

INFORMATION PACKAGE

Vacation Rental Management



Achieving The Highest Revenue Possible

EST. 2018

www.canmorecohost.com



WHAT TO EXPECT

Canmore Co-Host is the number one choice for vacation rental management in Canmore, Alberta.

- Our experienced team will take care of everything, from creating your listing to managing day-to-day operations, ensuring you'll have a true hands-off investment.
- We manage and coordinate all cleaning duties, handle maintenance requirements, manage inventory control and restock where necessary.
- Our concierge staff are available for your guests 24 hours a day, seven days a week.
- We review every property's pricing daily, examining it based on market factors like occupancy, seasonality, special events, and competition.

With more than **10,000 five-star reviews** and an **average rating of 4.95/5**, we are the highest rated Airbnb management service per review count in the area.

Canmore Co-Host Inc. is professionally insured for all liability related to hosting services. We are commercially registered with the Town of Canmore.

Our **occupancy rates are 18% higher than our closest competitors**, with an average daily rate across all our listings of \$38 higher than similar listings and other Superhosts.

WHO WE ARE



We are keen travellers, and over the years, we have visited countless countries and stayed in various homes, fuelling our passion for hospitality. In fact, our paths crossed while travelling, and we've been travelling together ever since!

We have always loved the Canadian Rockies, so we decided to purchase a vacation home in Canmore, and our success over the years is what led us to create Canmore Co-Host in 2018.



10,000+
★★★★★
Avg. Rating



Charlie & Yuki Hawranik,
Your Superhosts

OUR TEAM & OUR OPERATION



What sets us apart? Our team and our commitment to quality.

Unlike most rental managers who rely heavily on contractors, our team is made up of direct employees, which means our cleaning crew, maintenance technicians, and hospitality staff all work exclusively for us! We're proud to employ over 30 full-time staff, ensuring our clients can enjoy consistent service and full accountability.

A turnover on a hotel room is roughly 30 minutes and an Airbnb turnover on a 2Br is roughly 1-2 hours. That's simply not enough time to properly wash three sets of bed linens, six towel sets, pool towels and not to mention blankets or duvets. Most short-term rental companies poorly wash linens and towels in-suite, using super-speed cycles where the water barely penetrates the fabric. It's simply not feasible to clean them properly within the limited turnover time.

At Canmore Co-Host, we do things differently. We operate from our own professional facility and all linens are washed off-site using full-length hot water cycles. They are never overloaded, and each suite requires multiple loads to ensure the highest professional standards of cleanliness.



We're also fully insured, including WCB coverage for all employees. Many cleaning contractors are not. Without WCB, any injury on your property could become your liability. WCB isn't optional—it's the law. While liability insurance is often inexpensive, WCB premiums reflect the true cost of protecting workers. We do it right and of course carry both.

When you opt for Canmore Co-Host, you're choosing a dedicated team, professional operation, and complete peace of mind.



WHAT WE DO

CLEANING



We have secured preferential cleaning rates for our clients, ensuring they can enjoy below-market average costs. Not only that, but our cleaning team is professionally insured and registered with the Town of Canmore, following the strictest cleaning guidelines such as off-site professional laundry, 50 to 100 page digital inspection reports done every clean and cleaning inspectors being employed that inspect cleans periodically; and guaranteeing the highest standards of sanitization.



MAINTENANCE

Canmore Co-Host has a dedicated maintenance team that is available 24 hours a day, seven days a week. Ensuring that no matter when your guests might experience issues, our team will ensure your guests have the best stay possible.



STOCK & SUPPLIES

Our start-up costs are based on the size of your property, and we buy everything in bulk to keep costs as low as possible. We will ensure that your short-term rental is always well equipped with those essential items that your guests need.



LISTING CREATION & MANAGEMENT

We know how tough it can be to stand out in this competitive industry. That is why we prioritize consistent management and ongoing development of your listing, working to constantly improve your search performance within the platform. We'll keep it completely up to date and meeting all SEO requirements, ensuring you enjoy priority placement in search rankings. We have invested in the best software and graphics, ensuring our clients always enjoy the best results.



GUEST SCREENING & CUSTOMER SERVICE

We guarantee to respond to every guest message and request within minutes, 365 days a year. We know how important customer service is, and we strive to ensure your guests have the best experience possible. To give you complete peace of mind, every guest is identified and verified with a government photo ID. All guests must also agree to our strict house rules prior to booking.



DAILY PRICING ADJUSTMENTS

We spend time each day working on your listing, reviewing the pricing strategy and adjusting as required to ensure it is always optimized for performance. We will create customized minimum nightly rates, base prices, orphan nights, far out pricing, weekends, and holiday pricing.

