



LAS
CATALINAS
COLLECTION

A scenic view of a residential neighborhood with multi-story houses. The houses have red-tiled roofs and are surrounded by lush greenery. A prominent blue house is visible in the background. The foreground is filled with dense, leafy plants. The text "PROPERTY MANAGEMENT & RENTAL PROGRAM SERVICES" is overlaid in the center.

PROPERTY MANAGEMENT & RENTAL PROGRAM SERVICES

PROPERTY MANAGEMENT

Las Catalinas Collection provides a comprehensive Property Management Program designed to streamline the care of your property. This program encompasses all aspects of maintenance, gardening, pool services, and housekeeping, all expertly managed by a dedicated house manager. This allows homeowners to enjoy peace of mind, knowing that every detail of their home is meticulously maintained and managed on their behalf.



HOUSE MANAGERS





As your house managers, we are your primary point of contact for everything related to the management of your home. We provide unparalleled service and reassurance, taking care of every detail so you don't have to. Your investment deserves nothing less than top-notch maintenance and attention

Here's how our house managers elevate your property experience:

EXPERT GUIDANCE

Drawing from extensive knowledge and experience, we offer tailored advice on products and services that best meet your property's unique needs. We guide you through the best options to enhance your home, ensuring every decision adds value and comfort.

CONSTANT SUPERVISION

Through regular inspections, we proactively identify and address any issues, keeping your property in pristine condition and preventing small problems from becoming costly repairs.





PROCUREMENT AND RECEIPT OF ITEMS

We handle the purchase and receipt of all items for your home, from essentials to luxury. Every detail is carefully managed to ensure everything is exactly as you envision.

OVERSIGHT OF SERVICES

We supervise all housekeeping, maintenance, gardening, and pool services, ensuring that every aspect of your property is impeccably maintained.

EMERGENCY RESPONSE

In any emergency, we respond quickly and efficiently, protecting your property with minimal disruption. Your peace of mind is our top priority, knowing your home is safe and secure.

ACCESS AND SECURITY

We manage property access with top-level security, supervising contractors and monitoring your home to ensure it stays secure at all times.

SPECIAL REQUEST AND ASSISTANCE

During your stay, we're here to handle special requests, ensuring a seamless and enjoyable experience. Whether arranging a last-minute dinner or setting up an event, we go above and beyond to meet your needs.

PERFORMANCE MONITORING

We closely monitor your property's performance in our rental program to maximize your income and ensure a lucrative, hassle-free investment.



HOUSE MANAGER MONTHLY SERVICE

Assessment	Monthly Price
Per Assessment Value	\$800





LANDSCAPING MONTHLY PACKAGE

Our garden maintenance package ensures your garden thrives in northern Guanacaste's unique climate.

With the town's most experienced team, we provide expert care, tailored recommendations, and replace any compromised plants**, keeping your garden vibrant and beautiful year-round.

*The package includes one weekly visit

**Any compromised plants will be replaced as long as only our personnel have handled them





LANDSCAPING MONTHLY PACKAGE PRICING

	Size in square meters	Price
Small	From 0 - 5.9 m2	\$70 per month
Medium	From 6 to 14.9 sq. m2	\$160 per month
Large	From 15 to 29.9 sq. m2	\$240 per month
Extra Large	+ 30 sq. m2	Personalized Quote

A photograph of a modern outdoor swimming pool in a tropical setting. The pool is rectangular with a dark blue tile interior and is surrounded by a light-colored stone deck. In the background, there are four lounge chairs with white cushions and a small table. The pool is flanked by lush greenery, including palm trees and various shrubs. A white building with a curved wall and a small arched doorway is visible in the background. The text "POOL MONTHLY PACKAGE" is overlaid in white capital letters across the center of the pool.

POOL MONTHLY PACKAGE



Our pool cleaning package ensures your favorite relaxation spot remains pristine. In addition to expert pool care, this service includes fountain maintenance (if existing) and annual preventive pump maintenance**.

Upon check-in, we guarantee your pool will be free of dust and leaves, providing you with a clean and inviting oasis.

