## the difference property management



## company overview



A word from the Principals, Karen Jensen and Gavin Curtis,

We are a boutique agency, small enough to give you a personalised customer experience, and large enough to offer a premium service. We take a genuine interest in all our clients and their investments. Our experienced and knowledgeable staff are dedicated to ensuring your property transaction is managed with the utmost care and attention.

As a 'best practice' agency, we are committed to operating to the highest ethical standards and practices. As members of the REIQ, we regularly attend the latest development and training programs to ensure our knowledge remains the best in the industry.

#### Your Property

Our office has been operating since 2004. Our experienced and active team members are available to discuss your needs in any facet of real estate.

Jensen Property provides the following services.

- quality property management of your investment
- sales and rental appraisals
- selling and leasing your property
- assistance to purchase another property to expand your investment portfolio
- refinance or obtaining finance our buying power equals great finance packages
- body corporate management
- whether it is property management, sales, body corporate or finance we cover it all.

# the team



Our Property Management team are meticulous in there approach to client care and believe their communication skill coupled with their PM experience ensure you achieve the best outcome for all parties. We understand the Property Management process from both being an investor and also a tenant. With a focus on customer service we pride ourselves on an delivering effective and efficient service.

Being up to date on relevant industry legislation and best practice in Property Management is an absolute must for Jensen Property.



#### Amy Allgood - Senior Property Manager

With a professional background in Property Management, and business. Amy's wealth of knowledge, offers a valuable edge when managing, or selling one of your assets. Amy, like many Real Estate professionals always prides herself on being efficient and effective. Her quality of service has paid off in the property business, with many satisfied investors from Brisbane to all over the world. Her high level of ethics, communication and commitment combine to give you peace of mind.

"Some of the important aspects to her service and performance, are honesty, empathy, knowing the job and of course, keeping clients informed at every stage!"



#### Mellisa Stevens- Property Manager

With a working history in Property Management, Mellisa has helped many landlords secure excellent tenants. Her knowledge, offers both owners and tenants valuable guidance. Mellisa prides herself on being efficient and effective. Her quality service has paid off in securing many satisfied clients.

"Some of the important aspects to her service and performance, are honesty, end to end property management skills and excellent communication with everyone.

# best choice



At Jensen Property, we like to know what is truly important to you... profit, protection and communication.

We're not going to fill your head with empty promises... or your statement with hidden costs. What we will do is open our files, invite you to examine our track record allowing you to make a sound business decision based on facts.

### Service Guarantee

If you are not completely satisfied within the first 3 months – we'll refund the management fees.



### Keeping you Informed

We understand that communication is the key to any good relationship with you and whether it is 'good' news or 'bad' news, we won't keep it from you! We will provide you with progress updates on activity relating to your investment.

Direct email access to your Property Manager is a quick and efficient option available to you.

## our system for success

Your investment property is safeguarded every step of the way by a professional property management team using systems that are being improved and stream-lined.

Each step has been refined over many years in property management, starting with tenant selections, dispute resolutions and resolution, maintenance and reports to investors.

#### **Careful Tenant Selection**

Our goal is to obtain the best suited tenant/s for your property in the shortest amount of time while maintaining our high standards.

With an in-depth screening process we determine that tenants can meet their responsibilities for the duration of the tenancy.

Tenant selection is in accordance with laws covering discrimination, residential tenancies and privacy. We aim to keep you informed of applications, so you can take part in the selection process.

#### Security is Paramount

Unlike other agencies, keys to your property/ies are not given out to prospective tenants. We do not take risks with your investments.

#### Detailed Entry & Exit Reports

Prior to tenants moving in an entry condition report with extensive notes and photos is completed.

This report includes any necessary meter readings.

At the end of the tenancy these documents help ensure your property is in the same condition it was at the start of the tenancy taking into consideration fair wear and tear, fair wear and tear. Only after the property has been deemed satisfactory & all finances are up to date, will the bond be refunded.

