directly to cleaners/contractors
-  Personalized touches (snacks, info images)






Summary 3/3

Owner Visibility

-  Shared documents via Google Drive
-  Monthly financial statements
-  Google calendar for booking visibility
-  View-only bank account access
-  Optional sub-account for PMS access

Other Benefits

-  Smart lock integration (dynamic codes)
-  Credit card payment scheduling & escrow
-  Expanded lead generation (e.g., corporate housing)