* Two times per week visit

** Spare parts not included

POOL MONTHLY PACKAGE PRICING

	Size in square meters	Price
Small	From 0 - 9.9 m2	\$155 per month
Medium	From 10 to 19.9 m2	\$230 per month
Intermediate	From 20 to 29.9 m2	\$330 per month
Large	From 30 to 49.9 m2	\$430 per month
Extra Large	+ 30 sq. ft. m2	Personalized Quote



HOUSEKEEPING MONTHLY PACKAGES



BASIC HOUSEKEEPING	DAILY HOUSEKEEPING	SIGNATURE HOUSEMOM
<p data-bbox="186 377 1099 1099">The Basic Housekeeping Service offers once-weekly cleaning to maintain your home's tidiness and cleanliness. This includes sweeping, mopping, trash removal, bathroom and window cleaning, linen changes (during occupancy), and kitchen upkeep. Basic supplies are included. The service can be contracted monthly or à la carte, with pricing based per assessment. Additional cleaning needs can be quoted separately.</p> <p data-bbox="186 1187 1099 1572">For homes in Las Catalinas Collection Rental Program, a weekly clean is required. When the home is rented, guests cover the cleaning cost for their stay. Guests may also book extra cleanings at their own expense.</p>	<p data-bbox="1202 377 2145 892">The Daily Housekeeping Service includes basic cleaning and additional services like detailed cleaning on vacant days, a supervisor inspection, and one complimentary deep cleaning per year. Available 22 days per month, this service ensures a thoroughly clean and tidy residence.</p> <p data-bbox="1202 981 2145 1230">For homes in Las Catalinas Collection Rental Program, any occupied days beyond the included 22 will be covered by Las Catalinas Collection.</p> <p data-bbox="1202 1318 2145 1568">Owners staying in their residence can customize housekeeping tasks during their assigned cleaning hours to suit their specific needs.</p>	<p data-bbox="2252 377 3195 1099">The Housemom Service is a signature offering that includes all the tasks of the Daily Housekeeping Service, plus breakfast and mid-day snacks for up to 10 lodgers, available 22 days per month (ingredients not included). The Housemom is dedicated to your residence with a set schedule from 8:00 am to 4:30 pm, and the service includes two complimentary deep cleanings per year.</p> <p data-bbox="2252 1187 3195 1437">For homes in Las Catalinas Collection Rental Program, any occupied days beyond the included 22 will be covered by Las Catalinas Collection.</p>

DEDICATED HOUSEMOM

Our Housemom signature service offers exceptional care. Your home will be impeccably clean and organized, with personalized touches like a local breakfast featuring the famous "Gallo Pinto". More than just a service, Housemoms provide a warm, family-like experience, connecting you with local culture and enhancing your stay in Las Catalinas.

Imagine returning from a long bike ride or a day at the beach to freshly made guacamole, tortilla chips, a sliced fruit plate, and a refreshing mint lemonade—all thanks to your Housemom.







Our packages provide tailored care for your home, covering absences like disabilities, leaves, vacations, and days off at no extra cost.

We handle all hiring, transportation, and food responsibilities while ensuring our staff receives continuous training for top-notch service. With us, legalities are fully managed, offering you a worry-free and exceptional service experience.

HOUSEKEEPING MONTHLY PACKAGE PRICING

Basic Housekeeping	\$140 per assessment, per service
Daily Housekeeping	\$1,400 per assessment, per month
Signature Housemom	\$2,300 per month



A close-up photograph of a person's hands cleaning a white air conditioner. The person is holding a rectangular, white mesh filter with a blue frame. The filter is being held up to a white air conditioning unit. The unit has a blue frame and a white mesh filter. The person's hands are visible, and they are wearing a white shirt. The background is a plain, light-colored wall.

MAINTENANCE PACKAGE



Leave your property in expert hands with our comprehensive maintenance package the top choice for ensuring your investment's perfect upkeep. Our service covers all essential areas of care, ensuring your property remains in top condition for years to come.

From basic tasks like changing a lightbulb to including your home in our full maintenance package, we handle it all, guaranteeing your home stays in impeccable order.

