






EXPERIENCE		
Largest residential franchised property management company in North America, managing tens of thousands of properties for individuals, investors and institutions throughout USA and Canada.		✓
Industry leadership leading over 300 offices in North America. independently owned and operated locations nationwide.		✓
Recognized in Inc® and Entrepreneur 500® Magazine for top performance		✓
LEASING		
Market evaluation to help you determine rental price		✓
Personal leasing agent assigned to every property		✓
Vacancies advertised over franchise network, relocation companies, local and national advertising		✓
Pre-screening of quality tenants interested in viewings for all properties		✓
Weekly property status updates for all vacant properties		✓
Credit, criminal, rental history, employment & eviction screening		✓
Renters insurance required from all tenants		✓
Marketing of your property on a whole new level of real estate marketing of personalized brochures, video tours and social media advertising		✓
OWNER'S ONLINE PORTAL RENT COLLECTION AND ACCOUNTING		
24/7 Online access to all financial statements, receipts and invoices		✓
Direct deposit of owner funds in brokerage trust account		✓
Online payment options for tenants		✓
Uploading of all financial data including receipts and invoices ensuring transparency		✓
Online Portal with access to onthly profit and loss statements and year end financial tax statements		✓
INSPECTIONS		
Inspections performed with leading edge technology providing horough move-in and move-out inspections		✓
Inspection and condition reports documented with pictures and videos		✓
Asset inventory documentation and reporting on every property		✓
MAINTENANCE		
24/7 on call emergency maintenance service		✓
Owners updated and approval requested for all maintenance items		✓
Tenant and Owner online portal for viewing and tracking maintenance requests and completion updates		✓





**REAL
PROPERTY
MANAGEMENT®
ACE**

REAL RESULTS
www.rpmace.ca

MANAGEMENT PLANS

UNFURNISHED RENTAL PLAN 1 Month Leasing Fee + 10% Management Fee

FURNISHED RENTAL PLAN No Leasing Fee + 19% Management Fee

RPM Services

- ✓ Marketing & Leasing
- ✓ Move-In/Out Inspections
- ✓ Rent collection
- ✓ Maintenance Coordination
- ✓ Online Portal Access
- ✓ 24/7 Emergency Response
- ✓ Bookkeeping & Property Accounting
- ✓ Year-End Income / Expense Reports

RPM Services

- ✓ Marketing & Leasing
- ✓ Move-In/Out Inspections
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- ✓ Online Portal Access
- ✓ 24/7 Emergency Response
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- ✓ Year-End Income / Expense Reports

<p>PRICING</p> <p><small>AT REAL PROPERTY MANAGEMENT, WE PRICED 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.</small></p>	<p>ADVERTISING</p> <p><small>ALL THE PROPERTIES WE MANAGE ARE ADVERTISED TO THE MAXIMUM OF MULTIPLE LISTING SERVICES AND WE WANT TO MAKE SURE THE PROPERTY IS SEEN BY THE MOST POTENTIAL TENANTS.</small></p>	<p>SCREENING</p> <p><small>WE SCREEN ALL OUR POTENTIAL TENANTS TO MAKE SURE THEY ARE THE RIGHT FIT FOR THE PROPERTY AND WE WANT TO MAKE SURE THE RIGHT PERSON IS IN THE RIGHT PROPERTY.</small></p>	<p>SHOWING</p> <p><small>WE SHOW ALL THE PROPERTIES WE MANAGE TO THE MAXIMUM OF MULTIPLE LISTING SERVICES AND WE WANT TO MAKE SURE THE PROPERTY IS SEEN BY THE MOST POTENTIAL TENANTS.</small></p>
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plus

- ✓ Move-In/Out Cleaning Service
- ✓ Replenish Supplies at Cost

Owner shall pay a management fee equal to 10% of gross rents collection (minimum of \$125.00 per month)

Owner shall pay a management fee equal to 19% of gross rents collection (minimum of \$125.00 per month)

Leasing Fee: 1 Month's Rent
(per new tenant based on minimum one year lease term, otherwise, will be prorated by lease term)

Leasing Fee: None

- ✓ Initial Set-Up Fee: \$500
- ✓ Advertising Fee: \$50
- ✓ Credit Check: \$15
- ✓ Periodic Inspection Fee: \$80
- ✓ Lease Renewal Fees: \$295
- ✓ Property Manager / Maintenance Call out Fee: \$45 per hour
- ✓ Property Manager Emergency Service Call: \$75 per hour
- ✓ 50% of late fees collected if the tenant pays rent late. Late fees are set by regulations.
- ✓ General Maintenance: Vendor Costs + 10%
- ✓ Major Renovation or Special Projects: to be discussed on a case by case basis



