



2024





stayklassiproperties@gmail.com

# OUR TEAM



### **Scott Crawford**

Scott guides the team as a creative problem solver, bringing extensive experience from leading teams in various industries. A dedicated lifelong learner, he and his wife, MaryAnn, own and manage multiple rental properties, providing him with valuable insights into the intricacies of property management.



## Kali Goodenough

Kali is a relationship-building expert, ensuring clients feel valued and satisfied with our services and communication. She thrives on creatively exceeding guest expectations at the properties we manage. In 2021, she founded Klassi Properties, bringing her passion for exceptional hospitality to life.



## MaryAnn Crawford

MaryAnn optimizes properties for long-term success through checklists and performance analysis, enhancing setups and increasing bookings. She helps offer tailored improvement recommendations when needed. Her leadership is marked by a proactive mindset.



#### Louella Damalerio

Louella is our superstar in guest communication. She anticipates needs and makes guests feel valued by celebrating memorable occasions and goes the extra mile to guarantee a remarkable stay. Her dedication extends beyond just fulfilling requests; she actively listens to feedback and continuously seeks ways to enhance the overall business.



Listing Creation and Updates



Dynamic Pricing Optimization



Regular Property Walkthroughs



Handling Routine Maintenance



**Guest Communication** 



Search Engine
Optimization (SEO)

Management Fee: 20% of Gross Rents

Setup Fee: \$1,500 (includes listing creation, smart door lock, and photos)

Handyman Services: Regular preventive maintenance includes furnace filter replacements, plumbing checks, furniture maintenance, inspections, pool equipment checks, supply inventory, quick repairs, and battery replacements. Specialized repairs come with recommendations and quotes.

Note: Handyman service costs are separate from the management fee and billed directly to you.



## What we handle

Many property owners are unaware of the full scope of requirements to legally operate a Short Term Rental.



What is included in the annual licensing fee?



#### Transaction Privilege Tax (TPT) License

Required for all short-term rental properties to ensure compliance with Arizona's tax laws. This includes collecting and remitting state and local taxes on rental income (monthly, quarterly, or annually depending on your property)



#### **County Registration**

This ensures your property is properly registered with the county and complies with local regulations, avoiding potential fines or penalties.



#### **City License Registration**

Mandatory for all short-term rentals, including submitting emergency contact information and notifying neighbors, as required by law.



# Price

Annual Fee: \$750

This service is optional; feel free to manage it independently if you prefer.