MAINTENANCE SERVICE PACKAGE INCLUSIONS	FREQUENCY
Preventive Maintenance Air Conditioning	Quarterly
Appliance Preventive Maintenance	Quarterly
Inspection Tour	Quarterly
Fumigation	Quarterly
Grease Trap Cleaning	Quarterly
Minor Jobs (material is charged)	Monthly
Checking the House's Electrical Panel	Quarterly
Salto Key Maintenance	Biannual
Fire Extinguisher Refill	Annual

MAINTENANCE MONTHLY PACKAGE PRICING

Maintenance Service Package	\$730 per assessment
Personalized Quote	Customized Price (according to the owner's needs)





PROPERTY MANAGEMENT PACKAGE OVERVIEW

PACKAGE PRICING

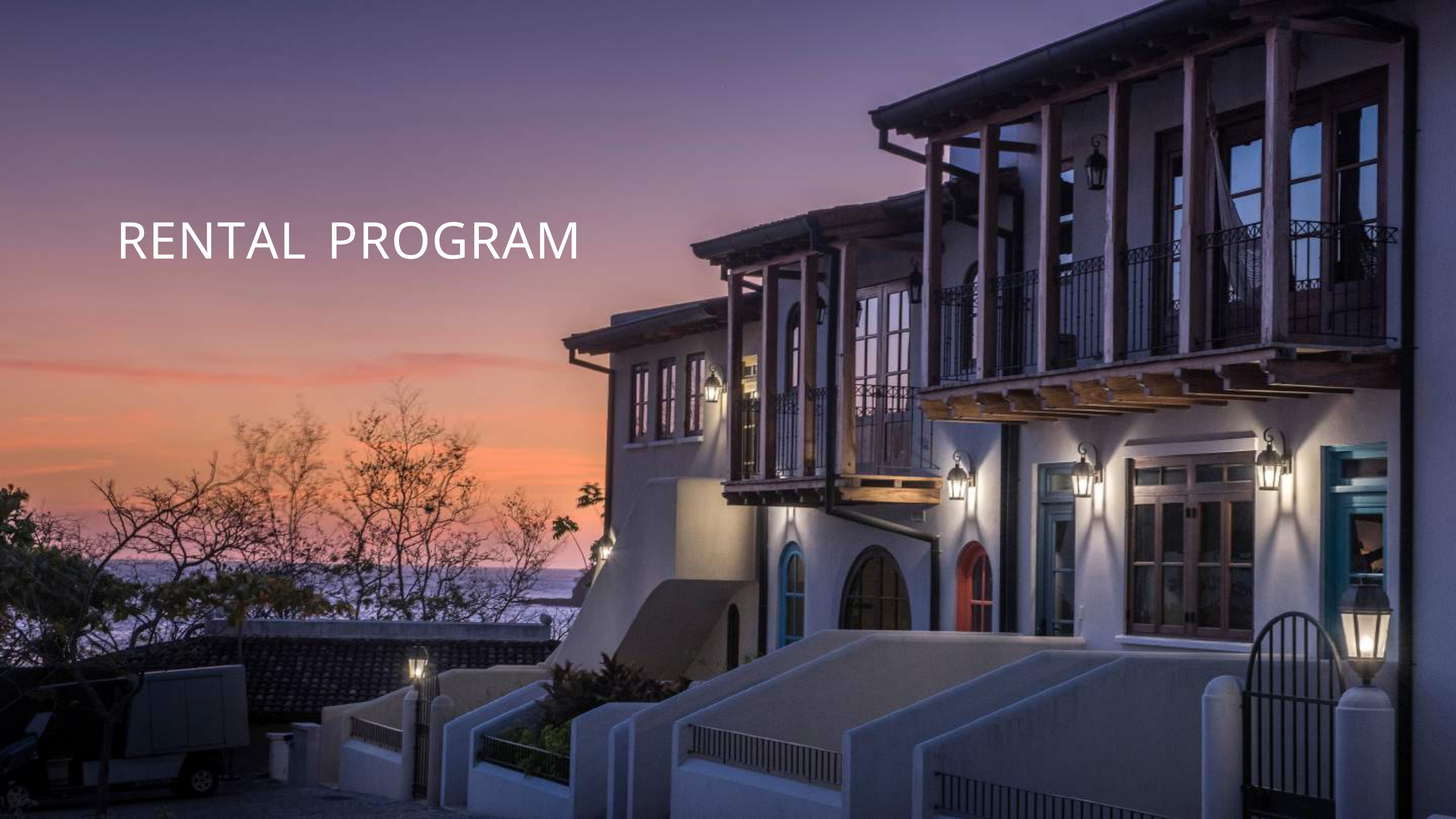
LANDSCAPING MONTHLY PACKAGE	
Small 0-5.9 m2.	\$ 70.00
Medium 6 -14.9 m2.	\$ 160.00
Large 15 - 29.9 m2.	\$ 240.00
+ 30 personalized quote	Personalized Quote
POOL PACKAGE	
Small 0-9.9 m2.	\$ 155.00
Medium 10-19.9 m2.	\$ 230.00
Intermediate 20-29.9 m2.	\$ 330.00
Large 30-49.9 m2.	\$ 430.00
Extra Large + 50.0 m2.	Personalized Quote