#### About educating tenants

At the time of signing the tenancy agreement we educate and advise the tenants of important aspects of the tenancy agreement and the property itself. We take care of all the documentation and bond lodgment to ensure all is in place for a trouble free tenancy.

#### **Regular Inspections**

We take care of your property's maintenance and repairs in a proactive not reactive way, as if they were our own.

The purpose of these inspections are to bring to your attention to any immediate maintenance needs and secondly, to inform you of any preventative maintenance or refurbishment that may be beneficial, whilst ensuring the tenants are maintaining the property to a high standard. Owners can then forecast and budget accordingly for any upgrades suggested in the report.

#### Maximizing Income

Neglecting minor repairs can often lead to major expenditure and the potential loss of a good tenant. Our attention to maintenance by qualified tradespeople and at a reasonable cost will ensure that problems are resolved quickly.

#### Savings and Reliability

We have a large pool of highly skilled and fully licensed, reliable tradespeople who can get the job done and at the right price.

#### Disputes/Negotiations

On the odd occasion that a dispute with tenants arises we act as liaison between you and the tenant. If required, we refer to the Dispute Resolution Services offered by the RTA.

If no agreement is reached, we can attend the Small Claims Tribunal, QCAT on your behalf. The Tribunal is an independent third party mediator/adjudicator who will make the most logical decision on the matter.



# testimonials



Rather than have us tell you how great we are at Jensen Property let's hear it from those who really matter... Owners, trades and tenants. These client testimonials are just a snippet of what we can do for you ....

#### Bill & Rosie Rowe

Everything has always been handled in the most timely and professional manner

#### Thai Bin Hai

Be assured, we value the high quality service you give.

#### Brian & Joyce Cottle

Thank you for managing our home so well, It gives us peace of mind being so far away.

#### Mike Babalich

Your professionalism and quick attention to matters has completely changed my view of real estate Agents.

#### Chung Minh Duong

Thank you for your professional approach in looking after our house and rentals.

#### Muthuraj Guruswamy

All rent continues to be on time. Thank you!

#### Neil Hoskins

We would like to thank you for the excellent management we have received over the years and to express our thanks for making the experience a hassle free one. We have no hesitation in recommending your office to our friends.

#### Neil & Merady Brown

Communication is very responsive. Excellent service.

#### Larry & Meegan Matthews

I want to thank you for all the ways that you have looked after the management of our investment Property. I have been a very happy customer.

## marketing and leasing



In this ever-evolving age of technology, you can rest assured that Jensen Property are at the forefront. We use a large array of digital platforms to market your property to the widest possible audience. We use leading software programs and have a 24/7 booking system so prospective tenants can book an inspection at your property anytime, day or night. We love being able to find quality homes for our database of potential tenants, and at the same time give our landlords peace of mind that they have an enthusiastic team of professionals working hard for them.

The majority of prospective tenants are searching online for their next home. We upload our listings onto 15 property portals including high traffic sites realestate.com.au and domain.com. We use expert photography and write detailed descriptions to attract the most attention possible. Your ad will feature in our prominent window display which is lit 24hrs a day, 7 days a week. Upon launching your marketing campaign, we email your property listing to our extensive tenant database. We use large eye-catching signboards that are easily identified as Jensen Property. The contact details are clear, listing office and mobile contact numbers as well as our website and email address, making it simple for interested parties to call for more details or to arrange an inspection. We take a proactive leasing approach, we actively seek out new tenants for your property, we don't wait until they come to us.

Our detailed screening process includes thorough reference checks, searches of the TICA tenancy default database, income and affordability assessment and requirements to provide at least 100 points of photo ID as well as proof of income or bank statements, details of rental history and personal references. We keep you informed of applications and you make the final decision.

## your financial well being



You invest in property to protect and grow your hard earned wealth. That is what you expect, what your investment needs and what we offer.