UNFURNISHED RENTAL PLAN

1 Month Leasing Fee

~~1/2~~ + ~~10%~~ Management Fee

RPM Services

- ✓ Marketing & Leasing
- ✓ Move-In/Out Inspections
- ✓ Rent collection
- ✓ Maintenance Coordination
- ✓ Online Portal Access
- ✓ 24/7 Emergency Response
- ✓ Bookkeeping & Property Accounting
- ✓ Year-End Income / Expense Reports

Owner shall pay a management fee equal to 10% of gross rents collection (minimum of \$125.00 per month)

Leasing Fee: ~~1~~ Month's Rent ^{1/2}
(per new tenant based on minimum one year lease term, otherwise, will be prorated by lease term)

FURNISHED RENTAL PLAN

No Leasing Fee

~~18%~~ + ~~15%~~ Management Fee

RPM Services

- ✓ Marketing & Leasing
- ✓ Move-In/Out Inspections
- ✓ Rent collection
- ✓ Maintenance Coordination
- ✓ Online Portal Access
- ✓ 24/7 Emergency Response
- ✓ Bookkeeping & Property Accounting
- ✓ Year-End Income / Expense Reports

- 19% of monthly gross rent
- Laundry linens and towels after each move out
- Monthly report and monthly payout
- Restocking all supplies as needed with receipts and update to owners

Preferred Partnership Rate Clients of Justin Havre & Associates

UNFURNISHED: Leasing Fee 1/2 Month's Rent

FURNISHED: No Leasing Fee 18% Management Fee

- ✓ Initial Set-Up Fee: \$500 **WAIVED**
- ✓ Advertising Fee: \$50 **WAIVED**
- ✓ Credit Check: \$15
- ✓ Periodic Inspection Fee: \$80 **WAIVED**
- ✓ Lease Renewal Fees: \$295
- ✓ Property Manager / Maintenance Call out Fee: \$45 per hour
- ✓ Property Manager Emergency Service Call: \$75 per hour
- ✓ 50% of late fees collected if the tenant pays rent late. Late fees are set by regulations.
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- ✓ Major Renovation or Special Projects: to be discussed on a case by case basis



Property Management vs Asset Management

PROPERTY MANAGEMENT



ASSET MANAGEMENT



Fully furnished short-term leases based on the demand of professionals with shorter and month-month length of stays (**Most under 1 year lease term**)



SAVINGS COMPARISON: LEASING FEE REDUCTION

PROFESSIONAL PROPERTY MANAGEMENT

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

Monthly Rent Scenario	1500	1600	1700	1800	1900	2000	2100	2200	2300
Leasing Fee for Each New Tenant (1/2 Month's Rent)	750	800	850	900	950	1000	1050	1100	1150
10% Monthly Management Fee (Minimum \$125 per month)	150	160	170	180	190	200	210	220	230
TOTAL Annual Fee	\$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 Carry Costs such as Property Taxes, Utilities, Condo Fees & Other Owner Expenses not included in the Monthly Rental Scenario comparison.

1 MONTH'S RENT + 10% MONTHLY MANAGEMENT FEE

Monthly Rent Scenario	1500	1600	1700	1800	1900	2000	2100	2200	2300
Leasing Fee for Each New Tenant (1 Month's Rent)	1500	1600	1700	1800	1900	2000	2100	2200	2300
10% Monthly Management Fee (Minimum \$125 per month)	150	160	170	180	190	200	210	220	230
TOTAL Annual Fee	\$3,300	\$3,520	\$3,740	\$3,960	\$4,180	\$4,400	\$4,620	\$4,840	\$5,060
Annual Amount After Fee Deduction*	\$14,700	\$15,680	\$16,660	\$17,640	\$18,620	\$19,600	\$20,580	\$21,560	\$22,540
Monthly Amount After Fee Deduction*	\$1,225	\$1,307	\$1,388	\$1,470	\$1,552	\$1,633	\$1,715	\$1,797	\$1,878

*Owner's Carry Costs such as Property Taxes, Utilities, Condo Fees & Other Owner Expenses not included in the Monthly Rental Scenario comparison.

