



Multi Award Winning Inner City Specialist

Residential Sales • Investment Management • Project Marketing

Asset Management Services



RESIDENTIAL ASSET MANAGEMENT

RESIDENTIAL SALES

OFF THE PLAN SALES

Our Achievements

As a multiple award-winning boutique agency, we pride ourselves on providing a premium service for our savvy and discerning clientele.

Whether it's a simple unit, a multi-level penthouse or a family home, Realestate 88 offers a fresh approach to the Perth real estate market.

We look forward to achieving great results with you.



PETER WRIGHT

Founding Director - East Perth Office

Peter has been a real estate expert in the Inner City of Perth WA for many years, It all began in 1999 where Peter developed a real estate philosophy based on integrity and transparency, and a process to deliver outstanding results to his many clients.

Building his exceptional reputation on repeat and referral business, Peter's knowledge of the Perth real estate market is testament to his tireless work ethic and high level of customer service. Peter is a very hands-on, inquisitive person who has the ability to work effectively and professionally at all times. He is highly motivated and is always achieving the best results for his clients.

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JASMYN WRIGHT

Founding Director/ Licensee East Perth Office

Jasmyn Wright's client focus, stemming from years of extensive customer service and managerial skills, coupled with a desire to provide the very best results has seen her win professional recognition, the respect of her clients and repeat business in the real estate industry. Jasmyn has an extraordinary diversity of skills and knowledge that is put to great use in her work as Licensee and residential sales agent in the company founded with her husband "Real Estate 88", servicing Perth's inner City Real Estate.

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WHY Realestate 88

We know how busy you are, so we want you to spend your time on the important things in life-while we expertly manage your investment property!

When you choose Realestate 88 you choose to receive:

- ▶ Experienced long-standing staff with proven track-record of excellence in their field.
- ▶ A dedicated Asset Manager for your property, so you deal with the same person each time.
- ▶ Intimate knowledge of the local market ensures maximum return on your investment.
- ▶ Meticulous tenant selection process including references, credit checks and Australia wide tenancy database searches.
- ▶ Established relationships with qualified tradespeople ensuring repairs are handled swiftly for the best possible price.
- ▶ Established contacts with relocation agencies and large corporate companies to help service quality tenants
- ▶ Systemised processes & procedures for all tasks so we always know the status of your property.
- ▶ If and when you want to sell, we have a multiple award winning Sales team to assist you.
- ▶ Our relationship is built on credibility, knowledge, quality advice and demonstrated award-winning experience.



WHAT WE DO

At Realestate 88, we aim to be the best.
We handle every part of the property management process with diligence and care.

Asset Management Services:

- ▶ Professional photography and copywriting
- ▶ Advertising across online and print media
- ▶ Prospective tenant home viewings with dedicated leasing manager 6 days per week including after hours when required.
- ▶ Careful tenant selection process
- ▶ Lease document preparation and execution
- ▶ Property Condition Reports
- ▶ Lodgement of Bond monies
- ▶ Personalised Tenancy Inductions
- ▶ Maintenance and consistent follow-up
- ▶ Arrange quotes, liaise with professional trades people as required
- ▶ Payment of authorized accounts and statutory charges
- ▶ Ensure appropriate insurance cover is implemented, lodge and oversee claims
- ▶ Monthly disbursement of rental income and statements
- ▶ Proactive management of all lease renewals and rental reviews
- ▶ Final Bond Inspections
- ▶ Bond disposal and refund coordination
- ▶ Reletting & Lease Renewal documentation
- ▶ Serve notices and prepare applications in line with Residential Tenancies Act

Throughout the whole process, we provide open lines of communication to you the Landlord ensuring your spare time is spent on YOU!



JOINING THE **Realestate 88** FAMILY

Once you join the Realestate 88 family, we will keep you regularly informed on the property market with our fantastic E-booklet each week and exciting new investment opportunities before they are released to the open market. We also reward your loyalty.

Talk to us about bringing on 2 or more properties, and our referral rewards!

Let's Get Started!

There's a few things we will need from you to get the ball rolling with the management of your investment. Here's a simple checklist to follow so you're ready for our next meeting:

We Require:

- ▶ **A fully signed and completed Management Authority**
- ▶ **4 x Complete set of keys/remotes for the property**
- ▶ **Copy of your building insurance policy**
- ▶ **Copy of your landlord insurance policy**
- ▶ **RCD and Smoke Alarm compliance certificate for your property**
- ▶ **Security compliance certificate for your property**
- ▶ **Any warranties or manuals for the property**
- ▶ **Strata Company details (if applicable)**
- ▶ **Alarm Code (if applicable)**
- ▶ **Any helpful hints (regularly used contractors, friendly neighbours, bin day, etc)**

If you have any queries on the above, please don't hesitate to contact us. We can help!

OUR BRAND CONNECTORS

At Realestate 88 our aim is to connect you with likeminded Companies that deliver quality products and share our vision in delivering excellence in Customer Service.

