

Terms of Collaboration

All-in-One Short-Term Rental Management (Conciergerie) — Property Management Agreement

Welcome to Bab Stays! 🍷 This document explains, simply and transparently, how we work together. It is designed to protect both of us — and above all, to let you enjoy your rental income without lifting a finger.

1. The Parties

THE MANAGER — "BAB STAYS" / "WE"

Bab Stays — Maroc, Casablanca
WhatsApp: +212 754 338 504
Email: emastayllc@gmail.com
Website: babstays.com

Represented by: _____

THE OWNER — "YOU"

Full name: _____

Phone / WhatsApp: _____

Email: _____

ID / Passport N°: _____

2. The Property

Address: _____

Type (apartment / riad / villa): _____ Bedrooms: _____ Airbnb link (if listed): _____

3. Our Services — What "All-in-One" Means

Bab Stays manages the Property end-to-end for short-term rental. Our management includes:

- **24/7 guest communication** in French and English — every inquiry, day and night;
- **Bookings & calendar management** — one synchronized calendar across Airbnb and Booking.com, preventing double bookings;
- **Check-in and check-out coordination**, on-stay support and issue resolution;
- **Professional hotel-standard cleaning coordination** — fresh linen and towels, photo verification before every arrival, damage & inventory checks after each stay;
- **Review management** aimed at building and protecting a 5-star rating;
- **Listing optimization** — professional copy, SEO keywords, photo guidance and dynamic pricing;
- **Maintenance coordination and key management;**
- **A clear monthly report** — bookings, revenue, cleaning and our fee.

4. Fees & Revenue Share — One Number, Nothing Hidden

Our fee is a flat **20% of rental revenue**. You keep **80% of every booking**. There is **no setup fee, no monthly fee and no hidden charge** of any kind. If the calendar is empty, we earn nothing — we only earn when you do.

5. Cleaning Fees

Cleaning is billed to guests as a cleaning fee added to each booking — standard practice on Airbnb. It is never deducted from your 80%.

6. Direct Bookings — babstays.ma

The Property is also listed on **babstays.ma**, our own direct-booking platform, using the same synchronized calendar. When guests book directly, no Airbnb platform commission applies: only our 20% management fee is deducted, and you keep your full 80% (instead of the ~62% typical when booking through Airbnb).

7. Reporting & Payments

You receive a transparent monthly statement showing bookings, revenue, cleaning fees collected and our management fee.

Owner payout method & schedule (bank transfer / cash / other): _____

8. Your Commitments as Owner

- Provide accurate information about the Property and keep it safe, insured and properly equipped for guests;
- Inform us in advance (via the shared calendar) of any dates you wish to use the Property yourself;
- Cover the Property's own running costs (utilities, internet, maintenance materials), unless agreed otherwise in writing.

9. Duration & Ending the Collaboration

This collaboration starts on the date of signature and continues indefinitely — we want to earn your loyalty through results, not lock you in. Either party may end the collaboration with _____ **days' written notice** (30 days suggested). Bookings already confirmed at the notice date will be honored or transferred by mutual agreement, so no guest is ever left stranded.

10. Good Faith & Applicable Law

We believe the best contracts are the ones you never need to re-read. Any question or disagreement will first be resolved through friendly discussion — we are one WhatsApp message away. Failing that, this agreement is governed by the laws of the Kingdom of Morocco, with jurisdiction in Casablanca.

Two originals signed — one for each party. Anything not covered here can be added in writing by mutual agreement.

FOR BAB STAYS

Name: _____

Date: _____

Signature

THE OWNER

Name: _____

Date: _____

Signature — preceded by "Read and approved"