SONNENWOHNEN
LIMITED, CYPRUS



EXAMPLE CALCULATION · INCLUDING VAT

What remains of €1,000 booking price?

Calculated step by step: booking portal, cleaning, VAT and our commission – so you know exactly what ends up with you.

PERSONAL. TRANSPARENT. ON SITE.

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www.sonnenwohnen.cy

Your booking at a glance

SONNENWOHNEN LIMITED, CYPRUS

A guest books your apartment and pays €1,000 booking price including **VAT** plus a **€65 cleaning fee**. This is how the booking price is distributed under the **Full-Service model** with **9% VAT**:



VAT €82.57 (8.3%) · Portal €150.00 (15.0%) · Sonnenwohnen €200.00 (20.0%) · Your result €567.43 (56.7%)

ITEM	AMOUNT
Guests pay in total €1,000 booking price + €65 cleaning fee	**€1,065.00**
Cleaning fee (pass-through) €55.25 to the cleaning company + €9.75 portal share	**-€65.00**
Booking price (gross, incl. VAT)	**€1,000.00**
VAT 9% on the booking price Paid to the tax office	**-€82.57**
Booking portal (approx. 15%) on the booking price Airbnb / Booking incl. payment processing	**-€150.00**
Sonnenwohnen, 20% of gross booking price Commission on €1,000.00, incl. any VAT	**-€200.00**
Your result	**€567.43**

YOU KEEP

€567.43 €

of the €1,000 booking price – that is **56.7%** (relative to the total guest payment of €1,065: 53.3%).

Our commission is 20% of the **gross booking price**. The cleaning fee is a pass-through item. **Without VAT** (small business, below €15,600 annual turnover): **€650.00**.

ASSUMPTIONS OF THIS EXAMPLE

1. The guest pays €1,000 booking price (incl. 9% VAT for holiday accommodation) plus a €65 cleaning fee. VAT is calculated on the booking price only.
2. Portal fee approx. 15% of the total amount (also on the cleaning fee). After the portal deduction, the fee exactly covers the cleaning invoice of €55.25 – a pass-through item with no effect on your result.
3. Commission 20% of the gross booking price (€1,000), including any VAT on the commission. Example values; please clarify the tax treatment with your tax adviser.

Two models. One goal.

SONNENWOHNEN LIMITED, CYPRUS

Depending on whether you want **maximum earning potential** or **maximum predictability**, we offer two ways for your property.

MOST POPULAR

MODEL A

Full-Service Commission Model

We take over the entire operation: listing creation (Airbnb/Booking), dynamic pricing, guest communication, check-in and cleaning coordination.

Your income: You receive the booking income minus portal fee, VAT and a 20% commission on the gross booking price for our complete service.

Example: €567.43 of €1,000

at 9% VAT, details on page 2

PREDICTABLE

MODEL B

Rent-to-Rent (Master Lease)

We rent your apartment long-term and sublet it commercially to tourists at our own risk.

Your income: Every month you receive a contractually agreed long-term rent on time – regardless of seasonal fluctuations.

Fixed cash flow, no letting risk

Rent amount: individual per property, on request

	A · FULL-SERVICE	B · RENT-TO-RENT
Income	Booking income minus portal, VAT and commission	Fixed, contractually agreed monthly rent
Occupancy risk	With the owner, with upside potential	With Sonnenwohnen
Own use	Flexible at any time	As agreed in the contract
VAT for you	See page 4, depending on set-up	Residential rent in Cyprus is generally VAT-exempt; we pay the VAT on the tourist letting*

* Example values, no guarantee; the tax classification does not replace tax advice.

HOW WE START – IN 4 STEPS

1

Initial meeting

In person in Paphos or Austria, or conveniently online.

2

Offer & contract

We recommend the suitable model and put everything in writing.

3

Getting ready

Listings, prices and set-up – we prepare your property.

4

First booking

From now on your property works for you – with a monthly report.

03 · FULL-SERVICE · PROCESSING

Who handles the taxes?

SONNENWOHNEN LIMITED, CYPRUS

Under the Full-Service model there are two ways. The difference is **who handles the tax formalities**.

OPTION 1

You are VAT-registered

You are the landlord, we manage. Commission: 20% of gross booking price.

Payout from portal	**€905.25**
Cleaning (pass-through)	**-€55.25**
Commission Sonnenwohnen	**-€200.00**
Payout to you	**€650.00**
Your VAT payable (9%)	**-€82.57**
Your result	**€567.43**

OPTION 2

Sonnenwohnen as operator

We sublet and settle our part with the tax office. You receive your rent and take care of your own taxes.

Payment	**monthly, contractually fixed**
Term	**as agreed**
Letting risk	**with Sonnenwohnen**
You receive	**Your rent**

	OPTION 1 · YOU	OPTION 2 · SONNENWOHNEN
Invoice to guest	by you (we prepare it for you)	by Sonnenwohnen
VAT registration	You (from €15,600 turnover)	Sonnenwohnen
VAT return	You or your tax adviser	Sonnenwohnen
Input VAT (if applicable)	You or your tax adviser	We claim it

Example values, no guarantee. Which model is permissible for tax purposes and more favourable for you depends on your personal situation; please clarify this beforehand with your tax adviser. We are happy to support you.

We will gladly run the numbers for your property in person.

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Book an initial meeting

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