Our commitment to you is to always get you the most money possible based on the current market and seasonality.

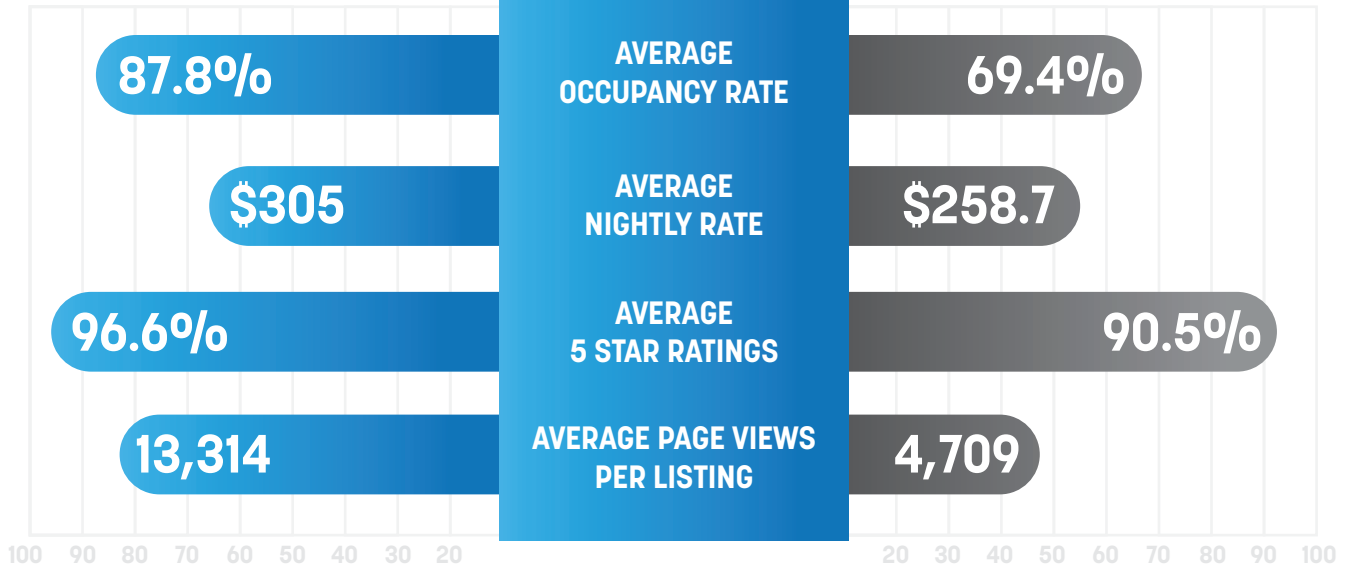
2023

1 BEDROOM PERFORMANCE DATA

CANMORE CO-HOST

VS

SIMILAR LISTINGS



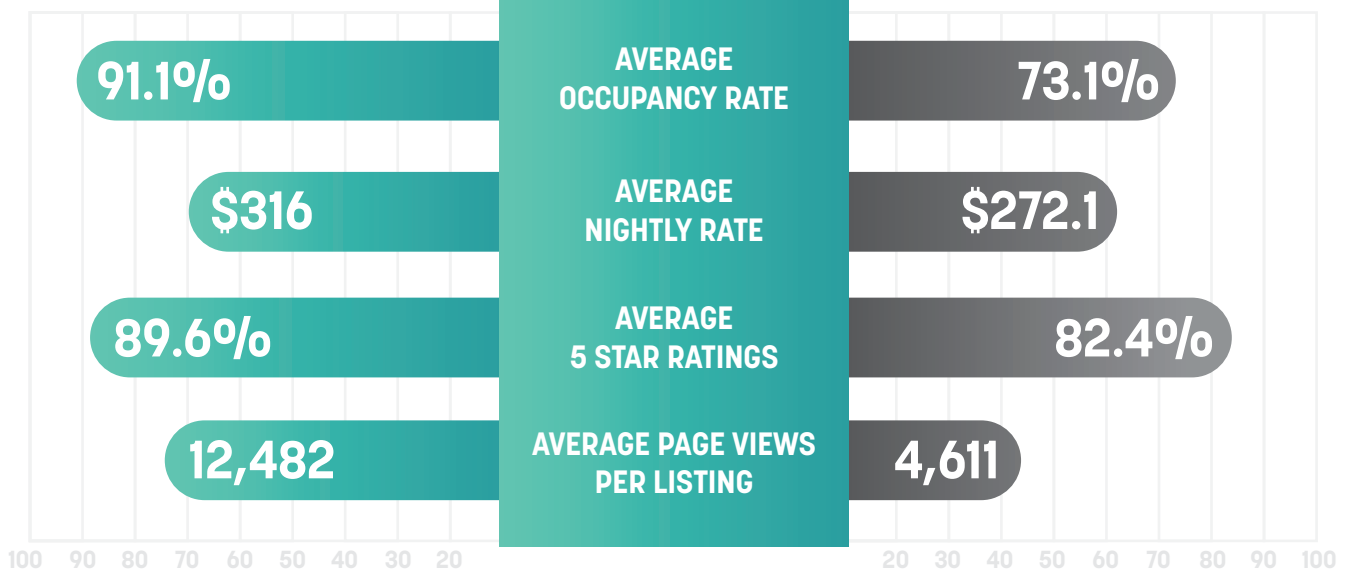
2024

1 BEDROOM PERFORMANCE DATA

CANMORE CO-HOST

VS

SIMILAR LISTINGS



1 BEDROOM PERFORMANCE DATA 2023

06

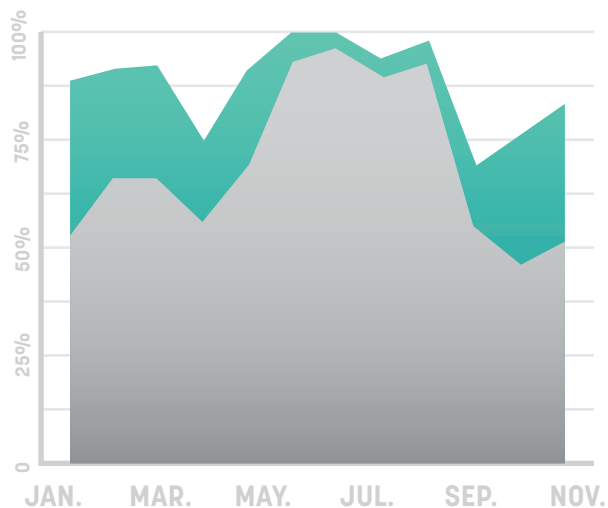
AVERAGE OCCUPANCY RATE OVER 365 DAYS

CANMORE CO-HOST

87.8%

SIMILAR LISTINGS

