Vibes and Venues

CURATED LIFESTYLES & STAYS

You own the place. You shouldn't have to run it.

PREPARED FOR SHORT-TERM RENTAL OWNERS

What I'm proposing

If the messages, the turnovers, and the 11pm “the AC is out” texts have stopped being worth it, there are two ways out that don't involve selling: hand me the operations, or hand me the lease.

The part nobody warns you about

The listing was the easy part. What wears people down is everything after: the guest who wants to check in three hours early, the cleaner who cancels on a Saturday, the pricing you know you should be adjusting weekly and haven't touched since spring.

It usually shows up the same way — the calendar gets a little emptier, the reviews get a little slower, and at some point you stop opening the app.

You don't have to sell the property to stop doing that work.

Two ways to do this — pick one

These are alternatives, not a package. Most owners know within a minute which one they want, and you can start with either and switch later.

OPTION A

Already up and running — I've got it from here

The listing already works — you're just tired of running it. You stay the owner and the host of record; the day-to-day becomes mine: guest messages, pricing, turnovers, cleaning, maintenance calls. I earn a share of what it brings in, so I only do well when it does.

- You keep the listing and its reviews
- You keep the income, minus my share
- Income still varies month to month

Best if the property performs and you're just tired of operating it.

OPTION B

Ready to be done — I'll lease it from you

Whatever it does today stops being your problem. I become your tenant on a 12–36 month term and pay you the same amount every month whether it's booked or not. There's no listing for you to manage, because it's no longer being run as your listing.

- I take over the listing entirely
- Same payment every month, booked or not
- Vacancy risk moves to me

Best if you want predictable income and zero involvement.

Questions about Option A

Do you need my Airbnb password?

No, and you shouldn't give that to anyone. Airbnb has a built-in Co-Host feature: from your listing you send an invite to my email, I accept it using my own Airbnb account, and you choose exactly what I'm allowed to do. You can change those permissions or remove me at any time, without ever changing your password.

I have several properties. Can you start with just one?

Yes, and that's how I'd suggest doing it. Co-host access is granted per listing, so inviting me to one property gives me access to that property and nothing else — the rest of your portfolio stays untouched and invisible to me. If the first one goes well, you invite me to the next. If it isn't what you hoped for, you simply don't — and the rest of your portfolio was never part of the conversation.

What can you actually see and do?

Whatever level you grant. Airbnb's permissions run from calendar-only visibility up to full access covering calendar, pricing, listing details, and guest messaging. I'd ask for enough to actually run it — messaging, calendar, and pricing — and I don't need access to your payout settings to do the job.

Do I have to give up my listing or my reviews?

No. The listing stays in your name with its review history intact, and that history is worth real money — starting a new listing from zero reviews would throw it away. You remain the owner and host of record; I'm added as a co-host who operates it.

What does the split actually look like?

A percentage of what the property earns, agreed before anything starts, with no separate management retainer. If the property has a slow month, I earn less. That's deliberate — a flat fee would pay me the same whether I filled your calendar or not.

Questions about Option B

How do you decide what to pay me each month?

I look at what the property realistically earns over a full year, subtract what it costs me to run and carry it, and offer what's left above my margin. If your asking number works, I pay your asking number — I'm not trying to negotiate you down, because a lease I have to fight for is one you'll resent in month eight.

What happens to my listing and my reviews?

Under a lease I operate the property under my own listing, so your existing listing and its reviews go dormant rather than transferring. That's the real tradeoff against the management option: you give up the review history you built, and in exchange you stop carrying vacancy risk entirely.

What if I'd rather just be done with it?

Then this is the better fit. I pay you a set amount monthly for a defined term and absorb the vacancy risk myself. You're not managing anything, including me — no approvals, no questions about pricing, no calls about a broken dishwasher.

Can you do this for a 30+ day rental?

Yes, and for longer stays a lease is the structure I'd use rather than managing it for a share. Managing 30+ day rentals for compensation is regulated differently in Florida than short-stay hospitality, and I'd rather structure it correctly from the start than improvise around it.

What if it isn't working out?

We write the exit into the lease before either of us signs it — cure periods, notice requirements, and the conditions under which either side can end the term. You shouldn't have to take my word for how this goes; you should be able to read it.

Either way

How do you know anything about my property?

Public records. Ownership and mailing addresses are published by the county property appraiser, and your listing is public. Nothing was taken from behind a login, and if you'd rather not hear from me again, say so and that's the end of it.

What I'm asking for

- A few minutes, and honest numbers on what the property actually does.
- No commitment to either structure — the point of the call is deciding which one, if either, fits.

If the answer is that you'd rather keep running it yourself, that's a fine answer and I won't keep asking.