#### Your Investment Working for You

Our goal is to increase your income and ensure your investment is working for you! We ensure you enjoy the highest possible rent by regular assessments that take into account current market rents of similar properties, the area's vacancy rate, and condition of the property, quality of tenant and length of tenancy.

#### Your Rent in Your Account

Our fully electronic banking facilities provide tenants with easy rent payment options. We encourage and educate tenants to pay the full rent amount due, not part payments. However, should tenants fall into arrears, we know about it the same day as part of our daily arrears management routine.

Prompt action follows in accordance with the Residential Tenancies and Rooming Accommodation Act, keeping you informed throughout the process.

#### Accounting to You

Each month we forward you an itemized statement showing all rental income and payments made on your behalf. We electronically deposit your money as cleared funds, into your nominated account within 48 business hours. No waiting for a cheque to clear!

We can also provide a fully itemized Income and Expenditure Summary.



# foir fees



We charge a fair and reasonable price for a thorough and professional Property Management service.

We don't work for free, but we guarantee that we do not cut corners to make ends meet as many Agents do with reduced fees.

Fees for the management and letting of residential properties reflect the quality and level of service we offer.

#### Fees

Our fees are based on the number and type of Property management services you need us to provide and what we can do for you personally.

Every property is different and we can tailor a management package specifically for your requirements.

We look forward to having the opportunity to discuss your personal needs and the range of our services. Our fees are fully tax deductible.



### ten frequently asked questions by investors



### 1. Can I say I don't want pets at my Property?

Lessors may choose to specify if Pets are, or, are not allowed in Tenancy Tenancies and Rooming Accommodation Act 2008 (RTRA Act) outlines the tenant's responsibility with having them at a rental Property. Our Agency can provide practical suggestions for your consideration before deciding if you will allow a pet or not.

#### 2. Who holds the Bond money?

A maximum amount equal to four weeks rent is to be paid by the tenant as bond prior to the tenant moving into the property unless the rent is greater than \$700 per week. In this case, then an agreed amount can be requested to be paid over and above the four weeks rent as bond. The bond is lodged with the Residential Tenancies Authority and held there until the tenant vacates the premises and a thorough agent exit property Inspection and report is completed and we are satisfied the tenant has returned the property as required and all rent has been paid. The bond is then dispersed appropriately.

#### 3. How and when am I paid the rent from my tenants?

All monies received on your behalf are held in our regularly audited trust account. From these monies we pay all authorized payments relating to your property e.g. council rates, insurance, repairs and maintenance. Invoices are sent to you with your next statement. The trust account period concludes with account processing occurring on the first business day of each month to comply with trust account auditor requirements. We electronically transfer your funds into your nominated financial account within the next 2 business days.

#### 4. Are all repairs done properly?

Work arranged by our agency for your property is carried out by a suitably qualified and licensed trades-person. If the work required is covered by a warranty, our Agency contacts the supplier, or if the work is claimable under your Landlord or any other insurance policy, we can contact the insurer to claim on your behalf. Our agency has access to a wide range of trades people who have met our Agency's stringent criteria.

#### 5. Does somebody keep track of rental payments?

Each business day rent arrears are monitored with action taken. If the tenant is 4 days in arrears a reminder is sent. If rent is in arrears on the 8th day, we issue a formal Notice to Remedy, as the law allows at this time. In this event, a copy of the notice will be sent to you for your reference. If rent continues to be unpaid we issue a formal Notice to Leave when the law allows and send a copy to you. We maintain contact with you until the matter is finalised ie rent is paid or the eviction process concludes.



#### 6. What is the average length of a Tenancy Agreement?

The most common tenancy is a Fixed Term eg 12 months or lger. In today's market lessenants are requesting 6 month tenancies due to the costs of moving premises and the desire to have security with their home and the knowledge the rent will not alter over the next 12 months. We suggest a new Tenant's first Tenancy Agreement be for 12 months to see how the Tenant performs .If the market allows a rent increase can be written into the Agreement at the 6 month mark. The Agreement may be re-negotiated before the end of each fixed term period. We contact you about 3.5 months prior to a lease expiry with options and advice about rent.

