



Increase Your Vacation Rental Revenue

Relax and Let Us Do the Work

E Komo Mai *The Extra Mile, Every Time*

Our Mission

To maximize customer satisfaction from our owners and guests alike, thereby maximizing property values and owner revenue in turn.

Our Vision

To be the Aloha State's vacation management rental company of choice, setting a new standard of care for our properties, our clients, and our team members.



About Us

Midway Vacations is a fully licensed and insured vacation rental management company specializing in vacation rentals and listings; with property management teams on Maui and Oahu.

Our company conducts thorough market research for every unit we manage. From there, Midway utilizes dynamic pricing models according to season, demand, and other market factors to maximize your revenue.

It's our target to achieve a high occupancy rate throughout the entire year — consistently achieving an average of 80 to 90% for all our managed units.



Our Services

Staging

We will professionally stage and photograph your rental property in advance of being listed on the market.

Marketing

Midway will list your property on our own website and across rental platforms such as VRBO, Airbnb, and Booking.com, reaching millions of customers across the world searching for vacation rentals in Hawai'i. We are also premium partners with VRBO and Airbnb, guaranteeing your listing's spot at the top of the page for maximum exposure.

Dynamic Pricing

Our team will coordinate rental rates in conjunction with competing properties, seasonal changes, and current market conditions to maximize the return on your investment, year after year.

Online Booking 24/7

Online booking is always available 24 hours a day, 7 days a week, both on our website and across the platforms we utilize. Our listings are always optimized to provide immediate customer quotes and to accept reservations, all in real time.

Guest Communication

Every correspondence with your guests or service providers are handled by Midway, giving you peace of mind and our guarantee that you will never be bothered with any emergent issues.

Check-ins & Check-outs

Midway handles every aspect of the check-in and check-out process with your guests.

Supplies & Furnishings

All necessary supplies, room furnishings, and amenities required to maximize your occupancy will always be taken care of before each new guest arrives.

Unit Cleanings

Professional cleaning is provided after each visitor leaves. These cleanings are paid for by the guests as part of their accommodation.

Upgrades & Maintenance

Our continuous care and maintenance of your property includes coordinating the replacement of items damaged by normal wear and tear, professional upgrades to the premises as necessary, and the scheduling of larger repairs and maintenance projects to sustain your investment and keep it in top condition.

Restocking & Supervision

Midway attends to all your visitor's needs, from restocking consumables to ensuring access to laundry services. We also provide daily property supervision and make sure to check for any damages after your tenants vacate the property.

Monthly Owners Statements

You will receive detailed monthly statements — including a breakdown of your property income, taxes, expenses, and net revenue — and receive direct deposit of all your revenue into your account.

Fees & Pricing

 ur management fee is 20% of the gross rent collected and includes all the preceding services.

Gross rent comprises the rent collected from guests on fully prepaid reservations of your property. Gross rent does not include any government or state taxes, cleaning fees, security deposits, or any other charges incurred by guests for services rendered.

Midway sends each property owner a detailed monthly report, and our owner portal allows you to keep track of all your rental dates, payments, scheduled activities, and so much more.





We work with our own professional housekeeping crew.

Our cleaners specialize in vacation rentals, and our properties are all professionally cleaned and sanitized. As is standard in the marketplace, we charge the housekeeping fees to your guests.

Our cleaning services include:

- Complete housekeeping and high-temperature professional laundry service
- 3 rolls of toilet paper and a tissue box per bathroom
- Dish soap, sponge, and fresh paper towels in the kitchen
- Single pack coffee, tea, and sugar
- Shampoo, conditioner, body wash, body lotion, and bar soap in the bathroom
- Fresh laundry, linens, towels, and amenities
- Single pack laundry detergent

Consistent and high-quality housekeeping services ensure happy guests and five-star reviews, which converts into increased revenue for property owners.



Our check-in time is 3pm, and check-out is 10am.



Why Choose Midway?

We offer the pinnacle
in **quality service** to
both property owners
and their guests.

- In-depth market research and years of expertise to maximize your rental income and real estate investment
- Top-tier placement across the best booking platforms in the world
- An unparalleled experience for each of your guests in the Hawaiian Islands
- Ongoing maintenance and thorough cleanings to keep your property looking its best
- Every step of the process is handled with professionalism and style
- Secure door codes changed with each booking
- Investment protection: we keep your home safe by offering up to \$1,000,000 in liability insurance and \$1,000 damage protection in every booking.

Midway will prepare your home for rental, anticipate all your customer's needs ahead of time, and always make sure your personal items and your privacy are safe.

From A to Z, Midway has you — and your guests — covered every step of the way.





FAQs

How does Midway find new guests?

Most of our marketing is done online with prominent vacation rental websites. Additionally, we have an extensive lead management system, which enables us to follow up and communicate with previous guests and potential guests via email marketing campaigns.

How are rates established?

We research comparable properties to establish a base price, and then evaluate and update around the unique condition of your property, its location, and available amenities, among other factors. Our exclusive Dynamic Pricing technology monitors the competition and local demand to maximize your rental income, by quickly adjusting the rates.

Is Midway Vacations insured?

Yes, we carry both general liability and E&O insurance, along with a strong CyberCrime policy.

What precautions are taken to guard against damage?

After our cleaning crew has finished but before a new guest arrives, Midway will conduct an arrival inspection to ensure the property is ready to receive new visitors, as well as to assess for any possible damages or issues left by the previous tenants.

Are there restrictions on how often I can stay at my property?

We realize that one of the best reasons to own a vacation property is to stay there yourself. Therefore, we do not limit the amount of time you can stay.

What are some of the typical expenses I can expect for the rental program?

Midway will make periodic maintenance and repairs to your property, perform quarterly deep cleanings, make sure the carpet is treated, and facilitate the replacement of your pillows/comforter/mattress protector, along with other household inventory items, to ensure your guests have a quality experience in your property.

When will I receive my rental proceeds?

You will receive a detailed monthly owner statement (income, taxes, expenses, and net revenue) and a direct deposit of your rental revenue by the 15th of each month.

Who We Are

Meet Co-Owners Christian & Pascal Brandalise



Originally from Germany, the Brandalise brothers have been business partners since 1994. They gained wide-ranging experience as international real estate developers, and have completed projects in Germany, Spain, Brazil, and Hawaii. Christian and Pascal each possess in-depth knowledge and expertise of construction, design, planning, financing, and real estate brokerage, with a concentration in both marketing and customer service. They are fluent in English, German, French, Spanish, Portuguese, and Italian.

Our motivated **Midway Vacations Teams on Oahu and Maui** include property managers, maintenance agents, guest relations, owner relations, bookkeeping and housekeeping departments. They work 365 days a year to provide top-flight service to our property owners and guests, helping to ensure a magical time for all of our visitors and the peace of mind that your property investment is in good hands — not to mention increasing in revenue!

**Contact us for
more information:**

We look forward to working with you!



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