

LEASE ONLY

ACCOUNTABLE. COMMITTED. EXPERIENCED.

PRICING

AT REAL PROPERTY MANAGEMENT, WE PRICE OUR PROPERTIES USING HISTORICAL DATA AND TRENDS IN THE AREA. WE WANT TO MAKE SURE THE PRICING IS FAIR FOR THE OWNER AND THE TENANT!



ADVERTISING

ALL THE PROPERTIES WE MANAGE ARE ADVERTISED ON A VARIETY OF PLATFORMS TO ENSURE LOW VACANCY RATES!



SHOWING

WE SHOW ALL THE PROPERTIES WE MANAGE SO THE OWNER DOESN'T HAVE TOO! WE WANT OUR TENANTS TO BE HAPPY AND IT IS A GREAT OPPORTUNITY TO GET TO KNOW THEM BETTER!



SCREENING

WE SCREEN ALL OUR POTENTIAL TENANTS TO MAKE SURE THEY ARE THE RIGHT FIT! WE WANT TO MAKE SURE WE GET THE RIGHT PERSON IN THE RIGHT PROPERTY!



LEASE ONLY SERVICE

WE FIND & SECURE THE TENANT
YOU MANAGE YOURSELF

- ❑ Conduct rent comparable report and recommend a competitive rent rate
- ❑ Provide a property evaluation and make a necessary rent-ready recommendation
- ❑ Market and advertise the property on national
- ❑ Deals with all the emails, phone calls and text messages, inquiries and questions
- ❑ Distinguish your property amongst the competitive properties competing for quality tenants at the same time. Social media, digital and web marketing reaches a much larger mass of targeted audience and networks for maximum exposure.
- ❑ Filter out quality prospects
- ❑ Manage rental inquiries and conduct property showing to prospective applicants
- ❑ Show your property professionally to ensure you stand out above the rest.
- ❑ Provide weekly rental inquiry report/leasing updates until property is rented
- ❑ Provide online application processing platform
- ❑ Perform tenant screening (Credit/Rental History & Employment Verification)



REAL PROPERTY MANAGEMENT ACE
403.816.2308 ace@realpropertymgt.ca www.rpmace.ca

Broker: Real Property Management ACE | Independently Owned & Operated Brokerage & Franchise | Calgary AB

- ❑ **MARKET EXPERTISE:** Market expertise & knowledge with market rental rates; and knowledge of Tenant & Landlord legislation.
- ❑ **MINIMAL VACANCY RATES:** Professional networking and marketing attract the right tenants much quicker with our national franchise advertising network.
- ❑ **STRICT TENANT SCREENING | PLACEMENT:** Expertise and experience with track record of quality tenants.

WHAT DO WE DO?

- | | |
|-----------------------|-------------------------------|
| ❑ MARKETING | ❑ SHOW TENANT |
| ❑ ADVERTISING | ❑ SCREEN TENANT |
| ❑ NATIONAL EXPOSURE | ❑ SECURE TENANT |
| ❑ LEASING UPDATES | ❑ VERIFY REFERENCES/CREDIT |
| ❑ MARKET RENT UPDATES | ❑ SECURITY DEPOSIT COLLECTION |
| ❑ LEASE RENEWALS | ❑ LEASE AGREEMENT EXECUTED |
| ❑ TENANT NEGOTIATIONS | ❑ MOVE-IN INSPECTION REPORT |

TENANT PLACEMENT | HOW MUCH DOES IT COST?

- | | |
|----------------------|-----------------------------------|
| LEASING FEE | ❑ LEASE ONLY MANAGEMENT PLAN |
| ONE (1) MONTH'S RENT | ❑ LEASE ONLY MANAGEMENT AGREEMENT |

ACCOUNTABLE. COMMITTED. EXPERIENCED.

ONE MONTH'S RENT | LEASING FEE ONLY ("Finder's Fee")

MONTHLY RENT SCENARIO	\$1,500	\$1,600	\$1,700	\$1,800	\$1,900	\$2,000	\$2,100	\$2,200	\$2,300
LEASING FEE EACH NEW TENANT	\$1,500	\$1,600	\$1,700	\$1,800	\$1,900	\$2,000	\$2,100	\$2,200	\$2,300