#### 7. How often can I inspect the Property other than for maintenance?

The Tenancy Agreement specifies that the Tenant permits the Lessor/Agent to inspect the Property during the tenancy provided the Tenant is given notice, as required by the RTRA Act. The Act states that unless a Tenant agrees otherwise, entry may not be made less than 3 months after a previous entry by the Lessor/Agent.

#### 8. What Insurance is needed for an investment Property?

Before renting a Property it is highly recommended to have appropriate insurance cover such as 'Landlord Protection Insurance'. We can provide various brochures from Insurance Companies providing this type of policy. In addition, building and contents insurance and public liability cover are vital. Packages are typically available from your preferred Insurer for cost effective and comprehensive protection. All queries about insurance must be directed to Insurance Providers.

#### 9. Who pays for water?

The Lessor is responsible to pay Council / Shire sewerage and drainage rates, Land Tax and all corporate charges. From the date a tenancy commences and if specified on the Tenancy Agreement, Tenants are responsible to pay for electricity, telephone, gas plus water charges over and above the average allowance incurred. The Lessor can pass on full water consumption costs as long as their Property meets the criteria of the 3 star wells rating.

#### 10. Do I pay for the telephone connection?

It is recommended that if the Property is new or has been vacant for a while and a telephone line is not connected to the Property the Lessor pays for a line connection. We recommend the Tenant organises the work and submits the account to us for the Lessor to pay. The Tenant is responsible to pay for the service connection to the line and all services used.

To ask other questions and to find out about the services we provide to Investors, contact the Jensen Property rentals team via email: pm1@jensenproperty.com.au or phone: (07) 3426 9884

## presenting your property



High quality photography is essential when presenting your property to the market. We know the importance of showing your property in its best light to generate as much enquiry as possible. The quality of your ad will determine the quality of tenant your property will attract.





Same property, different agent: **No additional cost.** Your property could be presented online like this:









#### Routine Condition Report

Unit 8, 14 Morshead St Moorooka QLD 4105 Tenant: Styles, Chloe; Stott, Matthew; Baulch, Toni Lease Expiry: 06/04/2017 Inspection completed on: 05/07/2020 By: Sam Bishop

#### Comments

Property is very clean and tidy throughout. Minor scuff marks on walls (fair wear and tear for length of tenancy). Being well cared for by tenants.

#### Summary

Minor scuffs on walls, floors cleaned.
Clean and tidy. No damage sighted.
Floors and walls clean.
Appliances clean, floors clean, no damage sighted. No maintenance reported.
Clean and tidy. Minor scuff marks on walls.
Carpets in good condition, no marks on walls.
Shower and basin clean. Floors and walls clean.
Carpets in good condition, no marks on walls.
Carpets in good condition, some small marks on walls.
Carpets in good condition, no marks on walls.
Shower, bath and basin clean. Floors and walls clean.
Wash tub and bench clean. Floors and walls clean.
Garage tidy, some oil stains.



#### Details

Lounge Room Clean and tidy. No damage sighted.





Bedroom 4 Carpets in good condition, no marks on walls.





Bedroom 3 Carpets in good condition, some small marks on walls.



Ensuite Shower and basin clean. Floors and walls clean.





#### Bedroom 1 Carpets in good condition, no marks on walls



Bedroom 2 Carpets in good condition, no marks on walls



Bathroom Shower, bath and basin clean. Floors and walls clean.





#### Dining Room Floors and walls

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Family Room Clean and tidy. Minor scutt marks on walls



#### Laundry Wash tub



General Garage tidy, some oil stains





### notes



Jensen Property Management Department: Property Manager 1 : 0421 003 779 - Amy Allgood Property Manager 2 : 0400 919 448 - Melissa Stevens



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