69.4%



Our average occupancy rate is 18.4% higher than similar listings in the area.

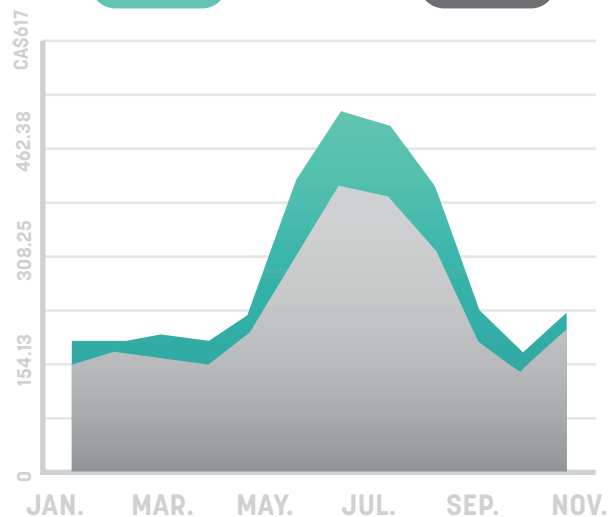
AVERAGE NIGHTLY RATE OVER 365 DAYS

CANMORE CO-HOST

\$305

SIMILAR LISTINGS

\$258.7



Our average nightly rate is \$46.3 higher than similar listings in the area.

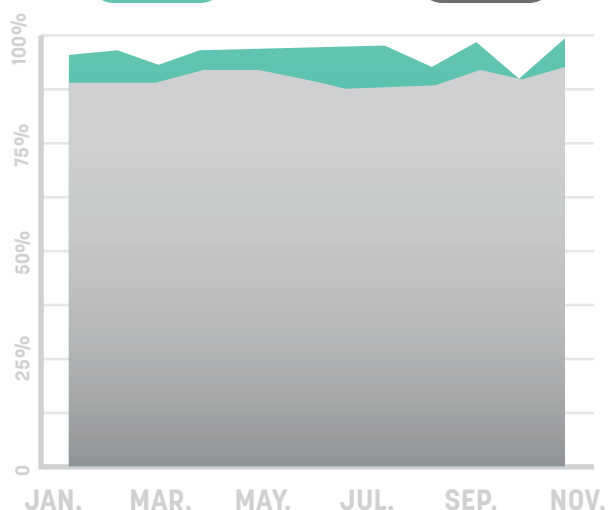
AVERAGE 5 STAR RATING OVER 365 DAYS

CANMORE CO-HOST

96.6%

SIMILAR LISTINGS

90.5%



Our overall quality rating is 6.1% higher than similar listings in the area.