1/2 MONTH'S RENT + 10% MONTHLY MANAGEMENT FEE

MONTHLY RENT SCENARIO	\$1,500	\$1,600	\$1,700	\$1,800	\$1,900	\$2,000	\$2,100	\$2,200	\$2,300
LEASING FEE EACH NEW TENANT (1/2 MONTH'S RENT)	\$750	\$800	\$850	\$900	\$950	\$1,000	\$1,050	\$1,100	\$1,150
10% MONTHLY MANAGEMENT FEE (MINIMUM \$125 PER MONTH)	\$150	\$160	\$170	\$180	\$190	\$200	\$210	\$220	\$230
TOTAL ANNUAL FEE (BEFORE GST)	\$2,550	\$2,720	\$2,890	\$3,060	\$3,230	\$3,400	\$3,570	\$3,740	\$3,910
ANNUAL AMOUNT AFTER FEE DEDUCTION*	\$15,450	\$16,480	\$17,510	\$18,540	\$19,570	\$20,600	\$21,630	\$22,660	\$23,690
MONTHLY AMOUNT AFTER FEE DEDUCTION*	\$1,288	\$1,373	\$1,459	\$1,545	\$1,631	\$1,717	\$1,803	\$1,888	\$1,974

*OWNER'S NEED TO FACTOR IN: GST OF MANAGEMENT FEES, PROPERTY TAXES, UTILITIES, CONDO FEES & OTHER OWNER EXPENSES

LEASING ONLY VS. MANAGEMENT PLAN

TOTAL ANNUAL FEE (BEFORE GST)	\$2,550	\$2,720	\$2,890	\$3,060	\$3,230	\$3,400	\$3,570	\$3,740	\$3,910
LEASING FEE EACH NEW TENANT (1 MONTH'S RENT)	\$1,500	\$1,600	\$1,700	\$1,800	\$1,900	\$2,000	\$2,100	\$2,200	\$2,300
ANNUAL FEE DIFFERENCE	\$1,050	\$1,120	\$1,190	\$1,260	\$1,330	\$1,400	\$1,470	\$1,540	\$1,610
ANNUAL FEE DIFFERENCE / 12 MONTHS	\$88	\$93	\$99	\$105	\$111	\$117	\$123	\$128	\$134

WHO

WHAT

WHERE

WHEN

WHY

HOW



LEASING VS. MANAGEMENT

DIFFERENCE BETWEEN LEASING & PROPERTY MANAGEMENT

LEASING VS. MANAGEMENT

LEASING FEE	PROPERTY MANAGEMENT FEE
LEASING FEE: ONE (1) MONTH'S RENT	MANAGEMENT FEE: 10% OF GROSS RENT (MONTHLY)
FEES BASED ON A ONE YEAR TERM). MINIMUM RENTAL AMOUNT APPLIES	
LEASING SERVICES	MANAGEMENT SERVICES
MARKETING & ADVERTISING LEASE RENEWALS	MONTHLY RENT COLLECTION MONTHLY RENT DISBURSEMENTS TO OWNERS
SHOW TENANT SCREEN TENANT SECURE TENANT VERIFY REFERENCES/CREDIT SIGNING LEASE AGREEMENT SECURITY DEPOSIT COLLECTION	MANAGE THE PROPERTY MANAGE THE TENANT MANAGE ALL MAINTENANCE REPAIRS PROPERTY HANDOVER INSPECTION REPORT MOVE-IN/OUT INSPECTION REPORTS



FULL-SPECTRUM MANAGEMENT SERVICES



MANAGEMENT PLANS

LEASING VS. MANAGEMENT

LEASING	MANAGEMENT
FEE: ONE (1) MONTH'S RENT	FEE: 10% OF GROSS RENT (MONTHLY)
<ul style="list-style-type: none"> ❑ LEASING SERVICES <ul style="list-style-type: none"> ✓ MARKETING ✓ ADVERTISING ✓ LEASING REPORTS ✓ MARKET RENT REPORTS ✓ LEASING ACTIVITY REPORTS ❑ TENANT PLACEMENT <ul style="list-style-type: none"> ✓ FIND TENANT ✓ QUALIFY TENANT ✓ SCREEN TENANT ✓ SHOW TENANT ✓ PRE-APPROVE APPLICATIONS ✓ CHECK CREDIT REFERENCES ❑ SECURE TENANT <ul style="list-style-type: none"> ✓ LEASE NEGOTIATIONS EXECUTION ✓ COLLECT SECURITY DEPOSIT ✓ TENANT MOVE-IN 	<ul style="list-style-type: none"> ❑ MANAGEMENT SERVICES <ul style="list-style-type: none"> ✓ MONTHLY RENT COLLECTION ✓ MONTHLY RENT DISBURSEMENT ❑ OWNER ONLINE PORTAL <ul style="list-style-type: none"> ✓ MONTHLY OWNER STATEMENTS ✓ MANAGEMENT EXPENSE INVOICES ❑ MANAGE THE PROPERTY <ul style="list-style-type: none"> ✓ PROPERTY HANDOVERS ✓ PROPERTY INSPECTIONS ✓ TENANT MOVE-IN ✓ TENANT MOVE-OUT ❑ MANAGE THE TENANT <ul style="list-style-type: none"> ✓ TENANT RELATIONS MEDIATION ✓ TENANT RENEWAL TERMINATION ❑ MANAGE MAINTENANCE REPAIRS <ul style="list-style-type: none"> ✓ OWNER MAINTENANCE UPDATES

