# Landlord On-Boarding Process

# WEEK 2

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#### Owner Dashboard

- 1. Comprehensive Insight: Our <u>Dashboard</u> gives a complete view of property performance, including revenue, expenses, occupancy rates, and average daily rates.
- 2. Interactive & Intuitive Interface: Landlords can easily navigate, access detailed breakdowns, and export data for one or many properties.
- 3. Granular Analysis: Landlords can explore specific periods or reservation data for deeper insights into rental trends and performance.
- 4. For more details on Dashboard features and functionality, please refer to the <u>User Guide PDF</u> (at the bottom of our Ts&Cs page) and <u>Tutorial Video</u>.

# OTAs (Online Travel Agencies)

- 1. Strategic Listing Optimization: We use tailored strategies on OTAs to enhance visibility and competitiveness, ensuring our properties stand out to potential guests.
- 2. Keyword Optimization: We use relevant keywords in property descriptions, titles, and tags to improve search result prominence.
- 3. Dynamic Pricing Adjustments: We adjust pricing based on demand, seasonal trends, and competitor rates to attract guests and maximize revenue potential.
- 4. Continuous Performance Monitoring: We monitor listing performance and analyse metrics to fine-tune our strategies and stay ahead of the competition. Please see our OTA tips and tricks <u>here</u>

## Pricing

- 1. Market-Driven Pricing: We use real-time dynamic pricing strategies to keep landlords competitive and maximise rental income.
- 2. Data-Driven Approach: We use market data to optimize rental rates based on factors like demand, seasonality, and local events.
- 3. Platform Integration: We integrate with top dynamic pricing software providers including Pricelabs, Beyond Pricing, and Airdna, enabling landlords to benefit from tailored pricing strategies.
- 4. For more on dynamic pricing and top software options, refer to our blog on <u>Understanding</u> <u>Dynamic Pricing</u> and <u>Top 5 Dynamic Pricing</u> <u>Software.</u>

### Smart Locks

- 1. Security Enhancement: Smart locks provide advanced security and convenience for holiday homes, including biometrics and remote access.
- 2. SIRA Requirement: As per Dubai laws, SIRA-approved smart locks are mandatory in holiday homes to meet safety and security standards set by these <u>regulations.</u>
- 3. Installation Support: We assist landlords in installing compliant smart locks, ensuring adherence to SIRA regulations and providing peace of mind regarding property safety. Please see SIRA-approved locks <u>here</u>
- 4. For more on this and SIRA compliance for holiday home rentals, refer to our blog on <u>smart locks.</u>