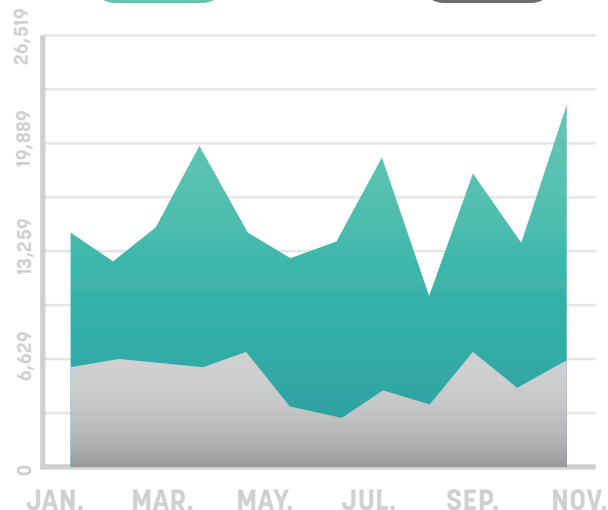
AVERAGE PAGE VIEWS OVER 365 DAYS

CANMORE CO-HOST

13,314

SIMILAR LISTINGS

4,709



Our per listing page views are 8,605 higher than similar listings in the area.



1 BEDROOM PERFORMANCE DATA 2024

07

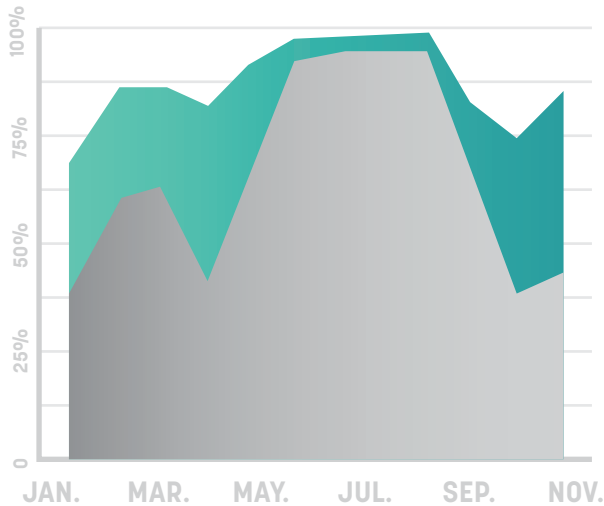
AVERAGE OCCUPANCY RATE OVER 365 DAYS

CANMORE CO-HOST

91.1%

SIMILAR LISTINGS

73.1%



Our average occupancy rate is 18% higher than similar listings in the area.

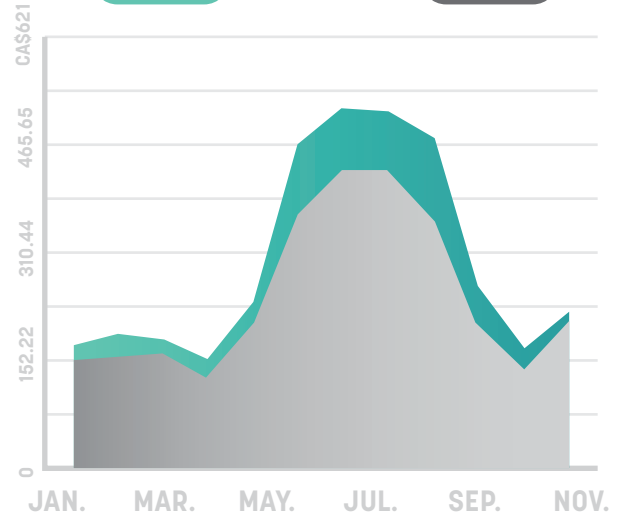
AVERAGE NIGHTLY RATE OVER 365 DAYS

CANMORE CO-HOST

\$316

SIMILAR LISTINGS

\$272.1



Our average nightly rate is \$43.9 higher than similar listings in the area.

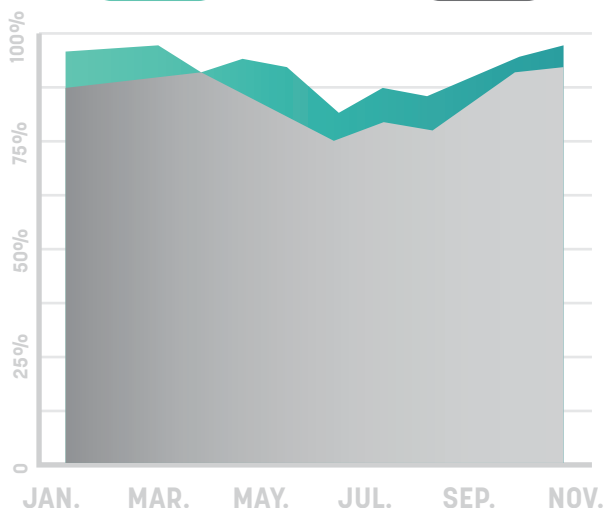
AVERAGE 5 STAR RATING OVER 365 DAYS

CANMORE CO-HOST

89.6%

SIMILAR LISTINGS

82.4%



Our overall quality rating is 7.2% higher than similar listings in the area.