FOR RENT #201, 108 - 2 Street SW
VIEW OF PRINCES ISLAND PARK FROM THE BALCONY



RENTED

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FOR RENT #2113, 222 Riverfront Ave SW



RENTED

WATERFRONT PENTHOUSE THINK LIFESTYLE

ROMANIA LEO
403.816.2308 | www.rpmace.ca

FOR LEASE 469 Rainbow Falls Way, Chestermere



RENTED

ROMANIA LEO
403.816.2308 | www.rpmace.ca

FOR RENT CITY VIEW MANOR 2101, 1107, 13 AVENUE SW



RENTED

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IT'S ALL ABOUT THE NUMBERS



UNFURNISHED VS. FURNISHED FEE STRUCTURE COMPARISON \$600-1400 RENTAL SCENARIO

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

Monthly Rent Scenario	600	700	800	900	1000	1100	1200	1300	1400
Leasing Fee for Each New Tenant (1 Month's Rent)	300	350	400	450	500	550	600	650	700
10% Monthly Management Fee (Minimum \$125 per month)	60	70	80	90	100	110	120	130	140
TOTAL Annual Fee	\$1,020	\$1,190	\$1,360	\$1,530	\$1,700	\$1,870	\$2,040	\$2,210	\$2,380
Annual Amount After Fee Deduction*	\$6,180	\$7,210	\$8,240	\$9,270	\$10,300	\$11,330	\$12,360	\$13,390	\$14,420
Monthly Amount After Fee Deduction*	\$515	\$601	\$687	\$773	\$858	\$944	\$1,030	\$1,116	\$1,202

*Owner's Carry Costs such as Property Taxes, Utilities, Condo Fees & Other Owner Expenses not included in the Monthly Rental Scenario comparison.

FURNISHED: 19% MONTHLY MANAGEMENT FEE (NO LEASING FEE)

Monthly Rent Scenario	600	700	800	900	1000	1100	1200	1300	1400
Leasing Fee for Each New Tenant									
19% Monthly Management Fee. (Minimum \$125 per month)	114	133	152	171	190	209	228	247	266
TOTAL Annual Fee	\$1,368	\$1,596	\$1,824	\$2,052	\$2,280	\$2,508	\$2,736	\$2,964	\$3,192
Annual Amount After Fee Deduction*	\$5,832	\$6,804	\$7,776	\$8,748	\$9,720	\$10,692	\$11,664	\$12,636	\$13,608
Monthly Amount After Fee Deduction*	\$486	\$567	\$648	\$729	\$810	\$891	\$972	\$1,053	\$1,134

*Owner's Carry Costs such as Property Taxes, Utilities, Condo Fees & Other Owner Expenses not included in the rental scenario comparison.



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IT'S ALL ABOUT THE NUMBERS



UNFURNISHED VS. FURNISHED FEE STRUCTURE COMPARISON \$2400-3200 RENTAL SCENARIO

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

Monthly Rent Scenario	2400	2500	2600	2700	2800	2900	3000	3100	3200
Leasing Fee for Each New Tenant (1 Month's Rent)	1200	1250	1300	1350	1400	1450	1500	1550	1600
10% Monthly Management Fee (Minimum \$125 per month)	240	250	260	270	280	290	300	310	320
TOTAL Annual Fee	\$4,080	\$4,250	\$4,420	\$4,590	\$4,760	\$4,930	\$5,100	\$5,270	\$5,440
Annual Amount After Fee Deduction*	\$24,720	\$25,750	\$26,780	\$27,810	\$28,840	\$29,870	\$30,900	\$31,930	\$32,960
Monthly Amount After Fee Deduction*	\$2,060	\$2,146	\$2,232	\$2,318	\$2,403	\$2,489	\$2,575	\$2,661	\$2,747

*Owner's Carry Costs such as Property Taxes, Utilities, Condo Fees & Other Owner Expenses not included in the Monthly Rental Scenario comparison.

FURNISHED: 19% MONTHLY MANAGEMENT FEE (NO LEASING FEE)

Monthly Rent Scenario	2400	2500	2600	2700	2800	2900	3000	3100	3200
Leasing Fee for Each New Tenant									
19% Monthly Management Fee. (Minimum \$125 per month)	456	475	494	513	532	551	570	589	608
TOTAL Annual Fee	\$5,472	\$5,700	\$5,928	\$6,156	\$6,384	\$6,612	\$6,840	\$7,068	\$7,296
Annual Amount After Fee Deduction*	\$23,328	\$24,300	\$25,272	\$26,244	\$27,216	\$28,188	\$29,160	\$30,132	\$31,104
Monthly Amount After Fee Deduction*	\$1,944	\$2,025	\$2,106	\$2,187	\$2,268	\$2,349	\$2,430	\$2,511	\$2,592

*Owner's Carry Costs such as Property Taxes, Utilities, Condo Fees & Other Owner Expenses not included in the Monthly Rental Scenario comparison.