UNFURNISHED	FURNISHED	LEASE ONLY				
<p style="text-align: center;">LEASING FEE</p> <ul style="list-style-type: none"> <input type="checkbox"/> 1 Month's Rent + GST <input type="checkbox"/> Each New Tenant 12 Month Term <input type="checkbox"/> Minimum Fee Applies <p>MANAGEMENT FEE</p> <ul style="list-style-type: none"> <input type="checkbox"/> 10% of Gross Rent + GST <input type="checkbox"/> Monthly Fee <input type="checkbox"/> Minimum Monthly Applies 	<p style="text-align: center;">LEASING MANAGEMENT FEE</p> <ul style="list-style-type: none"> <input type="checkbox"/> One Fee Combined Leasing Management <input type="checkbox"/> 19% of Gross Rent + GST <input type="checkbox"/> Monthly Fee <input type="checkbox"/> Minimum Monthly Applies <p><u>SHORTER TERMS</u> LESS THAN ONE YEAR Monthly Management Fee equal to 19% of gross rents collection</p> <p><u>ONE YEAR TERMS</u> Leasing Fee of 1 Month's Rent with a minimum of \$700 plus a monthly Management Fee equal to 10% of gross rents collection</p>	<p style="text-align: center;">LEASE ONLY FEE</p> <ul style="list-style-type: none"> <input type="checkbox"/> 1 Month's Rent + GST <input type="checkbox"/> Minimum Fee Applies \$1500 + GST <div style="border: 1px solid black; padding: 5px; margin-top: 10px;">  <p style="text-align: center;">LEASE ONLY SERVICE WE FIND & SECURE THE TENANT YOU MANAGE YOURSELF</p> <p style="text-align: center; background-color: #e91e63; color: white; padding: 2px;">LEASE ONLY</p> <p style="font-size: 8px;">MARKET EXPERTISE: Market expertise & knowledge with market rental rates, and knowledge of Tenant & Landlord legislation.</p> <p style="font-size: 8px;">MINIMAL VACANCY RATES: Professional networking and marketing attract the right tenants much quicker with our national franchise advertising network.</p> <p style="font-size: 8px;">STRICT TENANT SCREEN: Expertise and experience with track record of quality tenants.</p> <table border="1" style="width: 100%; font-size: 8px;"> <tr> <th colspan="2" style="background-color: #e91e63; color: white; text-align: center;">LEASING FEE ONE (1) MONTH'S RENT</th> </tr> <tr> <td style="text-align: center;">LEASE ONLY MANAGEMENT PLAN</td> <td style="text-align: center;">LEASE ONLY MANAGEMENT AGREEMENT</td> </tr> </table> </div>	LEASING FEE ONE (1) MONTH'S RENT		LEASE ONLY MANAGEMENT PLAN	LEASE ONLY MANAGEMENT AGREEMENT
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LEASE ONLY MANAGEMENT PLAN	LEASE ONLY MANAGEMENT AGREEMENT					
<ul style="list-style-type: none"> ✓ Marketing ✓ Showings ✓ Credit Reference Check ✓ Signing lease agreement ✓ Security deposit collection ✓ Monthly rent collection ✓ Move in inspection 	<ul style="list-style-type: none"> ✓ Marketing ✓ Showings ✓ Credit Reference Check ✓ Signing lease agreement ✓ Security deposit collection ✓ Monthly rent collection ✓ Move in inspection 	<ul style="list-style-type: none"> ✓ Marketing ✓ Showings ✓ Credit Reference Check 				
<p>Maintenance</p> <ul style="list-style-type: none"> ✓ Monthly Rent Disbursement ✓ Manage Coordinate ✓ Repairs upon Owner approval ✓ Lease renewals ✓ Manage Tenants ✓ Move-In Move-Out 	<ul style="list-style-type: none"> ✓ Monthly Rent Disbursement ✓ Manage Maintenance ✓ Repairs upon Owner approval ✓ Lease renewals ✓ Manage Tenants ✓ Move-In Move-Out ✓ Replenish Inventory Supplies (Additional Cost) 	<ul style="list-style-type: none"> ✓ Signing lease agreement ✓ Security deposit collection ✓ Move in inspection ✓ 1st month's rent collection <p style="text-align: center;">LEASE ONLY SERVICE WE FIND & SECURE THE TENANT YOU MANAGE YOURSELF</p>				