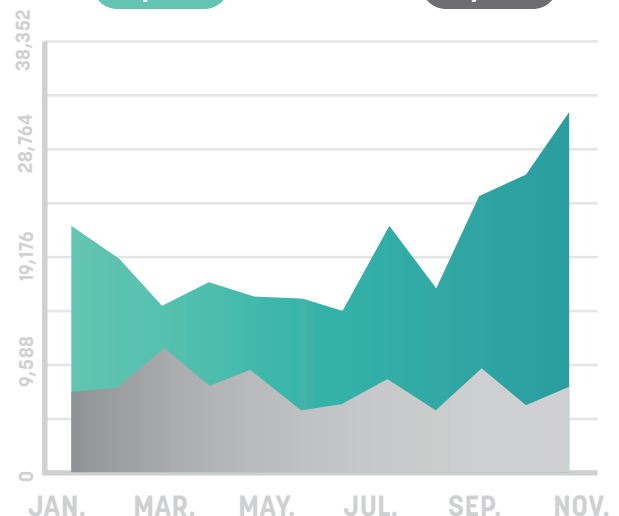
AVERAGE PAGE VIEWS OVER 365 DAYS

CANMORE CO-HOST

12,482

SIMILAR LISTINGS

4,611



Our per listing page views are 7,871 higher than similar listings in the area.