We proudly connect you with the following Brands:

EBM Insurance

Landlord insurance is designed to help investment property owners like you to avoid costs that can undermine the value of your investment, like lost income, repairs, legal fees, and even payouts for liability claims. As a preferred distributor, Realestate 88 can offer to you a streamless application process along with many other benefits



Asset Reports

Entrusting the Property Condition Reports & Inventories reports to Asset Reports ensures that these valuable tenancy documents, which become the 'bible' for the tenancy are compiled with accuracy and within the prescribed format as outlined by the Residential Tenancies Act.



Tax Depreciation

No matter when you purchased the property, a Tax Depreciation Schedule could save you thousands each year in tax.



Property investors are in the business of making money and as with every business the Australian Tax Office allows you to claim depreciation as a tax deduction.

My Connect

My Connect allows us to connect utilities for tenants at the click of a button. My Connect makes moving into a rental property as easy as possible.



Crib Creative

Professional photography is essential to a successful advertising campaign, which results in securing the very best tenancy. Crib Creative are masters of their craft and provide the highest quality photography which allows us to create that marketing edge.



Furniture Fitouts

Home is where the heart is and now, thanks to Furniture Fitouts it is also where the state of the art furniture is. The goal is to provide clients a one stop shop solution to top of the line furniture designs.





FREQUENTLY ASKED QUESTIONS

What does the letting fee include?

- ▶ Schedule Home opens and private inspections.
- ▶ Process all applications to confirm employment history and earning capacity.
- ▶ Investigate leasing history of the applicant.
- ▶ REIWA and National Tenancy Database history checks which details defaulting and undesirable tenants.
- ▶ Documenting internet and phone enquiries converting them into viewings.
- ▶ Drawing up of lease and bond contracts for signing.
- ▶ Detailed sit-down and sign up processes and procedures with tenants.
- ▶ Outline any procedures involving moving requirements into your investment with tenants, building manager and strata companies.

How do you choose the right tenant for me?

- ▶ At Realestate 88, we consistently identify and place quality tenants in our client's investment properties.
 - ▶ A thorough check of tenant references
 - ▶ Previous rental history checks
 - ▶ Confirmation of tenant's employment and ability to meet payment obligations
 - ▶ Verification of tenant's ability to maintain your property
 - ▶ A Tenancy Database check is conducted
 - ▶ Upon selection each eligible application will be presented to you for your review and final approval.
- Ultimately the choice is yours.



What happens if the tenant's lease expires?

3 months prior to any lease expiry Realestate 88 contacts the tenants to seek their intentions towards renewing the current lease.

Once we receive their instructions, we conduct a Market Appraisal to ascertain current market rent and contact you for instructions on rental increases and lease renewal terms. If Rent is increased then a Variation to the bond is also carried out to ensure that we conform with the Residential Tenancy Act.

What happens when the tenant moves out?

Immediately prior to the commencement of the Tenancy Agreement and occupation of your Investment by the Tenant, we complete a detailed Property Condition Report (PCR). This is a legal requirement.

A copy of this report is provided to the tenant who may attach any amendments. The original, plus photos, is kept on file to check off when the tenant vacates the property at the end of the lease. Should any discrepancies be identified, we will immediately follow up with the tenant to return the property to the original condition as it was when they entered into the lease agreement (fair wear and tear is excepted).

Upon a tenant vacating, a Final Bond Inspection takes place. The initial Property Condition Report is compared with its present condition. A final Property Condition Report is compiled including photos and the vacating tenant's responsibilities are confirmed. Inventory Charges are for fully furnished properties only. Reports for fully furnished properties include a list of all furnishings complete with photos showing the condition of the furnishings at the commencement of the tenancy.

How often do you inspect the property?

With the new Residential Tenancy Laws being enforced in 2013 the Asset Manager is only allowed to complete four inspections per annum, unless the property is on the market for sale. We inspect the property 6 weeks after the commencement of the tenancy, thereafter every 3 months.

During the inspection, our highly qualified staff verify that the tenant is maintaining your investment to a high standard. They also check for any building defaults or maintenance issues and report them as required.

A comprehensive report, accompanied with photos, is provided to you after each inspection with details on how your investment is being maintained, and any maintenance that may be required.

You are always welcome to attend any inspection carried out by your Asset Manager.



THANK YOU!

The way we meet our clients' needs today, earns us their trust in the future. By making sure day to day transactions are brilliantly executed, relationships flourish. When clients become genuine business partners, they recommend us to their friends and colleagues. At Realestate 88 our reputation is everything and we pride ourselves on providing outstanding service to everyone we meet.

When looking for someone to manage the most important investment you own, please know our team are talented, dedicated and community minded professionals. We value integrity, trust and sincerity as much as we value hard work, determination and success. Our people do business with heart and purpose and are supported with a business environment conducive to success.

Trust us with your most important asset, and get your time back.



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