



totalstay™

APARTHOTEL

Managed short-term rentals

by totalstay™

HEERENGRACHT STREET,
FORESHORE, CAPE TOWN

*Strategically positioned for capital growth, Zeeland Pier
offers 140 contemporary, investment-ready apartments
available for immediate occupation.*



Your Property.

OUR PROMISE.

As the preferred operator at Zeeland Pier, Totalstay™ oversees short- and medium-term rentals, delivering consistent standards, thoughtful care and dependable performance across the development.



24-HOUR
FRONT DESK



FREE
WI-FI



FREE PARKING
**On select units*



COMPLIMENTARY
WELCOME PACKS



DAILY
HOUSEKEEPING



HOTEL GRADE
AMENITIES



LUXURY LINEN
AND TOWELS



FULLY EQUIPPED
KITCHEN



SATELLITE &
STREAMING



24 HOUR
SECURITY

Acting on behalf of the Body Corporate, Totalstay™ manages the full hospitality operation, including a 24-hour front desk and a complete Aparthotel management service for owners offering short-term rentals.

Totalstay™ enhances the guest experience by offering accommodation at Zeeland Pier that blends the comfort and service of a hotel with the flexibility of independent travel.

Performance,
without pressure.

From quality control and
housekeeping to guest vetting,
Totalstay™ protects what matters.

Simple, seamless
service.

Totalstay™ builds reputations —
not just revenue.

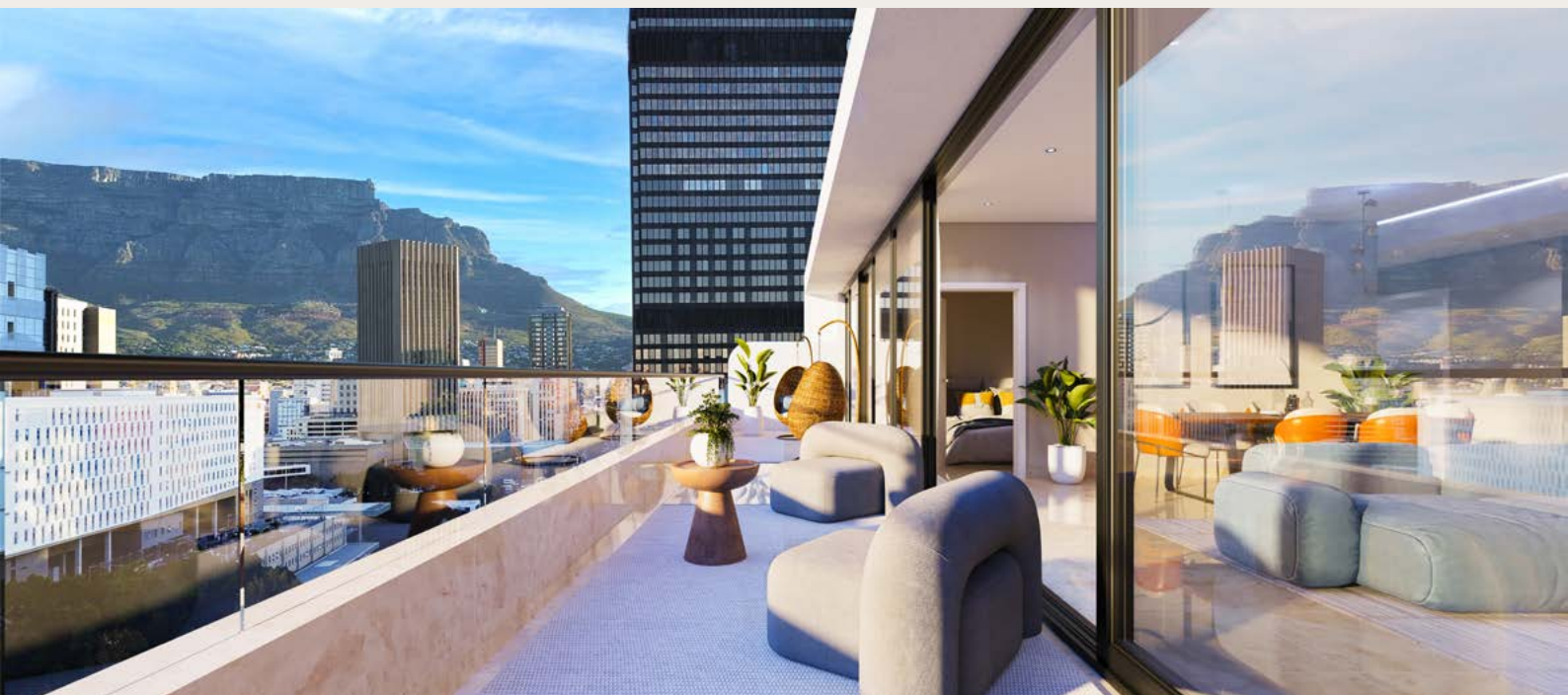
Smart pricing and proactive portfolio
management designed to drive ROI
— not just fill rooms.

Sense of ease,
built in.

A single point of contact.
Integrated systems. No
micromanaging required.

Brand equity
that lasts.