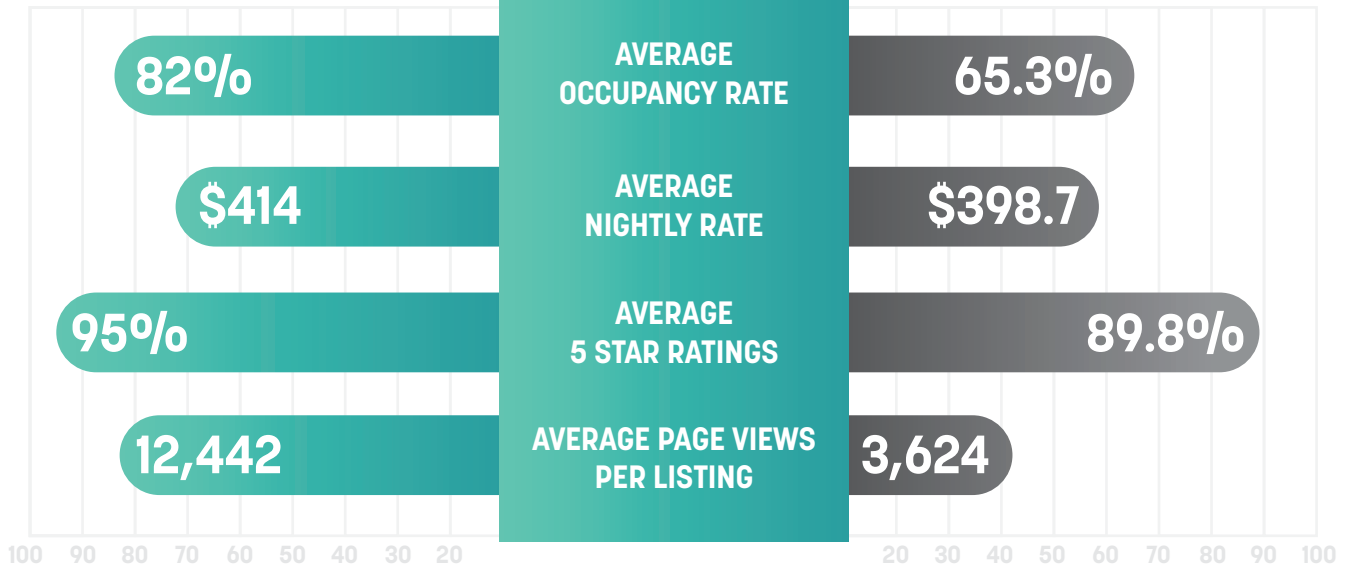
2023

2 BEDROOM PERFORMANCE DATA

CANMORE CO-HOST

VS

SIMILAR LISTINGS



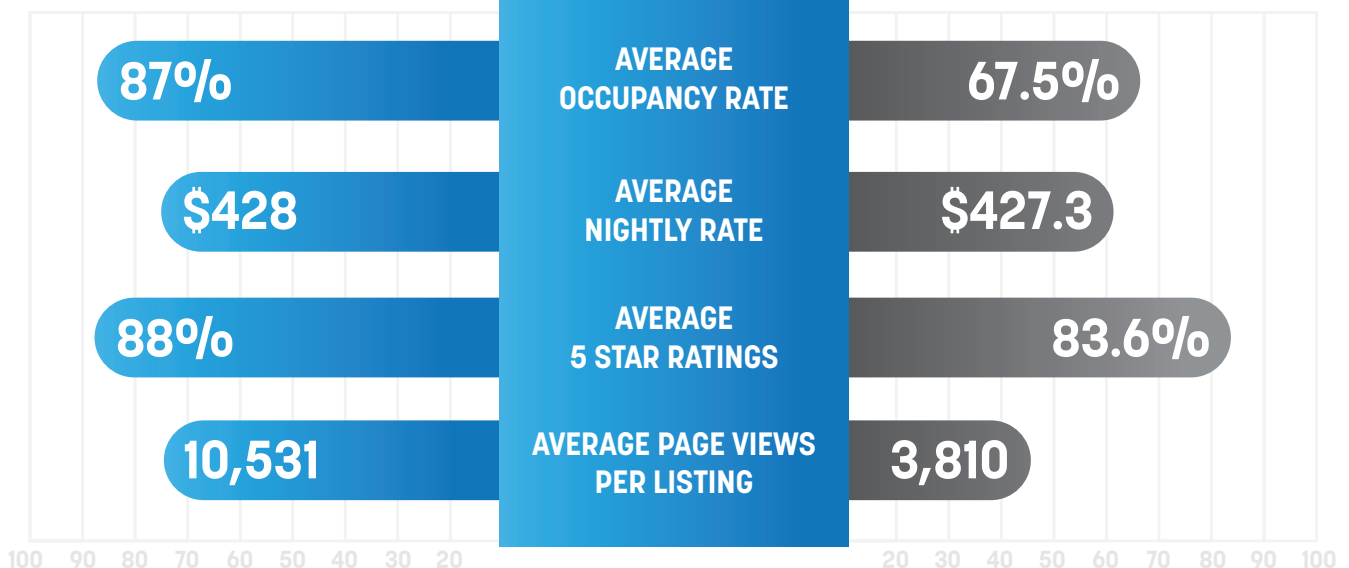
2024

2 BEDROOM PERFORMANCE DATA

CANMORE CO-HOST

VS

SIMILAR LISTINGS



2 BEDROOM PERFORMANCE DATA 2023

09

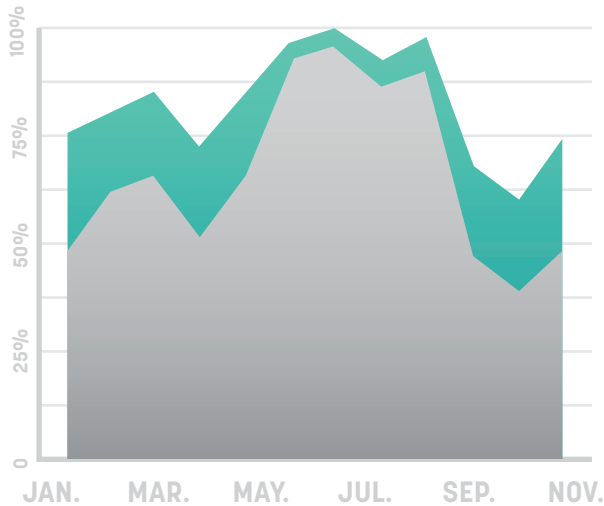
AVERAGE OCCUPANCY RATE OVER 365 DAYS

CANMORE CO-HOST

82%

SIMILAR LISTINGS

65.3%



Our average occupancy rate is 16.7% higher than similar listings in the area.

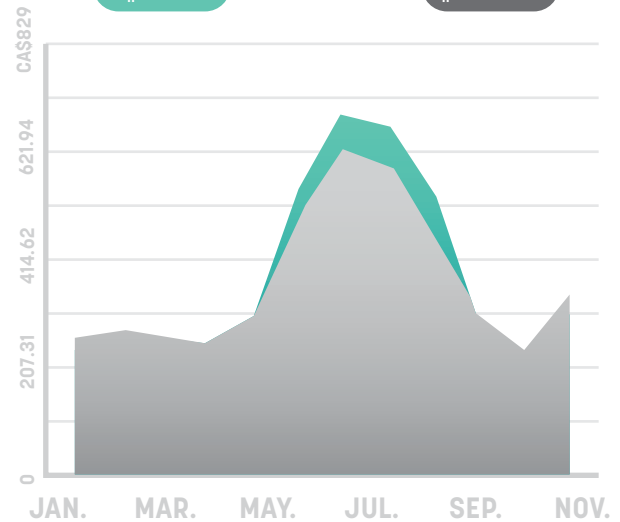
AVERAGE NIGHTLY RATE OVER 365 DAYS

CANMORE CO-HOST

\$414

SIMILAR LISTINGS

\$398.7



Our average nightly rate is \$15.3 higher than similar listings in the area.