HOUSEKEEPING PACKAGE	
Dedicated Housemom	\$ 2,300.00
Daily (per assessment value)	\$ 1,400.00
Basic (per assessment value)	\$ 140.00

MAINTENANCE MONTHLY PACKAGE	
Maintenance Service Package per assessment value	\$ 730.00
Personalized quote	Customized Price (according to the owner's needs)
HOUSE MANAGEMENT SERVICE	
House Management monthly service (per assessment value)	\$ 800.00

Prices are subject to change without prior notice
Prices are subject to government taxes (+13%)

RENTAL PROGRAM



RENTAL PROGRAM

The Las Catalinas Collection Rental Program is Las Catalinas' first, and preferred provider of rental program services in town. Our on-site team of expert travel agents assists clients in finding the perfect accommodation to meet their needs and expectations. Simultaneously, units are marketed on carefully selected channels that best match guest searches, all for a 25% Property Management split of any booking achieved by the company.



With the fiduciary responsibility to guarantee the greatest amount of annual income for each listed property, the Rental Program is an excellent way to cover the expenses that a homeowner in Las Catalinas has, while ensuring that guests have a professional property management team on-site to assist you with your experience here in town.



LAS CATALINAS COLLECTION LISTINGS

Each home is hand selected based on available services, total number of bedrooms, views, pools and the home's unique features such as balconies, terraces, dining spaces, and even fun extras that guests love such as beach chairs and in-home speaker systems.

Homes will be marketed through our different sales and marketing distribution channels and our travel partners.





MINIMUM REQUIREMENTS TO LIST A PROPERTY

- House Management*
- Preventative Maintenance Package
- Basic Housekeeping Service (applicable for 1-2 bedrooms units)
- Part or Full-Time Housemom (applicable for +3 bedrooms units)
- Gardening & Pool Package (if applicable)
- Wifi (25MB)
- Membership to The Club @Las Catalinas**

* Mandatory

** Highly recommended, but not required

RENTERS WILL HAVE THE FOLLOWING INCLUSIONS

- Pre-Arrival Trip Planning
- Check-in and Check-out at Plaza Central
- Arrival Welcome Drink
- 311 and Concierge
- Guest Relation Host
- Daily cleaning (selected units)
- Free Self Parking
- Toiletries
- Wifi (25MB)







MARKETING & SALES

We have a long history of managing a robust Rental Program for homeowners, including relationships with B2B sales channels like wholesalers, travel agencies, and online platforms. Current home distribution in the Rental Program includes:

- Expedia
- Marriott Homes & Villas
- Airbnb
- Airbnb Luxe
- Vrbo
- Las Catalinas Collection Direct Booking
- Over 50 national and international agencies



MARKET SEGMENTS & COMMISSIONS

Las Catalinas Collection unique revenue and marketing strategy has a curated partnership with travel agencies, wholesalers, and online travel agencies best suited to match guests with the specific features, amenities and services of your home.

Our team's efforts to negotiate and manage distribution in each channel is included in the 25% Rental Program Fee.