“With *their* experience at the forefront of the Aparthotel sector in South Africa since 2015, Totalstay™ offers a proven, comprehensive management service to owners who choose to rent out their units on a short-term basis. Their portfolio spans 750+ keys and is supported by a dedicated team of over 300 employees — providing owners with a trusted partner backed by years of industry expertise.”



Pricing

SERVICES

Brand equity
that lasts.

BODY CORPORATE

FRONT DESK CONCIERGE
Monday - Sunday
24/7

HOUSEKEEPING
Weekdays
08:00 - 15:00 pm

**24-HOUR
MONITORED
SECURITY**

*Levied**

Aparthotel

- Sales & Marketing
- Central Reservations
- Revenue Management
- Intelligent Pricing
- Guest Relations & Concierge
- Property Management
- Systems & Software Management
- Maintenance Management
- Housekeeping
- Linen & Stock Control
- Financial Banking
- Access to Neuro (BI Dashboard)

12% excl. VAT

Rental FORECAST



**All figures are excl. VAT
Contact sales agent for
full breakdown*

	STUDIO	ONE-BEDROOM
PURCHASE PRICE <i>(Excluding Transfer Costs)</i>	R1 600 000	R2 440 000
COST PER MONTH <i>(Levies, management fee, rates & taxes)</i>	R4 028.78	R5 803.63
EST. NET RENTAL P/M	R15 641	R18 000
NET RENTAL YIELD P/A	12%	9%

DISCLAIMER

No estimated or projected revenues and expenditures can be appropriately presented without the possibility that they may be misleading or misinterpreted. The figures presented must be seen in this light.

Full details of the project and the nature and extent of the facilities that the accommodation establishment is to provide, have yet to be confirmed and these may be varied. Foreign arrivals to South Africa and domestic travel are affected by a host of factors which will vary depending on a number of external factors.

Furniture PACKS



Creating a consistent product is part of the secret sauce, which is why we partner with the best-in-class.

Our interior design partners, ACRE STUDIO, provide a full Furnished and Equipped (FF&E) service tailored to hospitality and designed to be the perfect fit for running a successful and sustainable Aparthotel operation.

ACRE STUDIO

Investor Tip

If purchasing in a VAT entity, then the VAT on the transaction can be reclaimed and utilised for the furniture pack.

The perfect fit

STUDIO <i>Apartments</i>	R168 686.84 <i>INCL. VAT</i>
1 BEDROOM <i>Apartments</i>	R199 402.87 <i>INCL. VAT</i>
2 BEDROOM <i>Penthouse</i>	R327 189.93 <i>INCL. VAT</i>
3 BEDROOM <i>Penthouse</i>	R384 357.27 <i>INCL. VAT</i>

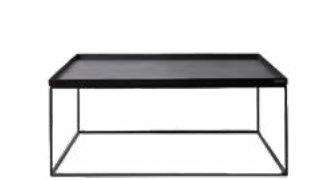
SUBJECT TO CHANGE
Based on availability of stock

All pack prices are inclusive of design, procurement, installation and delivery fees.
Delivery costs are subject to third party rates at time of delivery.
Full inventory/scope available from ACRE STUDIO directly.
A full furniture pack is required to participate in the Aparthotel.

OPTION 1 *Light*



SOFA



COFFEE TABLE



TV UNIT



SIDE TABLES



ART



ART



ART



RUG



RUG



BED



DINING CHAIR



DINING TABLE



PLANT



PEDESTALS



HEADBOARD



OCCASIONAL CHAIR



MIRROR



LAMP



LAMPS

OPTION 2 Dark



ART



ART



ART



BED



DINING CHAIR



COFFEE TABLE



DINING TABLE



HEADBOARD



OCCASIONAL CHAIR



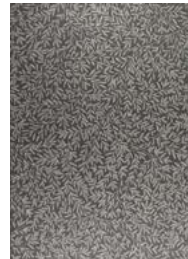
LAMPS



MIRROR



RUG



RUG



LAMP



PEDESTALS



TV UNIT



PLANT



SOFA



SIDE TABLE



**ZEELAND
PIER**

zeeland-pier.co.za
sales@zeeland-pier.co.za

totalstay™

hello@totalstay.co.za
+27 (0)21 286 0672
totalstay.co.za

**ACRE
STUDIO**

lianel@acrestudio.co.za
+27 (0)74 158 5752
acrestudio.co.za



THE FINE PRINT

Body Corporate costs are levied to all owners in the scheme, for the benefit of the building and to replace standard security guards and external property managers, with a 24h concierge and armed response. This figure may fluctuate based on overtime and Sunday pay or any material change required and agreed with the BC and is subject to an annual increase of min. CPI+1%. By partnering with Totalstay, the BC will be able to offer its members a turn-key rental solution, wherein revenue and rates are controlled and protected, a competitive brand is created and marketed and operations are streamlined. Furthermore, it makes only one operator accountable in all aspects of short-term rentals, minimizing any risks or exposure. Owners not wishing to join the Aparthotel, will manage their units accordingly, however they will still contribute and benefit from common area operations ie. front desk and housekeeping. All figures are excl. VAT.

Please note, owner is subject to 14 days beneficial use, and will be discounted 30% thereafter.