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UNFURNISHED VS. FURNISHED FEE STRUCTURE COMPARISON \$3300-4100 RENTAL SCENARIO

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

Monthly Rent Scenario	3300	3400	3500	3600	3700	3800	3900	4000	4100
Leasing Fee for Each New Tenant (1 Month's Rent)	1650	1700	1750	1800	1850	1900	1950	2000	2050
10% Monthly Management Fee (Minimum \$125 per month)	330	340	350	360	370	380	390	400	410
TOTAL Annual Fee	\$5,610	\$5,780	\$5,950	\$6,120	\$6,290	\$6,460	\$6,630	\$6,800	\$6,970
Annual Amount After Fee Deduction*	\$33,990	\$35,020	\$36,050	\$37,080	\$38,110	\$39,140	\$40,170	\$41,200	\$42,230
Monthly Amount After Fee Deduction*	\$2,833	\$2,918	\$3,004	\$3,090	\$3,176	\$3,262	\$3,348	\$3,433	\$3,519

*Owner's Carry Costs such as Property Taxes, Utilities, Condo Fees & Other Owner Expenses not included in the Monthly Rental Scenario comparison.

FURNISHED: 19% MONTHLY MANAGEMENT FEE (NO LEASING FEE)

Monthly Rent Scenario	3300	3400	3500	3600	3700	3800	3900	4000	4100
Leasing Fee for Each New Tenant									
19% Monthly Management Fee. (Minimum \$125 per month)	627	646	665	684	703	722	741	760	779
TOTAL Annual Fee	\$7,524	\$7,752	\$7,980	\$8,208	\$8,436	\$8,664	\$8,892	\$9,120	\$9,348
Annual Amount After Fee Deduction*	\$32,076	\$33,048	\$34,020	\$34,992	\$35,964	\$36,936	\$37,908	\$38,880	\$39,852
Monthly Amount After Fee Deduction*	\$2,673	\$2,754	\$2,835	\$2,916	\$2,997	\$3,078	\$3,159	\$3,240	\$3,321

*Owner's Carry Costs such as Property Taxes, Utilities, Condo Fees & Other Owner Expenses not included in the Monthly Rental Scenario comparison.



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Ask



ACE

WHAT CAN I EXPENSES CAN I WRITE OFF FOR MY RENTAL PROPERTY?

Rental Property Tax Deductions In Canada



Government of Canada <https://www.canada.ca/en/revenue-agency/services/tax/businesses/topics/rental-income>

You can deduct any reasonable expenses you incur to earn rental income. The following is a list of expenses related to property management that are deductible.

Advertising: You can usually deduct expenses for advertising

Insurance: You can deduct the premiums you pay on your rental property for the current year.

Management & Professional fees (includes legal and accounting fees):

You can deduct the amounts paid to a company to manage your property. You can also deduct amounts paid or payable to agents for collecting rents, finding new tenants, and legal services to prepare leases or collect overdue rents.

Repairs and maintenance: You can deduct the cost of labour and materials for any minor repairs or maintenance done to property you use to earn income. You **cannot** deduct the value of your own labour.

Property taxes: You can deduct property taxes you incurred for your rental property for the period it was available for rent.

Utilities: You can deduct expenses for utilities, such as gas, electricity, water, and cable, if your rental arrangement specifies that you pay for the utilities of your rental space or units.

Accounting Fees: You can also deduct expenses you had for bookkeeping services, audits of your records, and preparing financial statements. You may be able to deduct fees and expenses for advice and help to prepare your income tax and benefit return and any related information returns. You can deduct these fees if you needed the help because of your rental operation.

Condominium fees

If you earn rental income from a condominium unit, you can deduct the expenses that you would usually deduct from rental income. You can also deduct condominium fees that represent your share of the upkeep, repairs and, maintenance. **CONSULT YOUR PROFESSIONAL TAX ACCOUNTANT!**



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RENTABILITY SCORE

NEIGHBORHOOD



TRANSPORTATION



AMENITIES



SCHOOL



RENTABILITY



RENTED

WATERFRONT PARKSIDE 2C THINK LIFESTYLE

RENTED

WATERFRONT OUTLOOK THINK LIFESTYLE

RENTED

WATERFRONT PARKSIDE - HOME ON THE BOW

RENTED

WATERFRONT PARKSIDE - STEPS FROM THE BOW RIVER URBAN LIVING AT ITS BEST

ROMANIA LEO

ROMANIA LEO

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Real Property Management is the largest residential property management company in North America, managing tens of thousands of properties for individuals, investors and institutions throughout the continent. For the past 30 years, we have refined and streamlined the business of property management for the benefit of our clients.

Property Management vs Asset Management

PROPERTY MANAGEMENT



Day to Day Operation



Reactive and Short-Term Preventative Maintenance



Small repairs and renovations



Rent Collection



Expense Payment

ASSET MANAGEMENT



Cost Monitoring



Preventative Planning Long-Term Maintenance



Overseeing Performance



Overall Process Management



Portfolio Enhancement



Acquisition and Disposition timing