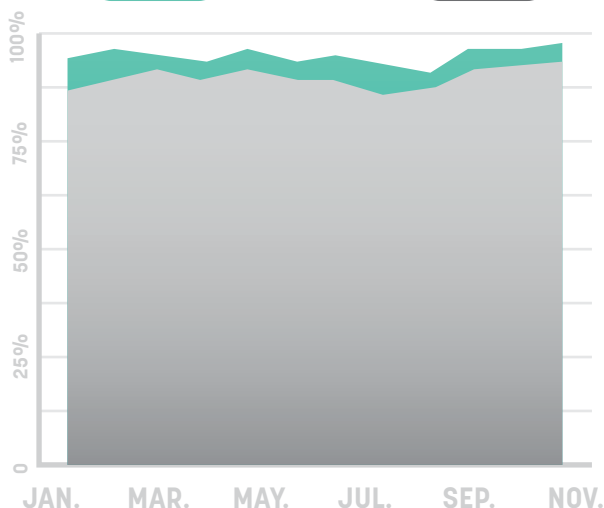
AVERAGE 5 STAR RATING OVER 365 DAYS

CANMORE CO-HOST

95%

SIMILAR LISTINGS

89.8%



Our overall quality rating is 5.2% higher than similar listings in the area.

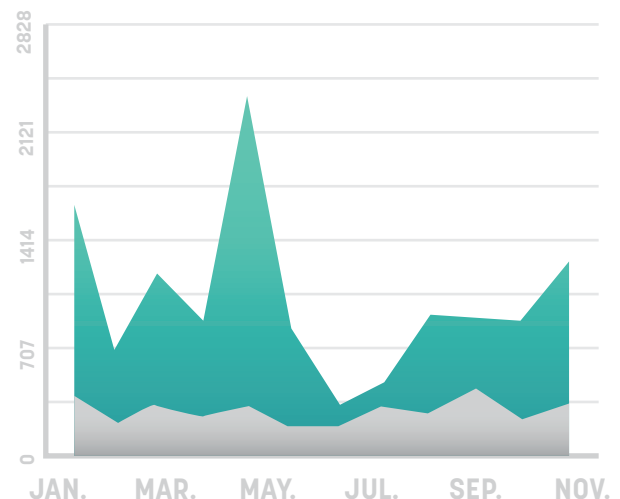
AVERAGE PAGE VIEWS OVER 365 DAYS

CANMORE CO-HOST

12,442

SIMILAR LISTINGS

3,624



Our per listing page views are 8,818 higher than similar listings in the area.



2 BEDROOM PERFORMANCE DATA 2024

10

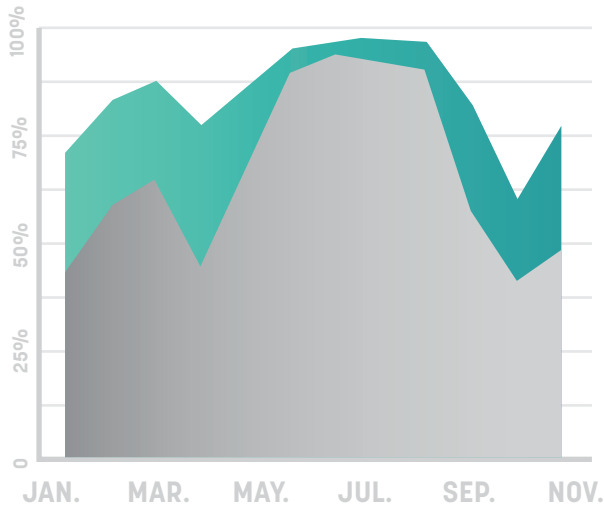
AVERAGE OCCUPANCY RATE OVER 365 DAYS

CANMORE CO-HOST

87%

SIMILAR LISTINGS

67.5%



Our average occupancy rate is 19.5% higher than similar listings in the area.