*The packages are rates with inclusions and the percentage is represented as a discount, not a commission

**Special discounts approved by the owner

MARKET SEGMENT	COMMISSIONS
Travel Agencies	15%-20%
Wholesalers	20%-25%
Online Travel Agencies	9% - 20%
Direct Bookings	10%
Packages*	10%-30%*
Special Discounts**	%**



RENTAL INCOME STATEMENT EXAMPLE | 2-BEDROOM

Within an assessment value of 0.55 and by selling 14 nights a month and including an average rate of \$475, the income report might look like this:

GROSS RENTAL INCOME	\$6650	EXPENSES	
Credit Card Commissions	\$199.50	\$ 440.00	House Manager Package
Travel Agent Commission	\$997.50	\$ 401.50	Preventative Maintenance Package
		\$ 0.00	Gardening / Pool Package
		\$ 308.00	Daily Housekeeping Package
		\$ 60	IT
		\$ 0.00	Miscellaneous Services and Maintenance
Adjusted Rental Income	\$5,453.00		
ADJUSTED RENTAL INCOME			
25% Reservation Management Split			

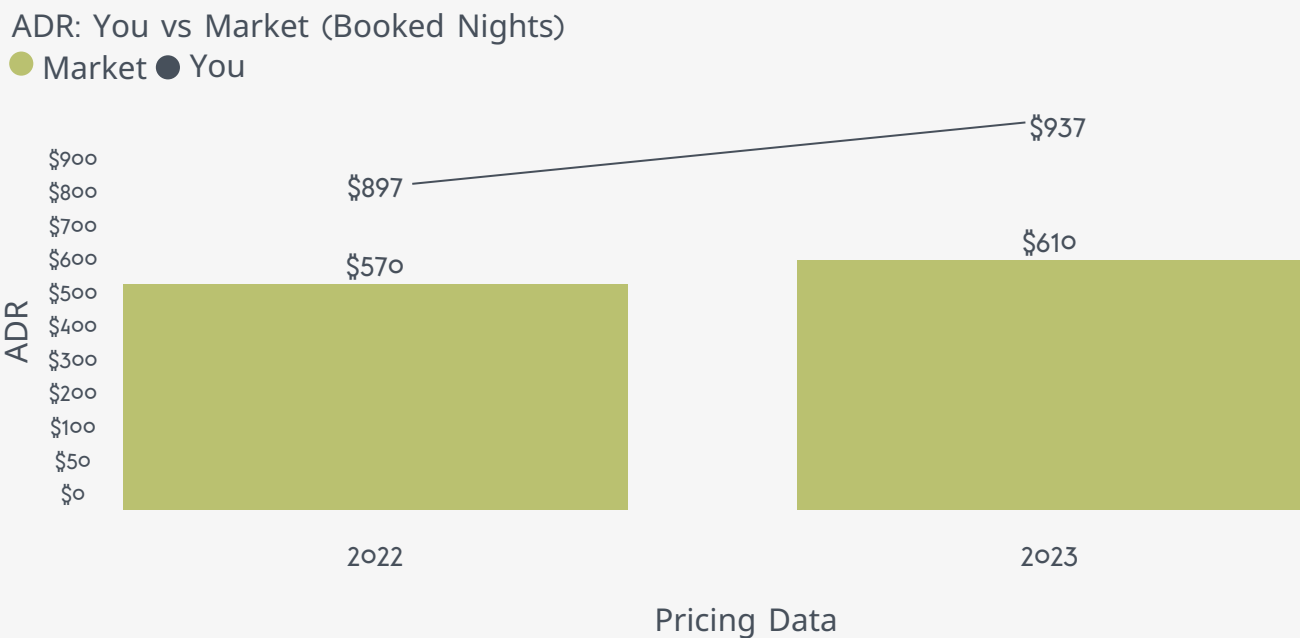
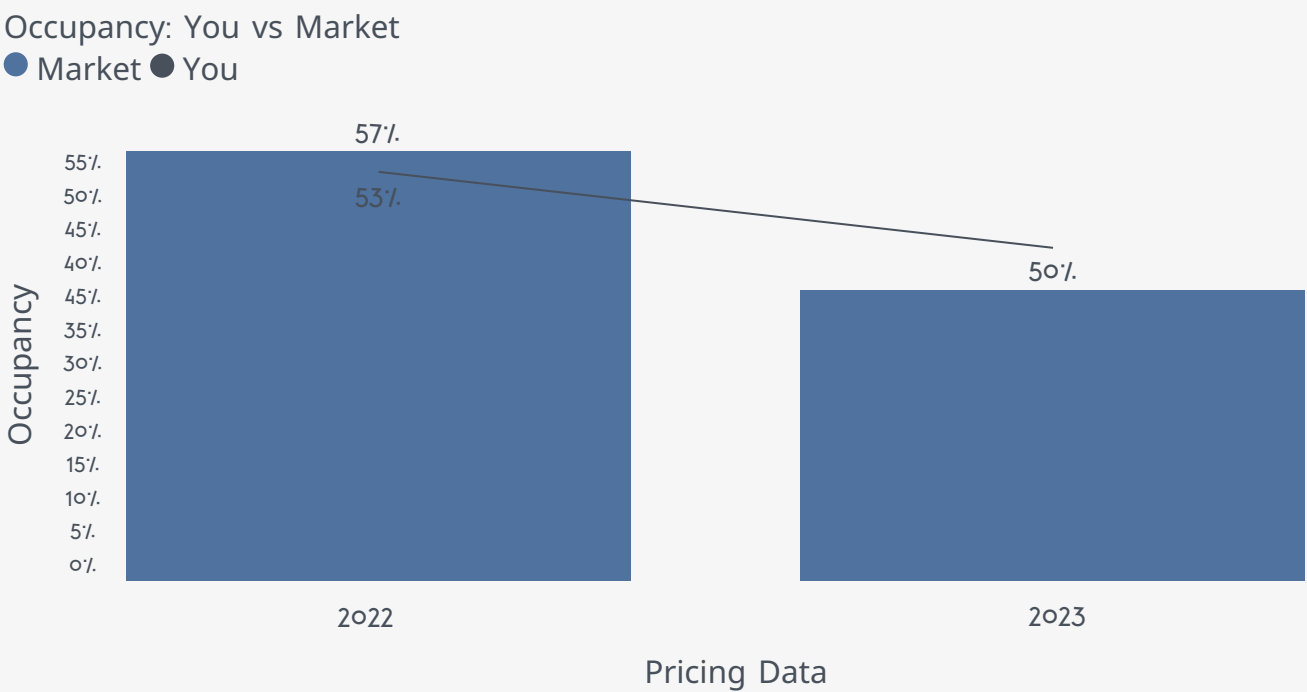
NET RENTAL INCOME 4,089.75 - \$1,209.50 SUBTOTAL EXPENSES = FINAL DUE TO OWNER



LAS CATALINAS COLLECTION

RENTAL PROGRAM OVERVIEW

In 2023, the Las Catalinas Collection outperformed other properties in the area by 7 occupancy basis points, with an impressive Average Daily Rate (ADR) of \$937 compared to \$601 for other listings. Despite a softer demand and a 3 occupancy basis points decline from 2022, Las Catalinas Collection increased its ADR by 4.4% year over year, showcasing its strong market position and effective pricing strategy.



LAS CATALINAS COLLECTION RENTAL PROGRAM OVERVIEW

In 2023, Las Catalinas Collection achieved exceptional performance reflected in its Airbnb Superhost account, with an impressive average review score of 4.9 out of 5. As the administrator of the largest number of listings in the market, this high rating underscores our commitment to providing outstanding experiences and maintaining superior property standards.

Our online reputation is a top priority, and we are always refining our approach to exceed guest expectations.



An aerial photograph of a coastal town and bay. The town, with its dense cluster of buildings and terracotta roofs, is situated on a hillside that slopes down to a small, crescent-shaped beach. The water in the bay is a deep blue, and a large white yacht is visible on the right side. In the background, a range of mountains stretches across the horizon under a clear sky. The text "THANK YOU" is overlaid in the center of the image.

THANK YOU