prearrive

Airbnb cleaning fee worksheet

Price the turn line by line. Every dollar of the fee should map to a real cost.

Property: _____ Bedrooms: ____ Date: _____

1. THE TURN (THIS IS THE CLEANING FEE)

LINE	HOW TO PRICE IT	EXAMPLE	YOURS
Cleaner labor	Hours x hourly rate, or the flat turn rate	3 h x $35 = $105	$_____
Laundry	Linens and towels per turn	$20	$_____
Consumables	Soap, paper, coffee, trash bags	$12	$_____
Travel or supplies	Trip charge, products, equipment share	$8	$_____
Cleaning fee (sum, rounded)		**$145**	**$**_____

2. TWO CHECKS BEFORE YOU PUBLISH

Short stays: cleaning fee $_____ vs. nightly rate $_____. If a one- or two-night guest pays more for the clean than for a night, turn on Airbnb's lower short-stay cleaning fee (1-2 night bookings): $_____.

Comparables: three similar listings at the total-price view guests see: $_____ $_____ $_____. You do not have to match them, but you should know why you differ.

3. NOT PART OF THE CLEANING FEE: AFTER-CHECKOUT FEES

These are requested after the stay, not collected at booking. Itemize each in your listing's rules and have the guest acknowledge it before check-in. Amounts are illustrative; set your own.

FEE	TRIGGER	EXAMPLE	YOURS
Excessive mess	Beyond a normal stay, with photos	$____ / incident	$_____
Smoking remediation	Anywhere on the property	$500 / incident	$_____
Unregistered overnight guest	Above the reservation count	$100 / guest / night	$_____
Unapproved pet	Not approved in writing before arrival	$150 / stay	$_____
Late checkout	Without written approval	$75 / hour	$_____

MAKE THE AFTER-CHECKOUT FEES DEFENSIBLE

The cleaning fee is shown at booking and rarely disputed. The fees in section 3 are weighed after the stay, on the file you can show. PreArrive sends those fees to the guest as a packet they acknowledge line by line before check-in and returns a dated PDF certificate with an audit trail and a content hash. Free on your first property.

Get started free at prearrive.com/airbnb-cleaning-fee/