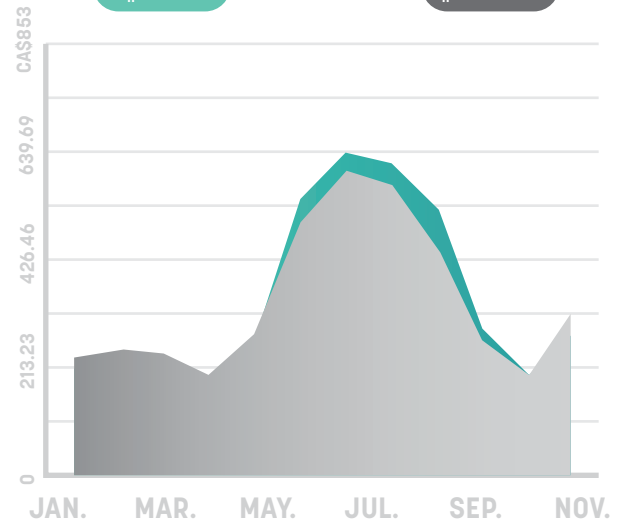
AVERAGE NIGHTLY RATE OVER 365 DAYS

CANMORE CO-HOST

\$428

SIMILAR LISTINGS

\$427.3



Our average nightly rate is \$0.75 higher than similar listings in the area.

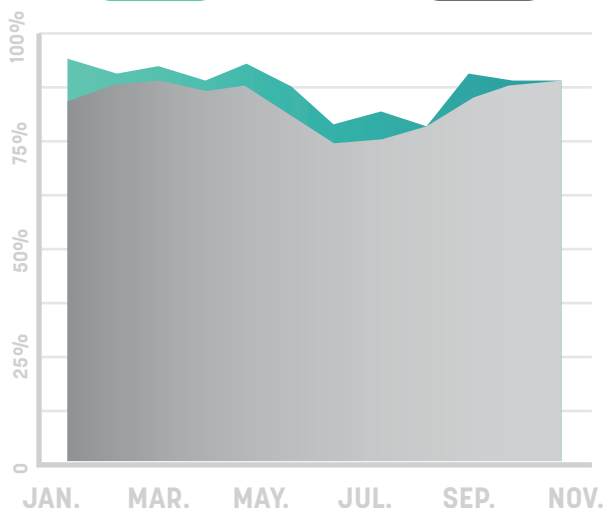
AVERAGE 5 STAR RATING OVER 365 DAYS

CANMORE CO-HOST

88%

SIMILAR LISTINGS

83.6%



Our overall quality rating is 4.4% higher than similar listings in the area.

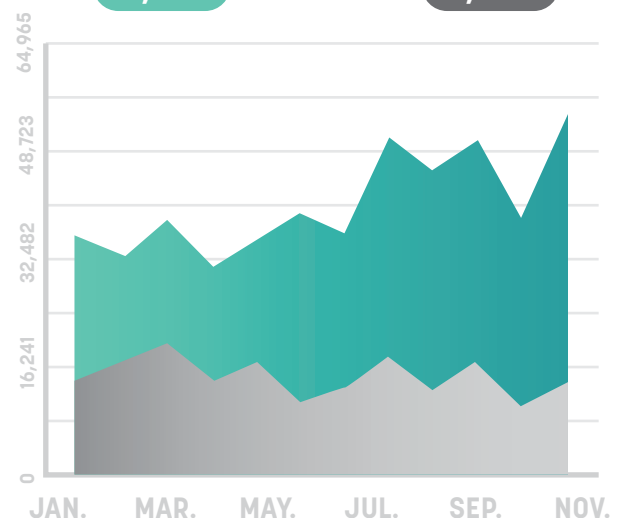
AVERAGE PAGE VIEWS OVER 365 DAYS

CANMORE CO-HOST

10,531

SIMILAR LISTINGS

3,810



Our per listing page views are 6,721 higher than similar listings in the area.



MANAGEMENT RATE

20%

of the nightly rate

CANMORE CO-HOST
MANAGEMENT FEE

We take our fee from just the nightly rate.



CONTACT US

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- 🌐 <https://g.co/kgs/twHrLy>



10,000+
Reviews



Disclaimer:

Estimates and/or Forecasts can and will change based on market conditions because market conditions, including economic, social and political factors change rapidly, and on occasion, without warning, Canmore Co-Host Inc. makes no assurance as to the accuracy of any projections. This document does not guarantee, or stipulate revenue or costs. New listings take a few months to gain traction and gather reviews. Once a listing has 20+ reviews, it has a solid foundation. Our estimates reflect this. This document is the personal property of Canmore Co-Host Inc. and it is not to be shared with any other party without the written consent of Canmore Co-Host Inc. Legal action will be taken if this document or data is referenced or shared to anyone other than the sole party, person or corporation that it was intended for.



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ALLIANCE

www.canmorecohost.com